

Ir. Mayur N. Kale

(CMgr-UK & Canada, CPeng-Aus, CEng-UK, PMP, APEC-Aus, PEng-UK & India)
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> AREA OF EXPERTISE:

- Contract Management & Admin (Precontract-Award-Postcontract Phase & Contract life Cycle)
- Supply Chain Management
- QS, Cost Engineering & Legal
- Purchasing Management
- Project Management (PM Life Cycle)
- Procurement Management
- Business Development
- Oil & Gas (Up-Mid-Downstream)
- Engineering Management
- EPC, EPIC, EPCM, LSTK, T&M
- Tenders, Bids, Proposal
- Construction/Site Mngt
- Process & Operation

> PROFESSIONAL PRECIS:

- **Chartered Professional Engineer, Chartered Manager** and Chartered Management Consultant with **22 years** plus of keen industrial experience in Project Management, Contract Management, Cost Engineering & Management, QS, Tenders, Bids & Proposals, Purchasing, Procurement and SCM, Engineering, Erection, Pre-Comm & Comm, Process & Utilities Management in Oil and Gas (Offshore, Onshore, Energy, LNG, FPSO, Marine) industries on Executive Engineer and Managerial levels.
- A strategic catalyst with expertise in executing, Monitoring, Controlling and spearheading various Projects & Contracts of high value (**1Mn to 1.2Bn** Brunei Dollars) participating various Contract & project phases, resource administration, with a flair for adopting modern methodologies in compliance with quality standards by following Standards Norms,
- Contributed to over **20%** in savings through contractor/supplier negotiations and using strategic analysis with vendors which resulted in achieving optimum price, competitiveness and high-quality products
- Effective **team leader** (team size @**80 plus**) and excellent communication with proven critical thinking, interpersonal skills with strong analytical, team building, problem solving and organisational abilities.
- Achieved **cost saving/avoidance** of Brunei **\$80Million** dollars by implementing CEV procedure.
- Extensive experience in **Shell, TotalEnergies, ConocoPhillips** and Middle-east reputed companies.

> INDUSTRIAL EXPERIENCE:

- Feb 2024 to till date Arumokshi Mngt & Consulting Ltd Canada as a **Contract Consultant-Mngr**
- Sept 2013 To Jan 2024 **with Brunei Shell Petroleum** through UBSB as a **Contract Manager**.
- March 2003 to Aug 2013 with Swami Vessels Pvt Ltd, India as a **Project Contract Manager**.

> CAREER HIGHLIGHTS / TECHNICAL EXPERTISE:

- **Company Name** : **Arumokshi Management and Consulting Ltd, Canada.**
- **Position** : **Contract Consultant-Manager/*Delivery Mngr**
- **Duration** : 02/2024 To till date

As a consultant-Manager, playing a crucial role in directing clients to improve their performance, solve complex problems, and achieve their strategic goals. Monitoring complete contract life cycle. Developed Contract KPI, CQAP as per contracts sections. Successfully implemented post contract claims verification process. Draft and review of ITT/CFT documents. Conducted Kick-off meeting for Tenders. Implemented improved contract management procedures that enhanced compliance and reduced variation processing time. Successfully negotiated contract variations resulting in USD 150K in project savings and zero unresolved claims

***Delivered** services to EACOP (**TotalEnergies**)-Tanzania company through QRS/QSS for their Marine Terminal and Tanks project. Liaising with procurement and logistic departments for SRN, NOI and shipping movement. Implemented FTQ procedure which helped to get technical and non-technical related matters solved at site level which reduced ample of time for the site team. Reduced STQs and IQs with adequate solution. Successfully implemented, developed and managed Delivery, Logistic, Procurement, Contracts, Engineering related activities at Tanga based Marine Terminal and Tanks. Arranging Material receipt and storage at MTT. Verifying all the material as per SRN. Time to time co-ordination with Contract Engr and Interface Manager for the activities. Actively participated in preservation and CMT related activities which are linked to the material delivery & OSD. Hands-on experience in Aconex, OMIE, LOGDASH, CMT, BI tools on regular basis. Managed interface by making a clear & transparent communication bridge between Company, Consultants & contractors.

- **Client** : **Brunei Shell Petroleum Sdn Bhd, Brunei Darussalam.**
- **Position** : **Contract Manager** (Secondment)
- **Duration** : 30/09/2013 To 26/01/2024 Contract Finish date

Worked in Brunei for Brunei Shell Petroleum Company Sdn Bhd through UBSB. (Secondment Basis)

- **Responsibilities** :
Received Special recognition and Appreciation for outstanding performance from Brunei Shell Petroleum Company Sdn Bhd (Including Brunei LNG) for achieving @ B\$80Mn dollar cost avoidance/saving from overall contracts.

Curriculum Vitae

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- ✓ Responsible for all operational aspects of a contract and project, including commercial, schedules, technical, quality, training, legals, insurance, health, safety, and environmental issues.
 - ✓ Coached, trained and provided mentorship for trainees to promote Local Business development.
 - ✓ Coordinated with client focal points, government departments, and other contractors, representing the contractor at operational contracts and planning meetings.
 - ✓ Ensure all projects are commercially and technically accurate, completed within budget and schedule, and executed to agreed technical, quality, health, safety, and environmental standards.
 - ✓ Maintained a work management structure, produce, maintain, update, and forecast individual task plans, and ensure the quality of work is maintained at a satisfactory level.
 - ✓ Execute and manage project management and Contract management (Precontract-Tender Award-Post Contract) activities with complete Contract & Project life Cycles that outlines staffing, materials, equipment, subcontracting, Value of work done-VOWD, Claims, Performance monitoring, KPI verification and other services that are necessary to deliver the project on time and within allocated budget.
 - ✓ Monitor and oversee onsite project/contract, Claims, VOWD, EOT, Regular claims, KPI, Legal, insurances and contract compliance/due diligence activities and ensure that they are in compliance with local legislative and labor requirements, contract requirements, and Company Policies and Procedures. Experienced setting up or running a Corporate Venture Building program for Solar Energy project.
 - ✓ Managed risk assessment, dispute claim management with negotiation skills.
 - ✓ Supervised field staff and maintained current knowledge of the overall project, leading the resolution of differences when required and reviewing plans and procedures to identify and effect changes when necessary, including planning, recruitment, appraisal, training, and performance.
 - ✓ Defined and scheduled equipment requirements and ensured mobilization of such equipment with the support of the equipment department
 - ✓ Developed and built relationships with key suppliers and achieved 100% in Key performance indicator by measuring suppliers performance using data based on cost, quality and service level metrics
- **Company** : **Swami Vessels Pvt Ltd India**
 - **Position** : **Project/Contract Manager**
 - **Overall Duration** : **03/03/2003 To 31/08/2013**
 - **Responsibilities** :
 Since, the Company has various Project and operation works all over Africa and Asia with Jalgaon as the Head of Operations. Company has taken over Virasate Engg and Srushti Oil & Chem Industries. Responsible for the activities related to Commissioning /Pre- Commissioning, Project, Process, Fabrication of Steel Structure, Oil Tanks, Piping, Pipeline, Various offshore equipment, rotating equipment, LNG, AMC, Fuel Tanks, Water Tanks, Vertical Tanks, Erection & Commissioning, Installation of various Fuel, Water, Oil, Gas pipelines and equipment of Oil & Gas Sector.
 - ✓ Directly managed and supervised the project/contract team and the various interfaces with the engineering contract, fabricators, construction contractors, various suppliers, and other project contributors and stakeholders.
 - ✓ Implemented standards, execution plans, quality plans, procedures and, other methods, as required, to maintain the required levels of technical quality.
 - ✓ Coordinated workload throughout entire project development, and ensured completion of deliverables on schedule. Experienced in venture capital working with the startup ecosystem
 - ✓ Initiated material requisitions, evaluated material quotes, assisted in negotiating request terms, approved purchase orders, and monitored change requests.
 - ❖ **International Projects Completed:** Successfully accomplished many international assignments at:-
 - **Nigeria:** Worked at Nigeria under short-term assignments as Project Contract Manager. Handled various Contracts for Commissioning /Pre-Commissioning, HPHT machineries erection & installation, FPSO, Pipeline, Refinery related activities by following standards protocol / operating procedures/norms.
 - **UAE:** Worked at UAE under short-term assignment as a Contract Executive cum Consultant for the Plant (Located at ICAD-1, Abu Dhabi) for their EPC, Pipeline, plant automation related Contract activities.
 - **Mozambique:** Deputed at Maputo for few Months for accomplishment of various EPCM Contracts related activities and worked for one reputed EPC contractor Company.
 - **Malaysia:** Deputed at Johor Bahru for few Months for accomplishment of various EPC Contract consulting related activities and worked for one reputed EPC contractor Company.
 - **Indonesia:** Deputed at Jakarta for few Months for accomplishment of EPIC Contract and worked for one the reputed EPCM Company.

➤ **PROJECT LIST (Overall tenure):**

- ✓ **Shell Petroleum** various projects like- Land Reliability Maintenance Contract (**LCMS**), Offshore Reliability Maintenance Contract (**ORMC**), **Design Engineering** Contract , **Seria Crude Oil**

- Tanks (**SCOT**) contract , Fabrication-**Marine** Construction Yard (**MCY**) Contract, Pipeline Replacement Contracts (**PRP**), Well **Tie-In** Contract, **Diving** Contract, Offshore Maintenance Integrated System (**OMIS/FRT**) Contract, **Job-Carding** Contract, Decommission and Restoration (**D&R**) Contract, Offshore Installation (**MPN**) Contract, Offshore **Green and Brown** Field small projects, Facility **Rejuvenation** project (**AEJ**), Integrated Facility Management (**IFM**) Contract, Offshore painting and Scaffolding, **Asset** Engineering services dept support (**AES**), **Project Control** Services Contract, **Cost Engineering** and **Quantity Services** Contract, **Solar Energy** Project, Shell **Logistic & Transport (STL)** Contract, Annual Maintenance Contract (**AMC**), **N2 Purging** and **Flange** Management Contract, **Pressurized Habitat** Contract, **E&I** supply Contract, **Manpower** Supply Services (**MPS**) Contract.
- ✓ **TotalEnergies**-EACOP-(East African Crude Oil Pipeline),Marine Terminal & Tanks project
- ✓ Berakas Power Management Company (**BPMC**) Works Support, Brunei Energy Services & Trading (**BEST**)-LPG bottling plant works Support, Brunei Shell Marketing (**BSM**) project Support, Brunei Fertilizer Industries (**BFI**) project support, Brunei LNG (**BLNG**) project Support, **Government** Infrastructure Projects (Non-Oil & Gas).
- ✓ **NNPC-Nigeria/Shell-Nigeria/Egina**-Floating Production Storage and Offloading (**FPSO**)/ **Kenya-Nairobi Terminal/ Kenya-piping** allotted projects in Africa.
- ✓ UAE- LNG pipeline project by following **ADCO, ADDC, ADNOC, GASCO** standards.
- ✓ Malaysia/ Singapore- Consulting for MMHE yard.
- ✓ Mozambique- **Ethanol Production** Facilities upgrade (small plant).
- ✓ **ConocoPhillips** project (Indonesia) for **Belanak FPSO, Well Head Platform,Subsea pipeline**

➤ **CORE COMPETENCIES (Overall tenure):**

- ❖ **Contract Management & Administration / SCM / Purchasing/ Tender/ Proposals**
- ✓ Successfully evaluated & executed for contracting works with contract dept. engineers.
- ✓ Providing professional advice, assistance to all assigned Sponsoring Departments of the Corporation in all tendering / contractual matters from inception of project till close out of contracts.
- ✓ Developed various documents like of all relevant procedures and guidelines during Pre-Contract, Contract Award and Post-Contract stages as per FIDIC, NEC, BIMCO norms.
- ✓ Co-ordinating among consultants, contractors, and clients for contract related matters.
- ✓ Responsible for the final proposal and timely submission of tender documents.
- ✓ Performed Tender evaluation, negotiations, selection of Contractor and reporting to senior management and prepared other necessary contracts in coordination with engineering and HQ legal team.
- ✓ Reviewed and developed various tender and Contract packages for Onshore and Offshore contracts as per legal point of view and freight forwarding mode like FOB and C&F.
- ✓ Ensured that contract/procurement strategies, tenders, contracts and variations are in full compliance with Company Regulations and various Procedures for Contracts Department.
- ✓ Management of contracts by rendering contractual support in form of drafting contractual correspondences, evaluation of changes/variations and on processing Change Requests, issue Variations/Amendments to Contracts, evaluation of claims, resolving disputes and closing out Contracts Prepared price comparative statement for material procurement with cost engineers.
- ✓ Managed Purchase T & C, Contract Audits and Minutes of Meetings.
- ✓ Prepared RFC, RFI, RFQ, RFx, EOI, Tender, NDA, COI, ITT, VTC documents, tender specifications & finalisation of requirements, estimates and BOQ with team with Contract engineers.
- ✓ Liaised with procurement and supply chain department for material delivery, schedule and Material-tracking sheet with SCM dept. engineers.
- ✓ Provided general coordination in related to contract management including, Execution of Contract Expeditious development of Contract document, Record and publish Meeting Memos and chairing a Meeting.
- ✓ Reviewed work/service scopes of tenders, finalisation of tender documentation including preparation /review/finalization of terms and condition and pricing mechanism.
- ✓ Reviewed the contents and prepared tender bulletins and tender clarifications. In addition, actively participates during evaluation of tenders and prepares the tender clarifications, evaluation reports for the Tender Committees
- ✓ Led the team size @80 plus and even leaded all commercial clarifications /negotiations exercise with bidders and prepares letter of awards.
- ✓ Prepared contract documents, incorporating the effect of all clarifications, negotiations, and qualifications. Contract values from 1Mn to 1.2Bn Brunei Dollars.
- ✓ Provided contracts administration including documentation of letters, review of correspondence between Company and Contractor, handling claims and variations, verifications of the payment claims, preparation of documentation and advice to support dispute resolution and other necessary contract support during the entire phases of the Project.
- ✓ Reviewed and commented on Vendor documents as and when requested and conducted Audits for Vendors selections. Handling all contract legal matters as per contract laws.
- ✓ Maintaining contract due diligence in terms of fulfilment of various insurances like public liability, Professional indemnity, Fire insurance, workmen insurances etc.
- ✓ Well-versed in EPC, EPCM, EPIC, LSTK, Call-off, Service Contract/Agreements, NDA, Cost-plus Contract, Cost-reimbursement Contract, Fixed-price contract, VTC, MOU, Novation of Contracts.

❖ **Cost Engineering & QS Management:**

- ✓ Verification of SI/PCM/ACM/VTC/Invoices/Timesheets/Star Rates for BSP/BLNG contractors.
- ✓ Verification of Work pack review (Job Carding) hrs Site Measurement / Verification contractors.
- ✓ Verification of Performance Reporting - Actual / Accrual Verification / VOWD / EVM.
- ✓ Reviewed various cost and projects proposals, Benchmarking, KPI Monitoring, KPI Reporting, BOQs for Contractors.
- ✓ Leded Dispute and Claims Management.
- ✓ Developed Cost engineering related Record Management.
- ✓ Tender Analysis (Complete Tender Process, CFT/ITT)

❖ **Business Development/ Management Consultant**

- ✓ Conducted research to identify new markets and customer needs.
- ✓ Arranged business meetings with prospective clients.
- ✓ Promoted the company's services addressing or predicting BSP's objectives.
- ✓ Built long-term relationships with new and existing customers in BSP.
- ✓ Time to time review/ update/ preparation on revenue, invoices, and reconciliation sheet etc.
- ✓ Providing advice and feedback to senior management on current trends and new developments.
- ✓ Ensuring that a full risk register is maintained for each tender opportunity.
- ✓ Assist with promotion activities, such as attending trade shows, conferences and by ensuring that the Company's documentation and promotional literature/capabilities are accurate.
- ✓ Regularly providing advisory services to relevant stake holders about the Company and even for the development of objectives, strategies and plans aimed at achieving customer satisfaction and the efficient use of client organisations' resources
- ✓ Doing Analysis and evaluation for the current structures of the Company and where required, advising on business restructures and turnarounds
- ✓ Prepared and recommended proposals to revise methods and procedures, alter work flows, redefine job functions and resolve organisational problems
- ✓ Assisting with implementing approved recommendations, issuing revised instructions and procedure manuals, and drafting other documentation
- ✓ Ensuring that assigned business analysis activities are conducted within agreed timeframes and cost parameters, ensuring that identified solutions provide efficiencies in business

❖ **Project Management/Pre-Comm & Comm/Engineering Management**

- ✓ Participated in Commissioning /Pre- Commissioning /project review meetings for tracking project progress & de-bottlenecking & ensure implementation of QA / QC procedures as per norms and standards. (HSSE, OSHA-18001)
- ✓ Installed various refinery plant and offshore, onshore base related piping, pipelines and utilities like boiler, compressors, Generators, rigging equipment, rotating equipment installation work.
- ✓ Planning Management in terms of scheduling and ensuring preventive maintenance of various Gases like Natural Gas, O2 Gas, N2 Gas, with the automatic ultrasonic meters, Turbo meters, Cathodic Protection System, Metering Skid, Gas sensors, double safety valves, and pressure reduction systems.
- ✓ Handled fabrication related activities for various equipment, skid, decks, stud cans, and offshore top sides, jackets and hull relates structures with fabrication team at fabrication yard with various fabrication engineers.
- ✓ Successfully installed various top sides platforms like upper deck, mezzine deck, utility installation skids, gas system installations skids for offshore with installations engineers.
- ✓ Involvement in various Offshore and onshore structural supervision and execution work related activities with installation engineers.
- ✓ Conducted F.A.T. and S.A.T. related activities for Commissioning /Pre- Commissioning/Project work with QA/QC and Pre-commissioning engineer team.
- ✓ Reviewed toolbox talks report and PTW reports and various permits for work with site supervisor.
- ✓ Finalisation of requirements and specifications in consultation with Contractors/ Collaborators.
- ✓ Selection and appointment of consultants for development projects by track record method.
- ✓ Liaison with external agencies, clients, architects, & consultants, contractors for determining technical specifications, approvals for execution & obtaining on-time clearances.
- ✓ Conducted feasibility studies (technical and commercial aspects), assessing capital cost involved, and evaluating the viability of new projects using project evaluation techniques as per FEED.
- ✓ Anchoring on-site activities to ensure completion of project/Commissioning within the time & cost parameters and effective resource utilisation to maximise the output.
- ✓ Looking after Project planning, project scheduling including material & manpower planning, budgeting, project accounting with respective area team and set up of QA/QC standards with planning engineers and schedules team.
- ✓ Ensuring sufficient inventory levels are maintained to meet any unforeseen project requirements.
- ✓ Ensuring the entire Project related resources availability with monitoring and controlling view. Skilled in ensuring that the Quality Standards are maintained as well as overseeing the entire engineering system as per Shell, ASME, NACE, API, ADNOC, AWS, GASCO, ISO, general standards and aspects.

❖ **Site Activities / Construction Management**

- ✓ Administered various construction activities including providing technical inputs for Methodologies of construction & coordination with site management activities.
- ✓ Supervised site work entailing requirement gathering and final execution of projects.
- ✓ Finalised requirements and specifications in consultation with engineering consultants, external Suppliers, contractors & clients, site engineers for the project and offshore base.

❖ **Process/ Operation Management**

- ✓ Handled various offshore, onshore, refinery plants related equipment process and operations and even involved in servicing and maintenance with expert team.
- ✓ Identified hazardous conditions HAZID, HAZOP & activities on the shop floor; implementing and maintaining health & safety programs for assuring highest possible degree of safety for employees with HSE officers.

➤ **ACADEMIC CREDENTIALS:**

- ✓ **BLaw** from City University, Cambodia . **Available.**
- ✓ **Diploma in Chem Engg** from MSBTE, India. **Available.**
- ✓ MTech & BTech from WC University, India. UGC & Govt of India approved University. (WES-Canada, UK-NARICS, MSA-Australia approved and **available**). These certificates have been properly authenticated and verified by Notary, Home Department, Apostille, MEA-Ind, as well as the embassies of UAE, Kuwait, and Qatar. (The retrieval of these certificates is currently underway due to the loss of the certificate folder and USB during international travel).

➤ **KEY /VALUE ADDED COURSES / EXTRA CURRICULAR ACTIVITIES:**

- ✓ **"Chartered Manager"** from Chartered Management Institute-**UK** (Royal Chartered)
- ✓ **"Chartered Manager"** from Chartered Managers **Canada** (9967)
- ✓ **"PMgr (Professional Manager) and Certified Manager"** from ICPM, **USA**
- ✓ **"Chartered Management Consultant"** from The Chartered Institute of Management Consultants Canada and **USA**
- ✓ **"Chartered Engineer"** from **Engineering Council, UK.** (Royal Chartered) (69190)
- ✓ **"Chartered Professional Engineer"** from Engineers **Australia.**
- ✓ **"APEC Engineer and International Professional Engineer"** from Engineers **Australia.**
- ✓ **"RPEQ Register Professional Engineer Queensland"** from BPEQ- **Australia.**
- ✓ **"NER- Project Management & Chemical Engineering"** from Engineers **Australia.**
- ✓ **"Chartered Fellow"** from Chartered Management Institute-**UK** (Royal Chartered) (P04542631)
- ✓ **"Chartered Engineer"** from Institution of Engineer, India (Royal Chartered)
- ✓ **"BAPEQS -Professional Engineer"** from **BAPEQS, Brunei.**
- ✓ **"Professional Engineer"** from Engineering Council, India
- ✓ **"Professional Engineer"** from The Society of Professional Engineer, **UK**
- ✓ **"PMP- Project Management Professional"** from PMI- **USA.**
- ✓ **"PRINCE2® 2017 Practitioner Certification"** from People Cert /AXELOS **UK.**
- ✓ **FIET- Fellow Member Institute of Engineering and Technology- UK.** (Royal Chartered)
- ✓ **FSPE- Fellow of the Society of Professional Engineer, UK.**
- ✓ **FIIFE- Fellow Member of Indian Institution of Plant Engineer India.**
- ✓ **MIGEM-UK – Chartered Member of Institution of Gas Engineers and Managers, UK** (Royal Chartered)
- ✓ **MIEAus -Member of Institution of Engineers, Australia.**
- ✓ **MAACEi- Member of AACEi, USA & MQSI -Member of QSI, UK** (Royal Chartered), **APD- UK**
- ✓ **MTAM- MY Member of Technological Association of Malaysia.**
- ✓ **Project Management** from Indian Institute Of Technology (**IIT**), New Delhi, India
- ✓ **IMS-3 –HSE Supervisory Course (Shell Approved Course)** from Megamas, Brunei.
- ✓ **IMS-6 –Management HSE Course (Shell Approved Course)** from Megamas, Brunei.
- ✓ **Shell – Work Hazards Management, Safety For leadership, Advance Safety leadership, HSE Induction, HSSE Engagement sessions on PPE, Human Safety, Incident Injury and Fatality (IIF) at Brunei Shell HQ and Shell Marine Construction Yard, Brunei.**
- ✓ **Defensive Driving, STCW-95 (BOSIET Equ.) ,T-BOSIET, H.U.E.T. & H2S Precautions.**
- ✓ **ASPEN PLUS & Advanced process controls instruments test, study and calibration**
- ✓ Training on **SAP R3- MM Module, MS- Office, MS Project & Primavera, AutoCAD, ACONEX, BI.**

➤ **PERSONAL VITAE :**

- ✓ **Gender & D.O.B** : Male / 01-January-1983 / 42.
- ✓ **Marital Status** : Married
- ✓ **Dependants** : 3 (Wife and 2 Kids under 9 yrs old)
- ✓ **Passport Details** : Valid **ECNR-INDIAN Passport Z-7592008**, Validity **28-01-2034.**
- ✓ **Nationality** : **INDIAN** and **Canada (PR)** Permanent Residence status.
- ✓ **Valid Visas** : **USA-B1/B2** validity Aug 2030 and **CANADA-PR.**
- ✓ **Availability to join** : **15 days and Willing to relocate worldwide.**

All the above information is true and correct to the best of my knowledge and belief.
