



Fédération Internationale des Ingénieurs-Conseils  
International Federation of Consulting Engineers  
Internationale Vereinigung Beratender Ingenieure  
Federación Internacional de Ingenieros Consultores

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**MA 01/11**

## **TO ALL FIDIC MEMBER ASSOCIATIONS**

Ladies and Gentlemen,

The FIDIC President, Gregs Thomopoulos, signed in Brussels on 27 February 2011 on behalf of FIDIC a seven-year strategic partnership agreement with BST Global, a leading global provider of enterprise business management software solutions for engineering consultancies. The agreement designates BST Global as the FIDIC Strategic Partner in the area of enterprise business management software solutions and services for the engineering and environmental consulting industry. The sponsorship aims to support FIDIC as it serves its Member Associations in areas such as capacity development events, national training programmes, the FIDIC International Training Programme, market surveys, best practice development and documents, and trainer accreditation.

BST Global has been a FIDIC Capacity Development Sponsor for several years as well as being the Main Conference Sponsor since 2002. The new agreement builds upon this long-standing and valued relationship. Under the agreement BST Global will continue to be the Main Conference Sponsor to the FIDIC Annual Conference, including the FIDIC 2013 Centennial Conference in Barcelona. The agreement envisages a first right of refusal for an extension of three years.

To implement exclusivity, activities in the areas covered by the agreement, and where FIDIC presides over directly or conducts jointly with a Member Association, should not involve designated direct competitors wherever there is commercial, sales and/or marketing and/or business development activity by the competitor. Member Associations are therefore asked to ensure that any sponsorship arrangements that are entered into with suppliers of enterprise business management software solutions do not involve activities in which FIDIC is directly involved with the association.

As preparations for the Centennial Conference progress, FIDIC is looking forward to entering into further sponsorship arrangements that will allow the federation to enhance the image of the consulting engineering industry, develop best practice and improve the capacity of Member Associations.

This letter is available on FIDIC Internal in Members documents at:

[www.fidic.ch/Members/MA Letters/MA Letters 2011/01\\_partner.pdf](http://www.fidic.ch/Members/MA%20Letters/MA%20Letters%202011/01_partner.pdf)

with the usual D & S logon (username = dns11 and password = dns11).

With best regards,

Enrico Vink  
FIDIC Managing Director