



Successes and Challenges for Foreign Companies in Iraq

A Case Study with Oil Ministry/North Oil Company

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(US/Iraqi Attys.)

Baghdad • Los Angeles

Success Story- Mandressi-NOC

Brief background

- * The Problem
- * The Outcome

Building blocks to Success

- * Establish Credibility
- * Identify with specificity the cause
- * Understand the legal mechanisms at play
- * Develop a clear and transparent legal strategy
- * Engage key counterparts within Ministry/State Owned Company
- * Provide detailed documentation in accordance with local regulations
- * Persistent follow-up and document submittal

Challenges Ahead

For Foreign Companies

- Establishing reputation of integrity and sound practice
- Identifying credible local representatives
- Navigating the bureaucracies
- Other...

For Government Ministries/State Owned Companies

- Establishing mechanisms to quickly identify and resolve problems
- Holding employees accountable not just for misdeeds but also for delays
- Reducing the overly bureaucratic procedures
- Other...