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risk**

ebis 

Why ContractMonitor?

Your procurement processes are key to the successful award and management of contracts. However, outsourced contracts are increasingly complex and time consuming to manage and, as such, can be difficult to control and monitor. One of the most significant challenges is obtaining meaningful consolidated information on contractors and their activities throughout the term of the contract that permits effective risk management and which takes into account the risks posed to your organisation whether:

- Political
- Legal
- Financial
- Operational
- Reputational

ContractMonitor delivers relevant information enabling you to:

- Control and monitor contracts more efficiently and effectively
- Award contracts and assess proposals with confidence
- Improve contractor relations
- Enhance productivity
- Deliver vital management information to key staff
- Understand the market sectors within which your contractors operate

ContractMonitor provides information relevant to the management of your contracts, contractors and suppliers, delivered how you want it, when you need it.

The solutions provided by **ContractMonitor** are:

- Comprehensive
- Continually up-dated
- Monitored for changes
- Transparent and auditable

ContractMonitor provides a powerful solution developed specifically for procurement and contract managers as a result of dedicated research into, and feedback from, procurement professionals.

Corporate and personal insolvencies

July 2003

41,854 companies were incorporated

6,329 companies changed their names

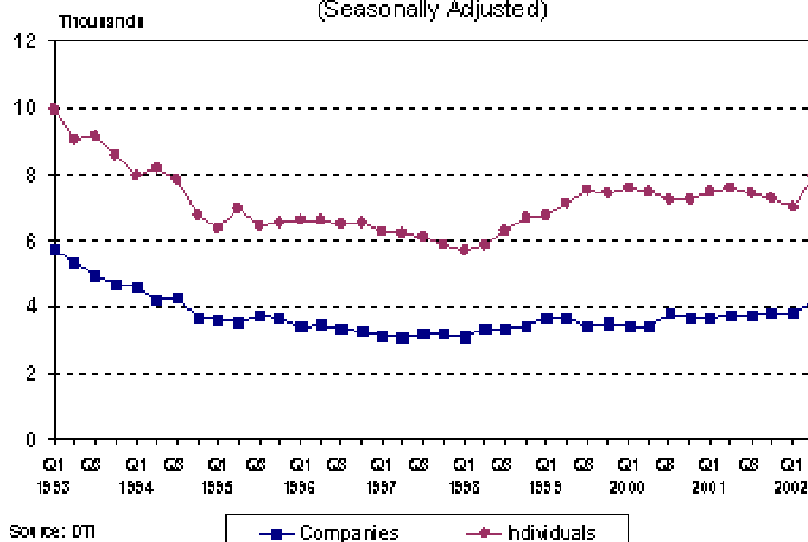
1,606 went into liquidation

16,710 companies dissolved

How many do you do business with?

Source: Registrar of Companies

Number of Insolvencies in England and Wales
(Seasonally Adjusted)



ShortlistMonitor

ShortlistMonitor

By providing relevant information ShortlistMonitor gives our clients the confidence to explore the full range of supply options and the benefits these choices offer. ShortlistMonitor allows our clients to retain an open mind, as well as opening the procurement process to new suppliers who can offer best value and quality, ensuring that contracts are not awarded on the basis of price or previous experience alone.

Once organisations have been invited to tender, ShortlistMonitor ensures that information submitted by these companies is validated and monitored so that significant and key events likely to impact upon the risks posed by the organisation or consortia concerned are effectively communicated, understood, and factored into the decision making process.

ShortlistMonitor fully supports best value initiatives, ethical business practices and diversity policies, and provides in-depth insight into the management and ownership of businesses and their activities.

ShortlistMonitor—Benefits

- Clarification of industry sector
- Improve bid quality and widen market
- Determination of business entity and form with which contracting
- Best information – original documentation
- Information updates and currency
- Regulatory information and insight
- Increased confidence in decisions
- Information context
- Risk-based approach to the evaluation of bids
- Decision transparency
- Decision support and risk management tool
- Supports socially responsible procurement practices

“There are risks and costs to action. But they are far less than the long range risks of comfortable inaction”

(John F. Kennedy 35th President of the United States 1917-63)

Helps you to understand and resolve the threats and risks you face

Assists with the development of strategic vision

Helps achieve compliance with directives and standards

Fully supports best value and ‘know your customer’ initiatives

Case Study

Our client, a public authority, had received various bids in respect of the provision of technical services. Between the deadline for submission and the award of the contract, ShortlistMonitor identified that one company had significantly changed its management structure and had filed new accounts detailing how its activities were being wholly supported by a US parent corporation, which itself faced considerable financial difficulties. ShortlistMonitor also identified that another bidder was in a legal dispute outside of the United Kingdom as to the ownership of the technologies it proposed to supply to the authority.

ContractMonitor

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ContractMonitor recognises that it is important for organisations, whether public or private, to exercise appropriate care when entering into contracts for the supply of goods or services. The suitability of suppliers needs to be gauged and issues such as financial status, corporate structure and technical ability all need to be examined and understood. ContractMonitor is an effective contractor and supplier vetting and monitoring tool. Our service not only provides a comprehensive overview of the subject company's current status, but also monitors for changes on a daily basis throughout the period of the contract. By identifying and managing risk, ContractMonitor gives our clients the confidence to explore the full range of supply options and the benefits that are available to them.

ContractMonitor ensures that changes in status are communicated in an efficient and timely manner, providing strategic in-sight and allowing effective management and control of risks.

ContractMonitor—Benefits

- Control and monitor contracts
- Improve contractor relations
- Enhance productivity
- Deliver vital management information to key staff
- Confidence in decisions
- Regulatory information and insight
- Information context and currency
- Decision transparency
- Effective decision support and risk management tool
- Auditable
- Fully supports best value and procurement initiatives
- Supports socially responsible procurement practices

*“Facts do not cease to exist
because they are ignored”*

(Aldous Huxley 1894—1963)

**Puts you in control of
contractor relations**

**Gives vital support for the long
term management of contracts
and services**

**Fully supports best value and
'know your customer'
initiatives**

**Provides insight to those
concerned with the technical
performance of contractors as
well as service level
management**

Case Study

Our client, a public body, had outsourced the delivery of key services. ContractMonitor identified major changes in the financing and management of the company which allowed our client to invoke contractual clauses permitting the re-negotiation of a multi-million pound payment. Additionally, ContractMonitor identified that a contractor which purported to be owned and managed by a major plc had in fact been previously disposed of by that company and was also in breach of operating leases in the UK. Furthermore, ContractMonitor revealed that the shares of the company had recently been charged to support debt restructuring. Due to the functions performed by the contractor these events posed immediate and significant operational and financial risks. However, due to the timely notification of these events the authority was able to work proactively with the contractor to ensure continuity of service delivery and to seek performance guarantees.

ProjectMonitor

ProjectMonitor

At a time when organisations are under increasing pressure to outsource vital functions, yet face increased emphasis on ethical business, employment practices, corporate integrity and financial transparency, ProjectMonitor offers a comprehensive risk management solution.

ProjectMonitor assists those outsourcing contracts to have a thorough understanding of the risks posed and ensures that issues such as human rights, environmental impact, corruption and unethical practices are considered, and that duties owed, whether under statute or to officers, members or shareholders, are mitigated and controlled.

ProjectMonitor's multi-disciplinary approach facilitates practical 'real world' solutions and tests existing systems and processes against identified risks. By determining and implementing the most effective precautionary measures and controls, ProjectMonitor is a dynamic and scalable management solution.

ProjectMonitor—Benefits

- Proportionate to risk
- Information risk assessed and managed
- Looks beyond numbers
- Understands and supports strategic direction and priorities
- Recognises transnational nature of business and sources information appropriately
- Provides contextual analysis of financial position and strengths
- Examines market structure, marketing and distribution practices
- Assesses market proposition and positioning
- Analyses make-up of management teams, logistics, research, engineering, and product development strategies
- Addresses regulatory and legal issues
- Is a comprehensive risk management service
- Fully supports social and environmental auditing and reporting

“First weigh the considerations, then take the risks”

(Helmuth von Moltke 1848-1916)

Provides a thorough understanding of the threats and risks faced

Assists with the development of precautionary measures and controls

Ensures compliance with directives and standards

Fully supports best value, 'know your customer' and social and environmental initiatives

Case Study

During a review of our client's outsourced IT contracts ProjectMonitor recognised that a senior contractor working within the IT Department held business interests which represented a clear conflict of interest with our client's core business activities. Furthermore, the contractor was using the client's offices to run his own companies! ProjectMonitor additionally identified whitepapers and software, purportedly authored by the individual, being offered for sale which were the intellectual property of, and confidential to, our client. As a result of ProjectMonitor, the individual's contract was terminated and substantial overpaid salary was reclaimed by our client's who were also able to effectively mitigate the risks posed by the contractor's actions.

Our Solutions

Our Solutions

Understanding and managing risk sits at the heart of good corporate governance and fiduciary duties of care must be a management priority. Poor decisions and their consequences can, however, be avoided by having access to the right information at the right time.

The global nature and instantaneity of today's business transactions means that it is vital for organisations to acquire and integrate relevant information in support of their business decisions. This requires information that answers the questions relevant to each individual case and off-the-shelf solutions rarely match these exacting needs. As such, employing standard 'solutions' may prove an expensive compromise.

We work with our clients' in-house teams and their advisors to provide a seamless and fully integrated range of project and risk management services. We seek to build a solid knowledge and understanding of our clients' objectives and working practices. Our training and consultancy services enhance communication and understanding between teams and individuals, ensuring that information is understood and acted upon.

Solution—Benefits

- Fully supports best value initiatives
- Proportionate to risk
- Comprehensive
- Ease of workflow integration
- Provenance, accuracy, bias and risk tested
- Designed specifically for use by those performing project management, risk management and audit functions
- Risk management products and services
- Auditable
- Transparent
- Focus upon best practice in corporate governance

"Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it."

(Samuel Johnson 1709-1784)

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About Us

ebis is a specialist research and information consultancy based in London's Docklands. We provide a range of information services designed to help organisations make informed business decisions. We seek to address our clients' requirements by taking the time to understand individual and corporate objectives, ensuring that factors impacting upon information needs and acquisition plans are determined, quantified, and understood. We believe that these considerations sit at the core of any professional information strategy. If this approach is right for you and your organisation, or you would like to know more about our business philosophy, products or services, please e-mail us or call us on 020 7531 9555 and we will be happy to discuss your requirements.