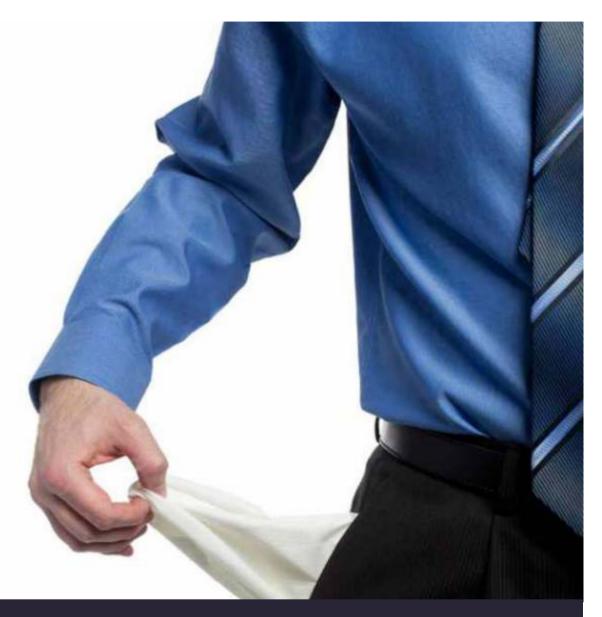
## 1155PM



#### **NO CLAIMS MANAGEMENT?**

**NO ROOM FOR MANOEUVRE!** 





**CONTRACT PRICE:** 

Additional

cost

### EFFICIENT CLAIMS & CONTRACT MANAGEMENT REDUCES YOUR COSTS!

What are your reasons for not doing efficient Claims Management?

Are these the sous of things you hear?

- "Our Sales Department worries that we'll upset our c ustomers if we claim against them."
- "As a good engineering company, we don't do that. We are honourable."
- "We have a lot of monopolistic suppliers. We cannot make a claim against them, or they'll no longer supply us."
- "Claims Management only leads to conflict that hinders our work."

Please provide more details here:

In order to find out how much money your business is losing by not doing efficient Claims Management, please review your last project and then complete the table opposite with monetary values and percentages.



Efficient Claims Management protects your business.

**1155PM** 

 $@ \ AtnoYdur, Tsuji, skynesher, kemalbas, JoeDphoto / \ IStockPhoto \cdot @ \ WavebreakMediaMicro / \ Fotolia$ 

CONTRACT & CLAIMS MANAGEMENT PAY OFF. NOT MERELY AT 5 TO 12.

Commitments to customers without any financial compensation.

Additional expenses due to warranty extension.

SUM:

PROJECT:

in % from Contract in €m Subject: Price Non-invoiced additional expenses (e.q. as a result of your customer's €m change requests, additional materials, etc.). Contractual penalties, liquidated damages paid. €m Undeclared insurance claims. €m Badly defined contractual terms with unclear and confusing €m attachments. Vague definitions of the required performance agreed in the contract, e.g. due to €m wording such as "all of the contractor's work shall be state-of-the-art", etc... Changes to project framework conditions (including the financial impact of €m currency fluctuations, increased raw material prices, etc.). €m Additional commitment of capital, e.g. prolonged use of leased machines. Additional resource commitment, e.g. own staff and own equipment. €m €m Waiting and/or downtime due to third-party delays. Re-designs due to missing/delayed information from third parties. €m €m Strategic "no-claims".

Are you surprised by the above amounts? And the totals? We should talk.

We can demonstrate why and how Claims Management makes sense for your business.

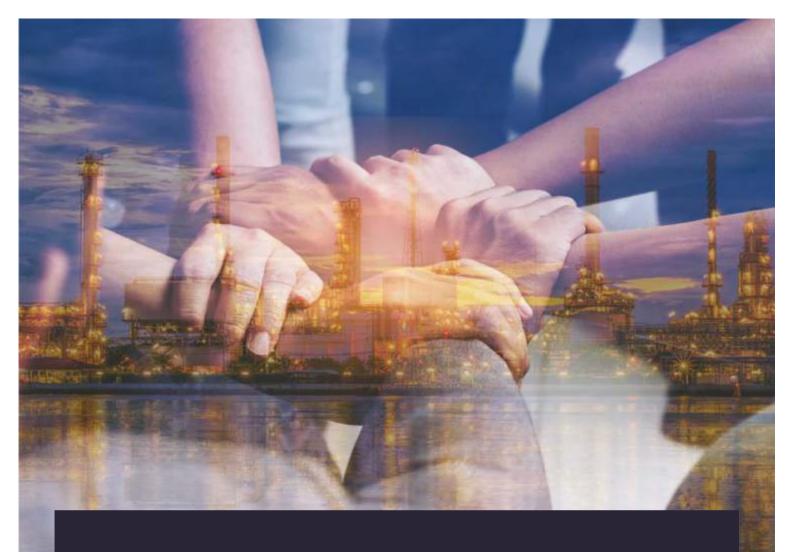
€m

€m

€m

€m

losses



#### **WE SUPPORT YOU**

BRINGING YOUR PROJECT TO SUCCESS.

# 1155PM