



**ala** CANADA



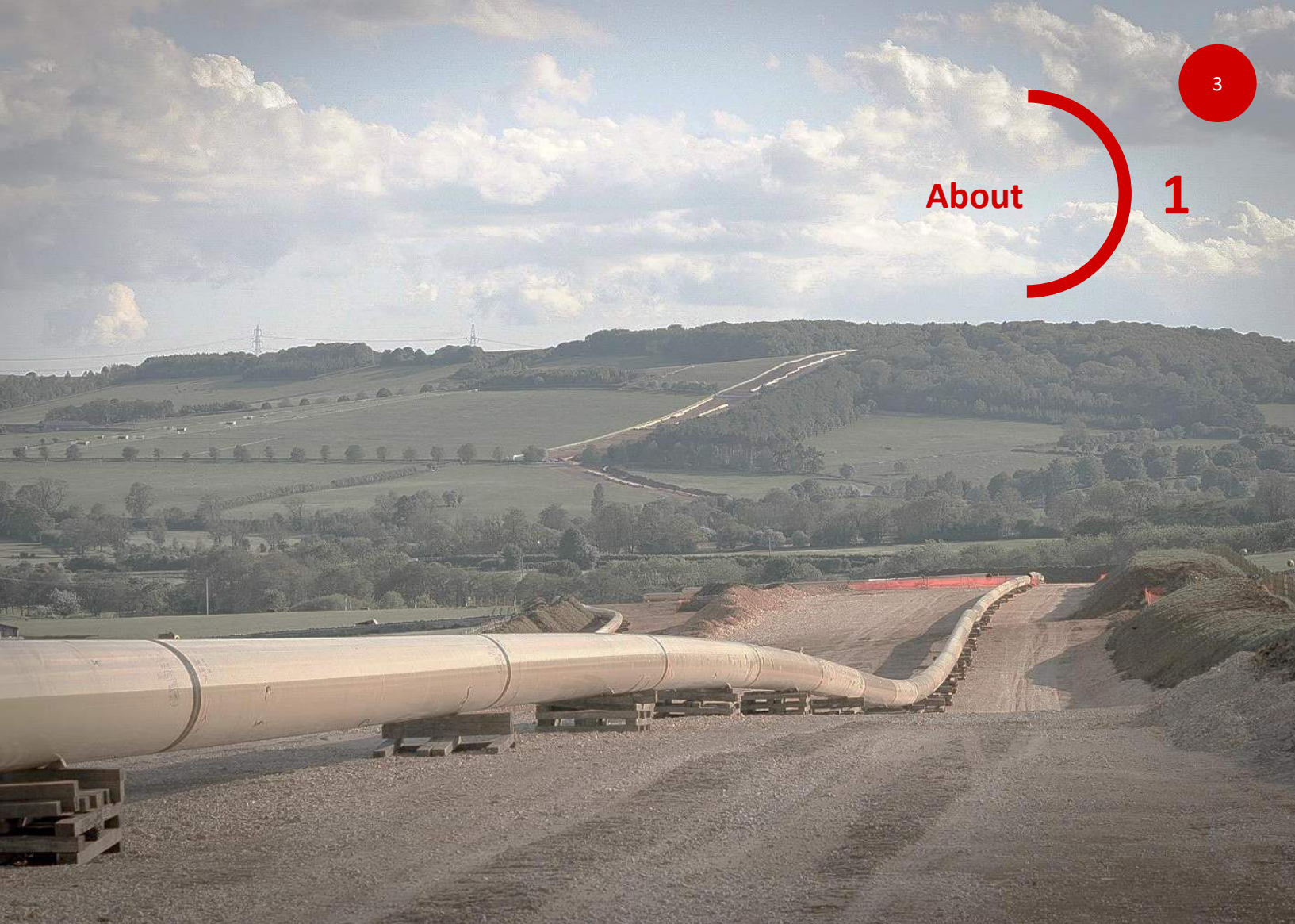
## Contents

- 1 About
- 2 Services
- 3 Leadership
- 4 People
- 5 Locations
- 6 Contact





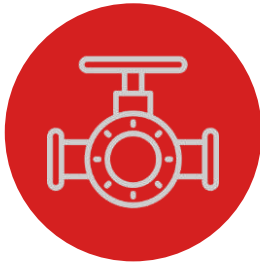




About

1

3



## About

**ALA Canada** is a newly formed subsidiary of leading UK-based commercial consultancy **A. Lamb Associates Limited (ALA)**, dedicated to providing specialist commercial services to the Canadian oil and gas market.

We take a **hands-on management approach**. We combine resources, skills and practical experience to ensure your project benefits from our collective expertise to ensure a commercially successful result.

When you engage **ALA Canada** specialists for your project you don't just get an individual, you get the experience of our whole team. A team that has been at the forefront of global pipeline projects since the 1990s.

**Providing more than just people**

## History

Founded in the UK in 1996 by Adrian Lamb, **ALA** has its roots in the oil and gas pipeline sector, having been involved in some of the **world's largest and most prestigious projects.**

**ALA Canada** has been established in Canada to capitalise on this experience and provide our expertise to the Canadian oil and gas market.

We drive projects to successful completion with our hands-on practical approach, establishing and implementing contract strategies that ensure a successful financial outcome for our clients.

**Our Approach is Personal, Professional and Results Driven**

Over 60 Major  
Projects around  
the world since  
1996



\$12.6bn  
Contract Risk  
Reviews



\$25.6bn  
Contract  
Management,  
Planning and Claims



\$12.1bn  
Tender Estimates  
and Bid  
Preparation



Over 26  
Major  
International  
Clients



Our experience in  
the oil and gas  
pipeline sector is  
unparalleled





Services

2

7

## Services

Our commercial management and dispute resolution services cover a wide range of disciplines, including:

- ✓ pre-contract vetting
- ✓ commercial management
- ✓ **contract management and administration**
- ✓ work schedule planning
- ✓ **claims identification and evaluation**
- ✓ dispute avoidance and mediation.

**ALA Canada** can also draw upon the extensive experience of **ALA** acting in over 100 adjudications.



## Contract Management & Administration

We provide commercial resources at all levels, including senior contract managers, commercial contract managers, quantity surveyors, progress chasers and planners.

Our people are experienced, committed, motivated to deliver results and accustomed to integrating seamlessly with existing resources and client systems to ensure contracts are robustly managed.



## Claims

Our experienced claims personnel have operated on major cross country pipeline schemes around the world, providing tactical advice, representing parties in Adjudications, and assisting in Arbitrations.

Working collaboratively with clients, we develop a deliverables schedule to act as our scope of works. This details the tasks, timescales and actions required for claim production. This provides detailed a structured framework to manage claim production, actively monitor progress and ensure client satisfaction.

## Relational Cost Capture Database (RCCDB)

100%

Accountability  
for Project  
Resources

Enables  
real-time  
planned vs.  
actual  
analysis

Provides a  
contract  
compliant  
cost  
recovery  
solution

There are a number of systems used to record and report cost across projects (SAP, 4CastPlus etc). ALA's bespoke Relational Cost Capture Database (**RCCDB**) can be used to complement these systems or utilised exclusively. Our system was developed on pipeline projects in the late 90s and has been continually improved since.

The **RCCDB** is different because our experienced pipeline consultants understand and can access and utilise the data it records. This provides clients with **substantial savings** when compiling cost data and reassurance that entitlement to additional costs can be robustly demonstrated.

The 'backend' data recorded by the **RCCDB** allows a logical and detailed analysis of the direct and consequential effects of (i) changed

and varied works and (ii) delays to the planned work schedule. This detailed analysis of programme and cost is then used to produce detailed supporting narratives, demonstrating full and proper entitlement for disrupted works.

Where claims cannot be settled during the works, the information captured within the **RCCDB** provides clients with the reassurance that detailed, and fully supported submissions can be provided to **Arbitration standard**.

The **RCCDB** can also be used to produce fully supported monthly applications for payment on all forms of **cost reimbursable schemes**, again providing clients with **substantial savings** through elimination of duplicate cost handling and gathering at month end.

**Ensure your project is protected with our specialist pipeline software**

Leadership

3







### Tom Lamb – Managing Director, **ALA** and **ALA Canada**

Tom trained as a lawyer and worked for Fladgate LLP, a respected law firm in London, before joining the family business in 2014. Utilising his legal background Tom prepares briefing papers for Counsel advice, provides peer-review of contractor claims & pre-contract risk reviews of contract documents to identify risk and any potential opportunities. Following the passing of his father, Adrian Lamb in 2017, Tom took over as Managing Director of **ALA**. Tom is based in **ALA** London office in Trafalgar Square, where he continues to ensure high standards are continually raised, clients receive the best service and proper advice, projects are successfully delivered, claims properly executed and **ALA** remains at the forefront of our sector as it continues to grow.

*“Our expansion into Canada with the formation of **ALA Canada** is a very exciting time for the business. We are very pleased and proud to be involved in the oil and gas pipeline schemes and look forward to providing our clients with a robust service to ensure projects are successfully managed.”*

## Byron Tyson – Director, ALA

Byron joined **ALA** in 2011 and heads up our national & international claims teams. Byron has considerable experience leading multidisciplinary teams comprising specialist consultants, forensic planners, construction lawyers, barristers and Expert Witnesses on major construction and infrastructure projects and disputes, including advising clients involved in disputes to develop a robust commercial strategy to ensure a successful outcome. Byron has developed an innovative model procedure that provides clients with certainty of cost and time that ensures a coordinated approach, claims are dealt with efficiently and clients are involved and kept fully informed every step of the way.



*“Utilising **ALA’s** vastly experienced international pipeline claims consultants provides **ALA Canada** with a cost-efficient option to offer to our Canadian clients, with elements of the work being undertaken at our UK offices providing significant savings.”*



People

4

**1996**

ALA established

**2002**

Opening of Northern office

**2012**

Establishment of UK London office

**Market Leaders**

We are consistently called in by long-standing clients to provide day to day support on major schemes as well as specialist advice for when projects are in difficulty. Recognized by our peers, contractors and employers as one of the best construction consultancy firms, we provide good, honest and down to earth advice based on hands-on practical knowledge and experience.

**Experienced Team**

Our associates provide support to clients involved on major schemes throughout the world from contract support, claims advice and Arbitration.

**Innovative Solutions**

We provide clients with bespoke solutions with our ability to think 'outside the box'. Our experienced teams turn around problems that seem at first glance to be insurmountable.

**Industry Accredited**

Our associates and consultants are members of recognized industry bodies including; RICS, ICE, CI Arb, ACostE.





### Using our experienced team:

- ✓ We integrate seamlessly into your project teams.
- ✓ We will provide pragmatic commercial advice including how to manage a variety of common commercial issues experienced on major pipeline projects.
- ✓ Our advice is in plain English and based on a solid understanding of the practical issues faced.
- ✓ We understand the bigger picture; including the importance of preserving relationships with employers whilst still protecting our client's commercial interests.
- ✓ Our resources understand the demanding working culture of major pipeline projects.

### With our support & flexibility:

- ✓ Resources can be quickly and efficiently ramped up or down according to project need.
- ✓ We establish clear lines of communication and authority ensuring that resources are effectively and actively managed, senior support is always on hand.
- ✓ Costs of dealing with more complex issues can be minimized through use of our in-house UK claims team.

Bespoke New UK Northern Office as business continues to grow

2015

15

Major rebrand to reflect our position as a modern, market leading specialist construction consultancy

2017

Team continues to grow and registers **ALA Canada** subsidiary

2019



Our extensive reach and reputation means we can draw upon experienced cross-country pipeline personnel from around the world, experienced in:

- Contracting strategies (lump sum, cost reimbursable, target cost)
- Procurement and management of specialist subcontractors
- Schedule planning
- Identification and management of contractual risk
- Claims identification, notification and evaluation
- Contract negotiation
- Settlement of disputes

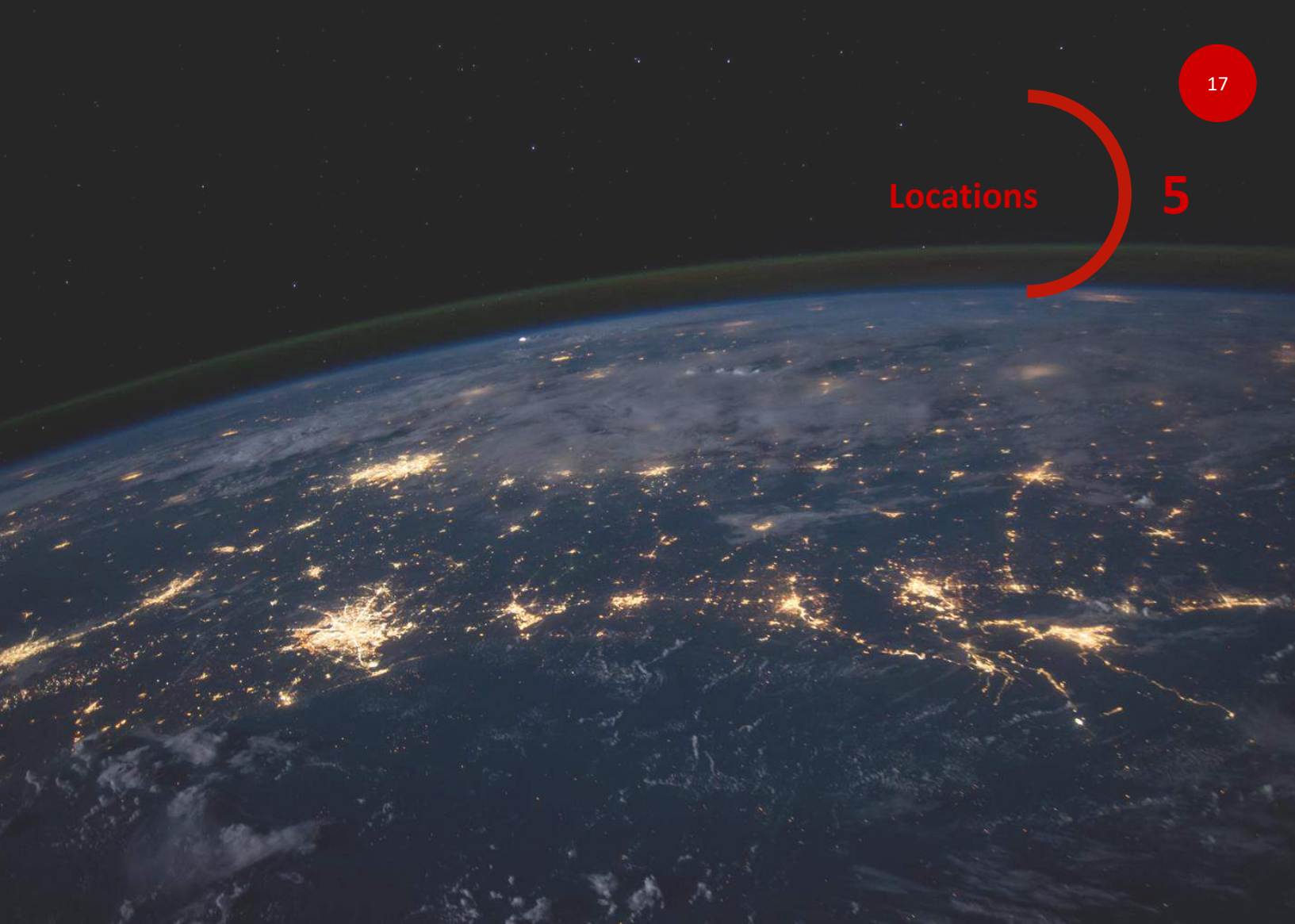
### Why use our Team?

- ✓ Your success is our success, we are only as good as our last job
- ✓ We are committed to providing maximum effort, utilising our knowledge and experience to effectively and efficiently manage projects
- ✓ Our resources are fully supported by our back-office team, ensuring clients get not just the individual but the full team
- ✓ Both individuals and the wider team offer a wealth of global cross-country pipeline and major infrastructure knowledge and experience

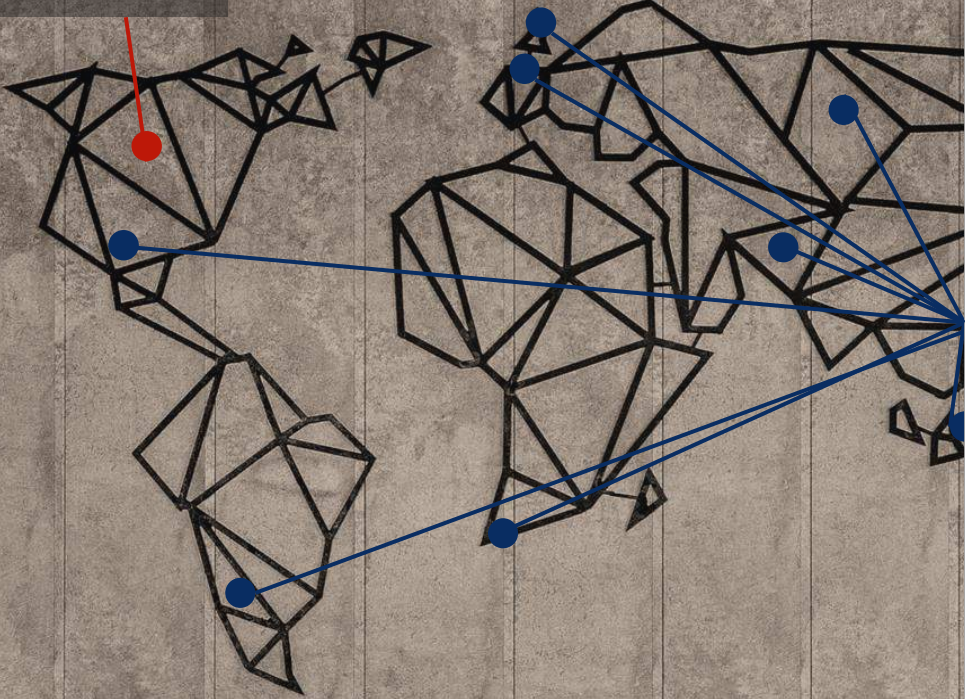
**Engage ALA Canada and you don't just get the individual - you get the experience of the whole team**

Locations

5







**ALA Canada** operates across all Canadian territories

**ALA** has a truly international reach, having operated for many of the world's largest cross-country oil and gas pipeline contractors, employers and engineers around the globe. **ALA** has also worked on **LNG Plants, Energy from Waste Schemes, Hydro Electric Projects** and in the **Nuclear & Decommissioning** sector.

**ALA** has provided contract advice, claims management, dispute resolution and contract management and administration for various main contractors on cross-country oil and gas pipelines throughout the **UK, South Africa, South America, Europe, Russia, Persian Gulf, Turkey, Ireland, USA and Canada.**



### J Murphy & Sons Ltd

- Bathgate to Newarthill 19km x 48" Gas Pipeline Project
- Belfast to Derry 112km x 48" Gas Pipeline Project
- Easington Terminal Rationalisation Works
- Ganstead to Asselby 52km x 1220mm Gas Pipeline Project
- Sproately to Aldbrough 7km x 900mm Gas Pipeline Project
- Holford Brine Infrastructure Pipeline
- Stublach Gas Storage Project
- West-East Link Main (WELM)

### Spiecapag JV

- NMPP 715km Multi Product Pipeline South Africa
- Gauteng Network 150km x 26" Pipeline (GNP) Project South Africa

### Worley Parsons

- NMPP 715km Multi Product Pipeline South Africa
- TANAP 1800km Gas Pipeline (GAP Analysis, Commercial Review & Contract Appraisal)

### Spiecapag

- Angola LNG Project

### McAlpine PPS JV

- Treales to Burscough 30.5km x 48" Gas Pipeline Project
- Mawdesley to Warrington 40km x 1050mm Gas Pipeline
- Hadlow to High Halden 37km x 1220mm Gas Pipeline Project

### WK Construction South Africa (Pty) Ltd

- Umshwathi Regional 17.8km Steel Water Supply Pipeline

### Spiecapag (Entrepose)

- Pannal to Nether Kellet 1220mm Gas Pipeline Project
- South Wales AGI Works
- Pwllheli to Blaenau Ffestiniog Replacement Pipeline Project
- Stublach Gas Pipeline Project
- Carrington CCGT Gas Pipeline Project

### The Oman Construction Company (TOCO)

- Khazzan 60km x 36" Gas Pipeline Project Oman
- Far West Station, Gas Compression & Produced Water Transfer System Oman

### Lagan-Denys JV

- 450mm North-West Gas Pipeline Project

### Nacap Land and Marine JV

- Felindre to Brecon Gas Pipeline Project
- Barton Stacey to Lockerley Pipeline
- Broxburn 450mm Pipeline Reinforcement Project

### SMJV (Surerus Murphy JV)

- Coastal Gas Link Project Canada

### PPS Pipeline Systems GmbH

- Humbly Grove Gas Storage Project Pipeline Construction
- Brecon to Tirley 35km x 1220mm Gas Pipeline
- Holford Gas Storage Project, Gas Pipelines and Flowlines
- West Burton 19km x 600mm Gas Pipeline Project
- Wormington to Sapperton 44km x 900mm Gas Pipeline
- Llanwrin to Dolgellau 23.5km Gas Pipeline Project
- Israel Natural Gas 35km x 18", 26km x 30" Pipelines (tender estimation & bid preparation)
- TANAP 1800km Gas Pipeline (Tender estimation & bid preparation)
- River Eden Gas Pipeline Project

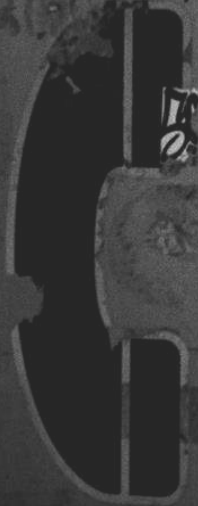
## Projects



Contact

6

Bell



ASTE

## Get in touch

We would be very happy to meet with you for an informal discussion about the services we offer, the needs of your project, contract advice, claim reviews or assistance and support with contract management and administration.

In all cases, we are confident we will be able to provide you with a cost-effective solution.

Pipelines are our passion, they are what we know and what we do best, and we have established procedures and techniques for dealing with all scenarios, creating a reputation that is second to none within the pipeline industry.

Our knowledge, experience and drive to be the best helps to ensure your projects will be successful.

If you would like to have an initial discussion or arrange a meeting, please contact one of the following:



**Tom Lamb, *Managing Director***



011 44 7708 715 277



[tomlamb@alambassociates.com](mailto:tomlamb@alambassociates.com)





**A. Lamb Associates (Canada)** Limited is registered in British Columbia | BC1199657  
1200 Waterfront Centre, 200 Burrard Street, PO Box 48600, Vancouver BC V7X 1T2



**A. Lamb Associates (Canada)** Limited is registered in British  
Columbia | BC1199657  
1200 Waterfront Centre, 200 Burrard Street, PO Box 48600,  
Vancouver BC V7X 1T2