



INGENIOUS

WE SHAPE YOUR NEEDS

P
Commercial and Cost Management
Services



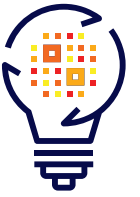
Commercial and Cost Management Services

As a separate service or as part of the overall project management, INGENIOUS provides Cost management and Commercial management. INGENIOUS provide services from the stage of concept construction of the project until its completion.





Cost management



What is it:

Cost Management are the services that provide the principal commercial control functions utilised by Clients to deliver their capital assets or projects. The service covers early cost advice to inform client decision making on investment, pre contract cost control, procurement advice, seeking tenders, post contract cost control through to agreement of the Final Account.

Cost Management Services comprise the provision of advice on cost and the optimisation of value in such a way that Clients business objectives are met. The needs of Clients vary significantly by project, sector and location but the core ingredients for successful commercial performance on projects remain the same.

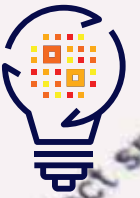
Cost management

Robust early commercial advice, supported by benchmarking information, is essential in shaping the commercial profile of a project and used to inform decision making on project direction.

Alternative solutions for procurement and contract selection can have a significant impact on project outcomes, as can the ability to control change in a managed way through the project's lifespan.

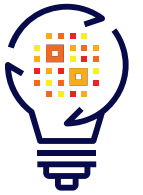
The cost management function provides the framework through which the Client has visibility and control of commercial decisions.

Our delivery solutions, as well as affording significant benefits to our Clients, allow our people to work efficiently and effectively utilising best practice techniques, tools and processes which support personal development.





Cost management



What we do:

We provide clients with advice to enable informed decision making to be made on the commercial aspects of their capital project from feasibility stage through to agreement of the Final Account.

This includes:

- Early advice and cost models on the construction costs to inform decision making based upon our benchmark data and our specialist sector knowledge.
- Identification of opportunities to optimise costs.
- Pre Contract Cost Control reports including the preparation of Cost Plans, running of a Change Control regime, cash flow forecasting and the identification of value engineering opportunities.
- Identification and management of risks and opportunities throughout the lifespan of a project.
- Procurement reports advising on the most appropriate way in which to secure the project taking due account of the client's objectives, value drivers and appetite for risk.
- Seeking or negotiating tenders, analysing the return(s) and making recommendations on appointment of the most appropriate contractor.
- Management of suppliers and design teams towards efficient delivery.
- Compiling Contract Documentation and arranging for execution.
- Post Contract cost control including regular advice on the anticipated final cost and settlement within agreed cost targets / budgets.
- Carrying out Interim Valuations in accordance with the relevant contract conditions.

Cost management



Outputs - What will the Client receive:

- Feasibility Estimates.
- Cost Planning.
- Cash Flow Forecasting.
- Change Control Protocols.
- Cost Benchmarks.
- Benchmarking Measures of Value and Efficiency.
- Value Engineering.
- Risk and Opportunities Reports.
- Pre Tender Estimates.
- Procurement Reports and Contract Selection.
- Pre Qualification Documentation.
- Tender Documentation.
- Analysis of Tenders.
- Preparation of Contract Documentation.
- Valuations and Payment Certificates.
- Cost Reporting.
- Final Account



Cost management



What are the benefits of this service:

Our experience is that this unique blend of approach and skills delivers business benefits and competitive advantage.

These include:-

- Solutions that demonstrably add more value and beat the market.
- Greater certainty of outcome through our Delivery based on our processes, tools, knowledge, experience and expertise.
- Our approach offers a managed solution to the delivery of capital projects.
- Our focus on value drives us to tailor our solution to meet the Client's business and project needs and seek opportunities to optimise value.
- Delivery solutions are developed around our specialist sector experience, articulated through our value propositions.
- Our knowledge and research capabilities underpin the advice we can provide to our Clients.



A photograph showing a person's hands. One hand is holding a pen and writing in a spiral-bound notebook. The other hand is pointing at a document that features various charts, including a pie chart and a bar chart. The image is partially obscured by large blue triangles on the right side.

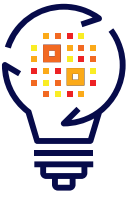
Cost management



- Our breadth of experience and expertise, whether it be by sector, project, contract or procurement route enables robust advice to inform the appropriate project strategy whether for individual projects or major programmes of work.
- Solutions, which best meet the Client's objectives for time, cost, quality and function.
- Identification of opportunities and outcomes, through our comprehensive understanding of sector specific issues which enable us to help our Clients operate effectively and competitively in their markets.
- Client spend decisions based upon reliable information and robust commercial procedures, which allow those decisions to be made on an informed basis.
- Benchmark and Management information to support Client's business decision-making.
- Project delivery in a 'Managed risk' environment increasing certainty of outcome.
- Improved supply chain relationships, which offer greater certainty of delivery.
- Performance, which combines both innovation and best practice methodologies.



Commercial Management



What is it:

Provide assurance to clients through the ability to articulate, interpret, and manage business risk, and understanding the impact of good governance, processes and technology on the successful outcome of client investments. The ability to develop and lead commercial and procurement strategies for Portfolios, Programmes, and Projects, manage commercial issues and provide the expert commercial advice necessary to deliver successful client outcomes.



Commercial Management

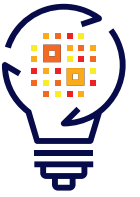
What we do:

- Consulting advice and delivery expertise on major projects or programmes.
- Create and implement good governance and processes on major projects and programme.
- Make or advise on key decisions that will deliver a better performance outcome for clients.
- Create and implement procurement and contracting strategies that manage client business risk.
- Lead and manage major negotiations and/or dispute avoidance on critical project and programme issues
- Manage key stakeholder relationships.
- Driving cost and value improvement programmes.
- Risk mitigation strategies and tactical solutions.





Commercial Management



Outputs - What will the Client receive:

- Procurement Strategy recommendations.
- Contract Strategy recommendations.
- Defined processes.
- Deployment of fit for purpose systems.
- Negotiation plans and recommendations.
- Ensure clients commercial and contractual position is properly protected.

What are the benefits of this service:

- Our experience and advice gives more predictable client outcomes.
- Effective risk management in complex environments.
- Leadership as the client to supplement client capability.
- Managed service provisions to clients who have outsourced elements of their commercial management delivery functions.



Our Leaders...

VALERY SELEZNEV Commercial and Cost Director

He has 30 years of experience in the field of civil engineering. Valery graduated from the Gorky Institution of Civil Engineering with honors in 1988 with a degree in Industrial and Civil construction. In 1988 he embarked upon his career as civil works foreman, in 1995 Valery was the Director of Estimate and Contract Department for the major general contractor company that performed building and installation works on sites of Russian Federal Nuclear Centre (All-Russian Scientific Research Institute of Experimental Physics). Constantly improving his skills in estimates pricing in construction, Valery, in cooperation with the Sarov branch of the SI of the Moscow Center of Pricing in Construction of the Russian Federation State Committee for Construction, took part in the creation of the state costing standards in 2001. Working with design organizations, he has gained experience in creating estimates for objects of different levels - from the preparation of estimates for individual objects (residential buildings, shopping centers) to the preparation of estimates for the development of urban neighborhoods. His last 15th year work experience was in Savant and AECOM (successor Savant company), as Cost and Commercial manager he developed and implemented procedures that allowed for selection of contractors and cost control management with high efficiency. His in-depth understanding of the construction process, knowledge of standards, regulations and specifications, state costing standards and sequence of commercial rates creation assist in design and construction cost management with a guarantee of a high degree of accuracy. Valery has a major experience in cost control management of different project construction, including construction of airport terminals, business and shopping centers, production facilities. His comprehensive approach to the management of contractor selection and constant cost control at all stages of design and construction has resulted in clients cutting their investment costs.





Why **INGENIOUS?**

We offer competitive prices.

We have clear defined action plans.

We build effective communication.

We manage the latest technologies.

We offer professional solutions.



Added value

Experienced professionals.

Understanding client expectations.

Efficient management of information.

Focus on time and cost control.

Good local knowledge and experience.



Contact Us...

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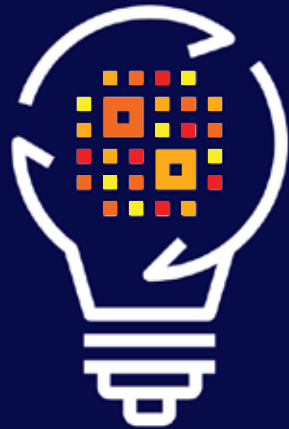
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