



## Project Control/ Project Planning

**Our client is a small turnover sub-contractor who has limited lines of credit and has a limited cash float.**

**His business cash flow is month-to-month and this issue was risking his overall business, threatening its survival.**

When they approached us, he openly admitted he was concerned we would charge him a large fee that he could not afford and that we would not be able to help as his client was a very contractually aggressive tier 1 contractor, with limitless resource to defend its stance on releasing his payments.

After the initial consolation, we prepared our proposal. Shortly after, our client engaged us to act on his behalf.

We redrafted his programme to mirror the payment values in his activities schedule. Then, whenever the activity was actualised in the programme, it triggered the value as being complete and made it impossible for the client to disagree.



### Their Problem

Our client was struggling to get their client to agree to the value of work done (VoWD) in their monthly applications. In his contract, he had a set of agreed payments in the form of an activity schedule (i.e once the activity was complete, he was entitled to claim the value). The problem was that his client was holding payments back or reducing his payments and strangling his cash flow, as our client was not able to demonstrate the completion of these activities in his programme.



### Our Solution

1. We took our clients programme and fully cost resourced it to evidence the value of the works carried out during each period of the project.
2. We provided our client's project quantity surveyor with a detailed monthly report on which works were carried out and the values to which they could apply for. We also highlighted the value of which variations were to be applied for.