

# EFT Training Workshop

Commercial awareness training for a rapidly growing electrical and building services contractor.

## The Client

EFT Systems is a rapidly growing electrical and building services contractor based in the North West of England that specialises in security systems, fire protection, CCTV and alarms.

## The Requirement

As EFT grows, it is winning appointments on higher value frameworks and individual projects, both of which involve more complex forms of contract and increased exposure to risk. Senior management decided that as part of its growth strategy, commercial awareness training would be given to key staff members.

## The Solution

Systech International was commissioned to develop a bespoke 1 day commercial awareness seminar and we worked with EFT to agree the topics that would be covered. It was essential that the tone of the seminar recognised the range of personnel attending; general management, operations and administration, each with different experiences and knowledge of commercial issues.

The seminar was divided into 4 sections each with a short workshop to prompt discussion and help the delegates interact with the topic.

## Attendee Feedback...

"A very well prepared learning exercise with excellent delivery which far exceeded expectations!"

## The topics covered included

Types of Contract and Subcontract (including a review of key JCT and NEC clauses)

Contract Formation

Letters of Intent

Tendering

Risk

Collateral Warranty and Bonds

Contract Administration including Notices

Change Control

Programme

Payment (with reference to the provisions of the Construction Act)

Record Keeping and Good Practice

Claims and Disputes

Negotiation

Mediation

Adjudication and Arbitration

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