

Commercial Management

In our experience there are three stages in any project which present different problems to the hard-pressed contractor.

Pre-Contract: As early as the Tender stage the devil is in the details. Q-Surveyors will help you to derive the optimal agreement.

During execution: For the contractor this is the key time. Juggling the complexities of the project is a tough job. Q-Surveyors will oversee the task and ensure that no issues go unresolved.

Post-Contract: It is rare for a project to be completed with 100% adherence to the original plan. Q-Surveyors will work with its clients to deal with variations in the most cost-effective manner.

During our relationship, Q-Surveyors will be happy to be profiled in any way that the client wishes. We will work remotely, or as part of the client team.

Problem Solving

Q-Surveyors has developed an approach to deal with many problems which can arise during the management of a project. For most clients these problems only occur intermittently and so they may not have a ready solution in a timely manner.

Let's have a look at the most common problems:

Cash Flow: You have submitted your invoice on time. You have paid your staff. For some reason your payments are being delayed. You are now funding the project! It's not funny and it's not fair but you are possibly faced with a financial obstacle course.

[Q-Surveyors WILL help!](#)

Overdelivery: You've worked to make your client happy. You've been asked to do additional work and have responded in good faith. Now the additional costs are being questioned. You have the dilemma of balancing current financial need with future client relationships.

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Over-complicated Contracts: There is no end to the complexities of legal documents. It's very easy to misinterpret or just miss detail. The legal profession can be very unforgiving and expensive.

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Responding to client claims: You start to get difficult communications from your client on any number of subjects: delays; LD's; consequential damages, etc. This is both diversionary and stressful.

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Exiting contracts: Sometimes the best-intentioned projects don't work out. How can you exit with the minimum liability in terms of both cost and reputation?

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Covering the planning bases: Successfully achieving a project contract means the deal is right for both parties. The planning of the project in terms of incorporating all costs and contingencies is vital.

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Managing the paper: You don't have a big administrative set-up but there are many tasks to do before the paperwork is complete.

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Support in meetings: How many times have you been to a meeting where you have been heavily outnumbered by client specialists? Q-Surveyors is a multi-skilled company.

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Our Services

Q-Surveyors offer a wide range of quality services ...

- Feasibility studies, understanding clients requirements
- Estimating, bill of quantities, cost planning
- Procurement and strategy advice
- Sub-contract procurement, preparation contract documents, tender analysis, allocation
- Cost analysis, management and control
- Risk and Value Management
- Contract Management and responding to client correspondence (give them what they need, not necessarily what they want)
- Payments, Applications and Valuations
- Variations, change orders
- Analysing outcomes and writing detailed progress reports
- Final Accounts, claims, etc
- Contractual claims advice, delays, extension of time, forensic planning
- Identifying, analysing and developing responses to commercial risks
- Preparing and analysing costings for tenders (trends and historical data)



Why Choose Q-Surveyors

It's not only our ambition that drove us to start Q-Surveyors, but in these difficult times we believe the industry needs greater flexibility and an affordable service with the same level of dedication and professionalism that full time employees bring to your business.

The Benefits?

Q-Surveyors recognise that industry needs are changing. Q-Surveyors understand that Commercial support is not necessarily a full time requirement. Why pay for a full week when a half day may be enough.

Q-Surveyors will work with you to optimise the Commercial Management cost/benefit effect on your project.

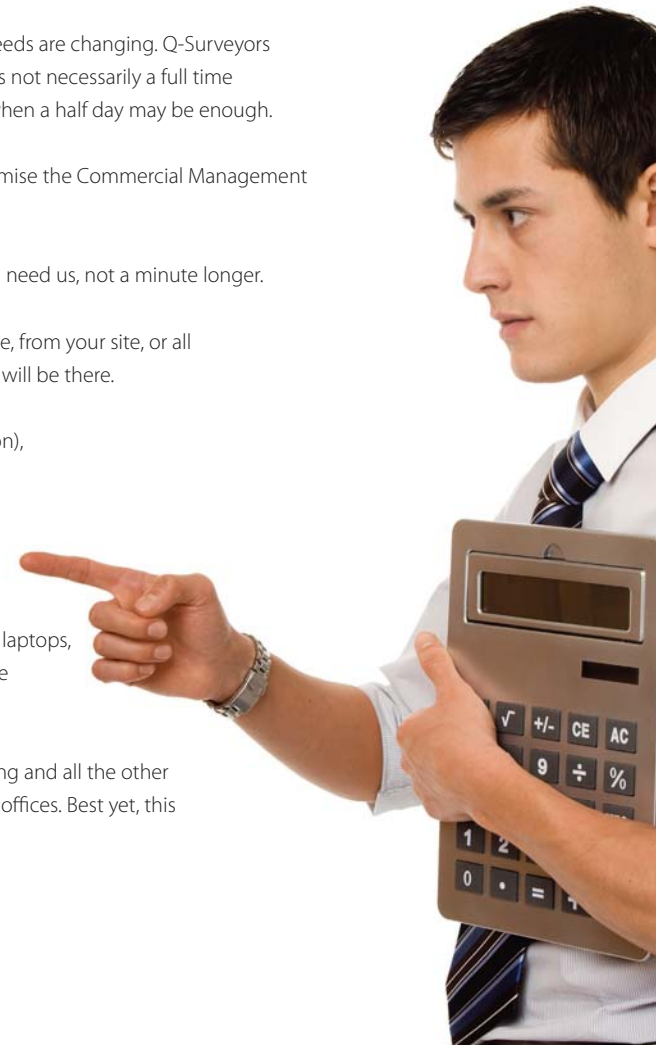
We will be there for you, as long as you need us, not a minute longer.

We can work from your office, our office, from your site, or all three. Wherever you want us to be, we will be there.

We are CSCS Card Holders (Construction), PTS certified (Rail) and have our own safety boots, hard hats and hi-visibility jackets, although we are happy to wear your branded jackets if you so wish.

We also come equipped with our own laptops, mobile phones (blackberry) and mobile broadband.

We also have printing, copying, scanning and all the other facilities you would expect back at our offices. Best yet, this is all included in our rates.





Project Portfolio

These are a sample of businesses that have benefitted from the services provided by Q-Surveyors ...

Retail

- Sainsbury's
- Tesco
- Waitrose - Cambridge
- Wickes
- Shell
- Marks and Spencer
- O2
- Vodafone
- Co-op
- NatWest

Industrial

- Gazeley, Magna Park
- Gazeley, Rugeley
- Rok (SIG), Southampton
- Rok (Coopervision). Portsmouth
- Glaxo Smith Kline-Beecham, Harlow

Rail

- Serco (Tube Lines, Metronet, Virgin, Queensland Rail)
- Wrekin Rail (Network Rail)

Leisure

- Geoffrey Museum, EC2
- Center Parcs
- Accor Etap Hotels, Derby & Leicester



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QSurveyors
commercial management services