

101 Things You Need to Know About Your Subcontract – #1 Day Workshop

If you are like most of the Specialist Contractors, Trade Contractors and Subcontractors we work with on a daily basis, you could be forgiven for thinking that the construction world is conspiring against you. And onerous terms and subby bashing only make the job more difficult and stressful.

And it's only going to get worse!

If you think that it's tough now, wait until the effects of the Brexit chaos and resultant slow down really start to hit. Not to mention the squeeze on cash flow that the VAT Reverse Charge is going to have on your business.

There Are Only 3 Things You Can Do About It

1. You and your team need to get very, very smart very quickly
2. Build a commercial and contractual fortress to withstand what's coming
3. You need help and support. You cannot do this on your own.

So, here's how with our interactive workshop. Here are all the secrets that you need to reduce the risks, have a less stressful life and increase your profits.

Here's how to get very, very smart very quickly and build that commercial and contractual fortress, with our interactive workshop. At Streetwisesubbie, we see the effects of poorly negotiated contracts every day and the devastating effects it can have on business finances and personnel.

Invest #1 Day Of Your Time – Reap The Rewards For Years To Come

Joining our #1 Day Interactive Workshop could be the best decision you're going to make this year!

Throughout the day, you will discover the 101 things, that a lifetime of construction expertise and professional service to Specialist Contractors has taught us about the terms and conditions that will be used against you.

Plus, you will learn all the tricks and secrets you need to know, that will help you make sound commercial and contractual decisions and turn the tables on the Contractors.

Using actual contracts and their onerous terms this interactive #1-day workshop will reveal;

- What you need to look out for
- Where to find the onerous terms and how to deal with them
- The absolute killer clauses
- How to manage risks and protect yourself during the works
- How to get paid on time and what you're rightfully due

““Very enlightening. I would definitely recommend the course to others, well worth the day”

The workshop is packed full of useful hints tips and information, with a good mix of activities and presentations throughout the day, handouts and a course guide book are also provided.

The workshop facilitators have spent a lifetime in the construction industry and have reviewed and consulted on thousands of industry construction contracts and recovered £millions for Specialist Contractors. You are guaranteed to come away with a lot of ideas of how to protect your business from the pitfalls of onerous contracts, how to turn the tables on the Contractors and make better profits into the bargain!

Here Are The 101 Things You Need to Know – Come and Discover Why!

Contract Lifecycle and Contract Formation

1 Contract Reference; 2 Contract Name; 3 Customer Name; 4 Employer Name; 5 Credit Risk;
6 Main Form of Contract; 7 Contract Type; 8 Contract Value; 9 BOQ or Schedule of Works
10 Lump Sum / Re-Measure; 11 MCD %; 12 Contract limitation Period;
13 The Contract Articles of Agreement; 14 The Contract Particulars; 15 The Contract Terms and Conditions
16 Payment Terms; 17 Retention %; 18 Retention Sum; 19 First Retention Release Date;
20 Second Retention Release Date; 21 LAD's; 22 General Damages; 23 Title in Goods;
24 Title in Plant and Tools; 25 Insolvency of Main Contractor; 26 Risk of 3rd Party Insolvency
27 Dispute Resolution

Contact Details

28 Address for Notices to the Client; 29 Address for Notices to the Employer; 30 Accounts Contact;
31 QS / Commercial Manager;

Conditions Precedent to Payment or Achieving PC of the SC works

32 Return of signed copy of contract; 33 Collateral Warranty; 34 O&M Manual Format, Copies, Timing

Payment

35 Application for Payment Method; 36 Application for Payment Submission date;
37 Valuation Period; 38 Payment Notice due; 39 Pay Less Notice due; 40 Due Date;
41 Final Date for Payment; 42 Final Account Submission; 43 Final Account Payment Process and Final Date for Payment;
44 CIS; 45 Period for Notice of Suspension due to late payment; 46 Payment for Materials Off Site
47 Set Offs / Non-Payment Rights

Scope- (Description of works)

48 What exactly are you contracting to do?

Conditions

49 Indemnities; 50 Design Liability; 51 Design Responsibility; 52 Quality of products;

Insurance Requirements

53 Public Liability; 54 Employers Liability; 55 Professional Indemnity; 56 Product Liability

That's the first 56 see what else is covered over the page ...

Additional Requirements

57 Performance Bond; Retention Bond; Parent Company Guarantee; 58 Joint fire code

Time Specifics

59 Time; 60 Contract Date; 61 Latest Start on Site Date; 62 Expected Practical Complete Date

63 Contract Base Date; 64 Expected Practical Completion Date of the Main Works

65 Programme; Visits (allowed); Weeks allowed; 66 Notice Period to Commence on Site

67 Time Allowed for Initial Drawings; Time Allowed for Procurement; Time Allowed for Manufacture

68 End date for Optional Items to be Instructed due to procurement lead in

69 Notice period for Defect Correction before PC of the works; Notice Period for correction after PC of the SC works;

70 Defect Correction Period; 71 Response to Instruction, 72 Response to Correct Defect

73 Response to Instruction to Quote for Variation; 74 Response to Verbal Instruction;

75 Period to Notify of Variation not Instructed; 76 Termination by MC; 77 Termination by SC

78 Meetings; 79 Reports; 80 Daywork Sheets

Site Specifics

81 Scaffolding; 82 Vertical Lift; 83 Horizontal lift; 84 Waste; 85 Protection of works;

86 Damage to our works or theft; 87 Damage to other works; 88 Site open Times; 89 Delivery

90 Access; 91 Storage; 92 Parking; 93 Main Contractor provided Attendances

Requests, Approvals and Giving Notice

94 RAMs; 95 Drawings Periods for Reply; SCDP docs; 96 H&S; 97 Variations; 98 Delay;

99 Time Extension; 100 Acceleration; 101 Loss & Expense claims;

Bonus tracks ...

102 Error between Documents; 103; Defective work by Others; 104 Omitted / Cancelled works; 105 Dayworks, Labour, Plant, Materials

106 Termination of the Sub-contract; 107 Termination of the Main-contract;

108 Suspension due to breach of subcontract; 109 PC achieved; 110 Early Warnings required?

Phew! That's a lot to cover, but as the man says we do get through it ...

"Very informative, concise and to the point without any unrequired waffle" Julian Crane, Director VBS Ltd

Workshop Agenda

8.30 – 8.45 - Arrival, Registration and Networking Opportunity

9.00 - SWS Introduction

Session 1 – Contract Lifecycle and Contract Formation

Learn how contracts are formed

Can a defective tender be withdrawn?

Are you at risk if you act on a letter of intent?

Session 2 – Contract Specifics

Where to find them in the contract documents

What provisions to look for to protect your interests

Session 3 – Contact Details

Who's details you need to know and why

Break (15 mins)

Session 4 –Conditions Precedent

What is a condition precedent?

The catch you out conditions that you need to be aware of and what to do to mitigate the risks

Session 5 – Payment

How to get paid the right amount

How to get paid on time

Understanding the payment terms

Your rights under the Construction Act

What to do if you are not getting paid

12.00 - Lunch (45 mins)

12:45 - Session 6 - Additional Conditions

Understanding indemnities and common law obligations

Managing your design liability and the risks of Fitness for Purpose

Session 7 – Variations and Extra Works

What to do when things change

How to manage variations for maximum profitability

Session 8 – Insurance and other obligations

Understanding the insurance requirements and your obligations to provide the correct cover

The forms of Performance Bond and the implications of providing them

What is a Retention Bond?

What is a Parent Company Guarantee and the implications of providing them

Session 9 – Time

Understanding your obligations and entitlements as to time

The importance of managing time under the contract

Understanding Liquidated Damages and General Damages related to time

Break (15 mins)

Session 10 – Requests for Approvals and Notice Provisions

The importance of periods for reply

Notices and what they mean under the provisions of the contract

How to protect your business interests in regard to notices

Session 11 – Dispute Resolution

What is Adjudication

What is Arbitration

How to best prevent your business from getting into a dispute

What to do if you have a dispute

3.30 - Question Time

3.50 Close

Head home early and miss the traffic!

A Selection Of The Feedback From Our Previous Seminars

"As Subcontractors, Churchill enter into many formal contracts. To assess them with limited knowledge can be daunting and time consuming. There are many pitfalls and it isn't until a problem comes to light, that a lack of contractual awareness is realised.– Richard Rowson, MD @ Churchill SC

"Very worthwhile & helpful. Gives you the knowledge, confidence & tools to deal with these contracts effectively & successfully" – Kerry Barrett, QS @ Ivor King

"Very professional, pleasant & presentation delivered in an exceptional manner. Many thanks!" – Steve Hickling, Commercial Manager @ AES Ltd

"Eye-opening" – Kyle Garland, Assistant Management Accountant @ Multitech Site Services

"Concise, insightful and most importantly simplistic" – Alistair Wallace, Construction Director @ Ground Control

"A comprehensive & detailed guide to the Sub-Contractors role and responsibilities in a JCT Contract" & "If you have an involved experience of JCT contracts, or next to none, you will benefit from the Streetwise JCT Seminar" – Christopher Smith, Senior Commercial Assistant @ DBD Distribution

"I definitely think it (attending) would be beneficial for all areas of the business, for a better understanding across the board" – Jo Rumbelow, Contract Account manager @ Multitech Site Services

"Bitesize snippets of extremely useful information. Laid out in an understandable way. Highly recommend to others" – Paul Condon, Director @ Aimbec Carpentry Ltd

"Eye opening and very helpful, thorough & rewarding" – Gavin Pettifer, Operations Director @ Loughton Contracts

"A construction industry reality check with risk reducing, common sense advice" – Trevor Kirby, M.D @ Anglian Architectural

"Very informative, concise & to the point without any unrequired waffle" – Julian Crane, Director @ VBS Ltd

"Very informative & useful. Will recommend to others within the industry" – Richard Coombes, A.C Solutions Group

"Informative & relative to ongoing issues our company are currently dealing with" – Jamie Wickham @ Getjar Ltd

"Very informative! Barry & JO and walking Googles" – Laura Watkins, Credit Controller @ Multitech Site Services

"very informative, enlightening & useful" & "Barry & Jo know their stuff! Lots of helpful, useful & practical information. Well presented and helpful to have copies of the slides & documents" Emma Boswood, Business Support Administrator @ Multitech Site Services

"An eye opener into the fundamental requirements & terms of JCT Contracts" Kieran Luck, Commercial Accountant @ Loughton Contracts

"Content is very relevant and well delivered" – Matthew Potter, Director @ Oxted Window Systems

"It could be a really productive day to avoid problems in future contracts and disputes with the contractor companies" – David Garcia, Accountant @ Ajar Technology

"Informed us of our obligations & entitlements with main contractors. Can now issue notices on delays and not feel they will reduce the relationship" – Harry Jackson, Project Surveyor @ Loughton Contracts PLC

"Thought provoking" – Richard Warmington, Director @ Taskmaster Doors Ltd

"This was an excellent seminar. Well explained and easy for me to follow" – Sharon Butcher, Assistant QS @ TRC Contracts Ltd

"Informative! Explained the differences in construction act & scheme in an easily understandable way" – Shannon James, Hoarding Division Manager @ Panthera Group

"Fantastic day, full of such useful information" & "Can't wait to go back to the office & put some of the information I have learnt today into practice. Thank you!" – Kirsty Hughes, Senior Credit controller @ Multitech Site Services

"No need for coffee as it was very interesting" – Mark McGoldrick, Group Operations Director @ Panthera Group

"Very good informative knowledge" – Brian Woodley, M.D @ Gee-Bec Services Ltd

"Very good. Offered an in-depth view into common issues surrounding the industry" Jack Taylor, Estimator @ Gee-Bec Services Ltd

"Reassurance on how to deal with day to day issues. I would attend it again" – Sorin Ciotau, Commercial Manager @ BOK Constructing

"Very informative! Seminar worth attending, full of good advice" – Helena Tait, Technical Sales manager @ Brett martin Daylight Systems

"Very informative with good advice on how to protect yourselves against liabilities which I would recommend to anyone dealing with MC's" – Daniel Kirkland, Technical Sales Manager @ Brett martin Daylight Systems

"Very well presented and very informative" & "Very clear messages communicated throughout the course" – Kanji Hirani, Director @ Leay Limited

"Interesting and eye opening" – Nick Mason, Contracts Manager @ Great Yarmouth Ceilings

"Informative & inspiring" – Darren Adams, Senior contacts manager @ Great Yarmouth Ceilings Ltd

"Know your contract obligations so you can stand your ground against main contractor bully boy tactics" – Phil Telling, M.D @ Telling Finishing's Ltd

"The guys presenting definitely know their stuff" – Shak Hassan, Bespoke Project Coordinator @ Brett martin Daylight Systems

"Well presented and informative seminar. Gives me confidence as to what I'm doing right and definitely highlights what we as a company need to tighten up on" & "Knowledgeable presentation which teaches you the importance of getting your paperwork right and you'll get paid" – Sara Phelan, Bespoke Contracts manager @ Brett Martin Daylight Systems

“Excellent introduction/ refresher on the construction act. A definite recommendation to attend” – Robert O’Connor, Construction Director @ Ad Bly Construction

“Comprehensive & informative” – Martyn Leonard, F.D @ Axiom Group

“Very useful & helpful for all individuals within a company” – Mark Mulchincok, Commercial Manager @ Axiom Group Ltd

“Eye opening” – Kim Johnson, Contracts manager @ Eurosafe Solutions

“Informative & eye opening” – Neil Hodgkins, Director @ PGE Landscaping Ltd

“Very, very informative and an eye opener” – Tom Brazington, Sales & Estimating manager @ PGE Landscaping

“More front-line contracts managers should attend” Liz Hinde, Operational Support @ High peak Scaffolding

“Really useful information. It’s one of the most valuable business lessons I have learnt” – Gautam Ladva, Accounts @ Ajar Technology

“Concise, informative & well presented” – Ian Drayton, Financial Controller @ High Peak Scaffolding

“Very informative and easy to follow” Steve Gerrard, Contracts Manager @ Stone Central Ltd

“Highly informative and accurate” & “It will most definitely improve or reinforce your current knowledge of JCT Contracts and the Construction Act” – Jamie Lewis, Commercial Estimating Manager @ Hazlemere Window Company Ltd

“Very informative & well worth it!” – Alex Cockburn, Project Manager @ Pentangle

“Informative and detailed. Would recommend and will attend future events” – Richard Hydes, Assistant commercial manager @ SMD Ltd

“Definitely worth it! Informative & useful, particularly as it is for sub-contractors only. For a more open discussion” – Richard Merritt, Director @ AC Solutions Group Ltd

“An enjoyable refresher and interesting new points raised” – Paul Winston, Commercial Manager @ Cel Group Ltd

“A great insight into your contractual obligations and what to look out for. Would recommend to anyone working in the construction industry” – Damian Murphy, QS @ Ajar Technology

“Informative, thorough and well communicated” & “Well presented by Barry. Open and approachable. No topic too big or taboo” – Ian Ratcliffe, Senior Estimator @ Steadfast Roofing Ltd

“Well recommended, very informative and will be very useful for future projects” – Salim Kasujee, Contracts Manager @ Skerritt Electrical Ltd

“Very enlightening. I would definitely recommend the course to others, well worth the day” – Martin Atkins, Construction Director @ Skerritt Electrical Ltd

“Very helpful to hear hints & tips on contracting from people with vast knowledge and experience” – Sam Inett, Trainee QS @ JS Wright

“Very good insight to JCT contracts with good advice. We would certainly recommend this to anyone” – Neil Evans, M.D @ Thermo-Floor U.K Ltd

“Great eye opener” – Martin Tracey, Contracts Manager @ JD Electrical

“Great subject knowledge and entirely relevant for modern day construction” – Jonny Growcott, General Manager @ The CEL Group

“A mass of contractual information, some if it mind blowing but some very worthwhile information” – Andrew Page, Contracts Manager @

“A very useful seminar to reinforce the importance of contract formation and contractual awareness” – Michael Clarke, QS @ Axiom Group

“Highly recommend & very easy to follow and understand” – Sarah Mawbey-Abbott, Director @ GS Moore Roofing Contractors Ltd

“Excellent introductory understanding of contract terms and getting paid” – Andrew West, M.D @ AW Electrical Ltd

“Just what my business has been missing. Great work you and the team are doing – glad we found you” – Chris Frost, Director @ Aspect Commercial Flooring

“A lot of good information and advice for a 1-day course. Glad I attended!” & “Would recommend all levels of management attend” – Lee Smith, M.D @ Richmond Fire Engineers Ltd

“The seminar was extremely informative and excellently delivered” & “I’ll recommend these events to all subcontractors, I’ll definitely be interested in attending future seminars” – Gary Richardson, Commercial Manager @ Advanced Roofing Ltd

“It’s been very helpful & highlighted changes that we need to implement” – Catherine McHugh, Company Secretary @ Tecserv UK Ltd

“Invaluable for sub contract managers, project managers and directors. Excellent!” – Richard Rowson, M.D @ Churchill SC Ltd

“Interesting, informative & very helpful” – Daniel White, Director of Operations @ Churchill Specialist Contracting Ltd

“Every point I expected to be covered was comprehensively explained in layman’s terms. Comforting to know there is a specialist advisor for specialist contractors. I’ve attended legal seminars before, but they have never been what I required. Excellent overall presentation” – Ranson Og, M.D @ St Astier Ltd

“Very informative. Highly recommend department managers with no formal qualifications to attend” – Paul Lough, Contracts Director @ Airco

“Very interesting seminar, which I feel has equipped me with the relevant tools to battle disputes” – Karl Posser, Accounts Manager @ Bardo Electrical