

We are convinced to deliver an leverage-effect UP to 100 times between OUPUT (Quantities + Values) versus INPUT (Honorarium)

A _ Your problematic situation

Your Team has excellent “technical compartment” knowledge, but miserable **communication skills** to coordinate reasonable project issues with all Parties. A lot of engineers and MBAs are not **conversant** in the Contract Language and think, if they read the Service, Work and FiDiC contract, they understand the Contract administration in all facets at all. Besides, you have to **fight against Ignorance** due to underpaid and unmotivated personnel, esp. if project issues are resolved within the secret society circle.

B _ Attention of management too late

Management do not use to give **appropriate attention at the begin of a project** and mostly react retrospectively. They taking the initiative and showing a more proactive approach late. German says, “When the **child has already fall into the well**, loss and damage are not recoverable. Lawyers will only eat up fresh money. Think about the **SCL2017 Methodologies for forensic disruption and delay protocol**, these methods do not consider all weaknesses (wrong impacts due to non-critical paths, baseline not realistic over the entire time, assumed sequence is not constant, dynamic nature of critical path, total resource data, amendable for manipulation, ...) to win a case. Therefore Contractors have to set up a sophisticated WBS / **network logic and maintain** a proper M&E system starting **from the Date “Letter of Acceptance”** with Mobilization, De-Mob, ...

C _ Our Services to overcome aggravating circumstances on Site Level to generate Turnover for CONTRACTORS

Our Service approach looks like

C1 ... Contract Award : Identify Contractor’s capacity and capabilities

We **identify the strengths** of teams, available human resource categories, type of equipment, transportation fleet, production and delivery of material flow, pre-fabrication, sub-contractors, and all other **requirements pertinent to the Works-Contract**

C2 ... Contract Award : WBS (Production and Values) with internal milestone structure

We set up jointly set up a planning and costing department to

- (i) **produce** the **WBS in line with all resources, production rates + costs (BID-based)**, milestones of Employer’s deliveries, and so on (we do not disclose **all our success factors**).
- (ii) Monitoring and Evaluation / **M&E-system** of the monthly progress in ref to SC04.21
- (iii) incorporate disruption (instructions, vol increase, contractual causes) and delays with **issuance of Claim Notices** immediately and in this context
- (iv) produce **revised programme/adjusted Time Schedules** with EoTfC (SC08.3) frequently,
- (v) a.s.o. with the purpose to carry out an **efficient and effective** implementation.

C3 ... Contract Administration

C3.1 Instructions

(i) Any verbal instruction of the Engineer shall be immediately transformed in a Claim Notice / early warning notice. (ii) Claim Notice to issue (iii) Network / Time schedule to adjust (iv) claim request with particular details of the cause-effect relation > time = bar chart, cost = break down of cost C3 ... C1 ... set up a proper Claim + Variation Procedure with templates

C3.2 Variations initiated by Engineer (Design Responsibility) SC13.3(a), (b), and (c)

(i) early warning letter about design problems to the Engineer to request instruction how to resolve. (ii) after a reasonable time to submit a Claim Notice & substantiated Claim Notice with adjusted Work Program / adjusted TfC/EoTfC. www.ppe61.de/S+DesignDuties.pdf

C3.3 Value Engineering by Contractor (Costs of Design by Contractor, Responsibility still with Employer): It is not advisable to design changes on own costs (design costs say 25.000 Euro per Design week) & loose EoTfC compensation, e.g. 40 000 USD per day.

C 4 Adjusted Revised Programmes

with **sophisticated** slack / float / critical **path management** to consider all type of delays, impediments and preventions for the sake of the Contractor: Variations, Disruption Claims, Delay Claims, Quantity Increases, indirect instructed acceleration measures, dynamic PERT, to substantiate prolongations, cost and profit elements.

D _ Think about our leverage-effect.

Our competent and professional service might look expensive, but **we deliver “success”**.

Input depending from non-fragmentary communication and cooperation of the Team:

D1 ... 22 % Field-based = 1.200 Euro per day

inclusive travel day included per diem for food, accommodation, sundry and transport allowance = 200 Euro (EU per diem rate) >>> Difference between field and home based.

D2 ... 44 % Home based = 1.000 Euro per day

D3 ... Contract price for a 66% utilization over the Year (10 months)

= 66% Utilization * 220 service days (22 wd * 10 months) => **145 Service Days per annum.**

48 d * 1.200 daily Fee = 57.600 Euro + 97 d * 1.000 daily Fee = 97.000 Euro per annum.

=> 154.600 Euro per year; in case of a contractual period of three years with an 66% utilized input > 3 yrs * 154.600 Euro/ yr sums up to a **Contract Price = 463.800 Euro INPUT**

It is assumed, that 15-20% Claims and 10% Variations with Prolongation are realizable, will sum up in an adjusted Contract price of **35% increase**. Assume = 100 Million Euro Works-ACA / Accepted Contract Amount yields in a sum of **35 Million Euro OUTPUT**, caused by successful Claim, Variation, Qty+, and convincing Schedule - Time + Cost - Management.

D4 ... **Leverage Effect** > = 35 Mill. Euro OUTPUT div. by 0,4638 Mill Euro INPUT = **75 times**

E _ Coordinate: Please inquiry via e-mail to Katharina@GuB21.de

Our professionals deliver competent, experience and accountable **Results**. Special services in **Disruption and Delay Analysis** with sophisticated **resource levelling** as shown in the Gantt / bar chart >>> details: www.aid21.de/03.5+Disruption&DelayTechnique.pdf SCL2017 . Contemporaneous Analysis shows the linkage is intact, but resource levelling is required to produce a realistic picture of the Disruption and Delay Impact.

Disruption and Delay Analysis (i) actual (ii) planned % / cost (iii) reschedule outstanding works per month																									
ID	Task Name	Start	sa. Dur	Finish	maini uratic	Active%	Act Cost	plan5 TXT20	plan Cost10	Remaining Cost	er January March May July Sep														
											M	B	E	M	B	E	M	B	E	M	B	E	M	B	E
1	Project	01.01.2022	171 d	27.08.2022	64,9...	62%	302.800 €	77%	399.110 €	160.200 €	1	62%													
2	P&G	01.01.2022	130 d	30.06.2022	46,2...	64%	80.600 €	99%	135.000 €	54.400 €	2	64%													
3	a	01.01.2022	40 d	06.06.2022	8 d	80%	34.400 €	100%	43.000 €	8.600 €	3	8 d													
4	b	10.02.2022	30 d	18.06.2022	12 d	60%	28.200 €	100%	47.000 €	18.800 €	4	12 d													
5	c	12.03.2022	20 d	30.06.2022	12 d	40%	18.000 €	100%	45.000 €	27.000 €	5	12 d													
6	WBS BRI	01.04.2022	85 d	28.07.2022	23,8 d	72%	128.500 €	80%	142.470 €	60.500 €	6	72%													
7	11	01.04.2022	40 d	04.07.2022	4 d	90%	45.000 €	100%	50.000 €	5.000 €	7	4 d													
9	13	10.06.2022	30 d	28.07.2022	9 d	70%	49.000 €	70%	49.000 €	21.000 €	9	9 d													
8	12	11.05.2022	30 d	19.07.2022	15 d	50%	34.500 €	63%	43.470 €	34.500 €	8	15 d													
10	WBS HWS	01.04.2022	89 d	03.08.2022	37,8...	58%	55.900 €	74%	81.000 €	25.100 €	10	58%													
11	31	01.04.2022	20 d	06.07.2022	6 d	70%	51.100 €	100%	73.000 €	21.900 €	11	6 d													
12	32	21.04.2022	20 d	14.07.2022	8 d	60%	4.800 €	100%	8.000 €	3.200 €	12	8 d													
13	33	11.05.2022	40 d	03.08.2022	20 d	50%	0 €	48%	0 €	0 €	13	20 d													
14	WBS TUN	01.04.2022	106 d	27.08.2022	47,...	55%	37.800 €	59%	40.640 €	20.200 €	14	55%													
15	21	01.04.2022	40 d	04.07.2022	4 d	90%	18.000 €	100%	20.000 €	2.000 €	15	4 d													
16	22	11.05.2022	30 d	16.07.2022	12 d	60%	16.800 €	63%	17.640 €	11.200 €	16	12 d													
17	23	10.06.2022	60 d	27.08.2022	42 d	30%	3.000 €	30%	3.000 €	7.000 €	17	42 d													
18	TfC	27.08.2022	0 d	27.08.2022	0 d	0%	0 €	0%	0 €	0 €	18	0 d													

