

WALKER SIME  
COMMERCIAL CONSULTANCY



# WALKER SIME COMMERCIAL CONSULTANCY

**Walker Sime provide Commercial Consultancy services to the Construction Industry. Clients include Utility Companies, Engineering Organisations and Contractors.**

## **DO ANY OF THESE ISSUES SOUND FAMILIAR?**

- Inability to secure and retain quality, commercially experienced surveyors.
- Poor internal commercial processes and procedures.
- Commercial issues that divert attention away from the core business of delivering successful projects.
- Inaccurate project out turn costs and forecast project profitability.
- Failure to fully identify and evaluate contractual variations.
- Risks not fully appreciated and accommodated at tender stage.
- Failure to flow down appropriate risk on a back to back basis to sub-contractors.
- Tenders being rushed without appropriate constructive challenges and reviews.
- Disputes being agreed through a process of “horse trading”, rather than using fully detailed claims with the appropriate remedy applied.
- Failure to adhere to the contractual processes, procedures and timescales.
- Misinterpretation of item coverage rules relative to unit rate contracts.

**If so, Walker Sime can help you. Using our years of experience working with major national organisations, we can identify your issues and needs and then formulate and deliver the appropriate solutions.**

## **We know the Sectors:**

- Utilities
- Infrastructure
- Rail
- Petrochemical
- Engineering

## **We deliver the solutions:**

- Provision of the appropriately experienced commercial consultants to deliver the solutions.
- Implement commercial processes and procedures to increase project profitability.
- Training and associated skills transfer in commercial management.
- Strategic and specific commercial audits and forensic analysis.
- Introduce industry wide best practice.
- Enforce rigorous cost value reconciliation, and project profitability forecasting.
- Effective management of commercial and contractual risk at both pre and post-contract stages.
- Robust contract procurement and associated tender strategies.
- Facilitate a process of continual improvement by ensuring that any lessons learned are passed on.

## **We measure the benefits:**

- Increased project profitability.
- Marked reduction in unexpected commercial or financial problems.
- Increased confidence in out turn values and associated margins.
- Reduction in time and costs associated with the resolution of contractual issues.
- Project Managers and Engineers making informed decisions with confidence.
- Improved efficiencies throughout the “Team”.

## **We have the People:**

- Experienced commercial consultants to manage and mitigate the issues identified.
- Excellent interpersonal skills needed to work within client organisations.
- All consultants are supported by Walker Sime management and infrastructure.

*Walker Sime can provide you with the level of support to deliver robust solutions based on our extensive knowledge and experience.*

**For Further Information Contact Jon Sime or Peter Valkenburg - Directors, Walker Sime Commercial Consultancy on 0161 872 9955.**

**To find out how we can help you, call 0161 872 9955.**

Offices in Manchester, Liverpool and Leeds