

Construction Services



Design, Supervision,
Project Management/Construction Management,
Contracting or Turnkey Services

Who we are

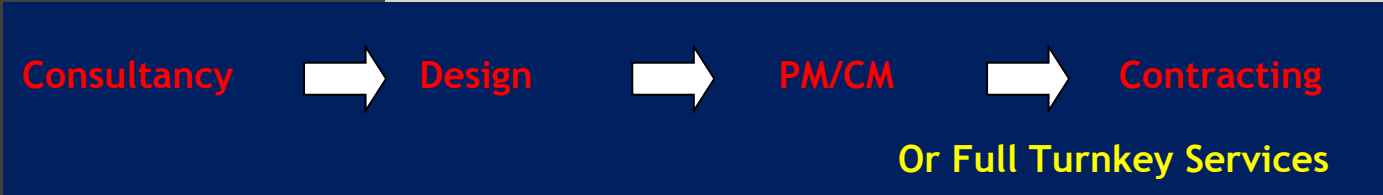
Setup in 2000 by taking over the business in Lebanon of **URS/Dames & Moore** (Top 4 US CM Firm - ENR 2011)

EDESSA is an acronym for “Engineering, Design and Environmental Services SA”.

In-depth knowledge of the Middle East, Africa and Lebanese Market since 1993

Principal partners have about three decades of international construction related experience in the US, Europe, Africa, the Middle East and other parts of Asia

EDESSA Group, through its various entities is capable of providing:



- A Consultant
- A Designer
- A PM/CM Company
- A Contractor

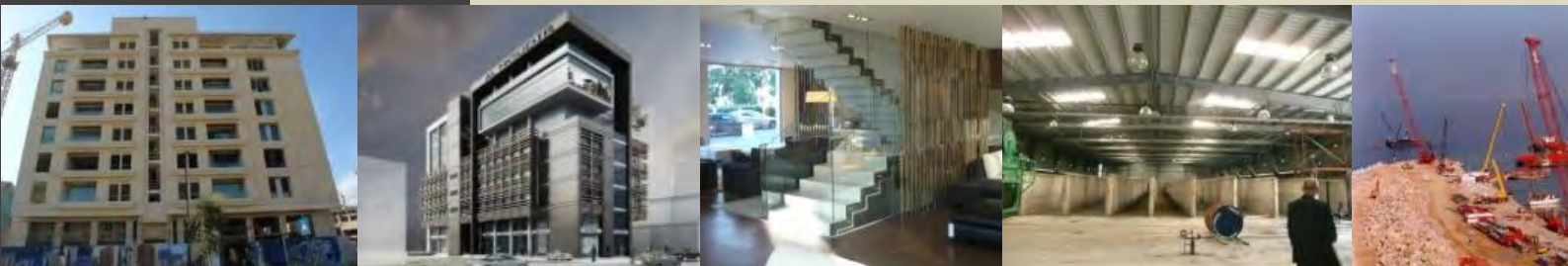
Because of the vertical integration of our services, on every project we think like:
in proposing innovative solutions and value engineering
in resolving technical matters and anticipating problems
in reporting and tracking projects, schedules and budgets
anticipating constructability issues and thus avoiding claims

Unlike other companies, we are not just:

- A Consultant, with only theoretical experience
- A Designer, without hands-on application capabilities
- A Quantity Surveyor, just focusing on numbers
- A Contractor, just executing design drawings

Our Clients are equally **Institutional** and **Private Clients**

Our expertise is in **Residential**, **Commercial**, **Industrial** and **Marine** Projects



We take on **Interior Design**, **Renovation**, **Restructuring** and **New Projects**



Quality

- 🔧 In-house QA/QC procedures
- 🔧 Pre-qualified subcontractors and suppliers
- 🔧 No compromise policy
- 🔧 Material testing and certification
- 🔧 Consulting arm is a great asset for technical solutions
- 🔧 Documents and drawings control
- 🔧 Material approval or rejection procedures
- 🔧 Coordination with the Architects and Designers

Professional Services

- 🔧 Project organization
- 🔧 Proper supervision with the proper tools
- 🔧 Communication
- 🔧 Daily log of activities
- 🔧 Monitor changes and inform the client promptly
- 🔧 Compliance with international standards
- 🔧 Insurances

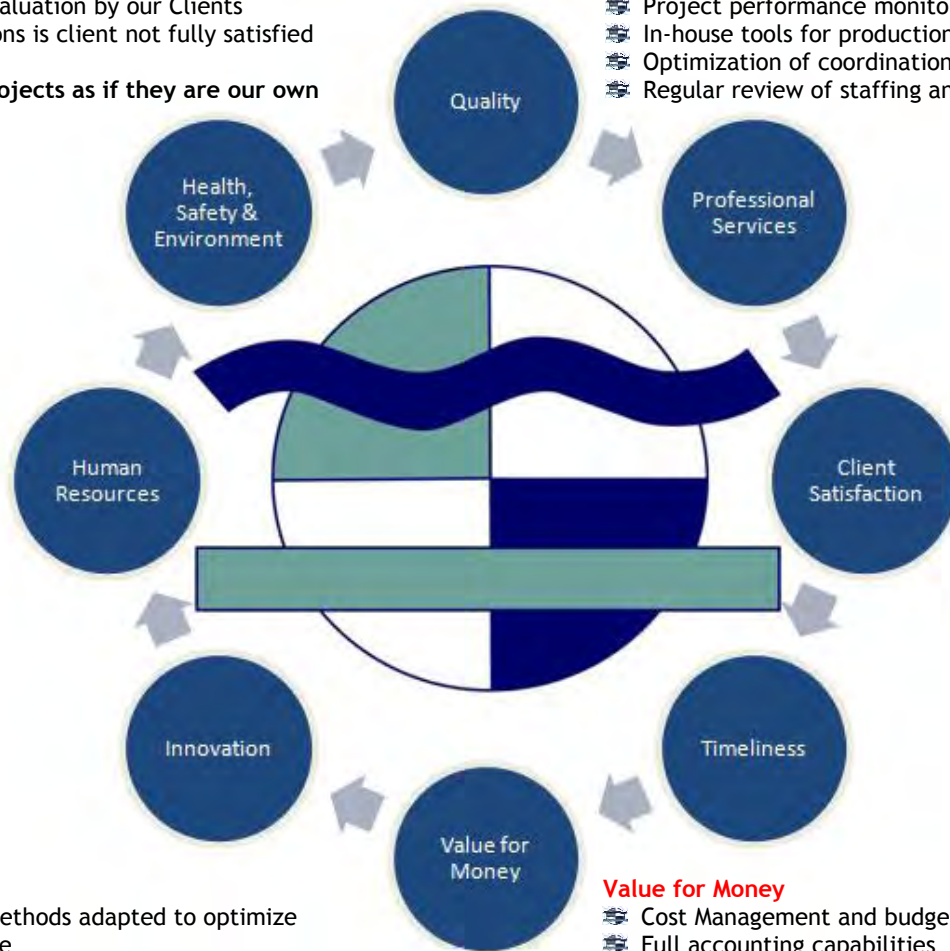
Client Satisfaction

- 🔧 Most of our clients are repeat business
- 🔧 Performance Evaluation by our Clients
- 🔧 Corrective actions is client not fully satisfied

We manage the projects as if they are our own

Timeliness

- 🔧 We take schedule commitment very seriously
- 🔧 Project performance monitoring software
- 🔧 In-house tools for production rate tracking
- 🔧 Optimization of coordination between trades
- 🔧 Regular review of staffing and resource plans



Innovation

- 🔧 Use of tested methods adapted to optimize Clients objective
- 🔧 Technical, financial and administrative innovation through value engineering and schedule monitoring

Value for Money

- 🔧 Cost Management and budget tracking
- 🔧 Full accounting capabilities
- 🔧 Cash flow projections
- 🔧 Value engineering
- 🔧 Aim at reducing cost without affecting quality

Human Resources

- 🔧 Our strength is in our staff
- 🔧 Very low staff turnover
- 🔧 Staff take pride in the projects they do
- 🔧 New Challenges on every project
- 🔧 Incentives on international projects
- 🔧 Rotation of staff to gain experience

Health, Safety and the Environment

- 🔧 Adoption of Health, Safety and Environmental Procedures
- 🔧 Accredited staff for Green Building Design according to LEED, BREEAM and ESTIDAMA
- 🔧 Numerous environmental assessments of projects throughout the Middle East

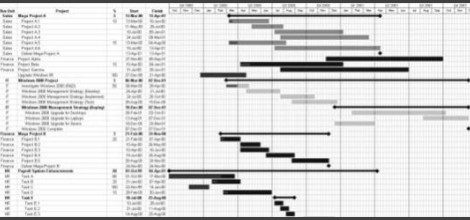
Our Added Values

- 🔧 Strong solution oriented technical design support
- 🔧 Understanding Client's needs and constraints
- 🔧 Aligning our objectives on the Client's objectives
- 🔧 Value engineering to optimize project design components

- 🔧 International experience
- 🔧 Ability to mobilize quickly even in remote areas
- 🔧 Working in difficult environments and countries
- 🔧 Innovation and Commitment
- 🔧 Rigorous construction procedures

PM/CM typical scope

Pre- Design Phase

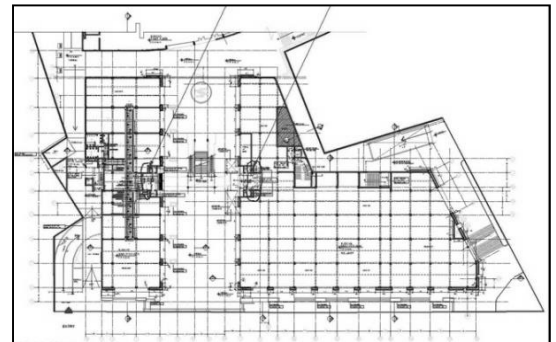


- Project Planning and determining project team's organizational structure
- Setting up a decision-making process and operating and communication procedures
- Act as center point of all communications
- Establish a preliminary budget and a phasing plan
- Negotiate the Consultants and Architect scope of work, fees and contract
- Identify the required additional sub-consultants.

Design Phase



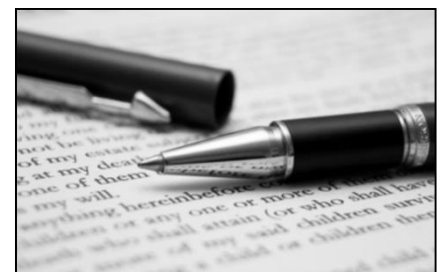
- Negotiate the scope and fees of specialized sub-consultants
- Administer and ensure compliance of signed design contracts
- Establish and manage a communication and e-communication platform
- Conduct meetings to discuss and resolve design, budget and scheduling issues
- Monitor timely completion of the design phase including design reviews
- Review, comment and monitor project costing at each stage
- Review and comment on design stages verifying implementation of changes
- Provide value engineer services
- Coordinate the performance of the specialized consultants
- Schedule impacts of design changes
- Monitor review periods by Owner and Consultants
- Coordinate with utility companies
- Prepare and maintain master schedule and budget and validate budgets
- Report on cost and Report to the Owner Representative and Owner on main issues
- Oversee, review or, if required, follow-up the preparation of permit documents
- Develop and implement review procedures for payments



Tender Process

BILL NO. 02 - BOQ - BILL OF QUANTITIES				Contract	
Item No.	Description of Material	Unit	Qty	Unit Cost (US\$)	Total Cost (US\$)
03	CONCRETE				
	Section 03300 - Cast-in-place concrete				
A	Plain Concrete				
	Supply and pour concrete having a 28 days minimum compressive strength as indicated, include labour, and all necessary material and accessories, as per the specifications and drawings				
1	Blinding concrete beneath Mat, 100mm thick	m ³	289.0	\$220.0	\$63,580.0
2	Protection concrete on top of waterproofing membrane; 40mm thick	m ³	116.0	\$220.0	\$25,520.0
B	Structural Concrete Elements				
	Supply and pour concrete having a 28 days minimum compressive strength as indicated, include labour, formwork, reinforcement material and bond breakers, and all necessary material and accessories, as per the specifications and drawings				
3	Mat foundation; 1000mm thick	m ³	1250.0	\$312.0	\$312,500.0
4	Mat foundation; 600mm thick	m ³	984.0	\$330.0	\$246,000.0
5	Basement walls	m ³	528.0	\$360.0	\$139,920.0
6	Columns	m ³	564.0	\$375.0	\$155,100.0
7	Shear walls	m ³	461.0	\$245.0	\$122,105.0
8	Ramp walls	m ³	183.0	\$375.0	\$50,325.0
9	Ramps	m ³	185.0	\$360.0	\$48,100.0
10	Suspended slabs; solid 300mm thick (Mez to Roof)	m ³	2,355.0	\$310.0	\$494,350.0
11	Deep and inverted beams and parapets	m ³	150.0	\$500.0	\$75,000.0
12	Stairs and landings	m ³	60.0	\$350.0	\$21,000.0

- Identify and analyze critical issues and plausible causes of delay
- Evaluate the most suitable configuration for organization of contracting works
- Review the priced BOQ and technical specifications and verify implementation of changes
- Recommend a work execution strategy
- Recommend a list of Contractors to be invited to bid for the Works
- Verify the tender documents as prepared by architects and consultants
- Receive questions from bidders during the bidding process
- Coordinate the responses to queries and the issuance of addenda as required
- Receive bids, coordinate bid analyses and make recommendation to the Owner
- Hold pre-award meetings with the successful bidder
- Assist the Owner in the finalization and signature of the Contract



Construction Phase

- Administer and enforce the construction contract and completion of the works
- Arrange handover of the site to the Contractor
- Oversee the proper site installations and temporary facilities
- Obtain and review required certificates of insurance and bonds for the Owner
- Coordinate works for and on behalf of the owner
- Oversee Health, Safety and Environmental compliance and performance
- Provide Construction Quality Assurance and Quality Control
- Require that the site be maintained in a reasonably clean and orderly manner
- Act as a center point of all communication
- Conduct minuted weekly meetings to discuss and resolve pending issues
- Organize technical meetings if and when required
- Involve the Architect and the Consultants in the monitoring of the works
- Conduct value engineering and quantity surveying of executed works
- Review the Contractor's manpower and equipment resources
- Evaluate change orders and their impact on the cost and the schedule
- Coordinate the reviews of submittals
- Establish and implement a procedure for expediting approvals
- Inspect works in a well documented and systematic way
- Ensure that remedial works are promptly implemented as required



- Conduct regular schedule and budget update based on the progress of the work
- Review and comment on the Contractor progress schedule and construction program
- Prepare progress reports highlighting anticipated budget and schedule changes
- Document site work through progress photographs of the Works
- Maintain a daily log of all communications and transmittals

- Coordinate requests for variation from the Owner, the architects or the consultants
- Review and advise the Owner on variation order claims received from the Contractor
- Evaluate when possible the potential for escalation or possible disputes
- Review/evaluate payment certificates reflecting the value of work executed
- Coordinate external relations with neighbors and authorities

- Coordinate with the Architect and Consultants the review/acceptance of executed works
- Conduct a systematic review of the works to be transferred
- Develop and monitor the status of a snag list of pending issues to be resolved
- Oversee the closing out of all areas to completion and reception of Project
- Coordinate close-out and occupancy permit documentation for the Project
- Oversee testing, commissioning and subsequent adjustments
- Assist in enforcing the guarantees of the Contractor(s) and Suppliers
- Assist in closing out all contracts with all of the parties involved in the project
- Give advice/recommendations as to the resolution of possible claims or litigation



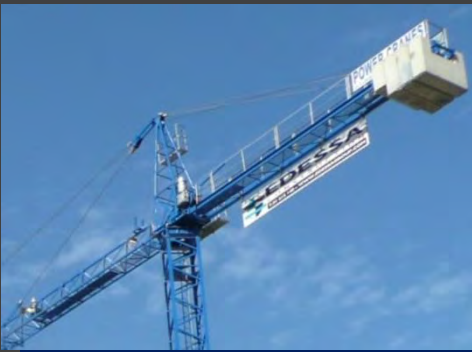
- Conduct final audit of the contracts to ensure that all matters have been addressed
- Prepare final accounts and the terms & conditions of settlement agreement
- Release retentions and performance bonds
- Obtain a complete set of as-built drawings, specifications, O&M manuals and warranties



Post-Construction Phase



Approach to Contracting



As mentioned earlier, Contracting has been a logical extension of our services which emanated from the interest and need of our clients to see us involved and more active on their projects.

Nowadays, EDESSA Construction takes on pure contracting projects or even turnkey projects with pre-construction services.

Depending on the Owner's needs, the type of work and the level of design development, we take on contracting project as a **lump sum**, **re-measurable unit rates**, **cost plus** or a combination of the above and other means.

We are in favor of lump sum or re-measurable contracts when the design is sufficiently developed in order to avoid variations that are often seen as negative by the Owner regardless of the reason for such variations. We discourage clients to adopt such contract types on incomplete designs and finishing works on residential projects as the end product is often not known at the time we are assigned.

We often recommend "cost-plus a fee" rather than "cost-plus a percentage" approaches with an incentive to reduce the overall costs in order to align our objective to the objective of the Owner

We favor cost-plus contracts for finishing works or fast track projects where the design is not fully developed. We look for ways to reduce costs, conduct value engineering and be creative in delivering the works for the lowest price possible taking into consideration the quality, schedule and other constraints imposed on the project.

There is no secret, construction projects include financial risks (price escalation, weather delay, etc.), it is important to agree on how this risk is shared between the parties.

International Project Experience



Selected Group Clients



QA/QC Manual and HSE Manual

EDESSA
Quality Assurance & Quality Control Manual



Health, Safety and Environmental Guidelines

EDESSA Emirates Engineering Consultants LLC



Office Locations

We operate out of our 4 offices in:

- Lebanon,
- the UAE,
- Qatar and
- Nigeria

In Qatar, we operate in Joint Venture with one of the largest PM/CM Companies



Selected Group Partners



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