



شركة مدجلف للإنشاءات (ذ.م.ق.)  
MEDGULF CONSTRUCTION CO. (W.L.L.)

Our ref: 1733/JV/1026/11

Date: 2 May 2011

To Whom It May Concern

My company was until recently, engaged as part of Joint Venture, commissioned to work on a major hydrocarbon project in Qatar.

Over the course of this project, substantial changes to work scope and sequencing of activities caused the Joint Venture to incur additional costs which also included counter charges from the Client.

We made every effort to recover our additional entitlement under the contract and reject the contra charges but without success and the Client was unwilling to consider the issues we had faced and additional costs incurred.

We employed the services of Quantum International as a leading International Claims Consultant with a strong presence in the Middle East to work with our team to compile Entitlement Submissions for every head of claim to be presented to the Client and used for discussions and also to be robust enough to be used for dispute proceedings if our discussions with the Client were unsuccessful.

Quantum integrated with the Medgulf and JV Teams to prepare the necessary contractual documentation to support entitlement submissions and assist with the negotiations and performed their role in a professional and timely manner. The entitlement submissions were a high quality, clear and concise document and enabled the claim to be settled amicably with the Client without any requirement for dispute proceedings. Quantum helped the JV to establish the strategy to adopt by ensuring thorough analysis of the strengths and weaknesses of the JV were reviewed and understood.

Quantum are a cost effective professional support team able to analyse an issue, develop a strategy and work with existing in house resources in the recovery of additional entitlement and I will happily utilize their services in the future for any similar problems.

On a personal level, I found the Quantum team at all levels to be professional and supportive and they bring a clear mind and focused strategy to issue being faced on projects and I would recommend Quantum to any Client facing similar problems.

Yours sincerely,  
For and on behalf of **Medgulf Construction Co. (W.L.L)**



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ISO 9001 : 2008 Certificate No. 33093  
ISO 14001 : 2004 Certificate No. 39408  
OHSAS 18001 : 2007 Certificate No. 39409

