

Your contract in "zekobekosheko" language

Almahdy Eltonsy

Contract is a governing document for any deal or project.

FIDIC contracts released as standard contracts.

Scope definition, deliverables, payments... etc. all identified in the contract.

Without clear interpretation of the contract... wrong treatment will occur.

Working with multinational companies and in international projects, meaning by that having multiple branches from different countries working on the same project, would make the contract a vital part.

Who wrote the contract?

In most cases the one who wrote the contract is the one who you will see maybe two times.

Who will execute the contract?

You!

So...?

Pitcher and catcher!

What that means?

Let me start from the early beginning...

Phone rings:

- hi
- we got it, we won the deal... yes! yes!
- Wow, congrats but which deal?
- Oh, the deal with 700 million USD in zekobekosheko ... we did it, we participated in gov. tender... we got it!
- mmm great! looks delicious... are we direct there?
- nope, we will after this deal... it is A BIG one ... multiple contracts... we have 9 contracts with the gov.
- ok, so thanks for telling me....
- you know why I am calling?
- Yes, that is why I want to hang up...

- Congrats, you have been assigned as the program manager for this deal ... it is not a project... it is a program....
- will send you all contracts by email ... 9 contracts with annexes...

Oh one thing ...contracts are bilingual so you have the zekobekosheko language as well as English.

As you know the deal was done with the government, so the zekobekosheko language is the governing language.

You can conclude the rest.

To deal with this you need to have a very strong in-country catcher ... a strong candidate as catcher ... who knows the language and laws...

You need him to catch what you pitch and working in a rhythm with you.

What will you need to do?

- Line-by-line, read the contract
- Extract deliverables
- Build your risk register
- Get authorized, translated copy of the governing laws, with all successive memos or decisions, including ministry's executive decisions.
- Re-identify the risk.

If it is a good contract, it will last for some years...

Learn zekobekosheko language!

Another thing ... as it is an international project ... mostly you will not see the one who signed the contract.

Have a great day!

About the Author



Almahdy Eltonsy

Cairo, Egypt



Almahdy Eltonsy, IPMA – B is a Senior Project Manager in the HealthCare industry, and the first healthcare PM granted the IPMA-B certification in Egypt. Starting with Siemens in 1993, Almahdy has extensive technical and managerial experiences, gaining the ability to work cross-functionally in a time-intensive environment. One of the most important milestones in Almahdy's project management career is Children's Cancer Hospital in Egypt (57357) (www.57357.com), a 30 Million Euro Project. As a GPM for this strategic pivotal project, the scope was not only project management but also the service management, in addition to work with accreditation bodies.

In 2012 Almahdy moved to GE HealthCare to work as a product service manager for Surgery – X-Ray – Intervention – Ultrasound – Life Care solutions, using his experience in leading the service team with project management methodology. Almahdy's motive to change is to take a new challenge and exposure to new cultures and discipline, taking advantage of his technical and managerial skills and using the project management tool box in general management aspects.

In addition to his work in healthcare, Almahdy worked as an IT project developer with one of the largest media and advertising groups in Egypt. Almahdy was able to realize a new methodology and software for Media planning and advertising campaign planning. Almahdy holds a B.Sc. in Systems and Biomedical Engineering from Cairo University - Faculty of Engineering, and passed many specialized courses in Siemens, GE and Microsoft. LinkedIn: Almahdy Eltonsy.

Email: Almahdy_eltonsy@yahoo.com