

Personal details

Nic B. Alkema

Manager with a legal, commercial and technical background.

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Competencies and personal skills

I would describe myself as being both firm and flexible. I like to be able to work with people on the basis of mutual respect. I am good at motivating and stimulating people. I am not only hands-on in my approach but also analytical, and a tactical and strategic thinker. I have a strong commercial drive and am skilled at giving advice. During negotiations I like to employ a diplomatic approach and use my skills of persuasion. Good managing skills with ability to lead a team and liaise efficiently with other teams. Excellent analysis, synthesis, communication, and presentation abilities.

Work experience profile

I have held positions in Wind industry projects, offshore-, shipbuilding- and construction projects, infrastructural- and utility construction projects. Experience within general contracts management both upstream (towards the Client) as well as downstream (supply-chain subcontracts-management)

Contract Management experience gained in the maritime and construction industry. I have dealt with a variety of contracts in multi-disciplined environments (both under civil and common law systems) , e.g. Fidic Red / Yellow/ Silver, Crine, Bimco, Maximo and UAV from tender stage to execution, from procurement to services.

In general compiling, negotiating and handling contracts i.e. letters, notices, VOs/claims, commercial aspects, drafting subcontracts, liaison with legal/procurement, meetings/negotiations, communication with stakeholders. assessment of contracts and implementation of risk's. Addressing of legal, economic, insurance and technical issues.

In 2013 I have founded APMS to serve other parties with my brought knowledge and experience carefully buildup over de last years.

Work experience

- 2013 - **APMS Project Management Support, Consultant / Contract Specialist.**
APMS is a consultancy firm which focus on project- and contract management support.
- 2023- **EQUANS Antwerp and Rotterdam. Senior Contract Manager / Advisor**
Advising and assisting Equans in both the tender phase and the implementation phase of EPC projects.
- 2021-2022 **NESTE Rotterdam, Contract manger / Specialist**
Responsible for contracting the various parties required for the execution of the Turn Around TA2022 in October 2022.
- 2020-2021 **Air products, Zuidbroek, Consultant / Contract Manager**

Managing the various contracting parties during the construction phase of the nitrogen plant, in particular with claims, variations and execution.

2016-2020 **Smulders-Group, Arendonk,**

Senior Contract Manager / Claim Manager (via APMS)

A specialist for offshore wind projects. Over the years, Smulders has evolved from pioneer to market leader of transition pieces.

Managing the contract for several projects such as Galloper - Rentel - Hohe See - Norther - Triton Knoll - Borsele 3/4. Contract value Euro 25-100 Mio.

Creating and maintaining relationships with suppliers and customers.

Maintaining correspondence and documentation related to contracts.

Communicating and presenting information to stakeholders regarding contracts.

Monitoring contracts during execution and moving forward with close-out, extension or renewal of contracts.

Problem-solving contract-related issues such as but not limited to claims and variations. Assessment of contracts and implementation of risks. Addressing of legal, economic, insurance and technical issues.

2014 -2015 **AREVA WIND GMBH, Bremerhaven,**

Senior Contract / Claim Manager. (via APMS)

A leading specialist for offshore wind projects. The company develops and produces the five-megawatt wind energy plant M5000 in Bremerhaven.

Assist the Company with their Claim Management. In particular the setup and legal basis of a specific confidential claim. Reporting to the Project Director.

2010 - 2014 **Essent Projects B.V. / RWE Technology,**

Senior Contract Manager.

Company active in the generation of Energy. Co-responsible for the construction of the Claus C Gas power plant in Maasbracht. Main task the management of the contractors during the execution responsible for the construction work. (Integral Project Management-“IPM”) Total investment of > 1 billion Euro.

Project completed within budget, on time and to the required level of quality. Handling contract variations, claims and the respective negotiations.

2002 - 2010 **Bluewater Energy Services B.V.,**

Senior Contract Manager / Senior Legal Contract Engineer.

Company active in the offshore oil and gas market, Development and fabrication and supply of SPM (single point mooring) systems and FSO/FPSO vessels. Value between (€ 4 - 900 million). Full EPCI contracts i.e. including Transport and Installation.

Responsible for the reviewing, drafting and negotiation of international commercial EPC & EPIC contracts.

Assessment of contracts and implementation of risk's. Addressing of legal, economic, insurance and technical issues. Chief negotiator with prospective clients for these contracts (€ 4-140 million).

Controlling of the departments involved at the tender/quotation phase. Advising Vice Presidents and support to the Project Managers.

Close consultation with After Sales department during the contractual period. Manager and point of contact for subsidy applications.

2001-2002 **FIVE VOF,**

Manager Subcontracting

Company active in the oil and gas industry.

Responsible for maintenance and operational activities with regard to a production platform in the North Sea. Responsible for the proper contracting of subcontractors (contracts <5 million) in accordance with FIDIC Yellow Book.

1997-2000 **NBM Verstoep industrie services B.V. and Heijmans Bouw B.V.,**

Purchasing Manager

Companies active in the housing, utility construction and processing industries.

Responsible for all purchasing activities related to acquired projects and the businesses' draft contracts. Volume of purchases approx. 20 million. Responsible within the holding for central purchasing discussions, with the goal of increasing the volume of and minimizing the related costs.

1996-1997 **NKF Kabel B.V.,**

Freelance purchaser/Project Manager

Responsible for investment, services and maintenance for the machinery compound, as well as the premises. Developed a more efficient method of production for the production of equipment.

Tasked with the management of special projects for the production location.

1994-1996 **Schelde Scheepsnieuwbouw,**
Contract-engineer / Purchaser

Engineering/design of the hangar and the formulation of order specifications for the acquisition of parts for an amphibious transport vessel (ATS - Rotterdam) for the Royal Dutch Navy.

1992-1994 **Bouwcombinatie Maeslant Kering Staal, Contract-engineer,**

Company behind the design and construction of a breakwater for the Nieuwe Waterweg. Preparation and formulation of assignments, distribution to the building contractors. Monitoring of additional assignments, including approval of changes / additional work by Rijkswaterstaat.

Safeguarding of design criteria through calculation of the weight and centre of gravity of the storm-surge barrier.

1980-1992 Employed in various projects as Project Manager, Purchaser, draftsman, project engineer, head of technical product documentation and contract manager, *at the following firms: Heeremac VOF, Dordtse Engineering, Rademakers aandrijvingen, Directie Materieel Koninklijke Luchtmacht and Sanamij.*

1973-1979 **Shipyards Boele-Bolnes, Rotterdam,**
Various functions

Start of apprenticeship, then two year's work experience with shipping vessel frames.

The latter years as a freelance steelworker working on new construction projects; section-construction and construction/stripping, leading finally to ship repair work where an independent approach was required and deadlines had to be strictly adhered to.

Educational profile

Education

- Evening course HTS WTB 2 years 1984
- Evening course MTS WTB June 1982, diploma
- MBO Ship building 1975-1979 (various programmes), diplomas
- LTS metalwork & automobile techniques 1972-1973, diploma's

Courses

- 2008 - Falconbury / Liabilities and Damages in International Commercial Agreements
- 2007 - ICM - Effective influence
- 2007 - Ince&Co / Pitfalls in Construction Contracts
- 2006 - UCP - Letter of Credit
- 2005 - Hawksmere / Drafting Contracts under English Law
- 2004 - Abacus / Petroleum Trading and International Law
- 1998 - Incoterms

- 1998 - Operational assistant(BHV)
- 1998 - Firefighting and Evacuation
- 1998 - EHBO
- 1987 - NOVI system manager (AMBI modules)
- 1984 - TNO machinery inspection
- 1983 - Diploma in Company Management

Languages

Dutch - native speaker.

English - good oral, reading and writing skills.

German - good reading skills, oral and writing average.