



Introductory Remark

Terminology varies significantly from business sector to business sector and even from one company to another within the same business sector. Therefore the expressions used in the matrix below may not be in line with those used in your company. This is one of the reasons why I used "exemplary".

The other reason for using "exemplary" is that you may require a specific kind of support that I simply did not list but which I may very well be able to render.

Therefore please contact me, if the catchword you are looking for is not on the list below.

Exemplary Services	Trial	Lump-sum	In-house
Proposal Review	X	X	X
Risk Analysis Input (Projects & Contracts)	X	X	X
Contract Clarifications & Deviations	X	X	X
Passive Claim Assessment & Defence	X	X	X
Standard Documents & Procedures Review	X	X	X
Translations & Excerpts (German <=> English)	X	X	X
Business Plan Review		X	X
Contract Risk Assessment		X	X
Claim Potential Analysis (Active/Passive)		X	X
Contractual Correspondence Review		X	X
Business Process Analysis		X	X
Continuous Improvement Process (CIP) Support		X	X
Standard Documents & Procedures Drafts		X	X
Strategy Review			X
Proposal Calculation Review			X
Claim Strategy (Active/Passive)			X
Contract Review Training			X
Contract Negotiation Training			X
Claims Management Training			X
Change Management Support			X
Project Management Coaching			X
CIP Workshops and Coaching			X
Comprehensive Contract Management			X
Individual Coaching			X

The above allocation is based on the separate document "Support Concept" and may well be amended to better suit your specific needs, amended within reason as:

Reciprocal understanding and trust is a precondition for any lasting, efficient and successful cooperation!