

# UGO GALLI

MSc Civ Eng, LL.M, FCI Arb

Italy, Romania, Dubai

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## SUMMARY OF QUALIFICATIONS

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Proven leadership qualities (extensive Team Leader and Project Manager experience) and commitment to team building and to inter-institutional networking. Strong knowledge in project management (planning, monitoring and control). Excellent communication skills in building interpersonal relations, ability to organize and guide experts' teams in an effective way. Proven capacity to work under pressure and tight deadlines with persons of different nationalities coming from a wide range of backgrounds and cultures. Experienced in Contract Management and Administration, Claims Management. Experienced in Contract Law and the FIDIC suite of Contracts. Experienced in Dispute Resolution techniques and procedures (FIDIC Certified Adjudicator, FCI Arb, Professional Mediator). Experienced in PPP projects. Adept with International Financing Institutions' (WB, AfDB, EC, etc.) processes and procedures and experienced in cooperation with local government officials and private sector contractors. Full computer proficiency.

## CORE COMPETENCIES

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Contract Management and Administration	Construction Law, Dispute Avoidance/Resolution (FCI Arb, FIDIC Certified Adjudicator)	International Construction Contracts (FIDIC, etc.)
Claims Management	Building and Engineering projects leadership	Budget Planning & Cost Control
Training	Strategic Planning	Client Relations

## EDUCATION

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- ⊕ **Master's Degree in Civil Engineering** (*magna cum laude*) from the Faculty of Hydraulic Engineering, University of Padua, Italy (1984-1989);
- ⊕ **LLM Construction Law and Arbitration** (with Distinction) from the Robert Gordon University, Aberdeen, Scotland (2013-2016);
- ⊕ **Post Graduate Diploma in 'Forensic Schedule Analysis'**, from the College of Contract Management, UK;
- ⊕ **Post Graduate Certificate in 'The Mechanics of Project Finance'**, Middlesex University, London (2016).

## PROFESSIONAL EXPERIENCE

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- ⊕ **Techno Engineering & Associates** **Claims Manager & Head of**  
**Contract Department International** **February 2023 - ongoing**

- Manage the Contract Department International of the Company, reporting to the Executive Director, including negotiating and liaising with clients and following up on new business opportunities.
- Supervise and review work produced by the company, prepare claim reports, statements of case and contractual/technical documents and reports, act as co-counsel in Dispute Board and Arbitration proceedings.
- ⊕ **Freelance Consultant                      Senior Contracts/Claims Advisor, Dispute Resolver**  
**March 2015 - ongoing (operating under my own consultancy Studio Galileo DWC-LLC - Dubai)**
  - Operating in Dispute Avoidance/Resolution as arbitrator, adjudicator, advisor to the parties.
  - Consultant for infrastructure projects in Africa (Mozambique, Tanzania, Uganda, Rwanda, Ethiopia, Kenya) advising Engineers and Employers on contract management and administration, claims management.
  - Senior Contract and Claims Advisor for Contractors in North America, the Middle East and Africa, building and infrastructure projects.
- ⊕ **LC&Partners Engineering Consultants DMCC                      Technical Director Africa and Senior**  
**Project and Construction Manager                                              May 2019 – December 2021**
  - Senior Project Manager for projects in Africa (Uganda), acting as the FIDIC Engineer or the Employer's Representative.
  - Provided training to the Company staff.
- ⊕ **ENOIA Group of Companies    Vice President – Operations**  
**(from May 2017 Vice President Africa)                                              March 2016-April 2018**
  - Opened the African market for the Group from scratch (3 contracts acquired in the first 10 months, total value equivalent to the previous turnover of the company)
  - Managed the process of developing group business plans, standardizing systems, & practices in all business units, putting in place an effective quality management system.
  - Developed group costing & proposal methodologies and project cost control tools to reduce costs and optimize group proposal hit ratio.
  - Acted as Head of the Contracts Department.
  - Liaised with all business units to bring technology and best practices up to date.
  - Organized Risk Management of the Group.
  - Improved governance and internal financial controls, established internal audits and management review meetings.
- ⊕ **Techno Engineering & Associates Middle East WLL                      Claims Manager & Head of**  
**Middle East Operations (based in Qatar)                                              February 2014-March 2015**
  - Managed the Middle East branch of the Company, reporting to the President and Managing Director, including negotiating and liaising with clients and following up on new business opportunities,
  - Supervised and reviewed work produced by the company, prepared claim reports, statements of case and contractual/technical documents and reports, total value of projects over 2.2 billion US\$.
  - Provided training to the Company staff.
- ⊕ **SGI Studio Galli Ingegneria India Pvt Ltd                      Executive Director (Technical)**  
**February 2012 - March 2014**

- Pioneered parent company's operations in India and subsequently managed the Indian branch, including negotiating and liaising with clients, identifying and following up on new business opportunities, overseeing and reviewing technical work produced by the company, identifying potential strategic partners. Successfully negotiated and delivered one of the biggest water supply/NRW project in the country (Pune water supply system).
- ⌘ **SGI Studio Galli Ingegneria S.p.A. Director Asia and Technical Director 2012-2014**
  - Identified business development strategies and followed up on new business opportunities in the Region, including negotiating and liaising with clients and stakeholders, overseeing and coordinating work produced by the company. Businesses established in India, Indonesia, Malaysia.
  - worked as Team leader and/or expert on Contract Administration and Claims Management in International contracts.
- ⌘ **SGI Studio Galli Ingegneria S.p.A. Managing Director and Technical Director 1990-2014**
  - Supervised and coordinated technical work produced by the company, worked as an expert on Contract Administration and Claims Management in Domestic and International contracts,
  - Established internal project and cost control methods,
  - Developed business development strategies, followed up on new business opportunities, negotiated and liaised with clients and stakeholders. International Business of the Company increased from 30% to more than 80% of turnover between 2004 and 2012.

## **OTHER COURSES AND TRAINING**

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- ⌘ **Practical Use of the New 1999 FIDIC Conditions of Contract for Construction conditions** (ECV European Construction Ventures Ltd, Vienna);
- ⌘ **The Management of Contract Claims and the Resolution of Disputes under the 1999 FIDIC Contracts and Multilateral Development Banks' Harmonized Construction Contract 2006**, (ECV Ltd, Vienna);
- ⌘ **Responsibilities and Duties of Dispute Adjudicators and Parties to disputes under FIDIC** (ECV Ltd, Brussels);
- ⌘ **Advanced Topics: Practical use of the 1999 FIDIC conditions of contract for construction** (ECV Ltd, Brussels);
- ⌘ **Contract Management and Administration of 1999 FIDIC Contracts, Construction and Plant and Design-Build Contracts** (ECV Ltd, Brussels);
- ⌘ **Construction Law Summer School 2012**, Downing College, Cambridge;
- ⌘ **FIDIC DAB Pupilage Program**;
- ⌘ **Post Graduate course in Sanitary Engineering**, Polytechnic Academy of Milan, Italy;
- ⌘ **Professional Mediator** (Italian Law n. 69/2009 and Decree 28/2010),
- ⌘ **Mentor at the Robert Gordon University, Aberdeen** (Professional Mentoring Programme),
- ⌘ **Senior Lecturer on Expert use of FIDIC Contracts** at the College of Contract Management (UK).

## **MEMBERSHIPS AND QUALIFICATIONS**

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- ⌘ Enrolled in the Italian Professional Association of Engineers since 1989;
- ⌘ Member of the FIDIC President's List of Approved Dispute Adjudicators (FIDIC Certified Adjudicator);
- ⌘ Fellow of the Chartered Institute of Arbitrators;
- ⌘ Listed on UK Adjudicators Dispute Board Panel;
- ⌘ Member of the Panel of Arbitrators at the International Centre for Arbitration and Mediation in Kampala (Uganda);
- ⌘ Member of the Dispute Resolution Board Foundation;
- ⌘ Member of the Society of Construction Law;
- ⌘ Member of the Association for the Advancement of Cost Engineering International (AACEI).

## SELECTED PROJECTS AND ASSIGNMENTS

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- **Romania:** DAB proceedings for the project 'Execution of the Design and Build of the Sebes – Turda Motorway Lot 2: km 17+000 – km 41+250 (Member of Counsel's Team). Preparation and review of Contractor's position papers - Form of contract: FIDIC Yellow Book 1999;
- **Romania:** International Arbitration under the ICC Rules – Case No.: 26596/HBH. Dispute related to an infrastructure project (national highway construction). Co-Counsel. Preparation and review of Statements of Claim, Defense to Counterclaims, Instruction to Experts, attendance to hearings - Form of contract: FIDIC Red Book 1999.;
- **Kenya:** Multinational Uganda - Kenya: Construction of Kapchorwa - Suam - Kitale & Eldoret Town Bypass Roads Project - Lot 2 - Upgrading of Kitale - Endeless - Suam (C45) Road Project (Claims Expert – Contractor side), form of contract FIDIC MDB HE 2005;
- **Ethiopia:** Design-Build of Addis Ababa Bole International Airport – Old Runway Rehabilitation and AGL Upgrading project (Claims Expert – Contractor side);
- **Liberia:** Contract for Rehabilitation of Saglepie to Tappita Road Section (61km) of the South Eastern Corridor of Liberia under Design Build and Transfer (DBT) Contract, DAAB member (FIDIC Yellow Book 2017 form of contract);
- **Rwanda:** Contract for the Construction works of a New Outpatient Department [OPD] Building and other Refurbishments works at King Faisal Hospital (Claims Expert – Contractor side);
- **Norway:** Rv.555 The Sotra Connection (Contract and Claims Management Expert – Contractor side). PPP project, construction works capital value 1.2 billion Euros;
- **Italy:** Works Related to Interferences Between the Verona – Padova High-Speed Railway and the A4 Motorway, Project Management Office PMO\_B (Task Leader Legal and Contractual Matters);
- **Kenya:** Construction of Chemosit Small Hydropower Plant (Claims and Dispute Avoidance/Resolution Expert – Contractor side), form of contract FIDIC Silver Book 1999;
- **Kenya:** Construction of Kipsonoi Small Hydropower Plant (Claims and Dispute Avoidance/Resolution Expert – Contractor side), form of contract FIDIC Silver Book 1999;
- **Rwanda:** Construction of Rukarara VI Hydropower Plant (Contract and Claims Management Expert – Contractor side), form of contract FIDIC Silver Book 1999;
- **Uganda:** Construction of 3 No. Hydropower Plants (Claims and Dispute Avoidance/Resolution Expert – Contractor side), form of contract FIDIC Silver Book 1999;

- **Uganda:** Construction of the International Specialised Hospital of Uganda (Project Manager and Senior Resident Engineer, FIDIC Engineer). Project value 249.9 million USD, form of contract FIDIC Red Book 1999 (heavily amended);
- **Canada:** Complexe Hospitalier de l'Université de Montréal - CHUM (Contract and Claims Management Expert – Contractor side). PPP project, construction works capital value 1.95 billion Canadian Dollars;
- **Qatar:** Doha Metro System – Red Line South – Elevated and at Grade (Team Leader Contract Management and Claims – Contractor side);
- **Uganda:** Civil Works for Upgrading of Ntungamo-Mirama Hills Road (37km) (Claims Expert hired by the Contractor). Claims for Prolongation Costs, Disruption. Project value 23 million USD, form of contract FIDIC MDB HE 2010 (Pink Book);
- **Qatar:** Roads and Infrastructure in the North Part of New Slata (Zone 40) - Project Reference: IA 13/14 C 013 ST. (Claims Expert – Contractor side). Claims for Extension of Time, Disruption, Unforeseen Events, Cardinal/Constructive Changes. Project value 80 million USD;
- **Qatar:** Upgrading & Refurbishment of Package Treatment Plants – Jamilyah and North Camp Package (Sewage) Treatment Plants. Supported the Contractor and the Legal Team for the preparation of submissions for the court case, presented the contractor's case and discussed with the court appointed experts;
- **Korea:** International Arbitration under the KCAB Rules (Party nominated arbitrator). Construction project in Qatar. Value of the dispute 14 million USD;
- **Oman:** Dualization of Bidbid - Sur Road Section II Part 2 (Senior Contract and Claims Advisor – Contractor side). Oman Standard Conditions of Contract based on FIDIC Red Book 3rd Edition;
- **Mozambique:** The Multinational Nacala Road Corridor Project – Phase III – Consultancy Services for Design Review and Update and Supervision of Civil Works for Lot D: Cuamba-Muita (138 km) in Niassa Province and Technical Assistance to ANE (Contract/Bidding Expert, Team Leader of Technical Assistance, Claims Expert). Contract based on FIDIC MDB HE 2010;
- **Zambia:** Design and Supervision of the Expansion and Rehabilitation of Water and Sewerage Infrastructure – Choma (Contract/Procurement Expert). Contract based on FIDIC MDB HE 2010;
- **Romania:** International Arbitration under the ICC Rules – Case No.: 20632/MHM. Dispute related to an infrastructure project (by-pass road construction). Member of Counsel's Team. Preparation and review of Statements of Claim, Defense to Counterclaims - Form of contract: FIDIC Yellow Book 1999.
- **Romania:** DAB proceedings for the project 'Execution of the Design and Build of the Constanta Bypass Motorway' (Member of Counsel's Team). Preparation and review of Contractor's position papers - Form of contract: FIDIC Yellow Book 1999.
- **Romania:** DAB proceedings for the project 'Design & Build of DN18 Baia Mare Iacobeni Road Rehabilitation' (Member of Counsel's Team). Preparation and review of Contractor's position papers - Form of contract: FIDIC Yellow Book 1999.
- **UAE:** Shah – Habshan – Ruwais Railway, Stage 1 – Abu Dhabi – (Claims Expert – Contractor side);
- **Romania:** International Arbitration under the ICC Rules – Case No.: 19888/MHM. Dispute related to an infrastructure project (by-pass road). Member of Counsel's Team. Preparation and review of Statements of Claim, Defense to Counterclaims - Form of contract: FIDIC Yellow Book 1999.
- **Romania:** DAB proceedings for the project 'Construction of Arad-Timisoara Motorway Project' (Member of Counsel's Team). Preparation and review of Contractor's position papers - Form of contract: FIDIC Red Book 1999.
- **Qatar:** Multipurpose Hall at Lusail Sports Club – Package 2 – MEP Works (Team Leader Contract Management and Claims – Contractor side);

- **Qatar:** Msheireb Downtown Doha (Doha Land) – Phase 1B – MEP Works (Team Leader Contract Management and Claims– Contractor side). Amended FIDIC Red Book 1999;
- **Romania:** International Arbitration under the ICC Rules – Case No.: 19311/MHM. Dispute related to an infrastructure project (road rehabilitation). Member of Counsel’s Team. Preparation and review of Statements of Claim, Defense to Counterclaims - Form of contract: FIDIC Yellow Book 1999.
- **Qatar:** Upgrading & Refurbishment of Package Treatment Plants – Jamilyah and North Camp Package (Sewage) Treatment Plants. Team Leader Contract Management and Real Time Claims Management, 11 months (form of contract: Qatar Public Works Authority General Conditions for Design-Build Projects, derived from the FIDIC Yellow Book 1999);
- **Oman:** Dualization of Bidbid – Sur Road, Phase 1 (Team Leader Contract Management and Claims– Contractor side), Oman Standard Conditions of Contract based on FIDIC Red Book 3rd Edition;
- **Qatar:** Construction of Two Apartment Towers of 20 Stories with 261 apartments in each tower, a technical floor, an amenity floor, a mezzanine and a 4 Level Podium for Parking and Services on Parcels 15A and 15B of Plot 15 in Porto Arabia at the Pearl, Qatar (Senior Contract Advisor), conditions of contract: heavily amended FIDIC Red Book 4th Edition 1987;
- **India:** Water Supply for Pune City (Team Leader) 2012 – 13 (18 months). The project aimed to obtain a medium-term 24/7 continuous water supply to a population of approximately 3,000,000 people. Project activities include an audit of water mains system, the analysis of long-term water demand and the evaluation of available water capacity, the drafting of an action plan for rehabilitation/enhancement of water purification plants and systems, preliminary and final design of the network rehabilitation and extension (final population approx. 6 million). Project size: approximately 3,000 km pipelines, 150 service reservoirs, 20 pumping stations, 6 water treatment plants;
- **Ethiopia:** Construction Supervision of Zarema May-Day earth fill Dam (Contract/Claims Expert), FIDIC Red Book 4th Edition 1987 amended 1992;
- **Qatar:** Sea Water Reverse Osmosis Desalination Plant at Umm Bab (Team Leader Design);
- **Djibouti:** Feasibility Study for the New Chabelleh International Airport (Team Leader – Project Manager);
- **Uganda:** Hoima – Kayso – Tonya Road (Contract /Claims Expert), FIDIC MDB HE 2010;
- **Tanzania:** Design Review, pre-contract services and construction supervision of the upgrading of Namtumbo - Tunduru Road (193 km) to bitumen standard – Lot A Namtumbo - Kilimasera section (60,7 km) (Contract/Claims Expert, FIDIC Red Book 4th Edition 1987 amended 1992, then FIDIC MDB HE 2006 after re-tendering following contract termination);
- **Iraq:** Concept Infrastructure Plan for Madinat Al Nakheel new city (Team Leader – Project Manager) Year 2013 - Design of wet and dry utilities for a 1,000,000-population new town in Southern Iraq;
- **Iraq:** Construction Supervision of Completion of the Urban Rehabilitation and Water Supply System Upgrading, Badawa Quarter, Erbil Governorate, Kurdistan Region, Iraq (Team Leader – Project Manager), year 2010 (10 months) – Financing Institution: World Bank – Acting as the Engineer under a FIDIC MDB Harmonized Edition (2006) Form of Contract. The project concerns the rehabilitation and upgrading works within the Badawa Quarter in Erbil City in Kurdistan Region of Iraq, and includes: road works, water supply system (including reservoirs and pumping station), storm water drainage system;
- **Italy:** Experts witness, dispute related to construction, operation and maintenance of a sanitary landfill;
- **Italy:** Schievenin Water Supply System and New Provincial Road No. 1, including 2km long road tunnel (Works Supervision, Assistant Project Manager);
- **Iraq:** Italian Environmental Pavilion in Suleimania – Twin Rivers Institute (Team Leader – Project Manager);
- **Italy:** Cortina d’Ampezzo, Zuel by-pass road tunnel (Lead Designer);

- **Italy:** Val d'Arzino Water Supply System (including 5km long tunnel) (Works Supervision, Assistant Project Manager);
- **Italy:** Bisagno River Diversion Tunnel for Flood Protection, Genova (Designer);
- **Senegal:** Project for Drinking Water Provision to the cities of Kaolack, Fatick, Kounghoul and Ziguinchor, year 2008, (Lead Designer) – Financing Institution: Banque ouest-africaine de développement (BOAD) – Duration 10 months. The project's target is the finalisation and completion of water distribution network of four large cities located in the central – southern part of Senegal - Kaolack, Fatick, Kounghoul and Ziguinchor;
- **Senegal:** “Programme Eau Potable et Assainissement du Millénaire – Pepam” Preliminary Design / Detail Design and Supervision of Works Lot N. 4 – Eastern and Southern Zones, years 2009 – 2011 (Lead Designer) – Financing Institution Agence Française de Développement (AFD). Extension of the water supply systems in the capital cities of the country southern and eastern regions (Ziguinchor, Tambacounda, Kolda, Bakel, Kegoudou). These works are aimed at serving more than 500,000 people;
- **Sierra Leone:** Water Supply and Sanitation (WSS) Project (Makeni, Bo and Kenema towns) – Rural Water Supply and Sanitation (RWSS) Programme;
- **Romania:** Feasibility study for the Wastewater Treatment Plant at the Bucharest - Otopeni International Airport;
- **Italy:** Val Medata Water Intake, underground water intake, excavation method crown piling (Works Supervision, Assistant Project Manager);
- **China:** Feasibility Study for Small Hydropower Plants in the Tibet area;
- **China:** Zhangjiagang Water Supply and Sewerage Network Pilot Project;
- **China:** SWIM - Sustainable Water Integrated Management of the East and Middle Routes in the South-to-North Diversion Project in China;
- **Italy:** Cortina D'Ampezzo Wastewater Treatment Plant 1998-2000 Team Leader – Project Manager for Works Supervision. Acting in a position equivalent to the Engineer under FIDIC Forms of Contract under the Italian legislation. Technical supervision of the works, administration of the contract, certification of payments and EOTs. Financed by Italian Ministry of Environment. Capacity of the WWTP 37,000 PE (peak season), fluctuation 8,000 – 37,000 PE. Biological filtration plant;
- **Italy:** San Vito di Cadore Wastewater Treatment Plant 2001 - Team Leader – Project Manager for Design and Works Supervision. Acting in a position equivalent to the Engineer under FIDIC Forms of Contract under the Italian legislation. Technical supervision of the works, administration of the contract, certification of payments and EOTs. Financing by Italian Ministry of Environment. Population fluctuation 2,000 – 11,000 PE. Biological filtration plant;
- **Italy:** Extension of Milano Pero Wastewater Treatment Plant – 4th Treatment Line (Team Leader Design) Construction of the 4th treatment line for final completion of the existing WWTP, capacity PE 400.000. Activated sludge with primary and tertiary treatment and anaerobic sludge stabilization;
- **Italy:** Venice Fusina Wastewater Treatment Plant – 4th Treatment Line, Detail Design (Team Leader). Effluent standards: those prescribed for protection of the Venice Lagoon (very strict). Activated sludge with advanced tertiary treatment and anaerobic sludge stabilization;
- **Italy:** Optimization and Rehabilitation of the Water Distribution Networks of the Municipalities in Pescara Province;
- **Italy:** Reconstruction of Favara di Burgio Water Supply System;
- **Italy:** Reconstruction of the Water Supply System of Western Montescuro;
- **Italy:** Extension and upgrading of the water supply infrastructure in Val di Susa (Turin). Year 2002. Detail design (Team Leader – Project Manager) Design of the works for extension and upgrading of the water supply systems in 8 municipalities;

- **Italy:** Extension and upgrading of wastewater treatment plants in the Municipalities of Pernumia, Solesino, Borgoforte di Anguillara Veneta, year 2000, Detail Design (Team Leader – Project Manager);
- **Italy:** Avetrana Wastewater Treatment Plant – Completion and upgrading of the existing WWTP, year 1998, Detail Design (Team Leader – Project Manager);
- **Italy:** Extension of the Vicenza Casale Wastewater Treatment Plant (capacity PE 72,000), year 1995, Detail Design (Team Leader – Project Manager);
- **Italy:** Design of Lower Friuli Sewage Network and Wastewater Treatment Plant (PE 400.000), years 1992 – 2000, team Leader for Design of some Lots, Team Leader Assistant for Construction Supervision of the WWTP. Wastewater collection and treatment scheme serving a wide area including the Aussa-Corno Industrial Area, aimed to protect the Marano and Grado Lagoon. Marine outfall for treated sewage, length 16 km. Financing Institution Italian Ministry of Environment;
- **Italy:** Feltre Provincial Hospital - New Surgical Pavilion (Team Leader – Project Manager);
- **Italy:** Optimization and Rehabilitation of the Water Distribution Networks of the Municipalities in Pescara Province;
- **Italy:** "Pedemontana Veneta" motorway (90 km);
- **Italy:** Construction of the road connecting the town of Tempio and the main road "Alta Gallura";
- **Italy:** Construction of the Stanghella By-Pass on the Main Road N. 45;
- **Italy:** Rehabilitation of National Roads No. 105 and No. 531/177;
- **Italy:** Construction of a shopping mall in Belluno.

**I hereby declare that the information given above is true and accurate to the best of my knowledge.**

Bucharest, 29 March 2023



Ugo Galli