

CONTACT DETAILS

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RISK, BUSINESS, TECHNICAL, PROJECT and MANAGEMENT CONSULTANCY.

6SConsultants are a specialist Consultancy specialising in providing Innovative and Creative advice on High Technology Projects and Businesses especially in the Telecommunications Market. With a capability to provide all types of Consultancy, areas of expertise include;

- **RISK: Providing Risk analysis relating to Projects, Business Operations, Selecting and managing Contractors, and the Installation and Construction of Equipment and Systems.**
- **CONSULTANCY: Management advice to small, medium and large Corporations, assisting Project Managers with help in assessing and running Major Projects, and specific assistance on the issues relating to Insurance and handling of associated Claims.**

6SConsultants' Business and Technical assistance is aimed at a range of customers from;

- Operators, Manufacturers, Contractors, Sub-Contractors.
- Banks, Venture Capitalist, Insurance Companies and other Financial Institutions.
- Management and Engineering Consultancies.
- Technology Start-Up Companies involved in the development, deployment integration and operations of high technology solutions.

6SConsultants have considerable experience in the design, marketing, selling, management and construction/installation of a range of systems and projects involving variety of technologies. Experience has been gained working in a variety of countries around the world, including those in Europe, South East Asia and North America.

Recent Projects

- Developing a Risk Advisory business with a leading firm of Insurance Brokers for a global technology company.
- Advising on major claims associated with a Submarine Telecommunications Cable System.
- Assistance on a major Power System Project in Australia.
- Due diligence on a company in the NW of the USA, involving the consideration of the technical, operational and financial aspects and producing an outline operational and financial plan for the future acquisition of the network.
- Responsible for the successful integration of a pan European network, integrating different equipments and technologies, constructing, fitting out and instrumenting 30 buildings controlled through open interfaces into a central Network Operating Centre.

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Typical Tasks undertaken by 6SConsultants.

RISK

- Using a Risk matrix to analyse Risks associated with current and future Projects.
- Analysing current Business Operating Risk and impact of projects/investments on ongoing Risks.
- Assessing Contractors and carrying out Capability Audits
- Evaluating Construction and Installation plans including on-site assessments.
- Assisting in analysing Insurance Proposals and ensuring they are compatible with Customer and sub contracts.

CONSULTANCY

- Developing, Analysing and re-evaluating business plans associated with individual projects and operations.
- Assisting in the evaluation and development of restructuring proposals and providing technical advice in M&A proposals. Including supporting administrators and liquidators. Advice in arbitration or court proceedings
- Technical support in Sales and Marketing process, developing Sales proposals, making project bids. Carrying out competitor analysis and technology analysis.
- Evaluating Project Proposals.
- Developing Disaster Recovery Project Plans.
- Providing assistance to Legal teams, in the writing of Contracts.
- Integrating a variety of technologies into a project and construction environment.
- Providing support, evaluation and management for technical and development operations and in developing specifications and quality standards.
- Assisting in analysing insurance proposals to ensure compatibility with project and operating risk assessments.
- Devising strategies for handling claims and assisting in the Insurance Loss Adjusting process.

Lawrence Smith CV

Has over 20 years experience in the cable and Telecommunications industries, working at STC (3yrs), GPT Submarine Communications (10Yrs), Siemens Cable & Network Engineering Divisions (3 Yrs) and Pangea Networks (2Yrs). More recently he has been self-employed consultant to the cable industry, insurance market and various telecommunication companies. The expertise includes senior customer facing Project and Contract management, from concept to operations, including dealing with regulatory authorities, lawyers, venture capitalists and bankers.

He has worked all over the world in selling, developing, negotiating and project managing a range of cable system projects and has expertise in communication system technologies. Recent experience includes working on risk management proposals for a major Japanese corporation, a 'Delay in Start-UP claim' on a major submarine cable system in the Asia Pacific Region and Risk assessment of a major Power System project in Australia.

Qualifications include an engineering degree from Liverpool University and an MBA from the City University London.