



## 2019 Achievements

Training in Contract Awareness to several companies in the Project Businesses

On-site Contract Management on landmark construction project in US

IACCM Seminars in Madrid (EU) and Phoenix (US)

Publications on AfiTaC's Blog

Standardization of processes and documents

Key-note speaker at event in Paris "Bid management : Strategic management of tenders"

IACCM Council member for Risk Management

TRaCRs: Tender Risk and Contract Review system

Contract Risk Scoring

Master courses to international students on Cross-Cultural Negotiation

Harvard Program on Negotiation Masterclass training

IACCM Council member for Dispute Management (various events organized: Ask the Expert, America's Conference round table)

Trainings followed at CI Arb and CMAP

Dispute Resolution Board Foundation seminar at Berlin



*Contract Management*



*Tendering for Contracts*



*Contract Negotiation*



*Commercial Dispute Resolution*

## The future for YOU

Establish and/or improve your Contract Management activities: training + implementation + claims

Support your pre-award efforts: business development + tendering + negotiation to contract

Audit your tenders and contracts

Establish contract risk review processes

Establish and/or participate in your Risk Boards

Train your project team on negotiation techniques (pre-award and post-award team): Harvard, Cross-cultural, case studies ...

Support your negotiations directly

Available to be nominated as Dispute Adjudicator (FIDIC DAAB) or Arbitrator

Advice on litigation situations