



Smart Contracting Solutions

Business Profile



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Executive Summary

Smart Contracting Solutions is a Consultancy Services outfit set up to provide Contracting support services (on an ad-hoc basis) to organizations which have a need therefore.

We are a team of young and innovative business professionals - who having acquired skills in the highly competitive world of Contracting have had the opportunity to positively impact Contracting in other less developed sectors of the Nigerian economy.

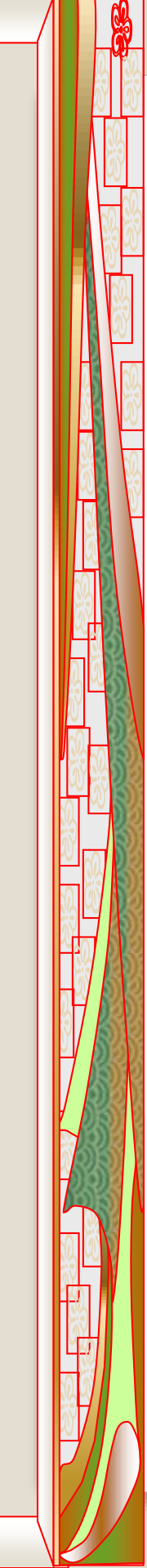
We have documented our experience into a credible and authoritative body of knowledge in commercial transactions which we now offer to our clients through teaching Presentations as they may have need of.

Our Target Market: every Client who is ready to invest in securing its commercial interests whilst he concentrates on its area of expertise.

Our Services: the provision of General Contracting advice, Contract Management Services, development of general Contract templates and Training.

We safeguard your commercial interests and provide training support to your organization as it builds its capabilities in the complex area of Contracting and Contracts Management.

Our Benefit: quality services at a cost-effective price without the added responsibility of employee benefits.



Our Services: the provision of General Contracting advice, Contract Management Services Research, the development of general business templates, the development of Training packages and the provision of Training in Contracting and Contracts management.

General Contracting Advice

- Draft/Review of Contractor Qualifications
- Documentation/Review of Contract Claims/Variation Requests
- Advise on the best Contracting strategy for your work requirement
- Draft/Review of Contracts

Model Contracting Templates

- Development of Contract templates
- Development/Revision of Procedures

Contract Management Services

- Contract tracking - on a day-to-day basis to ensure that necessary documentation in support of a Contract Claim/Variation are properly filed as and when due.
- Invoice tracking – to identify and remove bottlenecks to your outstanding payment issues.

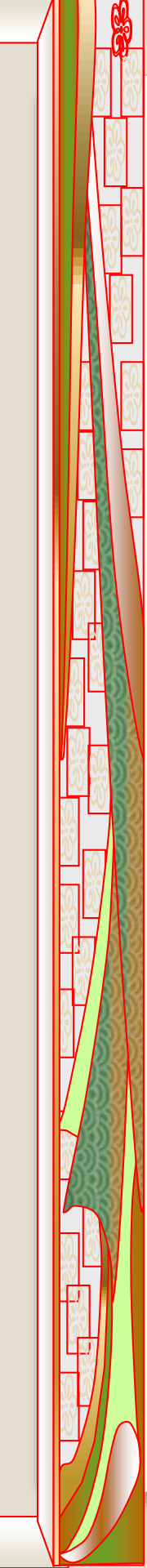
Training

Using material developed in-house, Smart Contracting now provides and facilitates Trainings on Contract Management. Based on actual work experiences and live Case studies, our Course offerings are tailored towards helping you and your team make cost-effective business decisions.

- **Contracting and Contract Management from A to Z:** developed to make the Commercial team more effective.
- **Your Contract as your Relationship Manager...Let your Contract work for you:** developed to help the Business owner/Contract Manager/supervisor avoid those expensive bobby traps that could make that Contract an experience to regret.

Extracts from our Course materials can be viewed at

<https://www.linkedin.com/today/post/author/posts#published?trk=mp-reader-h>



Our Benefit: provision of quality services at a cost-effective price without the added responsibility of employee-related benefits.

A good number of 'potential' Clients have remained unable to optimize the benefits of their business relationships – not because their expectations were non-contractual but, because they:-

- failed to negotiate more favorable Contract terms
- had an incomplete understanding of their Contractual rights and liabilities and, the best way of securing same.
- delayed in exercising their Contractual rights of Claim at the appropriate time or, in the agreed format.
- they lacked the knowledge and/or resources to effectively exercise their Contractual rights and/or protect themselves from liability.

As we very well know, commerce thrives better in an environment where there is a common understanding of Contract terms and, limited resort to the adversarial strategy of litigation. Further, the relatively high cost of maintaining in-house 'Contracts experts', alongside the associated welfare and training benefits is often an unwelcome expense for many Business organizations. With this in mind, Ayi Emokpae birthed, and registered Smart Contracting Solutions as a Consultancy Services Outfit in February 2006.

Who We Are

Smart Contracting Solutions is a Consultancy Services outfit set up to provide contracting support services (on an ad-hoc basis) to Businesses which have a need therefore.

We are a team of young and innovative business professionals who have rough on-the-job training, have acquired skills in the niche area of Contracting and Contract management.

Our goals are anchored on the following:

Our Vision: To be the one stop shop for Contracting Support Services and Solutions globally.

Our Mission: To provide Quality, Efficient, Reliable and Time-tested Services, On time, Real time.

Our Motivation: We are committed to helping the Client – our business partner , make more profitable business decisions.

Our Added Value

Every serious-minded business has some sort of Contracts Support team. However, with the ever-increasing demand for the efficient and timely delivery of goods and services, there will be times when the additional support of a reliable and discreet Contracting Support Outfit is required for the short term. In such event Smart Contracting Solutions would be available to provide the required support assistance in any of the areas listed above.

When you take advantage of our offerings, you, our Client would:-

- (a) have a greater opportunity to consistently respond to commercial issues with the same speed and efficiency with which you respond to technical issues.
- (b) save the costs of engaging and training additional Contracting personnel for a seemingly short term requirement.
- (c) be able to concentrate on the technical aspect of your business, knowing that the in-house team - with the support of Smart Contracting Solutions is watching out for the commercial issues.

For a more detailed discourse on any aspect of our Proposal, please visit us at: www.smartcontractingsolutions.com.

Additionally, our Ayi Emokpae (Ms) remains available to respond to your inquiries and/or requests for further clarification.

Contact details: Smart Contracting Solutions

Tel: 234-80-35520841 or 234-80-22224281

E-mail: info@smartcontractingsolutions.com

OUR TRACK RECORD

- highlights of some of our work

2012-2016

- Facilitator at teaching Seminars for trainee managers and, Management and mid-level Executives using our Training Package "Contracting and Contract Management from A to Z" (Oil sector of the Nigerian economy).
- Development of Contract Training packages
 - a) "Contracting and Contract Management from A to Z" (revision)
 - b) "Your Contract as your Relationship Manager - let your Contract work for you".
 - c) "Building My Contract"
- Revision of Toll Blending and Product Licensing/marketing Agreements
- Trust Deed for the Client's pool of assets to be used as security for Debentures
- Coordinating Solicitor in asset recovery efforts across 4 jurisdictions (Togo, Ghana, Switzerland and England)
- Draft of Cosmetic Manufacturing Agreement.
- Review & negotiation of the terms of a N7.8 bn revolving loan facility
- Review/revision of draft Agreement for the provision of Boarding facilities for up to 30 nos. horses.
- Legal Advice on an Occupier's right to sublet concessioned property – potential exposure \$5m+

2006-2011

- Facilitator at teaching Seminars for management and mid-level Executives using our Training Package "Contracting and Contract Management from A to Z" (Construction and Maritime sectors of the Nigerian economy).
- Development of a JV Agreement for the O & M of a multi-specialist Medical Complex in Nigeria.
- Review/negotiation of terms of Contract for the distribution of branded Oil Products In the Shipping, Aviation and Oil Sectors of the Nigerian economy.
- Review and general Contract advice on the impact of an Assignment of the rights/ obligations in a primary Contract on pre-existent rights and obligations under the Subcontract.

- Development/Review/Negotiation of Contract-related qualifications.
- General advise/development of a Contract-based negotiation formula for proposed work suspension on a Contract - Value of Contract = \$50m+.
- Development of a Production Sharing Agreement & Technical Services Agreement in respect of a marginal Oil field in Eastern Nigeria.
- Negotiation of Contract terms for the provision of Agency Services (Maritime) to a leading LNG Supplier: potential value \$6,000,000.00.
- Legal advice and support required to recover the N65,000,000 (3-year old) debt of a foreign- based multinational to an indigenous Construction company.
- Provided Contract support & General advice in the resolution of Contract-related dispute between a Port owner & its Concessionaire.
- Developed a suite of (standard) Contract templates for an Oil services Company.
- Reviewed and negotiated Contract terms and conditions for the Domgas Projects (EPIC, O&M) potential value \$300m+
- Reviewed/revised draft Contract documentation in respect of the:-
 - N1b+ Sapele NIPP Project.
 - Koula Permanent (Gas) Production Facility (Gabon).
 - \$50m+ Gbaran Ubie (IOGP) Gas Supply Project.
- Negotiated terms of sale for 2 nos. Oil Rigs located in the Niger Delta area of Nigeria.

Others

- Draft Contract for the Detailed Engineering Design of Pipelines and Metering Station Upgrade for Gas Supply to Geregus PHCN Power Station valued at \$1.5+m.
- Reviewed and provided legal advice with regards to the \$43m Contract Claim brought in respect of the NEMBE-AGG Project.
- Reviewed and Revised Client's Contracting Policies and Procedures Manual.
- Successfully tracked and secured funds for the settlement of Contractor invoices 2 years after payment therefore fell due.
- Development/Review/Negotiation of Contract-related qualifications.

Leadership of Smart Contracting Solutions

Ayi Emokpae is the Principal Consultant at Smart Contracting Solutions. A lawyer by training, she was called to the Nigerian Bar in 1987. In her relatively short but eventful career, she has worn many caps – each of which has prepared her for the office she now occupies.

She has worked as a Research Assistant (Center of Advanced Legal Studies, Lagos), legal officer (Kaduna State Housing Authority), the Nigerian Agricultural Bank, legal Assistant (SPDC), Contract writer (SPDC), Contract analyst (SPDC), Assistant Contracts Legal Adviser/ Tender Board Secretary (SPDC), Legal Adviser, Commercial Projects and Negotiation team, Contracts Manager (V-mobile) and today, Principal Consultant, Smart Contracting Solutions.

With a background that has seen her working in almost every area of the Procurement process, she has had the rare opportunity (and has successfully Negotiated) acceptable terms for:

- i) high value Contracts in London, Rijswijk (The Netherlands) and back home in Nigeria
- ii) exclusive Distributorship Agreements (downstream) and high-value Service Contracts in the Upstream sector of the Nigerian economy.

For her, a Contract is the entire document – what is required, the terms under which it will be provided and the price that will fall payable. This, has become our mindset as we work to eliminate neutralize possible inconsistencies and refine seeming ambiguities.