

1155PM



NO CLAIMS MANAGEMENT?

NO ROOM FOR MANOEUVRE!

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✓ CONSEQUENT
✓ PRECISE
✓ PROFITABLE



EFFICIENT CLAIMS & CONTRACT MANAGEMENT REDUCES YOUR COSTS!

What are your reasons for not doing efficient Claims Management?

Are these the sorts of things you hear?

- „Our Sales Department worries that we'll upset our customers 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.

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PROJECT:	CONTRACT PRICE: €m	
Subject:	Additional cost / losses	
	in % from Contract Price	in €m
Non-invoiced additional expenses (e.g. as a result of your customer's change requests, additional materials, etc.).	%	€m
Contractual penalties, liquidated damages paid.	%	€m
Undeclared insurance claims.	%	€m
Badly defined contractual terms with unclear and confusing attachments.	%	€m
Vague definitions of the required performance agreed in the contract, e.g. due to wording such as „all of the contractor's work shall be state-of-the-art“, etc...	%	€m
Changes to project framework conditions (including the financial impact of currency fluctuations, increased raw material prices, etc.).	%	€m
Additional commitment of capital , e.g. prolonged use of leased machines.	%	€m
Additional resource commitment, e.g. own staff and own equipment.	%	€m
Waiting and/or downtime due to third-party delays.	%	€m
Re-designs due to missing/delayed information from third parties.	%	€m
Strategic „no-claims“.	%	€m
Additional expenses due to warranty extension.	%	€m
Commitments to customers without any financial compensation.	%	€m
SUM:	%	€m

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.

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

- ✓ CONSISTENT
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WE SUPPORT YOU

BRINGING YOUR PROJECT TO SUCCESS.

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