



## Project Management Expert Services



SMART PMS (Project Management Information System)

Project Planning Scheduling & Monitoring Services

Project Cost Estimation & Cost Management Services



## Construction Claims & Arbitration Management

Forensic Delay Analysis & Expert Witness

End-to-End Construction Claims Management

End-to-End Arbitration Management



**Protecon BTG Pvt. Ltd.**

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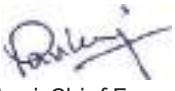
## ABOUT US

Protecon BTG is a **Project Management Consulting** services company with proven ability and experience to deliver Project Management Expert Services to help organizations and their people achieve **Successful Project Deliveries** and to deliver End-to-End Construction Claims and Disputes Resolution Services to help organizations achieve **Successful Project Closure**.



OUR  
VISION AND MISSION  
is  
TO BECOME THE MOST TRUSTED  
PROJECT MANAGEMENT CONSULTING SERVICES COMPANY OF  
THE WORLD  
by  
ADDING MAXIMUM & MEASURABLE VALUE  
in each and every assignment / project we undertake  
and  
GIVING SINCERE ATTENTIVENESS TO THE RELATIONSHIP  
we forge with each of our clients.

THESE SHALL BE CONSISTENTLY and CONSCIOUSLY  
engrained into our work habits.



Pankaj Rastogi, Chief Executive Officer  
*Let's Bridge the Gap Together*

## OUR JOURNEY SO FAR...

Protecon BTG came into existence on 25th September 2013 with a motto of **"Bridging The Gap"**. Over the years, we have achieved sustainable and organic growth and today, we feel proud to be acknowledged and trusted for the quality of our services and capabilities of our professionals.

“What makes us stand out is our **commitment** to inject **Substantial and Measurable Value** into the customer's own value-creating process and our unparalleled attentiveness to the relationship we forge with each of our clients. The fact that we are able to contribute to **1<sup>st</sup> Bullet Train Project** between Mumbai & Ahmedabad demonstrates our preposition of *Expertise you can trust in.*”



## Mr. Pankaj Rastogi, Chief Mentor

Pankaj, an IIT Roorkee Alumni, accomplished Toastmaster and Visionary Leader possess **35+ years** of rich and diverse experience with companies like **Engineers India Limited (EIL)** in India, **Qatar Petroleum (QP)**, **Petrofac International Limited (PIL)** in Oman, **HPCL-Mittal Energy Limited**, India, **Ausenco PSI**, Chile, **INPEX Corporation**, Indonesia and **Dana Gas**, Egypt.

Pankaj has been associated with several projects of major national and international companies in **India, Iran, Algeria, Qatar, Japan, Tunisia, UAE, Oman, Chile, Brazil, Indonesia and Egypt.**

With his extensive exposure to Project Control systems and procedures being followed by various internationally renowned companies and long working experience and expertise on internationally recognized Project management systems, he has acquired demonstrative expertise in ...

- ✓ **Developing, Implementing and Supervising Smart and Integrated Project Control Systems**
- ✓ **Developing Project Execution Strategies & Project Procedures**
- ✓ **Project Benchmarking and Project performance audits**
- ✓ **Monitoring/Co-ordination of Internationally Financed Projects**
- ✓ **Schedule and Cost Risk Assessment and Claims Management**

Pankaj is a true leader who has unique talent to motivate any team into a super powered team. He firmly believes that **Relationships** are all about giving undivided attention to the needs of the clients and deliver best services **without cutting any corners.**



## Mr. Manish Khilauria, CEO & MD

Manish, an IIT Roorkee Alumni and a certified **Program Management Professional PgMP®** by PMI, **USA** possess **25+ years** of rich and diverse experience with companies like **Engineers India Limited (EIL)** in India, **Petrofac International Limited (PIL)** in **UAE**, **Qatar Petroleum (QP)** and **Canadian Natural Resources Limited (CNRL)** in **Canada**. He held multi-facet responsibilities including Project Management, Contract Administration, Budgeting, Planning, Scheduling, Monitoring, Reporting & Invoice certification processes for programs / portfolio of Projects, right from Project Initiation to Commissioning / Hand-over including Basic Engineering, Detailed Engineering, Procurement, Construction, Shut-Down & Commissioning activities using internationally recognized Project

management software viz. **Primavera P6, MS Projects, Project Scheduler 7, & Quantitative Risk Analysis in PERT Master & @Risk Software.**

His exceptional ability to visualize complete picture of the project coupled design thinking approach has not only enabled him in successfully designing and implementing **Integrated Project Management and Control Systems and Procedures** for renowned organizations but also established him as an **expert forensic schedule delay analyst** in national and international arbitrations.

**He is renowned for his professional integrity, his unbiased and to-the-point observations and advisories among our valued clients, arbitrators and competitors alike.**



## Mr. Ajay Kumar Saxena, COO & Managing Partner (UAE)

Ajay, an IIT Roorkee Alumni and member of AACE International, possess **25+ years** of experience with companies like Hindustan Mittal Energy Ltd (HMEL), Qatar Petroleum (QP), Dodsal, Technip and Larsen & Toubro Limited (L&T) in **Cost Estimation, Cost Management, Financial & Economic Analyses, Optimization Modelling & Simulation Techniques, Enterprise Risk Management, Quantitative Risk Analyses, Claims Management and Dispute resolution.** Ajay has rich and varied experience of **Refineries & Petrochemical complexes, Chemical & Fertilizer, Oil & Gas Field Development projects, City Gas Distribution Networks, Cross Country Pipelines and Export / Import Terminals** project for **Oil & Gas Sector.** He has also worked on **Infrastructure Development** projects such as **High Speed Rail,**

**Ports & Jetties, Roads, Utility Distribution Systems, Integrated and Smart Cities and Townships** in national & international markets.

Ajay has demonstrated expertise in **cost estimation, cost optimization, risk quantification and constructability studies.** He has this exceptional ability to see **ORDER IN THE CHAOS** with his intuitive and creative mind. He can quickly trace complex interfaces and dug out relevant information and facts from the jumbled up / complex data.

## DRIVING IN THE FOG?

### Project Management Information System

Driving in the fog with poor or no visibility" is the most dangerous act for anyone but it is a nightmare that every Project Manager has to face sometimes or the other. Many times, teams find comfort in keeping issues under the carpet till they become out of proportion.



**“Biggest challenge for executive management is Getting the "TRUE" and “BIG PICTURE” of the project so that timely corrective actions can be ensured.”**

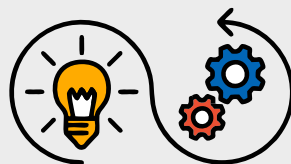
Protecon can establish automated Program and/or Project Portfolio Dashboard Reporting Process and Formats including **4-Dimensional Visualization for Effective Decision Making**. Protecon’s **SMART PMS** (Project Management Information System) presents you with an accurate and meaningful Dashboard highlighting major and critical issues and along with analysis of data, suggested corrective actions, active and emerging risks and mitigation plan.

## #REF BROKEN LINKS.

### Master Implementation Program

Projects generally have many external & internal interfaces and usually different teams & departments work in isolations with isolated processes, isolated cultures and isolated objectives. Coordination among them most often becomes a bottleneck despite established communication channels and coordination protocols.

**“Protecon has successfully delivered Integrated Master Implementation Programs in P6 for high complexity mega projects and can work with your team in preparing Integrated Master Implementation Program for your most valuable strategic programs & projects.”**



An Integrated Master Implementation Program becomes necessary to assess how interfaces affect overall program’s critical path. Integrated Master Implementation Program helps in analysing and optimizing Execution Methodologies, overall requirement of Critical Resources, Materials and Logistics, identifying Constraints and Risks at the early-stage. Integrated Master Implementation Program is prepared at early planning stage and continuously updated as details firm up.

## IRONING THE KINKS

### Project Recovery Services

If you see any or all of the following symptoms in your project, please do not hesitate in asking for our help:

- Progress is much slower than planned without any apparent reason
- Significantly growing numbers of unresolved issues
- Many / Frequent disputes among stakeholders

### Diagnosis, Prognosis and Treatment

**“Protecon’s project recovery experts begin by reviewing of the project's current state to identify the areas in concern. Common areas of concern often includes issues with scope, construct-ability, resource availability and / or capability, work front availability constraints, unresolved disputes, iterative interfaces, Change Management, communication management issues and inadequate project monitoring and control.”**

We will present our assessment to the senior leadership team recognizing the project's accomplishments to date, while calling out the major issues that caused it to veer off track. A corrective plan is provided as part of this presentation.

## STRETCH YOUR \$

### Project Cost Estimation & Cost Management Services

Protecon offers following **Cost Estimation and Optimization** services under strict confidentiality to the Clients with accuracy & timely delivery:

- **Conceptual / Feasibility Cost Estimates**
- **EPIC / FEED Cost Estimates**
- **EPIC / Construction Tender Estimates**

“Protecon provides Project Cost Management Services utilizing state of art Tools, Analysis and advisories to our Clients.”

The package includes:

- **Project Cost Management Plan**
- **Commitment Recording and Monitoring System**
- **Cost Forecasts & Trend analysis**
- **Earned Value Management (EVM) Reports**
- **Yard Stick Cost Estimate (Budget) for each Purchase Order / tender**
- **Advisories on possible venues of Cost Savings**
- **Change Impact analysis – Forex Changes, Tax structures, Scope Changes**
- **Accurate Cash Flow Quarterly Reports for fund management**

## FROM CHAOS TO THE ORDER

### Construction Claims & Dispute Resolution

During project execution, the actual performance of the project may deviate from schedule usually due to front availability Issues, scope changes, act of prevention by third parties, unresolved ambiguity in contract conditions, hindrances & disruptions due to various reasons and other unresolved issues etc.

“Most of the time, real reasons of disputes are hidden in the spaghetti of correspondences and documents, our challenge and our strength is to dig out, analyse and organize facts and present What, Why, When and How it really happened?”

Protecon offers following Construction Claims & Disputes Resolution Experts Services:

- **Independent, Third-Party Neutral Analysis & Quantification of Claims**
- **Forensic Delay Analyses to Quantify Delay, Time Extension and Liquidated Damages Entitlement**
- **Expert Reports on Complex techno-commercial issues**
- **Expert Testimony in Indian and International Arbitration, Litigation or ADRB**

## WE'VE GOT YOUR BACK

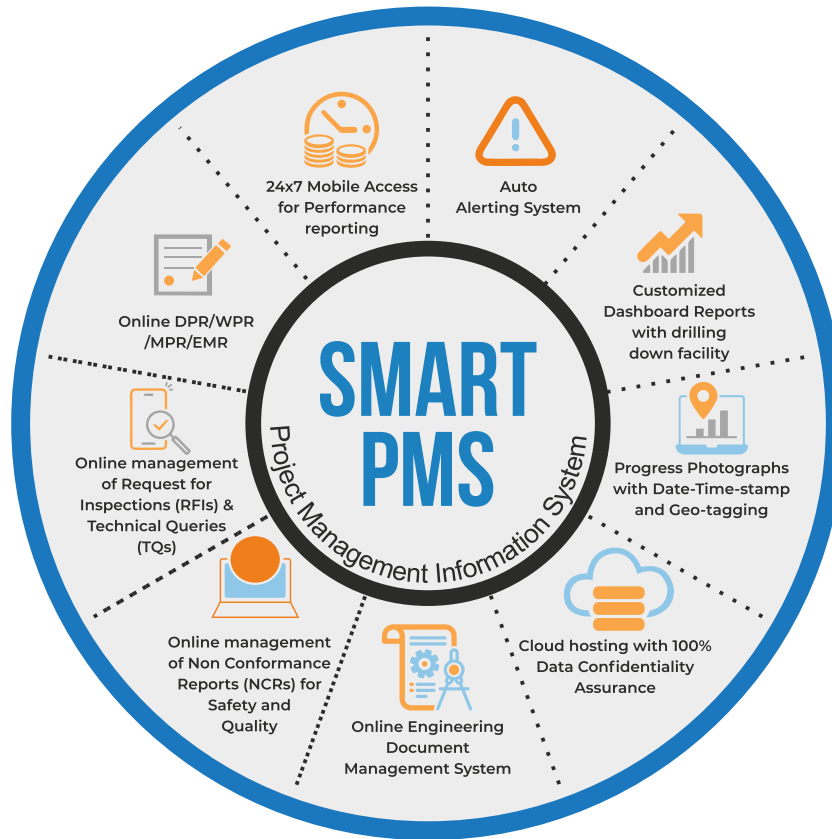
### End-to-End Management of Claims & Arbitrations

Construction Claims settlement process with or without arbitration usually is a tiring journey with unpredictable expenses. It can become a frustrating and damaging experience if the settlement process is not managed efficiently. Our team of technical, commercial and legal experts with their extensive experience in **Claims and Arbitration Management** let our clients concentrate on what they do the best... their business.

“Letting an independent third party represent and negotiate claims on your behalf drastically increases the probability of the settlement without affecting your current and future work relationships with the other party.”

Protecon offers End-to-End management of claims i.e. from preparation and representation to amicable settlement on a small fixed lump sum fee on sign up and mutually agreed percentage of settlement value as success fee post settlement.

**SMART PMS** is a fully functional Realtime Integrated Project Management Information System with Mobile App based real time collection & distribution of project information assisted by analyses and recommendations by Protecon experts to assist timely and effective decision making by stakeholders.



**SMART PMS CLOUD BASED INTEGRATED PROJECT MANAGEMENT INFORMATION SYSTEM**

**BASIC PACKAGE**

|  |   |   |                                   |                                  |  |
|--|---|---|-----------------------------------|----------------------------------|--|
| ENGINEERING DOCUMENT MANAGEMENT MODULE | INTEGRATED PLANNING, SCHEDULING & MONITORING MODULE | PROJECT COMMUNICATION MANAGEMENT MODULE | HSE AND QUALITY MANAGEMENT MODULE | ACTUAL PROGRESS RECORDING MODULE | 24x7 MANAGEMENT DASHBOARD & EARLY WARNING SYSTEM |
|--|---|---|-----------------------------------|----------------------------------|--|

(a) Licensing & Setup Fee 0.30 - 0.90 % of PB/CV

(b) Training & Support Fee 0.10 - 0.50 % of PB/CV

**ADD-ON CUSTOMIZED MODULES**

|                        |                        |                                      |                            |                                |                           |
|------------------------|------------------------|--------------------------------------|----------------------------|--------------------------------|---------------------------|
| COST MANAGEMENT MODULE | RISK MANAGEMENT MODULE | BIM / 3D MODEL INTEGRATION INTERFACE | CONTRACT MANAGEMENT MODULE | PRODUCTIVITY MONITORING MODULE | INVOICE MANAGEMENT MODULE |
|------------------------|------------------------|--------------------------------------|----------------------------|--------------------------------|---------------------------|

(a) Licensing & Setup Fee - 0.05% of PB/CV per add-on Module

(b) Training & Support Fee - 0.05% of PB/CV per add-on Module

PROTECON ALSO PROVIDES ON-SITE DEPLOYMENT OF TRAINED RESOURCES AT ADDITIONAL COST

|  |  |   |
|--|--|---|
| <p><b>Licensing &amp; Set up Cost</b><br/>                 (a) Includes cost of Software Licenses and cloud hosting charges for the agreed duration of the project.<br/>                 (b) setting up fully integrated project management plans and processes as per client's need and customized in line with project requirements.</p> | <p>Calculated as % of Project Budget (PB) or Contract Value (CV).</p>            | <p>Payment: 50% advance and 50% on completion of Set up</p> |
| <p><b>Training &amp; Support Fee</b><br/>                 includes providing offline &amp; online Training, regular hand holding support and trouble shooting, monthly performance audits and Early Warning Reports by team Protecon.</p>  | <p>Calculated as % of Annualized Project Budget (PB) or Contract Value (CV).</p> | <p>Payable as Annual Recurring Fee in monthly advances</p>  |

# OUR MAJOR PROJECTS & CLIENTS

## Major Indian Projects:

- 1<sup>st</sup> Bullet Train Project between Mumbai & Ahmedabad, India
- Mundra LPG Terminal Project, India
- City Gas Distribution Networks for Jalandhar & Ludhiana Gas, India
- Paradip Haldia LPG Pipeline Project, India



## Major International Projects:

- Sewage Treatment Units at Nine Offshore Platforms, ZADCO, UAE
- Cooling Water Network at Zirku Island, ZADCO, UAE
- Gas Treatment Plant-II at Khurmala, KRG, IRAQ
- Coal to Ammonia Project, Air Liquide Global, Indonesia

## Major Claims & Arbitrations:

- HDD crossing on River Yamuna, GAIL
- Gas Compression Facilities, GSPL Gana
- South Jetty Pipeline Project, Paradip Refinery
- Utilities & Offsite EPC work, ONGC Petro Additions Limited



# OUR PROJECT MANAGEMENT EXPERTS

Our experts are skilled at rapidly analyzing stakeholder's expectations and project requirements, determining the right mix of people, methods & tools and quickly executing the best solutions to deliver measurable and sustainable results.

Our experts bring 25+ years of experience with unmatched program and project management skills combined with international best practices, proven leading-edge methods and tools. They possess relevant International credentials as PgMP®, PMP®, and memberships of AACEI, MRICS & CIARB etc.

Our experts become an integral part of your project team, showing way forward and becoming trusted advisors. They can assess core issues, realign expectations and priorities, restructure project efforts, and drive the project to completion.





**Whether you require resources on long term or short term basis, Protecon has the flexibility and talent to accommodate your resource needs. If your people are proficient in some areas but not so much in others (e.g., Project Interface Integration, Risk management, Change management etc.), we can provide the expertise you need. We can also help better manage key resource dependency issues.**

## CONTACT US



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### LOCATION MAP

