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# Sharif Alnaqeeb & Co

## Law Firm

**International EPC | FIDIC | Dispute Avoidance** *Premium navy-and-gold theme*

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## Executive Summary

In projects where billions are at stake, uncertainty is costly. At **Sharif Alnaqeeb & Co**, we help government owners, developers, and contractors navigate complexity, safeguard progress, and prevent disputes before they arise.

With over **25 years of experience** in EPC, FIDIC, PPP, and international arbitration, we deliver practical, measurable outcomes across the full project lifecycle—from tendering and RFPs to execution, claims management, dispute avoidance, and arbitration.

We are more than lawyers: **strategic partners** translating complex legal and commercial challenges into actionable solutions that protect schedules, budgets, and relationships, while enhancing efficiency and project certainty.

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## Mission

To empower clients to achieve their project objectives with confidence. We apply international standards, proven risk-allocation strategies, and proactive legal guidance to **mitigate disputes, safeguard value, and secure successful delivery** for large-scale infrastructure, energy, and real estate projects.

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## Core Values

- **Client-Centered Collaboration:** Prioritizing your objectives with responsive, outcome-driven support.
- **Practical Solutions:** Delivering measurable milestones, transparent reporting, and actionable insights.
- **Integrity & Confidentiality:** Protecting your interests proactively while avoiding conflicts.
- **Innovation:** Applying advanced legal strategies and operational systems to solve complex project challenges.
- **Professional Excellence:** Building capability through training, knowledge sharing, and industry leadership.

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## Leadership

### **Sharif Alnaqeeb, Founding Partner**

25+ years in EPC, FIDIC, and international arbitration across MENA. Leads multidisciplinary teams in delay, quantum, and commercial management to protect project objectives.

**Languages:** Arabic, English

### **Admissions & Memberships:**

- Egyptian Bar (Court of Cassation)
- Chartered Institute of Arbitrators (CI Arb)
- International Chamber of Commerce (ICC)
- Chambers Global
- World Commerce & Contracting

### **Professional Associations:**

- Regional construction and infrastructure law forums
- FIDIC and NEC governance workshops
- International arbitration and dispute avoidance networks

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## Major Projects

- **SAR 140B Rua Madinah Masterplan:** Program-level FIDIC governance from procurement to DAAB readiness, ensuring risk mitigation and schedule certainty.
- **SAR 71B Green Riyadh Program:** Citywide delivery frameworks, early-warning controls, and risk-weighted Particular Conditions to protect budget and timeline.
- **SAR 30B+ Safari Group Portfolio:** EPC risk allocation, O&M performance regimes, and structured settlement playbooks to safeguard operational efficiency.
- **Multiple Saudi Ministries:** Transparent PPP procurement, bankability reviews, and regional arbitration readiness for government infrastructure projects.

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## Sectors Served

- **Infrastructure:** Highways, airports, bridges, tunnels
  - **Energy & Utilities:** Oil, gas, renewables, water
  - **Operations & Facilities Management**
  - **Real Estate & Hospitality**
  - **International Transport & Logistics**
  - **PPPs & Vision 2030 Initiatives**
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# Services Across the EPC Lifecycle — Comprehensive

Phase	Key Services
<b>Inception &amp; Strategy</b>	Delivery model selection, regulatory scans, risk allocation, governance frameworks
<b>Joint Venture &amp; Consortium Advisory</b>	Structuring joint ventures and consortium agreements, governance models, dispute resolution clauses, shareholder/inter-party agreements
<b>Procurement</b>	RFP/RFQ drafting, evaluation, bidder Q&A, negotiations, bankability review
<b>PPP &amp; Concession Agreements</b>	Drafting and negotiation of PPP contracts and concession agreements, risk allocation, revenue models, and bankability assessment
<b>FIDIC Contracts &amp; Negotiation</b>	Red/Yellow/Silver Books, Particular Conditions, risk matrices
<b>Delivery &amp; Administration</b>	Notice regimes, change control, record-keeping, dashboards
<b>Claims &amp; Change Management</b>	EOT, disruption, prolongation, quantum analysis, expert coordination
<b>DAAB &amp; Dispute Prevention</b>	Board setup, early-warning systems, referral templates, settlement playbooks
<b>Arbitration &amp; ADR</b>	ICC/regional representation, pleadings, evidence mapping, parallel settlement strategies
<b>Project Rescue &amp; Dispute Intervention</b>	Rapid project assessment, interim dispute management, early settlement strategies, expert coordination
<b>O&amp;M / FM</b>	SLA/KPI frameworks, incentive/abatement mechanisms, lifecycle risk management
<b>Handover &amp; Close-Out</b>	DLP management, security release, final claims reconciliation
<b>International Contract &amp; Cross-Border Advisory</b>	Multi-jurisdictional contract review and alignment, cross-border dispute avoidance, export/import compliance advisory

Phase	Key Services
<b>M&amp;A &amp; Strategic Transactions</b>	Project-level acquisitions/divestments, legal due diligence, risk mapping, negotiation frameworks
<b>Technology &amp; Digital Contract Solutions</b>	Contract lifecycle management platforms, dashboards, automated notices, compliance tracking, early-warning analytics
<b>Training &amp; Knowledge Transfer</b>	Executive briefings, tailored workshops, mentoring, claims clinics for project teams

**Visual Highlights:** Tender, DAAB, Claims, Arbitration phases framed with **3D metallic gold cells**, navy text, and gold borders. Dark-blue areas framed with gold line. Gradients applied: **blue** → **dark blue**, **white** → **gray**, **gold** → **3D real gold paper effect**.

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## Specialized Packages — Comprehensive

- **Full Tender Package (8–12 weeks):** Strategy, RFP/RFQ kit, Employer's Requirements, risk matrix, complete FIDIC suite.
- **Joint Venture & Consortium Advisory Kit:** Structuring templates, governance models, dispute resolution clauses, inter-party agreements.
- **Procurement Package:** Bidder Q&A management, evaluation templates, negotiation support, bankability reviews.
- **PPP & Concession Agreement Package:** Drafting and negotiation of PPP contracts and concession agreements, risk allocation, revenue models, bankability assessment.
- **FIDIC Contracts & Negotiation Kit:** Red/Yellow/Silver Books, Particular Conditions, risk matrices.
- **DAAB Readiness Package:** Board terms, referral templates, evidence indexing, settlement playbook.
- **Claims Rapid Review (10–15 days):** Entitlement, causation, quantum triage, negotiation roadmap.
- **Contract Administration OS:** SOPs, notice planner, registers, dashboards, training.
- **Arbitration Readiness Kit:** Case theory, evidence map, expert TORs, procedural timetable.
- **Project Rescue & Dispute Intervention Package:** Rapid diagnostics, interim dispute management, early settlement playbooks, expert coordination.
- **International Contract & Cross-Border Toolkit:** Multi-jurisdictional alignment, export/import compliance, dispute enforcement strategies.
- **M&A & Strategic Transactions Package:** Acquisition/divestment checklists, due diligence, negotiation frameworks.
- **Digital Contract Solutions Suite:** Lifecycle dashboards, automated notices, compliance tracking, early-warning analytics.
- **Training & Knowledge Transfer Program:** Executive briefings, workshops, mentoring, claims clinics.

*All packages offered via fixed-fee, capped-fee, or retainer models. Third-party expert costs scoped separately.*

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## Engagement Process

1. **Consultation & Needs Assessment:** Define objectives, challenges, priorities
  2. **Conflict Check & Compliance Review:** Regulatory, contractual, and ethical alignment
  3. **Engagement Letter & Fee Agreement:** Scope, deliverables, pricing
  4. **Kick-Off & Strategic Planning:** Milestones, communication protocols, risk management approach
  5. **Ongoing Collaboration & Monitoring:** Transparency, adaptive strategies, progress tracking
  6. **Completion & Feedback:** Deliver outcomes, reconcile results, gather client insights
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## Pricing Approach

- **Fixed-Fee Phases:** Clear scope and cost for defined stages
- **Capped-Fee Arrangements:** Cost ceilings for high-variability engagements
- **Retainer Models:** Ongoing support for contract administration, DAAB, and dispute avoidance

*Pricing aligns with project objectives, reduces financial uncertainty, and delivers measurable value.*

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## Calls to Action

- Schedule a tailored consultation
  - Request a service overview
  - Access guides and resources
  - Engage senior-led counsel to safeguard projects
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## Contact

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### Visual Guidelines:

- **Colors:** Navy #000080, Gold #DAB829, White #FFFFFF
- **Typography:** Serif headings, sans-serif body

- **Design:** Clear hierarchy, gold dividers, ample whitespace
  - **Special Effects:** Dark-blue areas framed with gold line; gradients: blue → dark blue, white → gray, gold → 3D real gold paper effect
  - **Highlight:** High-impact table phases in gold
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