



SERVICES & CAPABILITIES

Commercial Management | Dispute Resolution | Quantity Surveying



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**ALA established by
Adrian Lamb**

1996

Opening of Northern Office,
becomes recognised market
leader in pipeline industry

2002

Team grows to manage over
£100m of major UK high
pressure cross country gas
pipelines

**Enters the
International
Pipeline Market**

2008

Over £250m of major UK high
pressure cross country gas
pipelines successfully managed

**London Office
opens, expansion
into other sectors**

2012

Major Projects include:

- NMPP project, South Africa
- Mayo-Galway pipeline, Ireland

Major Projects include:

- The Shard London,
- Olympic Stadium London
- Baltic 2 Offshore Windfarm
- BP Oil Pipeline, Oman

2015

Major Projects include:

- Runcorn Energy from Waste Plant, UK's largest EfW plant
- Barwa Commercial Avenue, Qatar, world's longest building

ALA achieves:

- ISO Accreditations
- Commercial frameworks in the nuclear sector
- Over 100 adjudications managed

**Tom Lamb becomes
Managing Director**

Major rebrand and new
management team

2017

Over £10bn construction and
engineering projects
managed worldwide

**Warrington Office
opens**

Company has ambitious
plans for future growth and
development

2019

ABOUT US

We have been providing commercial consultancy and quantity surveying services to the construction industry since 1996.

ALA was founded by Adrian Lamb, and remains a family owned business. Based in Cumbria, we have worked around the world on some of the largest, most prestigious and complex projects.

From our roots in the oil and gas pipeline sector, we have grown to offer our extensive services across the industry.

We cover all sectors and have expertise in delivering success on a variety of major and complex projects.

Pragmatic commercial
solutions



Market-leading
customer
service



Clear, honest and
straightforward
advice

PRESENT

SECTORS

We have a hard-earned reputation for providing results-driven, cost-effective, specialist commercial services.

Our people have worked with clients on major projects around the world, securing successful outcomes across all construction and engineering sectors.

We have particular expertise in:

- **Pipelines**
- **Energy from Waste**
- **Nuclear**

Our business provides reliable, practical and commercially focussed solutions based on sound technical understanding and extensive industry experience.

When our clients need commercial support, they turn to us for help.



BUILDING



EfW & BIOMASS



INFRASTRUCTURE



NUCLEAR



OFFSHORE & MARINE



**PETROCHEMICAL &
PROCESS**



PIPELINES

SECTOR EXPERIENCE

We have provided our commercial services on projects around the world.
Here's a few that we've worked on.

BUILDING



Qatar
Barwa Commercial
Avenue
Commercial Management



London
The Shangri-La,
The Shard
Dispute Resolution



Lake District
Windermere Boat
Museum
Commercial Management

EfW & BIOMASS



Sheffield
Blackburn Meadows
Biomass
Dispute Resolution



Surrey
Eco Park EfW
Commercial Management



Cheshire
Runcorn EfW
Commercial Strategy

INFRASTRUCTURE



Jordan
DISI-Mudawarra Well
Site
Dispute Resolution



Manchester
Airport aviation fuel
network
Commercial Management



London
Street works
framework for TfL
Dispute Resolution

NUCLEAR



Cumbria

LLWR

*Commercial Management
& Procurement*



Plymouth

HMNB Devonport

Dock 14

Dispute Resolution



Essex

Bradwell Reactor

Overbuilding

Commercial Management

OFFSHORE & MARINE



Germany

Baltic 2 Wind Farm

*Dispute Resolution &
Quantum Services*



Sakhalin

Dredging and Rock
Placement

Commercial Management



Scotland

Western Link High
Voltage Cable

Commercial Management

PETROCHEMICAL & PROCESS



Lancashire

AGC Chemicals Plant

Procurement



Mexico

Etileno Ethylene Plant

Dispute Resolution

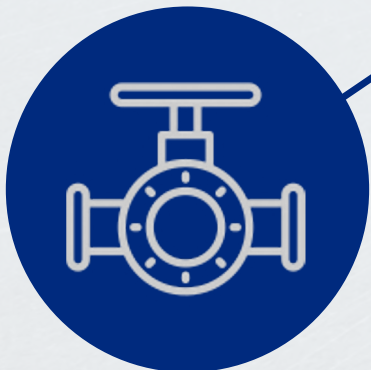


Oman

Far West Station

Dispute Resolution

PIPELINE



Oman

Khazzan Pipeline

Dispute Resolution



South Africa

NMPP

Commercial Management

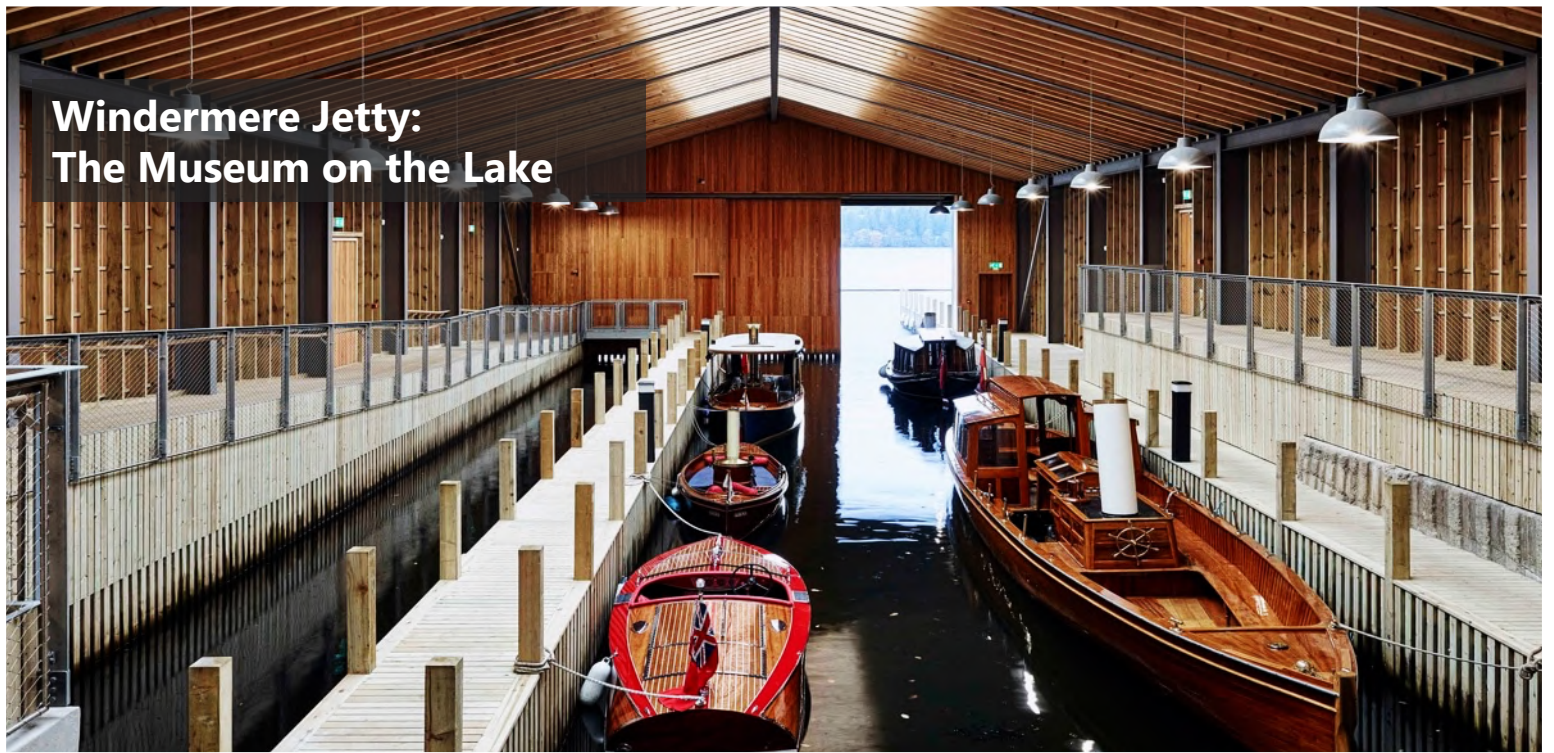


Turkey

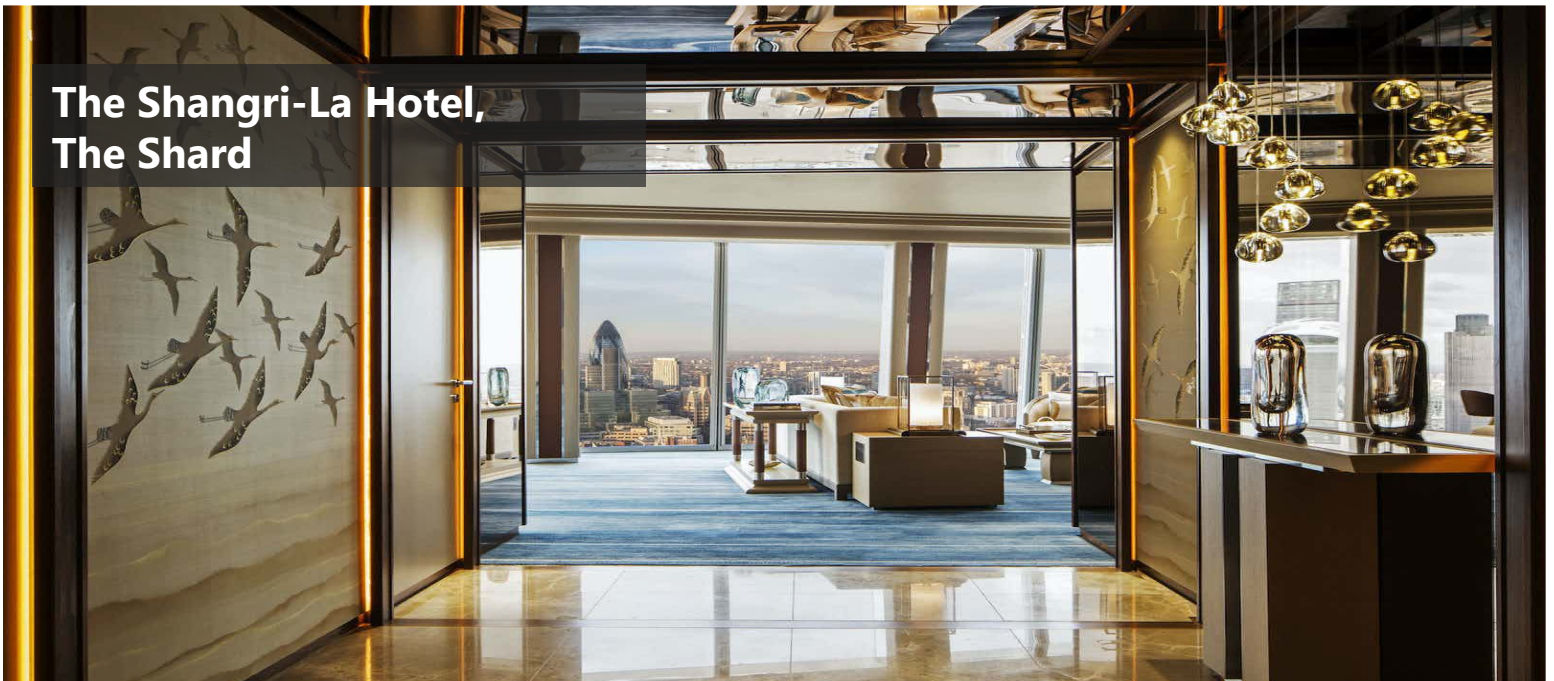
TANAP

Commercial Strategy

**Windermere Jetty:
The Museum on the Lake**



**The Shangri-La Hotel,
The Shard**



**Blackburn Meadows
Biomass Plant**



PROJECT SERVICES

We have worked across the world on a variety of complex projects in many different sectors. Our services have been developed from our unique experience.

We provide our highly skilled people, who are familiar with all forms of construction, engineering and utilities projects.

Their expertise ensures that you can achieve your commercial objectives and project success.

We confidently administer and advise on all aspects of commercial risk and opportunity, across all forms of contract. These include:

- **FIDIC**
- **IChemE**
- **JCT**
- **NEC**
- **PFI**
- **Bespoke**

Engaging our services gives you access to an in-depth, hands-on approach from the start to project completion.

CONTRACT MANAGEMENT & ADMINISTRATION

We provide a full range of commercial resources including:

- quantity surveyors;
- commercial managers;
- contracts managers.

All of our people are experienced, skilled and motivated to help you achieve your goals and project success.

We can integrate into your existing team, or provide you with a full commercial team to manage your project.

Our people are experienced, qualified, and driven to ensure that contracts are robustly and properly managed.

NEC SPECIALISTS

This complex form of contract places a significant administrative burden upon all parties.

It is vital that the processes and procedures are correctly managed in order to secure proper entitlement.

Commercial teams without proper experience regularly try to 'muddle through', often with disastrous results.

Our experience means we confidently administer NEC contracts and can advise on all aspects of commercial risk and opportunity the contract affords.

CONTRACT DRAFTING & VETTING

Our extensive experience of dispute resolution means that we can foresee the pitfalls that may lie ahead. We understand how to avoid disputes, **manage risks** and develop opportunity.

Thanks to our significant experience of all major standard forms of contract, we often **draft and review documentation**. We aim to provide you with peace of mind, creating a detailed report on areas of risk and authoritative, commercially focused **advice on how to avoid potential disputes**.

We give **straightforward, commercial advice** and solutions for contractual issues and positions.

QUANTUM SERVICES

Our talented Quantity Surveyors can provide a full suite of services including **estimating, tendering, measurement, pricing instructions and variations**, dealing with subcontractor accounts and **preparing site claims** and **final accounts**.

We can support at all stages of a project, with many clients choosing to benefit from our involvement at project inception. This ensures the smooth delivery to achieve project success.

PLANNING & SCHEDULING

We offer **project planning** services to ensure that project programmes are accurate and updated to reflect the current status of the works.

Proper updating of programmes allows the impact of issues such as **variations** and **compensation events** to be firmly established or forecast in detail.

We recommend that our commercial support is employed alongside planning resource as our teams are experienced in working closely together, providing **highly effective integrated solutions**.

HOW CAN WE HELP?



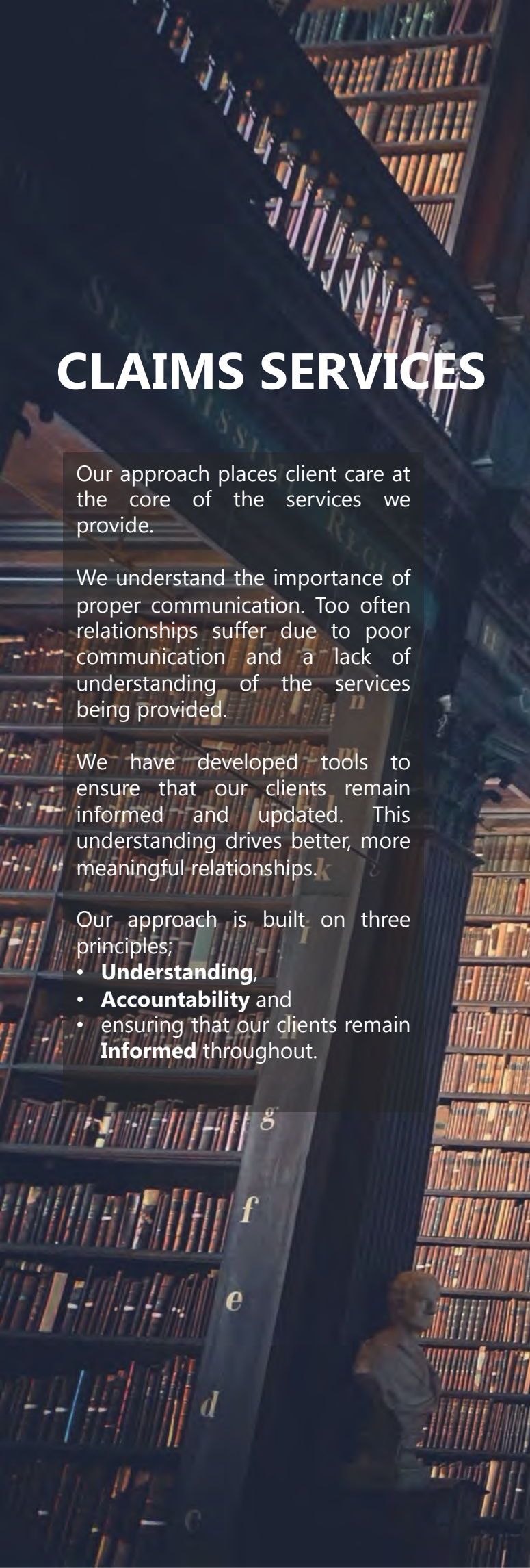
We **integrate seamlessly** into your project teams



We **provide pragmatic commercial advice** on common commercial issues



We **understand the demanding** working culture of **major projects**



CLAIMS SERVICES

Our approach places client care at the core of the services we provide.

We understand the importance of proper communication. Too often relationships suffer due to poor communication and a lack of understanding of the services being provided.

We have developed tools to ensure that our clients remain informed and updated. This understanding drives better, more meaningful relationships.

Our approach is built on three principles:

- **Understanding**,
- **Accountability** and
- ensuring that our clients remain **Informed** throughout.

CLAIMS DELIVERABLES SCHEDULE (CDS)

At the heart of our approach is our Claims Deliverables Schedule (**CDS**). This is a bespoke document developed with every client, on every claim.

The CDS breaks down our work into realistic and achievable activities and establishes clear responsibility for delivery, as well as a timescale. This is a highly effective management tool which establishes:

- **What** specific tasks are required to produce the claim
- **Who** within the ALA team is responsible for each task
- **When** a particular task will be completed by

In short, our CDS is both our scope of works and our programme.

REPORTING

The CDS is developed in conjunction with our clients and stakeholders so that the whole team are involved in shaping the strategy, approach and nature of our work.

By understanding what will be done, clients are engaged and invested in the process, rather than being a bystander.

We believe it is important to be accountable to our clients for the delivery of our services, imposing a clear structure and deadlines on works to be produced.

MEDIATION

Having the right strategic representation at a mediation can make the difference between achieving settlement or escalating to formal proceedings.

We have significant experience of mediation and regularly act as mediation advocates.

We understand the importance of prepare a solid mediation bundle in support of our client's position, and we have a strong track record of achieving successful negotiated settlements.

ADJUDICATION

In our experience, a good technical understanding of the construction issues, and the ability to present those issues clearly, is fundamental to the success of a case.

We have acted in over 100 adjudications with overwhelmingly positive results. We have enjoyed success against large multinationals and specialist law firms in a wide range of disputes.

FORENSIC PLANNING

Our planners have strong technical expertise and are familiar with all major forms of planning analysis.

We recommend that our planning resource is employed alongside commercial support; our teams are experienced in working closely together on both contentious and non-contentious matters, and provide highly effective integrated solutions.

EXPERT WITNESS

Our Experts are highly qualified and experienced in the production of authoritative professional documents for proceedings.

We provide Expert Witness reports in support of client's cases in quantum and planning and have strong relationships with Experts in a variety of specialist disciplines.

We recognise our duty as an Expert Witness is to provide independent, impartial advice to assist the tribunal on matters relating to our expertise.

HOW CAN WE HELP?



We communicate in plain English to keep you well **informed** and up to date.



We see the bigger picture, **understanding** complex relationships whilst protecting your interests.



We use a bespoke management system we ensure **accountability** throughout our involvement.



We have a number of supplementary services to support your projects.

SUPPLEMENTARY SERVICES



NEC Training

We offer team training packages on all aspects of the NEC form of contract. We will provide practical NEC advice and insight as part of our training.



Commercial Audit

We offer high level reviews of your commercial processes and systems. We will provide practical advice for resolving issues or improving commercial systems to effectively manage projects.



Procurement

We offer the full range of procurement services. This includes individual analysis and support for your procurement needs, including advising on the appropriate forms of contract and any amendments.

We pride ourselves on our ability to signpost clients to complementary services.



ADDED VALUE



Well Connected

How can our connections help you?



Legal Advice

We have relationships with leading construction law firms and QCs for specific legal advice.



R&D Tax Relief

We have relationships with leading R&D tax specialists. R&D tax relief could provide a significant commercial benefit to your project.



Claims Funding

We have relationships with leading dispute funders. We offer a range of fee structures and funding options.



Proud to provide you with the best people, actively managed and supported on a flexible, cost effective basis.

OUR APPROACH

PROVIDING MORE THAN PEOPLE

We consider attitude to be as important as experience, and we have very high standards for both.

Our people have a breadth of experience and wealth of character, and we utilise our Recruitment Director to source only the very best.

All of our resources are actively managed. They know that they have the support and experience, insight and capabilities of the whole company.

We focus on building and maintaining strong relationships with our clients, which continues beyond our initial engagement. This focus and attention to detail ensures that we provide high quality and effective resources.

Establishing clear communication between the client and our teams means that they are able to perform to the best of their ability and we can ensure continued suitability and effectiveness in their assigned role.

We are only ever a phone call away.

FLEXIBILITY

If your workload is growing and you need additional support at short notice, we can help. If you unexpectedly win all the work you tendered for and need additional commercial support, we have the resources.

Engaging our people provides the flexibility to effectively manage your business requirements.

ALA will supplement your commercial team with reliable, vetted, experienced and capable people at short notice.

ALL IN RATE

There are no hidden costs when engaging an ALA individual or team. You will pay an all in rate that reflects the experience of the person or of the team.

No Employer's NI contribution, no holiday allowance, no pension and no recruiter fee. Just one rate.

It really is that simple.

When you engage with ALA you don't just get the individual; they're backed by the experience of the whole team

ALA is a family owned business with impressive experience, knowledge and a wealth of connections, carefully curated since 1996.



LEADERSHIP

Tom Lamb – Managing Director, ALA

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.

Behind the scenes, Tom's focus is on ensuring that our 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.

Byron Tyson – Director, ALA

Byron is from a contracting background, joining **ALA** in 2011 and became a director in 2016.

He has considerable experience leading multidisciplinary teams comprising commercial staff, forensic planners, lawyers and expert witnesses on major construction and infrastructure projects and disputes.

Byron advises clients on commercial strategy, contracts, procurement and dispute resolution, in particular Adjudication and Mediation.



WHY USE US?

Our extensive reach and depth of talent means we can draw decades of experience to support projects around the world.

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 knowledge and experience.

WE STAND OUT FROM THE CROWD



Market Leaders

Major contractors, clients and leading specialist law firms turn to us for procurement, commercial management and strategic advice on major projects and claims.



Experienced Team

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



Innovative Solutions

We provide clients with bespoke services, practical solutions and unique problem solving, where required.

Our experienced teams will turn around problems that seem, at first glance, to be insurmountable.



Qualified Members

Our team possess a range of professional qualifications, including BSc, MSc, LLB and LLM industry qualifications, as well as chartered membership of RICS, ICE, CIPS, InstCES and CIArb.

ACCREDITATIONS

We are accredited to **ISO 9001** (Quality) **ISO 14001** (Environment) and **ISO 45001** (Safety) providing externally audited assurance.

We are pre-approved with **Constructionline** and regulated by **RICS** to ensure compliance with the highest professional standards.

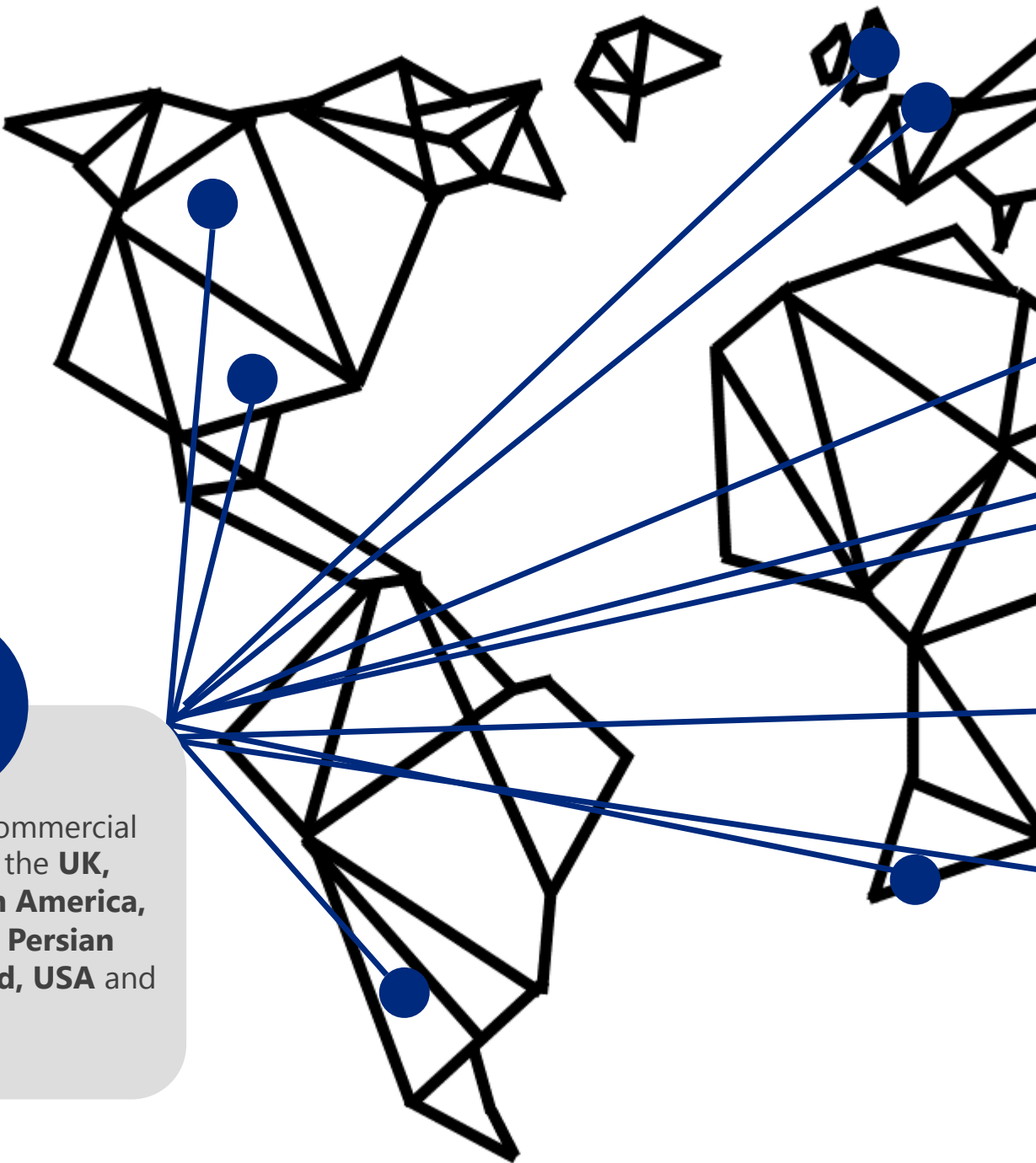
We are also a corporate member of the **Pipeline Industry's Guild**.



LOCATIONS

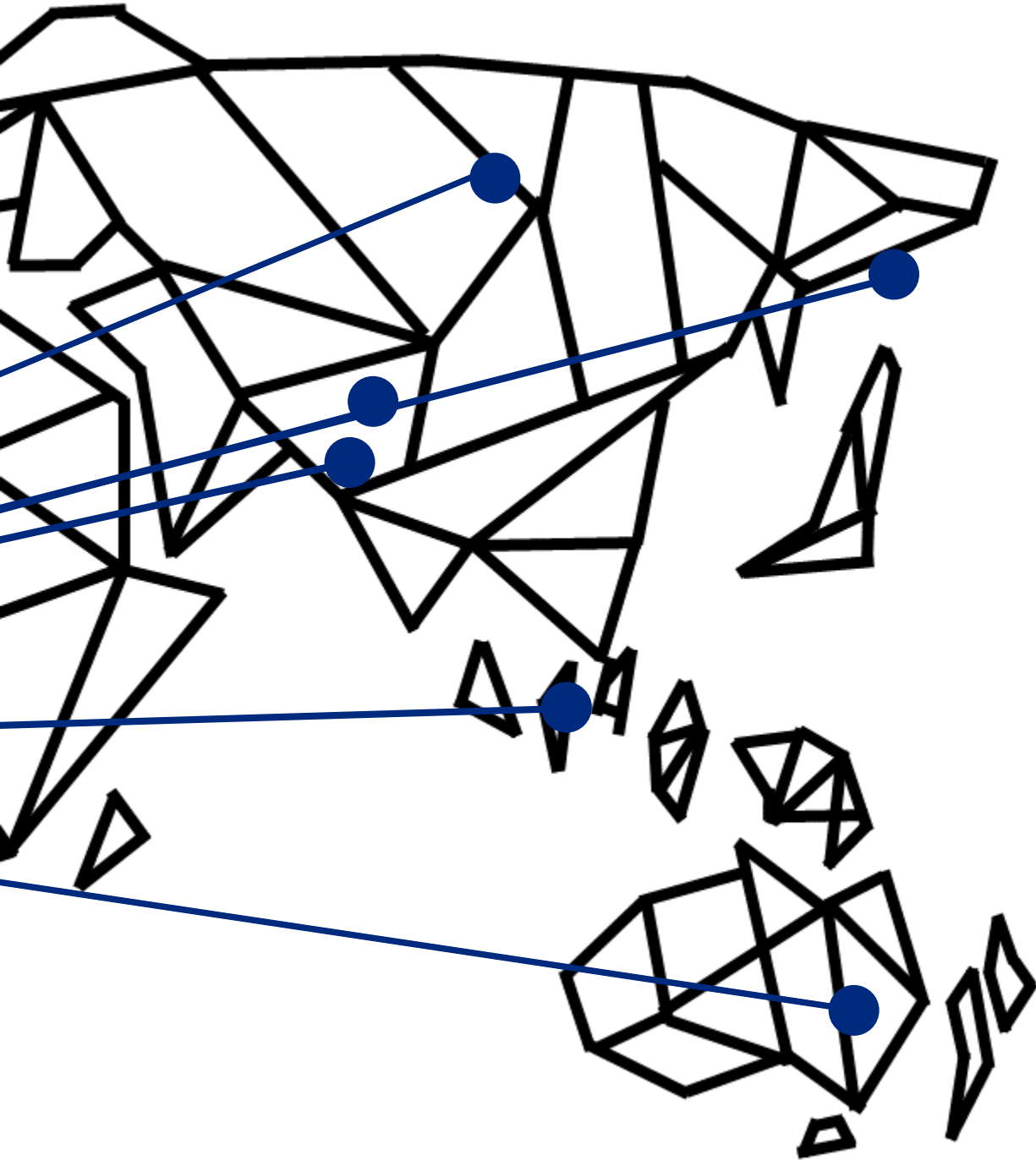


ALA has provided commercial services throughout the **UK, South Africa, South America, Europe, Russia, the Persian Gulf, Turkey, Ireland, USA** and **Canada**.





ALA is based in the UK but has a truly international reach, having operated for many of the world's largest contractors on major high profile projects.



Our offices in the UK are based in:

- **Cumbria** (Head office)
- **Warrington**
- **London**





CONTACT US

ala HEAD OFFICE

Kirkby Lonsdale Business Park
Kirkby Lonsdale
Cumbria
LA6 2GT

ala WARRINGTON

Rutherford House
Warrington Road
Birchwood
WA3 6ZH

ala LONDON

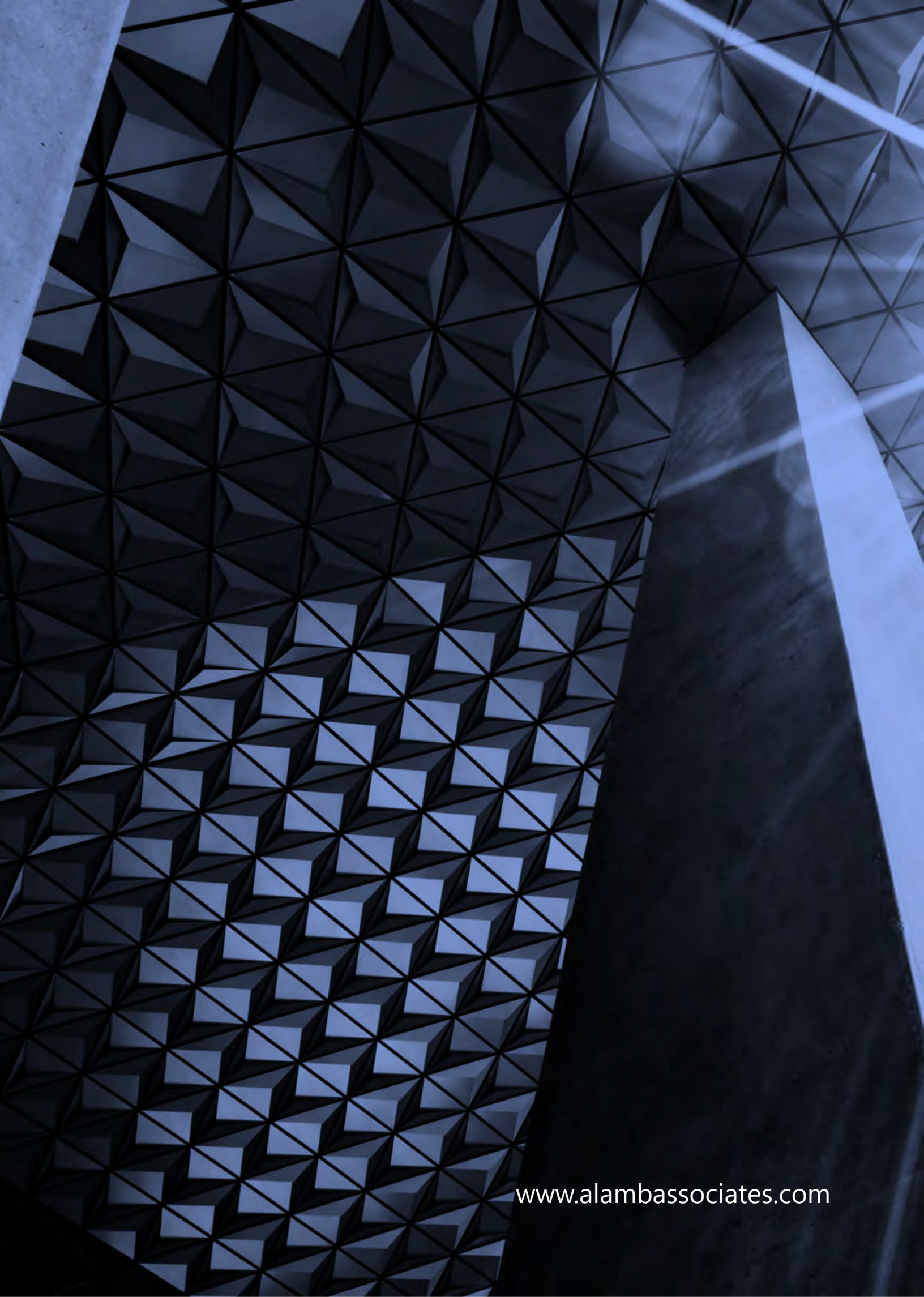
1 Northumberland Avenue
Trafalgar Square
London
WC2N 5BW

Tel: +44 (0)15242 73666

Email: enquiries@alambassociates.com

Website: www.alambassociates.com





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