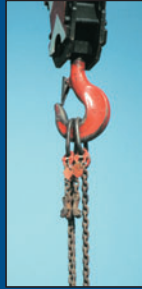




# LONG INTERNATIONAL



- **Engineering and Construction Claims Analysis and Expert Testimony**
- **Project Management Consulting Services**
- **Insurance Claims Analysis and Expert Testimony**



*International Experts in Claims Analysis, Dispute Resolution, and Project Management for Process, Oil & Gas, Pipeline, Power, Industrial, Infrastructure, and Building Construction Projects*

## OUR FOCUS

Long International provides expert engineering and construction claims analysis and expert testimony, project management consulting, and insurance claims analysis services to the engineering and construction industry worldwide. Founded by Richard J. Long, P.E., a chemical engineer with over 40 years of experience, our primary focus is on petroleum refining, petrochemical, chemical, oil and gas production, pipeline, mining/mineral processing, power, cogeneration, industrial, infrastructure, and building construction projects. We have prepared expert reports and testified in U.S. and international arbitrations and litigations. Since 1996, Long International has served clients and projects located in over 45 countries spanning six continents.

## PROFESSIONAL SERVICES



**Experienced  
Project  
Experts**

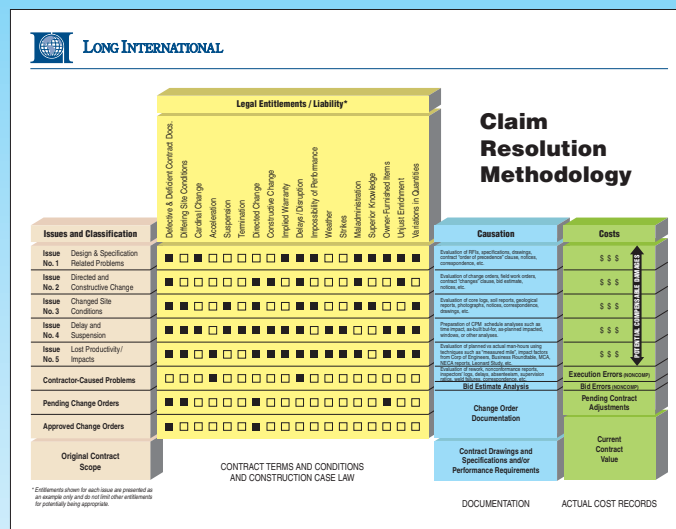
- Petroleum Refineries
- Petrochemical/Chemical Plants
- Oil Sands Upstream/Downstream Plants
- Offshore Oil & Gas Production Facilities
- Floating Production, Storage and Offloading (FPSO) Facilities
- Gas Processing Facilities
- Mining & Mineral Processing Facilities
- Pipelines/Compressor Stations
- Coal/Coke Gasification Facilities
- Oil Shale Facilities
- Pipelines/Compressor Stations
- Steel Mills/Coke Ovens
- Commercial/Industrial Buildings
- Highway, Light & Heavy Rail Transportation Projects
- Hospitals, Prisons, and Airport Facilities
- Water and Wastewater Treatment Plants
- Power Plants (Coal, Nuclear, Gas, Biomass, and Cogeneration)

## OUR MISSION

Our mission is both to resolve and prevent problems that negatively affect the success of engineering and construction projects. Because we have many years of engineering, project/construction management, contract administration, and project controls experience prior to establishing our consulting careers, we have the qualifications, capability, know-how, and credibility to properly analyze problems and disputes, establish cause-effect relationships, and develop defensible and persuasive opinions relative to the responsibility for problems and resulting schedule delays and cost overruns. This expertise also provides our clients with the knowledge to properly manage and control the scope, quality, cost, schedule/programme, and contract administration aspects of their projects and prevent/mitigate problems that may arise.



**LONG INTERNATIONAL**



**Engineering and  
Construction  
Claims Analysis  
and Expert  
Testimony**

- Claim Requests /Defense Against Claims / Expert Reports
- CPM Schedule/Programme Analyses
- Quantum/Damages Analyses
- Cumulative Impact Claims
- Technical Assessments of Unresolved Change Orders
- Risk Assessment/Probabilistic Determination of Potential Claim Settlement Values
- Computerized Document Database Systems
- Graphics and Multimedia Presentations
- Expert Testimony
- Independent, Third-Party Analysis of Claims

## PROFESSIONAL SERVICES



### Project Management Consulting

- Development/Review of Project Management Plans, and Project Controls/Contract Administration Policies & Procedures
- Analysis of Technical Issues, Schedule Impact, and Pricing of Change Orders
- Analysis of Contract Language
- Schedule Quality Assurance Reviews
- Cost and Schedule Risk Analyses
- Preparation of As-Planned Schedules and Schedule Updates
- Preparation of Document Control and Tracking Procedures
- On-Site Cost and Schedule Control, Progress Reporting, Schedule Development, and Assessment of Labor Productivity
- Contract Administration/Owner's Representative
- Project Reviews/Audits
- Project Management/Controls Seminars
- Claims Prevention Training Seminars
- Reviews and Critiques of Contract Documents, Proposals and Bid Packages
- Cost Estimate and Forecast Reviews



LONG INTERNATIONAL



### Insurance Claims Analysis and Expert Testimony

- Evaluation of Property Damage Claims due to Fires, Explosions, Floods, and Other Covered Events
- Evaluation of Advance Loss of Profits and Delayed Start-up Claims
- Evaluation of Cost/Schedule Impacts of Code Upgrades and Betterments
- Determination of the "But-For" Date
- Evaluation of Acceleration/Business Interruption Tradeoffs
- Analysis and Quantification of Rebuild Expediting Costs
- Risk Assessment/Probabilistic Determination of Potential Claim Settlement Values
- Monitoring of Schedule Performance
- Arbitration/Litigation Support/Expert Testimony
- Insurance Claim Settlement Support

## OUR STAFF

Our staff of over 45 professionals have extensive U.S. and international experience on large, complex, grass roots, revamp, and reconstruction projects incorporating conventional-phased, fast-track, or EPC turnkey concepts. Long International's consultants include chemical, mining, civil, mechanical, and electrical engineers, and program, project, and construction management professionals. Our experts have earned advanced degrees, professional engineering licenses, and project management professional certifications. Our senior personnel have on average over 35 years of experience working for major oil and chemical companies, manufacturing companies, power generation companies, public owners, international engineering and construction companies, mechanical and electrical contractors, construction consulting firms, banks, insurance companies, and financial organizations. This experience encompasses hundreds of projects worldwide ranging in cost from several million to several billion U.S. dollars. We assign senior-level consultants with extensive engineering and construction experience to perform the analyses and testify in mediation, arbitration, litigation, or other ADR forums if resolution through negotiation is not achieved.

*“Our clients expect expertise, experience and credibility. We are proud of the reputation that we have earned for high-quality work products and cost-effective results.”*

– Richard J. Long, P.E.



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