Successes and Challenges for Foreign Companies in Iraq

A Case Study with Oil Ministry/North Oil Company

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Embassy of Germany – Baghdad, Iraq

dslm | LEGAL SERVICES
(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…