



# PETROCONTRACTS

Business Management Consultants



**OIL & GAS**



**POWER**



**CONSTRUCTION**



**INFRASTRUCTURE**



**NEW ENERGIES**



# Contents

Who we are	4
Our Presence	5
Our Services	6
Our People	13
Our Clients	14

**Experience**  
**Innovation**  
**Resolution**

# Who we are



Petrocontracts International, a Business Management Consultancy, offering comprehensive project management services. Our clients choose us because of our ability to predict, examine and resolve complex challenges. Our stalwarts deliver innovative solutions that improve the quality & reliability of business processes.

## Our Work

Petrocontracts provides wide-ranging consultancy services in the areas of Project Management, Proposals, Estimation, Contracts & Claims Management across oil & gas, power plants and infrastructure industries. Our extensive experience and credible background are a testament to the insightful wisdom we bring to our clients.

Within the energy industry, we are admired for our innovative approach of delivering complex projects, challenging the norms, applying superior business strategies, pioneering new commercial & operational models and optimizing value to even the most remotely relevant assignments.



CULTIVATING BUSINESSES  
TO DELIVER GROWING NEEDS

Project Management  
Services

Contracts & Claims  
Management

Proposal & Estimation  
Services

Engineering  
Services

Business Support  
Services

## Our Values



### Responsibility

We are committed to deliver, to innovate and to achieve the best in everything we do.



### Expertise

Our people have vision, insights, knowledge and capability to creatively solve problem.



### Leadership

We push boundaries and challenge the conventions, strategically and technologically.



### Commitment

We are accountable and have a proven track record of delivering quality projects within the timeframe and budget

# Our Presence



Experience

**19+**

countries

**4**

Flagship offices

**35+**

Consultants

**24+**

**Clients worldwide**  
Including international majors, investors, developers, owners, engineers, construction contractors, manufacturers and specialist suppliers



# Our Leadership

Over 75+ years of combined leadership experience

Satender Sharma holds a Bachelors of Engineering (Mechanical) degree and a Diploma in Business Management with over 40 years experience within the construction industry, which includes major EPC projects in oil & gas, power plants and infrastructure sectors. He is also a Chartered Engineer by profession and a Fellow with Chartered Institute of Management (UK) and Institution of Engineers



Satender Sharma  
Chief Executive Officer



Mike Robinson  
General Manager

Mike Robinson holds a master's degree from Strathclyde University, with over 35 years of experience, working in the energy sector. He has held board positions for the Energy Industries Council, British Chemical Contractors Association and the Chartered Institute of Purchasing and Supply

Our mission is to become a globally preferred company, providing business consultancy services in the sectors and areas of our expertise.



# Our Services

Project Management Services  
Proposal and Estimation Services  
Contract Management Services  
Claims Management Services  
Engineering Services  
Resource Management Services  
Business Support Services



# PROJECT MANAGEMENT SERVICES

**Project execution is a challenging task that has a multitude of risks associated with it.**

These could be costly if left unchecked. Especially, in projects where the stakes are high, effective management becomes of paramount importance for a successful delivery. When Petrocontracts is engaged, you get a team that has experience across the project lifecycle, from the early conceptual stages, through detailed design & delivery, to the operations and maintenance stage.

With this direct collaborative setup, we concentrate on the constructability, workability, sustainability and longevity that brings transparency to your project's cost and schedule. In doing so, we equip you to identify and mitigate risks at early phases, alleviate bottlenecks to improve productivity and optimize resources for effective governance. The aim is to establish dependable client relationships, built on assurance and backed by best-in-class delivery.



Working and supporting across the project lifecycle

Our work for Project Management Services include:

- *Full Project Management Organization (PMO)*
- *Risk Assessment*
- *Project Execution Strategies*
- *Schedule development & benchmarking*
- *Contracts / Subcontracts & Change management*
- *Constructability reviews*
- *Engineering management*
- *Procurement management*
- *Construction and handover management*
- *Cold Eye reviews to independently identify & mitigate risks*

# PROPOSAL AND ESTIMATION SERVICES

**The increase in energy demand is leading the way to explore uncharted territories for more energy sources.**

NOCs / IOCs are reassessing their long-term plans for expanding production facilities and are now actively looking to develop new areas by offering tenders to the market for estimation and kick-start the projects.

For such initiatives, Proposal estimation plays an important role in overcoming challenging factors like probability, stringent deadlines, resource planning, as well as other contracting issues that creates exigencies to achieve successful results.

With robust understanding of these factors, Petrocontracts provides you with the confidence you need to advance in your proposal efforts. We understand how to unlock complex projects – we have provided over hundred thousand manhours of estimation consultancy to leading international EPC Contractors and have a hold on valuable cost and manhour norms database.

Our focus areas in estimation includes:

- *Cost estimations on EPC basis*
- *Commodity-based pricing for construction cost estimations*
- *Man-hours estimation & Resource manning*
- *Temporary Facilities cost estimations (CAPEX + OPEX)*

## Delivery of proposal estimation

We know what it takes to deliver, we walk the talk, and our goal is to directly work with clients to define the best solutions and then deliver it to them.

We do this by holding review sessions with our clients to contest the prejudices of their rates, prices and manhours estimations to establish a Most Economical and Advantageous Tender (MEAT). We also engage with client's engineering team to question the efficacy of their MTOs and construction BOQs.



Established talents, deployed for new initiatives

# CONTRACT MANAGEMENT SERVICES



**Contracts ensure that parties involved in the project meet their respective obligations to deliver an accomplished project.**

Undesirably, there are cases wherein certain terms and conditions are overlooked, for whatever reason, which may bring about claims, litigations, followed by delays and further costs sparking burden to what should have been a stable project.

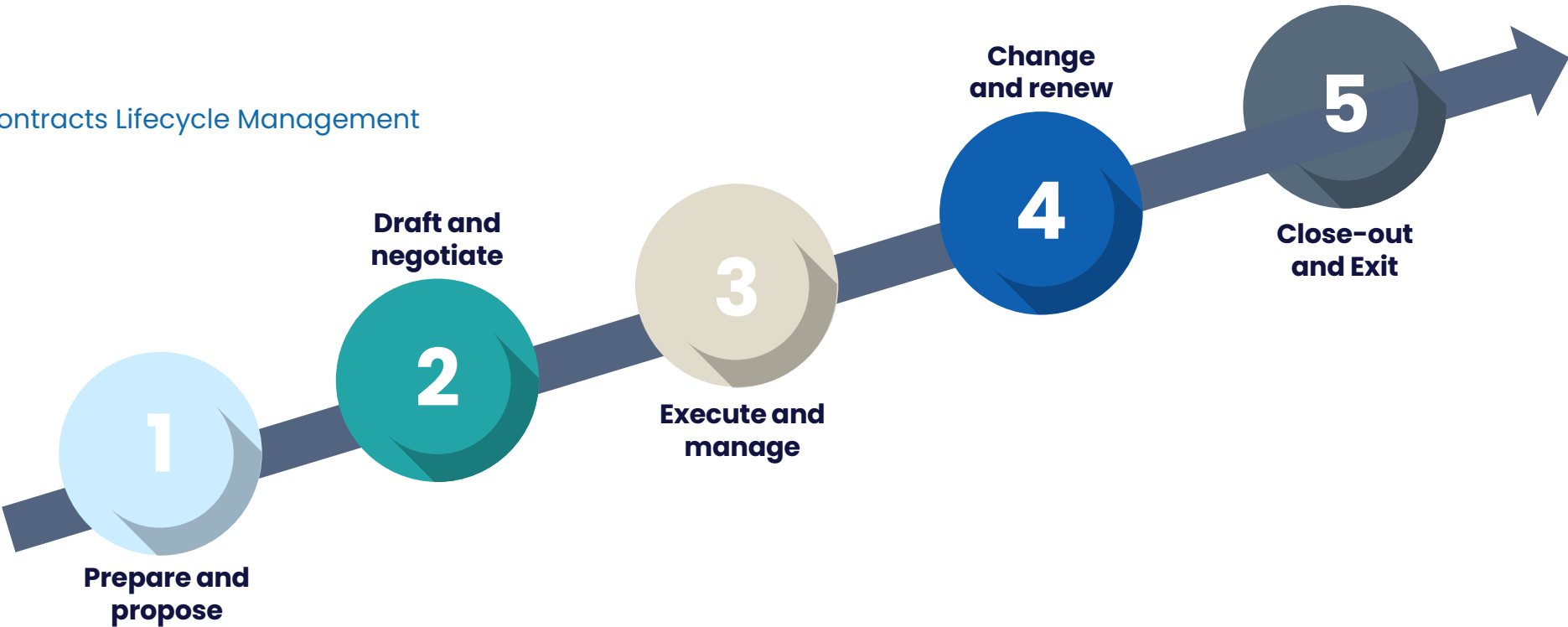
Petrocontracts' experts have extensive experience of auditing contract documents to capture risks in the minute of details that does not only ensures compliance to contractual obligations but also connect the dots for improving the contracting position.

We offer services in both Pre-award and Post-award Contract phases. Our expertise helps you to secure the best possible value from the contract, throughout its duration. We are available to accompany you for visiting project sites and client offices.

Insights that  
improve and  
add value



## Contracts Lifecycle Management



## Our focus areas of specialization in Contracts Management

### Pre-contractual:

- Audit of tendering documents
- Contractual and financial risk analysis
- Development of commercial & contracting strategies in line with project & construction execution strategies
- Contract advisory service
- Defence strategy against over payment

### Post-contractual:

- Development of contract management processes and procedures
- Contract administration
- Quantity surveying and quantity control
- Cost audit for corrective actions
- Assistance with Variations and Claims
- Claim analysis and negotiations
- Support Permanent defence strategy against cost
- Overruns / Pre-contention settlement
- Contract management training to project team

### Project close-out:

- Settlement of the final account
- Assistance in dispute resolution
- Assistance to lawyers in compiling supporting arbitration files
- Commercial settlement strategies and negotiations

# CLAIMS MANAGEMENT SERVICES



A project, just like our lives, is frequently filled with uncertainty, misunderstandings, ambiguity and disputes.

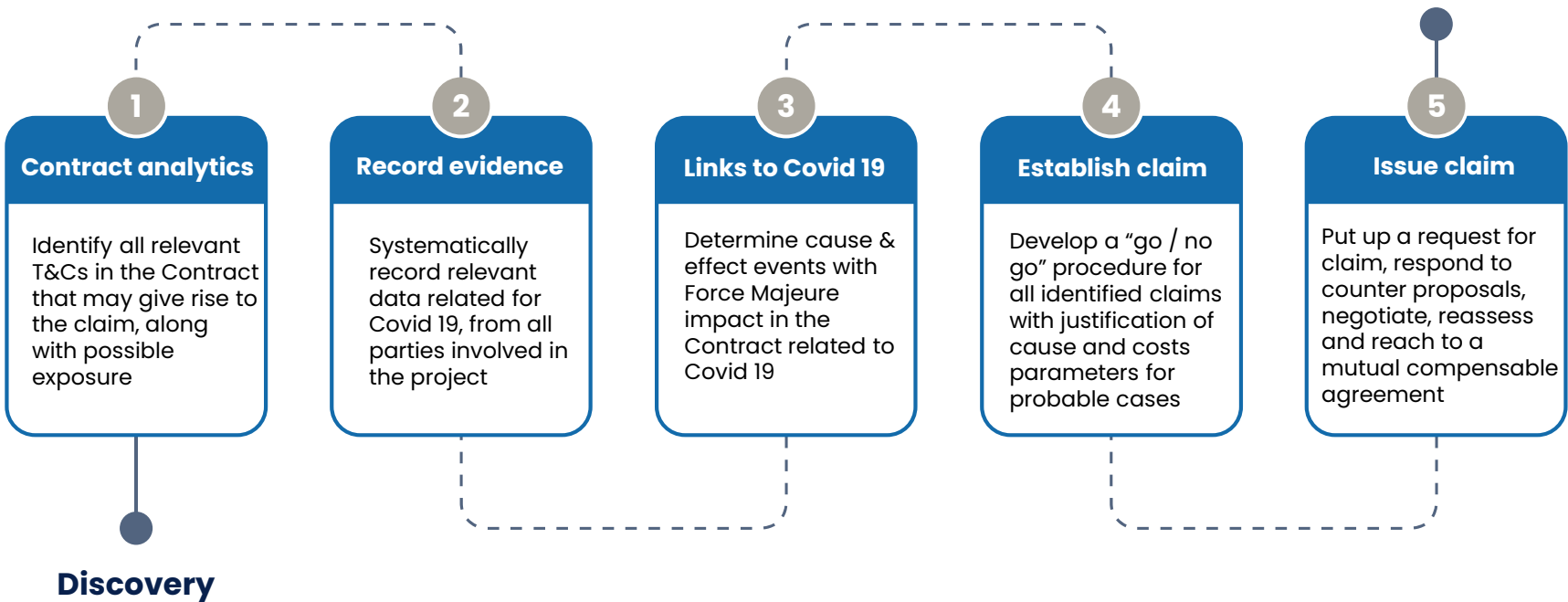
Add to these a poorly worded claim or a misinformed defense and you quickly find yourself in a riskier position. Since these characteristics are unavoidable, the differentiator between success and failure depends on one’s ability to avoid them in the first place and how to manage an unexpected circumstance.

Petrocontracts offers Claim Management Services that provides its clients with the tools and processes they need to manage all kinds of disputes regardless of its timing in a project. With our competent project management skills, robust administration discipline and extensive knowledge of tested standards & procedures, our clients are always at peace when confronted with disputes because we can reconstruct the facts to facilitate, reconcile and ultimately settle.

Our specialization in Claims Management includes:

- Quantum Meruit claim
- Delay, Disruption and Acceleration Claims & Cost Analysis
- Forensic delay analysis
- Covid-19 Claims
- Expert Advisory services
- Develop defense & negotiation strategies
- Claim prevention strategy
- Entitlement analysis – Cause & Effect & Liability
- Extension of Time (EOT) claims
- Damages assessment, recovery of Costs and Loss of Profit
- Dispute Avoidance Strategy & Dispute Resolution including support for arbitration or ADR routes

## Typical Claim Management process



Mitigating risks  
for an Ideal  
result



# CLAIMS MANAGEMENT SERVICES



01

## Quantum Meruit Claim Management

Construction industry is a commonplace for claims, wherein some necessary work is performed, and payment is denied.

Whatever the case may be, Petrocontracts arms you with the tools that help you to steer through the risks and provide you with confidence in handling any type of claim.

Our experts handle a quantum claim by gathering evidence of facts or events; validate contractual liabilities and form a basis for a claim; establish cause & effect for events; assess the value of benefits; incorporate relevant costs due to prolongation, acceleration, disruption and/or loss of productivity; and finalize the claim report.

02

## Delay & Disruption Claim Management

Our industry often construe delay and disruption as same.

Delay is concerned with time and Disruption is associated with disturbance or interruption to normal working methods. However, claim events of delay and disruption may interrelate, wherein delay can lead to disruption and vice versa.

With our adept know-how, we empirically distinguish delay & disruption to furnish legal entitlements for Extension of Time (EOT) and delay claims by employing, among others: *Critical path analysis, Linear Scheduling analysis, Earned value analysis, Monte Carlo simulation, Programme Evaluation and Review Techniques (PERT), S curves.*

03

## Forensic Delay Analysis

Construction projects can be delayed due to a few varying circumstances; these often include Inadequate information; Contractor or Client failures; Variations; Poor communication; and Financial problems.

Our experts are sound with Society of Construction Law protocols and are proficient in the widely used analyses, such as: *Impacted as planned analysis; Time impact analysis; Time slice windows analysis; As-planned versus as-built analysis; Longest path analysis; and Collapsed as-built analysis.*

04

## COVID 19 - Claim Management

The spread of COVID-19 pandemic has had a significant, and in some cases, devastating impact on not only to the construction industry but to all walks of life, globally.

With countries declaring a state of emergency, closing their borders and imposing travel restrictions, on-site construction activities have naturally been affected – from shortages of materials due to interruptions of supply chains, shortages of workforce and labour, prohibitions on gathering of groups of people, lockdowns, and in certain countries, the complete suspension of all construction activities.

Petrocontracts' response team is prepared for the unexpected! We rapidly put recovery measures in place to ensure business continuity. We understand the obligations of "burden of proof" and guide our clients in proving their losses by navigating through the occurrences, establish reasonable steps for mitigation and illustrate the links between the loss event and contractual non-performance due to the outbreak.

Petrocontracts' has successfully engaged prominent GCC clients to help them develop, defend and recover losses on their Covid claims.

05

## Expert Advisory Services

Disputes tend to be stressful, and they consume valuable time and money.

Having an impartial guidance is critical to resolving issues quickly and getting back to business. Arising from our extensive techno-commercial experience in the oil and gas industry, Petrocontracts provides Expert Advisory Services to corporations and individuals, alike. Our personnel act as expert witnesses in remedying internal and external disputes of a business that curtails legal expenses.

Our qualified experts cross-examine and defend your case with a pragmatic approach. With specialization in *Quantum analysis, Delay analysis and reinforcing technical engineering policies*, we respond efficiently to deliver cost-effective results.



# ENGINEERING SERVICES

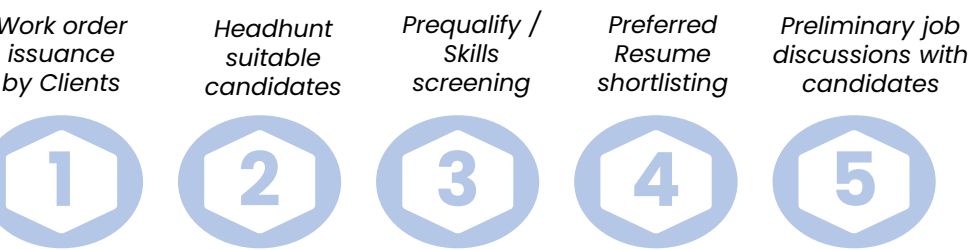
**Petrocontracts offers comprehensive solutions to EPC & Owner-Operators with an array of Engineering Design Services.**

Our diverse clientele ranges from Engineering and Design for Oil & Gas projects, Infrastructure, Power Plants and Construction industries. We facilitate the development of projects from preliminary Front End Engineering Design (FEED) studies through detailed engineering design, including field support and commissioning.

Our Engineering Services include:

- *Design & Engineering for Columns, tanks, vessels*
- *Developing General arrangement drawings.*
- *Conducting FEA studies.*
- *Detailed Engineering drawings*
- *Deriving BOQs*
- *Developing Fabrication drawings*

# RESOURCE MANAGEMENT SERVICES



Teamwork makes the Dream work



**A consultancy division of Petrocontracts is purely focused in providing state-of-the-art Human Resources (HR) solutions for your recruitment, staffing and HR outsourcing needs, anywhere in the world.**

Our reliable resource management function can provide any number of high calibre resources, in both blue- & white-collar positions in the energy industry. Through our stringent competency processes including searching, selecting, administration, insurance & visa requirements, mob/demob, to payroll, we offer end-to-end staffing solutions.

We understand the need for high performing individuals in a business and we invest time in finding out your organizational make-up, culture, strategic direction and performance goals, to recommend candidates that perfectly fits with your ambitions. We have extensive experience in setting up a complete Project Management Organization (PMO) under our own payroll management, saving you time, effort, costs, reducing risks and maximizing your workforce's productivity and contentment.

Our recruitment services are tailor-made for:

- *Oil and Gas Industry*
- *Oil fields & Refinery, Petrochemicals & Process, Infrastructure Industries*
- *Power & Utility Construction, Fabrication & Erection Industries*

## Recruitment capabilities and associations

Our strength lies in our team of specialized recruitment consultants, coordinators & tele-callers, whose passion, commitment, execution capabilities, delivery and customer focus are second to none.

Through our specialist agencies, across the world, we provide staff from India, Pakistan, Bangladesh, Nepal, Sri Lanka, Philippines, Indonesia, Vietnam, GCC and African countries. We also provide licenses / permissions to recruit any number of workers and have trade testing centres / workshops for interview process via our associates.

# BUSINESS SUPPORT SERVICES



**International corporations are required to match their offerings consistently on a global front.**

To efficiently receive rewards, all the while focusing on core business, companies outsource their business support operations to specialist service providers.

Petrocontracts' Business Support Services facilitates clients in establishing everything from local business representations to operational developments of their businesses in major industry hubs, especially in the Middle East and UK. We have the right people with the right experience to help you setup, manage, optimize costs and grow your business.

Our specialization in Business Support Services to clients includes:

- *Acting as Local Representatives in major industry hubs*
- *Assisting in business promotion & development needs*
- *Assisting in commercial registration of their foreign entities including government approvals*
- *Assisting in prequalification of foreign entities with NOCs / IOCs in the GCC*
- *Assisting in obtaining ISO Certifications (Quality, HSSE and Environment)*
- *Assisting in obtaining UAE visas, health insurances, security passes and opening of company & staff bank accounts*
- *Assisting with local logistical setup in the UAE*



*"We are delighted to have a strategic alliance with Petrocontracts in the GCC and the signing of an exclusive Memorandum of Understanding is a testament to the support we need to grow our business in this region."*

– Reputable International Contractor

## Business representation

Petrocontracts' business representation services help corporations to setup entities in Middle East & UK and expand their geographical locations. Our all-embracing business model allows you to leverage our networks and understanding in accelerating your business growth in GCC markets to pursue new opportunities.

We provide "extended-arm" support and consultancy services for:

- *Guidance & support for business opportunities within Middle East / GCC (UAE, Oman, Kuwait, Qatar, Kingdom of Saudi Arabia, Bahrain) & India.*
- *Provide leads & references for potential business opportunities.*
- *Facilitate office set-up, general and administration services.*
- *Direct representation with running day-to-day operations.*
- *We also provide business feasibility reports & market insights to help you take better informed decisions.*
- *Market entry advisory, Networking support & Local partner matchmaking*

# Our People



Our people are some of the brightest minds in the consultancy industry with distinguished careers and immaculate technical qualifications.

We attract and retain certified professionals with broad skillset who are capable of adapting, improvising and overcoming project challenges. At Petrocontracts, we develop our talents by guiding them through some of the most complex yet exciting projects. This exposure refines their skills and helps them embrace any situation with confidence.

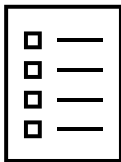
Using insights from our own leadership, our people can develop innovative and collaborative techniques to offer improved solutions to client’s evolving needs.

We are admired for our ability to deploy proactive teams of experienced consultants, investigators, engineers, experts and analysts that are capable of successfully achieving cost-effective objectives.

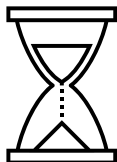
The approach of our people across our offered range of services is to:

- Create a safe and collaborative working environment
- Advice you with honesty and integrity
- Diligently work towards your objectives
- Use their multi-disciplinary expertise to provide you with optimal solutions for your business
- Identify and challenge “old-fashioned” processes in your operations
- Modify traditional techniques and push towards adapting new technologies that simplifies processes
- Foster a culture that embraces open discussions and welcome thoughts from all scales of business

Project Management  
Executives



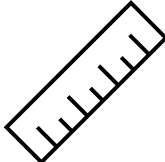
Delay & Quantum  
Experts



Estimators & Quantity  
surveyors



Engineering  
Experts



Lawyers &  
Arbitrators



Our greatest asset is our people, who bring diversified knowledge and qualifications to innovate and facilitate the client’s needs

Rich in  
experience  
and solidarity

# Our Clients



# Our Approvals

Petrocontracts is a **Registered Vendor** in providing **Claims & Contracts Management Services**; **Cost Control & Estimation Services** and **Project Management Services** to the following **majors**:



شركة البنىات البترولية الوطنية  
NATIONAL PETROLEUM CONSTRUCTION COMPANY

**Code: 14700**



شركة تنمية نفط عُمان  
Petroleum Development Oman

**Code: JSRSAE35308**



دولفين للطاقة  
DOLPHIN ENERGY

**Code: 119432**



أدنوك  
ADNOC

**Code: 10069431**




PETROLEUM AUTHORITY  
OF UGANDA

**Code: NS-008157/2022**



# Our Certifications

Petrocontracts offices at London, Dubai and Abu Dhabi are all ISO certified for Quality, Safety & Environment



### CERTIFICATE OF REGISTRATION

This is to certify that the Management System of

## Petrocontracts International Project Management Services

P.O. Box: 682213, Level 9, H Hotel, Office Tower, Opp. World Trade Center 1-Sheikh Zayed Road, Dubai, Dubai, United Arab Emirates

has been assessed and registered by Veritas Assurance International as conforming to the requirements of

## ISO 9001:2015

### Quality Management System

The Quality Management System is applicable to:

### Project Management Services

Certificate No : 321181548  
Certificate issue date : 12-01-2021 | Certificate expiry date : 11-01-2024  
1<sup>st</sup> Surveillance due before : 11-01-2022 | 2<sup>nd</sup> Surveillance due before : 11-01-2023



Authorised Signatory  
Veritas Assurance International  
Accredited by : UAF (United Accreditation Foundation)  
Full Member of IAF (International Accreditation Forum)

Registered Accreditation Office:  
400 North Center DR, STE 202, Norfolk, VA 23502,  
United States of America (USA)



MX  
FSC® C118414

This certificate remains valid while the holder maintains the management system in accordance with the standards above, which will be periodically audited by Veritas Assurance International.

The certificate remains the property of Veritas Assurance International and must be returned on request. In the absence of this certificate, Veritas Assurance International assumes no liability to any party other than to the client, and then only in accordance with the signed upon certification agreement. Validity of this certificate may be confirmed at [www.veritasassurance.com](http://www.veritasassurance.com), directly through QR code by using any device with camera information or email to [admin@veritasassurance.com](mailto:admin@veritasassurance.com).



www.veritasassurance.com

VERITAS ASSURANCE INTERNATIONAL



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## ISO 14001:2015

### Environmental Management System

The Environmental Management System is applicable to:

### Project Management Services

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www.veritasassurance.com

VERITAS ASSURANCE INTERNATIONAL

Featured certificates are of Dubai office



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has been assessed and registered by Veritas Assurance International as conforming to the requirements of

## ISO 45001:2018

### Occupational Health & Safety Management System

The Occupational Health & Safety Management System is applicable to:

### Project Management Services

Certificate No : 321181550  
Certificate issue date : 12-01-2021 | Certificate expiry date : 11-01-2024  
1<sup>st</sup> Surveillance due before : 11-01-2022 | 2<sup>nd</sup> Surveillance due before : 11-01-2023



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www.veritasassurance.com

VERITAS ASSURANCE INTERNATIONAL



**Petrocontracts International  
Project Management Services**

Level 9, The H Hotel, Office Tower, One  
Sheikh Zayed Road,  
PO Box 682213, Dubai, UAE

**Petrocontracts International  
Consultants LLC**

Office 1215, Sector E6, Building No.  
PRP15645, Abu Dhabi  
Island, Abu Dhabi, UAE

**Petrocontracts International  
Limited**

207, 3rd Floor, Regent Street, London,  
W1B 3HH, United Kingdom

**Petrocontracts International  
Limited**

Plot no. 307-308, Sector 6, IMT  
Manesar, Gurugram, Haryana, India

**Petrocontracts IT Solutions  
Limited**

207, 3rd Floor, Regent Street, London,  
W1B 3HH, United Kingdom



[www.petrocontracts.com](http://www.petrocontracts.com)



[marketing@petrocontracts.com](mailto:marketing@petrocontracts.com)