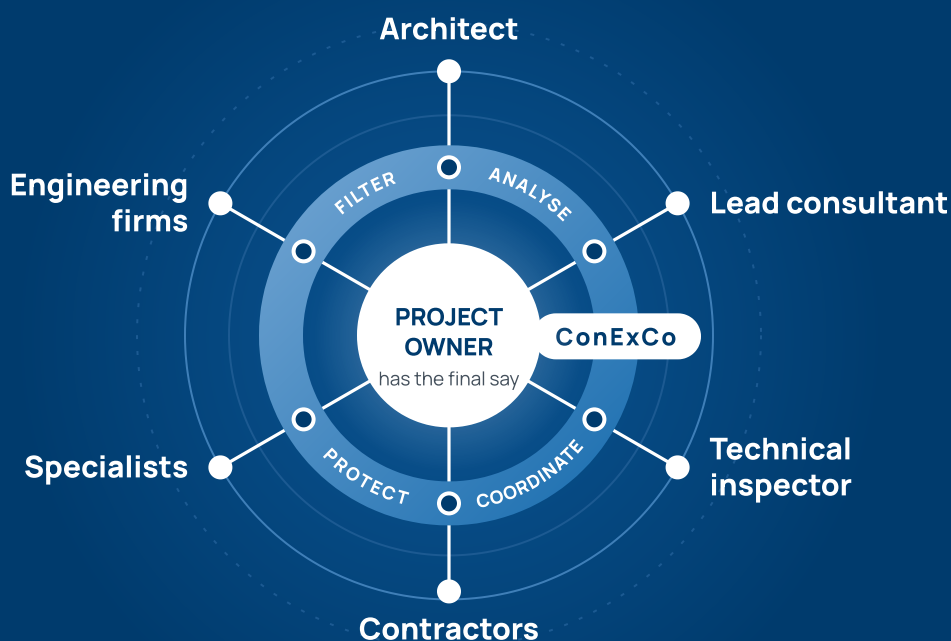




Take control of your construction projects.

Owner's representation
for project owners, developers and investors



A founder who has seen all three sides of a project

Cédric Marchand has worked in construction and property since 2000, across three continents. He founded ConExCo in 2024.

Owner side

Africa operations director for a property developer: shopping centres, offices, hotels.

Contractor side

Ran 3 construction subsidiaries, 2 of them set up from scratch, with up to 260 employees in Côte d'Ivoire.

On site

Project manager with major European contractors, on large projects in France and the UAE.

That experience, now working for you

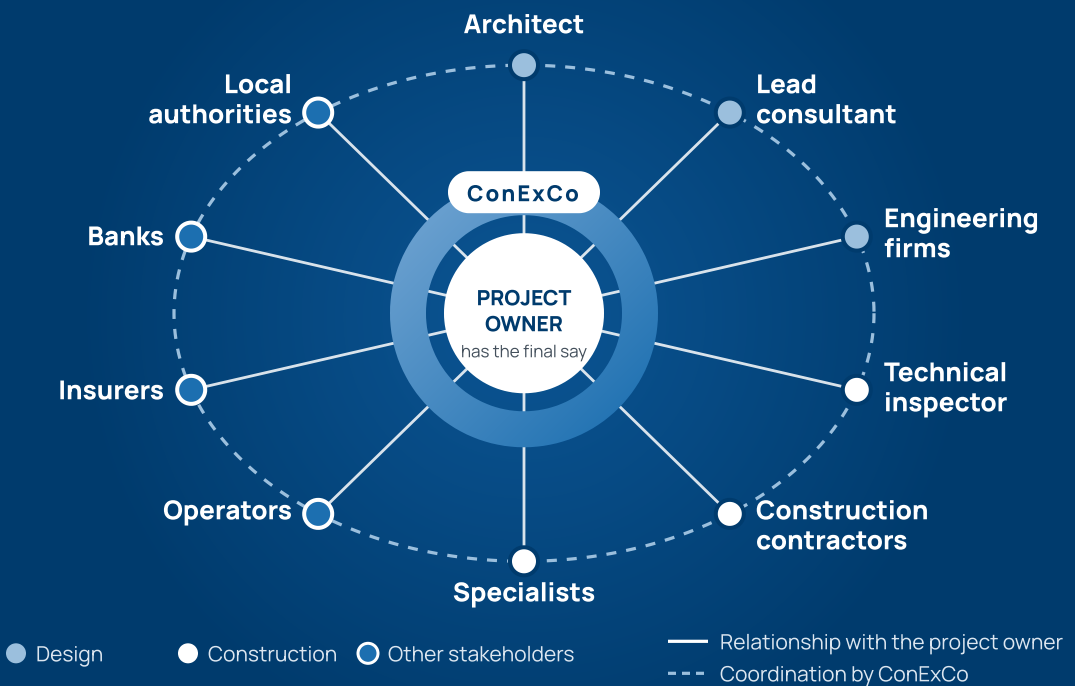
- Your goals as project owner (budget, schedule, return) understood from day one.
- Contractors' bids, variations and claims understood from the inside.
- Slippage and overruns spotted before they cost you.

Your costs.
Your schedule.
Your contracts.
Your decisions.
Under control.

ConExCo manages and coordinates.
You make the decisions and sign off.

An owner's representative serving only your interests

Seasoned stakeholders each speak the language of their own field. ConExCo is your expert: it translates, analyses and checks that every decision serves your goals.



Defending your interests

Every quote, contract, schedule and claim analysed against your objectives.

Everyone plays their part

Stakeholders coordinated and monitored, each in their own role.

Delivering the best possible project

On time, on budget, to the expected quality.

From first estimate to beyond handover

Across the whole project, or only for the phase when you need us.

1

Scope

Brief, budget, schedule: decide to go ahead on a realistic basis.

2

Design

Selecting and managing designers up to the permit; critical review of the design and comparison of technical and financial options, to inform your choices.

3

Tender

Tendering, technical and financial analysis of bids, recommendations, support with negotiations and contract finalisation.

4

Build

Coordinating the project team, monitoring costs and schedule, analysing variations and briefing you for decisions.

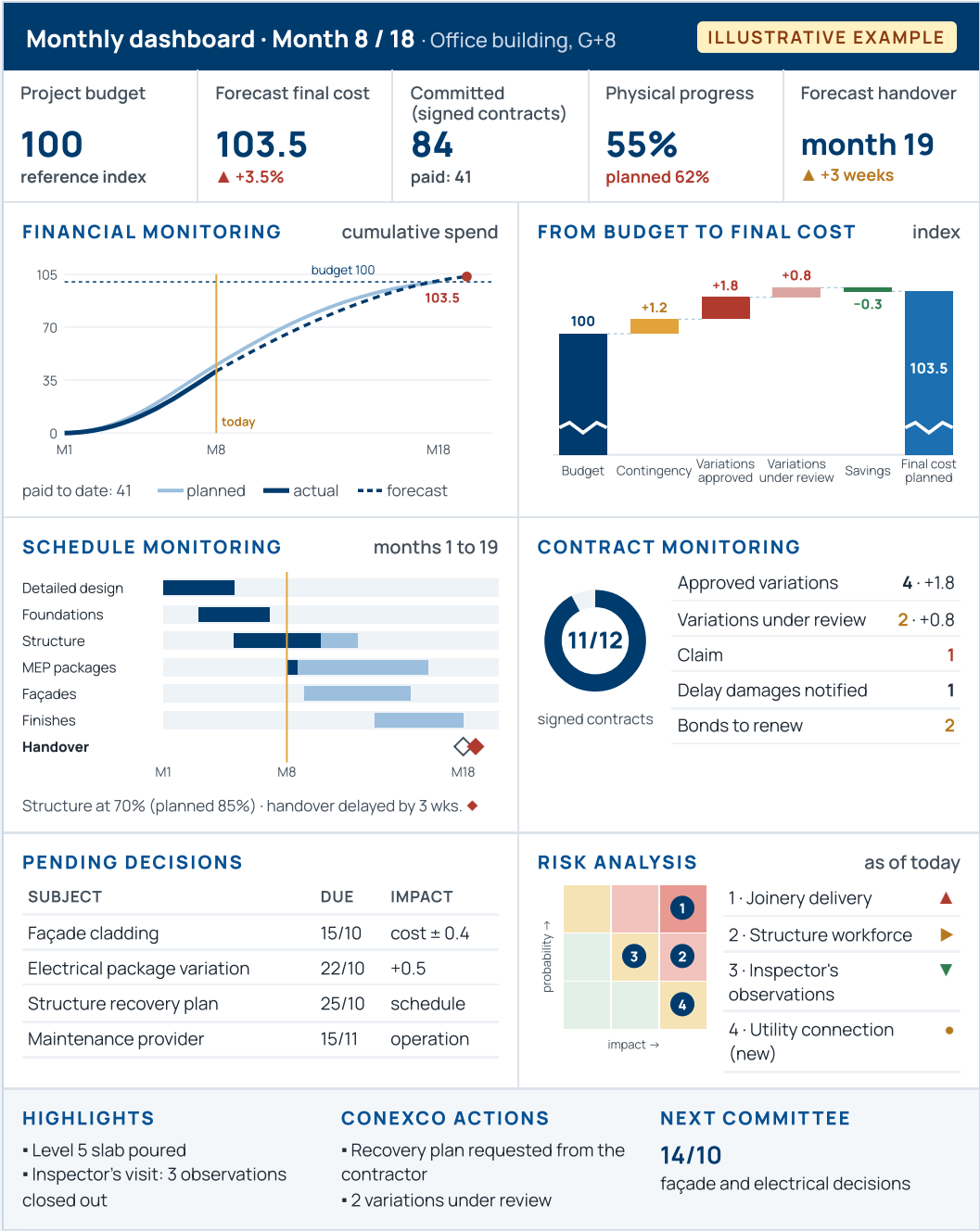
5

Hand over

Handover, support through the first year, commissioning.

A dashboard, every month

Costs, contracts, schedule, decisions and risks: the essentials on one page.



Illustrative example; amounts as an index (budget = 100). Content tailored to each project.

Across the whole project, or for a specific need

You can entrust us with the whole project, one phase, or a targeted assignment:

- **Check feasibility** before committing, or **regain control** of a project going off track.
- **Optimise the project**: alternative designs and construction methods compared (cost, quality, use).
- **Contract support**: structuring contracts, negotiation support, analysis of variations and claims, with specialist legal review where needed.
- **Organise** your client-side team: roles, committees, approval routes.
- **Prepare commissioning** and operation of the building.

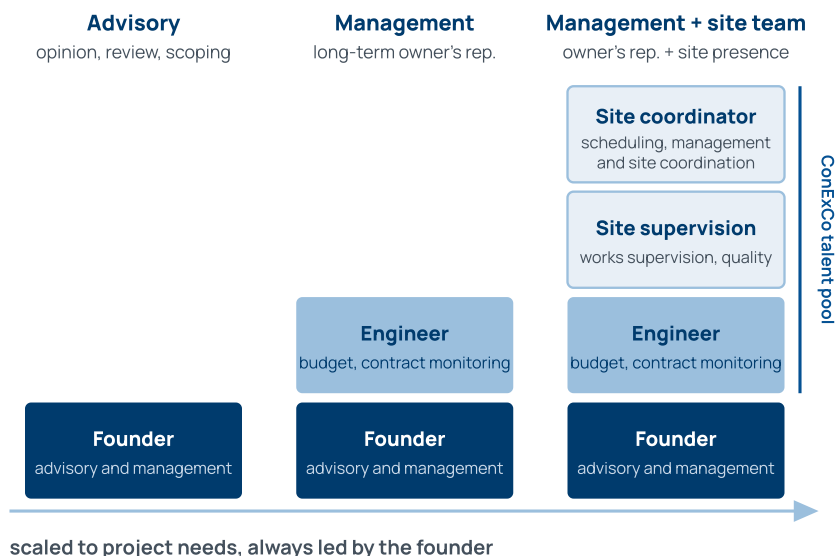
FUNDING A THIRD-PARTY PROJECT?

An outside view: review of budget, schedule and contracts, opinion on drawdowns. Separate assignment; any links with the parties disclosed.

HOW WE WORK

A team tailored to your project

Cédric Marchand advises on and leads every assignment. When needed, ConExCo draws on a pool of engineers and technicians whom he and his teams trained in the methods of major construction groups, on Côte d'Ivoire's largest projects.



How we work together

1 · An initial conversation, with no obligation, about your needs.

3 · An engagement letter signed before any work begins.

2 · A written proposal: scope, deliverables, schedule, fees.

4 · Regular progress reviews to adjust the assignment.

Fees: a fixed fee for an audit or a phase, a monthly fee for ongoing project management, or day rates for one-off support.

REFERENCES

ConExCo assignments

PROJECT OWNER · ABIDJAN

Bringing a mixed-use project back under control

CONTEXT	Construction under way; the client needed an independent view of progress and of the overall situation.
WHAT WE DID	Audit of the schedule and resources, then monthly management support.
OUTCOME	Clear priorities and structured project controls to keep the works on a secure footing.

PROJECT OWNER · ABIDJAN

Launching a G+14 office tower

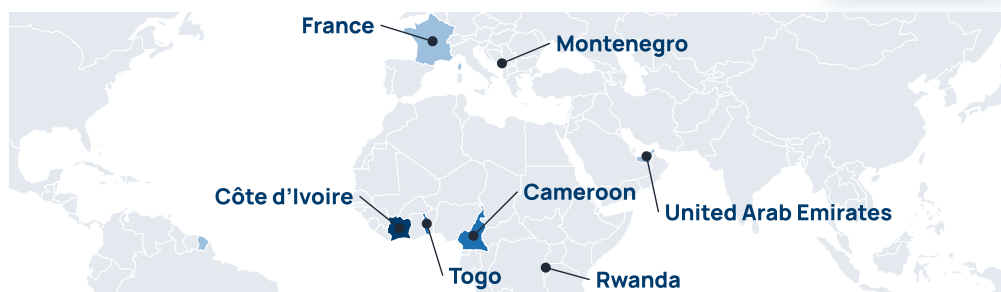
CONTEXT	Design-and-build contract; support within the owner's representative team of an international property company.
WHAT WE DID	Design review up to brief approval; input to the contract and negotiation support for the client; selection of the supervision team; mobilisation.
OUTCOME	A clarified brief, a sound contractual framework and a team in place to keep the project launch under control.

PROPERTY DEVELOPER · CÔTE D'IVOIRE

Laying the foundations of an eco-friendly development of around one hundred hectares

CONTEXT	A project to shape and structure from the outset: vision, brief, business model, environmental approach and partnerships.
WHAT WE DID	Support in setting the strategic direction, framing the conditions for delivery and identifying potential partners, including a study for a local compressed earth block (CEB) production unit.
OUTCOME	A structured vision and partnership leads to bring to life a sustainable project rooted in local resources.

Cédric Marchand, over 25 years in the field



- Projects with major European contractors
- Managing construction companies
- Owner side, development
- Côte d'Ivoire: management, owner side, consulting

- **2000 Project manager · France**
Spie Batignolles, Eiffage
- **2008 Project manager · UAE**
BESIX · Burj Khalifa, Cleveland Clinic
- **2013 Managing director, subsidiary set-up · Montenegro**
BESIX · Luštica Bay
- **2015 Project manager · UAE**
BESIX · Royal Atlantis hotel
- **2017 Managing director, subsidiary set-up · Côte d'Ivoire**
BESIX · 260 employees · Tour F, Exhibition Centre, La Mé water treatment plant, Abobo tunnel
- **2022 Africa operations director · owner side**
Groupe Duval · Rwanda, Cameroon, Togo, Côte d'Ivoire
- **2023 Managing director · Côte d'Ivoire**
PNHG · construction and property development
- **2024 Founder of ConExCo**
Based in Abidjan

Let's talk about your project

An initial, no-obligation conversation, at our office or remotely, to understand your challenges and see whether, and how, we can help. You are welcome to send us your drawings, your budget or simply your question beforehand.

Planning or running a project?

Feasibility, design, tendering, construction, handover.



Cédric Marchand, founder

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