

**Technical Meeting Presentation, December 10<sup>th</sup>, 2020, Thursday, 7:00 PM**

**Location: Online**

**TOPIC: The Principle of Entitlement**

**ABSTRACT:**

Summary and Learning Objectives.

A detailed discussion on the Anatomy on Claims Entitlement. This is where both Contractor and Client will gear to a Fair and Reasonable claims packaging and review respectively.

The learning objectives are:

- Learn the different phases of Entitlement to a Claim from both side of the fence i.e. Contractor vs Client Perspective
- On the Contractor side: Learn some practical techniques on how calculate manhours entitlement, EOT, unit rates to utilize, etc. moreover how to sell it more effectively.
- On the owner side: Learn how to optimize review on Claim Entitlement resulting in an equitable resolution on the claim.
- Learn the different types of time, indirect/direct, administrative entitlements.

**Presenter: GHOLAN MEDALLA**

Gholan Medalla has over 20 years of hands-on Project Management, Process Controls and Risks Management experience. This is with various overseas assignments such as Canada, Japan, Singapore, UAE, Iraq, Hong Kong, Saudi Arabia and the Philippines. He has worked with big industry players such as Saudi Aramco, Exxon Mobil (IOL), Total, Siemens, Oracle, Kiewit Energy to name a few, with programs ranging from US\$ 1B to US\$ 5B and Mega Projects costing US\$ 9B to US\$ 15B. Gholan Medalla has substantial experience in design, project execution, estimating, cost, contracting and risk management. He has also implemented, maintained and led developments of robust Project Controls Systems, tools, KPIs, and processes. His background has a strong emphasis on "real project" – "hands on" experience.

He created GLI Construction Services to better serve the need for quality goods and services across the Philippines.

As the official Kyocera / Ryobi distributor in the Philippines, he plans on further expanding his networks to grow the company to new heights.

