

CONTACT DETAILS

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RISK 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' **RISK** Consultancy is directly aimed at two groups of Customers;

- Operators, Manufacturers, System Suppliers, Contractors, Sub-Contractors, Construction Companies, Management and Engineering Consultancies.
- Commercial Insurance Companies, Underwriters, Insurance Brokers, Loss Adjusters, Claims Consultancies and other Financial Institutions.

6SConsultants have considerable experience working with and managing **RISK** 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 RISK Consultancy Projects

- Developing a **Risk** Advisory business with a leading firm of Insurance Brokers for a global technology company. Proposing ideas and strategies to ensure that all ongoing and future contracts are Risk assessed and appropriate strategies and Insurance policies are undertaken to minimise the potential impact on their overall Business.
- Assistance on evaluating the major **Risks** in the development of a overall Insurance package for major Power System Project in Australia. Developing a Risk analysis matrix to assess each phase of the project individually and the consequential impact on other parts of the Project. Concluding with a summary of the key **Risks** and the likely impact.
- Advising on major claims associated with a variety of Submarine Telecommunications Cable Systems in South East Asia. Assisting in the Loss Adjusting process, including the evaluation of the technical and contractual aspects of the claim.

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Typical Tasks undertaken by 6SConsultants.

RISK CONSULTANCY

- Using a Risk matrix to analyse Risks associated with current and future Projects.
- Developing Disaster Recovery Plans for all phases of a Project.
- Analysing current Business Operating Risk and impact of projects/investments on ongoing Risks. Including Delay in Start Up issues, cost over-runs, system performance issues.
- Assessing Contractors required to undertake parts of projects and carrying out Capability Audits. Establishing the key Risks to be undertaken by the contractor and the likely impact on the overall Project or Business.
- Evaluating the Risk associated with the plans for Construction of buildings or equipment and the Installation and commissioning of Equipment. This could include pre and post construction on-site assessments.
- Assisting in analysing Insurance Requirements and Proposals and ensuring they are compatible with existing policies and with the Insurance requirements contained in Customer Contracts and sub contracts.
- Advice on the development of a strategy in handling and progressing claims with Customers, Contractors and Insurance Companies.

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.