



# COMPANY PROFILE

## OVERVIEW

PMA is a leading global provider of specialized services in international contracts management, claims, dispute resolution, consulting, and training. With a commitment to excellence, PMA empowers clients to achieve project success by safeguarding their interests, maximizing profitability, and minimizing risks. Our team of highly skilled experts delivers tailored solutions that align with clients' strategic objectives, leveraging international best practices to ensure optimal outcomes across diverse industries



## MISSION

To deliver innovative, high-quality services that enhance project execution, protect client interests, and foster long-term business relationships through expertise, precision, and a client-centric approach

## VISION

To be the trusted partner of choice for organizations worldwide, providing unparalleled expertise in international contracts management, claims, dispute resolution, and professional training, driving success and sustainable growth

## CORE VALUES

**Integrity:** Upholding the highest ethical standards in all our services

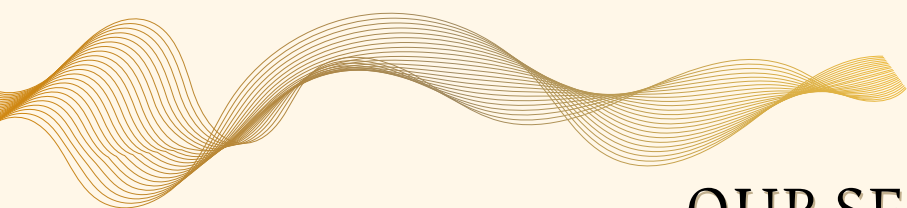
**Excellence:** Delivering superior quality through expertise and innovation

**Collaboration:** Building strong, lasting relationships with clients and stakeholders

**Client Focus:** Tailoring solutions to meet the unique needs of each client

**Sustainability:** Promoting practices that ensure long-term success and value





## OUR SERVICES



# **1-International Contracts Management Services**

## **1.1. International Contracts Drafting / Re-drafting Service**

PMA offers international contracts drafting and re-drafting services designed to structure the relationships of all parties involved in a project and protect their rights. These contracts .

**include:**

- 1.The contract between the employer and the contractor.
- 2.The contract between the employer and any service provider (designer, consultant, project manager) .
- 3.The contract between the main contractor and subcontractors.
- 4.The contract between the designer and sub-designers.

The service emphasizes highlighting the risks and profit opportunities from claims, along with providing a written methodology for effective contract administration, ensuring project success while safeguarding the client's interests, maximizing profitability, and minimizing losses.

## **1.2. International Contracts Review Service**

PMA offers a comprehensive contracts review service aimed at identifying the strengths and weaknesses of existing contracts, while focusing on uncovering profit opportunities and potential risks. This service is designed to strengthen the client's position, either by identifying risks or legally and practically exploiting available opportunities.

The service includes a detailed report outlining all risks and profit opportunities from claims, contributing to effective contract management and achieving the desired outcome, while safeguarding the client's interests and increasing returns.



### **1.3. Tender Preparation Service**

PMA provides a comprehensive Tender Preparation service designed to align closely with the client's project goals and strategic direction. Our service covers the full scope of tender documentation, including invitation to tender, tender instruction, evaluation criteria, and the management of bidder queries during the tendering phase.

We ensure that all tender documents are tailored to clearly communicate the project's scope and expectations, helping attract the most suitable and qualified contractors. PMA works closely with clients throughout the entire tendering lifecycle—from initial preparation to final contractor selection—ensuring that the chosen contractor aligns with the client's objectives and delivers genuine value.

### **1.4. Contractual Contract administration Service**

PMA offers a specialized service in contractual contract administration, designed to ensure efficient project execution while fully safeguarding the client's rights and interests. This service is applicable regardless of who drafted the contract—our management approach can be adapted to any existing contract.

We manage contractual relationships among all project stakeholders through clear procedures and precise standards based on international best practices. Our methodology focuses on optimizing the use of contract tools such as variations, value engineering, and claim opportunities to maximize profit and minimize potential losses.



## **2. Claims and Dispute Resolution Services**

### **2.1. Claims Management Service**

PMA delivers a high-level Claims Management service focused on preparing and presenting well-founded claims, whether to assert the client's contractual rights or to defend against incoming claims. Our support extends through the negotiation phase, aiming to enhance profitability or minimize losses.

Our approach is not limited to document preparation; we focus on building claims that are technically and legally justifiable. At the same time, we prioritize preserving long-term business relationships between parties by avoiding unnecessary escalation to disputes whenever possible.

### **2.2. Dispute Resolution Service**

PMA offers a comprehensive Dispute Resolution service designed to help parties navigate conflicts with maximum profitability and minimum loss—while preserving long-term business relationships. Our service spans all internationally recognized dispute resolution methods, both amicable and legal.

We support clients in nominating and appointing members for Dispute Adjudication Board, international mediators, representatives for amicable settlements, and expert witnesses or arbitrators in international arbitration. We also handle the preparation of all necessary claims, documents, and expert reports tailored to the specific resolution method.



### 3. Consulting Service

PMA provides a comprehensive Consulting Service in the fields of international contracts management, claims, and dispute resolution, delivered by a team of highly skilled experts. The aim of this service is to offer timely, accurate advice that ensures the successful execution of our clients' projects while safeguarding their interests from potential risks.

This service includes monthly visits by specialized consultants to monitor project progress, as well as regular online meetings to ensure that all actions align with project goals and best global practices.



## 4. Training Service

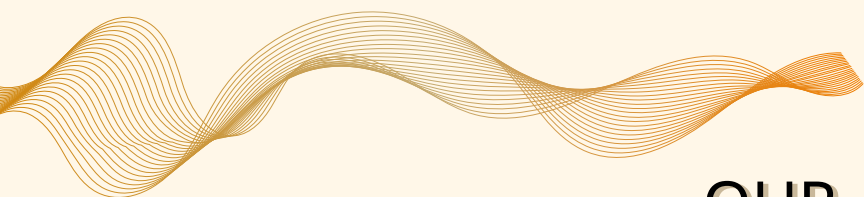
PMA offers a tailored Training Service designed to meet the needs of organizations and individuals in the fields of international contracts management, claims, and dispute resolution.

The service begins with a thorough assessment of the client's training requirements, followed by the development of comprehensive training materials and a structured schedule that delivers the desired outcomes.

Our service is distinguished by its deep expertise in the subjects covered, along with the effectiveness and precision in crafting custom training programs. We focus on developing the skills of the workforce in alignment with the organization's objectives, thereby enhancing overall performance and contributing to the efficient achievement of project goals.

Through this service, we aim to prepare highly trained, specialized teams, helping organizations maximize the potential of their human resources and ensuring the long-term success of future projects.





## OUR PARTNERS

## WHY WE CHOOSE PMA?

**Expertise:** Our team comprises industry-leading professionals with deep knowledge in international contracts, claims, and dispute resolution.

**Tailored Solutions:** We customize our services to meet the unique needs of each client, ensuring alignment with project goals.

**Global Standards:** Our methodologies are grounded in international best practices, delivering consistent and reliable results.

**Client-Centric Approach:** We prioritize client success, fostering collaborative partnerships that drive value.



**Project** : Marriot Hotel - Nilona Tower Dubai

**Location** : Dubai, United Arab Emirates

**Client** : Romeo Design

**PMA Services :**

o Dispute Management

( International Arbitration under UAE Law )





**Project** : The National Project for the Construction of 9 Hospitals.

**Location** : Ghana.

**Client** : Euroget De-Invest.

**PMA Services:**

- o Project Management.
- o Contract Management.
- o Claims Management.



**Project** : International Arbitration under English Law.

**Location** : London, United Kingdom.

**Client** : Euroget De-Invest.

**PMA Services :**

- o Dispute Management.





**Project** : The National Roads Project.

**Location** : Sudan.

**Client** : Al-Nasr General Contracting.

**PMA Services:**

o Contract Management.

o Claims Management.



**Project** : Toshka City.

**Location** : Egypt - Aswan.

**Client** : Al-Zahraa Agriculture.

**PMA Services :**

o Project Management - Planning.



**Project** : Hyde Park Residential Complex.  
**Location.** : Arab Republic of Egypt.  
**Client** : Hyde Park Development Company.  
**PMA Services :**  
o Project Management - Planning.



**Project** : Grand Heights.  
**Location.** : Arab Republic of Egypt.  
**Client** : KUWADICO.  
**PMA Services :**  
o Project Management.



**Project** : Husseinia Pumping Station.

**Location** : Arab Republic of Egypt.

**Client** : Sharqia Governorate.

**PMA Services:**

- o Claims Management.
- o Project Management - Planning.



**Project** : Marseille Life.

**Location** : Arab Republic of Egypt.

**Client** : Marseille Group.

**PMA Services :**

- o Project Management - Planning.



**Project** : Hyde Park Residential Complex.

**Location** : Arab Republic of Egypt.

**Client** : MCC.

**PMA Services:**

- o Contract Management - Bidding.



**Project** : International Arbitration  
under English Law.

**Location** : Paris, France.

**Client** : Euroget De-Invest.

**PMA Services:**

- o Dispute Management.



**Project** : Training for Talaat Moustafa Group  
**Location** : Arab Republic of Egypt  
**Client** : Talaat Moustafa Group  
**PMA Services:**  
o Training



Training for Engineering Tracks Company.  
**Location** : Online.  
**Client** : Engineering Tracks.  
**PMA Services:**  
o Training.





**Project** : Gold Coast Refinery

**Location.** : Ghana

**Client** : Gold Coast Refinery

**PMA Services :**

- o Contract Management
- o Administrative Consultations



**Project** : Blue Bay El Sokhna.

**Location** : Arab Republic of Egypt.

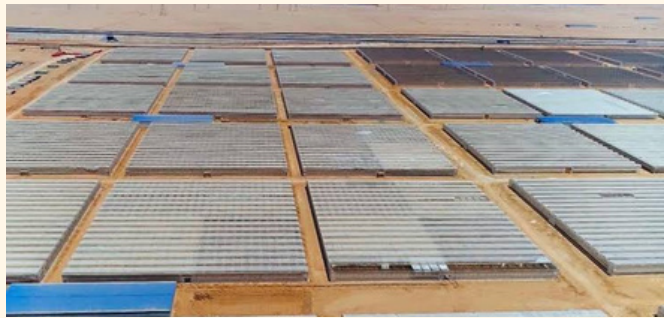
**Client** : Marseille Group.

**PMA Services :**

- o Project Management - Planning.



**Project** : Zahra Sporting Club.  
**Location** : Arab Republic of Egypt.  
**Client** : Zahra Sporting Club.  
**PMA Services :**  
o Project Management - Consultation.



**Project** : The National Agricultural Greenhouses Project.  
**Location** : Egypt.  
**Client** : Ministry of Defense.  
**PMA Services:**  
o Contract Management.  
o Claims Management.



**Egypt MOD**



**Hyde Park**



**TMG**



**Alzhour Club**



**NE Company**



**Euroget**



**MCC**



**PMI**



**Engineering Tracks**



**NGC**



**Marseilia**



**Marseilia**





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THANK YOU

