



## 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 Training Program

Offline Training with 100% Job Guarantee

Online Training Modules



## 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 JOURNEY SO FAR...

Protecon BTG came into existence on 25th September 2013 with the motto "**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 the 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 relationships we forge with each of our Clients. The fact that we are able to contribute to the **1st Bullet Train Project between Mumbai and Ahmedabad** demonstrates our proposition of **Expertise You Can Trust.**”**



## Mr. Pankaj Rastogi, Chief Mentor

Pankaj, an IIT Roorkee alumnus, accomplished Toastmaster and visionary leader, possesses **40+ 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 in internationally recognized project management systems, he has acquired demonstrated expertise in:

- **Developing, implementing and supervising smart and integrated project control systems**
- **Developing project execution strategies and 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 the 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 delivering the best services without cutting any corners.



## Mr. Manish Khilauria, Managing Director & CEO

Manish, an IIT Roorkee alumnus and a certified **Program Management Professional (PgMP®)** by PMI, USA, possesses **30+ 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 has held multi-faceted responsibilities including Project Management, Contract Administration, Budgeting, Planning, Scheduling, Monitoring, Reporting and Invoice Certification processes for programs/portfolios of Projects—right from Project Initiation to Commissioning/Hand-over—including Basic Engineering, Detailed Engineering, Procurement, Construction, Shutdown and Commissioning activities using internationally recognized project management software viz.

**Primavera P6, MS Project, Project Scheduler 7 and Quantitative Risk Analysis in PERT Master & @Risk software.**

His exceptional ability to visualize the complete picture of the Project, coupled with a design-thinking approach, has not only enabled him to successfully design and implement **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

Ajay, an IIT Roorkee alumnus and member of AACE International, possesses **30+ years** of experience with companies like Hindustan Mittal Energy Ltd (HMEL), Qatar Petroleum (QP), Dodsai, Technip, and Larsen & Toubro Limited (L&T) in **Cost Estimation, Cost Management Financial & Economic Analysis, Optimization Modelling & Simulation Techniques, Enterprise Risk Management, Quantitative Risk Analyses, Claims Management and Dispute Resolution**. Ajay has rich and varied experience in **Refineries & Petrochemical Complexes, Chemical & Fertilizer, Oil & Gas Field Development Projects, City Gas Distribution Networks, Cross-Country Pipelines and Export/Import Terminals projects for the 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 and international markets.

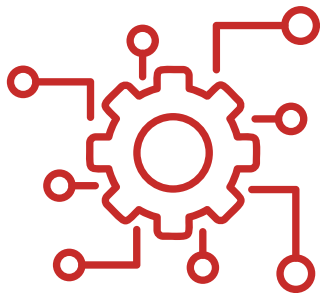
Ajay has demonstrated expertise in cost estimation, cost optimization, risk quantification, and constructability studies. He has this exceptional ability to see order in the chaos with his intuitive and creative mind. He can quickly trace complex interfaces and dig out relevant information and facts 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 a 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."**

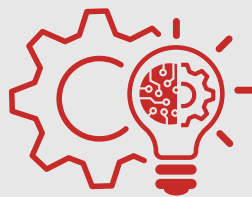
Protecon can establish an automated Program and/or Project Portfolio Dashboard Reporting Process and Formats, including **4-Dimensional Visualization for Effective Decision Making**. Protecon **SMART PMS** (Project Management Information System) presents you with an accurate and meaningful Dashboard,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

## #REF BROKEN LINKS

### Master Implementation Program

Projects generally have many external and internal interfaces and usually different teams and departments work in **"Silos"** 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 to prepare Integrated Master Implementation Programs for your most valuable strategic programs and projects."**



An Integrated Master Implementation Program becomes necessary to assess how it affects the overall program's critical path. Integrated Master Implementation Program helps in analyzing and optimizing execution methodologies, overall requirement of critical resources, materials and logistics, identifying constraints and risks, at an early stage. Integrated Master Implementation Program is prepared at early planning stage and continuously updated as details firm.

## 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, and
- Many / frequent disputes among Stakeholders.

### Diagnosis, Prognosis and Treatment

**"Protecon's project recovery experts begin by reviewing the project's current state to identify the areas of concern. Common "Areas of Concern" often include issues with scope, constructability, 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 their 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 avenues of Cost Savings**
- **Change Impact Analysis – Forex Changes, Tax Structures, Scope Changes, etc.**
- **Accurate Cash Flow 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 Expert 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 and 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/ or mutually agreed percentage of settlement value as fee post settlement.

# Protecon BTG - Charter of Services

## **Consultancy Services – Delay and Quantum Expert Services with DAB and Arbitration Support**

- Review of contract documents, all contractual correspondences, MPRs, and EOT claims of the contractor.
- Delay analysis of contractor's submissions vs. engineer's responses for documents, RFIs, and NCRs.
- Adequacy check of the contractual baseline schedule approved by the engineer, and correction of the same for fair EOT analysis.
- Resource and work quantum analysis.
- Tenability check and culpability analysis (rebuttal) of EOT claims by the contractor.
- Work-front and scenario analysis for change orders and critical issues raised by the contractor.
- Establish contractor's EOT entitlement and delays, as per SCL protocols.
- Preparation of EOT analysis report.
- Delay analysis to establish entitlement for prolongation cost claims of the contractor.
- Review of contractor's prolongation cost claim based on EOT analysis and contractor's delay analysis.
- Preparation of counter claim (if any) for the client.
- Analysis of negative variations and their cost and time impact.
- Review and comments on statement of claim (SoC) during DAB and arbitration stage.
- Inputs in preparation of statement of defence (SoD) during DAB and arbitration stage.
- Review and comments on rejoinders during DAB and arbitration stage.
- Support to the legal team in reviewing written submissions, arguments, affidavits, interim applications, cross-examinations, etc. during DAB and arbitration stage.
- Support to the client and/or the legal team during amicable settlement stage.

## **Consultancy Services - PMO Services**

- Design and preparation of multilevel dashboards and reports for client management.
- Development of a communication management system (CMS) for technical documents, drawings, and letters.
- Deployment and implementation of a cloud-based real-time Integrated Management Information System (IMIS).
- Preparation of master implementation plan (MIP) for all programs and projects in Primavera P6.
- Resource and cost loading of MIPs.
- Revising MIPs for programs/projects for contract amendments and variation orders issued to contractors.
- Preparation of progress measurement system (PMS) as per contract requirements.
- Review of all MIPs, resource loading, and cost loading on P6 and PMS submitted by contractors.
- Recommendation of mitigation strategies for critical slippages/delays to clients to enable corrective actions.
- Review and comments on daily, weekly, and monthly progress reports of contractors and consultants.
- Participation in progress review meetings with contractors for all programs/projects.
- Review and comments on minutes of meetings (MoM) for meetings with contractors/consultants.
- Review and management of RFIs and NCRs submission and resolution.
- Preparation of detailed progress calculations and S-curves.
- Regular monitoring of work-front vs. progress achieved by all stakeholders.
- Review of quantum and resource deployment of contractors for programs/projects.
- Preparation and maintenance of cash flow statements.
- Maintenance of expenditure statements – invoice certification, management, and payment status control.
- Contract and procurement management (including change management).
- Preparation and implementation of change management procedures to avoid claims.
- Assistance to the client in preparation of contract amendments and variation orders.
- Extension of time (EOT) analysis for contractor's claims.
- Preparation and review of financial analysis and sensitivity analysis.
- Review and analysis of delay claims by contractors.
- Review and analysis of cost claims by contractors.
- Preparation and implementation of an integrated risk management procedure.
- Performance analytics (planned vs. actual) for various project management processes.



# Protecon BTG Experience List - Major Projects

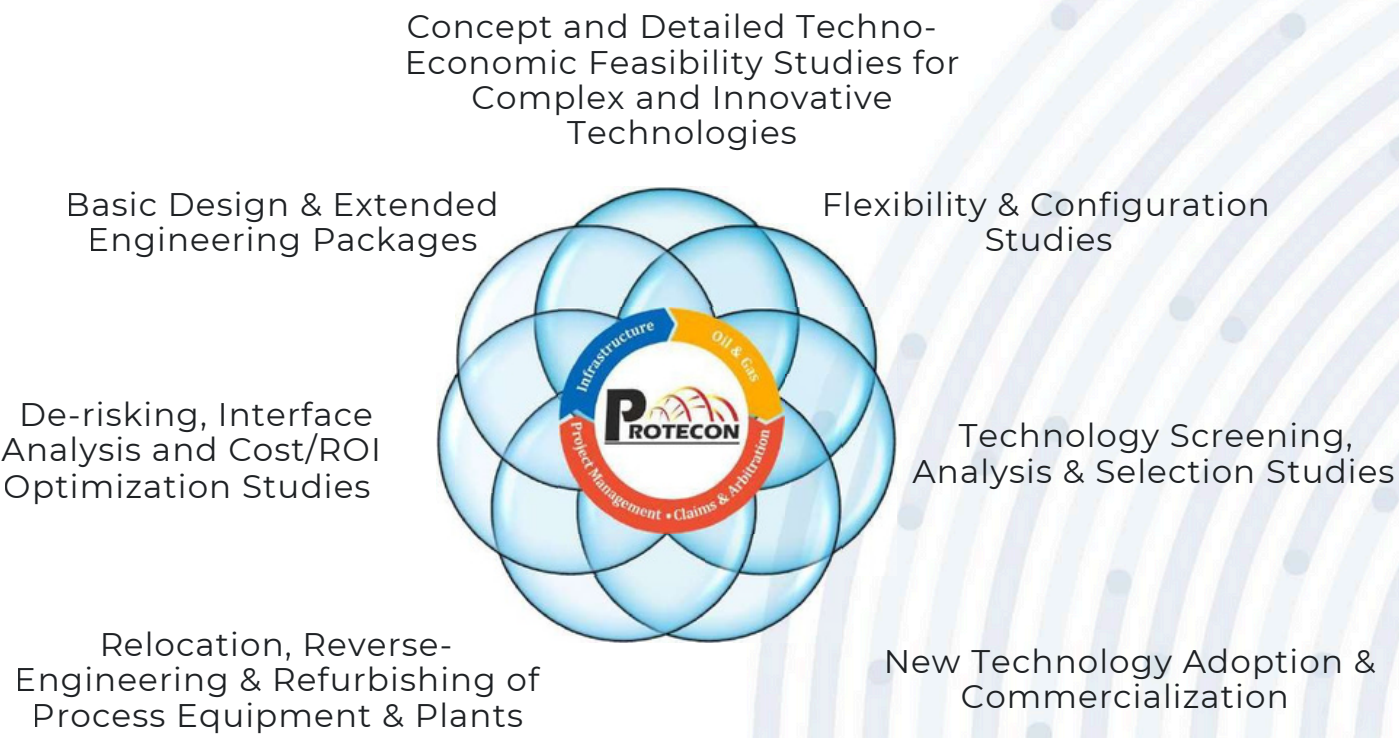
As of July 2025

SI	Date of Award	Project Name / Brief Description of Scope	Client's Name	Project Value (Approx)		Remarks / Status
				Mio USD	Cr INR	
Consultancy Services - Delay & Quantum Expert Services and DAB & Arbitration Support						
1	19-Feb-24	CTP-14 on Nomination Basis - Delay and Quantum Expert Analysis with assisting in DAB & Arbitration proceedings	M/s Dedicated Freight Corridor Corporation of India Ltd. (DFCCIL)	454.14	3,799	DAB completed and Arbitration SOD submitted
2	02-Mar-22	CTP 14 - Expert Opinion on DAB Decision for Dispute - 04, majority in favour of Contractor	M/s Dedicated Freight Corridor Corporation of India Ltd. (DFCCIL)	454.14	3,799	DAB completed and now under Arbitration
3	07-Nov-18	O&U Contract at OPAL - Arbitration support services including Delay & Cost Analysis	M/s FERNAS Construction Company Inc, Turkey	300.00	2,500	Arbitration Hearings in progress
4	09-Feb-24	EDFC-3/CP-301 - Delay and Quantum Expert Analysis with assisting in DAB & Arbitration proceedings	M/s Dedicated Freight Corridor Corporation of India Ltd. (DFCCIL)	211.52	1,770	Post-SOD DAB Hearing Commenced
5	15-Jul-24	EDFC-3/CP-304 - Delay and Quantum Expert Analysis with assisting in DAB & Arbitration proceedings	M/s Dedicated Freight Corridor Corporation of India Ltd. (DFCCIL)	88.24	739	Claims under analysis
6	14-Nov-14	Pipeline Project of IOCL - Delay Analysis	M/s FERNAS Construction, India	69.09	570	Completed
7	19-Oct-17	Compressor Station by GSPL - Arbitration support services including Delay & Cost Analysis & Technical Support	M/s FERNAS Construction Company Inc, Turkey	51.00	420	Completed; Arbitration Award in favour of our Client for Rs 130 Cr.
8	09-Nov-17	Pipeline Project of EIL - Arbitration support services including Delay & Cost Analysis	M/s FERNAS Construction Company Inc, Turkey	45.00	375	Arbitration on "Hold" due to NCLAT proceedings
9	17-Jun-23	River Crossing Pipeline for GAIL - Forensic Analysis and Support during DAB (SAC) & Arbitration Proceedings	M/s Bhabhira Enterprises	0.66	6	Arbitration Hearings in progress
Consultancy Services - PMO Services						
1	14-May-25	Bullet Train Project - Manpower Support Services for Project Planning, Monitoring, Delay Analysis, Contract Administration and Cost Control	M/s National High Speed Rail Corporation Limited (NHSRCL)	17,000.00	1,08,000	Ongoing
2	09-Jul-20	Bullet Train Project - Manpower Support Services for Project Planning and Monitoring	M/s National High Speed Rail Corporation Limited (NHSRCL)	17,000.00	1,08,000	Completed
3	16-May-18	Bullet Train Project - Manpower Support Services for Project Planning and Monitoring	M/s National High Speed Rail Corporation Limited (NHSRCL)	17,000.00	1,08,000	Completed
4	06-Apr-21	USBRL Project - Planning, Scheduling & Monitoring Consultant	M/s IRCON Ltd.	1,886.67	16,000	Completed
5	21-Jan-23	MAHSR C3 Package - Pre Bid Engineering Services	M/s PNC Infratech Private Limited	1,881.60	15,697	Completed
6	02-Apr-22	DND-KMP Elevated Expressway Corridor - Project Controls & Claim Management Services	M/s Dineshchandra R Agrawal Infracon Pvt. Ltd. (DRAIPL)	642.86	1,836	Contractor's Contract Terminated
7	05-Feb-21	Steel Plant - Planning, Scheduling & Monitoring Services	M/s Tata Steel Ltd	500.00	3,000	Completed
8	23-Oct-19	High Speed Rail Project - Tender Cost Estimate for C-1 Package	M/s National High Speed Rail Corporation Limited (NHSRCL)	476.22	3,681	Completed
9	14-Mar-19	High Speed Rail Project - Tender Cost Estimate for C-4 Package	M/s National High Speed Rail Corporation Limited (NHSRCL)	3,994.00	24,985	Completed
10	11-Nov-16	60 MMTP Refinery at Ratnagiri - Techno-Commercial study	M/s JSW Infrastructure Limited	384.62	2,300	Completed
11	16-Sep-20	Railway Utilities projects at Ahmedabad - Planning, Scheduling & Monitoring Services	M/s RITES Limited	285.71	1,700	Completed
12	03-Mar-20	Railway Utilities projects at Ahmedabad - Planning, Scheduling & Monitoring Services	M/s RITES Limited	285.71	1,700	Completed
13	12-Aug-19	Railway Utilities projects at Ahmedabad - Planning, Scheduling & Monitoring Services	M/s RITES Limited	285.71	1,700	Completed
14	21-Apr-19	Supervision General Consultancy Services (SVGC) Tender - Review & Finalisation based on FIDIC and JICA	M/s National High Speed Rail Corporation Limited (NHSRCL)	1,900.00	13,000	Completed
15	29-Jan-19	Item Rate Tender Review & Finalization with Asian Development Bank (ADB) based on FIDIC	M/s National Capital Region Transport Corporation (NCRTC)	55.00	330	Completed



Protecon Consulting FZC

Consulting Services - Oil & Gas



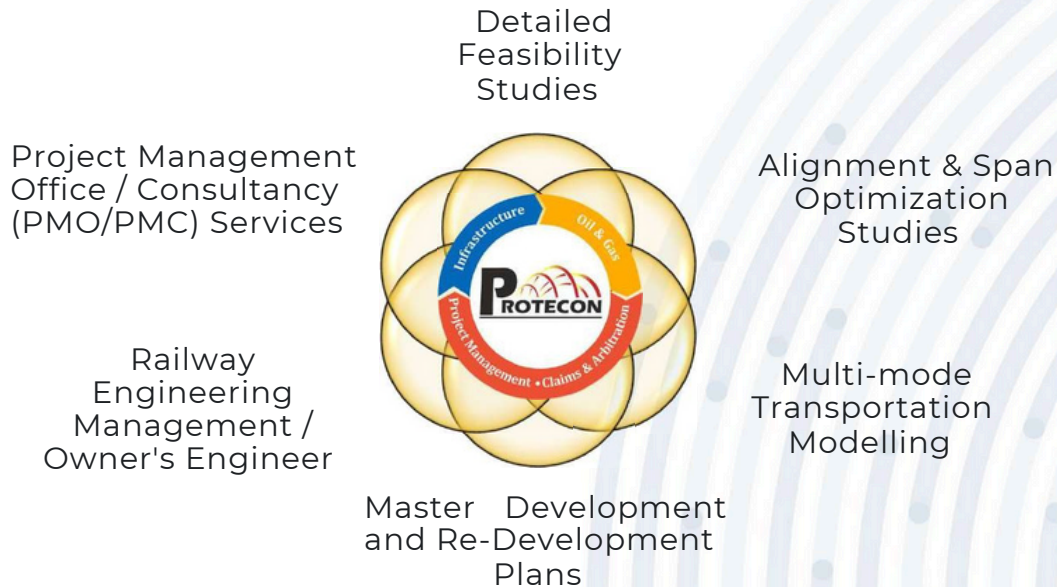
Consulting Services - Oil & Gas

Life Cycle Cost, Feed-Product Flexibility, Energy, Emissions & Carbon footprints

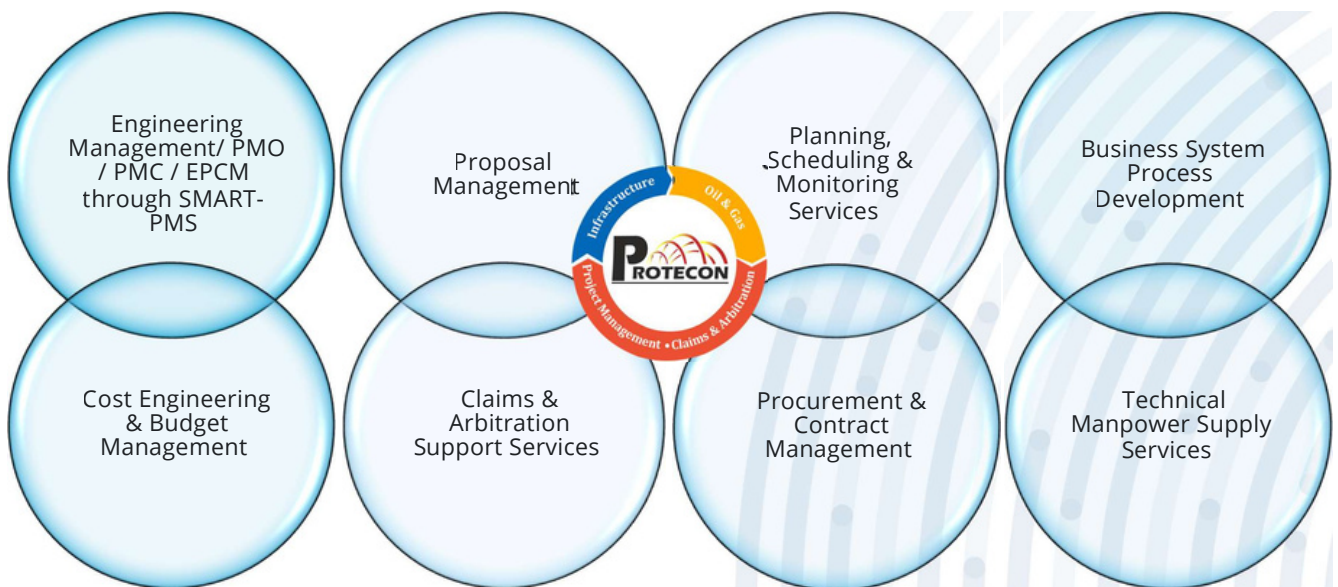


### Consulting Services - Railways

High Speed, Rapid, Metro and Freight Rail Corridors



### Project Management Expert Services



### 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



# Protecon BTG - Training Programs

Since 2014 Protecon BTG has been providing industry-focused, role-oriented training for young Engineers. Over 400 + Engineers trained till date. Those trained with us are now employed with reputed national and international organizations. Our programs combine hands-on project experience with mentorship from Professionals having 30+ years of industry expertise.

## Our Approach

We prepare engineers to be industry-ready from day one, emphasizing:

- Practical skills and project know-how
- Exposure to industry standards, templates and software
- Real-life projects and inter-disciplinary collaboration
- Soft skills, leadership and corporate etiquette



## Offline Program Highlights

### Duration - 1 Year

6 months classroom 500 + hours  
6-month paid internship

### Eligibility

B.Tech/M.Tech (Civil, Mechanical, Industrial, Petroleum, Electrical, Electronics, Chemical), MBA, B.Arch  
Freshers or <5 years experience  
with 60% marks in 10th & 12th

### Target Roles

Project Manager, Project Engineer, Planning Engineer, Scheduling Engineer, Cost Control Engineer, Construction Manager

### Location

Images Tower, First Floor, B-27, Sector 132, Noida, Uttar Pradesh 201304

### Fees

**5,00,000 + GST (\*Scholarships are available)**

### Certification

Requires 90% attendance + 70% score in Tests/Assignments & Mock Interview

### Job Guarantee

Written legal agreement ensuring placement for interested enrolled candidates.





# Protecon BTG - Training Programs

## Online Program

Protecon BTG offers industry-focused online training for construction and pipeline professionals. Designed by experienced experts, these programs combine recorded lectures, live discussions and practical templates to ensure participants gain industry-ready skills.

### Planning to Billing for Construction (PTBO-01)

**Duration:** 6 months online (50% fee for extensions)

**Modules:** 20, 22+ hours

**Who Should Join:** Professionals with 5 years in construction seeking expertise in project planning, billing, and monitoring.

#### Format & Highlights:

- Recorded lectures + weekend Q&A
- Practical application of project management processes
- Industry-used templates & resources

**Key Topics:** Project management, scope & cost management, scheduling, WBS, invoicing, and budgeting

**Benefits** Certificate from Protecon BTG, practical tools, improved project monitoring & cash-flow management, job opportunities via alumni network

### Pipeline Construction Management (PTBO-02)

**Duration:** 6 months online (50% fee for extensions) |

**Modules:** 28, 24+ hours

**Who Should Join:** Young engineers, freshers, and middle management in oil & gas pipelines seeking hands-on project execution skills.

#### Format & Highlights:

- Recorded lectures covering pre-construction to commissioning
- Weekend Q&A sessions
- Downloadable templates and interactive resources

**Key Topics:** Pipeline construction activities, pre-commissioning & commissioning, line preservation, cathodic protection, documentation, billing

**Benefits** Certificate from Protecon BTG, practical pipeline project management skills, early warning systems for cost/time overruns, enhanced project visualization




More on the way...


# Our Clients

# Contact us

## India Office

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