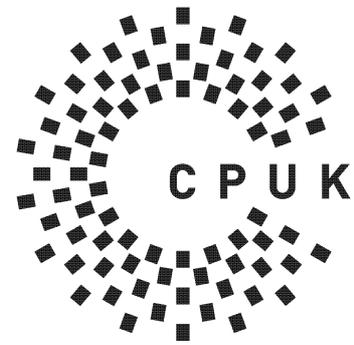


References

Yosof Ewing,
Managing Director CPUK



RESTORING BALANCE

Competency References:

“Land & Water Services engaged CPUK to advise our board on the best, non-contentious way to recover a distressed situation escalating into a full blown dispute on a very large scale, high risk engineering project in London. From the very first meeting we were impressed with the expert level of knowledge Yosof had on NEC3 construction contracts and felt confident in engaging his services. Having reviewed the situation he provided our business with very innovative arguments to enable us to present a very robust case for payment. In addition his strategic advice opened up a route for payment of a backlog of change events, also adding significant value by highlighting additional sums we could legitimately claim under our contract. His ethos is very much on resolving the dispute amicably and restoring balance within the relationship. He also advised and prepared us for the worst with his in depth knowledge of construction legislation, giving us the strategy we needed to take further action, in the event that negotiations stalled or failed. We would highly recommend using CPUK if you are looking to hear expert, candid, effective advice and support when you’re in a difficult position under a contract.”

— **Ben Elstob, Divisional Business Manager, Land & Water Services Ltd, was Yosof’s client**

“Barhale engaged the services of CPUK and Yosof in particular to assist in the management of a particularly difficult account with complex contractual issues between the Client and a principle sub contractor / consultant. His expert knowledge and depth of experience of the NEC3 forms of contract proved to be of invaluable help as we rapidly turned a high risk situation with a major consultant and challenging client, into a significant commercial opportunity. We found CPUK and Yosof easy to do business with, presenting factual information on time, effectively and advising on contractual discussion at all levels. Working with CPUK and Yosof has added an additional value to our commercial team in Scotland and provided a vital boost when it was needed within the business.

— **Pete Marchant, Regional Manager, Barhale plc, was Yosof’s client**

“We employed Yosof to review our forms of contract and offer advice on the resolution of several contractual issues. Yosof was extremely thorough in his work and provided some very useful analysis and recommendations of the various issues.”

— **Sean Bradley, Commercial Director, Farrans Construction, was Yosof’s client**

“I would recommend Yosof in his capacity of commercial director, he has a quick understanding of business and his adaptable and flexible approach, proved essential for our specific requirement...he would “move mountains” to help...very trustworthy and sincere...a pleasure to work with. Very Professional...”

— **Jonathan Cooke, Managing Director, Monocouche Render LLC, was Yosof’s client**

"Yosof has excellent knowledge of contract law and also knows how to bring disputes to a conclusion."

— **Les Barrett, CVD Fire Protection, was Yosof's client**

"We had become entrenched in a contract and quantum dispute whereby our client had made wrongful deductions, refused to pay for 'Extra Works' and was unwilling to release the retention monies held. CPUK was recommended as a company that could assist us in determining the extent of our claim and perhaps help negotiate an agreed settlement. Yosof Ewing assisted by quantifying our claim and, in fact, due to his in-depth knowledge, he identified significant other legitimate sums that we had not claimed. He then acted as an independent negotiator between the two parties, in an effort to try and seek a resolution and avoid legal action. I would recommend the use of CPUK to any firm who feels that they have a justifiable claim, but wish to avoid the time and expense of having to pursue their client via the courts, not to mention losing a client."

— **Alisdair Harrison, Director, TEC Offshore, was Yosof's client**

"Committed and professional colleague capable of providing services to suit client requirements."

— **Stewart Davidson, Principal Partner Davidson Design, was Yosof's client**

"I have worked with Yosof on several occasions and have found his in-depth knowledge of Construction Law invaluable and the manner in which he approaches specific problems encountered to be highly professional."

— **Terry Stevenson, Chief Surveyor CVD Ltd, was Yosof's client**

"Yosof continues to meet our requirements and consistently keeps us abreast of any changes."

— **Gordon Leighton, Managing Director, TEC Offshore, was Yosof's client**

"At Cornerstone Network Services we have used the services of Yosof on several occasions each time with first class results."

— **Derek Corner, Managing Director, Cornerstone Networks, was Yosof's client**

"I was fortunate to talk to Yosof regarding a recent contractual issue. I found Yosof very approachable and personable who has an excellent knowledge of contract law in which he is able to offer sound and constructive advice with a solution that will keep all parties out of litigation. Once again thanks for the advice. Top qualities: Great Results, Expert, Creative"

— **Steve Griffin, Managing Director, Lambda Contracts, was Yosof's client**

"Yosof was a pleasure to work with. He left no stone unturned and always held the client with great respect and was most informative regarding his findings. As a person, you couldn't wish to meet a more pleasant easy going person without compromising his professionalism."

— **Dick Powell, BiFab/AG Brown, was Yosof's client**

"Yosof is a very bright individual with a non confrontational attitude and a view to completing the works without disrupting the progress. On the project I worked with Yosof, it went very smoothly with the minimum amount of fuss."

— **Robert Dooner, Site Agent, Farrans Construction, was with another company when working with Yosof.**

"I am happy to endorse Yosof as I know he has a genuine desire to improve the industry we work in, as his free "ten commandments" series shows. He is always enthusiastic and has proven to be very knowledgeable in his field."

— **Martin Reid MBA CMgr MCMI, Member Services Manager, SELECT, was a consultant or contractor to Yosof at CPUK**

"I have had the opportunity of working with Yosof since he created CPUK and it has been intriguing to see the development of his innovative ideas into reality. With Yosof you get what you see, he is up front with any issues or problems and will always give 100%. Trust is at the core of his beliefs and this comes across strongly in all dealings with him."

— **Brian Jukes, Director, Business Fix Limited, was with another company when working with Yosof at CPUK**

"I have known Yosof for over 15 years and have found him to be very professional in every aspect of Business."

— **Martin Hay, Operations Director, McGill Electrical, was with another company when working with Yosof at CPUK**

"Yosof has a profound range of skills and is also deadline oriented. Yosof has worked on a couple of recent projects, where I know the clients are more than happy. Yosof works well in a multi-discipline and fast-paced environment."

— **Kevin Miller, Business Growth Adviser, GO Group / Business Gateway, was with another company when working with Yosof at CPUK**

"Although not working with Yosof Ewing in a project context I have had the good fortune to network with him, and as a result exchange views, through various LinkedIn project and risk management forums. In addition to reading the various technical white papers and internet presentations by Yosof and his company, I have had the opportunity to share views and opinions on an evolving dispute avoidance and mitigation initiative. I find Yosof's views and strategies on dispute avoidance, mitigation and resolution sound, practically based and pragmatic. His strategies are consistent with successful approaches that I have both witnessed and personally applied in practice in even some quite demanding and constrained local conditions in the field. I am therefore happy to endorse Yosof's approach and strategies in dispute avoidance and resolution."

— **Chris Nixon, Consultant, Project Manager, Coordinator, C M Nixon - Emergency, Relief & Development Projects, was with another company when working with Yosof at CPUK**

"I have found in particular the Whitepapers produced by CPUK very useful and have actually pinned the 10 Commandments of a Dispute onto my wall."

— **Scott Thomas, Senior Quantity Surveyor, Birse Rail Ltd, was with another company when working with Yosof at CPUK**

"I had the good fortune to come into contact with Yosof through LinkedIn, I find his white papers and contributions to groups and forums very topical and interesting. Yosof is a very capable "down to earth" professional who has an uncanny ability to clear the mists of jargon, and make what was once obscured now appear blatantly obvious."

— **Paul Mangan, Director, Allen & Smyth, was with another company when working with Yosof at CPUK**

"Yosof recently has come up with two very helpful white papers. These are: The Ten Commandments of Pre Contract The Ten Commandments of a Dispute As a lawyer dealing with contract management and domestic (Austrian) and cross-border dispute resolution I appreciate these contributions very much. Yosof's conclusions therein are precise and to the point and reflect my experiences concerning both, advisable preventive measures in contract-drafting as well as the strategic considerations to be taken into account before letting a dispute "crystallise". Thank's for your efforts"

— **Gernot Fiebiger, Associated Partner, Neudorfer Rechtsanwälte GmbH, was with another company when working with Yosof at CPUK**

"I have no hesitation in recommending Yosof - he is a great professional whose skills add value to any project. He is very positive and constructive to work with and has a high level of integrity and passion for his work. I look forward to working with Yosof more often."

— **Ian Reid, Development Director, Watson Burnett Architects, was with another company when working with Yosof at CPUK**

Character References:

"We have know Yosof, on and off, for the past 4 years as business colleagues and have found him to be a businessman of high standing and respect in the industry for which he serves. Always pleasant and complimentary, Yosof will always have that professional outlook on life and for us will remain that friend and colleague."

— **Denis Dowling, Owner, Creative Landscaping, was with another company when working with Yosof at CPUK Group**

"Yosof is a highly effective business developer and networker in the Scottish construction marketplace. I have met with Yosof at numerous construction industry events and have found his knowledge of the marketplace to be second to none. Yosof is an honest and effective communicator, an asset to any company looking for a construction project manager."

— **Susan D'aish, Committee Member, CIMCIGS, was with another company when working with Yosof at CPUK**

"Yosof is highly effective in the services that he provides and I am happy to recommend these services. Yosof is a great communicator and he believes that trust is core to establishing a good business relationship. Yosof is also a really nice guy personally with a lovely wife and family."

— **Shiona Wishart, Director, Fife Business Services Ltd, was with another company when working with Yosof at CPUK**

"I have known Yosof for many years as a client in a previous business and now as a colleague and a friend. Yosof is a very inspirational person with great energy and enthusiasm who is always eager to help when he can whether it be business, friendship or community."

— **Carlo Valente, Sales Director, VC2 BRANDS, was with another company when working with Yosof at CPUK**

"Yosof is a really likeable character with a can do attitude and will go out of his way to be helpful. If Yosof can't help its guaranteed he will have a strong contact that will."

— **Steve Mitchell, Director, Puddledub Buffalo Ltd, was with another company when working with Yosof at CPUK**

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