



## **Contents**

**Abstract**

**Services**

**Professionals**

**Clients**

Date of issue, december 2024



## Abstract

With more than twenty years of successful experience, both managing and developing investment projects; **PACTA** Estudios y Proyectos is committed to offering consultancy services of excellence since 1997.

**PACTA's** Executive Director and Founder is Mr. Dante Bacigalupo M., a senior engineer of vast investment project and contracts management experience.

By having civil engineers, counsels and professional experts working together, **PACTA** provides consultancy services in the preinvestmental phase of the project and during its development and implementation.

At preinvestmental phase, PACTA participates jointly with others companies, doing feasibility and sustainability studies, risk analysis and economic evaluation, for the investment decision. At implementation phase, putting the project plan into action, PACTA advises in the definition, preparing and management of contracts.



## **Services**

### **Project Management**

- Feasibility study, risk management (workshops), social and environmental sustainability (being contracting with third parties – strategic alliances).
- Execution Plan (PEP) and Project Budget
- Financing (with third parties)
- Execution, monitoring and project control (each contract).



## **Services** (cont.)

### **Contracts Management**

- Project contracts planning – Contracting strategy
- Contracts type definition. – Use of FIDIC and NEC contracts.
- Development of bidding processes.
- Contracts awarding and their preparation.
- Contracts management monitoring. Ongoing analysis of contracts, according to procedures previously agreed with the client.
- Analysis and definition of change orders and extra works, along with the revision of complementary agreements.
- Development and/or study of claims.
- Direction and/or advisement of negotiations.
- Surveillance or expert reports.
- Mediation in controversies.
- Dispute Boards for early solving of controversies.



## Professionals

### Executive Director

Dante Bacigalupo M.

### Associates

Marcelo Fresard B.  
Jorge Hildebrandt B.  
Matías Novoa A.  
Francisco Ottone V.  
Carlos Vargas E.

---

### Dante Bacigalupo

Mr. Bacigalupo graduated from Universidad de Chile with a degree in Civil Engineering (1967) and possesses vast investment project management experience in Chile, both nationally and internationally.

Former General Manager and Board Member of Engineering and construction and Water companies, in addition to Public-private partnership investment project concessionaires.

Project Manager in CODELCO Gerencia Técnica (1972 – 79)

Founder partner (1979) and General Manager of ByR Ingeniería y Construcción, leader of chilean engineering and construction industry.

On behalf ByR, he founded INDEC in 1992 with other national companies, to export engineering consultant services.

During 1998 and 1999, Mr. Bacigalupo participated actively at the privatization process of water industry, starting CORFO with ESVAL.

Founder partner (1997) and CEO of PACTA Estudios y Proyectos, project and contracts management consultant company.

Board Member Instituto de Ingenieros de Chile

Member of Sociedad Chilena del Derecho de la Construcción

Member Colegio de Ingenieros de Chile

Former Board Member of AIC - Asociación de empresas consultores de Chile

Professor Course Strategy and contracts management, Clase Ejecutiva UC.



### **Marcelo Fresard**

Mr. Fresard graduated from Universidad de Chile with a degree in Civil Engineering (1982) and was awarded the Ismael Valdés prize in 1986, issued by the Instituto de Ingenieros de Chile.

With over 25 years of experience in projects pertaining to the areas of mining, industrial, infrastructure and real estate; having dedicated the last 20 years of his career to mining and infrastructure projects contract management.

### **Jorge Hildebrandt**

Mr. Hildebrandt graduated from Universidad de Chile with a degree in Civil Engineering (1980).

Throughout his more than 25 years of construction experience, in addition to the management of companies, Mr. Hildebrandt has dealt with matters related to project and contract management, and been involved in developing and controlling business strategies and its commercialization. Furthermore, has been responsible for organizational development of companies, as well as resources and operations management.

### **Matías Novoa**

Mr. Novoa graduated from Universidad de Chile with a degree in Law (1980) and received a Mediation Professional Certificate from Pontificia Universidad Católica de Chile (2005).

Among his areas of expertise are Corporate, Real Estate, Urban Planning, Engineering and Construction and Business Law.

Founding Partner of Novoa & Saez Abogados

His experience comprises several investment projects; having provided expert legal counseling with regard to real estate matters, engineering and construction contracts, equipment and materials supply, services and financing.



### **Francisco Ottone**

Mr. Ottone graduated from Universidad Técnica Federico Santa María with a degree in Civil Engineering (1982) and is a Master in Business Administration from Universidad Andrés Bello. Also received Environmental and Project Management Professional Certificates from Universidad Católica de Chile and Universidad Adolfo Ibañez, respectively.

Mr. Ottone possesses vast experience in water industry, with more than 25 years in ESVAL and Aguas del Valle, being Head of Planning and Studies department and General Manager during 2011 y 2012.

As independent consultant from 2015, working in Chile and others Latin American countries. Advising SMAPA, Econssa and others in Chile and developing important projects in México and Ecuador. At present contracted by IDB for Paraguay.

### **Carlos Vargas**

Mr. Vargas graduated from Pontificia Universidad Católica de Chile with a degree in Civil Construction (1986).

With over 25 years of experience in mining and infrastructure projects; his specific expertise comprise on-site works management, definition and development of construction bidding processes, project planning and budget control, in addition to construction contracts claim resolution.



## **Clients**

Companies and institutions for which **PACTA** and associates professionals have provided their services:

### **Mining and Metallurgy**

Anglo American; BHP Billiton; Codelco-Chile; ENAMI; Mexicana de Cobre; Placer Dome; Quebrada Blanca - Teck.

### **Engineering and Construction**

Bechtel; Besalco; Cámara Chilena de la Construcción; Precon; Sigdo Koppers; Sodexo.

### **Infrastructure and Urban Development**

Chilquinta; ESVAL; Fiscalía Nacional Económica; Inmobiliaria Imagina; Merval; Ministerio de Economía

### **Energy and Petrochemical**

ENAP; CGE; GNL Mejillones; Mitsubishi