



Blueprint
PROJECT SOLUTIONS

COMMERCIAL MANAGEMENT SERVICES

Effective Commercial Management provides early advice on how contracts can be set up and managed to avoid or reduce claims.

Our Commercial Management Services focus on pre-contract, post-contract and close out stages of the project and integrates with other project functions, like Project Management and Controls to provide underpinned, impartial and reasoned support to clients throughout all tiers of the supply chain.



WHAT ARE THE BENEFITS OF COMMERCIAL MANAGEMENT?

- **Reduced risks:** effective commercial management helps to identify and mitigate risks in contracts and projects, preventing costly disputes and claims
- **Improved financial outcomes:** optimise costs and reduce unnecessary expenditure, resulting in better financial outcomes
- **Better contract management:** ensures compliance with contractual obligations and improves the overall success of the project
- **Increased value:** helps to identify opportunities to increase value in contracts and projects, such as identifying innovative solutions or more efficient processes
- **Expertise and support:** we provide our clients with access to experienced professionals who have deep knowledge of contract and project management, providing valuable guidance and support throughout the project lifecycle



PROCESS



SYSTEMS



PEOPLE



TRAINING



HOW DO WE DELIVER THE SERVICE?

To deliver commercial services, the Blueprint team works closely with our clients to firstly develop a bespoke deployment plan that aligns with their exact requirements. The deployment plan includes specific steps and milestones for each stage of the project lifecycle, from pre-contract to closeout. The Blueprint team then implements the plan, ensuring delivery in accordance with the requirements throughout the entire lifecycle.

During the pre-contract stage, we will work with our clients to understand the project requirements and support the development of a business case. This may involve conducting a feasibility study and identifying potential risks and opportunities.

During the contract stage, we will provide support to develop a contract that clearly outlines the project scope, deliverables, timelines, and budget. This may involve negotiating with suppliers, subcontractors, and other stakeholders to ensure that the contract is fair and equitable for all parties.

During the post-contract stage, we will help our clients to manage the project and ensure that it is delivered on

time, within budget, and to the required quality standards. This may involve developing project schedules, monitoring progress, and identifying and addressing potential risks or issues.

During the closeout stage, we work with our clients to finalise the project and ensure that all deliverables are met. This may involve conducting a final review, preparing a final report, and conducting a lessons learned exercise to identify areas for improvement.

WHAT OUTPUTS DO WE PROVIDE?

- **Contractual and financial risk analysis**
- **Audit of tendering documents/bidding files**
- **Contract management training of the project team (project managers, buyers, legal advisors, controllers)**
- **Introduction of new contract management approaches/methods**
- **Contractual assistance to the client's teams for writing and checking contractual documents**
- **Writing of contractual letters, claims and contract variations**
- **Quantity surveying**
- **Settlement of final account**
- **Assistance in dispute resolution**
- **Commercial settlement strategies and negotiations**