



PROFILE

2024

A detailed photograph of a complex industrial machine, likely a steam engine or boiler system. The machine is composed of numerous large, cylindrical metal pipes and components, some of which are connected by smaller pipes and valves. A prominent feature is a large, circular handwheel on the left side, used for manual operation. The machine is set within a dark, industrial environment, possibly a factory or a ship's engine room. The lighting is dramatic, highlighting the metallic surfaces and the intricate details of the machinery. A thin blue vertical line is visible on the right side of the image.

Management is about persuading people to do things they do not want to do, while leadership is about inspiring people to do things they never thought they could."

- Steve Jobs

PROFILE

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INTRODUCTION

Over a career spanning 23 years I have been privileged to live and work in 4 different countries and 2 hemispheres.

I've worked with over a hundred nationalities and I've managed contracts in industries such as Mining, Aluminium Smelters, Petrochemical and Oil & Gas. I've worked on the client's side of the table where my job was to evaluate tenders and manage contracts.

Many times tenderers and / or contractors failed in their commercial duties because their in-house resources were either inexperienced or absent.

Oftentimes the management of the contracts that these companies secure falls to an individual within the organization whose primary function lies elsewhere, such as engineering.

Clearly there is a gap in the industry; a need for the skills of a commercial resource, but as is often the case, the need does not justify a full-time employee. I founded Akisun to meet that need.

At Akisun we strive to assist those companies who need support throughout the contract management process, without the need for a full-time resource.

Mark P. Davies
Director



SERVICES




Contract Formulation and Review

- Consulting on contractual terms and conditions, including NEC and FIDIC.
- Assisting in the formulation of contracts.
- Review of contract documents for completion and potential risks prior to sign-off.
- Assisting in the compilation of responses to RFI (Request for Information) and RFP (Request for Proposal) / RFQ (Request for Quotation).
- Development of project-specific procedures and templates for commercial documents.
- Compilation of sourcing strategy memoranda.



Tender & Contract Management

- Coordination of RFI (Request for Information) and RFP (Request for Proposal) documents.
- Liaison with Employer Commercial and Project Management teams.
- Management of tender process.
- Commercial Tender Evaluations.
- General contract management.



“Leadership is not a rank or a position, it is a choice – a choice to look after the person to the left of us & the person to the right of us” - Simon Sinek



Risk Management and Training

- Review and advise on contractual correspondences.
- Risk Reduction and Management / Mitigation.
- Formulation, issue, and close-out of early warnings, Project Manager's Instructions, etc.
- Training of personnel in Contract Management.
- Assist in the resolution of project concerns and associated contractual obligations.

PROFILE

VISION, MISSION & VALUES

Akisun Commercial Consulting's *vision* is to be the go-to leader in providing commercial consulting services to clients in the EPCM arena.

Our *mission* is to provide intelligent solutions, expert guidance to deliver exceptional results.

We believe in:

Communication
Authenticity
Integrity
Quality

SPECIALIZATION

Akisun's Unique Selling Proposition (USP) includes:

Expertise

Drawing on over two decades of experience across diverse industries such as Mining, Aluminium Smelters, Petrochemical, and Oil & Gas, our founder has evaluated tenders and managed contracts from the client's perspective.

This insider knowledge positions Akisun to deliver expert guidance, making sure your submissions meet the highest standards and your contracts are expertly managed from start to finish.

continued

SPECIALIZATION

Flexibility

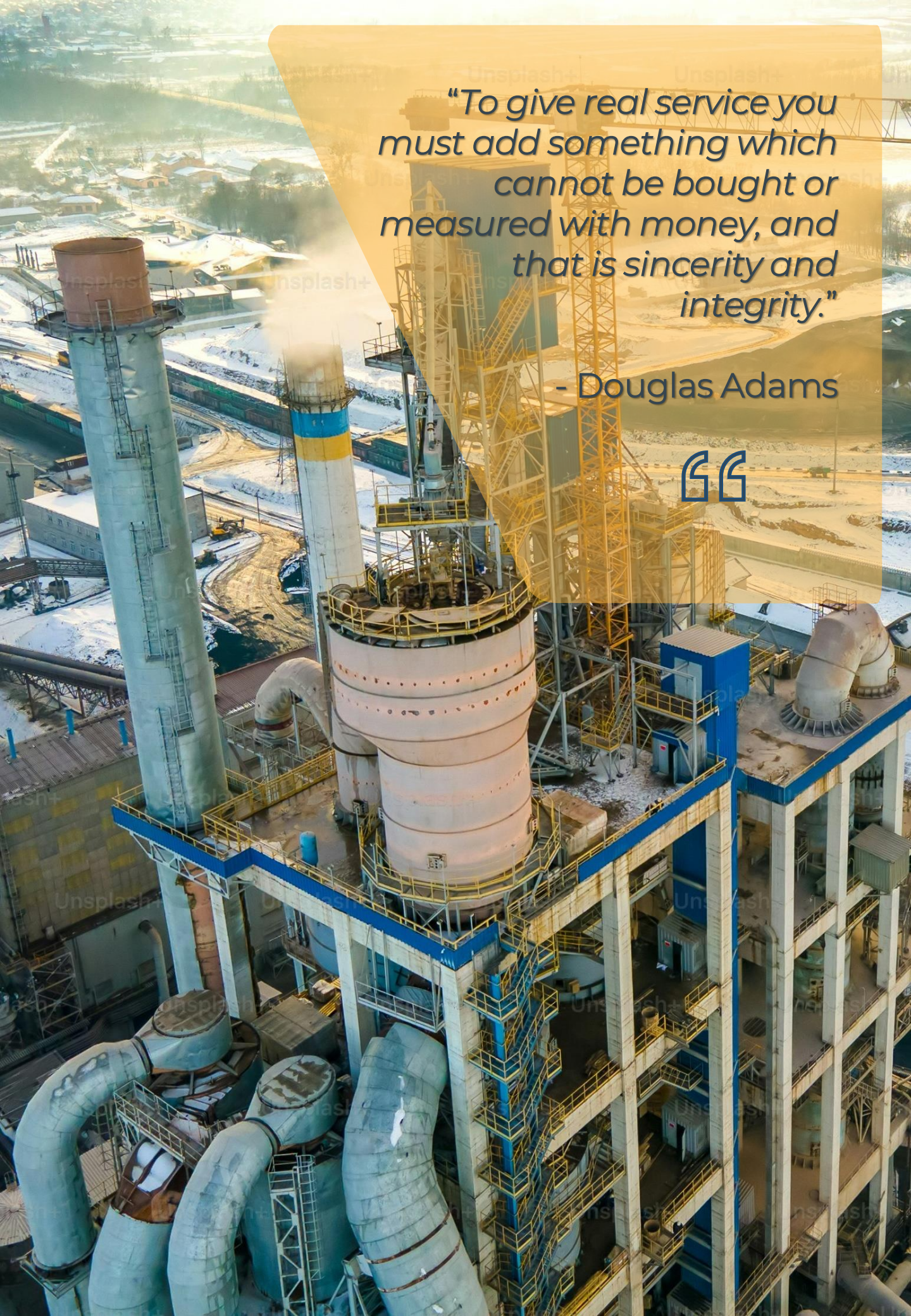
At Akisun, we understand that the need for expert commercial support doesn't always justify a full-time hire.

Our flexible, ad-hoc services provide the specialized assistance you need, precisely when you need it, without the overhead of a full-time employee. This ensures you get top-tier expertise on demand, tailored to your specific project requirements.

Reliability

Reliability and integrity are at the core of Akisun's services. We understand the importance of trust in managing contracts and tenders, and we strive to exceed expectations in every project.

Our proven track record of delivering exceptional results ensures that you can count on us for dependable and effective commercial consulting.

An aerial photograph of a large industrial plant, possibly a power station or refinery, featuring several tall, cylindrical chimneys and a complex network of pipes and scaffolding. The scene is set in a snowy or winter environment. A semi-transparent yellow banner is overlaid on the top right of the image, containing a quote and the name Douglas Adams.

"To give real service you must add something which cannot be bought or measured with money, and that is sincerity and integrity."

- Douglas Adams



TESTIMONIALS



I have worked with Mark on several occasions on Petrochemical Projects. His knowledge coupled with extensive experience made my job so much easier. In addition, Mark has exceptional people skills which leads to effective communication, especially in the Change Management process.

Marlene Muller,
Principle Contracts Engineer, Wood SA

I have had the pleasure of working with Mark (as the Client's contract representative) on various projects over the last decade or so and I have found his contract/commercial knowledge and expertise to be exceptional. Mark is a genuinely good and honest person which greatly assists in developing a strong and trustworthy working relationship.

Chris Hawes,
Proposals & Procurement Director, Wetback Contracts

Mark is remarkably generous with his knowledge and always willing to share insights and collaborate effectively. His keen understanding of risk management and adept negotiation skills further solidify his reputation as a leading professional in contract management. Mark's dedication to excellence and his collaborative spirit make him an invaluable asset to any team.

Micheal Walter,
Procurement Manager, Move One (Dubai)

Enhance Your Contract Management with **AKISUN**



Benefit from industry-leading expertise without the need for full-time hire.

From tender reviews to contract close-outs, we provide reliable, professional support every step of the way.

**CONSULT
WITH US TODAY**

CONTACT

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