

INFRASTRUCTURE ADVISORY SERVICES



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Others have seen what is and asked why. I have seen what could be and asked why not.

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Pablo Picasso

These words lay at the core of Best Procurement's culture, leading us to find better opportunities and dependable solutions for our clients.

company

Our story

Founded at the beginning of 2010 and headquartered in Bucharest, Romania, Best Procurement is a dynamic company committed to provide infrastructure advisory services to our clients.

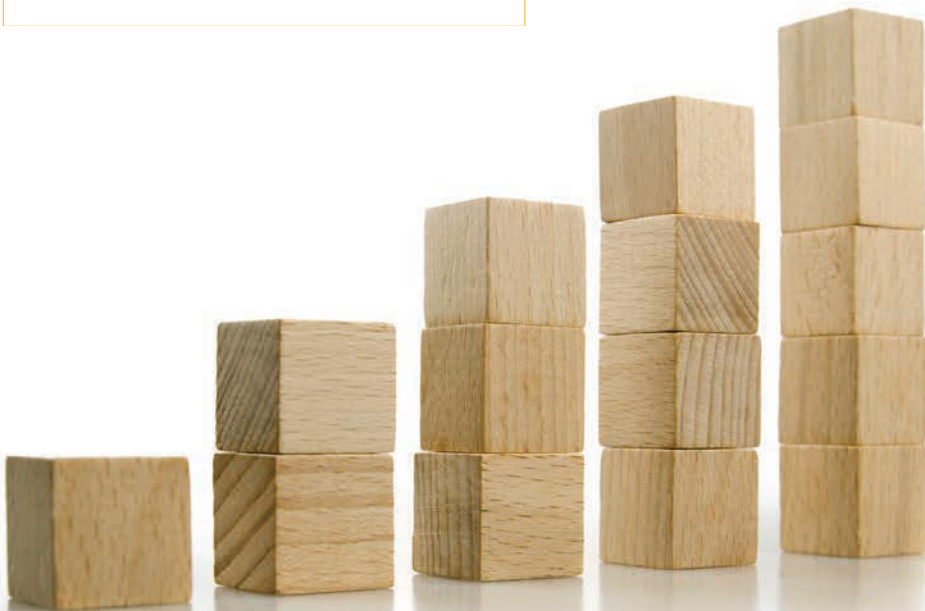
Best Procurement's specialists represent a multidisciplinary team which offers infrastructure Advisory Service in order to ensure the success of your project throughout its entire lifecycle: from tender stage to design and programming through to the course of construction and completion.

Best Procurement has the experience and tools to assist in areas such as Public Procurement, Contract Management, Dispute Resolution, Quantity Surveying and Project Management. Our team incorporates technical and legal expertise with the knowledge of the business climate in Romania in order to achieve the best results for our clients.

Our portfolio of clients includes general contractors, design and consulting companies across the entire industry.

key advantages

- ↳ Solid expertise in the implementation of EU/EIB/World Bank funded projects
- ↳ Excellent expertise in claims & variation orders
- ↳ Combination of extensive Western and local presence
- ↳ In-depth knowledge of the business climate in Romania
- ↳ Deep understanding of commercial negotiations under FIDIC rules of practice, and participation in resolutions of disputes according to international practice
- ↳ Specialized contract management team, dealing with issues arising during project implementation
- ↳ Experienced and highly qualified staff
- ↳ Accountability & Confidentiality



“ Give me six hours to chop down a tree, and I will spend the first four sharpening the ax.

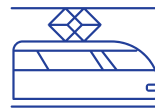
Abraham Lincoln

industries

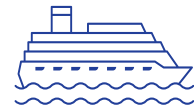
Our expertise ranges from rehabilitation of roads to more complex design & build projects, such as motorways, railways, water supply stations and we are equipped to provide comprehensive consulting, engineering, contract and program management services to each client, thanks to our industry specialization approach.



**ROADS &
MOTORWAYS**



**RAIL
INFRASTRUCTURE**



**PORTS &
WATERWAYS**



**AIR
TRANSPORT**



**WATER &
WASTE WATER**



**ENVIRONMENT
PROTECTION**



**REAL ESTATE
DEVELOPMENT**



Ștefan Savu

GENERAL MANAGER

Ștefan Savu is the founder and General Manager of Best Procurement. With a broad experience in Highway and Railway construction matters, he also has extensive knowledge in all aspects of Public Procurement, Dispute Resolution and Contract Management.

Ștefan Savu is highly proficient in claims identification, preparation and defense, having represented many contractors in front of Adjudication Boards and Arbitration. His previous experience as Public Procurement Director and Deputy General Director within the Romanian National Roads and Motorway company ensured a deep understanding of Romanian Public Procurement policies, while having also been involved in the development of PPP/Concession Projects. Ștefan Savu's previous experience has been gained working as a top executive in various national and international companies.










Public Procurement

As a part of a constantly changing business and legal environment, Best Procurement is equipped to provide technical and legal support to its clients, starting with the initial phases of a project.

PRE-CONTRACT SERVICES

Our team helps clients to reduce purchasing costs and mitigate industry risks, through services that include:

-  Estimation and cost planning
-  Planning Cash flow forecasts
-  Tenders identification and review, including analysis of tender documents
-  Technical and judiciary assistance during tender
-  Regulatory and procurement law frameworks
-  Preparation and review of technical offers
-  Assistance in forming joint ventures and in strategic alliances

PUBLIC PROCUREMENT DISPUTES

We regularly represent our clients' interest in litigations and administrative disputes related to public procurement, with our multi-disciplinary team providing support in front of the relevant authorities, such as the National Council for Solving Complaints or the Court of Appeal.

PPP/CONCESSION LAW

Our team has gathered considerable experience in the PPP/Concession field, by having been directly involved in the development of some of the largest such projects undergoing in Romania. We are able to assist in areas such as regulatory issues concerning concession/PPP tender documents or technical and financial contractual matters, typical for large infrastructure projects.



Contract Management

Solid contract management is mandatory in infrastructure projects, due to their increasing complexity, in terms of technology and responsibilities.

Best Procurement's team of professionals can assist and coordinate all the activities required to complete projects within the agreed scope, while also having the technical expertise required by a project's complex efforts.

Our contract management services include:



RISK MITIGATION, PLANNING, IMPLEMENTATION AND PROGRESS MONITORING

Contract management requires diligence and an eye for details. And as every project faces its own challenges and risk levels, Best Procurement works closely with our client's team in order to thoroughly identify and assess the risks of the project. Bringing together this analysis and our team's technical and legal knowledge allows us to monitor and mitigate any arising risk throughout the lifecycle of the project.



CONTRACT ADMINISTRATION

The processes involved in the construction contract are often very complex. Best Procurement will provide not only analysis of all documents issued and assess the risk associated, but also the documents' drafting. Throughout the progress of the Project, we will offer guidance and procedures readily accessible and reviewed on a regular basis, and clear mechanisms in place for identifying key contract 'trigger points'.



PROGRAM MANAGEMENT

It is becoming more and more common for the industry to embrace the employ critical path method (CPM) as a tool for scheduling and coordinating. Best Procurement uses established procedures for the development and reliable construction time determination program and for the performance of comprehensive reviews of construction programs. Our key staff is experienced in developing, analyzing, updating and monitoring project schedule in order to allow the Contractor to proactively identify and resolve potential issues that could affect timely project completion.



CHANGE ORDERS & VARIATIONS

Changes commonly occur in many projects, and it is important to determine and quantify the impact to scope, price and time. Best Procurement has developed a wide body of knowledge in preparing and reviewing to contractors, taking into consideration the common international procedures as well as Romanian regulations. Our team will properly document details of the variation and its impact and will take into consideration eligibility issues, according to local or European legislation, including here Europeans funding legislation.

We assist our clients in planning, prioritizing and delivering consistent results.



“ Do the difficult things while they are easy and do the great things while they are small. A journey of a thousand miles must begin with a single step. ”



Lao Tzu



Project Management

Today's construction projects have become highly sophisticated, facing many complex challenges that require a diverse range of skills and a successful team integration. Best Procurement is here to deliver.

Providing the right strategy for a project entails a detailed preparation stage during which requirements, risks, constraints and stakeholder interests are fully understood. From concept or pre-construction to project closeout, Best Procurement's specialists work on and off site to proactively provide a solution for any infrastructure project.

Throughout the development of the project, Best Procurement's project management teams comprising of engineers, designers, lawyers, and other construction consultants work closely to provide a continuous integration between all stages of the construction process. By maintaining rigorous controls throughout the lifecycle of the project, Best Procurement's team ensures challenges are adequately addressed to meet your time, cost and quality objectives.

We identify issues and resolve conflicts before they become problems using established procedures and processes that consistently yield excellent results. Our project management team's approach focuses on mitigating risks and helping our clients to deliver projects in a consistent and improved manner, no matter what stage of the project lifecycle we are appointed in.

We focus on assisting our clients and not superseding them. Our project management approach allows our clients maintain control of their projects, providing them every opportunity to make the right decisions at the right time throughout each of their project's life cycle.



Quantity Surveying

As the construction industry grows, more and more skilled roles are becoming mandatory. Best Procurement's team includes specialized quantity surveyors, offering expertise from initial cost estimates, right through payment certificates issuing.

From project conception to design development, we understand, analyze, and report on the costs associated with construction projects. Our team can help you minimize the costs of your project and enhance value for money, while still achieving the required standards and quality, by undertaking the administration and coordination of contracts, sub-contracts, cost analysis and work measurements.

In order to maintain the highest level of professionalism we are preparing, submitting and managing statements, valuation of changes and finalizing contracts; managing, administering and coordinating contracts and sub-contracts, construction progress schedules, cost control systems, and work measurements; preparing and interpreting tender documents, specifications, general conditions; preparing and submitting estimates for construction and development work.



“ Life is 10% what happens to me and 90% of how I react to it. ”

Charles Swindoll



Dispute Resolution

From an early start to close-out of the project. Best Procurement is equipped to provide ongoing support in claims issues, covering the entire dispute and litigation lifecycle.



“ Things do not happen. Things are made to happen. ”

John F. Kennedy

Disputes are an inherent part of many projects, and Best Procurement is prepared to provide contractual advice for avoiding, mitigating and resolving claims to its clients for all types of construction projects.



CLAIMS IDENTIFICATION AND ASSESSMENT

Many disputes arise when the parties cannot agree on issues related to the contract interpretation, the definition of deliverables, meeting performance standards and/or the effect of unexpected events. After the analysis of the contractual conditions and contemporary records we identify key issues and determine the most appropriate interpretation. Our real-world experience in project management, knowledge of the design and construction processes ensure and a keen eye for detail produce great results in claims issues.



DAMAGES ASSESSMENT AND TIME IMPACT

Damages often interfere with various aspects of the project, such as cost estimating, scheduling, and project management. Through a multidisciplinary team, comprised of Claim Experts, Legal Advisers and experienced Contract Managers, Construction Engineers and Quantity Surveyors, we have expertise in quantification, presentation and evaluation of construction damages.



AVOIDING DISPUTES

Our early involvement in the development of the project allows for our expertise to be used to its best, as it enables our team to identify risks and opportunities and provide alternative solutions that can avoid claims escalating into costly disputes.

portfolio

More than 650 km of highways, roads and rail infrastructure.

Best Procurement's wide portfolio is formed of constructions of roads, tunnels, bridges, highways, airports, but also utilities services and environmental construction.

Design and Build of Sebes - Turda Motorway, Lot 4, km 53+700 - km 70+000
Client: PORR; Beneficiary: RNMNRC; Value of the Project: 104M Euro
Services: Procurement, Contract management, Dispute Resolution.

Rehabilitation of the route of tram 102 with works of stations adapted for persons with disabilities, elements of signaling and automated, phase I: Nord, Intersection - Republica; Client: SCT Bucuresti; Beneficiary: Municipality of Ploiesti; Value of the Project: 10 M Euro; Services: Dispute Resolution.

Rehabilitation of the Railway Brasov-Simeria, Section Coslariu-Sighisoara
Client: JV AZVI - FCC Construcción SA; Beneficiary: CFR SA; Value of the Project: 120.5M Euro; Services: Change Orders.

Design and Rebuild of National Road 73, Pitesti - Campulung - Brasov, km 13+800 - km 42+850, km 54+050 - km 128+250; Client: AZVI; Beneficiary: RNMNRC; Value of the Project: 64M Euro; Services: Contract Management.

Rehabilitation of National Road 1H, Zalau - Alesd, Lot 1: km 0+000 - km 26+510;
Client: OHL ZS; Beneficiary: RNMNRC; Value of the Project: 19M Euro; Services: Contract Management, Change Orders.

Construction of Caransebes Bypass, Client: COPISA; Beneficiary: RNMNRC
Value of the Project: 30M Euro; Services: Contract Management, Change Orders.

Rehabilitation of National Road 76, Deva - Oradea, Contract 5R10b Brad - Ionesti, km 35+432 - km 55+425; Client: PORR; Beneficiary: RNMNRC; Value of the Project: 13.5M Euro; Services: Contract Management, Change Orders, Dispute Resolution.

Rehabilitation Works National Road 76, Deva - Oradea, Contract 5R13, km 102+660 - km 133+660; Client: AZVI; Beneficiary: RNMNRC; Value of the Project: 28M Euro; Services: Contract Management, Change Orders, Dispute Resolution.

clients

We are proud to have among our clients representative names from various industries, such as:



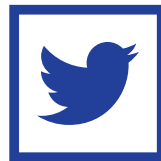
For a comprehensive list of our clients, please visit our website at www.bestprocurement.ro



“
Coming together is a beginning; keeping together is progress; working together is success.
”

Henry Ford

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www.bestprocurement.ro

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