



QUANTUM  
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SOLUTIONS

DAEWOO ENGINEERING & CONSTRUCTION

**DAEWOO E&C**

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Tel# (974) 5551-5617 Fax# (974) 4478-0218  
www.daewooenc.com

Date : July 16, 2012

Attention: **To whom it may concern**

Project: **Construction of marine Works for  
Nakilat Ship Repair Yard  
Port of Ras Laffan**

Dear Sir,

Daewoo Engineering and Construction constructed the Marine Works for the Erhama Bin Jaber Al Jalahma Shipyard in RasLaffan Port, Qatar between 2007 and 2011 for Qatar Petroleum.

The contract value was around US\$610 Million and the original contract period was for a period of 25 months from 2nd December 2007 to 31st December 2009.

Daewoo's progress of the works was delayed and disrupted by a combination of circumstances and events which occurred during the period of construction until completion. Daewoo incurred substantial loss and expense as a direct result of these circumstances and events and the Client threatened the imposition of liquidated damages for delayed completion.

Initially, we prepared and presented our claims for additional time and cost using internal resources however the Client was not receptive to any form of discussion over the cause of these problems nor would he recognise any reimbursement of the losses we had sustained.

Daewoo decided to employ an International Claims Consultant to assist in reviewing and representing the claim document aimed at addressing these losses and to provide support in negotiations with the Client through to final settlement.

Quantum Qatar WLL part of the Quantum International Group were recommended by a fellow Korean contractor in Qatar and having met the team, we engaged Quantum to undertake the Claims review and re-presentation exercise.

I am delighted to say that Quantum performed their duties to an outstanding level of competency on time and within the agreed budget. From their analysis of the problems, the strategising of solutions to the implementation and delivery of the Claims documentation, their performance has been genuinely outstanding.

Moreover, Quantum integrated perfectly with the existing team and we found their input in relation to Contractual and Commercial matters to be invaluable.

As a result of their efforts on both quantum and time related matters, we are now in positive discussions with the Client and it is expected that the Claim will be settled amicably and without recourse to the formal dispute process.

CLIENT REFERENCE





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On behalf of Daewoo, I have found Quantum to be an excellent company to work with – their staff are highly professional, objective and industrious and the overall level of professional competency is unmatched by any Consultant we have so far used.

Having enjoyed working with the Quantum team, I would have absolutely no hesitation in recommending Quantum to any Client contemplating undertaking an important Claim, Contractual or Commercial use.

Sincerely yours,

Seog Do Kang  
Project Manager

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