



Didier GUYNET

59 year old, born December 2, 1959

French Nationality

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Over 30 years of experience in procurement and contract management for large scale construction / infrastructure projects (contract preparation, contract negotiation, claim management).

FIDIC accredited Dispute Adjudicator - FIDIC accredited Trainer

What I can bring to your organization: at ease in multi-cultural environments, I position myself at the crossroads of commercial, technical and contractual/legal aspects of business and I strive to shift problems into workable solutions.

PROFESSIONAL RECORD

September 2017 to date: ASIAN DEVELOPMENT BANK (ADB)

Senior Procurement Specialist

PARTICIPATION TO THE PREPARATION OF ADB NEW PROCUREMENT FRAMEWORK (NPF)
Peer reviewer of NPF new set of documentation (Guidance Notes, Staff Instructions)
and team leader for the preparation of the Guidance Note on Contract Management
and Abnormally Low Bids.

FIDUCIARY OVERSIGHT AND GUIDANCE TO ADB BORROWERS FOR PROCESSING
PROCUREMENT TRANSACTIONS

More than USD 1,300 million worth of transaction processed in 2018 for various
infrastructure projects.

TRAINING ADB AND BORROWERS' S STAFF ON PROCUREMENT AND CONTRACT
MANAGEMENT

Delivering training on ADB former and new procurement frameworks, on FIDIC
forms of contract and on Contract Management.

November 2008 – August 2017: AEROPORTS DE PARIS INGENIERIE (ADPI)

A subsidiary of Aéroports de Paris dedicated to airports master planning, designing and engineering (yearly turnover of EUR 80 million and a staff of 400)

Senior Contract Manager

SETTING UP AND ORGANISATION OF A CONTRACT MANAGEMENT UNIT

- Setting-up a suite of in-house standard contracts
- Reviewing contracts (clients, sub-consultants, partners)
- Preparing insurance subscription in connection with ADPI's mother company legal department
- Supporting all operational staff members for all contractual issues, including claim management.

OPERATIONAL SUPPORT FOR PROJECT MANAGEMENT ASSIGNMENTS FOR TENDERING, NEGOTIATION AND CONTRACT MANAGEMENT ASPECTS

- New Tripoli International Airport: project of over EUR 2 billion concerning the complete extension and modernisation of the Tripoli airport;
- Middle Euphrates International Airport, Kerbala, Iraq: preparation and evaluation for the pre-qualification of contractors, preparation of tender document and contracts for the airport infrastructures and utilities (approx. EUR 800 million)
- Preparation of works contracts and addenda for other airports or public facilities projects (Libya, Tanzania, Guinea, Congo),

April 1993- October 2008: OGER INTERNATIONAL

A French construction engineering firm (yearly turnover of EUR 100 million and staff of 400)

1998 – 2008: Legal and Contract Manager, Paris, France

INTERNATIONAL BUSINESS DEVELOPMENT AND CONTRACT MANAGEMENT

- Tender preparation: preparation of application for pre-qualification, tender preparation, joint venture negotiation with local partners.
- Contract analysis, drafting and negotiation: design and/or supervision contracts (Oger International) and EPC contracts (assisting Saudi Oger in Abu Dhabi).
- Claim management.

FINANCIAL ANALYSIS AND PROJECT FUNDING

- Interface and negotiation with banks for the funding of the company head office project in Saint-Ouen, France (EUR 30 million).

1993 – 1997: Contract and Finance Consultant, seconded to the Council for Development and Reconstruction, Beirut, Lebanon

ADVISOR FOR PROCUREMENT, CONTRACT PREPARATION, NEGOTIATION FOR BUILDING CONTRACTS AND FUNDING AGREEMENTS, LOAN AGREEMENT FOLLOW-UP

- Core member of the negotiating team for finance, supply and installation of US\$ 540 million project for two combined cycle power plants involving 7 different funding sources and a mix of 14 loans;
- Evaluation and/or negotiation of BOT projects:
 - Lebanon's GSM cellular phone networks,
 - Beirut Conference Centre
 - Underground car parks in Beirut

1986 - 1993: AGENCE FRANÇAISE DE DEVELOPPEMENT (AFD)

The French aid agency (EUR 2,000 million yearly new lending and a staff of 1,500)

CREDIT OFFICER FOR INFRASTRUCTURE PROJECTS – FRANCE (2 YEARS), GHANA (2 YEARS) AND TERRITORY OF FRENCH POLYNESIA (3 YEARS)

- State-owned projects: new lending for EUR 10 to 20 million yearly for projects in the transport, telecommunications, health, power generation/distribution and water supply sectors
- BOT projects: ports, airports, solid waste treatment (waste recovery, compost production, incineration and power generation)

1984 - 1986: Volunteer for the French National Service,

Seconded to the Development Bank of Vanuatu (South Pacific) as Chief Accountant.

In charge of the book-keeping department of the Bank supervising of unit of 7 employees
Assistance to the yearly audit of the account;
Appraisal of some projects financed by the Bank.

EDUCATION

1980 - 1983 : Ecole des Hautes Etudes Commerciales (HEC)

French top Graduate Business School

Special emphasis the third year on Small and Medium firm management (Start-up, LBO, Restructuring, Consultancy).

1983-1984 : Université Paris-Dauphine (Paris IX)

"Diplôme d'Etudes Supérieures Spécialisées" (DESS)

A post-graduate course focused on corporate finance.

LANGUAGES

French: Mother Tongue

English: Fluent

Spanish: Fluent
Various visits in Spain and in South America

Arabic: Learning classical Arabic for several years

OTHER QUALIFICATIONS

- A 250-hour training session in 2006/2007 for the practice of civil and commercial law as an accessory practice to Engineering.
- FIDIC accredited (French National List) to act as Dispute Adjudication Board member, this accreditation being valid to be a Sole Member Adjudicator or Chairman of a Dispute Adjudication Board.
- FIDIC accredited trainer for contracts