

## PROFESSIONAL SUMMARY

### Dionisio Manlio Varga

Director Contract Management, Project Engineer, Industrial Engineer.

Quinta Santa Patricia A-4  
Yanahuara - Arequipa – Perú  
Phone: +51-54-254540/ +51-940417730

6538 Collins Ave. Suite 297  
Miami Beach FL. 33141 USA  
+1 (305) 602 2451



#### EDUCATION:

1970-1976 University: Industrial Engineer, Technical Institute of Buenos Aires, Argentina (ITBA).  
1965-1969 College: B.S. Bachelor majoring in Physics & Mathematics, San Jose College. Buenos Aires, Argentina.

CITIZENSHIP: U.S. Citizen. Peruvian Resident.

#### SUMMARY OF EXPERIENCE:

I am a qualified bilingual Contracts Manager with more than thirty years' experience in management, administration, strategic planning, project implementation, negotiations, claims processes and audit management as well as in risk analysis; I have extensive experience in the Latin-American management of tax processes, customs clearance and tax exemption benefits, with knowledge in governmental permits and administrative procedures.

I have sufficient management skills to develop processes and procedures to match the needs of each individual project and Client, supervise and motivate workgroups, prepare and administer contract plans, oversee and execute purchasing, procurement and contract bidding processes, unit and/or lump sum construction pricing analysis, awards, administration and closeout.

#### SIGNIFICANT EXPERIENCE:

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### **CONTRACTS ADVISORS GROUP CORPORATION (CAG Corp) (October 2012 – Present) PRESIDENT**

The Company, based in the United States, has currently clients in the USA, Argentina, Chile and Peru, in construction projects as well as freight forwarding and transportation services staff.

Services cover all aspects of contractual matters in freight forwarding and construction contracts management: Risk analysis, Implementation & Business Starting, Accounting, Administration, Claim Management, Quality Control, HSE, Legal & Environmental Matters, Governmental Taxes agreements and Exoneration Process.

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### **FREEPORT MAC-MORAN COPPER AND GOLD (PHOENIX OFFICE) (April 2011 – October 2012)**

#### **PROJECT CONTRACT MANAGER**

**Project Name:** Expansion and Improvement of the Drinking Water System in Metropolitan Arequipa.

**Client:** Sociedad Minera Cerro Verde

**Dates:** April 2011 – October 2012  
**Type of project:** Unit Rates / Lump Sum  
**Execution Approach:** CM Services

**Location:** Arequipa - Peru  
**Size of Project/TIC** 96 Million dollars.  
**Industry:** Water Treatment

Contract Manager in charge of the whole project in contractual matters (services and construction contracts) with subcontractors, governmental entities as beneficiaries of the Plant (Sedapar) and other related as Egasa working in common areas. The Project has been completed in October 2012.

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## **FLUOR CORPORATION HOUSTON OFFICE (2001-April 2011)**

### **DIRECTOR I –CONTRACTS MANAGEMENT**

#### **PROJECT CONTRACT MANAGER (PCM)**

**Project Name:** Quellaveco Project  
**Dates:** October 2010 – April 2011  
**Type of project:** Reimbursable  
**Execution Approach:** CM Services

**Client:** Anglo American Quellaveco S.A.  
**Location:** Santiago Chile  
**Size of Project/TIC** 3.23 Billion dollars.  
**Industry:** Mining

Project Contracts Manager, participating actively in the EPCM organization task force at home office and on site, implementing Fluor's procedures to meet project budget and schedule goals. Project is nowadays in the feasibility face, and it is expected to enter the EPCM by May 2011.

#### **SENIOR CONTRACTS MANAGER**

**Project Name:** Pueblo Viejo Project  
**Dates:** Jan 2010 – October 2010  
**Type of project:** Reimbursable  
**Execution Approach:** CM Services

**Client:** Pueblo Viejo Dominicana Corporation (Barrick Gold)  
**Location:** Dominican Republic  
**Size of Project/TIC:** 2.3 Billion dollars.  
**Industry:** Mining

Area Contracts Manager responsible for all the Off Process Plant Facilities and Infrastructure contracts. This project represents the largest and most important mining project in the history of the Dominican Republic. In addition, the 80% minimum Dominican citizen's quota established by the government represents a tough challenge to prepare and motivate local people to work for the project and have it finished on time and in a satisfactory manner.

#### **SENIOR CONTRACTS MANAGER**

**Project Name:** Garyville Major Expansion (GME) Project.  
**Dates:** May 2007 – June 2009  
**Type of project:** Reimbursable  
**Execution Approach:** EPCM

**Client:** Marathon Petroleum Company  
**Location:** Garyville  
**Size of Project/TIC:** 4 Billion Dollars.  
**Industry:** Oil & Gas.

Contracts Manager responsible for Areas "C" Coker (Crude and SATs Gas Units), and "D" (Offsite and Utilities). Major responsibilities included negotiations and agreements with Contractors and the Company to adjust the awarded works to the FEED estimate and the committed actual budget. I had to manage Contracts, Construction Work Packages (CWP's) and all related contractual procedures. The use of CMSi (Contract Management System) software was accommodated to fit the Client's requirements.

## SENIOR CONTRACTS MANAGER

**Project Name:** FEMA Hurricane Relief Effort

**Client:** FEMA (Federal Emergency Management Agency).

**Dates:** February 2006 – March 2007

**Location:** New Orleans – Greenville (SC)

**Type of project:** Reimbursable.

**Size of Project/TIC:** 1 Billion dollars.

**Execution Approach:** EPCM

**Industry:** Government

Contracts Manager for Lake Charles District Office working under the Government Contract Compliance. Major responsibilities included prequalification of contractors, advising and supporting project management and engineering teams on contractual issues, evaluation of contract claims, tender assessments and resolving financial and contractual problems on site. In addition, Contracts Project Close out Management in New Orleans and Gonzales districts, checking and retrieving all necessary documentation to close out each subcontract according to government procedures, get or redo missing information (FSM's, RCA's, pending payments, CM's or Payment Releases), file all documentation and close CMSi accordingly, from Greenville (SC)

## PROJECT CONTRACTS MANAGER

**Project Name:** Primary Sulphide Project

**Client:** Sociedad Minera Cerro Verde

**Dates:** March 2005- February 2006

**Location:** Arequipa, Peru.

**Type of project :** Reimbursable

**Size of Project/TIC:** 1.5 Billion dollars.

**Execution Approach:** EPCM

**Industry:** Mining

I participated actively in the EPCM organization task force on site, implementing Fluor's procedures to meet project budget and schedule goals. The project required special coordination with local authorities to maximize the use of local labor.

## SENIOR CONTRACTS MANAGER

**Project Name:** Sakhalin 1 Project

**Client:** Exxon Neftgas Limited

**Dates:** April 2003-February 2005

**Location:** Sakhalin Island, Russia

**Type of project :** Reimbursable

**Size of Project/TIC:** 1.5 Billion dollars.

**Execution Approach:** EPCM

**Industry:** Oil & Gas.

This project included the transition of contracts already awarded from the other terminating EPC Company, and the reengineering of the whole process.

## SENIOR CONTRACTS MANAGER

**Project Name:** Chevron Clean Fuels Project

**Client:** Chevron Corporation

**Dates:** January 2002-April-2003

**Location:** Pascagoula, Mississippi

**Type of project :** Reimbursable

**Size of Project/TIC:** 3 Billion dollars.

**Execution Approach:** EPCM

**Industry:** Oil & Gas.

## SENIOR CONTRACTS MANAGER

**Project Name:** Sithe Fore River Station

**Client:** Raytheon Company

**Dates:** March 2001-November 2001

**Location:** Boston, Massachusetts

**Type of project :** Reimbursable

**Size of Project/TIC:** 2.8 Billion dollars.

**Execution Approach:** EPCM

**Industry:** Electric Power Generation

Primary supervisor and leader of an integrated team of contract professionals from Duke/Fluor Daniel and the Washington Group International, as agent for Raytheon Company.

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**FLUOR CORPORATION BUENOS AIRES, ARGENTINA OFFICE (1997-2001)****CONTRACTS DIRECTOR**

<b>Project Name:</b> PBB / Polisor Medium Size Projects	<b>Client:</b> Dow Chemical
<b>Dates:</b> March 1998 - November 2001	<b>Location:</b> Bahia Blanca, Argentina
<b>Type of project :</b> Reimbursable	<b>Size of Project/TIC:</b> 1 Billion dollars.
<b>Execution Approach:</b> EPCM	<b>Industry:</b> Oil & Gas

I was the Contracts Director, responsible for all Job Site and Home Office civil, mechanical & piping and electrical & instrumentation contracts, already awarded and/or in bid process for Medium Size Projects, supervising field contract administrators. I liaised between project engineering and construction at the job site and supervised formal communications with the Client.

<b>Project Name:</b> Cerro Vanguardia Project	<b>Client:</b> Cerro Vanguardia S.A.
<b>Dates:</b> February 1997 – March 1998	<b>Location:</b> Santa Cruz, Argentina.
<b>Type of project :</b> Reimbursable	<b>Size of Project/TIC:</b> 2.5 Billion dollars.
<b>Execution Approach:</b> EPCM	<b>Industry:</b> Mining

Site Contracts Manager for all contracts, international and local, including coordination and tracking of contracts, bid evaluations and recommendations to Client, award, administration at site, negotiation of claims and Contract Modifications and close-out. This project included over sixty EPCM contracts, totaling over US \$60 million. In addition I actively participated in the EPCM organization task force at the site, implementing Fluor Daniel procedures to meet project budget and schedule goals. The project required special coordination with provincial authorities to maximize the use of local labor.

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**ADDITIONAL EXPERIENCE (MARCH 1976 – FEBRUARY 1997)****PROCUREMENT AND PROJECT CONTROL MANAGER****CONSULTORES PICHU PICUN LEUFU** (Joint-venture) Neuquén, Argentina (1994 - 1997)**HIDRONOR S.A.** (Hidroeléctrica Norpatagónica Sociedad Anónima) Neuquén, Argentina (1985 - 1994)**PROJECT ENGINEER****ENACE S.A.**, Construction of the Atucha II Nuclear Power Plant. Buenos Aires, Argentina, (1983-1985)**A.G. Mc KEE & Co. ARGENTINA S.A.**, Buenos Aires, Argentina, (1979-1982)**ATOMIC ENERGY OF CANADA, LTD.**, Construction of the Rio III Nuclear Power Plant. Buenos Aires, Argentina (1976-1979)**TRAINING:**

- Windows operating system and its applications, Microsoft Office 2013 all programs.
- Project Control and tracking (Project, Primavera).
- Drawing programs (3DStudio, AutoCAD, Coreldraw).
- CMSi (Contract Management Software)

CERTIFICATES:

- Specialization in Nuclear Energy.
- Design and Distribution of Industrial Plants
- Coordination of Engineering for Industrial Projects
- Computing
- Management Development Program
- Contract Management System Training
- Presentation Skills
- Basic Project Execution
- Introduction to Government Contract Compliance
- Contract Management Boot Camp
- OSR (Operating System Requirements) Overview and Certification Quiz.
- Contract Terms and Conditions (Training with Fluor)
- International Business Practices and Ethics
- Peruvian Taxes Course.

LANGUAGES:

<u>LANGUAGE</u>	<u>READ - WRITE - SPEAK</u>
Spanish	Native
English	Second Language, Fluid
Portuguese	Some
Italian	Some