

# ACE GCC 2010 Conference

Following on from the successful conferences focused on working in the Middle East over the past three years, ACE has established a proactive presence in the region with the annual ACE GCC conference.

**ACE GCC conferences** are held in Abu Dhabi and Dubai to give support to UK consultancy and engineering companies in the region, to give guidance on contract risk management, best procurement process, entry strategies and to endorse relevant training for professional engineering staff.

ACE GCC conferences draw senior management delegates and eminent speakers from the legal, insurance, client and health and safety sector.

#### Speakers will include:

**Dominic Jermy**, British Ambassador  
**Ian Clarke**; Mott MacDonald  
**Gurjit Singh**; Sorouh  
**Nelson Ogunshakin**; ACE  
**Peter Shaw**; Denton Wilde Sapte & Co  
**Michael Earp**; Willis Ltd  
**Raid Abu-Manneh**; Mayer Brown  
**Roger Button**; AMERELLER Legal Consultants  
**Phil Dowrick**; UKTI  
**Rod Macdonald**, Buro Happold

This two-day event will address the challenges firms face in the region as well as focus on the increasing opportunities available in the Gulf Council Countries which continue to remain a key destination for the engineering and consultancy industry.

Delegate Fees:	1 Day	2 Day
ACE members	£400	£700
Non ACE members	£500	£800
Early Bird ACE Member	£320	£560
Early Bird Non ACE Member	£400	£640

## Sheraton Hotel, Abu Dhabi • 17-18 October 2010

#### Why attend the ACE GCC Conference

- Two-days of interactive business content with guidance on risk and procurement management
- Guidance on entry strategies and ways to win work
- Networking opportunities with an excellent platform to meet and develop relationships with key industry leaders in the industry

#### Key Topics

- Business opportunities and challenges in the region
- Entry strategies to Saudi Arabia and Oman
- Valuable insight on the clients perspective
- Legal, insurance, health and safety, regional commercial and cultural implications of working in the GCC region
- Appropriate forms of consultancy appointment
- Key effective risk management and mitigation strategies
- Business strategies to overcome the economic squeeze and staying ahead in a competitive market place
- Realities of funding and financing projects
- Opportunities beyond the GCC: Egypt, Iraq and Libya

The conference draws together executive engineers, construction professionals and key clients working in the region to explore current and future opportunities in the GCC countries, sharing knowledge and lessons learned from the many challenges they face and uniting to resolve some of the issues.

**Who should attend:** engineers, quantity surveyors, chief executives, managing directors, architects

For further information on the ACE GCC 2010 Conference contact Naomi Bari, ACE international business manager, on [nbari@acenet.co.uk](mailto:nbari@acenet.co.uk) or 44 207227 1890