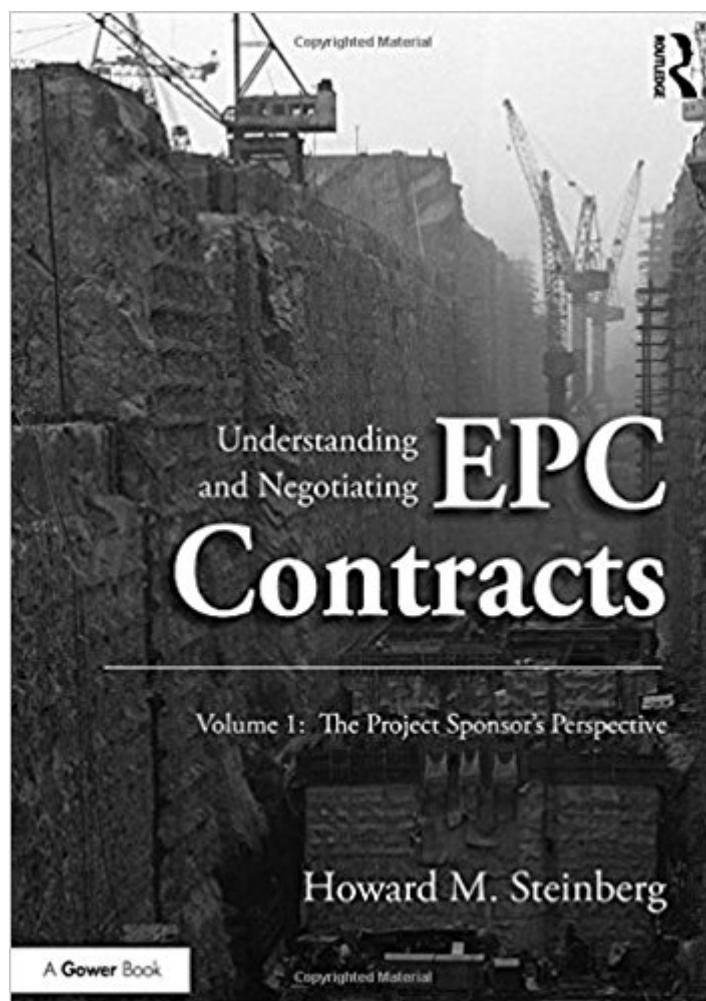


The book was found

Understanding And Negotiating EPC Contracts, Volume 1: The Project Sponsor's Perspective



Synopsis

In *Understanding and Negotiating EPC Contracts, Volume 1*, Howard M. Steinberg presents a practical and comprehensive guide to understanding virtually every aspect of engineering, procurement and construction (EPC) contracts for infrastructure projects. The 25 chapters in Volume 1 are supplemented with real-life examples and court decisions, and offer tactical advice for anyone who must negotiate or understand EPC contracts in connection with the implementation, financing or operation of infrastructure projects. Emphasizing current market practices and strategic options for risk sharing, the book contains a narrative explanation of the underpinning of all of the issues involved in EPC contracting. Exhaustive in scope, it clarifies the fundamental commercial principles and pitfalls of "turnkey" contracting for all types of capital investments ranging from electrical and thermal power generation (including combined heat and power, nuclear, wind, solar, natural gas and coal) to refining, to chemical processing to LNG liquefaction and re-gasification to high speed rail, bridging, tunneling and road building. Providing clear and thorough analyses of the issues and challenges, this volume will be of great value to all those involved in complex construction projects.

Book Information

Hardcover: 262 pages

Publisher: Routledge; New edition edition (October 6, 2016)

Language: English

ISBN-10: 1472411064

ISBN-13: 978-1472411068

Product Dimensions: 0.8 x 7 x 9.8 inches

Shipping Weight: 1.4 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #1,221,528 in Books (See Top 100 in Books) #106 in Books > Law >

Business > Construction #363 in Books > Business & Money > Processes & Infrastructure >

Purchasing & Buying #384 in Books > Business & Money > Processes & Infrastructure >

Infrastructure

Customer Reviews

'Every lawyer involved in project finance should read this book!' Oscar Frota, Senior Legal Counsel, GDF Suez Energy Latin America 'From the finance side, before we can even look at the economics of a project, we need to know that its contractual structure is sound. This book is a must for any

serious banker.' Edmundo Lujan, Executive Director, Project Finance Latin America, Banco Bilbao Vizcaya Argentina S.A. (BBVA) 'There would be a lot less restructuring work if a proper risk allocation had been put in place since inception. This book provides a must-read guide to project parties to achieve that goal.' Jean-Valery Patin, Managing Director and Head of Project Finance Latin America, BNP Paribas 'It's truly astounding how much money companies will spend only to learn they do not have a project that can be financed. This book should be the first investment for any project.' Halil Sunar, Director of Power for Turkey, State Oil Company of Azerbaijan (SOCAR) 'Financing projects is all about understanding the risks. Anyone who hasn't read this book is just giving himself an unnecessary handicap.' Natasha Kirby, Associate Director, Strategic Energy Solutions Group, HSBC

Howard M. Steinberg is of counsel and a retired partner in the law firm Shearman & Sterling LLP and has more than 25 years of legal experience in the infrastructure sector in more than 100 countries. He is named a leading lawyer in project finance by Chambers & Partners and IFLR 1000. He represents sponsors, offtakers, miners, suppliers, engineering firms, consultants, financial advisors, contractors, operators, underwriters, lenders, export credit agencies and multi-lateral institutions in the development, acquisition, restructuring and privatization of projects around the world. He holds bachelorâ€™s and business degrees from Columbia University and a law degree from New York University.

Good reference material

[Download to continue reading...](#)

Understanding and Negotiating EPC Contracts, Volume 1: The Project Sponsor's Perspective
Understanding and Negotiating EPC Contracts, Volume 2: Annotated Sample Contract Forms Draw
in Perspective: Step by Step, Learn Easily How to Draw in Perspective (Drawing in Perspective,
Perspective Drawing, How to Draw 3D, Drawing 3D, Learn to Draw 3D, Learn to Draw in
Perspective) Project Management: Secrets Successful Project Managers Already Know About: A
Beginner's Guide to Project Management, nailing the interview, and essential skills to manage a
project like a Pro Understanding and Negotiating Construction Contracts: A Contractor's and
Subcontractor's Guide to Protecting Company Assets Negotiating on the Edge: North Korean
Negotiating Behavior (Cross-Cultural Negotiation Books) Negotiating with Giants: Get What You
Want Against the Odds Negotiating with Giants The Sponsor's 12 Step Manual: A Guide to
Teaching and Learning the Program of AA. EPC and 4G Packet Networks: Driving the Mobile

Broadband Revolution Forget a Mentor, Find a Sponsor: The New Way to Fast-Track Your Career
Appropriations Law for Contracts and Grants Questions and Answers (Federal Contracts and
Grants Book 1) The Tech Contracts Handbook: Cloud Computing Agreements, Software Licenses,
and Other IT Contracts for Lawyers and Businesspeople Casenote Legal Briefs: Contracts: Keyed
to Crandall and Whaley's Cases, Problems, and Materials on Contracts, 5th Ed. Law School
Handbook Contracts: UCC / Common Law definitions and outlines A Law School e-book: Authors of
6 Published Bar Exam Essays!!!!!! Contracts law A - Z Winning Government Contracts: How Your
Small Business Can Find and Secure Federal Government Contracts up to \$100,000 Agile Project
Management: QuickStart Guide - The Simplified Beginners Guide To Agile Project Management
(Agile Project Management, Agile Software Development, Agile Development, Scrum) Essential
Guide to Real Estate Contracts (Complete Book of Real Estate Contracts) The Urban Sketching
Handbook: Understanding Perspective: Easy Techniques for Mastering Perspective Drawing on
Location (Urban Sketching Handbooks) Secrets of Negotiating a Record Contract: The Musician's
Guide to Understanding and Avoiding Sneaky Lawyer Tricks (Book) Convertible Bunk Bed:
Intermediate-Level PVC Project for 18-inch Dolls (AptOne8 PVC Project Patterns by Matilda Jo
Originals) (Volume 3)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)