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# Constructing Success



## Company Profile

**Working with those who procure and deliver construction projects achieve more assured delivery and equitable outcomes.**

Helping Developer Clients, and their teams, optimise the outcomes of 'Construction Project Commercial Risk' through:

**'Designing In' Certainty** – Managing Risk; aligning expectations

**'Working Out' Great Delivery** – Maintaining progress; mitigating problems

**'Closing Out' Successfully** – Optimising outcomes; resolving disputes equitably

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## Introduction

We are a specialist commercial construction consultancy. Our team of highly experienced construction specialists help clients, their consultants, advisors, and contractor partners, achieve successful and equitable project outcomes.

Our participation, at each and any stage of the project, helps to avoid, mitigate, or resolve those risks, conflicts or disputes so often an inherent part of the traditionally adversarial and frequently flawed construction process.

We deliver more assured outcomes by:

- **'Designing In'** Certainty - identifying and managing risk; aligning expectations; sharing objectives
- **'Working Out'** Great Delivery - maintaining progress; mitigating distractions and problems
- **'Closing Out'** Successful, fair completion - optimising outcomes; maximising returns and minimising disputes

Our focus is to identify and manage foreseeable risk, and to optimise the achievable outcome.

An intended legacy of our participation is helping clients acquire and deploy better procedures and protocols and thereby evolve their commercial advantage

Our aspiration is to contribute to, and actively participate in, initiatives that will raise the standards and financial performance of construction and make it a more attractive and appealing industry for investors, professionals, staff and operatives and tradesmen – a sector that will attract, retain, motivate and enable the best talent from the most diverse sources.

Our core skills are Quantum and Time/Delay and Planning, often deployed to help resolve construction disputes. We understand the causes and consequences of conflict.

In a seemingly constantly challenging sector, we undertake to deploy our skills, knowledge, experience and enthusiasm to make the most positive contribution to bringing long overdue change.

For an industry that achieves quoted 'failure' rates of 60% or more:

**“It's about Time.....”**

**(.....and money!)**

<sup>1</sup> Projects delivered late, by 10% or more, over original budget, by 10% or more, or below the expectation of quality and 'completeness'

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## Services

Commercial Risk Management provides:

### **Dispute Management**

- Contractual Claims Support
- Adjudication Management
- Adjudicator
- Arbitration & Litigation Support
- Dispute Resolution & Mediation
- Expert Witness
- Expert Determination

### **Planning & Programming**

- Delay Analysis
- Planning & Programming
- Project Monitoring

### **Commercial Management**

- Contractual Advice
- Due Diligence
- Interim Management
- Project & Company Audits
- Project Monitoring
- Project Intervention and Recovery
- Record Keeping
- Training & Development

Depending upon a particular client's requirements the services we are to provide, scope of deliverables and fee arrangements are summarised into a proposal letter which forms the basis of our terms of appointment.

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## Clients and Recent Commissions

Our recent and live commissions include:

- **Tests on completion for a major waste to energy infrastructure programme** – narratives developed to demonstrate objective achievement of operational phase triggering transfer of facilities to the authority.
- **NEC3 commercial management for a design phase of a Crossrail infrastructure project** – system established to collect data and maintain records to enable change to be managed effectively.
- **Final account for an airport terminal accommodation project** – Operational project team administration files and data marshalled and presented to Employer’s representatives achieving a negotiated settlement of the account with the Contractual timeframes.
- **JCT 2011 D&B - Residential, commercial and façade retention project in Fitzrovia for a pension fund client** – progress monitoring and delay analysis.
- **JCT 2011 D&B – Mixed-use new build development in central London for a major developer / pension fund** – Analysis of delays and loss and expense entitlements upstream; identification of bracketry design delays and analysis of culpability between two major package contractors.
- **JCT 2011 D&B – Oxford College student accommodation development** – substantiation of entitlements to an extension of time with recovery of loss and/or expense; management of adjudication process & final account resolution.
- **JCT 2011 D&B – two adjacent projects under separate contracts, hotel and residential with common RC frame subcontractor** – defence of incoming claims from RC frame subcontractor including delay analysis and commercial narratives and management of pre-emptive adjudication on the variation account.
- **JCT 2011 D&B Subcontract – external envelop and winter garden on residential development in West London** – The Subcontract was arranged in multiple sections with multiple parts. Programme analysis undertaken to demonstrate entitlements to additional time for completion of the sub-contract works and defence against Main Contract damages pass through.

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**Office locations**

Sansomes Cottage

Angel Lane

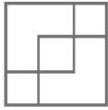
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**COMMERCIALRISK**  

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**MANAGEMENT**