



CONSULT

Contract Administrators & Quantity Surveyors

Overview

CONSSULT was founded in 2007 by Sherif Saleh - Eng, as a sole proprietorship registered under Tax Law No. 91 (2005) - Tax Card No. 271-882-530, to cater to the ever-growing needs of the construction industry in Egypt and the Middle East.

CONSSULT, based on the wide and varied experience of its founders, is one of the first Egyptian firms to specialize in the field of Contract Administration and Quantity Surveying.

CONSSULT offers administrative services to the full spectrum of the construction sector in order to facilitate and optimize each party's role, while achieving the maximum benefit for both the respective party and the project as a whole.

CONSSULT is committed to the following Business Principles:

Maintaining the strictest codes of ethics, integrity, honesty and transparency in our relationships with all parties.

Providing professional services of the highest quality to our Projects and ensuring that our Clients receive top value for money.

Promoting long-term relationships with our Clients through mutual trust and respect.

Recruiting and training employees of the highest caliber as part of our firm belief that our success is entirely based on the value of human resources.

Contributing to the community through various methods including conducting training courses for young graduates and professionals.

Activities

Pre contract - Tender Stage

Budgeting & Cost Consultancy:

Production of detailed budgetary prices for all services based on available designs and/or design criteria. Advising on basic levels of costing, rules of thumb, relevance of local influential factors, etc.

Cost Estimation:

Estimation of material, equipment and labor costs for services based on available design documents (drawings, specifications and Bills of Quantities).

Tender Review:

Complete review and analysis of in-house tender costs and/or Contractor quotations for all services, and furnishing of recommendations.

Tender Management:

Management of complete tender process, from invitation to tender, through liaison between tenderers and technical consultants, to evaluation of submitted tenders.

Quantity Surveying:

Production of detailed quantity takeoffs/Bills of Quantities from design drawings and/or checking of existing quantities.

Value Engineering:

Review of design documents and introduction of design alternative proposals to reduce cost including complete evaluation of advantages and disadvantages.

Risk Assessment:

Assessment and valuation of risk factors, based on specific Contract conditions and design documents.

Tender Documents:

Preparation of Tender Documents including General & Particular Conditions of Contract, Preliminaries, Instructions to Tenderers, Method of Measurement, and liaison with technical consultants to produce complete tender package.

Activities

Post Contract - Construction Stage

Contract Review:

Review of Contract documents to ensure security of all Contractor/Employer rights and incorporation of all necessary clauses and conditions.

Variations & Claims:

Preparation of variations and claims to be submitted to Engineer/Employer, in accordance with the Contract procedures and requirements. Alternatively, review and analysis of variations and claims submitted by Contractor, and preparation of counter-claims.

Quantity Surveying:

Review/preparation of Contractor's interim and final payments in accordance with Contract Conditions.

Contract Administration:

Regular review of procedures, time schedule and correspondence to ensure the proper administration of the Contract.

Project Management:

Assuming the complete role of the "Engineer" (as defined in FIDIC and similar standard contracts), including follow-up of Contractor's activities, costs and time schedule, reporting to the Employer and managing the project as a whole.

Mediation:

In case of disputes between parties, conducting mediation sessions in accordance with international regulations, as well as those of the Egyptian ADR Association in order to resolve amicably and to the benefit of all parties.

Arbitration:

Wherever mediation is unsuccessful, assuming the role of Arbitrator, either as assigned by one Party, or as Lead Arbitrator, in accordance with UNCITRAL and other standard procedures, in order to realize a fair determination of each Party's rights.

Projects

| Project | Scope | Completed | Client |
|-------------------------|---|----------------------------|--------------------------|
| Ras Trompy Development | Cost consultancy for a large tourist development in the Red Sea, over a total land area of 30,000,000 m2. | TBD | Al Fawares Holding Co. |
| GPX Data Center | Project Management of a new data center in New Cairo, consisting of 3000m2 of data center Space, office space, external utilities including An 8MVA electrical plant | Projected June 2012 | GPX Global Systems Inc. |
| Mobinil New Call Center | Project Management of a call center, located in the Pyramids Heights development. The project consists of approximately 12,500 m2 of office space, over 5 levels (basement, ground + 3 floors). | Projected December 2011 | Mobinil |
| Cement Plant Assiut | Contract Administration, negotiation and Drafting of settlement agreement with Contractor, preparation of Contract Documents | June 2010 | Egypt Kuwait Holding Co. |
| Kimpinski Hotel Cairo | Full quantity survey of MEP works, preparation of variation orders, audit of monthly payment applications, etc. | April 2010 | Drake & Scull |
| Conrad Hotel Cairo | Preparation of detailed budgetary costs and preliminary time schedule for the refurbishment of the guestrooms and public areas | December 2009 | Conrad Cairo |
| Kattameya Tech. Center | Full project management and administration of a 7000m2 administration building in the New Cairo District | June 2010 | Global Brands Co. |
| Dar Al Fouad Hospital | Tender analysis and review, preparation of value engineering report for MEP works. | October 2009 | SIAC |
| Cairo Festival City | Review and negotiation of Contract Conditions for District Cooling Plant & Contract Administration | Projected May 2011 | Gas Chill |

Projects

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|------------------------------|---|---------------|--------------------------|
| Dhahran DCS, Saudi Arabia | Review of BOO Contract Agreement and EPC Sub-Contract Agreement for the construction of a large district cooling plant in Dhahran, Saudi Arabia | July 2009 | Allied Consultants |
| Cairo Sheraton Refurbishment | Review & Analysis of Tender | February 2009 | Integrated Contracting |
| DAMAN New HQ, Abu Dhabi | Cost & Time Planning | November 2008 | Business Solutions |
| Easy Hotels Dubai | Preparation of MEP bills of quantities and value engineering | April 2008 | Boyden Group |
| Al Ezz Ceramic Co | Preparation of contract documents including contract conditions, appendices, instructions to tenderers, preliminaries, etc | January 2008 | Shaker Consultancy Group |
| The Lakes Mall | Preparation of MEP bills of quantities and evaluation of contractor's pricing | May 2007 | Boyden Group |

A full list of details and references may be furnished upon request.

Projects

Hands on quantity surveyors for Middle East

Our function as quantity surveyors (also recognized as cost consultants or commercial managers and construction economists) is essential both in the pre-Contract and post-Contract stages.

Pre-Contract Quantity Surveyor

Our role in the preparation of tender/contract documents is to facilitate the administration of projects by providing accurate bills of quantities based on quantities of work in accordance to the published Standard Method of Measurement (SMM), as well as the tailoring of comprehensive, balanced Contract Conditions.

Our extensive knowledge of the Middle East market has led to a highly developed database, allowing us to account for territory specific costs and prices of work, labour, materials and plant in addition to implications of design that are relevant to the Middle Eastern legal and geographical environment.

Methods used include cost planning, value engineering, feasibility studies, cost benefit analysis, lifecycle costing, valuation, and cost estimation.

Post-Contract Quantity Surveyor

Our role in the post Contract stage is to ensure accurate measurement and pricing of construction work in order to comply with the Contract in addition to tracking changes requested by the owner or his architect/engineer.

Our knowledge in various type of projects in the Middle East helps us understand the needs of Owners/Contractors. Apart from accurately recording day to day project running, managing settlement of variations, and certification of interim payments, CONSSULT also manages sub-contract formation, forecasting of costs and values of the project, cash flow forecasts and the determination of final accounts.

For a complete list of CONSSULT services at [pre contract](#) and [post contract](#) stages, please visit our Activities section.

Our Experience within the Middle East

These are some of the projects that the CONSSULT team has had direct experience in as Quantity Surveyors:

Ras Trompy Development (Red Sea) - Cost Consultants - estimated value US\$ 8,000,000,000.
Kimpinski Hotel, Cairo - Preparation of complete takeoff & VO's - estimated value US\$ 10,000,000.
Easy Hotels, Dubai - Preparation of MEP BOQ's - estimated value US\$ 6,000,000.
Al Ezz Ceramic Co. - Preparation of Tender Documents - estimated value US\$ 20,000,000.
The Lakes Mall, Kuwait - Preparation of MEP BOQ's - estimated value US\$ 24,000,000.
National Bank of Egypt HQ - Contractor Quantity Surveyor - Contract value US\$ 23,000,000
Hurghada Marriott Hotel - Contractor Quantity Surveyor - Contract value US\$ 3,000,000.
Elephantine Island Hotel Aswan - Contractor Quantity Surveyor - contract value US\$ 9,000,000.
Sheikh Coast Village Sharm El Sheikh - Contractor Quantity Surveyor - contract value US\$ 1,500,000.

For a recent list of projects we have worked on, please visit our [Projects](#) section.

Projects

Hands on contract administration

Contract Administration, as opposed to Project Management, is solely focused around the protection of each party's rights under the Contract, and the maintenance of a fair and balanced position at all times throughout the progress of the project.

Pre Contract Stage

Our role as Contract Administrators begins with the review or preparation of the final Contract Document. The experience of our team in the Middle East, as both Contractors and Consultants, provides a broad understanding of the common problems encountered on both sides of the fence, enabling us to incorporate critical clauses and provisions within the Contract Documents, thus minimizing the possibility of disputes between the Contract parties.

Contract Stage

During the progress of the project, we aim to secure the contractual rights of our Clients by continuously monitoring the project progress, the relationships between the parties, and ensuring the proper documentation of all events as required under the Contract. Furthermore, we provide professional services in the preparation and negotiation of claims or counter-claims (as the case may require), detailing the events leading to the claim, the various damages incurred and the sought compensation in terms of time and money.

Post Contract Stage

In the event of disputes that are not resolved amicably, we offer dispute resolution services, either through mediation (which is an informal process whereby the parties are assembled by the mediator to reach a mutually acceptable settlement) or through arbitration under UNCITRAL or other internationally acknowledged rules. We maintain the strictest codes of ethics and confidentiality in this domain, and are thus only involved in dispute resolution in projects which we have not been involved in as representatives of either party, or where no conflict of interest may possibly be envisaged.

Our Experience within the Middle East

These are some of the projects that team members at CONSSULT have had direct experience in as Contract Administrators:

- Cement Plant Assiut – Consultant to Owner – Contract Value US\$ 145,000,000.
- Kuwaiti Diplomatic HQ Cairo - Consultant to Contractor - Contract value US\$ 23,000,000.
- Grand Hyatt Hotel Cairo - MEP Contractor Contract Administrator - Contract value US\$ 27,000,000.
- Dar Al Fouad Hospital - MEP Contractor Contract Administrator - Contract value US\$ 8,000,000.
- Faisal Islamic Bank HQ - MEP Contractor Contract Administrator - Contract value US\$ 13,000,000.
- Egypt Air Engineering Base - MEP Contractor Contract Administrator - Contract value US\$ 14,750,000.
- Smart Village Cairo - MEP Contractor Contract Administrator - Contract value US\$ 9,500,000.
- Ministry of Foreign Affairs Building Cairo - MEP Contractor Contract Administrator - Contract value US\$ 4,500,000.

Our Credentials- Affiliations

Aside from the on-hand project experience, we have the following credentials from:

[Chartered Institute of Arbitrators \(CI Arb\) - Associate Member](#)

[Cairo Regional Center for International Commercial Arbitration \(CRCICA\) - Member](#)

[Egyptian Alternate Dispute Resolution Association - Member](#)

Projects

Hands on project management in Egypt

Through the experience of its individuals in a wide range of high profile projects, CONSSULT is well equipped to assume the role of Project Manager (or 'Engineer' under FIDIC and similar Contract forms) in projects of varying size and complexity.

As project managers, CONSSULT is responsible for the control of time and cost including monitoring of Contractor progress and time schedule, management of the Consultant team, review and certification of Contractor's interim/final payments, document control, procurement monitoring and control, review and approval of variation orders, administration of the Contract, and regular reporting to the Owner.

Our involvement in large complex projects, in the Middle East, both as Contractors and Consultants, provides broad awareness of the various obstacles encountered during the project cycle, allowing us to forecast and avoid incidents that lead to the delay and/or cost-overrun of a typical construction project.

Although the Project Manager (or 'Engineer') usually represents the owner in varying capacities as dictated by the contract, at CONSSULT we recognize the importance of the Project Manager's role as an unbiased third party. Our basic principles revolve around this delicate balance, which is essential to the avoidance of disputes between the parties of the Contract.

Our Experience within the Middle East

These are some of the projects that the CONSSULT team has had direct experience in as Project Managers:

GPX Data Center – Project Managers – Project estimated value US\$ 15,000,000
Kattameya Technology Center - Project Managers - Contract value US\$ 5,500,000.
Fairmont Towers Heliopolis - MEP Project Manager - Contract value US\$ 53,000,000.
Mirage Marriott Hotel - MEP Contractor Project Manager - Contract value US\$ 15,000,000.
Hyatt Regency Hotel Sharm El Sheikh - MEP Contractor Project Manager - Contract value US\$ 9,000,000.
TV Extension Building - Contractor Project Manager - Contract value US\$ 14,500,000.

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Grand Hyatt Hotel Cairo



Bibliotheca Alexandrina



Smart Village Cairo



Fairmont Towers Cairo



JW Marriott Hotel Cairo

Executive Directors

The directors of CONSSULT have been directly involved in high profile projects such as those shown above.



Sherif Saleh - Managing Director

Sherif Saleh has extensive experience in tender preparation, project management, contract administration, quantity surveying and preparation/review of construction claims for major projects including Hyatt Regency Sharm El Sheikh, Mirage Marriott Hotel, Fairmont Towers Heliopolis. He is also an Associate Member of the Chartered Institute of Arbitrators in London (CI Arb), Member of the Cairo Regional Center for International Commercial Arbitration (CRCICA) and Member of the Egyptian Alternative Dispute Resolution Society. He holds an M.Sc degree in Environmental Engineering, and a B.Sc degree in Mechanical Engineering from the American University in Cairo.

Affiliations

The CONSSULT team is proud to be associated with some of the world leaders in the field of contract administration, with special emphasis on those organizations that regulate the resolution of commercial disputes:

Members of the Cairo Regional Centre for International Commercial Arbitration (CRCICA)

[CRCICA](#) is an International Organization operating in Egypt since 1979 by an international agreement signed between the Egyptian Government and the Asian African Legal Consultative Organization (having more than 45 member-states). It is recognized as the regional leader in the field of commercial arbitration.



Associate Members of the Chartered Institute of Arbitrators (CIArb)
Founded in 1915 and now with 11,000 members across more than 100 countries, the CIArb is the oldest and most widely recognized international body regulating commercial disputes and accrediting arbitrators. The Institute is a not-for-profit, UK registered charity working in the public interest through an international network of more than 30 Branches and Chapters.



Members of the Egyptian Alternative Dispute Resolution (ADR) Association
ADR was recently founded to introduce and regulate alternative methods of dispute resolution (such as mediation) in Egypt and the Middle East.



Letter from the MD

"... Construction is a very complex and diverse industry by nature. With the continuous advance of technology, the challenge to construct state of the art buildings within shorter durations has become increasingly demanding.

A successful project is one where the three key dimensions are properly controlled and realized: quality, time and cost. Quality control (or assurance) is a purely technical process which is ideally regulated by the party that sets the technical standard (drawings, specifications, etc), i.e. the designer.

We at CONSSULT focus on the control of the other two key elements: time and cost. Through our involvement in some of the major projects constructed in Egypt and the Middle East throughout the past 20 years, we have become closely acquainted with the common and recurring problems that are encountered in typical projects, and the methods of overcoming these obstacles in order to complete each project on time and within budget.

Our past experience on both sides of the fence (Contractor & Consultant) has created a strong sense of awareness of the difficulties and constraints that each party is required to deal with. Our involvement and interest in dispute resolution stems from this awareness, and the ensuing realization of the necessity of fair play as a key pre-requisite to the successful completion of any project.

As quality focused service providers, we deeply respect the value of human resources, and believe that proper control can only be attained through a strong hands-on approach, whereby the top management is directly involved in the management of every project. In order to do so, we have deliberately concentrated our activities within an exclusive range of projects and clients to which and whom we dedicate our time and effort.

With the construction boom in Egypt and the Middle East , it is an exciting time to be working in this industry. We at CONSSULT look forward to contributing to the success of our clients in our continuous strive for excellence. "

