



## VIJVERBERG ADVIES GROEP



TENDER MANAGEMENT  
CONTRACT MANAGEMENT  
CLAIM MANAGEMENT  
PLANNING  
SCHEDULING  
RISK MANAGEMENT



## CONTRACT MANAGEMENT IN THE TENDER PHASE

Tenders nowadays are based on various types of contract, ranging from construction only to design-build-finance-maintain. Each type of contract generates specific challenges for the owner as well as for the contractor. Both parties need to fully understand the scope description and the subsequent risks of issuing a tender or making a bid. Our specialists advise on **contract strategies**, which type of contract to use for specific works and the consequences during execution.

Vijverberg has extensive experience in making **contract risk analyses**. In a structured approach our specialists identify the risks in scope & operationally related provisions, financially related provisions and contractual & liability related provisions, and advice on how to mitigate.



## CONTRACT MANAGEMENT DURING PROJECT EXECUTION

The goal of contract management is to contribute to the delivery of projects in time and on budget. Vijverberg provides day-to-day support to your project management team, identifying potential risks, **managing scope changes and time extensions**.

Usually our specialists operate as member of your project team. We also offer short interventions to settle specific problems during project execution usually in combination with decreasing a backlog in the change administration of projects. Our extensive experience in industries like; oil & gas, offshore, energy and infrastructure will ensure excellent control of your project.



## CLAIM MANAGEMENT IN THE CLOSEOUT PHASE

In construction contracts claims are on the increase. Vijverberg is experienced in objectively **formulating claims** & rebuttals, negotiating claims and settling claims.

Vijverberg formulates claims by using a systematic approach in which contract clauses, project planning, correspondence and minutes of meetings are analyzed with state of the art data mining software and presented in our clients' best interest.

Vijverberg has extensive experience in **settling disputes** by direct negotiations, mediation, alternative dispute resolution, arbitration and litigation.

## CONTACT

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*Contract specialists in your team*

## PLANNING IN THE TENDER PHASE

**Project planning** is about the effective use of resources, anticipating on risks and uncertainties. During the tender phase, the emphasis is on determining the appropriate milestones for the project, to anticipate on interfaces between activities and contract parties.

To ensure the integrality of project planning TRACC provides clients with **planning & scheduling guides**. These guides are specifically required for integrated schedules involving various (sub)contractors.

TRACC is experienced in probabilistic planning, Monte Carlo analyses and making substantiated changes in the building process.



## PLANNING & SCHEDULING DURING PROJECT EXECUTION

**Planning & scheduling** during the execution phase is about anticipating on risks and uncertainties, budget control, calculating the effect of changes and variations, visualizing different scenarios, effective allocation of resources, and progress reporting.

With dashboard reporting TRACC provides comprehensive insight in the status of the works of all stakeholders. At a glance you will know the feasibility of your milestones and the earned value of your project at any give moment. All TRACC consultants are trained and experienced in the use of **Oracle Primavera** and Microsoft Projects for critical path methods, earned value management, resource loading and forensic planning.



## FORENSIC DELAY ANALYSIS FOR DISPUTE SETTLEMENT

In construction projects claims are on the increase. TRACC has extensive experience in **forensic scheduling** and constructing **expert delay analyses**.

By means of the establishment of the contractual baseline, a window analysis of all planning documents, a site record analysis and the critical path method TRACC provides an objective analysis. This analysis is used as foundation for dispute settlement by negotiation, arbitration or litigation.

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## REFERENCES

The Vijverberg Group is experienced since 1991 in tender management, contract management, claim management, planning, scheduling and risk management for oil, gas, power and transport projects.

A sample of our recent projects:

### **Coal fired power plant 800 MW – The Netherlands**

An international power company realises a new 800 MW power plant in The Netherlands. The construction is executed in an EPCM contract and carried out by 20 international contractors. Consultants of Vijverberg handle the claim management for the owner for the entire project. The consultants of TRACC take care of the planning, scheduling and risk management of the project.

### **Oil terminal 1,100,000 m<sup>3</sup> – The Netherlands**

An international bulk logistics operator has increased the storage capacity of one of its tank terminals with 465,000 m<sup>3</sup>. The construction was realised by a main contractor in a FIDIC contract. Consultants of Vijverberg supported one of the major sub-contractors in negotiating payment for a scope increase and an extension of time.

### **Underground gas storage 500 million m<sup>3</sup> working volume – Germany**

An international operating power company has increased the capacity of its gas storage facilities in Germany. The contraction was executed in an EPC contract. Consultants of Vijverberg supported the consortium of contractors in filing variations and negotiating payment for a scope increase and an extension of time.

### **Container terminal 2,350,000 TEU / year – The Netherlands**

On reclaimed land an international container terminal operator realises a new container terminal. The contract is set up as a UAV-GC (Dutch EPC) contract in which the design is based on systems engineering. The consultants of Vijverberg supported a consortium of contractors during the tender phase of the project to ensure that the bid complied with all contractual requirements.

### **North Sea wind farms – The Netherlands, Belgium, UK**

A Dutch Power company has realised three wind farms in the North Sea. For all three wind farms the consultants of TRACC have set up the investment planning. The consultants of TRACC have scheduled the projects from release of the seabed lots till completion of the projects.

### **Revamp of oil & gas metering stations – Romania**

An international mechanical company was awarded the revamp of multiple oil and gas metering stations in Romania. Construction and testing was mainly performed in The Netherlands. After transport, assembly and commissioning was performed on location. The consultants of TRACC took care of the planning, scheduling and risk management for the main contractor.

Due to the discrete nature of our services further information about references will be provided very limited and only on a personal basis.