

PARTNERS:

(In Alphabetical Order)



Organizer:



Prime Consulting

MASTERS CONFERENCE

A Romanian & International Legal Perspective On 20 CRITICAL Contractual/Legal Issues That Arise On Real Estate & Construction Projects (Based On FIDIC & Other Contracts)

A Full-Day Conference (09:00–17:00)
(This Conference Will Be Held In English)

Date: April 1, 2014 **Location:** Bucharest, Romania
Venue: InterContinental Hotel, 4 Bulevardul N. Bălcescu, Bucharest

A MILESTONE EVENT FOR THE REAL ESTATE/CONSTRUCTION INDUSTRY - A GATHERING OF ROMANIAN & INTERNATIONAL EXPERTS

Following On From Prime Consulting's Highly Successful Master Workshops On Construction Claims In Europe/Dubai We Are Pleased To Announce That, **For The First Time In History**, Top FIDIC Lawyers And Experts In Romania Are Coming Together To Shed Light On **Critical Contractual/Legal Issues** That Have Arisen On Construction Projects.

A Distinguished Panel Of Romanian/International Lawyers/Specialists Will Provide Legal Analyses (Based On Romanian Law) Of These Critical Issues And Prime Consulting's N.M.Raj Will Present An International Legal Perspective On Several Important Topics Including Some Of The Key Issues Covered By The Lawyers (More Details About The Topics Covered On The Next Page).

This Premier Conference Is A "Not To Be Missed" Event And Should Be Attended By All Real Estate/Construction Professionals Including Investors, Contractors, Lawyers, Consultants, Bankers, Insurers & Others Involved On Construction Projects.

Networking Opportunities At The Masters Conference Will Be Unparalleled;

You Will Be Able To Ask Questions To Top Lawyers/Specialists And Also Discuss Current Industry Challenges With Executives From The Construction Industry. There Will Be Adequate Breaks To Help Facilitate The Same.

Prime Consulting's Previous Conferences Were Fully Booked Weeks Before The Event, So, Early Booking Is Recommended.

To Register For The Masters Conference, Please Contact Us At:

Email: info.prime@primeconsulting.pl
Phone: +48 227301417 or +48 500199154

Some Of The Key Questions Covered Include:

- **Time Barring Clauses - Does The Contractor Lose His Entitlements To Raise A Claim If He Did Not Submit A Notice Within The Time Period Required By The Contract?**
- **Financial Error In Contractor's Tender - What Happens If There Is A Serious Financial Error In The Contractor's Tender After It Has Been Accepted?**
- **Concurrent Delay - How Is Concurrent Delay Dealt With Under Romanian Law?**
- **Contractor's Performance Bond - What Are The Contractor's Available Actions And/or Remedies In The Event The Employer Draws Down or "Pulls" The Contractor's Performance Bond in an Unlawful/Abusive manner?**
- **Liability For Design Errors - Can A Contractor Be Liable For Design Errors Even Though He Did Not Have Any Design Obligations Under The Contract?**
- **FIDIC vs. Romanian Law - What Are The Main Clauses That Contradict Romanian Statutory Law And Are, Therefore, Rendered Void?**
- **Defective Works - What Is The Contractor's Liability For Failing To Comply With The Requirements Of The Specification When It Is Unreasonably Expensive And /Or Impractical To Remove/Demolish/Take Down And Rebuild The Defective Works?**
- **Transfer Of Design Obligations - Can The Engineer/Architect Transfer His Design Obligations To The Contractor Or A Sub-Contractor?**
- **Approval For Suppliers - If The Specification Contains Reference To A "Named Supplier" Or "Other Approved" Supplier, Can The Engineer/Architect Or Employer, Without Giving Any Justification, Refuse To Give Approval To The Contractor's Proposed Alternative Suppliers Who Are Also Capable Of Providing Materials That Comply With The Contract Documents?**
- **Meaning Of The Term "Reasonable" - How Are Construed Under Romanian Law The Terms "Reasonable" And "Reasonably" So Extensively Used In FIDIC Forms Of Contract?**
- **Can The Contractor Who Priced The Lowest Tender Do Anything Legally If His Tender Is Not Accepted By The Client?**
- **Problems Associated With "Letter Of Intent": Is It A Binding Contract?**
- **Are "Minutes Of The Meeting" Considered As Adequate Notification According To The Requirements Of Modern Contracts?**
- **Warranty - How Does The Romanian Statutory Warranty For Defective Works Impacts Liability For Defects Under FIDIC Standard Terms?**
- **Binding Contract - When Does The FIDIC Contract Become Binding? Can A Party Be Held Liable Even If A Binding Contract Was Not Formed And To What Extent? What Are The Consequences Of A Contractor Pulling Out Of A Tender After Being Declared Winner?**
- **And More Critical Questions!**

PANEL OF SPEAKERS

(In Alphabetical Order)

Crina Ciobanu (Danila)

(Attorney At Law, Managing Associate - Musat & Asociatii)

Crina Specialises In Real Estate, Construction, Infrastructure & PPP/Public Procurement, Corporate And Commercial Law, Banking And Finance. Crina Is A Member Of The Romanian Bar And Holds Law Degrees From Romanian-American University And From University Of Bucharest (LL.M.), She Also Holds Degrees In Legal Studies From British Universities (Liverpool And East Anglia).



Şerban Patriciu

(Attorney At Law, Managing Associate - Popovici Nitu & Asociatii)

Şerban Advises Clients On Real Estate Matters, Being Experienced In Handling Large Residential, Office And Commercial Projects In All Development Phases. Şerban's Practice Also Focuses On Corporate And Commercial Matters, Advising Major Domestic And International Corporations On A Wide Range Of General And Specific Corporate And Commercial Issues. Having Worked As A Legal Counsel For The National Bank Of Romania For Many Years, Şerban Patriciu Provides Legal Assistance On Various Banking Transactions. Şerban Patriciu Holds A Degree In Law From The University Of Bucharest And Is Member Of The Bucharest Bar And To The Romanian Bar Association.



Robert Ionita

(Attorney At Law, Associate Partner - Deloitte CE / Reff si Asociatii)

Robert Is An Attorney At Law And Member Of The Bucharest Bar For Over 13 Years. Prior To Joining Reff & Associates In 2009, He Led The Legal Department Of A Large Irish Property Investment And Development Company. Robert Has Been Involved In Various Types Of Mergers And Acquisitions, Especially In The Real Estate Area, And Has Provided Assistance To Clients In A Wide Range Of Real Estate Projects - Acquisitions, Real Estate Development Projects, Lease Of Retail And Office Space, Joint Ventures, Due Diligence Activities, Title Check Procedures And Title Insurance Procedures. He Also Provides Assistance To Clients In Various Corporate Law Matters.



N.M.Raj

(Civ. Eng., MCI Arb, Managing Partner - Prime Consulting)

Raj Is The Author Of "Quick Guide To Construction Claims". He Has More Than 20 Years Of Claims/Contracts Management Experience On Iconic Projects (Such As The Burj Khalifa, Zlote Tarasy, Limerick Tunnel, Gazprom Tower Et Al) In Europe, Russia/CIS, Asia, Africa, Middle East & The Far East. Raj Specialises In Construction Claims, FIDIC & Commercial/Contracts Management. He Holds Dual Qualifications In Engineering & English Law; Raj Has Degree In Civil Engineering And Is A Member (MCI Arb) Of The Chartered Institute Of Arbitrators (UK), FIDIC, SCL (Society Of Construction Law - UK), DRBF (Dispute Resolution Board Foundation - USA) & The ACE (Association For The Advancement Of Cost Engineering - USA). Raj Has Also Held Memberships With The RICS (Royal Institution Of Chartered Surveyors - UK), CIOB (Chartered Institute Of Building - UK) And APM (Association For Project Management - UK).



We Are Proud To Announce That This Event Supports SOS Children's Villages / SOS Satele Copiilor Romania!

SOS Children's Villages Is An International Charitable Association Operating In Romania Since 1991. The Association Provides Quality Alternative Care For Children Who Cannot Live With Their Biological Families. SOS Family Strengthening Programmes Also Support Disadvantaged Families At Risk Of Separation By Bolstering Their Capacity To Protect And Care For Their Children. Currently The Association Supports Over 1100 Children In Romania.

To Find Out More About This Organisation, Please Visit Their Website:

Romanian website:

Please click the picture below to watch the video:

International website:



A Significant Portion Of The Net Revenue From This Event Will Be Donated To This Charity. By Attending This Conference You Are Supporting SOS Children's Villages In Romania.

Each Attendee Will Receive A "Thank You" Letter Confirming The Donation.

REGISTRATION FORM

Please Do Not Make Any Payments Before Contacting Us And Confirming That Seats Are Available For The Conference.

You May Call Us At: +48 22 7301417, Mob: +48 500199154

Please Email The Following Data To info.prime@primeconsulting.pl:

Name of Company:

Address of Company:

Contact Person:

Telephone:

Email:

Names and Positions of Delegates:

1.

2.

3.

ENROLMENT FEE

Conference Attendance Fees: EUR 199 excluding VAT
(VAT To Be Paid By The Buyer – Reverse Charge).

A Full-Buffer Lunch At InterContinental Hotel And Two Coffee/Networking Breaks Are Included In The Fees. All Attendees Will Also Be Given A Certificate Of Attendance (Including 6 Hours of Professional Development Hours/Credits).

After Registration, Please Transfer The Requisite Fees To The Bank Account Detailed Below.

BANK ACCOUNT DETAILS:

Name Of bank: Alior Bank S.A.
Bank Address: Al. Jerozolimskie 94, 00-807 Warszawa
Recipient : Prime Consulting
Account No: **11 2490 0005 0000 4600 8388 0881**
IBAN: **PL 11 2490 0005 0000 4600 8388 0881**
SWIFT: ALBPPLPW

For Queries, Please Contact Us At:

Email: info.prime@primeconsulting.pl
Tel: +48 22 7301417
Mob: +48 500199154
Website: www.primeconsulting.pl

Note:

Payment Should Be Made In Advance Of The Event. It Is Not Possible To Offer A Refund For Any Cancellations, However, A Replacement Delegate May Be Sent At No Additional Cost. In Case Of Any Unforeseen Circumstances Beyond Our Control, We Reserve The Right To Change The Content, Timing, Speakers And/Or Venue. This Event Is A Conference; Therefore, Printed/Digital Material Will Not Be Provided. Please Note That Audio/Video Recording Of The Conference Is Illegal And Not Permitted.

As Of The End Of 2013 Prime Consulting's Limited Edition Master Workshops In Europe And The United Arab Emirates (Dubai) Had A Combined Attendance Of Around 500 Delegates From Top Companies From The Real Estate, Construction, Banking & Legal Sectors Including.

The Following Are Some Of The Key Companies' That Sent Representatives To The Master Workshops In Europe And The Middle-East:

Construction Firms:

Strabag, Hochtief, Bilfinger Berger, Skanska, Porr, Bouygues, Eiffage, Laing O'Rourke, BOG'ART, Trilux, Mota-Engil, Parsons, Leighton, Mercury Engineering, SRB Civil Engineering, Veolia Water Systems, J.W. Construction, Polimex-Mostostal, Euroholding, Alec - Al Jaber, Murray & Roberts, NDI, Sisk, Polnord, Wrobis, Budimex, SC Danya Cebus.

Law Firms:

Clifford Chance, Linklaters, DLA Piper Water, White & Case, Eversheds, Baker McKenzie, Miller-Canfield, TGC Corporate Lawyers, Chadbourne & Parke, Gide Loyrette Nouel, Kinstellar, Schoenherr, Wolf Theiss, Noerr, Beiten Burkhardt, Vernon David, Nestor Nestor Diculescu Kingston Petersen, Stalfort, BSJP, Norton Rose, Gessel Koziorowski, Al Tamimi And Company (One Of The Top Law Firms In Dubai), Ceparu & Irimia, Musat, Popovici Nitu & Associates, Margarit Florov & Partners.

Financial Institutions:

Westdeutsche ImmobilienBank, BZ WBK, Bank Aaeral, ING, AIG, Chartis.

Consulting, Project Management and Real Estate Firms:

Pricewaterhouse Coopers, Deloitte, Obermeyer, KPMG, Tebodin, EC Harris, Europtima, Segece, Europolis, Arcadis, Ove Arup, Bovis Lend Lease, Gleeds, Egis, Fluor, Vamed, Halcrow International Partnership, Thales, WS Atkins, Jones Lang LaSalle, Davis Langdon, MWH UK, PM Group, King Sturge, H & J Martin, Louis Berger.

Developers:

Immorent, Immofinanz, ProLogis, Mayland, Apsys, Helical, Grupo Lar, Baneasa Developments, Sonae Sierra, Ghelamco, Kulczyk Holding, Celtic, Quinlan Private Golub, AIG Lincoln.

Architects:

Chapman Taylor.

Delegates From The Municipalities/Authorities In Europe And The Middle East.

The "Master Workshop" Event In Dubai Was Particularly Well Received; It Was Covered By A Top Newspaper In The U.A.E., The Khaleej Times, And Mr.N.M.Raj Was Interviewed For The Same. The Article Can Be Found Online At The Following Weblink:

[Master Workshop in DUBAI](#)

A FEW QUOTES FROM DELEGATES THAT ATTENDED THE MASTER WORKSHOP EVENTS IN EUROPE AND DUBAI

"Highly recommended. The subject of claims simplified in a very realistic and practical manner."

Denis Toomey
Project Manager & Contract Specialist

"Without a doubt, the best seminar of its kind in all of Europe. You will have a much better understanding of the intricacies of FIDIC and construction disputes."

James Yrkoski, Attorney At Law
TGC Corporate Lawyers

"A great workshop, a perfect combination of theoretical knowledge and practical examples; I really appreciated it"

Ioan Dracopol, Senior Project Manager (Europe)

"Raj's construction claims seminar can make the difference when you are involved with preparing a construction claim. The seminar had a multitude of real life case studies & workshops which were very practical and also involved key legal principles. I strongly recommend it to legal, technical and acquisition specialists."

Gheorghe Cuzuc, Legal Counsel
Stewart Title Limited

"I think it's definitely the best workshop on FIDIC I have attended so far. As a lawyer specialised in FIDIC agreements, I can definitely say it was extremely useful for a much better understanding of the claims mechanisms. Thank you!"

Adrian Savin, Associate
SCPA Biris Goran

"Without any doubt the master workshop produces results, offers in-depth study of construction claims topics and has been specifically developed to address the most relevant needs of today's claims."

Eng. Anca Luca, Contract Administrator
S.C. EUROCONSTRUCT S.A

"The structure of the seminar was really well thought out. The interactive tools used generated lively discussions and I found this to be a highly effective method for sharing valuable information. The overall quality of the seminar was simply outstanding and I feel that I gained a much better understanding of FIDIC and construction disputes in a short space of time."

Dragos Iacob, Attorney-at-Law
WOLF THEISS

"Informative as expected and I would like to attend seminars like this in future."

A.P. Jayan, Project Leader
LAING O'ROURKE (Dubai)

"Well structured, well arranged, well delivered."

Sivanand Krishnan, General Manager
ALEC (AL JABER ENGINEERING & CONTRACTING L.L.C) (Dubai)

"Excellent hands-on training on Time/Cost/Concurrent delays. Fantastic!"

Dharmendar Pardasani, Contracts Manager
PARSONS (Dubai)

RECOMMENDATIONS FOR THE INTERNATIONAL SPEAKER: N.M.RAJ

"I worked with Raj on a landmark project in Europe. Raj's knowledge and understanding of construction claims and FIDIC form of contracts is unparalleled; as a result, we were able to protect our contractual rights and under his guidance successfully able to protect our contractual entitlements both in terms of cost and extensions of time. The experience and lessons learnt during this period continue to prove invaluable."

**Nigel Taylor, (Former Planning Manager - Skanska, Europe)
Regional Planning Manager
(North Africa), Consolidated Contractors Company**

"Raj did some excellent work to resolve complex claims from two subcontractors to Bovis Lend Lease (In Europe). Had the claims been successful there would have been a very significant impact to my project in terms of both delay to production start-up and potentially cost. Raj lead the BLL response to these claims in such a way that installation and commissioning of equipment was not impacted and there was no financial implication to my project. Raj was highly professional in his dealings with myself and the subcontractors concerned and worked with me in a very open way. I would certainly employ Raj again and was highly impressed with his work. Top qualities: Great Results, Personable, Expert"

**Jonathan May,
Manager of Projects, Cadbury plc. (Europe)**

"During the time Raj worked for Skanska he demonstrated clear thinking, attention to detail, a strong awareness of what was needed for good risk management and an ability to deliver to targets whilst maintaining good working relationships with his colleagues. Raj was always an asset to the team."

**Ian Luke,
Managing Director, Skanska Cementation International Limited (United Kingdom)**

"Raj provided sound advice and recommendations to me, on managing construction claims and training of employees, which I expected from the highly professional commercial executive that he is."

**Graham Smithard,
Project Director, Bovis Lend Lease (Russia)**

"Raj is an experienced commercial manager, specialising in contract claims, developed through his years as a contractor and as a consultant/project manager working for commercial real estate developers. His proactive & enthusiastic approach to this subject provides his clients and employers with a roadmap to preventing and mitigating claims for additional cost and time in both design and construction, as well as to contractors in formulating claims. His capability to cover this tricky and involved subject can greatly assist both employers and contractors in formulating their claims, as well as finding equitable methods to resolving them."

**Peter Titus, (Former European Director - BLL)
General Manager
Emaar International (Jordan)**

"Raj is a highly motivated, extremely professional individual with extensive expertise in the field of Dispute resolution and Claims Management. Raj has provided an invaluable service to many clients and his systematic approach and in-depth knowledge of dispute resolution ensures he is a leader in his field. Client orientated and a committed team leader, Raj comes highly recommended."

**Kevin Murphy,
Senior Commercial Manager, Bovis Lend Lease (Russia)**

"I worked with Raj in Romania & Ireland where he remotely and on site helped us with contractual issues and claims. I found him to be extremely professional and an expert in his field. It was a pleasure to work with Raj and I look forward to working with him in the future."

**Warren Collins,
Director, Collins Construction & Project Management (Ireland)**