

HCA Hafez Contract Advisory

CAPABILITY STATEMENT

Claims assessed, validated and *resolved* — without taking sides.

Independent claim formulation, evaluation and validation, and dispute resolution support across all industries. Serving the GCC, the wider Middle East and the United Kingdom, in Arabic and English.

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YEARS OF EXPERIENCE

\$29bn+

TOTAL PROJECT VALUE

\$140mn+

CLAIMS RESOLVED

6+

COUNTRIES DELIVERED IN

MISSION

Our mission is to deliver independent and professional claims consulting services by *assessing, validating, and substantiating* claims and disputes across all industries, and facilitating their resolution through a dedicated *Resolution Committee* representing all concerned stakeholders, ensuring equitable, efficient, and sustainable outcomes.

SERVICES

Four disciplines, one claim lifecycle.

A claim can be built, challenged, tested or settled. HCA is engaged at whichever of those points you are standing — and never on both sides of the same matter.

01 – FORMULATION

Claim formulation

- ◇ Identification of contractual entitlement
- ◇ Preparation and development of claims
- ◇ Cause-and-effect analysis
- ◇ Delay, disruption and prolongation claim preparation
- ◇ Cost and damages quantification
- ◇ Supporting documentation and claim submission

02 – EVALUATION

Claim evaluation

- ◇ Technical and contractual review of claims
- ◇ Assessment of merit, entitlement and quantum
- ◇ Risk and exposure analysis
- ◇ Independent expert opinion
- ◇ Evaluation of contractor, subcontractor, employer and consultant claims

03 – VALIDATION

Claim validation

- ◇ Verification of facts, records and supporting evidence
- ◇ Contract compliance assessment
- ◇ Validation of delay analyses and cost calculations
- ◇ Auditing of claim substantiation
- ◇ Identification of strengths, weaknesses and potential defences

04 – RESOLUTION

Dispute resolution support

- ◇ Resolution Committee facilitation
- ◇ Negotiation and settlement support
- ◇ Mediation and adjudication assistance
- ◇ Arbitration and litigation support
- ◇ Expert reports and witness services

SERVICE STATEMENT

We provide independent and professional claim formulation, evaluation, and validation services, ensuring that claims are contractually sound, technically substantiated, and commercially justified. Through collaborative dispute resolution processes involving all concerned parties, we facilitate fair, transparent, and timely outcomes.

METHODOLOGY & STANDARDS

Analysis that stands up to scrutiny.

Method is selected to suit the contemporaneous records and the requirements of the contract, not to suit a preferred answer. Work is prepared in a form that survives cross-examination and satisfies a tribunal, a dispute board or an opposing expert.

DELAY & DISRUPTION

Forensic delay analysis — time impact analysis, as-planned versus as-built, impacted as-planned, collapsed as-built, and time slice or windows analysis

Critical path and float ownership, concurrency and pacing delay

Disruption — measured mile and baseline productivity comparison; loss of productivity

Acceleration, including constructive acceleration and mitigation costs

Programme forensics — baseline validation, progress records, as-built reconstruction

QUANTUM & DAMAGES

Prolongation costs — time-related preliminaries, site and staff establishment

Head office overhead and profit — Hudson, Emden and Eichleay formulae where appropriate

Variations and change orders, rates and prices, valuation on a quantum meruit basis

Liquidated and delay damages, defects and rectification costs

Finance charges, interest and currency; treatment of global and total cost claims

FRAMEWORKS & FORUMS

SCL Delay and Disruption Protocol (2nd edition) and **AACE International RP 29R-03**

FIDIC Red, Yellow and Silver Books, 1999 and 2017 — notices, time bars, conditions precedent

NEC3 and NEC4 compensation events and early warning; **JCT** relevant events, loss and expense

Dispute boards — DAB and DAAB under FIDIC; adjudication under the UK Construction Act

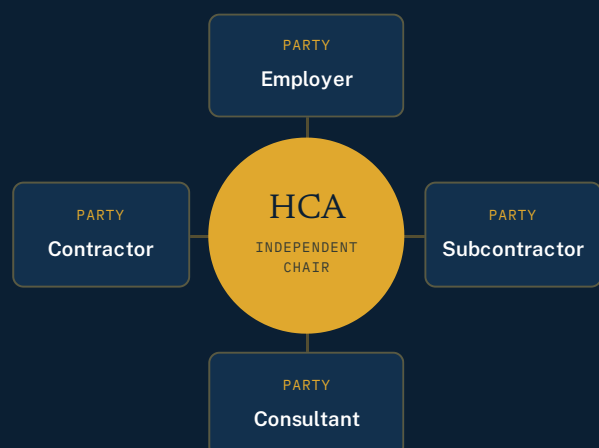
Arbitration — DIAC, ADCCAC, SCCA, LCIA and ICC rules; expert reports and expert determination

THE RESOLUTION COMMITTEE

Everyone reads the same set of facts.

Most disputes harden because each party is working from its own version of the record. The Resolution Committee removes that: one independently validated set of facts, causation and quantum, put in front of every concerned stakeholder at once, chaired impartially.

- 01 Convene.** All concerned stakeholders enter a single structured forum under agreed terms of reference.
- 02 Establish.** Facts, contemporaneous records, delay analysis and quantum are independently verified before positions are argued.
- 03 Resolve.** Settlement is negotiated on substantiated entitlement — equitable, efficient, and durable enough to hold.



TRACK RECORD

Judgement built on live programmes, not case files.

\$12bn · ABU DHABI, UAE

Shah Gas Development

Sour gas programme. Managed tendering and award of the EPC contract for the sulphur station and pipelines, coordinating eight contractors and a rail terminal handling 22,000 tonnes of granulated sulphur per day.

\$5.8bn · KBR

Raw gas & oil development

EPC programme. Led a contracts and procurement team of nine, delivering 20+ award recommendations on schedule and reducing contractual risk exposure by an estimated \$30mn.

\$4.5bn · ABU DHABI, UAE

Upper Zakum EPC 2

Offshore expansion raising production from 750,000 to 1 million barrels per day. Oversaw supply chain for 189 modules across 13 fabrication yards worldwide and executed a \$500mn contract amendment.

\$3.5bn+ PORTFOLIO · SAUDI ARABIA

NEOM Spine Railway

High-speed and freight railway. Custodian of all RFP engineering documents, with commercial oversight of the contractor portfolio and resolution of an estimated \$85mn in legacy claims.

THE CONSULTANT

Mohamed Hafez

Thirty-nine years on major projects across the Gulf, the wider Middle East and the UK, for organisations including ADNOC, ZADCO, Bechtel, KBR, Wood, Fluor, AECOM, Parsons and Hill International — in oil and gas, heavy civil, rail and construction.

That experience runs the full length of a contract: procurement and negotiation, administration under pressure on site, claims when things go wrong, and settlement when they have to be put right. Having sat on the employer's side, the contractor's side and the consultant's side, he knows how each one builds its case — and where each one's case tends to break.

HCA applies that judgement independently. Claims are assessed on entitlement, causation and evidence, and the answer is the answer whoever is paying for it. Clients receive senior attention directly, with no junior handoffs.

Construction

Infrastructure

Oil & Gas / Energy

Rail & Transport

Industrial & Manufacturing

Government & Public Sector

JURISDICTIONS

United Arab Emirates

Saudi Arabia · Qatar · Kuwait

Oman · Bahrain

United Kingdom

CONTRACT FORMS

FIDIC Red, Yellow, Silver (1999 & 2017)

NEC3 and NEC4

JCT

Bespoke EPC and government forms

LANGUAGES

Arabic and English

ENGAGEMENT

A defined scope before any work begins.

Engagements are scoped like the contracts they concern: defined deliverables, a defined timetable, and a fee agreed in writing at the outset.

01 – CONSULTATION

A complimentary 30-minute consultation to establish the contract, the issue and the timescale. Confidential from first contact.

02 – SCOPE & FEE

A written proposal setting out deliverables, timetable, and a fixed fee, retainer or day rate agreed before work begins.

03 – DELIVERY

Work carried out personally, in a written form you can put before your board, your counsel, a dispute board or a tribunal.

ENQUIRIES

Request a consultation.

Initial consultations run to thirty minutes, are complimentary, and are confidential whether or not the engagement proceeds. Enquiries are answered personally, usually within one working day.

EMAIL

mar@hafezcontractadvisory.com

TELEPHONE / WHATSAPP

+44 7534 637083

WEB

hafezcontractadvisory.com

HCA does not act for more than one party on the same matter.

Claims are assessed on entitlement, causation and evidence – and the answer is the answer whoever is paying for it.

MOHAMED HAFEZ · HCA: HAFEZ CONTRACT ADVISORY