



## DAVID LAING, ACIARB : SR. CONTRACTS & CLAIMS CONSULTANT



**Profession:**  
Civil Engineer/  
Sr. Contracts /Claims Consultant

**Nationality:**  
British and Australian Citizen

**Years of Experience:**  
15

**Education/ Training**  
2017 – MCI Arb – Accelerated  
Route to Membership Course –  
Undertaken and Completed with  
Distinction, Final assessment  
cancelled by Institution,  
rescheduling underway

2000 – 2004 BA (Hons) Law and  
Management, The Robert Gordon  
University, Aberdeen

1994 – 2000 Westhill Academy,  
Aberdeenshire Scottish Certificate  
of Education Highers – 7 over 2  
years, Standard Grades – 8

### Courses Completed

- RGIT offshore survival.
- Transport of Dangerous goods  
by Air and Sea
- Drilling Awareness
- Maximo Training
- Advanced Microsoft Excel and  
Word training, as well as good  
knowledge of all other Microsoft  
applications

### Computer Proficiency

Microsoft Office (Word, Excel,  
Power Point), Autocad 2010

### SUMMARY

Senior Claims and Commercial Specialist with over 10 years global experience in Disputes, Contract award and Management within the Oil and Gas, Mining, Rail, Construction and Public Sector industries. Experienced in Client, EPC and Contractor positions. Highly effective communicator with a keen eye for detail and ability to relate huge volumes of information into small understandable presentations.

### PROFESSIONAL EXPERIENCE

#### SR. CONTRACTS & CLAIMS CONSULTANT

Feb 2018 –present

Schema Management Group – Dubai, UAE

- Contracts and Claims support services for the Latifa Bint Hamdan Street project, R978/3A Development of Cycle & Jogging Track (*Mirdiff, Mushriff, Al Khawaneej & Al Mizhar*).
- Drafting and review of contractual letters, review of variations.
- Investigate requirement & streamline the process of Notification (identify, update, closure), identify impact events and update notification log at the contract required timings, Discovery forecast, etc.).
- Participate in the development of standard procedures for Contract administration of various project.

#### SENIOR CLAIMS CONSULTANT

Feb 2017 – Feb 2018

Systech International, Australia

- Senior Claims Specialist for Systech within Australia, responsible for management and resource allocation of Consultants within the Business.
- Responsible for performance and output of Consultants within the Business.
- Provide Mentoring and Training to Junior Consultants.
- Point of Contact between Directors and Junior Consultants acting as a go between and voice of the business.
- Key Contact for clients and responsible to manage a team of consultants tasked with a particular claim for a client
- Responsible to provide accurate and timely Contractual and Claims advice to Clients.
- Required to prepare and formal claims reports, working independently and with no supervision.
- Assist Clients prepare, present and successfully negotiate Claims.
- Analyse and provide a review of Clients projects to determine likelihood of a successful claim.
- Review Clients "Bleed Points" to determine if any issues can be claimed.
- Review Clients received claims to establish possibility of "passing claim on".
- Prepare Claim into manageable and understandable document for Senior Executives
- Report on, Present and discuss aspects of Claims with Senior Executives
- Working with Major Infrastructure clients, delivering major infrastructure projects such as Hospitals, Roads and Tunnels, Rail and Tunnels, Light Rail and Office Blocks.
- Claim types include Disruption, Fit Out Equipment, Geology, Tunnel alignment, unforeseen and unknown services.
- Project Values in excess of \$4 Billion AUD with Claims of up to \$400 Million AUD
- Manage and review output of QS's working on Business Services side of the business
- Key client liaison for internal sales and BD, responsible for and accountable for growth of the business within Australia

#### CLAIMS MANAGER

Sep 2014 – Feb 2017

CB&I Constructors, Perth WA, Australia  
(CMG Group – Corporate)

- Claims Group Representative in Asia Pacific (Reports to Senior VP of Claims), responsible for escalated Claims and Disputes and general legal advice.
- Key figure in CBI Australia Senior Management Team
- Safety Champion
- Selected to form inaugural Productivity Talent Team – one of 6 high performers selected to review site productivity and recommend possible solutions. Developed in Australia and since rolled out across Company



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- Claims including EOT, Disruption, Acceleration, Man Caps, Bed Limitations, Increased Scope, Increased Quantities, General Averages, Insurance Claims, Workers Compensation, Productivity, Subcontractor Default.
- Contract Values of up to \$10 Billion AUD with Claims of up to \$200 Million AUD
- Prepare, Analyse and Evaluate Construction Claims and Disputes
- Conduct Periodic "Cold Eyes Review" of Projects to ensure Project Team are on top of all issues and that CBI is not missing Entitlement or Liabilities.
- Conduct full Project Review with Project Manager towards the end of a Project prior to submission of Final Invoice to ensure all outstanding issues are resolved.
- Develop Strategies for Claims made and received to ensure the best overall result for the CBI
- Liaise with Senior Executives to ensure corporate needs are met during Claim resolution process
- Educate and Train Management and Project Teams on entitlements, requirements and obligations of the Contract to ensure CBI maximise the value of the Contract. This includes developing a cheat sheet for Project Managers to ensure compliance with Contract Provisions
- Evaluate Project Schedules to determine cause and effect of liability for construction delays, productivity losses disruption and others
- Develop Claims ensuring that suitable evidence to support the claim is available.
- Ensure that all submitted Claims are consistent with the requirements of the Contract, jurisdiction and Dispute Resolution
- Work with Project Management, Legal Dept and External Counsel to resolve Claims and Disputes
- Act as intermediary between Management, Project Teams and Counsel

### SENIOR CONTRACTS ENGINEER

Feb 2012 – May 2014

Calibre Global, Perth WA Australia, (BHP Iron Ore Projects)

- Responsible for a team of Contract Engineers and Contract Administrators undertaking the contractual and commercial obligations for the creation of all Contracts related to the upgrade of BHP's Iron Ore Projects
- Supervise and create creation of Tender packages from Contracting Strategy to ITT through to eventual award up to a value of 200 Million AUD
- Negotiation of all Contractual and commercial qualifications resulting from submitted Tenders
- Evaluation and negotiation of claims including EOT, Disruption, Acceleration and Variation.
- Evaluation and Negotiation of all disputes
- Preparation of the contract document, including drafting of special conditions, and liaising with the client legal team to ensure contracts aligned with their objectives and changing requirements, including creating and presenting recommendation documents.
- Contract management, including management of claims, preparation and issue of variations, coordination of weekly meetings and site visits, preparation of all communication establishing and maintaining contract registers and liason with key stakeholder to ensure all aspects of the contract run smoothly
- Development of long term strategic Framework Agreement from EOI through Early Contractor Involvement to final Award of Agreement
- Organisation of pre-tender meetings, as well as post tender presentations, coordination of evaluation of tenders from all departments.
- Mentor and train Junior Personnel's development in Contractual matters
- Responsible for creation of contractual process and procedures.
- Control Contracts Register
- Development and control Contract Development Schedule

### CONTRACTS LEAD (Infrastructure)

Sep 2011 – Feb 2012

AECOM Australia, Perth WA (API's West Pilbara Iron Ore Project)

- Responsible for a team of Contract Engineers and Contract Administrators undertaking the contractual and commercial obligations for the creation of all infrastructure, communication and rail packages relating to the 7 Billion AUD WPIOP Project
- Train Junior Personnel in Contractual and Commercial matters
- Supervise and create creation of Tender packages from Contracting Strategy to ITT through to eventual award up to a value of 500 Million AUD
- Management of Early Contractor Involvement agreements
- Negotiation of all Contractual and commercial qualifications resulting from submitted Tenders
- Organisation of pre-tender meetings, as well as post tender presentations, coordinated evaluation of tenders from all departments, prepared recommendation to be presented to the client
- Preparation of the contract document, including drafting of special conditions, and liaising with the client legal team to ensure contracts aligned with their objectives
- Contract management, including management of claims, preparation and issue of variations, coordination of weekly meetings and site visits, preparation of all communication with the contracts.
- Responsible for creation of contractual process and procedures.
- Engage all key stakeholders in relevant situation
- Control Contracts Register



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### SENIOR CONTRACT COORDINATOR

Feb 2011- Sep 2011

Leighton Contractors, Perth WA (Gorgon Civils and Underground Services)

- Responsible for the project team of Procurement Coordinators
- Accountable for creation of Procurement Plan
- Development of project contractual pro forma documents, including project specific special conditions
- Work with Project Connect and ICN to help develop local content contractors and encourage a "buy local" policy within the project
- Develop and maintain procurement schedule
- Supervise and approve issue of Contract packages, from ITT through to Award
- Create major contract packages
- Negotiate contractual qualifications
- Promote and encourage cost management within team
- Actively promote all company policies and business standards

### CONTRACTS ENGINEER

Sep 2009 – Jan 2011

Agip kco, Milan Italy. (Kashagan Project)

- Responsible to the Contracts Manager for the contracting processes involved in the award of major contracts up to a value of 500 Million USD for the phase II of development of the Kashagan Project in Kazakhstan, responsibilities include –
- Development of Contracting and Tender Strategies
- Production and issue of Invitation to Tender documentation and subsequent evaluation
- Negotiation of contractual qualifications
- Promotion of Local Content within Contracts
- Develop and submit Board Submission papers to Contracts Board and Partners
- Eventual award of Contract

Various Contracts and Procurement roles as detailed below, on various client projects, PSN - Feb 2007 – Sep 2009

### PRINCIPAL SUB-CONTRACTS ENGINEER

May 2009 – Sep 2009

Exxon Mobil, Chad GMSC, Kome 5, Chad, Central Africa

- Development of commercial, contractual and technical tender documents for contracts up to value of 50 million USD for both Chad and Cameroun contracts
- Analysis of tender through to eventual contract award.
- Issue awarded contract to local, British and International sub-contractors
- Negotiate contractual qualifications, generally focusing on insurance and local withholding Tax (WHT)
- Manage international sub-contractors efforts to gain relevant paperwork for entry into Country
- Train manage and develop local personnel in role with a view to eventual localisation of position
- Post Contract administration including invoice approval and maintenance of contracts register
- Produce and report on sub-contract activities to client
- Responsible for training sector of budget, developed register to ensure budgets are adhered to
- Own and manage and negotiate company's annual KPIs, including creating monthly reports on progress
- Active part of management team, involved in devising and implementing new initiatives and promoting HSE through example
- Liaise closely with senior management on weekly and monthly reports to client
- Cover Accounts and Cost roles during leave periods
- Responsible for all site procurement
- Carry out regular commercial evaluations on Sub-Contract value
- Focal point for all socio-economic activities, includes donations and visits to local schools and hospitals

### SUB-CONTRACTS ENGINEER

Jun 2007 – Apr 2009

BP OCTIP (Onshore Compression and Terminal Integration Project), BP Dimlington, Hull.

### PROJECT PROCUREMENT SPECIALIST

Feb 2007 – June 2007

BP EMM Contract, Production Services Network, Wellheads Ind Est, Dyce, Aberdeen

### OFFSHORE MATERIAL/PERMIT CO-ORDINATOR

Jun 2007

BP West Sole Rejuvenation Project, West Sole Bravo

### MATERIAL LOGISTICS COORDINATOR

Feb 2004 – Feb 2007,

Talisman Energy, Dales Base, Dales Ind Est, Peterhead

### REGULATIONS/CONTRACTS OFFICER

May 2003 – Sep 2003

University placement –Workers Compensation Board, Prince Edward Island, Canada,