



We support your projects





Society of professionals with vast experience in the administration of investment projects on several industries, such as mining, energy, infrastructure and concessions. Managing complex projects and resolving differences between contractors, banks and owners.

Our main task is to support the client in completing their projects, helping them during the different phases, with a focus on conflict prevention, compliance with deadlines and cost reduction.

ABOUT US

PARTNERS



Jorge Castro
Civil Engineer



Ricardo Mutis
Civil Engineer - MBA

PARTNERS



Jorge S. Castro
B.S. Civil Eng. UTFSM
Mining area lead

Civil Engineer, Federico Santa María Technical University, with 34 years of experience.

He has worked on projects with a total Capex of USD 11,500 MM, in 14 companies mainly in Chile and Argentina (Carozzi, Fluor, Aker Kvaerner, Alliance Copper, Hatch, Tecsa, Sinclair Knight Merz, Jacobs, AES, GHD, BHP, AMSA, Worley , and Trapananda Consultants).

12 years being part of Owner's team, 17 years in engineering companies and 18 years in management positions, of which 16 years as Contracts Manager.

Experience in contracts, procurement and construction of projects in Chile, Argentina and Peru, under Lump Sum, EPC, EPCM and EP schemes, working for owner, agent, contractor teams and as a consultant. In industrial, hydroelectric, metallic and non-metallic mining, agricultural, petrochemical and building projects.

PARTNERS



Ricardo M. Mutis
B.S. Civil Eng. USACH
Energy area lead

Civil Engineer, University of Santiago and MBA from the Federico Santa María Technical University, with 31 years of experience.

He has worked in the development and construction of projects with a total Capex of more than USD 6,500 MM and with installed powers that exceed 4,700 MW in 9 different companies.

Experience in the development and construction of energy projects. Relevant experience as Contract Manager (formation and administration of all types of contracts such as EPC – FIDIC, Lump Sum, Unit Price Series) and as Site Manager.

He has participated in the development of engineering & environmental studies, preparation of contractual documents and contracts bidding. Direct participation in projects' construction and commissioning. Experience, knowledge and skills in contractual dispute resolution and arbitration.

Vision: deliver the best service to our clients as consultants specialized in the development of capital investment projects.

Mission: deliver to clients, contractors and banks, in the energy, mining, concessions and infrastructure industries, a consulting service specialized in project management allowing them to solve their problems, through excellence, proven integrity and experience obtained in more than 30 years in the direction of large investments in these industries.

VISION & MISSION

- We manage client projects with owners, agents, contractors and banks, through the provision of specialized consulting services, using professionals with proven experience and integrity.
- We support the client to complete their projects, accompanying them during its different phases, focused on reducing costs and meeting deadlines.
- We provide contractual support, seeking the prevention and/or mitigation of possible conflicts, providing backup in the management of disputes.

OUR SERVICES

- **We focus on the following management aspects:** contracts and their modifications, budget, schedule and risks, such as engineering design, environmental & economic risks, among others.
- **We also support our clients in:**
 - Planning and coordination of the initial stages of the projects.
 - Advice on subcontracts and key supplies.
 - Structuring of projects, throughout the development and construction phases.

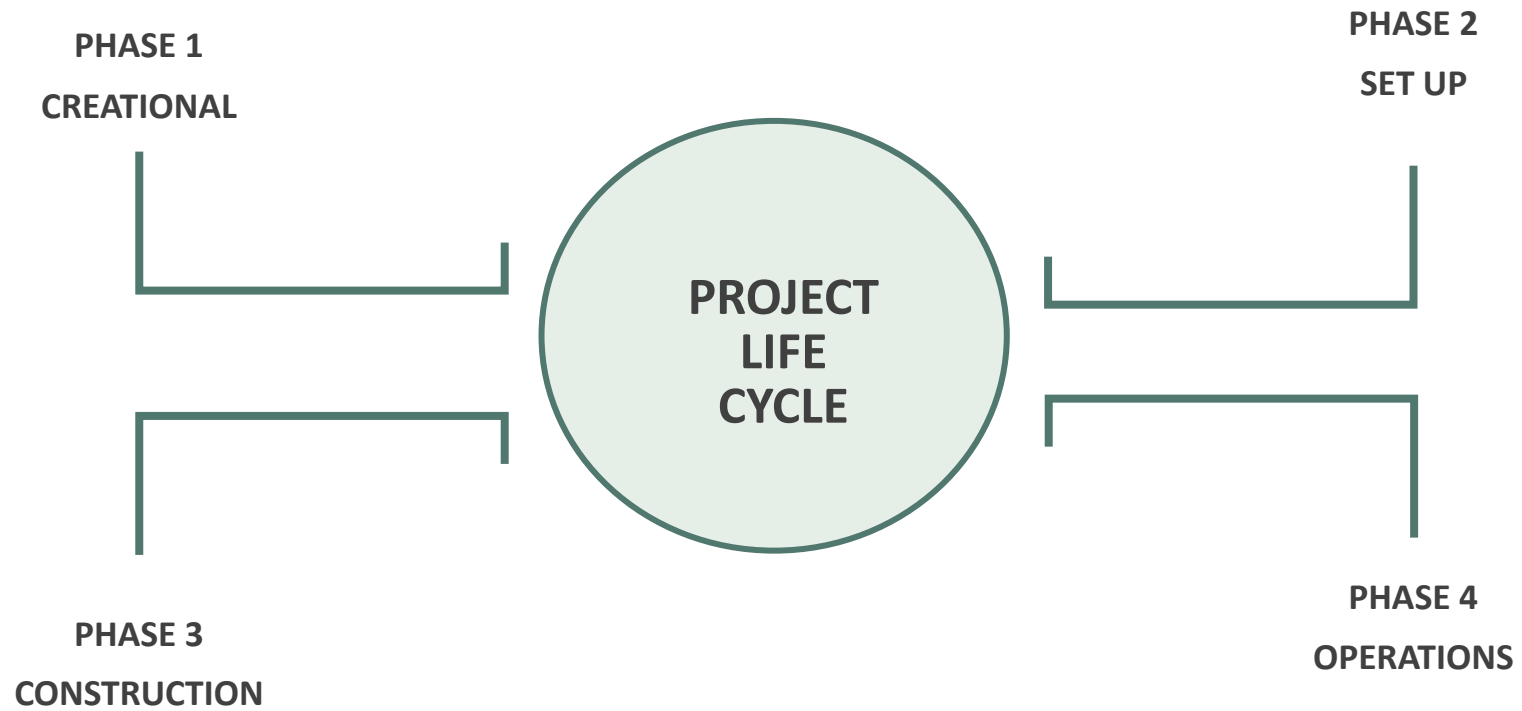
WHAT WE DO

- More than **30 years managing large capital investment projects** with various contract types.
- **Base team** that **quickly assembles a group of professionals** to solve the client's needs.
- Our **management model is preventive**, which allows us to reduce costs and mitigate possible disputes among our clients.
- **Proven ability** to manage complex and interdisciplinary projects and successfully manage negotiations.
- **Rigor and clarity** in the preparation of documents and reports together with the **flexibility for efficient integration** with our clients' teams and systems.

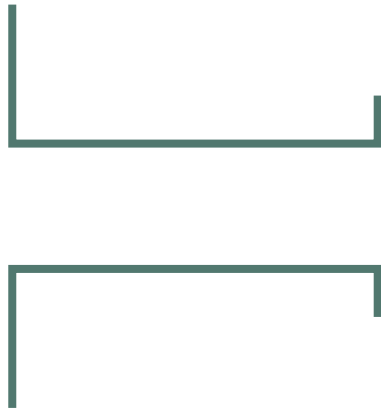
WHAT MAKES US DIFFERENT

- We have a structure of trusted professionals, which allows us to offer efficient services.
- We manage client projects, based on the technical, contractual and economic knowledge of our professionals.
- We work together with the technical and legal teams of our clients.
- We deliver a service of excellence, which adds value by minimizing the risks, terms and costs of the projects.

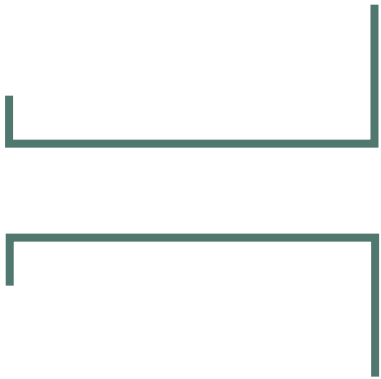
HOW WE DO IT



**PHASE 1
CREATIONAL**



**PHASE 2
SET UP**



**PHASE 3
CONSTRUCTION**

**PHASE 4
OPERATIONS**



PHASE 1

CREATIONAL



- Preliminary construction management.
- Preliminary commercial assessment or profile.
 - Environmental prefeasibility review.

PHASE 1 CREATIONAL

PRELIMINARY CONSTRUCTION MANAGEMENT

- Structuring the project set up strategy.
- Resources, inputs and services estimation.
- Structuring of the purchasing and contracting plan (supplies, civil works and assembly).
- Coordination of the different disciplines of the project.

PHASE 1 CREATIONAL

PRELIMINARY COMMERCIAL ASSESSMENT

- Budget review.
- Schedule review.
- Preliminary determination of cash flows.
- Determination of economic indicators, such as NPV, IRR, PAYBACK.
- Analysis of sensitivity to budget and commissioning deadlines variations.

ENVIRONMENTAL PREFEASIBILITY REVIEW

- Support associated with the constructability of the project in the preliminary stages of development, to be included in environmental studies.

PHASE 2

SET UP



- Bid development.
- Master Schedule Review.
 - Budget Review.
- Environmental Impact Assessment and permits review.

PHASE 2 SET UP

BID DEVELOPMENT

- Planning the bidding and contracting process.
- Company prequalification processes.
- Definition of contracting strategies for:
 - Engineering services.
 - General services.
 - Supply contracts.
 - Construction contracts.
- Development or review of bidding terms.
- Bids development and monitoring.
- Offers evaluation.
- Contract management, negotiation and preparation of contracts.

PHASE 2 SET UP

MASTER SCHEDULE & BUDGET REVIEW

- WBS review (Work Breakdown Structure).
- Review of physical and financial progress curves.
- Gantt chart review.
- Review of equipment and machinery cost.
- Review of budgeted scope.
- Materials costs review.
- Civil works and assemblies' costs review.
- Review of the contingencies considered.

EIA & PERMITS REVIEW

- Review of construction methodologies.
- Review of necessary permits

PHASES 3 & 4

CONSTRUCTION & OPERATIONS



- **Contractual support.**
 - **Arbitrations.**
- **Independent Engineer Services.**
 - **Environmental audits.**

PHASES 3 & 4

CONSTRUCTION

& OPERATIONS

CONTRACTUAL SUPPORT (1 of 2)

- Review, monitoring and evaluation of the documentation generated at Site.
- Control and analysis of modifications and/or change orders.
- Control and analysis of additional or extraordinary works.
- Analysis of schedule and cost deviations.
- Review of corrective action plans.
- Risk assessment and its impacts.
- Analysis of claims issued for additional costs and deadlines.
- Control of penalties.
- Control of warranty bonds.

PHASES 3 & 4

CONSTRUCTION & OPERATIONS

CONTRACTUAL SUPPORT (2 of 2)

- Analysis of variations in the quantities of works with respect to what was contracted.
- Analysis of changes due to contractual breaches.
- Studies of deadline extension and loss of productivity.
- Claim analysis, regarding their contractual, technical and economic validity.
- Preparation of defense against claims.
- Support in claim negotiations.
- Support in the generation of Addendum.
- Closures and signing of settlements.

PHASES 3 & 4

CONSTRUCTION & OPERATIONS

ARBITRATIONS

- Support during arbitration processes.
- Technical analysis of Claims and defenses.
- Coordination of the specific studies to be contracted in this regard.

PHASES 3 & 4

CONSTRUCTION

& OPERATIONS

INDEPENDENT ENGINEER SERVICES

- Analysis of deviations and determination of causes.
- Recommendation of action plans to ensure compliance with contract milestones.
- Development of monthly audits of construction processes.
- Parallel control of payment statuses approved by client representatives.
- Claims analysis.
- Recommendations to the client regarding possible claims presented by their counterparty.

PHASES 3 & 4

CONSTRUCTION & OPERATIONS

ENVIRONMENTAL AUDITS

- Permanent verification of permits compliance.
- Site audits to ensure compliance with environmental resolutions.
- Development of action plans against sanctions established by the authority.



**THE TEAM
YOUR PROJECT NEEDS**