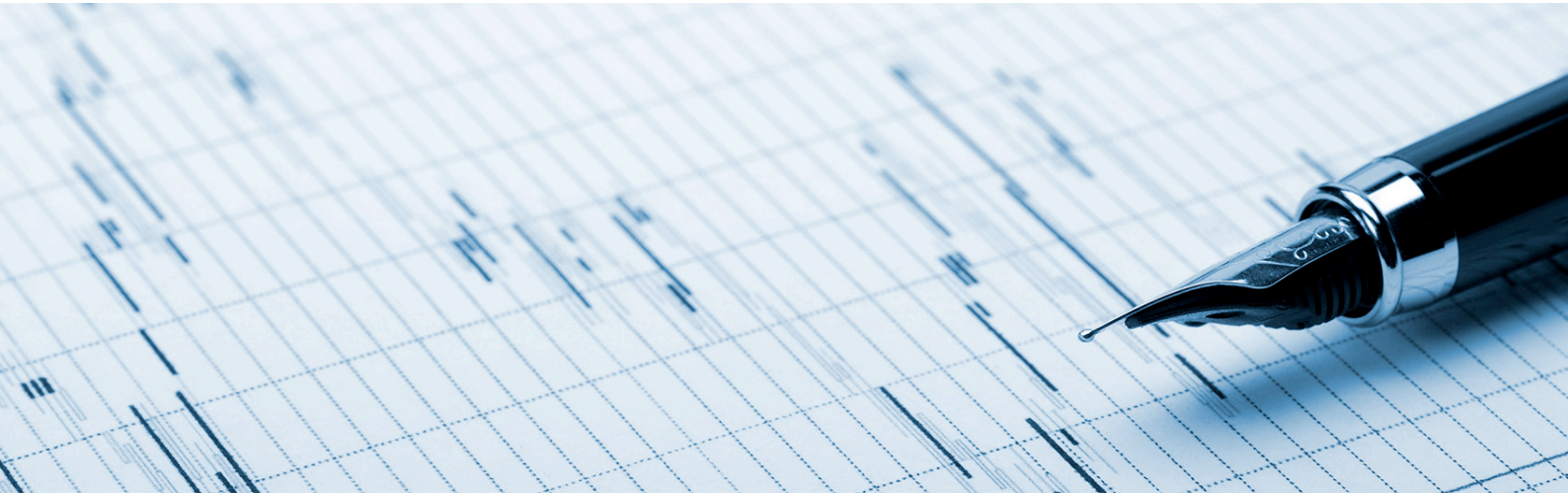


Case Study: Chinese Emergency Power Generation Contracts



Situation

Our client, a major German industrial corporation was contracted to provide a series of Emergency Power Generation units in support of the Chinese nuclear power generation programme. Our client was concerned by the profitability of the contract and retained INDECO to undertake a Cold Eyes Review of the situation.

Approach

INDECO undertook an in-depth review of contract documentation and conducted a series of interviews with client staff. After a two-week intervention INDECO concluded that the contract profitability was indeed at risk and that the project and contract management functions must be strengthened. Specific recommendations were made to the board in this regards.

Impact

The client board accepted the INDECO recommendations and the project and contract management was duly strengthened with the addition of new senior executives.