**Date:** April 16, 2019

Course Title:	Project Financial & Commercial Controls				
Client Name:	Victoria Kossoff, TLF				
		Course Development Specifica	tions		
Slide #	Screen Image / Prototype	On-Screen Text	Audio Script	Developer's Note	
1 Title Slide	Buildcorp  Your guide to  Project Financial & Commercial Controls	Your guide to Project Financial & Commercial Controls	Welcome to this module from Buildcorp. This is your guide to Project Financial and Commercial Controls.  You can use the menu bar at the left of the screen to navigate through the module or you can use the Previous or Next at the bottom right of your screen.	<ol> <li>Animation:         <ol> <li>Show title when mentioned in the audio.</li> <li>Display an arrow pointing to the left side of the screen, where the menu bar is placed.</li> <li>Display an arrow pointing to the bottom right of the screen where the Previous and Next button are placed.</li> </ol> </li> </ol>	
1a Learning Objectives	Learning Objectives At the end of this course, you will be able to:  Identify the key information of the business risks  Determine ways to mitigate risks, as well as the authority limits for various roles in the organization and ensure compliance.	At the end of this course, you will be able to:  ✓ Identify the key information of the business risks  ✓ Determine ways to mitigate risks, as well as the authority limits for various roles in the organization and ensure compliance.	At the end of this course, you will be able to identify the key information of the business risks, and determine ways to mitigate risks, as well as the authority limits for various roles in the organization and ensure compliance.	Animation: Fade in text one-by-one when mentioned in the audio script  Navigation: Previous and Next button	

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1b		Financial and commercial controls	Financial and commercial controls	Animation:			
What's in It		protect Buildcorp and our projects	protect Buildcorp and our projects	Fade-in text			
for Me?		from financial risk. They are essential	from financial risk. They are essential				
		for every project and everyone to	for every project and everyone to				
		understand and implement.	understand and implement.				
	What's in It for Me?	, , , , , , , , , , , , , , , , , , ,					
	Financial and commercial controls protect Buildcorp and our projects from						
	financial risk. They are essential for every project and everyone to understand and implement.						
	and implement.						
2	<sample already="" provided=""></sample>						
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10	<sample already="" provided=""></sample>						
11		<sample provided<="" td=""><td>already&gt;</td><td></td></sample>	already>				
12		<sample provided<="" td=""><td>already&gt;</td><td></td></sample>	already>				

13	O2 Consultants In this section of the module, you'll cover consultants.  Again, please ensure you have your volume turned up as there is audio in this course.	Consultants In this section of the module, you'll cover consultants.  Ensure you have your volume turned up as there is audio in this course.	In this section of the module, you'll cover about consultants.	Animation: Fade in text one-by-one  Navigation: Previous and Next button
14	Using Consultancy Agreements  When and how do I use Consultancy Agreements?  Scope Type of Agreement Process Procedure  => \$5,000  Buildcorp Standard Agreement or AS4122-2000  Jobpac	Using Consultancy Agreements  When and how do I use Consultancy Agreements?  - Scope = > \$5,000  - Type of Agreement Buildcorp Standard Agreement or AS4122-2000 - Process Procedure Subcontract Module in Jobpac	When and how to use Consultancy Agreements?  Consultancy agreements are used when scope is greater than or equal to \$5,000.  These are used as Buildcorp Standard Agreement or AS4122-2000, and are processed via Subcontract Module in Jobpac.	Animation: Fade in text one-by-one when mentioned in the audio script  Navigation: Previous and Next button



Consultants and Agreement

Click on each tab to reveal more information for the specific questions below.

# Can I make changes to the standard agreement?

- BCP Lawyers will review changes via the Business Unit Commercial Manager (State or General Manager if there is no Commercial Manager).
- Insurance and indemnity clause changes will be reviewed by Jardine Lloyd Thompson via Business Unit Finance Manager.

### What if a consultant wants a non-standard agreement?

 BCP Lawyers and Jardine Lloyd Thompson will review agreement before acceptance.

## What professional indemnity is needed?

- Minimum levels of consultant Professional Indemnity insurance are:
  - Architect & ServicesDesign \$ 10m

Click on each tab to reveal more information for the specific questions below.

You can make changes to the standard agreement. But before changes are accepted, the following procedures will take place.

The agreement will be reviewed first before acceptance.

Here are the minimum levels of consultant Professional Indemnity insurance.

#### Animation:

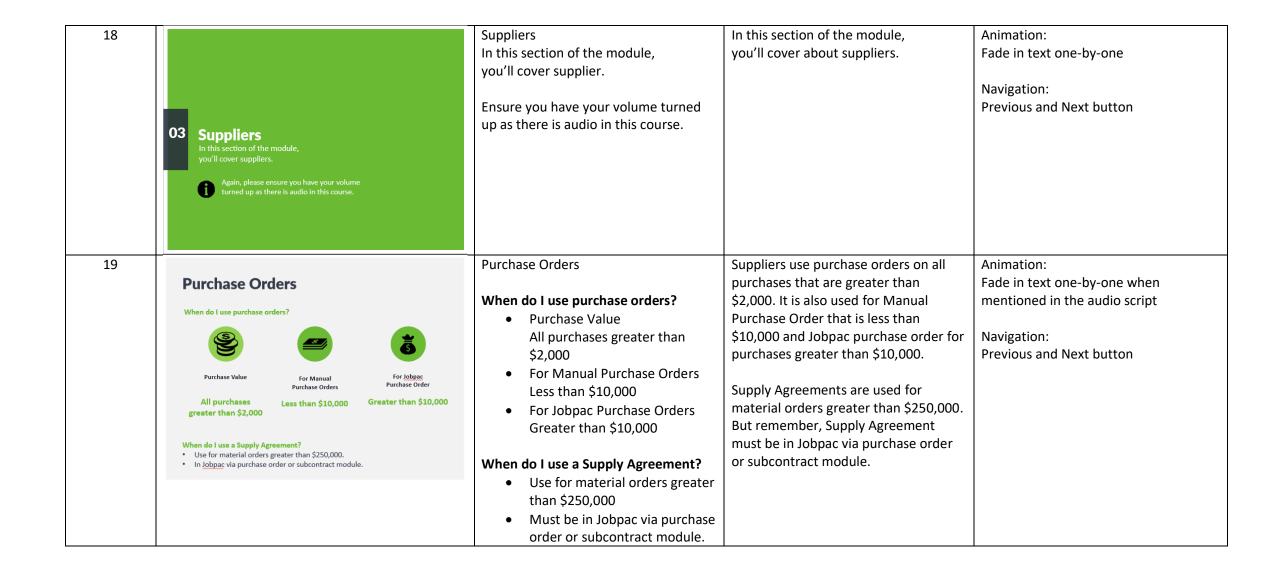
Show slide content all at once

#### Navigation:

- Accordion click each tab to reveal answer for each
- Previous and Next button

		<ul> <li>All other specialist consultants \$ 5m</li> <li>Where are Consultant Agreements filed?</li> <li>Signed consultancy agreements are saved on the project site on Intrabuild.</li> </ul>	Signed consultancy agreements are saved on the project site in the Intrabuild.	
16	Payment Checklist  How do you make sure that consultant gets paid correctly?  Check all items that apply.  Signed Consultant Agreement is in place  Insurances are current  The letting process made in accordance with Management Authorities Framework.  Novated consultants need a signed Deed of Novation and confirmation by our Indemnity insurer.  SUBMIT	Payment Checklist  How do you make sure that consultant gets paid correctly? Check all items that apply.  Signed Consultant Agreement is in place  Insurances are current  The letting process made in accordance with Management Authorities Framework.  Novated consultants need a signed Deed of Novation and confirmation by our Indemnity insurer.	How do you make sure that consultant gets paid correctly? Check all items that apply.  Correct Feedback: That is correct! Payments should have signed Consultant Agreement is in place, insurances are current, the letting process made in accordance with Management Authorities Framework, and a signed Deed of Novation and confirmation by our Indemnity insurer for Novated consultants.  Incorrect Feedback: Not quite right, you missed some items. Payments should have signed Consultant Agreement is in place, insurances are current, the letting process made in accordance with Management Authorities Framework, and a signed Deed of Novation and	Animation: Let learner check all that apply, then Show Incorrect or Correct feedback  Navigation: Submit button (Disabled Previous and Next button)  Once answer is submitted, Previous and Next button will be back to Normal state.

	Payment Checklist  Correct!  How do you make sure that consultant gets paid correctly?  Signed Consultant Agreement is in place Insurances are current  The letting process made in accordance with Management Authorities Framework.  Novated consultants need a signed Deed of Novation and confirmation by our Indemnity insurer.		confirmation by our Indemnity insurer for Novated consultants.	
17	Novated Consultants  How do I process novated consultants?  Do: Send Deed of Novation + Consultant Agreement to Professional Indemnity insurers via Business Unit Finance Manager.  WATCH: A novated consultant will not be paid until Deed of Novation has been executed.	Novated Consultants  How do I process novated consultants?  DO: Send Deed of Novation + Consultant Agreement to Professional Indemnity insurers via Business Unit Finance Manager.  WATCH: A novated consultant will not be paid until Deed of Novation has been executed.	In processing novated consultants, you should send a Deed of Novation and a Consultant Agreement to Professional Indemnity insurers via Business Unit Finance Manager.  It is important to note that a novated consultant will not be paid until Deed of Novation has been executed.	Animation: Fade in text one-by-one when mentioned in the audio script  Navigation: Previous and Next button







# When do I use a Labour Hire Agreement?

- A Labour Hire Agreement must be used for all labour hire commit in Jobpac via a purchase order or the subcontract module.
- WATCH: Timesheets + copy of signed agreement page must be attached to all payments.
- Paying suppliers Pay suppliers as per their
  payment terms and your
  state's Security of Payment
  legislation.
  - (On-Click) One-off
     payments to
     subcontractors/consult
     ants (if scope <\$5,000)
     can be paid as a
     supplier with a
     purchase order.</li>
  - order required if value > \$2,000 with evidence of insurances and consultants PL

### Can I short pay a supplier?

If you have to short pay a supplier - do not simply approve a lesser amount than invoice states:

- A credit request form must be completed.

Click on each button to find out more.

Use a Labour Hire Agreement when a Labour Hire Agreement must be used for all labour hire - commit in Jobpac via a purchase order or the subcontract module. Note that Timesheets and copy of signed agreement page must be attached to all payments. Paying suppliers are pay suppliers as per their payment terms and your state's Security of Payment legislation.

If you have to short pay a supplier - do not simply approve a lesser amount than invoice states a credit request form must be completed, a white copy of the credit request must be sent directly to the supplier, and the green copy attached with the invoice and sent to Accounts.

There is a weekly supplier payment run for electricity, telephone, staff expenses, material deposits and similar payments. The close for this payment run is 12pm every Tuesday.

#### Animation:

Fade in text one-by-one when mentioned in the audio script

#### Navigation:

- Previous button
- Next button
- Paying suppliers is clickable

		<ul> <li>White copy of the credit request sent directly to the supplier</li> <li>Green copy attached with the invoice and sent to Accounts</li> </ul>		
		When is the supplier payment run?  - There is a weekly supplier payment run for electricity, telephone, staff expenses, material deposits and similar payments. The close for this payment run is 12pm every Tuesday.		
21	Accounts Payable In this section of the module you'll cover account payable.  Please ensure you have your volume turned up as there is audio in this course.	Accounts Payable In this section of the module, you'll cover accounts payable.  Ensure you have your volume turned up as there is audio in this course.	In this section of the module, you'll cover about accounts payable.	Animation: Fade in text one-by-one Navigation: Previous and Next button





Accounts Payable
Click on the arrows to find out more.

### Who needs to improve invoices and subcontract claims?

- Project Manager approves all invoices and subcontract claims.
- Or Construction, Commercial or State Manager if the Project Manager is away.

WATCH: If your signature is illegible, print your surname.

#### Can I make one-off payments?

- One-off payment runs are not supported.
- Exceptions can be made for urgent payments (Example: material deposits, council fees, etc.)
- One-off payments run will not be made due to lax contracts administration practices.

# What are the requirements for pending subcontractor claims?

- Pending subcontractor claims and supplier invoices must be cleared to zero in the monthly project reporting cycle.
- Pending invoices not cleared by data entry cut-off will incur an administrative fee of at

Click on the arrows to find out more.

The following managers need to improve invoices and subcontract claims.

One-off payment runs are generally not supported. Exceptions can be made for urgent payments only. One-off payments run will not be made due to lax contracts administration practices.

The following are the requirements for pending subcontractor claims.

#### Animation:

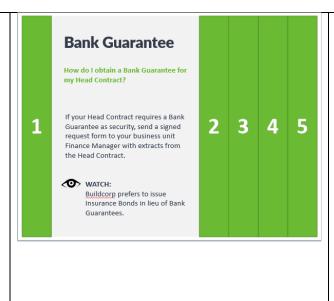
Show slide content all at once

#### Navigation:

- Arrows move to one question to the other
- Previous and Next button

		least 1% of the outstanding balance.		
23	The Buildcorp Way  What is 'The Buildcorp Way' of payment processing?  Process Invoices  Process subcontractor and supplier invoices as they are received.  Maximum three-day turnaround between receipt of invoices and claims, and their return for finance for payment.  To Finance for payment.  Weep Manual Purchase Order provisions for subcontractor and supplier payment timing.  Keep Manual Purchase Order provisions for subcontractor and supplier payment timing.	<ul> <li>What is 'The Buildcorp Way' of payment processing?</li> <li>Process subcontractor and supplier invoices as they are received.</li> <li>Maximum three-day turnaround between receipt of invoices and claims, and their return to Finance for payment.</li> <li>Strictly observe Security of Payment provisions for subcontractor and supplier payment timing.</li> <li>Keep manual purchase order books in a secure location.</li> </ul>	The Buildcorp Way' of payment processing is a process subcontractor and supplier invoices as they are received. Maximum three-day turnaround between receipt of invoices and claims, and their return to Finance for payment. Security of Payment provisions strictly observe for subcontractor and supplier payment timing. It is important to keep manual purchase order books in a secure location.	Animation: Animate each arrow showing one process at a time  Navigation: - Arrows – move to one question to the other - Previous and Next button
24	Head Contracts In this section of the module you'll cover head contracts .  Again, please ensure you have your volume turned up as there is audio in this course.	Head Contracts In this section of the module, you'll cover Head Contracts.  Ensure you have your volume turned up as there is audio in this course.	In this section of the module, you'll cover about Head Contracts.	Animation: Fade in text one-by-one  Navigation: Previous and Next button

25	Head Contracts  Where are Head Contracts kept?  Your project site on Intrabuild should host a PDF copy of the signed head contract and  Original head contract to be kept in a secure location at site and then archived at completion.	Where are Head Contracts kept?  Your project site on Intrabuild should host a PDF copy of the signed head contract and  Original head contract to be kept in a secure location at site and then archived at completion.	Your project site on Intrabuild should host a PDF copy of the signed head contract and original head contract to be kept in a secure location at site and then archived at completion.	Animation: Fade in text one-by-one when mentioned in the audio script  Navigation: - Previous button - Next button
26	Price Reductions Click on the number to find out more.  1 2 3 4 5	How do I obtain a Bank Guarantee for my Head Contract?  If your Head Contract requires a Bank Guarantee as security, send a signed request form to your business unit Finance Manager with extracts from the Head Contract.  WATCH: Buildcorp prefers to issue Insurance Bonds in lieu of Bank Guarantees.  What are the next steps after a head contract is executed?  - Familiarise yourself with the head contract, specifically:	Click on the numbered tab to find out more.  If your Head Contract requires a Bank Guarantee as security, send a signed request form to your business unit Finance Manager with extracts from the Head Contract.  The next steps after a head contract is executed to familiarize yourself with the head contract, specifically timing of progress claim submissions, information required to be submitted with the progress claim, time for the Superintendent's certification, time for payment, and procedure and time bars for the notification of variations, delays, extensions of time, etc.  All projects must use Jobpac progress claims module, and Jobpac variations	Animation: Show all at once  Navigation: - Numbered tabs - Previous and Next button



- Information required to be submitted with the progress claim
- Time for the Superintendent's certification
- Time for payment
- procedure and time bars for the notification of variations, delays, extensions of time, etc.

TIP: Construct a flowchart for these processes at project commencement and distribute to your team is familiar with these requirements.

## Where do I process progress claims and variations?

All projects must use:

- Jobpac progress claims module
- Jobpac variations module + Variation prelims calculator to manage client variations

WARNING: Variations and back charges must not be managed via a separate Excel register. BUT Excel copies of the variation register can be downloaded from Jobpac.

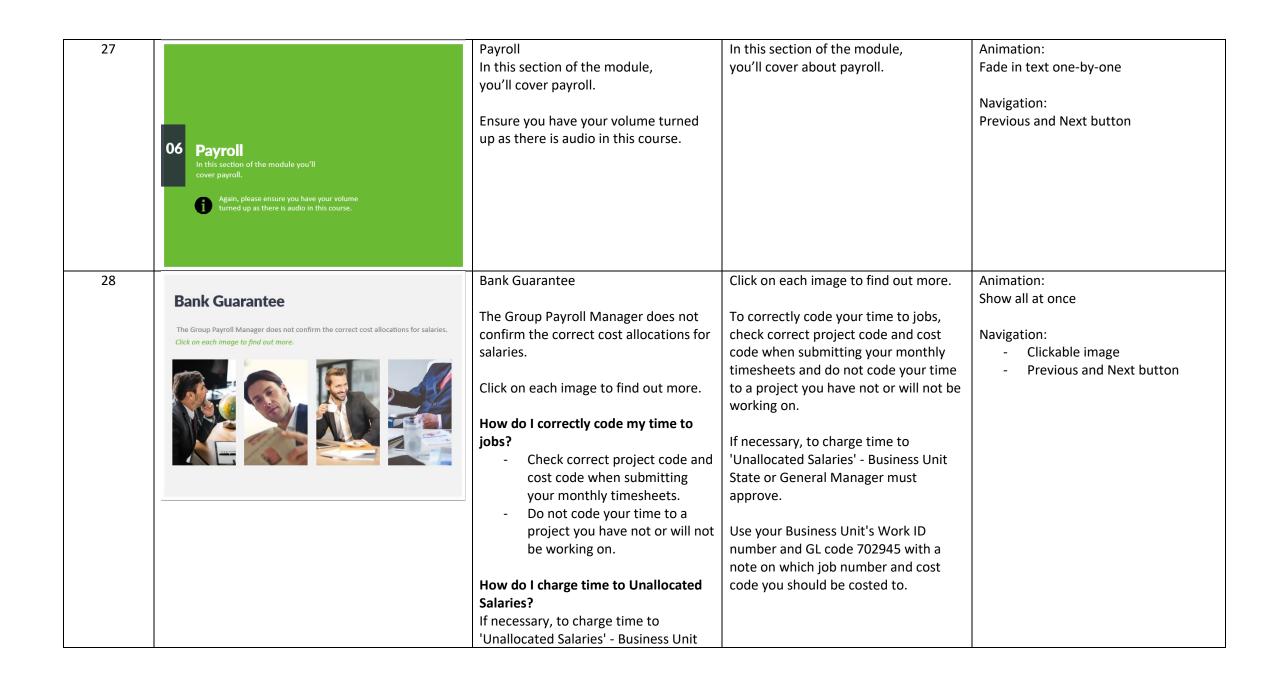
How do I manage progress claims?

module plus Variation prelims calculator to manage client variations.

To manage progress claims, you should forward copies of client progress claims to Finance with certification and payment timing, submit progress claims on time and follow up with the superintendent for certification and the client for timely payment, provide Finance with a copy of the Head Contract payment certification and tac invoice, and advise Finance if a progress claim is likely to be paid late or for an amount less than certified.

To manage variations, you should follow up on unapproved client variations which are older than 30 days, follow up on any approved and unpaid variations, reconcile the Client's contract sum position with our position on Jobpac on a monthly basis, and promptly follow up on the release of bonds or bank guarantees upon project completion.

- Forward copies of client progress claims to Finance with certification and payment timing - Submit progress claims on time and follow up with the superintendent for certification and the client for timely payment - Provide Finance with a copy of the Head Contract payment certification and tac invoice - Advise Finance if a progress claim is likely to be paid late or for an amount less than certified.  How do I manage variations? - Follow up on unapproved client variations which are older than 30 days Follow up on any approved and unpaid variations Monthly: Reconcile the Client's contract sum position with our position on Jobpac - Project Completion: Promptly follow up on the release of
- Project Completion: Promptly



	Bank Guarantee  The Group Payroll Manager does not confirm the correct cost allocations for salaries.  Click on each image to find out more.  How do correctly tode my finieto jobs?  Once correct roject code and cost code when submitting your monthly timestnees.  O on to code your time to a project you have not or will not be working on.	State or General Manager must approve.  What if my project has not been set up on Jobpac yet? Use your Business Unit's Work ID number and GL code 702945 (Payroll Suspense) with a note on which job number and cost code you should be costed to.  How do I apply for Annual Leave? For any matters regarding annual leave, please refer to Applying for annual leave.	For any matters regarding annual leave, please refer to Applying for annual leave.	
29	Course Assessments Click the Next button to take the course assessment.	Course Assessments Click the Next button to take the course assessment.	Click the Next button to take the course assessment.	Animation: Show all at once  Navigation: Previous and Next button

30	Question 1  Where should the original hard copy of the head contract be kept?  Head office  Site Office  Nowhere - only need a scanned copy on Intrabuild	See <i>Revised Commercial Induction Questions 190326.docx</i> for the list of questions.		Animation: Show all at once Navigation: Submit button
31	Thank you  You have now completed the  Project Financial & Commercial Controls course.	Thank you You have now completed the Project Financial & Commercial Controls course.	You have now completed the Project Financial & Commercial Controls course.	Animation: Show all at once  Navigation: Previous and Next button