

Supporting Contractors

Prevention is better than cure.

Independent Project Development and Cost Consultants

Introduction

“We are an Independent Project Development and Cost Consultants with fully operational offices throughout the GCC and MENA region”.

From our offices in Riyadh, Kuwait and Dubai, C-QUEST work with Clients across the GCC and MENA regions and beyond, on a wide range of private and public sector projects, both related to buildings of all types, and infrastructure services with associated master-planning of new areas.

We have a well-earned reputation for the quality of our Cost Management, Value Engineering, Procurement Strategy, and Claims Prevention Advisory Services and 54 years of experience supporting Contractors in the GCC.



Cost management is the bedrock of a successful project, more so now than ever, as markets come under pressure as economies change.

As project cost controlling activities are based on the output of project planning, tender evaluation, and estimates, the entire process of cost management aims to ensure that there is cost accountability, management, and value for capital investment. Therefore, cost controlling is vital for any construction project around the world.

The major factors associated with project delays are the contractor's influence and financial management. Cost overruns are very common wherever project delays occur. The major factors identified for cost and time overruns are risk factors regarding financial and political influence, the cost of construction materials, design changes, inaccurate estimations of time and cost, project complexity, lack of training on the part of the project manager, difficulty in collecting cost data and the cost of conducting cost control.



The techniques used by cost and project managers for cost control during construction are very important in determining if the project will complete on time and within budget.

Start the Relationship Early



The most critical decisions relating to the development of a project are made at the early stages when only limited information is available.

For maximum effectiveness, appoint C-QUEST at the beginning of the development process. Independent professional expertise helps you understand the costs involved and the contractual implications of decisions before they are made, saving money, time, and resources.

C-QUEST will assist you with the following at the pre-contract stage:



Review of traditional tender documents & Bills of Quantities (BQ's) for accuracy.

Irrespective of the type of contract, we offer a de-risking service that allows the contractor / sub-contractor to submit his tender with confidence in the knowledge that the tender documents have been thoroughly reviewed and risk identified. To do so C-QUEST will: Conduct a high-level review of the quantities within any set of tender documents for verification.

- Review the RFP and tender documents for risks and the proposed Agreement for contentious clauses
- Review the tender drawing quality for CAD and BIM models undertaking a "Fit for Purpose" analysis that will highlight faults and gaps within the proposed contract drawings and specifications
- Should Value Engineering or Sustainability cost analysis be a requirement, C-QUEST has those services available within our team and will offer a separate proposal for inexpensive production of any RFP requirement

Prepare BQ's for D&B tenders.

Design and Build (D&B) tenders offer alternative and greater risk, so in addition to the above services C-QUEST will:

- Conduct a detailed measurement of quantities to provide either a schedule of quantities or detailed POMI BQ, contingent upon the level of information available or the requirements of the RFP
- Review risks and offer a "Fit for Purpose" analysis of drawings as described in Item 1

Being a part of KEO, C-QUEST also has a benefit of direct access to competitively priced Architectural, MEP, Structural, Landscaping and Infrastructure Consultancy services, should that service be required.

Our Assistance to Contractors at the Post-Contract Stage

The execution phase of a construction project relies on post-contract cost controlling techniques, such as cash flow monitoring, interim valuations, final account preparation, monitoring activities, complying with contract terms and responding in a timely manner, site meetings, and documentation of activities on site. These techniques are imperative for project success.

Our post-contract services aim to reduce the contractors overhead by the provision of service that controls the client/ engineer and their site team from imposing their perception of the contract (and its risks) upon the contractor. This service is offered as either a separate stand-alone package or as a continuation of the proposed pre-contract services for a separate fee. The off-site service is available for the contract duration, although individual services are available upon request.

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Contract admin support during contract execution – includes evaluation of all VO's to maximize VO claims.

- C-QUEST will on a part-time basis provide contractual / financial advice of all issues related to the contractor delivering the project on time and at the contractors anticipated net costs
- Services will include administering the contract through communication with the consultant or client
- Services will include advice on evaluation of variations, including review of variation cause, and analysis of the contractors data collection in substantiation of claims

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Claim Preparation.

- Drafting and preparation of claims in support of the contractor in recovering potential expenses including review of claimed entitlement, timeous drafting of notifications, cause and analysis of the Contractors data collection in substantiation of claims
- This service is particularly time-consuming and is an unknown risk at the tender stage. This risk may be transferred to C-QUEST by fee negotiation monthly

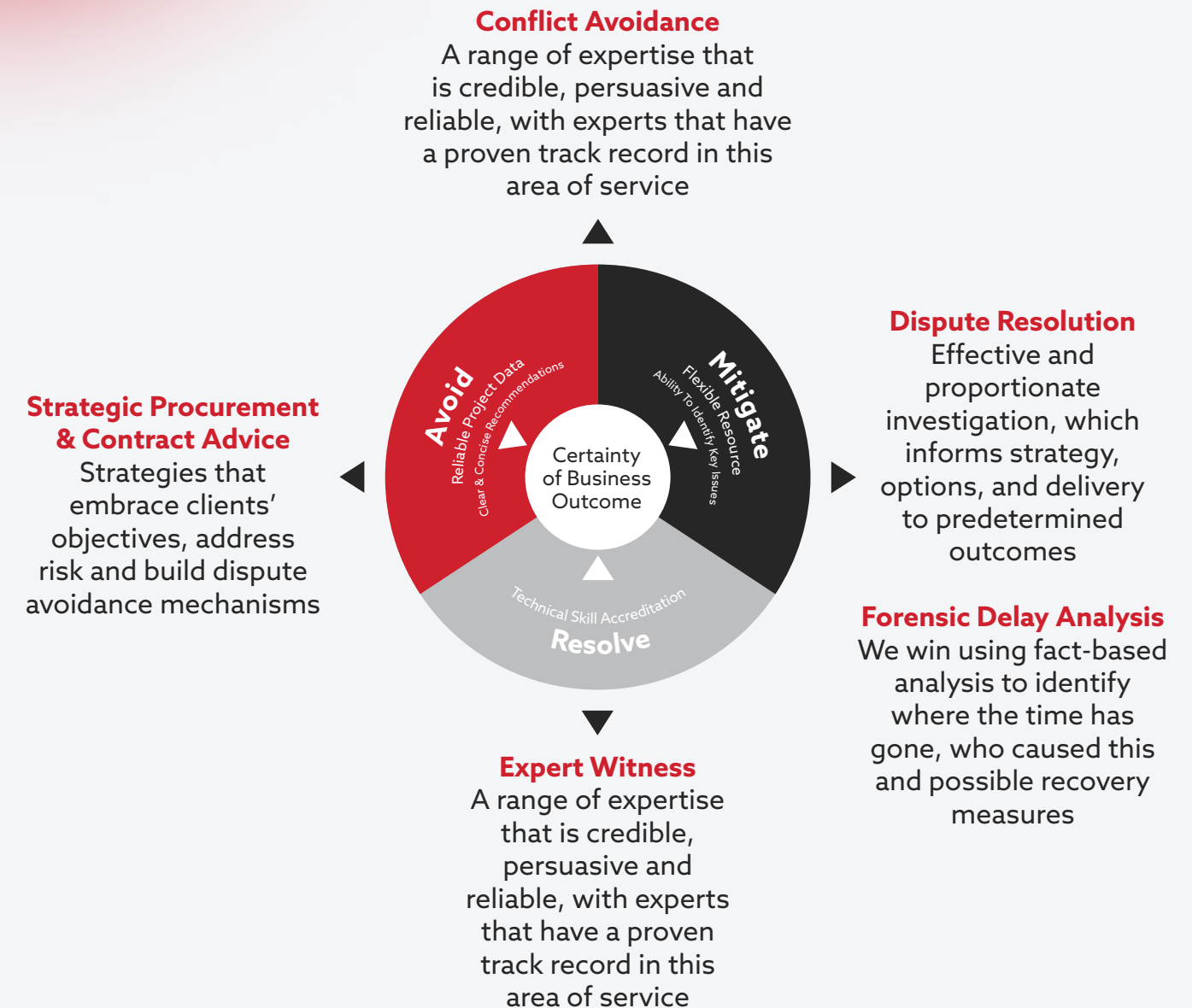
Avoiding Disputes

Our philosophy is that prevention is better than cure.

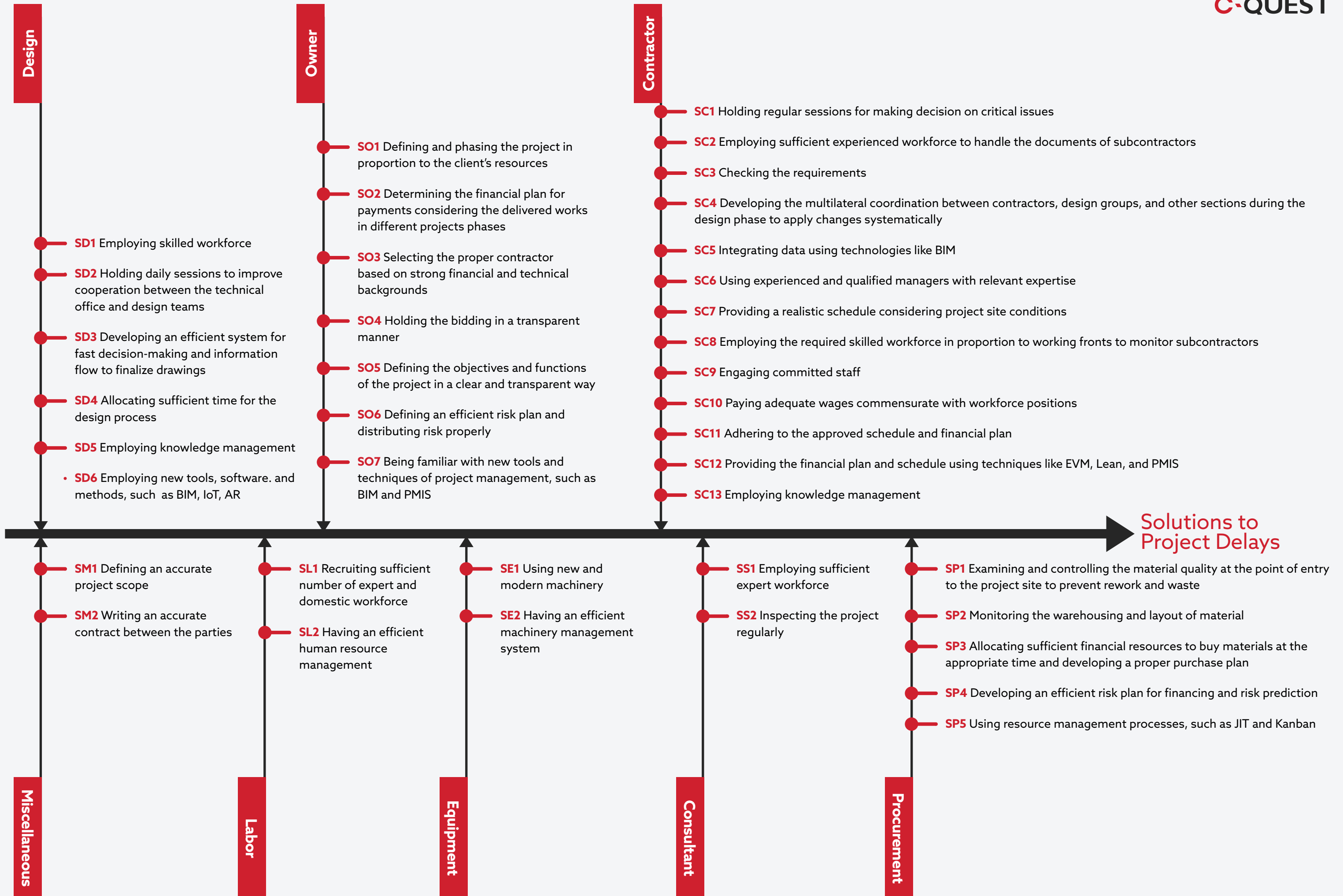
We take time to understand our clients' construction claims objectives and how our consultants may be able to meet those expectations. Early involvement allows our expertise to be used to its best advantage and enables our consultants to provide the most appropriate and effective advice. In fact, if we are engaged early enough, it may be that advice is all that's needed to avoid a claims issue escalating and becoming a costly dispute.

The claims we prepare are a valuable tool for negotiation, settlement or formal proceedings. We provide realistic advice based on legal and commercial considerations. The services we provide include:

- Preliminary investigations into the merits of the case at the outset
- Guidance on the various heads of claim, including the evaluation process
- Preparation and formulation of claims for time and money
- Cost-effective management of disputes and continuity of approach
- Submission of notices, applications, and record-keeping
- Advice on the best course of action for the earliest satisfactory resolution of the dispute
- Negotiations regarding settlement and drafting settlement agreements
- Guidance on the content of claims where mediation, adjudication or arbitration may be required



In contentious Construction Litigation and Arbitration, Expert Witnesses will be appointed by solicitors to help the parties, and their representatives reach a compromise agreement or assist a judge, adjudicator, or arbitrator in arriving at a judgement or decision.



C-QUEST Experts provide the Judge or Arbitrator with professional opinion evidence based on their expertise and experience in their chosen area of professional practice.

We combine strategic cost management advice with engineering, infrastructure, and management expertise to provide a total solution from inception and procurement, to design and operation. Through this whole life approach, we provide cost management support as an integral part of your project.

We focus strongly on adding value to our client's business, taking pride in using our skills to deliver successful project outcomes.

As a result, our clients can be confident that we will complete their projects to the highest possible standards with the least Capex and Opex expenditure.

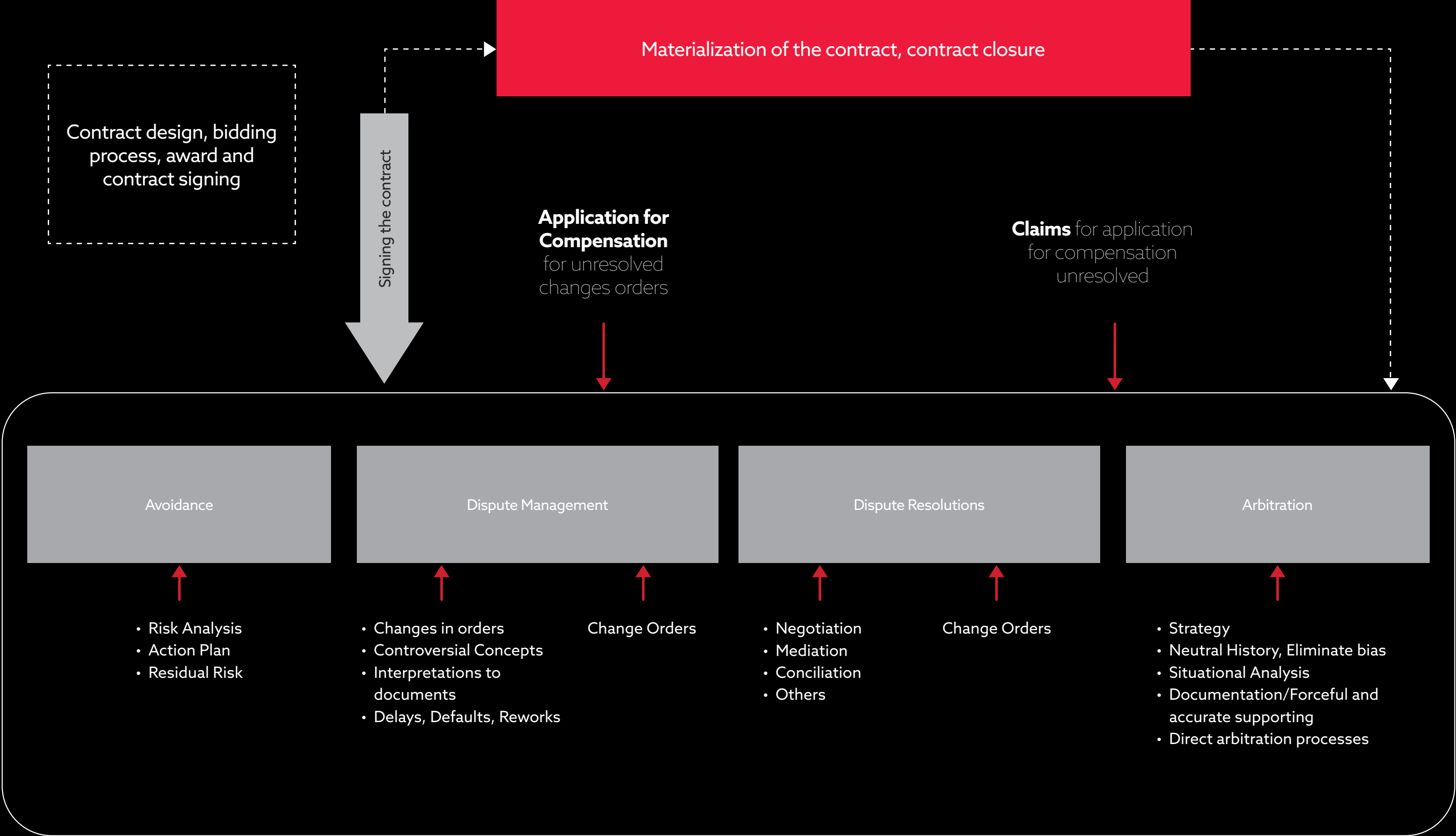
As an Expert Advisor / Witness, we can provide the following services:

- Advising solicitors/clients before any formal dispute resolution process has commenced
- Preparing advice at the pre-action protocol stage
- Assisting in defining and agreeing on issues between the parties
- Assisting in the evaluation of the merits of a case
- Assisting with quantifying or assessing the amount of any sum in dispute
- Assisting with identifying the appropriate basis on which a case might be settled early and fairly
- Preparation of Expert Witness Reports and advice
- Dealing with written questions
- Acting as a single joint expert
- Acting as an expert appointed by either party
- Attending at without prejudice meetings of experts
- Giving evidence in the Technology and Construction Court and in arbitration and adjudication

C-QUEST's forensic team can assist contractors by performing a Forensic Audit that includes:

- Analyzing, verifying, and responding to change orders, disputes, and claims
- Investigating fraud, false claims, and whistleblower allegations
- Assisting in negotiations with developers, design professionals, investors, or business partners
- Presenting expert testimony at trial, arbitration, or in mediation

Claims Management Model: Risks



Projects Delivered

C-QUEST has delivered a vast number of projects in different sectors across Middle East.

Pre-Contract Tendering Services (Bills of Quantities):

- Doha, Qatar, FIFA Stadium (40,000 seats) including associated services, D&B Tender, 2013
- Doha, Qatar, Container terminal – warehousing for D&B Tender, 2014
- Doha, Qatar, Commercial / Residential Complex for D&B Tender, 2014
- WWTP, Tehran, Iran – 450,000m³ / day for DBO Tender, 1999
- WWTP and infrastructure network connection services, Ajman, UAE, for DBO Tender, 1987

Post-Contract Services Support:

- Kuwait, Contract Administration of government building & Infrastructure services project – 1994
- Kuwait, Drafting of claim for government building & Infrastructure services project – 1995
- Kuwait, Residential Development, Drafting of claim, 1986
- Kuwait, Residential Development upgrding, Drafting of claim for PM contractor, 1996



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