

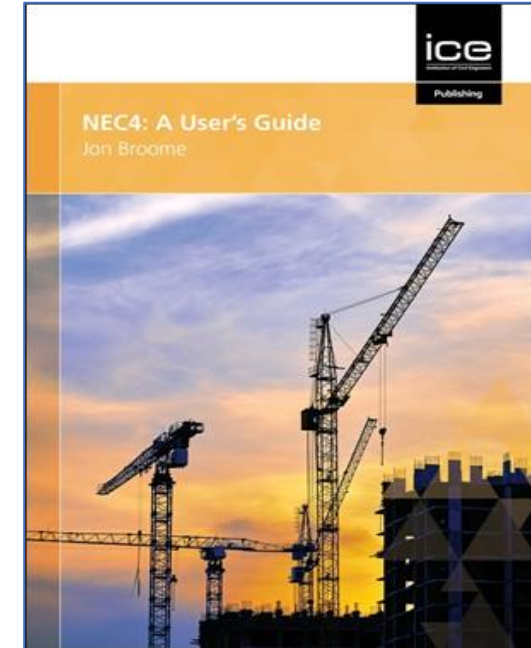
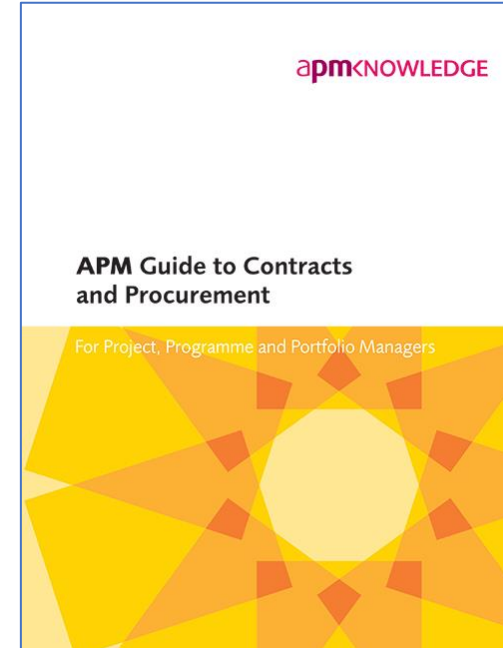
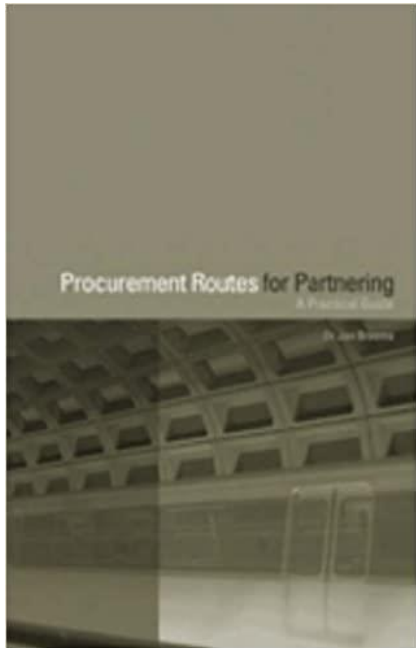
Take Control

With one, simple, out-of-the-box
Contract Management solution.
Too good to be true?



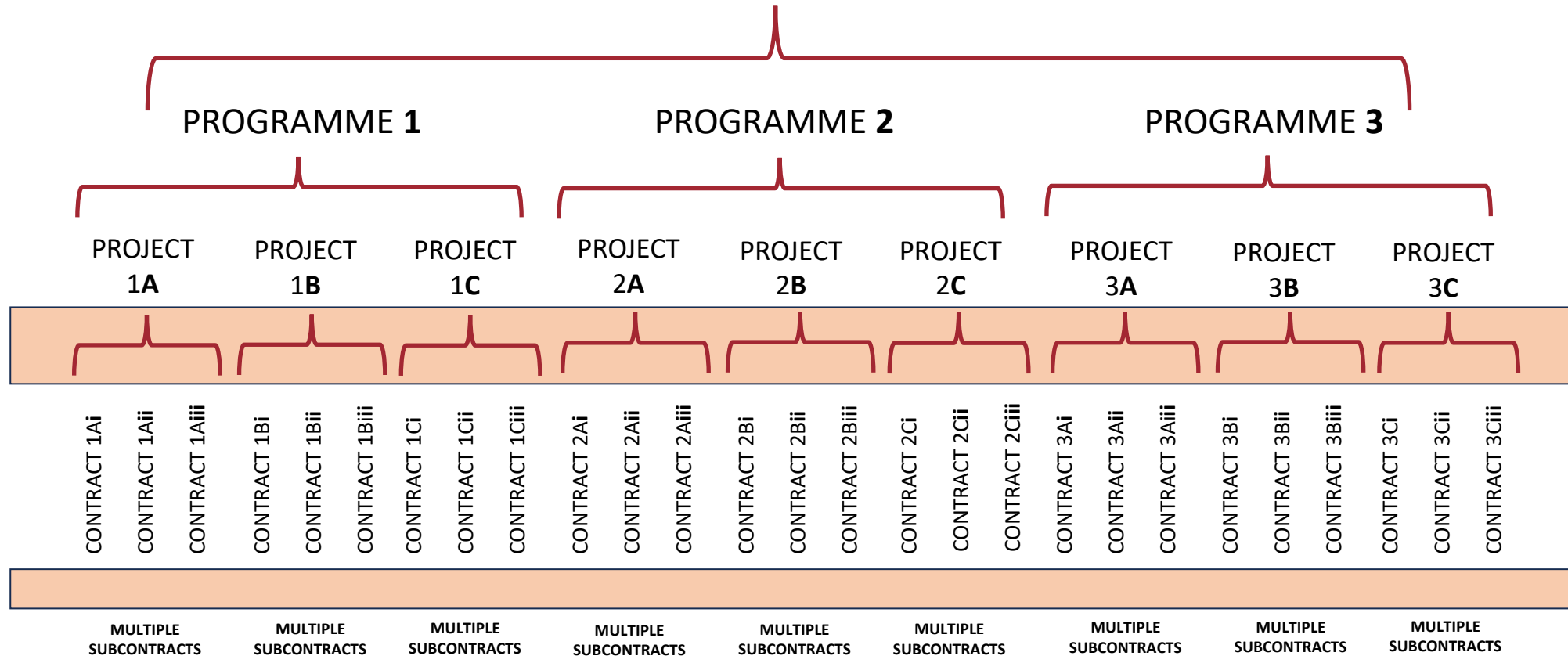
- A very little bit about me
- Working down to contract level
- Controls and data flows within a contract
- Flows to controls outside of the contract
- Working back up
- Future challenges

Dr Jon Broome : NEC & Contracts Geek

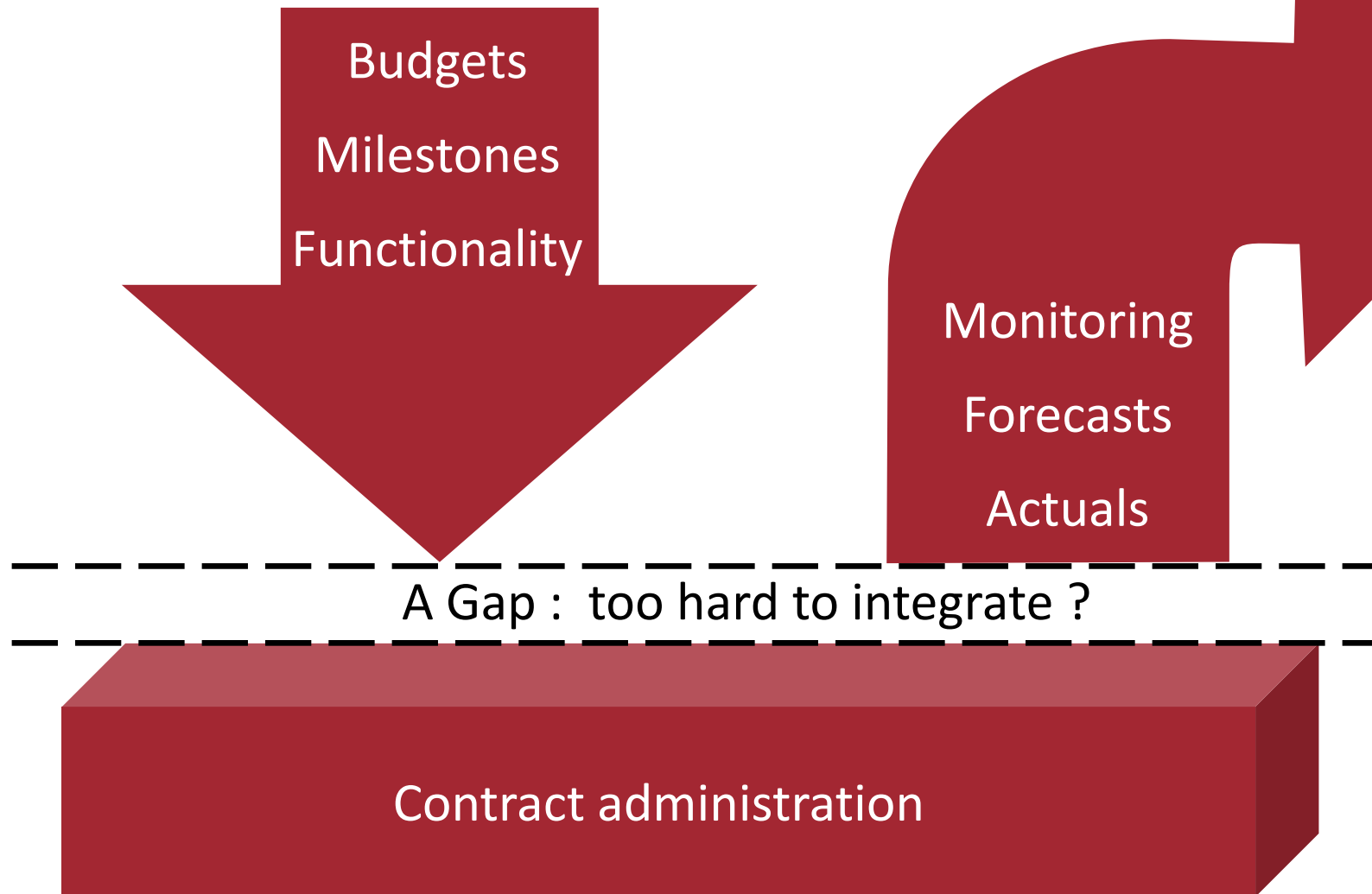


A Hierarchy of P³M + C²ontracts

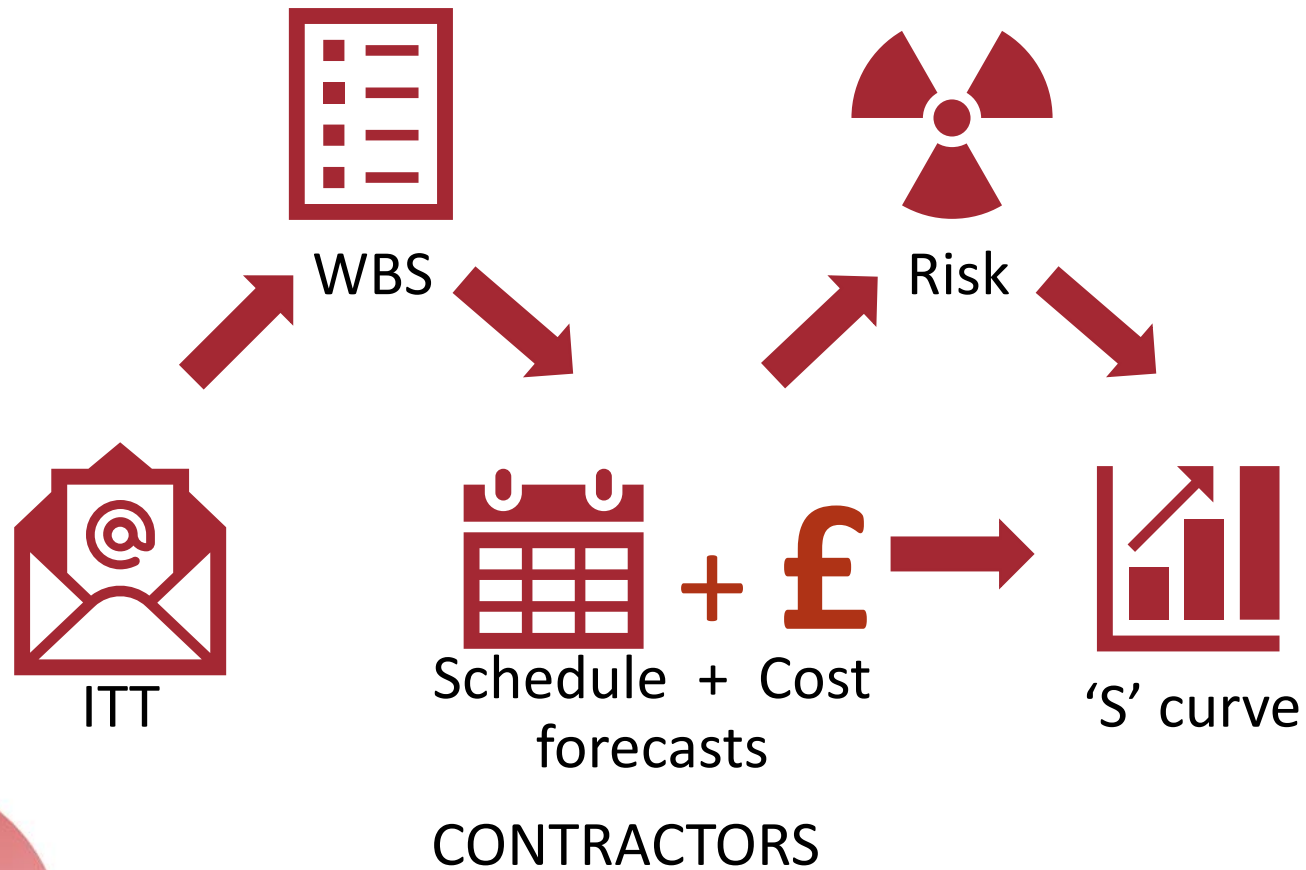
Client PORTFOLIO level



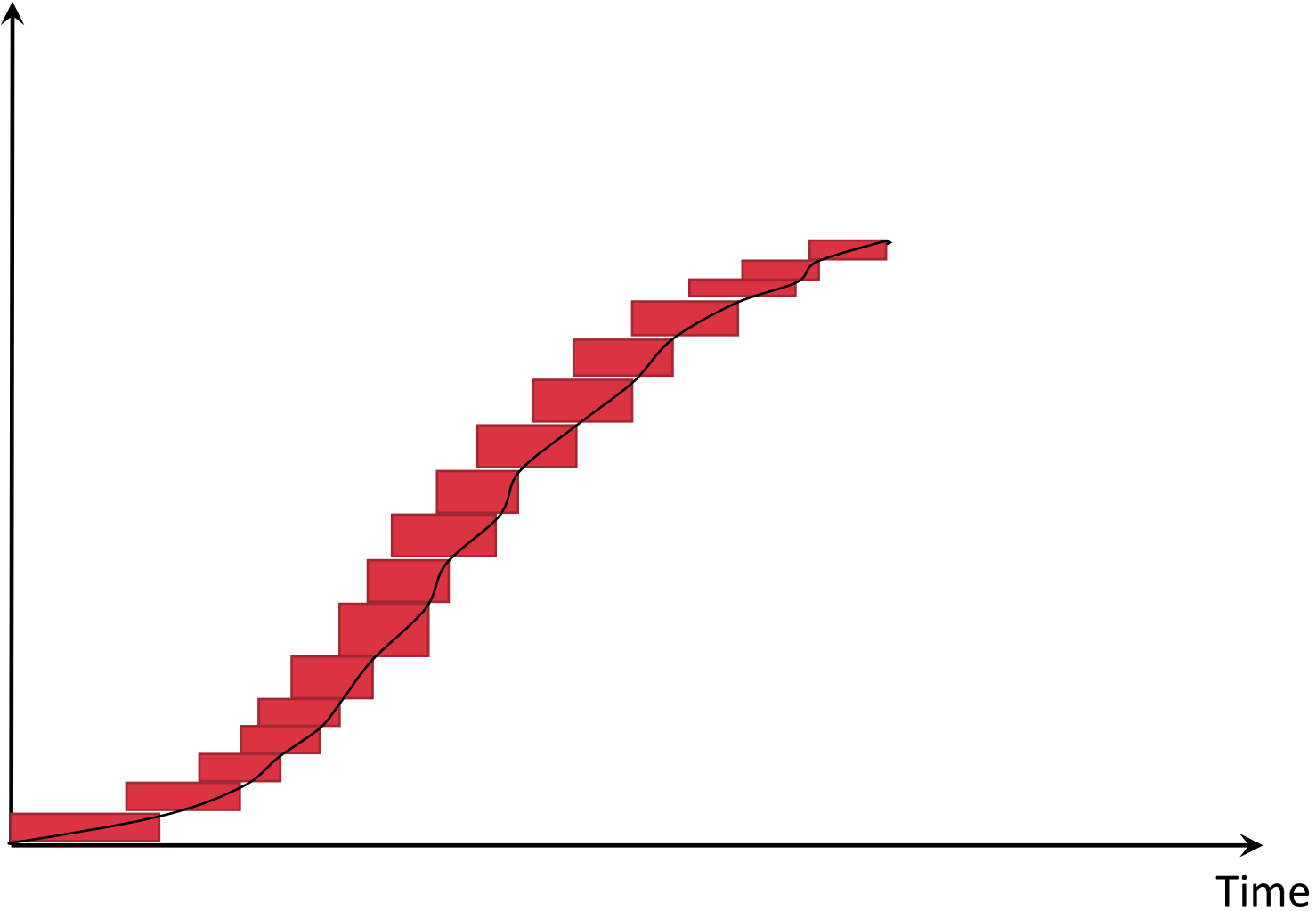
Data flows within a contract



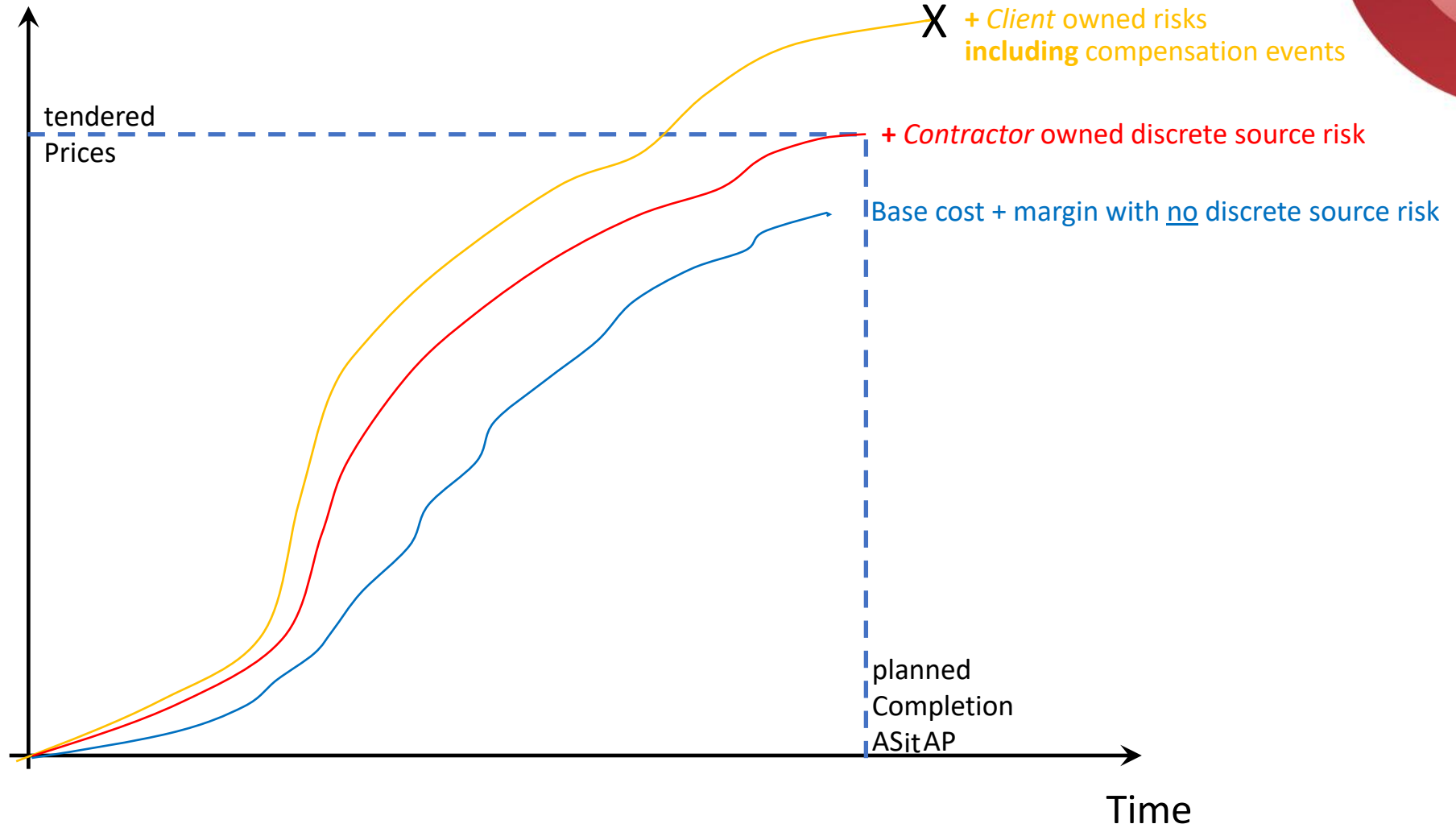
Main contract level



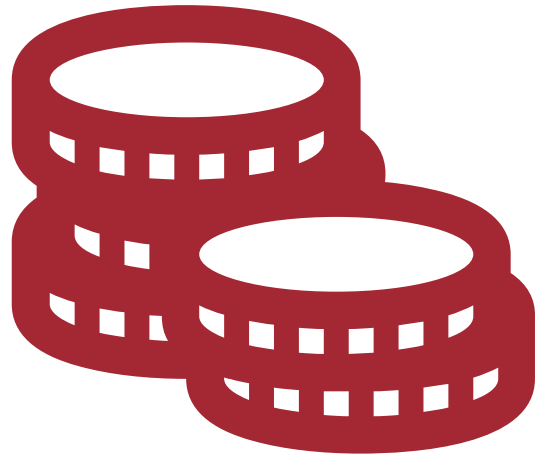
Forecast
£££'s



Forecast
£££'s



Pre-contract



Prices



planned
Completion



Contractors
and Clients

Post-contract : Early warnings

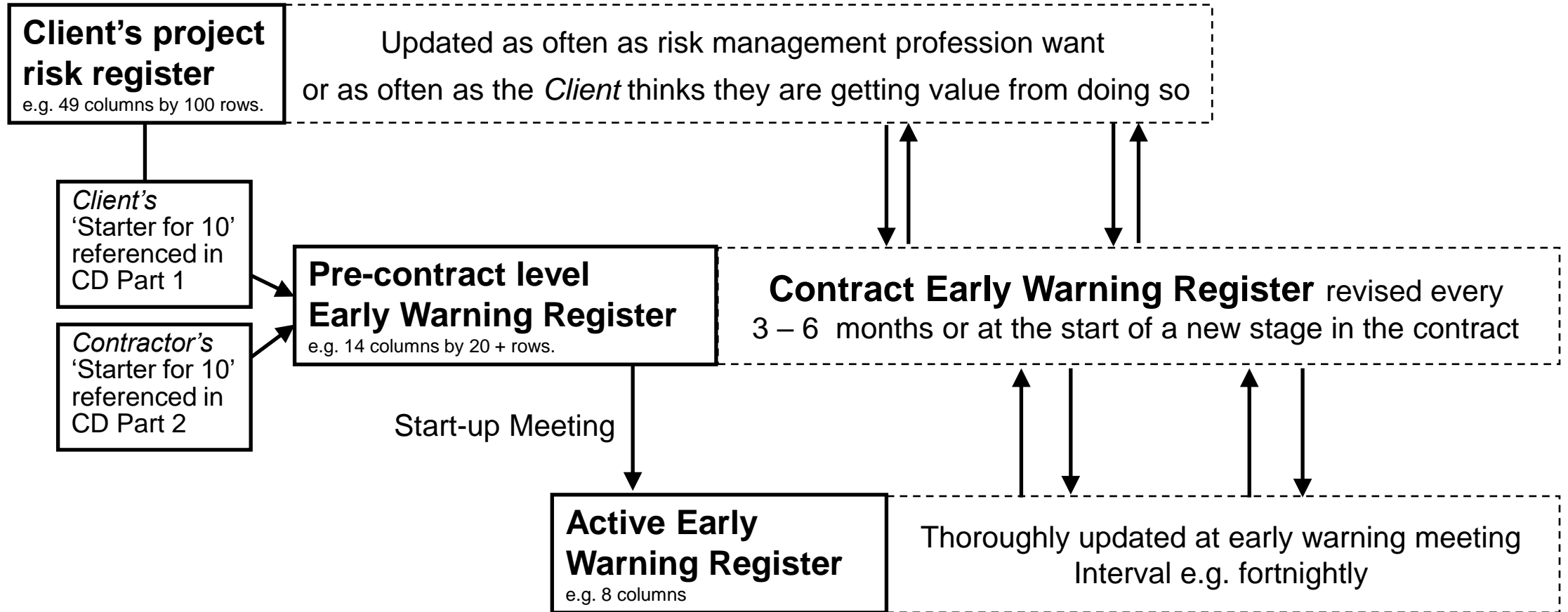


Identify and notify emerging risks and issues

Pro-actively avoid or reduce risk

Close out when concluded

Integrating the risk register and two levels of the Early Warning Register



Post-contract : Early warnings (cont.)



Early warnings included in Prices are NOT compensation Events

Early warnings may BECOME compensation events

Need to identify early warnings that will adjust Prices and those that will not

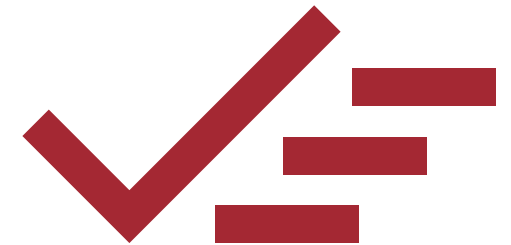
Post-contract



Compensation
events

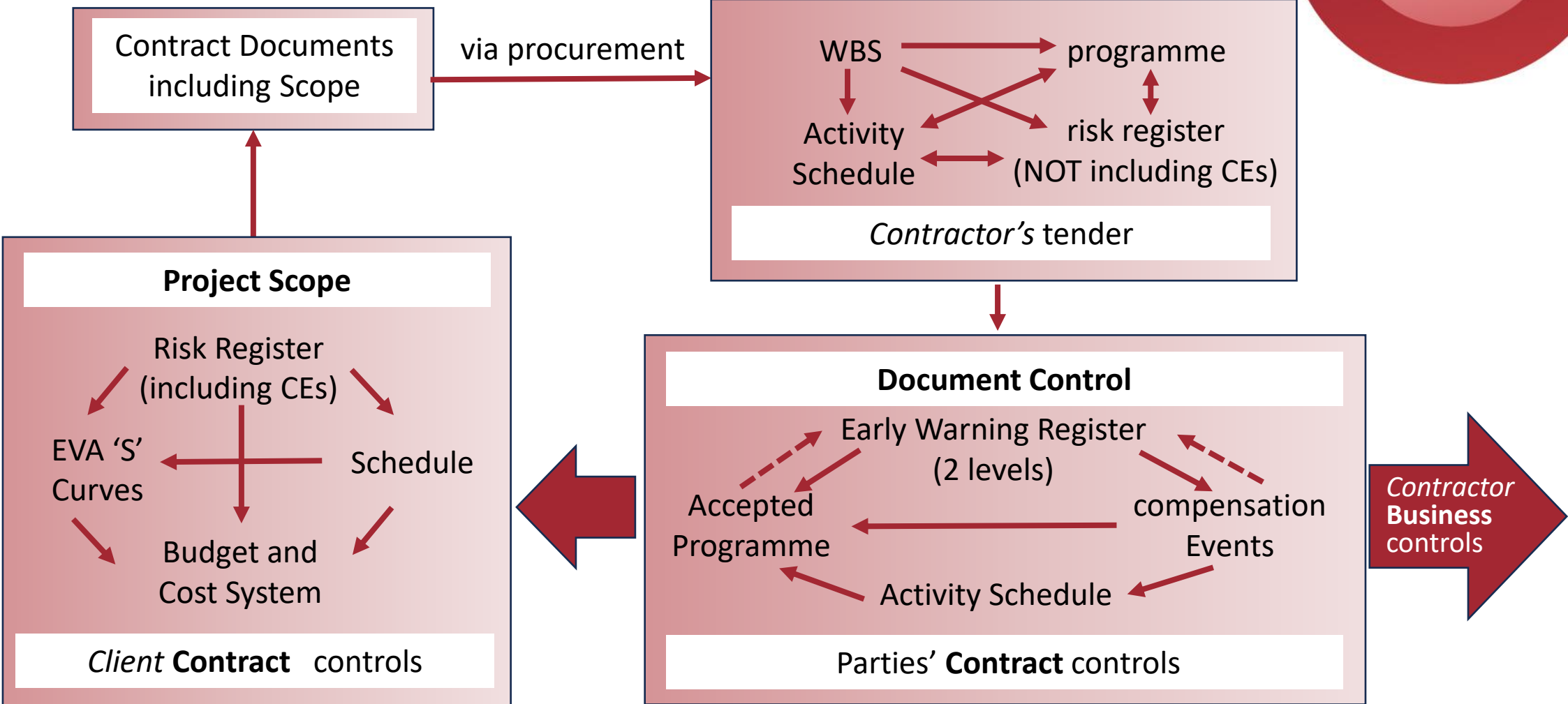


Activity
Schedule

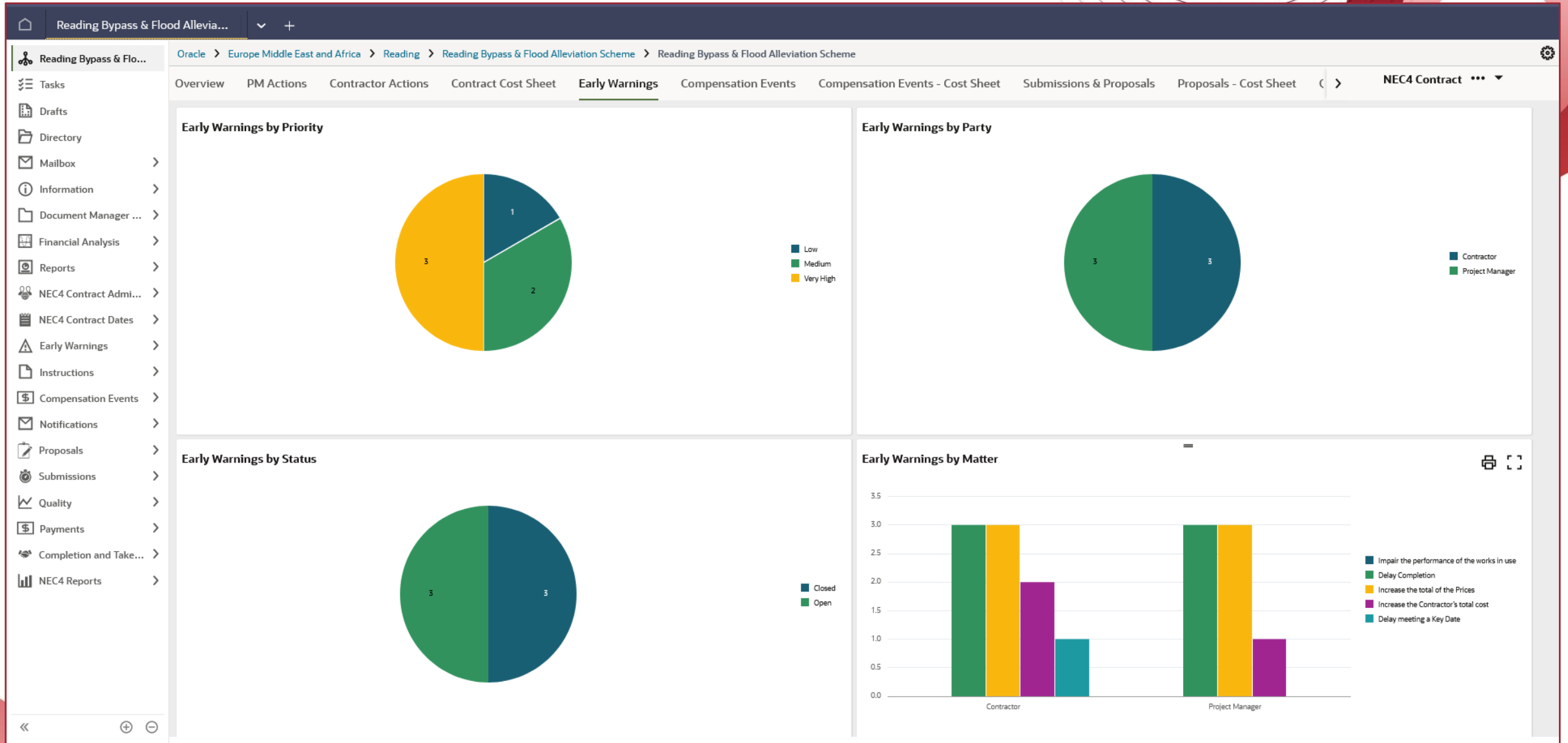


Accepted
Programme

Post-contract : Accepted programme



NEC4 Contract Management Solution Oracle Primavera Unifier



Cost Sheet

View: Default Currency: Pound Sterling (GBP)

	Cost Code	CBS Item	Contract Financial Breakdown	Accepted Quotations	Compensation Event Assessments	Accepted Proposals	Certified Payments
1	00	Contract Total	£5,673,750.00	£70,000.00	£60,000.00	£0.00	£774,300.00
2	100	Design Services	£0.00	£0.00	£0.00	£0.00	£0.00
3	200	Construction	£3,217,350.00	£70,000.00	£60,000.00	£0.00	£0.00
4	300	Furnishings	£0.00	£0.00	£0.00	£0.00	£0.00
5	400	Fixed Systems / Equip...	£0.00	£0.00	£0.00	£0.00	£0.00
6	500	IT Systems/Equipment	£0.00	£0.00	£0.00	£0.00	£0.00
7	600	Moveable Equipment	£133,500.00	£0.00	£0.00	£0.00	£0.00
8	700	Miscellaneous	£1,174,800.00	£0.00	£0.00	£0.00	£774,300.00
9	800	Project Expenses	£1,148,100.00	£0.00	£0.00	£0.00	£0.00
Total			£5,673,750.00	£70,000.00	£60,000.00		

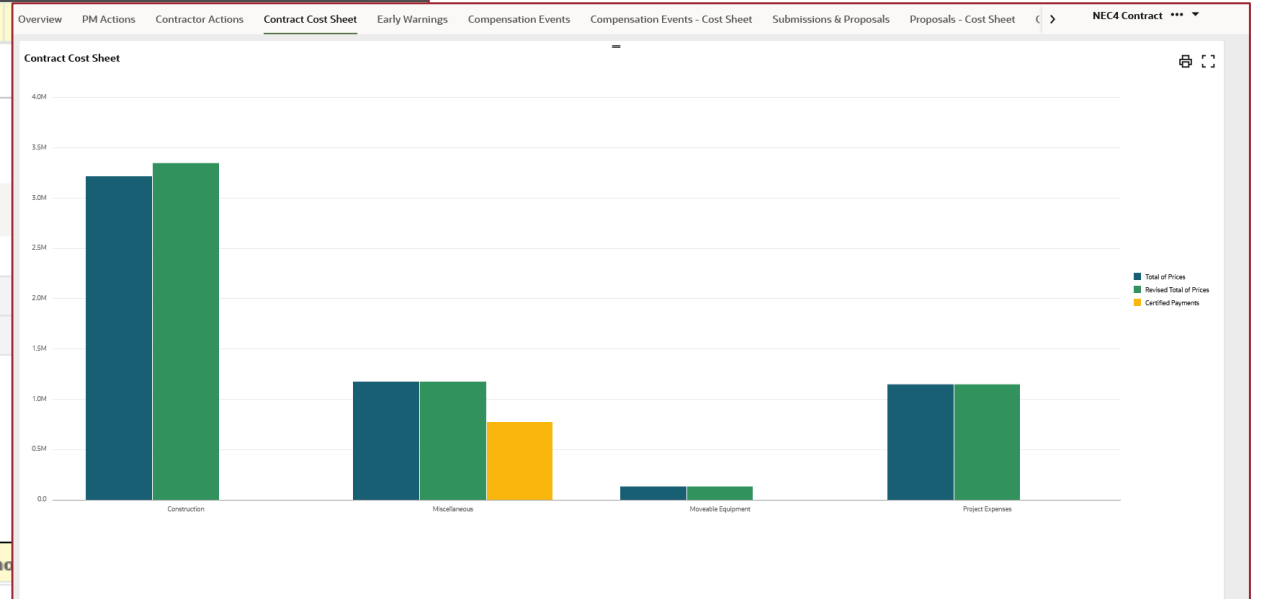
Total: 10

Transactions Cell Details Attachments Notes Audit Log

Group By: -All- View By: -All Types-

No.	Title	Work Package	Description
1	QUOTE-000006 Additional Vegetation clear...		Q6 - Labour
2	QUOTE-000004 Vegetation clearance		Q4
Total			Total Amount

Total: 2



Reference Records - Graphic



Business Process

All

Display

Reference and Linked Rec

Transfer Focus

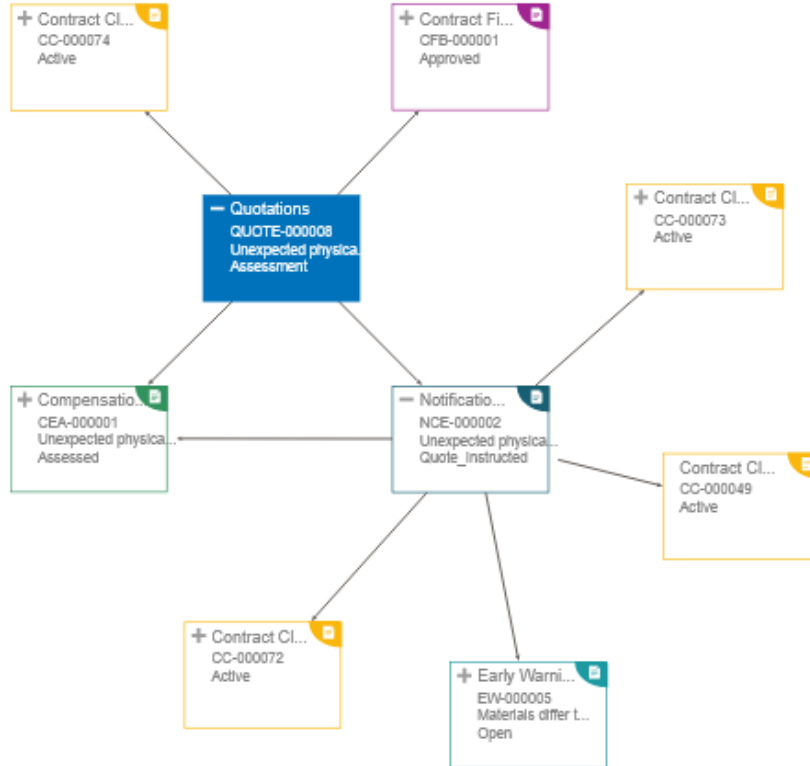
Reset



Display

20

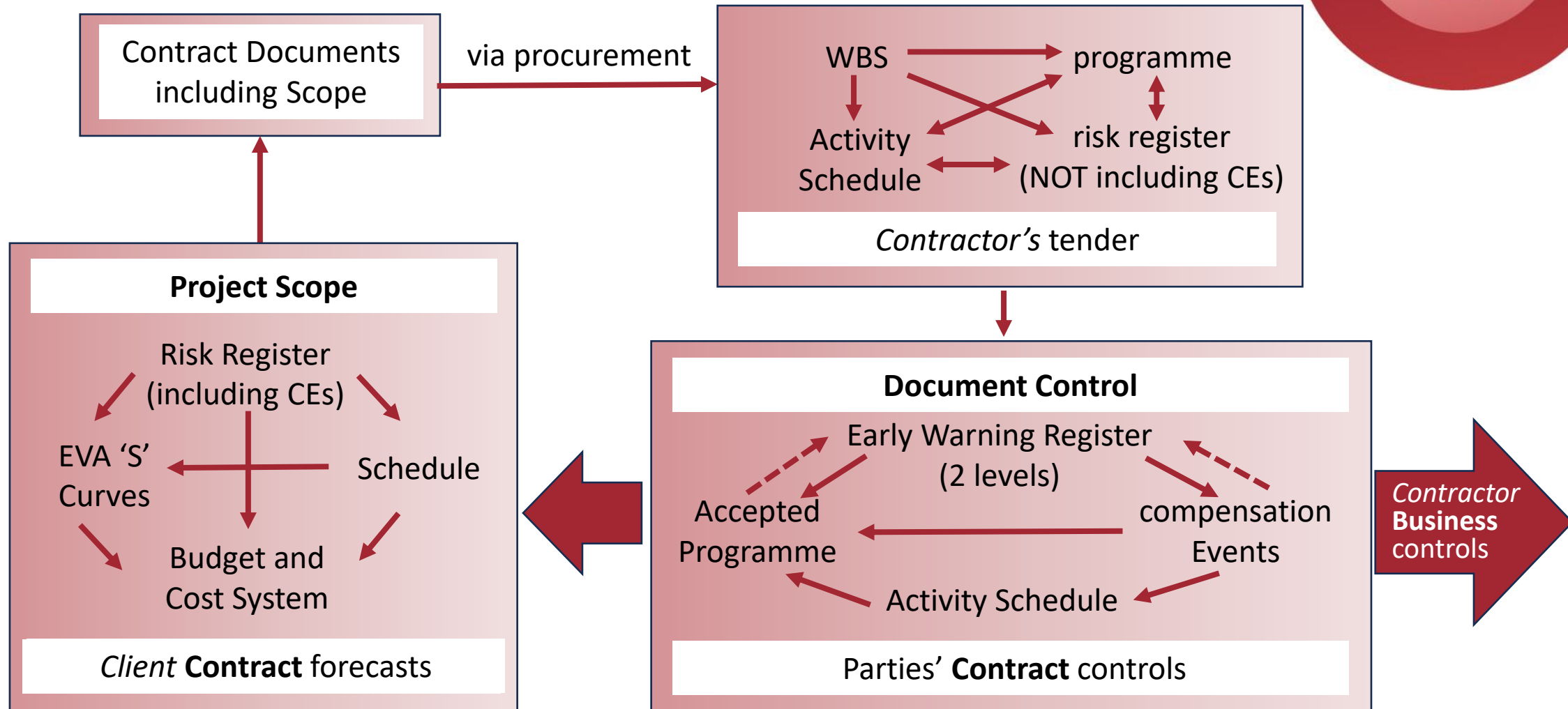
Per Node



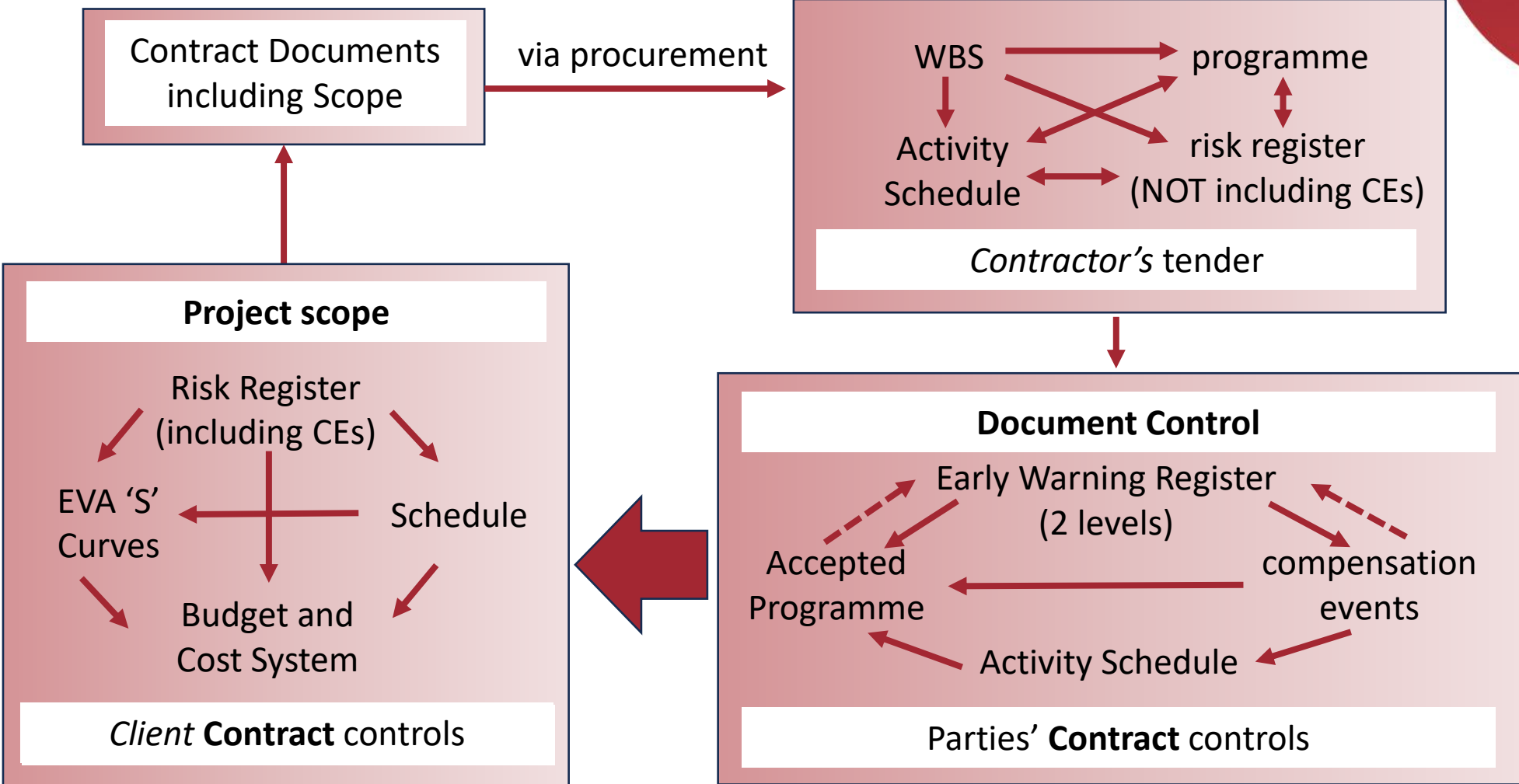
Type	Ref No.	Title/User Name	Business Process	Status
▲ Notification of Compensation Event : NCE-000002				
	CC-000072		Contract Clauses	Active
	CC-000049		Contract Clauses	Active
	CC-000073		Contract Clauses	Active
	EW-000005	Materials differ to t...	Early Warning Regi...	Open
▲ Quotations : QUOTE-000008				
	QUOTE-000008	Unexpected physic...	Quotations	Assessment
	NCE-000002	Unexpected physic...	Notification of Com...	Quote_Instructe
	CEA-000001	Unexpected physica...	Compensation Eve...	Assessed
	CC-000074		Contract Clauses	Active
	CFB-000001		Contract Financial ...	Approved

Total: 9

Post-contract : Accepted programme

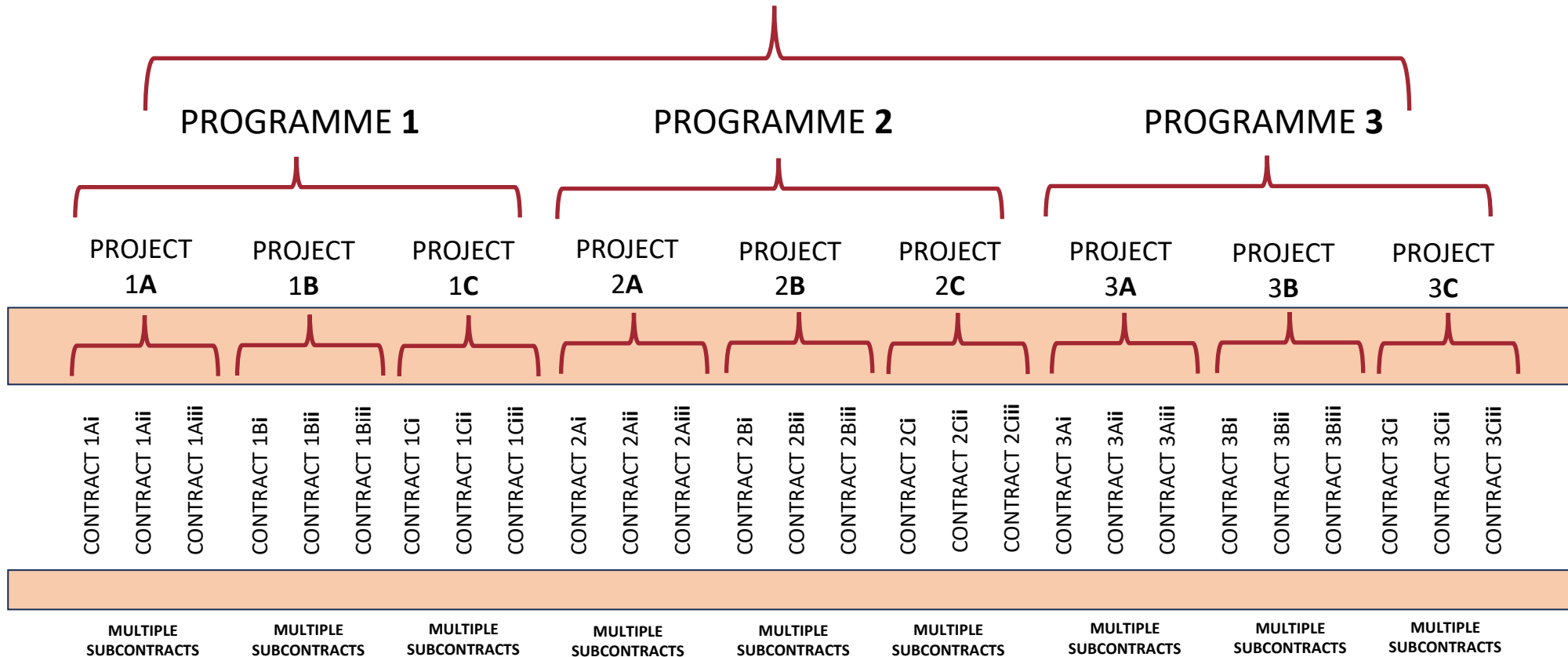


Post-contract : Accepted programme



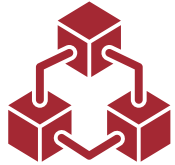
A Hierarchy of P³M + C²ontracts

Client PORTFOLIO level



Future Challenges

What still needs to be addressed?



Main *Contractor* / Subcontractor interface feeding into the *Client / Contractor* system



Think about cost-based contracts with pain / gain share, not just price-based contracts



Other adjustments to the amount due & effect on forecasts, eg time-based incentives



Operation of the contract: competence, project organisational structures, delegation ...

Keeping the standard NEC forms standard

Take Control

With one, simple, out-of-the-box
Contract Management solution.

Too good to be true?



THANK YOU