

# RAAFAT N. GUIRGUIS, PE, PMP

Project Management • Construction Claims Consulting

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**Broadly accomplished Business Leader** with significant experience in large-scale contract management of engineering, construction, contract, cost and claim analysis in many industries including Power, Civil, and Petroleum on a global scale. Specialized expertise in field engineering, project management, and C-level operations management. Communicates organizational objectives and key messages with precision and impact, leveraging unique ability to see the big picture while applying a detailed, analytical approach to driving significant gains in profitability. Delivers an unparalleled record of accountability-based leadership – able to coordinate and direct multiple project-based efforts while managing, motivating, and leading project teams.

## CORE PROFICIENCIES

*Professional Engineering*  
*Business Development*  
*Contract Management*  
*Change Management*  
*Client Relations*  
*Consulting*  
*Financial Management*  
*International Business*  
*Inventory Management*  
*Joint Ventures*

*Market Analysis*  
*Needs Assessment*  
*Presentations*  
*Process Improvement*  
*Public Relations*  
*Restructuring*  
*Start Ups/Turnarounds*  
*Strategic Planning*  
*Strategic Sourcing*  
*Team Leadership*

*Team Motivation*  
*Training/Development*  
*Negotiations*  
*Project Management*  
*Operations Management*  
*Restructuring*  
*Risk Management*

## PROFESSIONAL EXPERIENCE

### EXECUTIVE CONSULTANT, RNG Group, LLC, Chairman (March 2011, Present)

Established a sole proprietary consultancy in the area of contract management, heavy industry construction inspection and dispute & claim resolution.

### KEY HIGHLIGHTS

- Conducted an audit of a publicly traded construction company to ascertain accuracy of profit and loss reporting.
- Analyzed and provided a conclusion report for a dispute in support of the defendant – value \$250 MM. This involved meetings with the client and law firm in multiple cities in Europe and in the US.
- Analyzed a proposed offensive claim for the plaintiff and provided a recommended negotiation strategy – value \$500 MM. This involved review of documentation and meetings with the client in Africa and in the US.
- Completed preparation of an RFP for a \$10MM commercial project, including addendums as a result of RFIs, received bids, analyzed, negotiated and awarded contract.
- Kicked off a construction site for a combined cycle power plant in the Middle East, including liaison with the client and training of personnel.
- Conducted field inspection and provided technical advice for a power plant under construction in South America.

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*Founded in 1898, Bechtel Corporation (Bechtel Group) is the largest engineering company in the United States, ranked as the 3rd-largest privately owned company in the US. Bechtel employs more than 49,000 employees as of 2010 and produces \$30B+ in annual revenue.*

## **CLOSEOUT AND DEMOBILIZATION MANAGER, SONGS NUCLEAR POWER PLANT, CALIFORNIA, BECHTEL POWER CORPORATION (2010 -2011)**

The project is a Steam Generator Replacement at the San Onofre Nuclear Power Plant.

### **KEY HIGHLIGHTS**

- Provided guidance and implemented a close out plan for this major lump sum project.
- Interfaced with the client, Southern California Edison and turned over the project by system and by area.

## **MANAGER OF CONTRACTS, HABSHAN, UNITED ARAB EMIRATES, BECHTEL PETROLEUM (2009 – 2010)**

Supervised 200+ onsite and remote subcontractors through Europe, Asia, and the US as well as six contract management-level direct reports and various leads and vendors. Accountable for approximately \$800M in subcontracting and vendors budget. Met regularly with customer, GASCO Petroleum, as well as upper management and multiple departments, including project control, engineering, construction, and startup. Monitored and signed off on monthly invoices, managed communications, and handled customer claims and disputes. Attained closeout targets for the final contract value of \$1.2B, remaining within budget and successfully turning over documentation and demobilizing vendors and subcontractors.

### **KEY HIGHLIGHTS**

- Led subcontracts department to enhance productivity and consistently finish projects on time and within budget, which included turning around certain staff members with challenging traits to become better employees and applying new strategies to streamline operations.
- Dealt with more than \$35M in claims.
- Cultivated a strong working relationship with customers and sent them all necessary documents on time.
- Mentored employees and maintained contact to ensure their talents were put to best use at Bechtel.

## **MANAGER OF CONTRACTS, BECHTEL POWER CORPORATION, AL KHALIJ POWER PROJECT, TRIPOLI, LIBYA (2008-2009)**

Established client relationship in Libya and performed site visits for project execution logistics. Managed a group of five contract professionals in the Bechtel US office forming RFP and hands on involvement in the bid evaluation and award process. This involved a number of business trips assessing bidders' capabilities in similar projects worldwide.

## **MANAGER OF CONTRACTS, BECHTEL POWER CORPORATION, TRIMBLE POWER PROJECT, LOUISVILLE, KY, USA (2006-2008)**

Created contract proforma for the various formats of the subcontracts. Managed a group of the subcontract formation personnel in the home office and contract administrators in the field. Communicated with the Legal and Risk Management departments throughout the project. Trained young professionals and conducted periodic training. Interfaced with various departments on the project and reported to the project director. Performed periodic audits onsite.

## **DEPUTY MANAGER OF CONTRACTS, BECHTEL POWER GLOBAL BUSINESS UNIT (2004-2006)**

Managed 150 contract professionals in the Frederick, MD office and multiple jobsites throughout the US; traveled throughout the US to various Bechtel jobsites to manage resources and projects as well as meeting up with contract managers to discuss current jobs. Dealt with approximately \$10B in active projects. Managed proposals, including drafting estimates and designs, and supervised contracts throughout the Power business line as well as resolving dispute and offering advice at all stages of the project. Recruited, mentored, and appointed staff to new roles and projects, which included submitting job requests and interviewing potential candidates. Directed annual performance reviews for Contracts staff and personally evaluated all direct reports.

## **KEY HIGHLIGHTS**

- Redistributed the entire department, offering vital guidance at each step; this success set in motion a promotion and praise from the president of the Power business line.
- Developed innovative training programs for employees in Contracts, Engineering, and Construction; personally offered training to hundreds of staff over a multi-week period.
- Key member of a committee formed to streamline operations at the Power business line. Provided multiple options for quality improvement through Six Sigma use.
- Participated among a selected small group to update the company's contract management procedure.

## **MANAGER OF CONTRACT ADMINISTRATION, BECHTEL CIVIL, LONDON, UK (2003-2004)**

Tube Lines Project is a 600 billion USD project for the upgrade of the London underground system. My responsibility was to assess the status of the project. I drafted and implemented a plan to get this paramount project started in the right direction. I hired/trained contracts administrators and greatly enhanced the performance of subcontractors in field construction

## **ASSISTANT PROJECT MANAGER, SHIFT OUTAGE MANAGER (2002-2003)**

Oversaw more than 300 craft and field non manual workers throughout twelve-hour project management shifts.

## **KEY HIGHLIGHTS**

- Supervised four outage projects that earned a world record in shortest schedule and safest outage project, as recorded by OSHA, with total customer satisfaction. Due to this outstanding work, received high honors and supplanted veteran project managers.
- During the outage, a potential \$300K per day loss arose in the case of any safety, quality, or schedule failure; ensured that project deadlines were consistently met.
- Internal surveys showed a ranking of most effective supervisor.

## **MANAGER OF CONTRACTS, NUCLEAR POWER BUSINESS LINE (1998-2002)**

Directed operations of a team made up of 45 to 50 personnel throughout the home office and multiple sites to create subcontracts and prime contracts for nuclear pursuits. Developed offensive and defensive claims tactics, authored supporting documentation, and ran client and subcontractor claims negotiations, including other methods of settling the disagreement, such as mediation. Assisted in redefining company policies. Changed the contracting process which greatly enhanced the gross margin of the business lines by over 28%. Participated in the development/revision of corporate policies. These included involvement in the following projects:

- South Texas Nuclear Power Plant, TX
- Connecticut Yankee Nuclear Power Plant, CT
- Farley Nuclear Power Plant, AL
- North Anna Nuclear Power Plant, VA
- Surry Nuclear Power Plant, VA
- Davis-Besse Nuclear Power Plant, OH
- Kewaunee Nuclear Power Plant, WI
- Arkansas Nuclear Power Plant, AR
- Shearon Harris Nuclear Power Plant, NC
- DC Cook Nuclear Power Plant, MI
- Sequoya Nuclear Power Plant, TN
- Browns Ferry Nuclear Power Plant, AL
- Watts Bar Nuclear Power Plant, TN
- Palo Verde Nuclear Power Plant, AZ

## **KEY HIGHLIGHTS**

- Founded the Nuclear Contracts Department, hiring and mentoring personnel to build it up from a one-person operation to a robust team of 50 contract professionals.
- Developed a \$5B business contract from the beginning stages to closeout, detailing subcontracts and overseeing main contracts and subcontracts.
- Negotiated in excess of \$20M worth of claims in the company's favor.
- Generated considerable corporate profit and ensured future targets were surpassed by reengineering key contracts from lump sum to time and material.

## **FIELD CONTRACT ADMINISTRATOR/CONSTRUCTION COORDINATOR, BECHTEL CONSTRUCTION COMPANY, BATON ROUGE COGENERATION, LA, USA (1996-1998)**

Administered the subcontracts for heavy haul, insulation, erection of the GE 7FA, and Deltak HRSG. As a Construction Coordinator, responsible for constructability review, schedule review, tracking critical material delivery, and interfacing with procurement for subcontract formation.

## **CONSTRUCTION & PROPOSAL COORDINATOR, BECHTEL CONSTRUCTION COMPANY, GAITHERSBURG, MD, USA (1994-1996)**

Prepared construction estimates for various power jobs ranging from single cycle, combined cycle, coal, oil, gas to cover proposals in the US and overseas. Developed construction estimates for manpower, equipment, and other field/office proposals. Sidi Krir and Ayoun Moussa Projects – Responsible for constructability review of the two plants. Including review of schedules and specifications, estimating construction needs, and developing RFP documents for subcontracting purposes.

## **OPERATIONS MANAGER, BECHTEL CIVIL, CAIRO, EGYPT (1993-1994)**

Managed the overall operation through a staff of over 75 professionals and reported to the Country Manager. The operation included about 15 projects at a time, including project management of new hotels to restoration of historic building to upgrade of key buildings in Egypt.

## **PROJECT MANAGER/DEPUTY PROJECT MANAGER, BECHTEL CIVIL, CAIRO, EGYPT (1991-1993)**

Managed the construction of Forte Grand Pyramid Hotel, a luxurious 500 room hotel project overlooking the Giza Pyramids.

## **FIELD SUPERINTENDENT/FIELD CONTRACT ADMINISTRATOR/FIELD ENGINEER, OVERSEAS BECHTEL INC, CAIRO, EGYPT (1990-1991)**

Onsite activities on the 500kv overhead transmission line. Activities included survey, establishment of right of way, meeting with the client to obtain approval and contracting with subcontractors.

## **FIELD SUPERINTENDENT/FIELD CONTRACT ADMINISTRATOR/FIELD ENGINEER, SHOUBRAH EL KHEIMA POWER PLANT, OVERSEAS BECHTEL INC, CAIRO, EGYPT (1982-1990)**

Onsite activities on the 4 Unit 330MW each plant. This was the largest plant in the Middle East at the time. Managed the concrete batch plant. Oversaw the fabrication of precast piles offsite and resolved the problem of damaged piles. Monitored the civil subcontractor for foundation and steel erection. Assisted the mechanical and electrical work in the boilers, turbines and switch yard.

Took the lead for the unit 4 civil work and managed a group of engineers, including interface with the client.

## **GEOTECHNICAL/CONCRETE FIELD&LAB ENGINEER, ARDAMAN ASSOCIATES, CAIRO, EGYPT (1981-1982)**

Performed lab tests, including trial axial compression and shear for soils. Performed selection verification of aggregates, cement, concrete additives and designed concrete mixes. Performed inspection on concrete batch plant and performed field verification of soil backfill compaction and concrete strength. Performed testing of pile performance to compression, lateral and tension forces.

## **EDUCATION • PROFESSIONAL DEVELOPMENT**

**BACHELOR'S DEGREE — CIVIL ENGINEERING, AIN SHAMS UNIVERSITY, CAIRO, EGYPT**

**PROFESSIONAL ENGINEER, CIVIL – LICENSED IN THE STATE OF MARYLAND**

**PROJECT MANAGEMENT PROFESSIONAL – PROJECT MANAGEMENT INSTITUTE, NEWTOWN, PA**

### **SPECIALISED TRAINING, LICENSURE, AND PROFESSIONAL AFFILIATIONS**

Six Sigma Yellow Belt Certified

International Business Workshop, Georgetown University, Washington DC

Business workshops: Team Building, Management, Negotiations

Member, National Contract Management Association

Member, National Society of Professional Engineers

**Nationality:** US Citizen

**Foreign languages:** Fluent Arabic, spoken and written