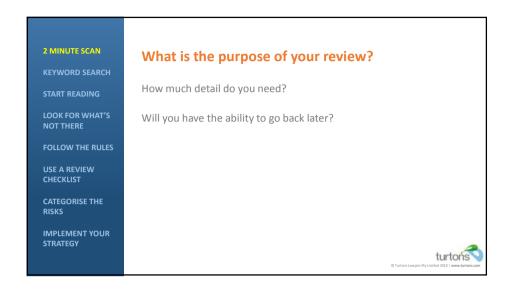
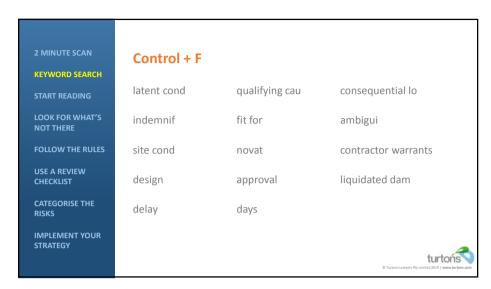


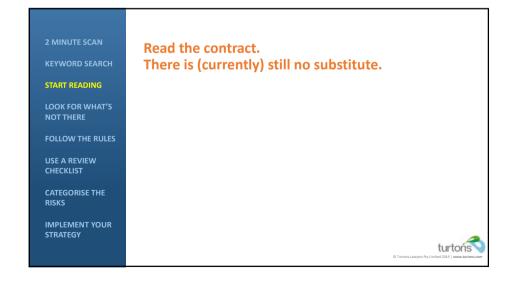


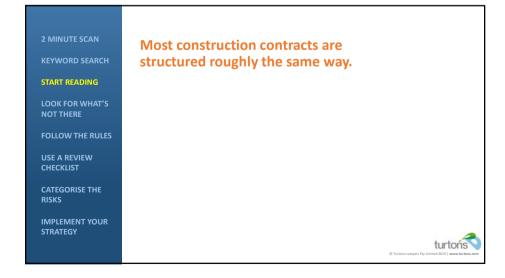
2 MINUTE SCAN Quick flip from cover to cover KEYWORD SEARCH Request for Tender Formal Instrument START READING Definitions LOOK FOR WHAT'S General Conditions NOT THERE Commercial Particulars (Part A) FOLLOW THE RULES Annexures **USE A REVIEW** CATEGORISE THE IMPLEMENT YOUR STRATEGY

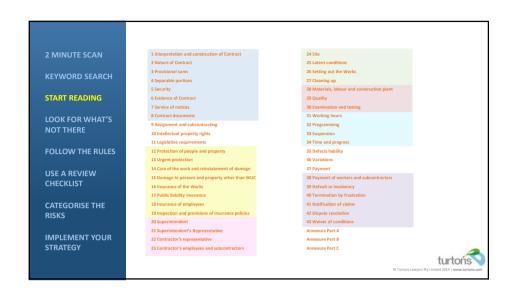






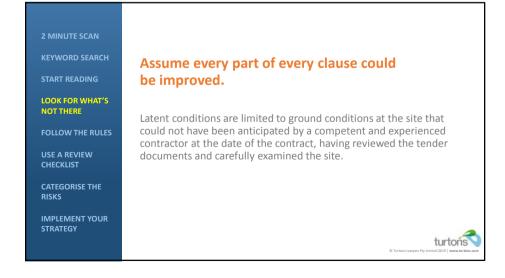












2 MINUTE SCAN

KEYWORD SEARCH

START READING

LOOK FOR WHAT'S NOT THERE

FOLLOW THE RULES

USE A REVIEW

CATEGORISE THE RISKS

IMPLEMENT YOUR STRATEGY

Assume every part of every clause could be improved.

Latent conditions [are limited to]¹ [ground conditions]² [at the site]³ [that could not have been anticipated]⁴ [by a competent and experienced contractor]⁵ [at the date of the contract]⁶, having [reviewed the tender documents]² and [carefully examined the site]³.



2 MINUTE SCAN

KEYWORD SEARCH

START READING

LOOK FOR WHAT'S NOT THERE

FOLLOW THE RULES

USE A REVIEW CHECKLIST

CATEGORISE THE RISKS

IMPLEMENT YOUR STRATEGY

Assume every part of every clause could be improved.

Latent conditions
are limited to
ground conditions
at the site
that could not have been anticipated
by a competent and experienced contractor
at the date of the contract,
having reviewed the tender documents and
carefully examined the site.



2 MINUTE SCAN

KEYWORD SEARCH

START READING

LOOK FOR WHAT'S NOT THERE

FOLLOW THE RULES

USE A REVIEW

CATEGORISE THE

IMPLEMENT YOUR STRATEGY

Assume every part of every clause could be improved.

Latent conditions

are limited to include

ground conditions physical and other conditions

at the site at, under or above the site or otherwise in its near surrounds that could not have been anticipated that would not ordinarily have been anticipated.

by a competent and experienced contractor *in the position of the Contractor* at the date of the contract, at the time of tender,

having reviewed the tender documents and

carefully examined the site inspected the site having regard to the extent of access provided by the Principal during the tender period.

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Z WIINUTE SCAN

KEYWUKD SEAKCI

START READING

LOOK FOR WHAT'S NOT THERE

FOLLOW THE RULES

USE A REVIEW
CHECKLIST

CATEGORISE THE RISKS

IMPLEMENT YOUR STRATEGY

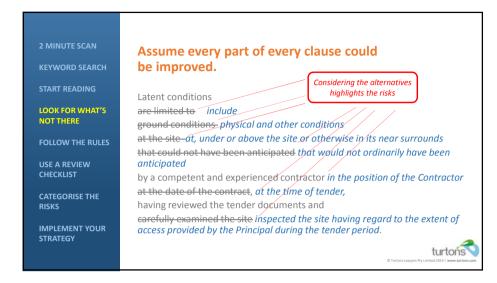
Assume every part of every clause could be improved.

Latent conditions are limited to ground conditions at the site that could not have been anticipated by a competent and experienced contractor at the date of the contract, having reviewed the tender documents and carefully examined the site.

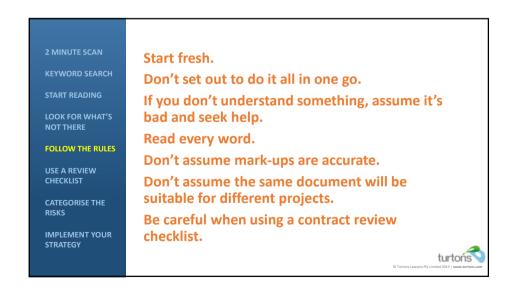
Latent conditions include physical and other conditions at, under or above the site or otherwise in its near surrounds that would not ordinarily have been anticipated by a competent and experienced contractor in the position of the Contractor at the time of tender, having reviewed the tender documents and inspected the site having regard to the extent of access provided by the Principal during the tender period.

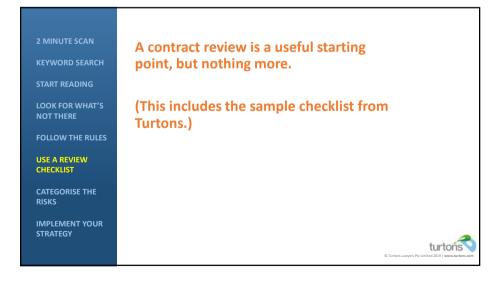
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2 MINUTE SCAN

KEYWORD SEARCH

START READING

LOOK FOR WHAT'S NOT THERE

FOLLOW THE RULES

USE A REVIEW CHECKLIST

CATEGORISE THE RISKS

IMPLEMENT YOUR STRATEGY

Absorb

You will be expected to absorb the risks if you are the best person to manage them

Pass through

Will your subcontractors/suppliers accept it? What impact will have it have on price? Can you lawfully pass it on?

Exclude or limit

Look for items that are outside your control and/or have the potential to destroy your company
Consider what the Principal will be willing to accept



2 MINUTE SCAN

KEYWORD SEARCH

START READING

LOOK FOR WHAT'S NOT THERE

FOLLOW THE RULES

USE A REVIEW CHECKLIST

CATEGORISE THE RISKS

IMPLEMENT YOUR STRATEGY

Absorb

Document the risks and educate the project team Put procedures in place to manage the risks

Pass through

Make sure your subcontracts and supply contracts are 'back-to-back' and will be enforceable

Exclude or limit

Make sure your tender qualifications are clear, and that these find their way into the contract



2 MINUTE SCAN

KEYWORD SEARCH

START READING

LOOK FOR WHAT'S NOT THERE

FOLLOW THE RULES

USE A REVIEW CHECKLIST

CATEGORISE THE RISKS

IMPLEMENT YOUR STRATEGY

Key Takeaways

- Read the whole document
- Don't accept it if you don't understand it
- Look for what's not there
- Don't allow a review checklist to limit your thinking



