

Construction Services: Built for the construction industry

Services

- Quantity Surveying
- Pre-contract services
- Subcontract procurement
- Measurement services
- Valuations and applications for payment
- Variations
- Cost value reports
- Claims and dispute management
- Commercial management
- Project management
- Advice & assistance to insolvency practitioners
- Business audits and reviews

Overview

Spring's Construction Services team was established by former Managing , Commercial and Operations Directors from the construction industry, each with real-life experience of successfully managing all aspects of construction businesses and projects.

Our range and depth of experience gives us a real understanding of the business issues that face our clients, and the ability to supply no-nonsense, effective solutions on occasions where your business wishes to outsource operations or add senior level support to your existing team.

From project-based quantity surveying through to strategic business and commercial management, whether you are a construction client, a main contractor or sub-contractor, we have the skills, the know-how and the network to help you.

A unique approach

At Spring we tailor our approach to meet the unique needs of each and every project, whilst our key philosophies remain the same. Our directors complete the majority of our work and, even when a lower-cost resource is appropriate, a Partner will closely manage the commission at all times. This compact structure allows us to provide our high quality services at unusually competitive rates within the industry.

We maintain a thorough, open approach from the outset of every project, providing written proposals, progress reports and de-briefs at appropriate stages throughout. Where a commission requires additional specialist resources, Spring can work effectively alongside your existing preferred suppliers, or alternatively we are also able to introduce specialists from our network of highly qualified and carefully selected partners.

Working either on-site or from our own offices, you can be sure that Spring will design and combine any aspect of our service to suit your individual needs.

Construction Services: Assistance to insolvency practitioners

Overview

We understand the financial constraints and commercial realities faced by Insolvency Practitioners, and as such our insolvency services provide the most efficient and value-driven results possible. Whatever the company's status, we are able to assist and advise on a range of commercial, operational and contractual matters relating to construction companies and contracts - all to maximise early financial recovery in a proportionate and cost effective manner that works in the best interest of the creditors.

- Pre-Insolvency support
- Insolvency practitioner appointment
- Debt Recovery
- Construction work

Services

Pre-Insolvency Support

Many companies with solvency issues have previously encountered problems that result in their banks placing them into a support situation. In these circumstances we can provide reports and advice on the viability of business operations, individual contracts and prospects for recovery, together with an assessment of the general commercial position. We are also able to provide management resources and skills to support the company or supplement staff on difficult or critical contracts.

Insolvency Practitioner Appointment

Following the appointment of an Insolvency Practitioner, Spring can provide a dedicated team to deal with immediate issues. An efficient assessment of the situation and the prioritisation of activities can be essential to maximise early monetary recovery. Our services include:

- Contract and work-in-progress evaluation.
- Analysis of book debts and retentions
- Contract viability assessments.
- Debt recovery actions.

Debt Recovery

Spring Partners have vast experience of debt recovery and dealing with the barriers that are often raised to payment. Whether you encounter issues regarding counterclaims, defective or incomplete products/services or lack of contractual entitlement, Spring's team can assess the credibility and quantum of such matters and deal with them in an agreed and proportionate manner, securing the best value-for-money recovery.

Construction Work

Construction insolvencies are rarely a simple process. Often contracts are in progress and others in the Defects Liability period. When it is not controlled, this situation can lead to under-recovery of monies that would otherwise become due. Spring is able to advise on the commercial viability of completing particular contracts. We also have the capability to manage the completion of contracts that are in progress, and can carry out remedial works in order to secure retentions. We can also assist in contract novations, negotiations with existing subcontractors and the supply of new credit lines.

Construction Services: Business Audits & Reviews

Overview

Spring's confidential, independent and impartial business reviews provide objective data and analysis to facilitate informed decision-making. We have carried out reviews of entire businesses as well as individual departments and projects. Reviews are usually tailored to suit the requirements of the situation, but can cover issues such as:

- Financial position and accounting issues
- Operational and commercial performance
- Contracts
- Work in progress
- Book debts
- Supply agreements and procurement practices
- Systems, procedures and administration.

Services

Risk Management

The working practices of many companies have naturally evolved as the business has progressed. Periodically it can be beneficial to step back from the daily running of the organisation and carry out structured risk management exercises. We can undertake initial reviews with senior management, followed by the organisation of risk workshops with staff - allowing Directors or Senior Managers to maintain senior-level direction whilst encouraging the involvement of workplace employees.

Due Diligence

We are able to provide support to assist with due diligence for mergers, acquisitions and disposals as well as for businesses wishing to measure and improve their own performance.

Post Review Actions

Spring is also able to work within the client's team to implement recommendations and manage any projects that may arise from the review and reporting process.

Construction Services: Claims & Dispute Management

Overview

Spring's team possesses a wealth of experience in resolving disputes and difficult accounts, both in a hands-on capacity and from senior management positions. We believe that entitlement to and claims for additional payments need not necessarily lead to confrontation or formal disputes. Our aim is to maintain our clients' reputation whilst obtaining the best possible outcome, in a cost and time efficient manner. In most circumstances this will mean formulating and presenting a case or claim to the other party in a clear and persuasive format for the purpose of negotiating an appropriate settlement.

- Initial assessments
- Contractual claims
- Operational management
- Formal proceedings

Services

Initial Assessment

Before you embark upon a course of action, whether you are in receipt of a claim or pursuing your own entitlement, an independent review of the various merits of your case can be beneficial. From the outset we will provide a straightforward and honest appraisal of the case as we see it, in order to help you to make the right decisions for your business.

Contractual Claims

In the course of defending, pursuing and managing claims we are practiced in dealing with a range of issues, such as:

- Delays and Extensions of Time.
- Disruption and Loss and Expense.
- Cause and Effect schedules.
- Set Off and Counter Claims.
- Claims for Damages.
- Variation evaluation.
- Contract Terms and Conditions.
- Record keeping and Notices.

Our understanding of these matters, together with our extensive major contracting experience adds real value to the process for our clients.

Operational Management

Claims and disputes often arise in a progressive manner, with early warning signs of what may develop. Our experience in this area allows us to assist clients in the formulation of systems, resources and appropriate strategies to manage the situation and ensure their position is maximised and protected.

Formal proceedings

In some situations the circumstances or personalities involved may make formal proceedings unavoidable. In these cases we apply our extensive experience in Adjudication, Arbitration, Litigation and Mediation. Whether defending or pursuing a claim, we identify the right approach for you, before applying the skills and commitment to help make the best of your case.

Construction Services: Commercial Management

Overview

Spring's clients are able to take advantage of the services of experienced Director level construction professionals. Our resources may be of benefit to the strategic direction and management of an individual project or range of contracts which may have particular difficulties or issues that require some form of senior level support to your existing team. By engaging Spring your business can reap the rewards of high quality commercial management but without incurring a full time, permanent cost.

- Short to medium term commercial management
- Construction industry experience
- Commercial support
- Project Direction

Services

Construction Clients

As a construction client your situation could benefit from a more commercial approach. We can act on behalf of clients to take an overview of the project, the contractor and the design team, with the aim of ensuring that your best interests are served. In such circumstances our extensive construction background and commercial skills can give you an edge that will maximise your position.

Commercial Support

As a new or growing business you may have limited staff or systems in place. In order to ensure optimum financial performance, the well-considered use of external resources may be a quick, efficient and cost effective solution. Not only can we provide staff at all levels to support your business, we are also able to originate and implement systems and procedures to aid the successful smooth running of your company.

Project Directors

Running a project can be like running a business itself. This fact has been recognised in the industry for some time, with the creation of the Project Director role on certain schemes. The Project Director is often of vital importance in the strategic direction and management of contracts, providing the benefit of a Director-level resource, but with work-face knowledge and control of the project. We are able to fulfil this role and draw upon the differing skills of Spring's team to provide added support where needed.

Construction Services: Project Management

Overview

Spring Project Managers come with real life experience of managing and delivering all manner of construction projects. We believe that the Project Manager should not be just an information post box but should add real management value to the process drawing on sound commercial, contractual and practical construction experience combined with effective organisational and management practices.

Our aim is to successfully deliver the project brief in a collaborative, non-confrontational way that benefits from the collective input of the entire team. A planned and structured approach that establishes critical issues, risks and goals is used. We proactively monitor, manage and influence the outcome of your project. Tailored strategies are developed that reflect the size, complexity and nature of the scheme with a view to a successful and predictable outcome.

Our range of services includes:

- Project Management
- Project Monitoring
- Construction Management
- Client representation

Services

Project Management

Spring's aim is to become an integral member of every client's team. As such, we offer the following services that can be matched to the level of direct involvement and control that is appropriate for you:

- Establishing goals and objectives that can be developed into a brief for the project
- Managing enabling activities such as appraisals and feasibility studies etc.
- Establishing project parameters for criteria such as budget, programme and design
- Providing advice on contractual arrangements and procurement methods
- Advising on and managing the selection of team members, through to schedules of services and terms of appointment
- Implementing project plans to reflect the brief
- Monitoring and managing the project through to completion, keeping the client fully informed with periodic reports as work progresses

After establishing a thorough brief we identify issues, risks, objectives and monitoring criteria to ensure that your project plan contains appropriate strategies for a successful outcome.

Every programme is broken down into graspable sections that can be readily comprehended and managed. Short-term plans are then established for the purpose of detailed management and interim reporting. Realistic, independent and effective monitoring of key matters is essential to enable those concerned to make informed decisions and instigate corrective action where necessary.

Project Monitoring

For clients who do not have direct control over the management and execution of a project but have a vested interest in its completion, our monitoring service can be invaluable to funders, investors, tenants, purchasers and other stakeholders who require independent reports to protect their interests.

Clients often benefit from reviews of contractual arrangements and project appraisals, together with the identification of key issues and potential risks. This can be followed by the monitoring of matters such as progress, funding expenditure, quality, and contract compliance, which can be achieved through site visits and attendance at site or other meetings.

Construction Management

Certain clients may decide to be directly involved with the construction work without employing a general builder or main contractor. This happens frequently in the residential self-build market and also on occasion in the commercial world. Under the right circumstances this route can save money and give the client more control over the project. However, if not managed correctly, it can also lead to problems which increase costs and drain valuable management time and energy. For clients who wish to follow this path we offer a list of construction management services that is designed to help you smoothly and safely through the process:

- Project appraisal and feasibility studies including budget and design
- Programme and cost planning.
- Building control, planning approvals, health and safety, statutory requirements
- Contractual documentation and designers appointments
- Trade packages
- Subcontract and material enquiries, tenders and orders.
- Credit lines and payment for goods and services
- Site management
- Stage and final completion certificates, warranties.

Construction Services: Quantity Surveying

Overview

Whether you require a full surveying function on a multi-million pound contract or simple re-measurements for a particular element of a project, we can supply experienced staff to meet your needs. Our comprehensive quantity surveying service includes:

- Project Surveying
- Pre-contract services
- Subcontract procurement
- Measurement services
- Cost and Value Reports
- Valuations and applications for payment
- Variations
- Cost value reports

Services

Project Surveying

Spring can support you from tender through to final certificate, or simply provide temporary assistance for your workforce at key stages of your project. With short notice required for commencement and termination of services, we can quickly enhance your resource when you need it most, without incurring long term costs for your business.

Pre-Contract Services

The commercial success of a contract can be heavily influenced by risks and opportunities identified and managed at tender stage. At the outset of your project, Spring can provide Bid Management to head up your tender, or additional commercial support within your team to deal with specific tasks. We also offer procurement and contractual advice to Clients, Contractors, Subcontractors and Consultants.

Subcontract Procurement

Spring can assist you with all aspects of procurement, from enquiry packages and documentation through to pre-contract meetings, negotiations, order placement and beyond. We will work to ensure that the appropriate contractor is selected to deliver work safely, on time, and on budget.

Measurement Services

Our pre-contract measurement services help to ensure that your tender is based upon accurate information and a representative scope of work. Builders Quantities can be provided in appropriate formats and within agreed timescales to improve tender returns and help control future issues. Our post-contract re-measurement service can provide a quick and cost effective solution, allowing your internal team to maintain its focus on key operational issues.

Cost and Value Reports

Whatever your financial position, accurate cost/value forecasting and reporting is essential to enable you to make appropriate decisions and maximise your position. However, in some circumstances it can be difficult for senior management to obtain true and accurate data. If you require a review of a particular project, a company work-in-progress schedule or a review of the effectiveness of your procedures, we can help you to obtain a clear, confidential and independent view.

Valuations & Applications for Payment

Valuations and applications for payment can place a heavy demand on your team, yet the process remains essential to secure timely payments and can assist with matters of client budgeting, loss & expense, and cost value reporting. Spring can help you get the best results - either by managing the process or by supplementing your existing team.

Variations

A high volume of variations is a feature of some projects, and the management of this situation can be critical. The effective management of variations is of benefit to all parties, aiding budgeting and forecasting, project decisions and strategy, minimising disputes and protecting returns for all concerned. Spring can act for Clients and Contractors in the evaluation and management of variations. We always recommend early action to achieve the most successful and cost effective outcome.

Construction Services: Commercial & Contractual Awareness Training

Overview

Spring's team has gained many years of industry experience in managing the commercial and contractual affairs of major contracting organisations. Spring's clients are able to benefit from this valuable experience via training programmes that are designed to suit their particular needs.

Services

Practical Solutions

We specialise in passing on knowledge, experience and skills to deal with real-life practical issues, without attempting to turn staff into quasi-lawyers. Difficult financial climates can place stress on many companies and in some instances this can result in cash flow issues being passed down the supply chain to creditors. As a result we are encountering an increasing volume of often unfounded payment reductions. Spring's training programmes provide your staff with the skills to help deal with such situations, and supply practical self-help solutions to guard against common problems.

Our Approach

With new clients we take time to gain an understanding of the nature and culture of their business, together with the common issues that they experience. This brief consultation process allows us to correctly design and focus an appropriate schedule of training. We have found large lecture-style training to be of limited use and prefer to hold smaller workshop type sessions, with content to suit the varying needs of people at different levels within an organisation. The result is increased participation and learning.

When carrying out workshop training sessions we encourage those attending to bring current issues to the table. This approach lends real life context to the training and also adds value by addressing actual current problems, for which advice may otherwise need to be sought.

Common Training Areas

We tailor training sessions to match our clients' needs, but common modules include

- Basic principles of contract
- Commercial awareness and record keeping
- Requirements of the Construction Act
- Payment problems and withholding notices
- Delay and disruption
- Variation recovery