



# GLOBAL CONTRACT MANAGEMENT

[www.globalcm.cl](http://www.globalcm.cl)

Av. General José Artigas 3055

Edificio Los Leones, Of. 1311, Stgo.

[contacto@globalcm.cl](mailto:contacto@globalcm.cl)

Fono 56 9 8159 1000



**Global  
Contract Management**



# STRATEGIC SUPPORT FOR VALUE GENERATION



# ABOUT US

We are a group of professionals who have on average more than 20 years of experience in the development of projects, execution of contracts and optimization of resources and processes in the various stages of the life of projects / contracts. We have extensive experience in the multiple specialties that are involved for the timely achievement of the objectives set by the organizations; within which are the following:

- Project Management.
- Contract Management.
- Bidding processes for goods and services.
- Programming and Control of Projects.
- CAPEX development and review.
- Safety, Health, Environment and Community
- Risk control.
- Quality Systems.
- Constructivity.
- Maintenance of major equipment.
- Field Engineering and Counterpart.
- Automation and Control Systems.

## MISSION

Advise our Clients in a timely, practical and effective manner, generating and rescuing value for the business. Participating with highly qualified and respectful professionals, both with people and with the environment.

## VISION

To become a Strategic support of our Clients for the Value Generation.










## **BUSINESS VALUES**

- **Respect**
- **Integrity**
- **Excellence**
- **Versatility**
- **Responsibility**
- **Customer Orientation**
- **Sustainability**
- **Innovation**

# GLOBAL CONTRACT MANAGEMENT MODEL

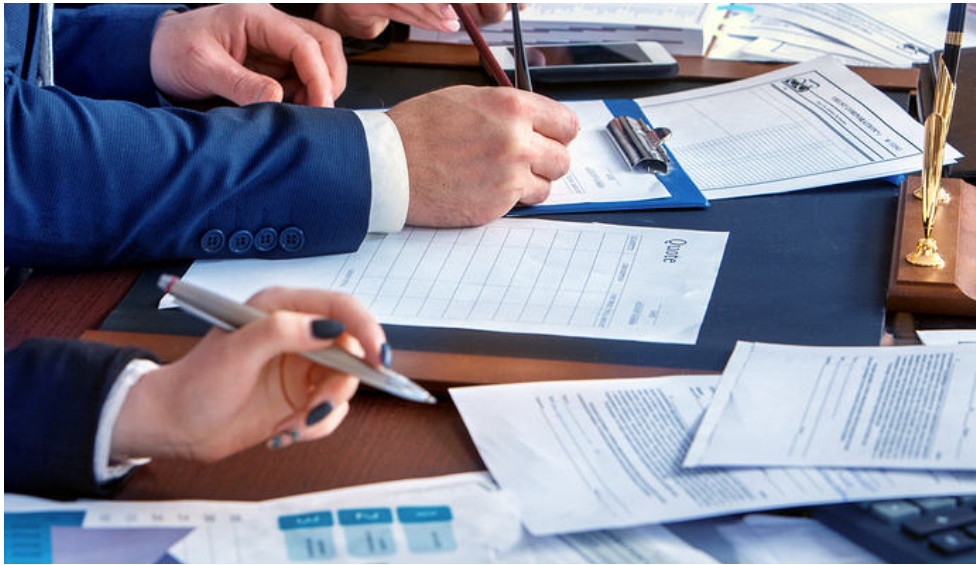
At **Global Contract Management** we support our clients by providing experience, multidisciplinary support and expert judgment. Our services are developed fully aligned with the PMI, Lean and Agile methodologies and the good practices indicated in the PMBok Project Management Fundamentals Guide.

In addition to these principles, **Global Contract Management** bases its business model on the following pillars.

	REMOTE WORK	<b>Organized, Collaborative and Planned Modality</b> , which allows working from home, or any place other than an office, without obeying schedules or working hours; if not, to the fulfillment of objectives.
	PMI - LEAN - AGILE METHODOLOGY	<b>Reducing the margins of error, optimizing processes</b> , eliminating stages that do not add value, reducing response times, and continuously improving.
	MULTIDISCIPLINARY SUPPORT	<b>Expert judgment available for the different disciplines</b> , which translates into agile solutions, with a high degree of completeness.
	DIGITALIZATION	<b>Use of technological resources</b> , which allows us to have optimal processes, being more efficient when developing our services, automating and innovating in the way of working.
	ON-DEMAND	<b>HH available in a simple and agile way</b> ; in the precise and necessary quantity, when the client requires it.



# SERVICES



## CONTRACT MANAGEMENT

Within the scope of Contract Administration, we may include, but are not limited to, the following activities:

- Accompaniment during the process of study and analysis of the hiring strategy.
- Accompaniment during the bidding process.
- Accompaniment in the Execution, Monitoring, Control and Closing stage.
- Involvement in Complex Specific Situations.

## PROJECT MANAGEMENT

We have the experience and the academic preparation necessary to support our Clients in Integrated Project Management:

- \* Integration Management.
- \* Schedule Management.
- \* Quality Management.
- \* Communication Management.
- \* Procurement Management.
- \* Scope Management.
- \* Cost Management.
- \* Resources Management.
- \* Risk Management.
- \* Stakeholders Management.



# SERVICES



## CLAIMS, DISPUTES AND CONTROVERSIES

We support in Addressing and support for negotiations and adequate strategies to reach agreements and resolve conflicts:

- We propose mitigating solutions.
- We support in the resolution of conflicts.
- We anticipate and promptly alert our Clients.
- We address any potential conflict early.

## TRAINING DIFFERENT AREAS

We have the experience and academic support necessary to train human resources in the different areas:

- Project Management.
- Contract Management.
- Project Control.
- Risk and Lessons Learned.
- Occupational Health and Safety.
- Environment and Community.
- Quality Systems.





# PROFESSIONAL TEAM



At **Global Contract Management** we have a professional team that has an average of more than 20 years of experience participating in the development of Greenfield, Brownfield and Stay in Business projects; Participation in medium and large-scale projects through EP, EPC, EPCM, BOT, BOOT contracts, among others, guarantee the knowledge and experience that allows us to deliver an accurate analysis and recommendation under an expert global perspective. Our services are developed in line with the PMI, Lean and Agile methodologies and the good practices of PMBok.



# MANAGEMENT TEAM



**ALEXIS NUÑEZ**

Expert in Formation, Management and Administration of Contracts and Project Management; has more than 20 years of professional experience in project development, providing services in highly complex mining sites. He has extensive experience in handling Negotiations, Conflicts, Claims and Controversies (Claims). He has served as Contract Leader in various mega projects in the mining area in Chile and abroad. Among those are the Commissioning and PEM of EWS and EWSE Projects for Minera Escondida; Construction of the Pascua-Lama Project; Construction to Operation Caserones Project; Construction Project Management of Pyrite Minera Centinela; Study, Codelco Gas Management Project Windows Division. Various projects for the Codelco Andina Division Project Management. His experience has allowed him to generate a comprehensive and transversal business vision in the development of a Project. Resolute, Proactive and Integrative, he has an expert look in the area of purchases and contracts.

Alexis is an Industrial Civil Engineer from the University of Valparaíso. Diploma in Administration and Project Management, Pontificia Universidad Católica (2015). Diploma in Contract Administration, Pontificia Universidad Católica (2016). Diploma in Strategic Contract Management, Pontificia Universidad Católica (2017). He is certified Level D "Manager in Project Management" in IPMA (International Project Management Association) and is currently preparing to take the PMI exam.



**JAIME SALDAÑA**

An expert in the design and implementation of Strategic and Business Plans, he has more than 20 years of experience in Administration of National and Foreign Capitals. His professional skills have allowed him to participate and learn about different industries and societies with a significant number of endowments of people. His experience positions him as an expert in the design and implementation of Strategic and Business Plans, he has participated in different types of Contracts and Bids, including Collective Contracts and Purchase and Sale of Companies, Due Diligence. The preparation of Management Reports, Budget Administration and Financial Audits, allows you to have a global vision of the business and the equity value of a company.

Jaime is a Public Administrator and General Accountant.



**MASSIEL NUÑEZ**

Managerial secretary with more than 10 years of experience coordinating and managing administrative tasks; has a great management of technological and communication resources; serving in a timely and gentle manner, both external and internal clients. Her solid values training promotes effective support in the planning of business activities, with a high focus on customer service and industry practices.

# KEY ON-DEMAND TEAM

A multidisciplinary group of consultants with vast experience complement the team in "On Demand" mode, their service is activated depending on each case and when the situation requires it. This modality translates into first-rate professional services at low cost. Part of the team is made up of the following professionals:



**IVONNE FUENZALIDA**

Expert Completeness - Sufficiency & Risks has more than 20 years of professional experience in national and multinational companies; The last 10 years she has worked successfully in the area of projects for Large Mining and Public Infrastructure. She has managed in the engineering area, greenfield and brownfield projects. Extensive experience as Senior Contract Engineer for projects in the Large Mining and Public Infrastructure industry; leading, developing, hiring and forming technical teams, for multidisciplinary projects. She has experience in highly complex negotiations, controversies, formation, management and contract administration. Experience in the formation of technical teams that allowed to meet the business goals; Her experience allows her to have a strategic vision of the business, in accordance with the best practices in the industry.

Ivonne is a Civil Engineer from the University of Santiago de Chile, with a Diploma in Project Management, a Postgraduate Degree in Construction Business Administration and a Diploma in Contract Administration from the Pontificia Universidad Católica de Chile.



**JUAN OYARZÚN**

Expert in Integration of Information and Risks, as well as Specialist in Project Control in the Mining, Construction and Hydrocarbon industries. Oriented to the strategic advice of companies and projects with a focus on the 360 ° integration of the different sources of information that allow to enhance the management of the contractual scope, manage both internal and external communications, as well as the management of databases from internal systems of each client. Its main objective is to contribute to the success of the projects by early management of the relevant information that contributes both to the administration and to the fulfillment of the declared strategy. It has skills and expertise in gathering information in the preparation of claims and bringing them to a successful conclusion together with law firms and external experts. His soft skills and effective communication with stakeholders stand out, an impeccable coordination of multidisciplinary and multicultural work teams allowed him to orient the results to an optimal decision-making at managerial and board level at any time of the project life cycle. Juan is an Industrial Civil Engineer - University of Atacama, Master in Management Control and Information Technology - University of Chile, Mining Execution Engineer. Diplomas in Project Management and Evaluation.



**JUAN ANDIA**

Expert in Project Programming and Control, with more than 25 years of experience, mainly in the area of Planning and Control of Mining Projects, working in the Engineering, Procurement, Construction, Assembly and Commissioning phases, mainly in EPC projects and EPCM. He has served fifteen years for the Andina, Radomiro Tomic, El Teniente Divisions of Codelco Chile and the Chuquicamata Underground Mine Project. The main projects that Codelco Chile has participated in include: Optimization to 256,000 MT Cuf / Year, Radomiro Tomic Division by DIP Andes; Construction of Stage IV - B Los Leones Dam, Andina Division by SNC-Lavalin. In Teniente Division, he has participated in Smelting Projects, Increase in Transport Capacity Tte8 and Increase in Phase 1 Smelter Capacity. He has participated in engineering projects for Quellaveco and Caserones (among others) by Arcadis. The last projects in which it has participated have been in the Chuquicamata Underground Mine Project of Codelco Chile (3 years and 6 months) and in the Construction of the Los Cóndores Hydroelectric Power Plant Project of ENEL.

Juan is a Commercial Engineer.



# KEY ON-DEMAND TEAM



**JORGE SALDES**

An expert in Project Management, he has more than 25 years of professional experience, the last 15 years related to the Management of Mining, Electrical and Service Projects, and PMO Implementation and Management. Supporting the creation of value, he has performed support tasks at the Project Management level, both for the mining and energy industries, especially for High Voltage Power Line. It has a high commitment to meeting objectives, a vision of service and high productivity, recognized for its adaptability. His professional development allows him to have a comprehensive vision of the business; especially from the point of view of Project management.

Jorge is a Civil Engineer in Computer Science, Master in Design, Management and Project Management and with a Level D certification "Manager in Project Management" at IPMA (International Project Management Association).



**FRANCISCO ULLOA**

Expert in Quality systems, with more than 32 years of experience, with activities in Chile, Peru and Argentina, among which the development and implementation of a Quality Assurance system in industrial projects, mainly mining, from the phase of engineering generation, purchasing, construction, commissioning and delivery to the customer, EPC and EPCM. Superintendency of Construction and SSO Projects, in the Altonorte Metallurgical Complex of the multinational GLENCOR, Superintendency - Binational- of Quality Assurance of the construction phase of the Pascua-Lama project (Barrick), Head of Quality for projects developed by Xstrata Copper and SNC- Lavalin Chile, for projects in different divisions of CODELCO Chile, Teniente, Chuquicamata and Andina Underground.

Francisco is a Civil Constructor, Risk Prevention Engineer - SNS CO / P -998, Degree in Total Quality Management Systems and ISO 9000 Auditor..



**EDUARDO POBLETE**

Expert in formation, Management and Administration of Contracts and Project Management. Highly qualified professional, with more than 38 years of professional experience, specialist in project management, management, administration and contract formation. He has worked in various mega mining projects in Chile and Peru, holding positions of senior management and company board of directors. He actively participated in the engineering, training, preparation, tenders, awarding and administration of contracts in the Escondida and Sierra Gorda projects in their initial phase and in the administration and construction of the Quebrada Blanca, Collahuasi and Cerro Colorado projects. His vast experience has allowed him to have a comprehensive and multidisciplinary vision with which he can work on any project. His leadership capacity gives him the possibility of setting up multidisciplinary work teams pursuing the objective desired by the company and / or client, taking special care of the inherent risks of any project.

Eduardo is a Construction Engineer from the Catholic University of Valparaíso. Diploma in Programming and Advanced Control of Construction Projects (UC. Santiago). Entrepreneurial Leadership (UTA). Diploma in Management Control (USACH).

# KEY ON-DEMAND TEAM



**CAMILA CANTZLER**

Expert in environmental management system; has more than 10 years of experience in the design and development of Environmental Management Systems certified by international standards, which includes the formulation and implementation of procedures and plans for environmental management of resources. She has worked in the setting of environmental standards, independent environmental audits, in the evaluation of environmental risks and investigation of incidents, leading work teams in the supervision and monitoring of environmental norms and standards. Professional with high motivation to meet objectives and goals, with a main focus on environmental management and compliance with the regulatory framework, standards, permits and environmental commitments.

Camila has a Master's degree in Environmental Management and Audits from the University of Santiago de Chile. Diploma in Environmental Management, University of Santiago de Chile. Postgraduate in Geographic Information System applied in Territory and Landscape. Postgraduate in Landscape Analysis: Territorial Management, Ordination and Planning Tool.



**ROBERTO RIVEROS**

Specialist in Bidding Processes and Contract Administration; has more than 24 years of professional experience in the Mining, Pulp, Petrochemical and Construction industry, an Expert in Primavera P6, has solid technical formation, knowledge and skills in the application of techniques to planning and project control activities leading to a successful management, equitable assignment of responsibility in the deviations of Scope, Costs and Term. Proven ability to understand the type of problems that translate into cost overruns and delays and also to raise and / or stop requests for compensation, formulation and endorsements of Claims, contractual advice and contract closings. has a solid background in management, operations, manufacturing and service sciences; with great capacity to face and solve problems related to Industrial Engineering, Construction services and management of multidisciplinary industrial projects.

Roberto is a Civil Industrial Engineer (UBB '06), Mechanical Execution Engineer (UBB'97), Magister in Operations and Services Management.



**JOSÉ RIVAS**

Expert in Project Management; has more than 40 years of professional experience in the construction area, of which the last 25 years in Direction and Management of Electromechanical Projects EPC, EPCM and Construction in the sectors of Mining, Hydrocarbons and Infrastructure. The qualities developed are: pro-activity, decision-making, strategic-planning, leadership, negotiation with clients, contractors, third parties / communities / authorities, multidisciplinary and multicultural teamwork, PMI standard methodology, adaptation to Security GIS based in OSHAS, DNV standards; reports at the board level and implementation of concepts based on the 3R's (Reduce, Reuse and Recycle), commitment to the conservation of the Environment, demand in compliance with quality assurance, to avoid rework, as well as work programs in time.

José is a qualified Mechanical Engineer, PMP®, Member of the College of Engineers of Peru CIP N ° 26336 and a member of PMI.



# KEY ON-DEMAND TEAM



**PATRICIA GUERRERO**

An expert in Contract Administration and Training, she has more than 15 years of experience in EPC contract management under the standardized methodology of the PMI Institute Inc.; She has served as Contract Manager, Claims and Project Manager in projects in the real estate and industrial sector, for multinational and national companies. Experience as a teacher of project management under PMI methodology in accredited REPs of the PMI Institute, Diploma from the University of Santiago de Chile and training institutions focused on mining and construction.

Patricia is a UTFM Electronic Execution Engineer, PMP® Certificate, graduated in UC Contract Management and Construction Law from Universidad de Los Andes.



**GASTÓN CISTERNAS**

Expert in Risk Management and Lessons LearnedVast experience in the Risk Management area, for the study and execution of Projects, among which the following stand out; mining projects, marine or off shore works, high voltage electrical projects and construction in general. Facilitator for the implementation of new processes, dynamic, proactive and analytical in solving problems. With leadership capabilities for their teams and for integration with the different work groups with which they interact. He is currently an independent consultant through his company Riesgo Controlado SpA where he has developed countless services in the ISO 31000 environment, which include identification workshops (HAZID), HAZOP workshops and design and implementation of risk management plans. It stands out to have developed and managed lessons learned processes with great success.

Gastón is an Industrial Execution Engineer from the University of Arturo Prat, an ISO 9001, 14001 and 45001 tri-standard auditor and also has the Sernageomin category B expert certification.



**FELIPE ESPINOZA**

IT, Logistics and Operations project implementation specialist; He has 15 years of professional experience, especially leading highly complex technological projects. Implementation of improvements in production processes. Knowledge in SCM Supply Chain Management, LEAN, Scrum and logistics. Experience in Mining, Pharmaceutical and Retail operations. Negotiation and leadership skills. High level of commitment, ability to establish excellent relationships with various teams. Strategic perspective and interest in innovation. Studies in SAP and knowledge of the PMI methodology. Experience leading work teams and IT projects. Successful implementation of projects at Caserones, MEL and Los Pelambres mining sites. Management control, process optimization and KPI creation. Implementation of IT projects and integrations with different peripheral systems. Knowledge in Agile Project Management, LEAN and Scrum.

Felipe is an Industrial Civil Engineer from the Diego Portales University. He is fluent in written and spoken English.

# ON-DEMAND TEAM



**JOSE RAMIREZ**

Expert in leading bidding processes, and contract management. He has 30 years of professional experience linked to large-scale mining; specifically in the processes of acquisition of goods and services to support mining operations. His experience includes having led complex bidding processes and paradigm shifts. Understanding the needs of the mining industry and the challenges it faces today.

José is a Civil Mining Engineer from the University of Santiago, an MBA in business administration from the University of Chile, and a Diploma in Business Management from the University of Chile.



**LUIS SEPULVEDA**

Specialist in Bidding processes and Contract administration; has more than 25 years of experience in industries such as Mining (underground and pit), Gas, Cement, Construction (mining tunnels), Retail (non food). He has worked in companies such as: Anglo American, Yamana Gold, Mantos Blanco, Manto Verde, Lumina Copper, Codelco, Cemento Melón, GNL Quintero, Walmart Chile, among others. Among the activities as a specialist are economic and risk evaluations, strategic sourcing, market studies, supplier evaluation, auditing and Contract Management. He has participated in negotiations, both for the contracting of goods and / or services. He has worked as a contracts engineer and has been in charge of the leadership in the Purchasing and Contracts area. Has excellent interpersonal relationships and high commitment to the proposed objectives, as well as teamwork.

Luis is a Business Administration Engineer and a Commercial Engineer from the Alberto Hurtado University.



**CARLOS GALLARDO**

Equipment Maintenance Management Specialist; has more than 12 years of experience in the mining industry in areas of Mine Maintenance and Continuous Improvement. Direct participation in execution, planning and reliability of mine equipment and decision making with Business Intelligence through KPI's analysis. Professional with a high command of spoken and written English. Carlos is a Mechanical Civil Engineer from the Pontificia Universidad Católica de Valparaíso; He has a Diploma in Highly Efficient Equipment Management. Diploma in Reliability, Maintenance and Asset Management. Diploma in LEAN Methodology.



**PATRICIO VILLARROEL**

Procurement processes specialist; has more than 20 years of professional experience, participating in projects in copper smelters, acid plants, crushing plants, bag filter system, dry and wet electrostatics. He has worked, from the point of view of the client, in the development of projects, from the profile engineering phases, to delivery to the end customer. Going through the stages of generation of technical bases, tenders, evaluation of technical and economic offers and adjudication, technical inspection and field control. Methodical, proactive, committed and loyal, he has a powerful outlook on the safety of people, the environment and facilities, ensuring compliance with the standards defined in these areas.

Patricio is a Mechanical Civil Engineer from the Pontificia Universidad Católica de Valparaíso. Industrial Mechanical Engineer from the Federico Santa María Technical University.



# ON-DEMAND TEAM



**PAULINA NÚÑEZ**

Professional Specialist in Bidding for Goods and Services Contracts with more than 15 years of experience developed mainly in the areas of Supply and Supply Chain for Mining Projects and Operations, in companies in the Mining and Construction sectors such as SQM SA, Kinross, ABB SA and Barrick, in multicultural environments with intensive use of the English language. She has integrated work teams for projects of great importance, where she has had the opportunity to lead in his area. Since 2016 she has freely exercised the profession, working in commercial and planning areas in regional companies of Services and Supplies for Mining, Real Estate Projects and Coordination of Sector Permits.

Paulina is a Commercial Engineer from the University of La Serena. Diploma in Contract Administration from Pontificia Universidad Católica de Chile and Diploma in Mining and Infrastructure Projects from Universidad Adolfo Ibañez.



**JOHN ALVAREZ**

Expert in Project Management; He has more than 21 years of professional experience, participating in the development of multidisciplinary projects, particularly in administration, planning and programming and project control functions in the mining, energy and construction industry. During the development of his profession, he has used advanced tools, such as Primavera P6, MS Project. He has worked on projects for Codelco Chuquicamata, El Tesoro, Los Pelambres, Codelco Teniente, Codelco Andina, Los Colorados, Colbun and CMPC.

John is an Industrial Civil Engineer from the University of La Serena; has a series of trainings in the area of project management, contracts and project control.



**RAFAEL SASSO**

Programming and Project Control Specialist; He has more than 10 years of professional experience in the development of applications based on Earned Value Management (EVM): scope management, schedule management and budgeted cost management, to monitor and control the performance of a construction project. During the exercise of his profession, he has developed skills in the comprehensive administration of mining projects, forming part of efficient, high-performance teams with a commitment to excellence in project management. Has competencies in people management and leadership of work teams, whose values are oriented to efficiency and effectiveness, responsibility, ethics and respect for people, in pursuit of the fulfillment of objectives.

Rafael is a Civil Builder from the Pontificia Universidad Católica de Chile.



**RENÉ ROQUE**

Control and Instrumentation System Specialist; He has more than 10 years of professional experience with activities in Chile, Peru and the United Arab Emirates. I work in design and detail engineering, construction and commissioning in Mineral Processing Projects, Desalination Plants and Electric Sub-stations 220kV - 33kV (SCADA). During his professional development he held positions as Discipline Leader, Area Leader and specialist in control systems (DCS, PLC and MicroSCADAS) in different companies such as Metso, Bechtel, Petrofac and Black & Veatch. He has participated in planning processes of the schedules of its functional areas for the estimation of resources and costs. Rene is an Electronic Engineer from the Catholic University of Santa María, with a specialization in Instrumentation, Automation and Process Control in Tecsup (Peru), Graduates in Integrated Management Systems (ISO 9001, 14001 and OSHAS 18001), Project Management under the methodology from the PMI 6th Edition from BSG Institute and Certification in Project Management Fundamentals and Agile Project Management from LinkedIn Learning - PMI.

# ON-DEMAND TEAM



**MASSIEL MARTINEZ**

Specialist in Procurement and Bidding processes. She has more than 13 years of professional experience, specifically in the Supply Chain area; participating in the management of purchases of materials, equipment and services for mining, pulp and telecommunications. During the development of her career, she has been involved from the gathering of requirements for the preparation of bases, going through all the stages of the bidding process, until the award recommendation. Highly committed, autonomous professional with a clear understanding of the sense of urgency.

Massiel is a Business Administration Engineer from the Andrés Bello University and a Foreign Trade Technician from the DuocUC Institute.



**ELIECER VARGAS**

Expert in the Development and Review of CAPEX in the EPCM and EPC modalities for the different engineering stages, with a solid and extensive experience of more than 25 years in the national and foreign market. He has worked in Engineering and Construction companies related to the mining, energy and construction industry; developing proposal and CAPEX studies (Initial investment costs) in the disciplines of (Civil Works, Structures, Concrete, Mechanics, Pipes, Electrical and Instrumentation) for mining Concentrator Plants, process plants, High Voltage Lines, Electrical Substations, Plants of water treatment and marine works. The main competencies being the high focus on good results, leadership, great organizational capacity, analysis and handling of details in studies, excellent technical rationality, decision making, good response in high pressure environments, with initiative, innovation and flexibility in changing environments.

Eliecer is a Civil Engineer from the University of Chile.



**MAURICIO CASTILLO**

Specialist in Operational Risks, Quality and Environment, with more than 11 years of experience participating in various mining and construction projects, such as industrial assembly, expansions, plant shutdowns, start-ups, pre-commissioning and commissioning of its equipment and systems. During the development of his profession, he has been in charge of verifying compliance with all the specific requirements that make up the standards established and defined by the client, as well as the preparation, review and reinforcement of the risk management system at the command line, risk matrices, procedures and all the necessary documentation for their correct development, preparation of investigations of accidents and incidents at work and follow-up of corrective measures for unwanted events. Proactive professional, good learning ability, efficient under pressure, creative, decisive, with analytical and leadership skills. Responsible, organized, committed, with good interpersonal relationships at a multidisciplinary level and in teamwork.

Mauricio is a Risk Prevention Engineer.



# ON-DEMAND TEAM



**CATHERINE GALINDO**

Specialist in Training and Occupational Health and Safety Management, she has more than 10 years of experience in risk management in the field, mainly in the mining and construction industry; has a great command of training in the areas of safety, health and care of the environment; During the development of her profession she has worked directly and indirectly in the main projects and mining operations in northern Chile, among which are: Quebrada Blanca Phase 2 QB2, Codelco Chuquicamata Division, Codelco Gabriela Mistral Division and Codelco Radomiro Tomic. Efficient and proactive professional, with analytical skills, leadership and creativity.

Catherine is an Execution Engineer in Risk Prevention from Arturo Prat University.



**MARCO SALAS**

Specialist in Bidding Processes and Contract Administration; has 29 years of experience; He has led management control teams, contracting services and supplying materials, achieving standardization of processes, definition of procedures, support for executive decision-making, savings results and better technical / commercial conditions among other relevant supply. During his professional development, he has specialized in negotiating the supply of materials and services, in the economic / commercial administration of contracts, in management and budget control, interacting with various levels of the organization. He has the ability to align and guide work teams in obtaining company and departmental objectives; His work experience in mining, oil and food companies has allowed him to develop various skills to interact commercially with representatives of different markets.

Marco is a Commercial Engineer with a Master in Commercial Management and Marketing.



**SERGIO DÍAZ**

Expert in Bidding Processes and Contract Administration with high performance teams (Multi-users). Highly qualified professional, with more than 28 years of professional experience, begins a professional career in Operations and Costs at Codelco, then Engineering Services areas (9 years), to be today developing in Supplies (11 years) in Service Contracts and Purchases of Goods. During the development of his career he has achieved expertise in negotiating with unions, meeting tight budgets and standardizing processes.

Sergio is an Industrial Civil Engineer and MBA Business Administration both from USACH.



**FELIPE LAGOS**

Automation and Control Specialist, with 20 years of experience in developing automation projects and DCS (Distributed Control System) control systems for different industrial sectors, such as mining, cellulose, energy, paper mills, etc. Specialist in ABB brand control systems (800xA), including architecture, hardware, software and fieldbus design. Extensive experience in the design, coordination, supervision of execution and commissioning (PreCommissioning and Commissioning) of industrial plants (DCS area), in order to ensure compliance with the technical requirements and contractual scope of the project. Professional with high orientation of customer service and work safely and successfully.

Felipe is an Execution Engineer in Industrial Automation, Executive Diploma in Project Management from the Pontificia Universidad Católica de Chile (2019).

# ON-DEMAND TEAM



Specialist in Programming and Control of Projects; He has 16 years of general experience and 12 years of specific work experience in Mining projects in their different stages, from Engineering to Construction and Assembly in the areas of Cost Control, Project Control and Scheduling, Contract Administration, Management Control and Study of Proposals. Professional with skills that translate into teamwork orientation, communication skills, management of interpersonal relationships and the ability to achieve the proposed objectives with efficiency, responsibility and commitment.

Milenko is an Industrial Civil Engineer from the Universidad Tecnológica Metropolitana and a Civil Engineer in Mines from the University of Santiago de Chile, with a Diploma in Management and Financial Strategies from the University of Chile.

**MILENKO BABAROVIC**



Expert in Electrical Field Engineering, he has more than 25 years of experience developing electrical projects in the mining industry; He began his experience as an electrical designer and has complemented his experience in the field with field engineering positions for national and international companies in the development of projects for the metallurgical and extractive mineral industry, concentrator plants, electrical substations and industries in general. He has an excellent command of the main design tools, good handling of large-scale quantities for materials and electrical equipment, which gives him great potential when analyzing proposals and making requisitions.

José Luis is an Electrical Engineer.

**JOSÉ HAMAME**



Expert in Assembly, start-up and maintenance of rotating equipment; He has more than 25 years of professional experience, developing basically leading tasks in the repair workshop of rotating equipment such as turbines, pumps and compressors, repair activities and installation of industrial equipment in the field, and in the preparation of offers (bids), estimates of cost and contract administration. He worked in transnational companies such as SerWestca (Westinghouse of Venezuela - Turbocare), Wood Group Gas Turbine of Venezuela, Dresser Rand of Venezuela and Gas Turbine Integrated Services.

Abad is a Civil Electrical Engineer graduated from the University of Zulia, Venezuela; has a series of trainings among which are, Project Management with AGILE methodologies; Iso9000 Quality Tools, Westinghouse Houston Electric Motor Repair Shop Practice; Non-destructive tests (Penetrating Dyes and Magnetic Particles) level I; Introduction to the UCAM PMP PMI certification; Dresser-Rand from Venezuela ACUMEN program; Principles of Management Leadership and Supervision IESA among others.

**ABAD SÁNCHEZ**



Specialist in the Information Technology (IT) Area: With more than 18 years leading Technology and Information Technology Managements both nationally and internationally in different areas such as Higher Education, Finance and ICT Services. He has been responsible for the planning, control and implementation of high-impact multidisciplinary corporate projects with an active participation in the definition of medium-long-term strategic plans as part of the Digital Transformation processes of the different companies. Outstanding in the introduction of cutting-edge technologies, solution and optimization of complex processes and operational continuity with verifiable results in the improvement of KPIs and reduction of expenses. He has served for 12 years as IT Director at "Universidad del Desarrollo", 4 years as IT Manager at "The Bank of Tokyo - Mitsubishi UFJ - Chile, Chief Technology Officer (CTO) HITECH SOFTWARE, LA. CALIFORNIA, USA among others.

Rubén is an Automation Engineer (Computer Science + Robotics + Automatic Control).

**RUBÉN GONZALEZ**





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Av. General José Artigas 3055

Edificio Los Leones, Of. 1311, Stgo.

[contacto@globalcm.cl](mailto:contacto@globalcm.cl)

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