

International Project Management



Delivering Excellence



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Ahmed AlAhmadi - CEO

WHO WE ARE?

International Project Management (IPM) was founded in 2001 in Dubai- UAE by Joe Jaber and Hadi Kobeissy with a team of Management Experts to fulfill the growing demand for efficient and reliable management consultancy services in GCC and Middle East region. Over the years, IPM has grown by combining global intelligence with local insights, to be recognized as a leading, dependable management consultant in UAE, Kuwait and Bahrain. In 2008 Ahmed AlAhmadi had the vision to approach the promising Egyptian market where IPM launched its brand new Project Management Academy to satisfy the new vision requirements.

Over the years, IPM has grown by combining global intelligence with local insights, to be recognized as a leading, dependable management consultant for several projects ranging from residential complexes to high-rise towers, Office Buildings and tourism resorts.

VISION

Our Vision is to be the regional leader in the Project Management Field by providing quality service.

To make **IPM** the first choice as a business partner for clients seeking to handle Projects within the complex regional market by using real practice experience to add value to clients across diverse industries, by utilizing the Project Management Guidelines and Standards, with the technical knowledge backbone to provide cutting edge solution for maintaining the Project's dedicated budget as the ceiling price, maintaining schedule efficiency, for a distinctive scope of work, along with the other Project Management fields of knowledge.



MISSION

IPM core competencies are extensively focused to deliver to the necessities of the market. Our management strengths have been received well and rewarded in terms of prestigious projects. Our Mission is to leverage our Project Management expertise through the synergy of our people, methodologies and tools to manage our client's projects with superior efficiency.

To be recognized as a leader in guiding organizations in reaching their goals by improving the resource and project portfolio management capabilities.

With innovative ideas conceived by our network of seasoned Engineers, Architects, and Planners, **IPM** has become the preferred partner for many associations, organizations, and companies. Each team member at **IPM** works with total dedication to deliver results that go beyond the Client's expectations.



OUR CORE VALUES

*“Excellence,
Ethics,
& Sustainability”*



Excellence

Advanced technology is applied following high standards with continuous innovation and improvement. We thrive upon challenge and accomplishment.



Ethics

The highest professional ethical qualities are employed.



Sustainability

We plan and act for the short and Long term future welfare of our consultancy office, and our customers.



SERVICES

Like complex construction projects, Project Management is an equally complex operation with various facets that make a project successful.

IPM is dedicated to answer your needs in multiple disciplines in order to ensure the success of your project in terms of time, cost, quality and safety. Our experience, professionalism and staff work with a single-minded focus...the commitment to your project's success, right from concept to completion.



PROJECT/PROGRAM MANAGEMENT



- **Pre-Design Management**
- **Design Management**
- **Construction Management**
- **Post-Construction Management**
- **Cost Management**

Pre-design Management

In the Pre-Design Phase, there is a period in which the project becomes identified as a concept and a project definition and scope are developed.

The Project Manager's knowledge of later project requirements, limitations and options can influence the decision process and provide necessary continuity.

Project elements such as risk assessment, strategic planning, phasing of work and procurement strategies are implemented as the expertise of the Project Manager is called upon to bring together and interface the four basic fundamentals Need, Cost, Function and Timing.

- Existing facility analysis
- Renovation vs. new construction
- Conceptual scope development
- Phasing studies
- Site evaluation
- Develop Management Plan
- Scope of Work
- Project Team Coordination
- Budget/cost evaluation
- Master Schedule
- Risk Identification and Analysis
- Project Delivery Methods
- Selection of Consultants
- Entitlement Process
- Develop and Review Agreements

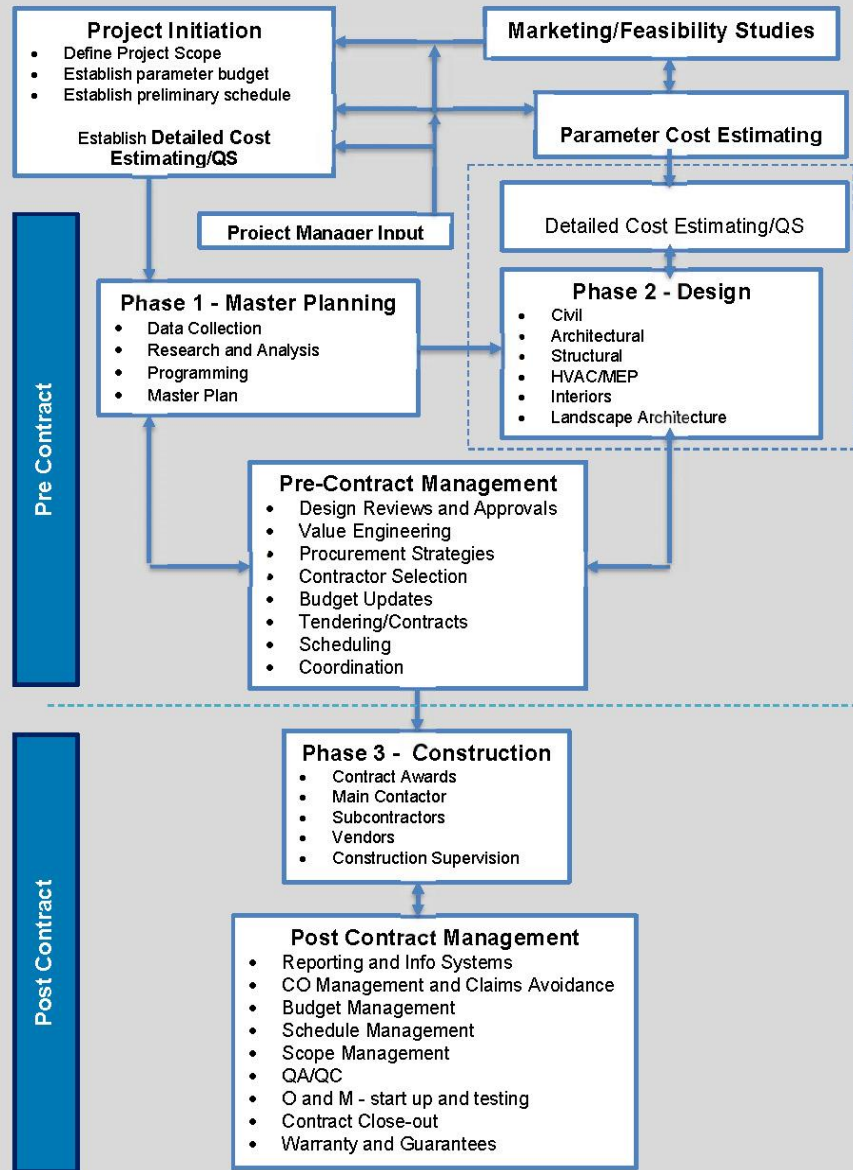
Design Management

In the conventional process of any construction project, the Design Phase is all-encompassing and includes ongoing and refined feasibility and planning. Construction budgets are established and a Master Plan or action program is developed. Throughout the course of design development, it is **IPM**'s prime responsibility to provide continuous advice to the client by collaborating with the Design Team, overseeing the preparation of the design documents, studying the benefits of alternatives and maintaining control of costs.

- Design Consultant Team Management
- Project Meetings and Minutes
- Design Review Facilitation
- Cost Estimates / Control
- Programming
- Schematic Design
- Design Development
- Construction Documents
- Value Engineering / Life Cycle Analysis
- Master Schedule
- Constructability Reviews
- Agency Approvals
- Budget Management-Commitments/Cash Flow
- FF&E Coordination
- Contract Management
- Change Orders

Bid & Award Services

- Pre-qualification of Bidders
- Coordination of Pre-Bid Conference
- Monitor the Release of Addendums
- Bid Opening / Evaluation of Bids



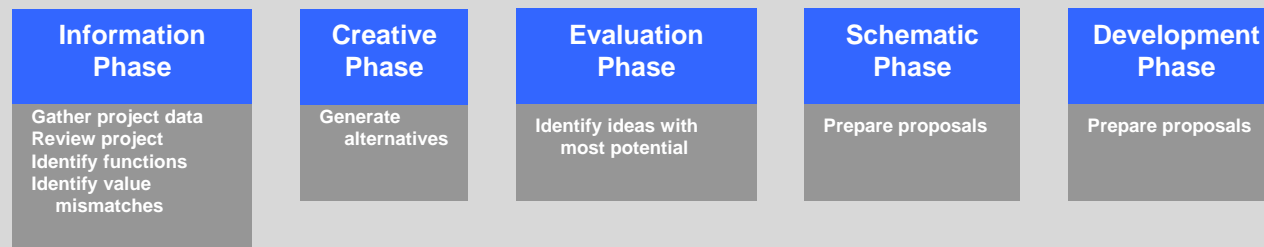
This is the critical phase of our work, decision-making processes surface here as the actual implementation of the project commences. **IPM**'s foremost and the fundamental objective at this point is to turn a two-dimensional plan into a 3D finished product.

IPM's role during both the Bid / Award Phase and the Construction Phase reflects our comprehension of the client's needs, requirements and objectives. While our services are both comprehensive and extensive responsibility during this phase of work can be summed up in the "3 Cs:" Coordination, Communication and Commitment.

Risk management approach



Value management job plan



IPM believes in the well-known construction adage which states that, “The job isn’t finished till the paperwork is done.” In addition to closeout procedures and documentation, our final responsibilities relate to acceptance, occupancy and take-over. Continued coordination and document control will help to insure that the transition from the Builder’s Team to the Owner’s Team is a smooth, effective, seamless and expeditious operation.

Close-out Phase Services

- Closeout Documents
- Warranty Documents
- Final payments
- Notice of Completion
- Waiver of liens
- Filing of guarantees
- O&M Manuals
- As-Built Record Drawings

Turn-Over and Occupancy Phase Services

- Move-in Coordination / Scheduling
- Owner's Staff Training Coordination

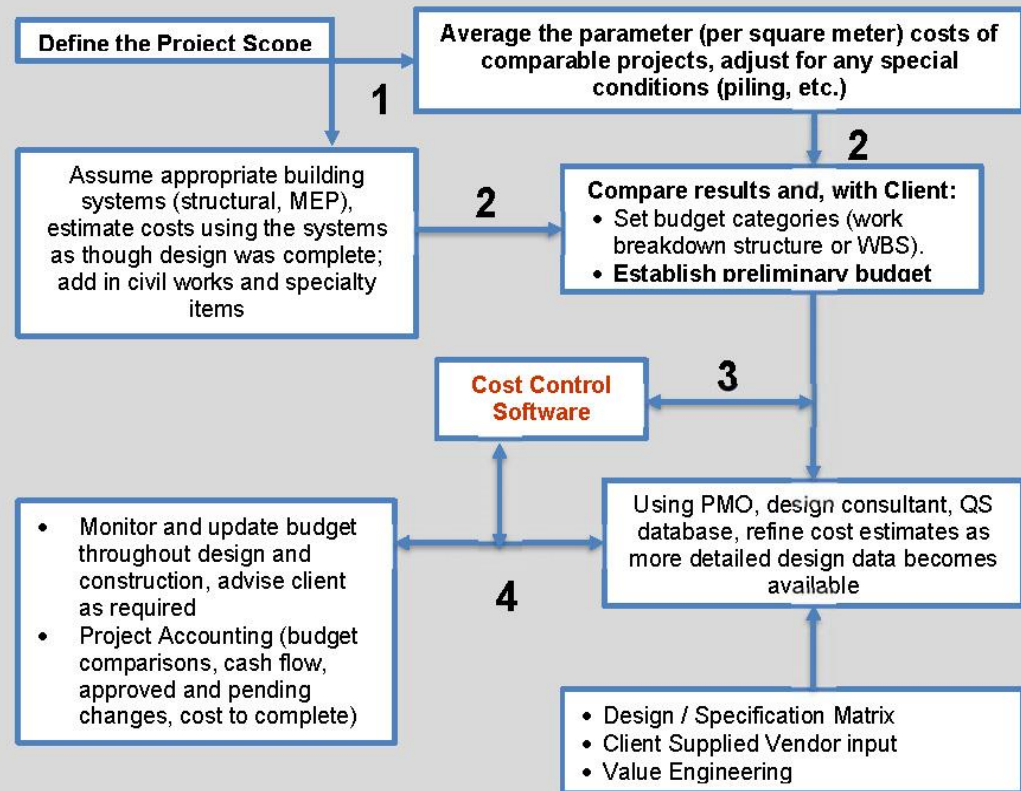


Cost Management

Cost estimation and control by **IPM** is employed at all stages of the project as have been described. On-going control of project costs, both soft and hard, is an element of good Project Management since cost is the principle dimension of value analysis. We at **IPM**, by necessity, consider control of project costs and corresponding strategic advice to the client, as one of the most important tasks.

Services:

- Cost Estimating
- Cost Control
- Budget Analysis
- Cost Programming
- Alternative Costing Plans
- Progress Payments
- Change Order Analysis
- Cost Forecasting



PMO Management Services



- **Assessment of current requirements and structure**
- **Define the requirements and establish system procedures.**
- **Training and Portfolio Management support**

Requirements Assessment

Assessment of current technical & Project management units under the real estate development department.

Propose the structure of the PMO – core team to handle the project on a macro level (Developer managers, PM, planning engineers, technical engineers, Document control systems).

Define the systems required (upgrade existing one – IT, software), procedures & TQM policies, etc..

Engage an IT consultant to assess the software systems in place and define/customize the IT process for the real estate project cycle (from project planning to handing over/closeout and property management) to handle the following on a macro level:

- 1. Assets Management**
- 2. Data control and archiving**
- 3. Document control**
- 4. Planning tools**
- 5. Bar charts and reporting systems (time & cost)**
- 6. Link of all the PM processes of ongoing projects and future to the main system gradually**

With the setup of the core PMO office, the real estate development will define the following

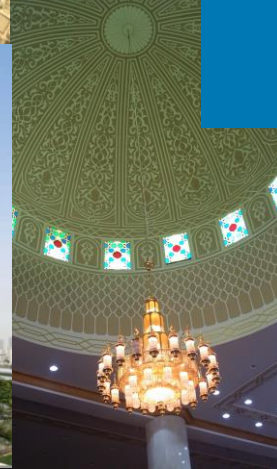
- 1. Review the projects` details, critical issues, and project development cost and assess the priorities with Investor(s) upper management and stakeholders.**
- 2. Strategic planning of the projects in hand regardless of the phase of development**
- 3. Strategic planning of resources required to manage the projects (in-house or outsources).**
- 4. Strategic budgeting and financial structuring – Cost management scope and cost control.**
- 5. Establishing RFPs for consultants (PM services, architects/engineers office, sub-contracting & contracting firms, specialized suppliers as turnkey scope, etc...)**



Investment & Development



- **Feasibility studies**
(Preliminary Financial Studies)
- **Budget Estimating**
- **Re-structuring**
- **Financing and partnership solutions**
- **Establishment of the Project Company**





Experience and Track Record

Project Name	Location	Client	Description	Value
Mixed Use Projects				
Bay Gate	Business Bay	Akar Properties	45 Storey Office Tower	350,000,000 DH
Metito New Head Quarter	Techno Park	Metito	New Head Quarter and Warehouse Facility	350,000,000 DH
Dubai Outlet City	Dubai Land	Khammas Group	Hotel, Leisure and Office Development	Confidential
Bahrain Business Park	Bahrain	Grand Projects	Office & Residential Towers	250,000,000 DH
Emirates Industrial Bank New Head Quarter	Port Saeed, Dubai	Emirates Industrial Bank	Office Development	80,000,000 DH
ADISC	Abu Dhabi	PPM	Shooting Club, Residential & Commercial Development	Confidential
The Tower	Dubai	DIRE	Residential (G+70)	650,000,000 DH
Dubai LifeStyle City	Dubai Land	ETA	Golf Courses / Residential / Hotels	Confidential
Dubai LifeStyle City at Madagascar, The World	The World Dubai	ETA	Residential & Hotel Development	Confidential
Marina Arcade	Dubai Marina	Mada'in Properties	Office/Retail/Furnished Apartment	Confidential
One Za'abeel	Dubai – SZR	National Properties	Hotel / Residential / Office / Retail	Confidential



Project Name	Location	Client	Description	Value
Hotels & Resorts				
Conrad Hotel	Dubai	PPM	Hotels, Leisure & Executive Offices	Confidential
Rotana Rayhan	Riyadh - KSA	Confidential	Hotel	38,000,000 SR
Sidi Mustafa	North Coast - Egypt	Confidential	Resort and Hotel	105,000,000 EG
Pyramids View	Egypt	Arabian Tourism Co	Hotel and Mall	500,000,000 EG
Cinderella	Marsa Alam - Egypt	Confidential	Resort	150,000,000 EG
Therapy Resort	Sharm Al-Sheikh - Egypt	Confidential	Resort	
Residential				
Time Place Tower	Dubai Marina	Abraj FRZ	Residential Property	140,000,000 DH
Family Compound	New Cairo - Egypt	Confidential	Residential Property	32,000,000 SR
Orabi Palace	Orabi - Egypt	Private	Residential Property	15,000,000 EG



“Excellence is not a skill, it’s an attitude ..”



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