

# ARE YOU HAVING TROUBLE GETTING PAID?

CCF WA's new series of Contract Administration & Commercial Awareness seminars can help

The public uproar that erupted recently after one of our largest mining companies unilaterally doubled its payment terms for payments relating to contracts over \$3 million from 45 to 90 days has highlighted the issue of security of payments.

With the mining boom a fading memory, margins in commercial work constantly being driven downwards and contractors who had traditionally worked in different sectors of the industry now aggressively competing against you for the limited work available, it is now more essential that your business maximises its opportunities and minimises its risks during the contractual process. Contract conditions can be onerous and, without the records to support your payment claims, all your hard work may end up being for zero return.

And in a typical business that works on a 5% margin, it will need to generate an extra \$2.4 million in revenue to make up the lost profit on a \$120,000 bad debt. **David Court of Contract Solutions International** is conducting a series of seminars starting in July on Contract Administration & Commercial Awareness.

In these seminars, David draws on his three decades of experience in dispute avoidance and resolution services to contractors to provide practical advice, guidance and handout notes on:

- Negotiating and reviewing contracts
- Administering contracts in relations to programming, planning, delays and time extensions
- Closing contracts and capturing variations, and
- Avoiding and dealing with disputes.

#### Which sessions suit your needs?

**Session 1:** Negotiating and reviewing contracts, ensuring your terms and conditions are up-to-date and appropriate, your program is appropriate for your scope of works and the risks you have agreed to take on.

**Session 2a:** All aspects related to contract administration from record keeping, ensuring timely payments,

dealing with variations and similar contractual issues that can cost you time and money.

**Session 2b:** Contract administration related to programming, planning, disruptions, extensions of time etc; implementing and maintaining basic planning programs to basic planning programs to preserve your rights to extensions of time and protection from liquidated damages. "If you fail to plan, you plan to fail."

**Session 3:** Closing contracts to ensure all variation works are captured and paid for; all delay and disruption impacts are acknowledged and paid for and all claims are submitted and/or resolved to ensure final payments are made and retentions are not wrongly withheld.

**Session 4:** Advice and guidance on how to deal with disputes at all stages of the contractual process; how to avoid or resolve disputes.



Our presenter, David Court, is a Registered Adjudicator and Managing Director of Contract Solutions International. David specialises in contract dispute avoidance and resolution and has extensive experience in preparing and defending quantum and time-related claims.



## 2016 CONTRACT ADMINISTRATION & COMMERCIAL AWARENESS SEMINARS

SEMINAR	LOCATION	DATE AND TIME	Members	Non-members
Session 1	CCF WA Skill Centre 70 Verde Dr, Jandakot WA 6164	Thursday, 28 July 4.00pm – 6.00pm	\$50/person	\$85 per person
Session 2a	CCF WA Skill Centre 70 Verde Dr, Jandakot WA 6164	Thursday, 25 August 4.00pm – 6.00pm	\$50/person	\$85 per person
Session 2b	CCF WA Skill Centre 70 Verde Dr, Jandakot WA 6164	Tuesday, 20 September 4.00pm – 6.00pm	\$50/person	\$85 per person
Session 3	CCF WA Skill Centre 70 Verde Dr, Jandakot WA 6164	Thursday, 27 October 4.00pm – 6.00pm	\$50/person	\$85 per person
Session 4	CCF WA Skill Centre 70 Verde Dr, Jandakot WA 6164	Thursday, 24 November 4.00pm – 6.00pm	\$50/person	\$85 per person

## REGISTER NOW!

To register for CCFWA's Contract Administration & Commercial Awareness seminars, please contact Ashleigh Skipworth at CCF WA on 9414 1486 or [askipworth@ccfwa.com.au](mailto:askipworth@ccfwa.com.au), or visit our website at [ccfwa.com.au/events/contract-seminars](http://ccfwa.com.au/events/contract-seminars).

