



Case Study - Quantity Surveying

Client Challenges

CPUK were initially approached by the opposite party in a dispute. The party knew the Client, a UK Specialist Main Contractor, and felt that they needed our help to handle their precarious situation.

Our Client, first believed that they had a £400,000 hole in their balance sheet, which was due to aged debts and retentions.

Up until this time, the client's own staff had worked for many months to recover this. However employees ranging from accounting up to commercial director level had proved unable to establish the claims or recover any of the sums.

By this time, the Client realised that they needed expert assistance, and CPUK was called in to assist.

The Solution

As a first step, CPUK decided to carry out a detailed audit of all of the contracts. We felt this was needed to establish the exact extent of the deficit.

During this process, Yosof identified that the method of application was flawed, and that the data that was being collected and entered into the client's finance systems, was in fact incorrect. This major error would have had major repercussions, had the client waited longer before getting in touch with CPUK.

On completion of the audit, we established that the sums due were actually in the region of £1.2million in aged uncollected debts and retentions.

Despite us providing all the data to the client, they were still unable to collect the sums owed, and they decided to engage CPUK once again. By applying our knowledge of contracts and the Construction Legislation, we manage to recover virtually all of the money owed to our client.

"Yosof always had a meeting to go through the findings of his investigations and would fully appraise me of the quality of the claim and the chances of success prior to proceeding to the next stages. This was not always good news and Yosof would never overstate the position. His advice at this stage would form the basis of my decisions going forward" - Managing Director, Specialist Subcontractor.

"We had a hole of approximately £400,000 in our balance sheet. We needed help with recovering our losses." - Managing Director, Specialist Subcontractor.



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The Result

During the process, CPUK highlighted serious flaws in our client's commercial processes, ranging from invitation through final account and ultimately the collection of monies and retention of clients.

CPUK provided detailed guidance on how to overcome these deficiencies, and the client managed to implement most of the changes. As a result, they are now better equipped to manage these processes and the financial aspect of debts and retentions.

CPUK - Restoring Balance

CPUK Restore Balance in contract relationships at any stage in the project life cycle.

There's a better way of doing business in the construction industry and you've just found it. In the world of construction and infrastructure projects, disputes are often the norm. Relationships between once trusted partners often become soured through the confusion of complex contracts and heightened emotions. But it doesn't have to be this way....

Uniquely, dispute prevention is at the heart of CPUK's service. Their cutting-edge process is specifically designed to bring clarity and simplicity to complex projects.

Because prevention is better than cure....

When you, like many other construction and infrastructure businesses already have, engage the services of CPUK, you are engaging with a company whose core values are embodied by its' owner and founder, Yosof Ewing.

Get In Touch

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For more information visit www.constructpro.com

Connect with Yosof on [LinkedIn](#)

"Having worked with Yosof on multiple cases it became apparent that we had weaknesses in our terms and conditions, and especially our processes and procedures. Yosof has lifted the standard of our internal processes and our output offering to clients. Everything from quotations, valuations, confirmation of verbal instructions have been reviewed in line with his recommendations. His philosophy is very much that dispute prevention is preferable to dispute resolution."

- Managing Director, Specialist Subcontractor.

