



Free Takeaway

- 3 detailed articles on EPC contract precedents containing discussions on:
- ▶ EPCM & Alliancing Contracts
 - ▶ EPC contracts in the global market
 - ▶ FIDIC contract and the challenges faced by construction contractors

Group Discount

book 3 to save
\$300 per person

Managing and Negotiating Engineering, Procurement and Construction (EPC) Contracts for Energy Industry

Mastering the legal and commercial framework, contract negotiation, financing, risk and contractor relationship complexities of upstream and downstream EPC projects

20 - 22 March 2017, Concorde Hotel Kuala Lumpur, Malaysia

Course Highlights

- ▶ Global and local legal and commercial framework in Asia, Middle East, Europe and the CIS
- ▶ Contract negotiation best practices
- ▶ Tips on contractual risk mitigation
- ▶ Contract financing and project structuring
- ▶ Contractor relationship management
- ▶ Clause-by-clause discussion based on an actual contract precedent

Key Learning Objectives

- ▶ **UNDERSTAND** the current finance market for EPC contracts
- ▶ **MANAGE** legal risks and environment for EPC contracts in the region
- ▶ **DISCOVER** alternative procurement options for projects and the risks and opportunities associated with these options
- ▶ **DISTINGUISH** new and effective contract negotiation strategies
- ▶ **ANALYSE** the types of claims that may be made under EPC contracts and develop strategies to manage these claims
- ▶ **GAIN INSIGHTS** into the best current dispute resolution options and the risks and costs associated with each option

“Interesting, extremely helpful and relevant. A very clear presentation style which kept the material interesting and the audience engaged.”

- National Oil Company of Namibia

“A must-attend for professionals wishing to improve in EPC contracts management.”

- Century Power Generation, Nigeria

“A very thorough presentation with excellent real life examples and war stories from the trainer.”

- Exxonmobil

“The seminars were highly informative and the trainer is clearly very experienced in the EPC and major projects worldwide. It was very relevant for us in our business.”

- Qatar Petroleum

“The trainer spoke knowledgeably about matters that concern lenders, sponsors and borrowers bringing different perspectives to the discussion.”

- KBC Bank NV

“Interesting explanation of every clause of the contract (i.e. the thorough assessment of an EPC contract).”

- KFW Bankengruppe

Contact Person: Reanne Lee | T: +65 6325 0254 | E: reanne@infocusinternational.com

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