



Main 2020 results

Setting-up **post- and pre-award contract management approaches** for a major supplier in the transport business;

Supporting **claims** and contract management of an important European Consulting Engineer active in Middle East and Africa;

Working out the contract structure & content of a **"FIDIC 2017 Yellow Book" contract** for a green hydrogen project;

Providing a course to Strategic Supply Management students of a major business school (GEM) on the challenges in **setting-up renewable energy projects**;

Customizing a **Contract Risk Scoring** system for a contractor;

Providing Contract Negotiation, Contract Management, Contract Awareness and International Business Development **trainings** for professionals (live online training) and management students (UGA-IAE);

Achieving "QUALIOPI" French **certification** for the quality of AfiTaC's training programs;

Managing disputes related to **covid-19 consequences** for contractors and employers;

Interacting with **CIArb, IACCM/WC&C** and **DRBF** regarding dispute resolution.



Contract Management



Tendering for Contracts



Contract Negotiation



Commercial Dispute Resolution

2021 for YOU

What can AfiTaC do for you to support your search of excellence in 2021?

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

Support your **pre-award** efforts: business development + tendering process + negotiation to contract + contract setting-up

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

Be available to be nominated as **Dispute Adjudicator** (FIDIC DAAB) or **Arbitrator**

Inform you through our **blog**.