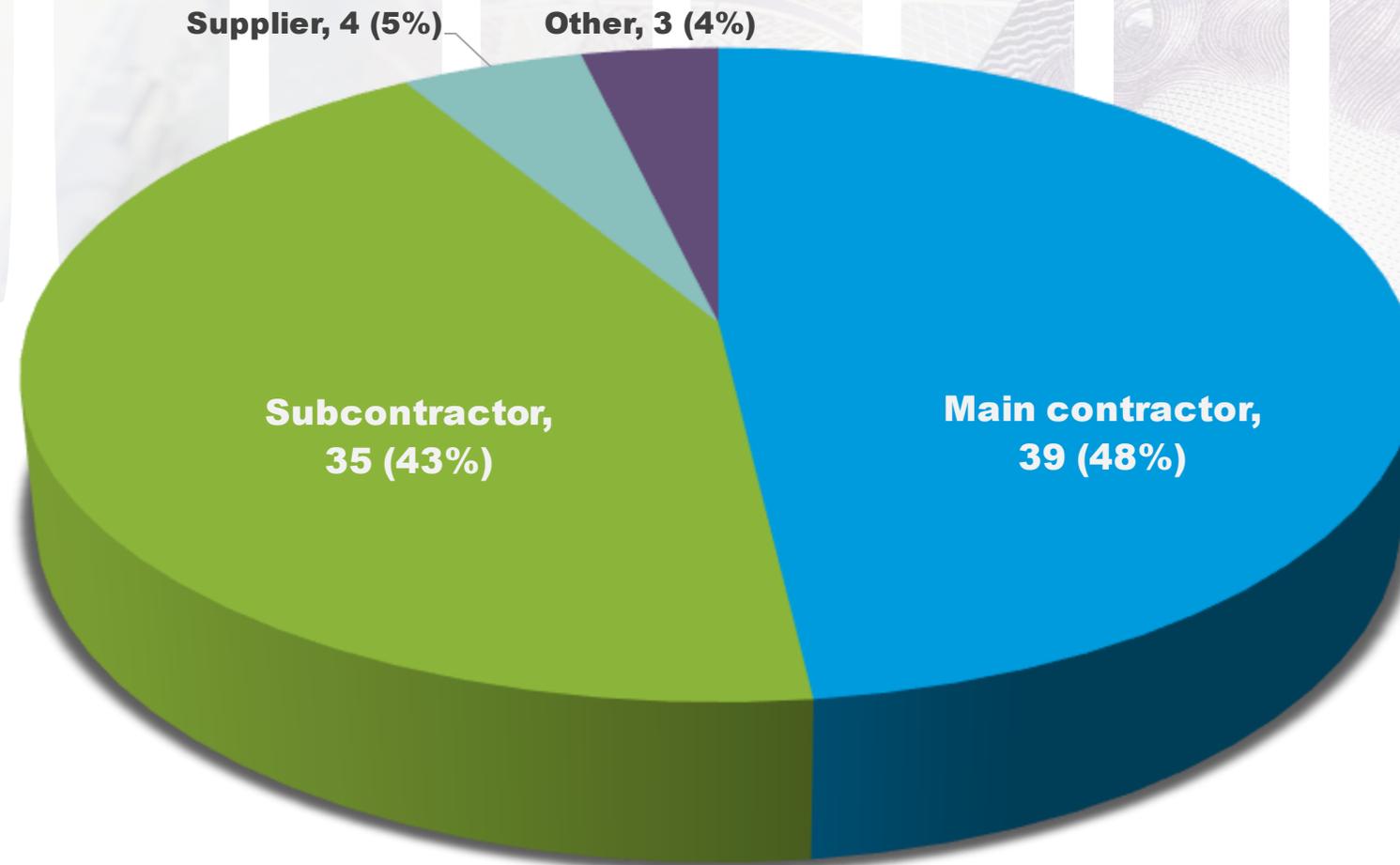




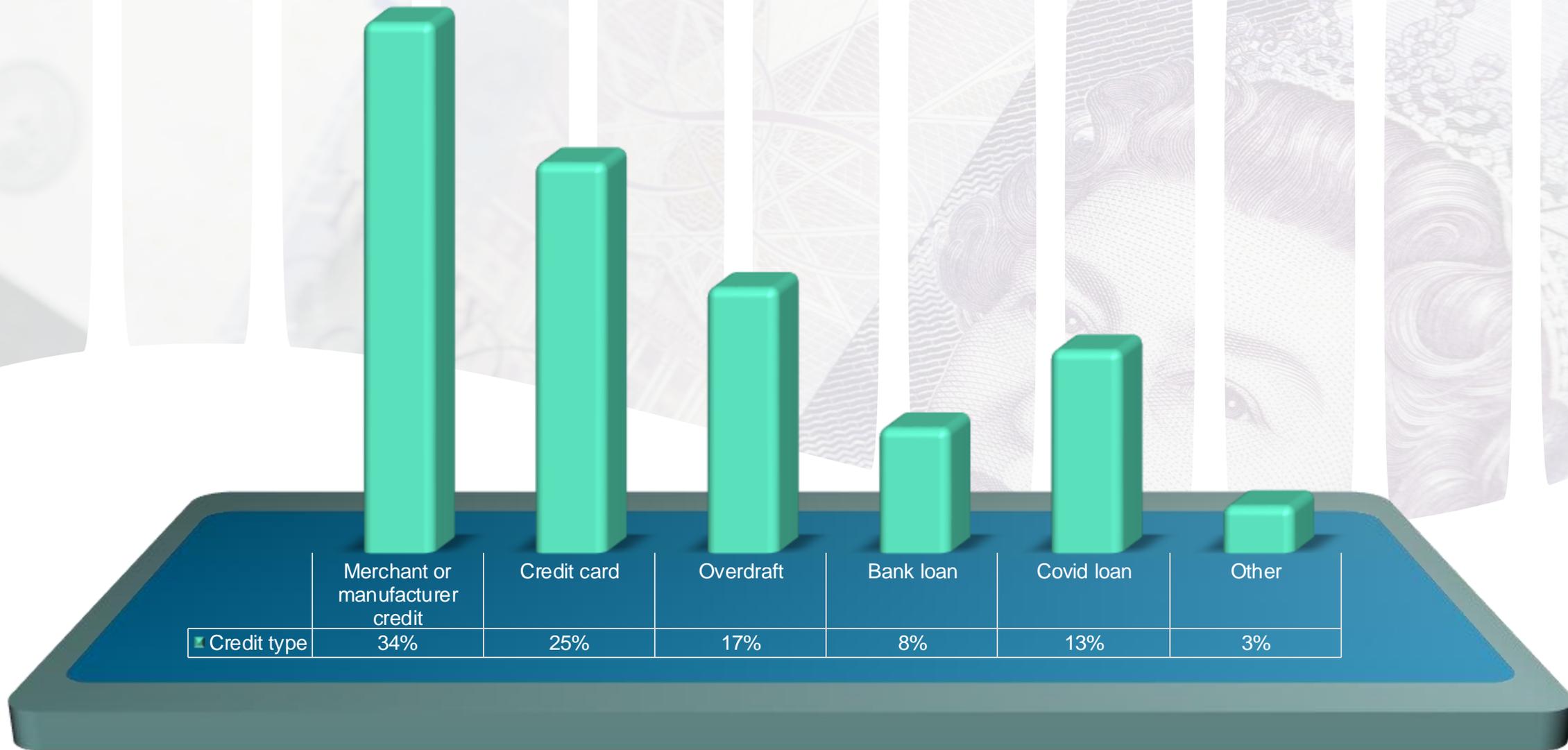
**Payment Timelines in Construction
Research**





PART ONE: About you
Which of the following supply chain categories best describes your business?
Sample: 81





PART TWO: Credit & insurance
Which types of credit does your business currently utilise?
 Sample: 143





PART TWO: Credit & insurance
Which method do you typically use to secure funds for starting a job?
 Sample: 114





Yes
25%

52%



No
70%

10%



Don't Know
5%

2%



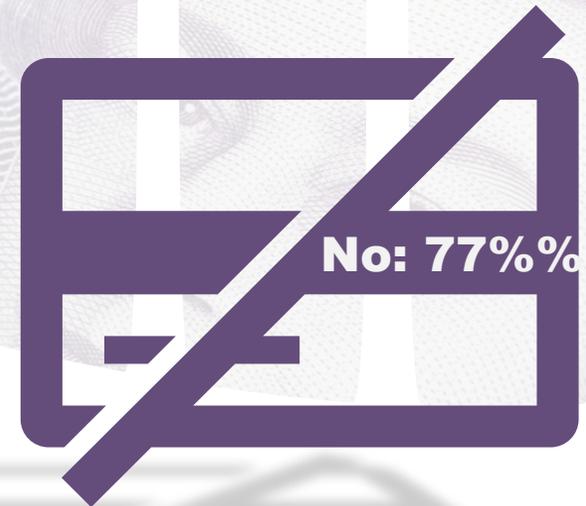
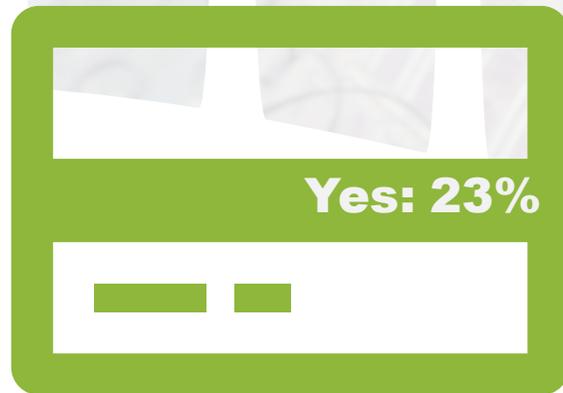
PART TWO: Credit & insurance
Have merchants changed your
credit terms in the past year?
Sample: 76





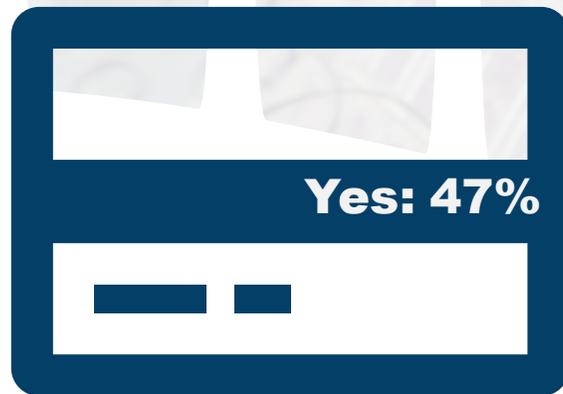
PART TWO: Credit & insurance
Has your credit line been
increased or decreased?
Sample: 19





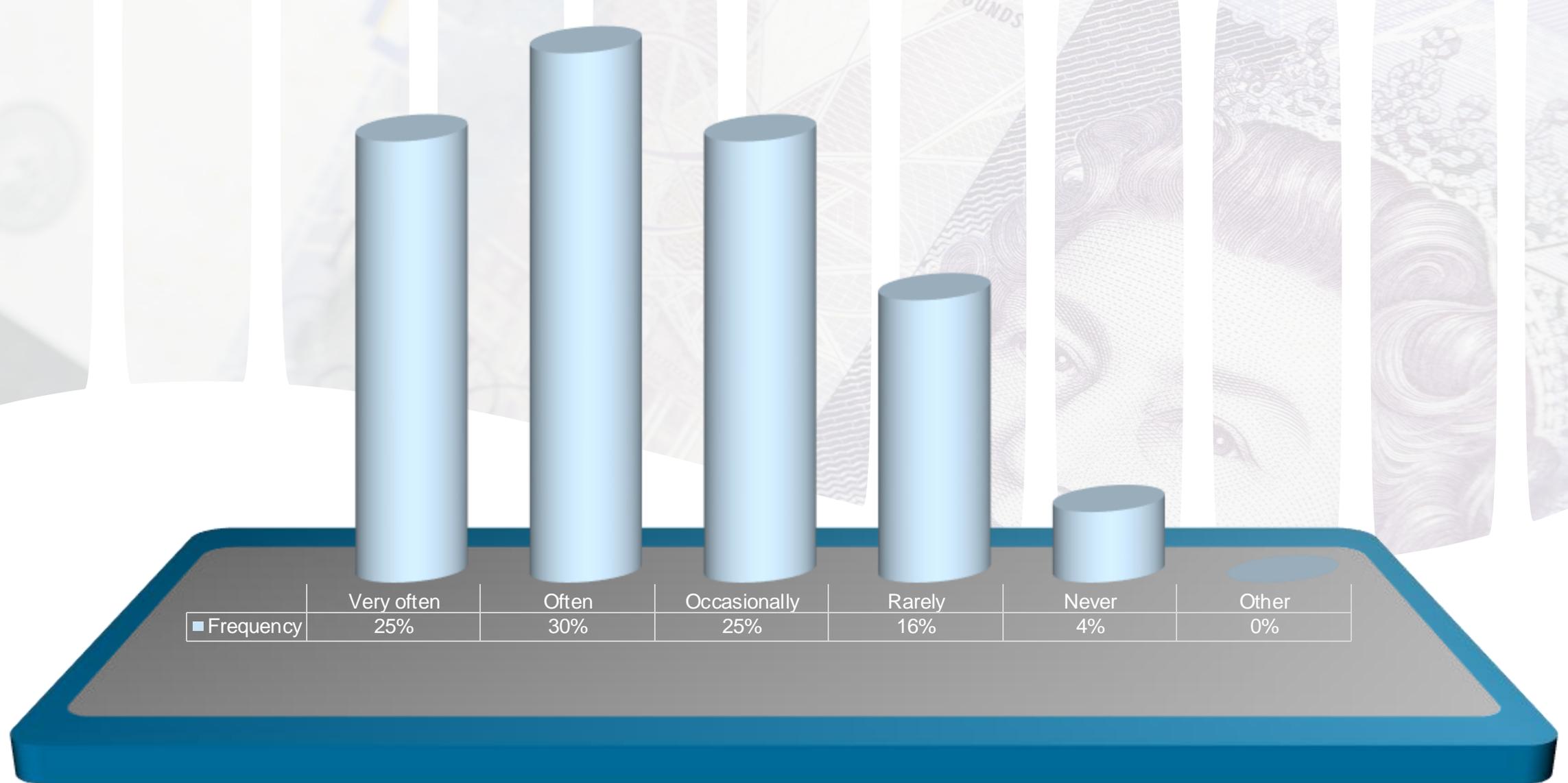
PART TWO: Credit & insurance
Do you have credit insurance for your business
(ie. Protection against customer non-payment or insolvency.)
Sample: 75





PART TWO: Credit & insurance
Have you experienced increased difficulty or faced higher costs in obtaining credit insurance?
Sample: 17



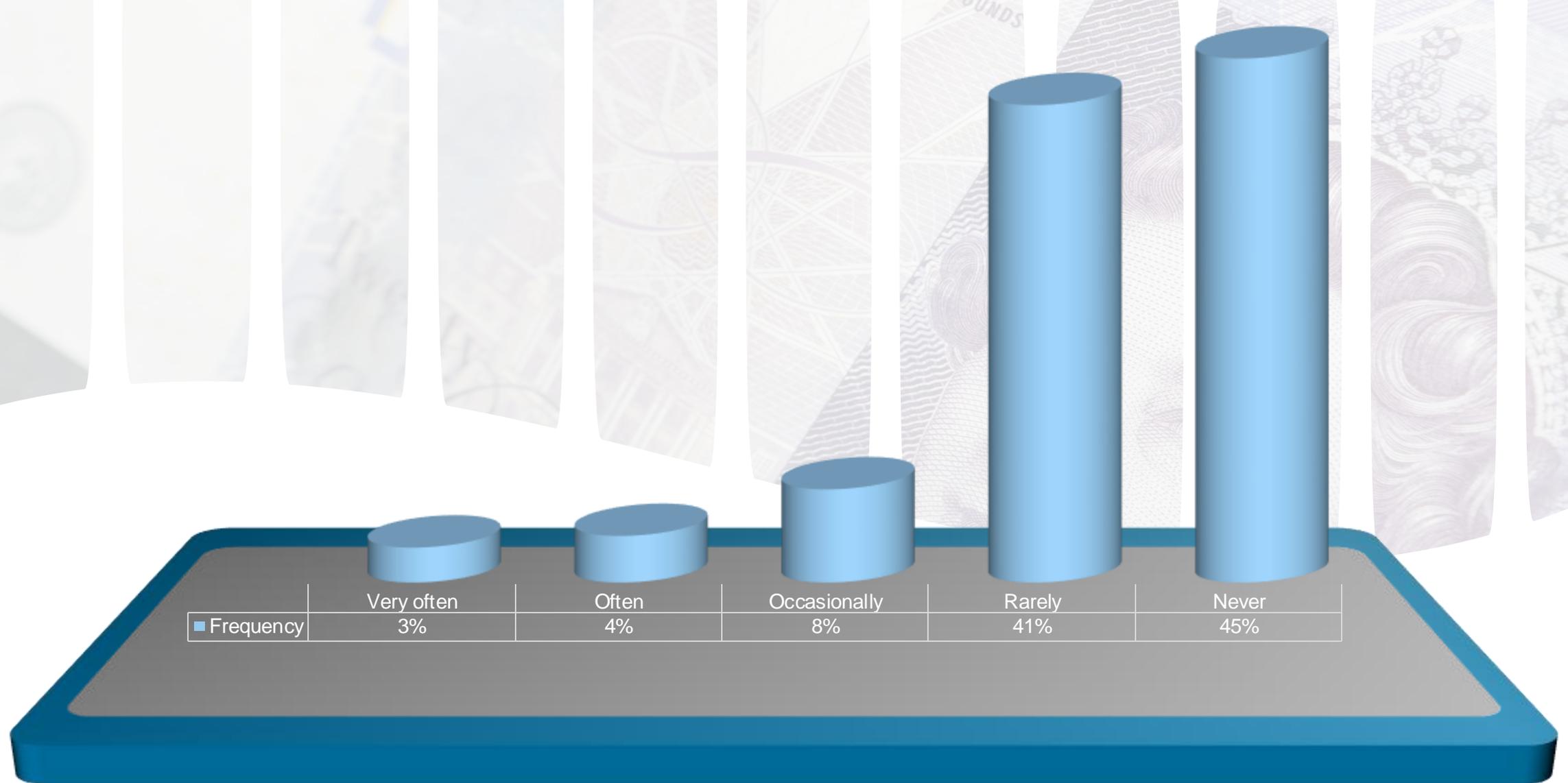


PART THREE: Payments

How frequently are the standard payment provisions in tender documents adjusted to delay the Final Payment Date (ie. a longer wait for payment)?

Sample: 76



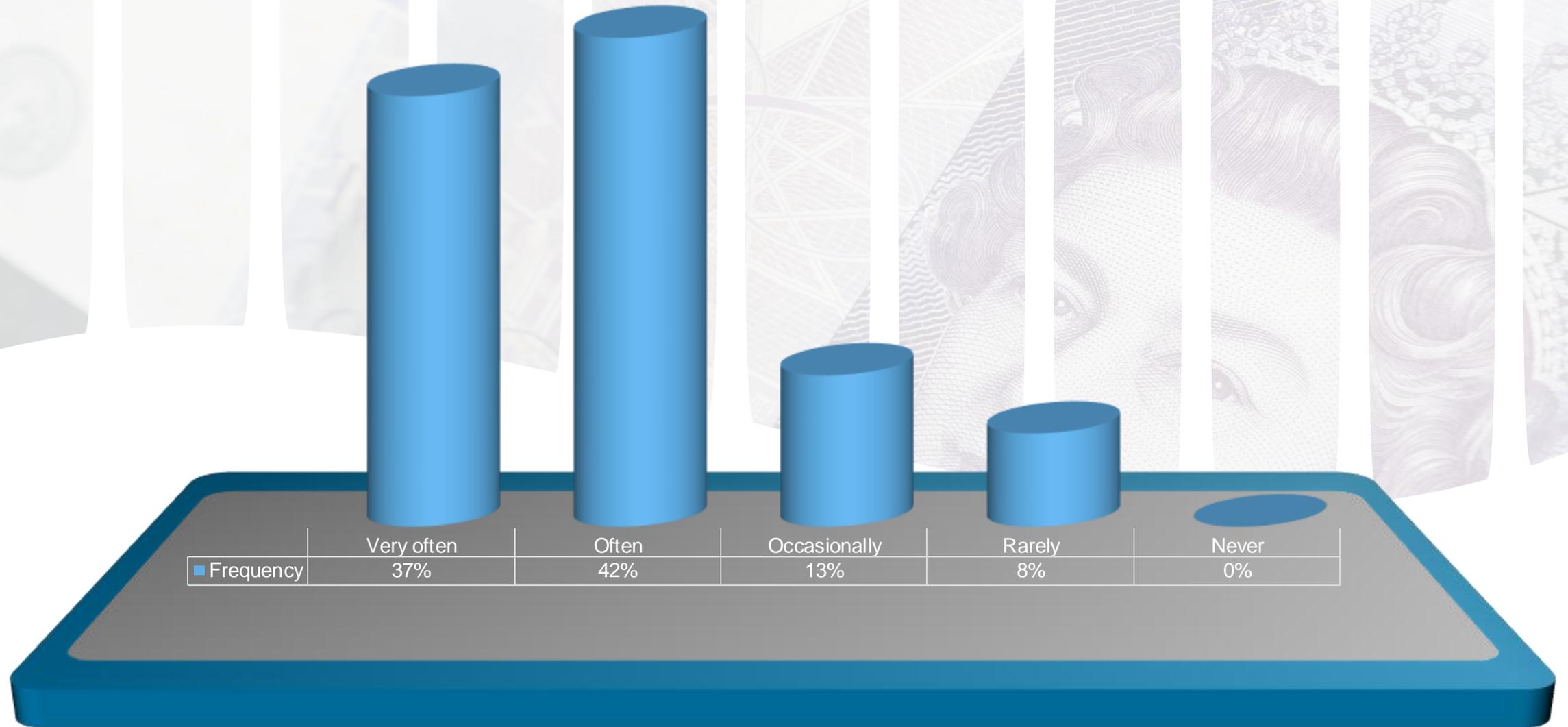


PART THREE: Payments

How often are the standard payment provisions in tender documents adjusted to shorten the Final Payment Date (ie. a quicker payment turnaround)?

Sample: 76



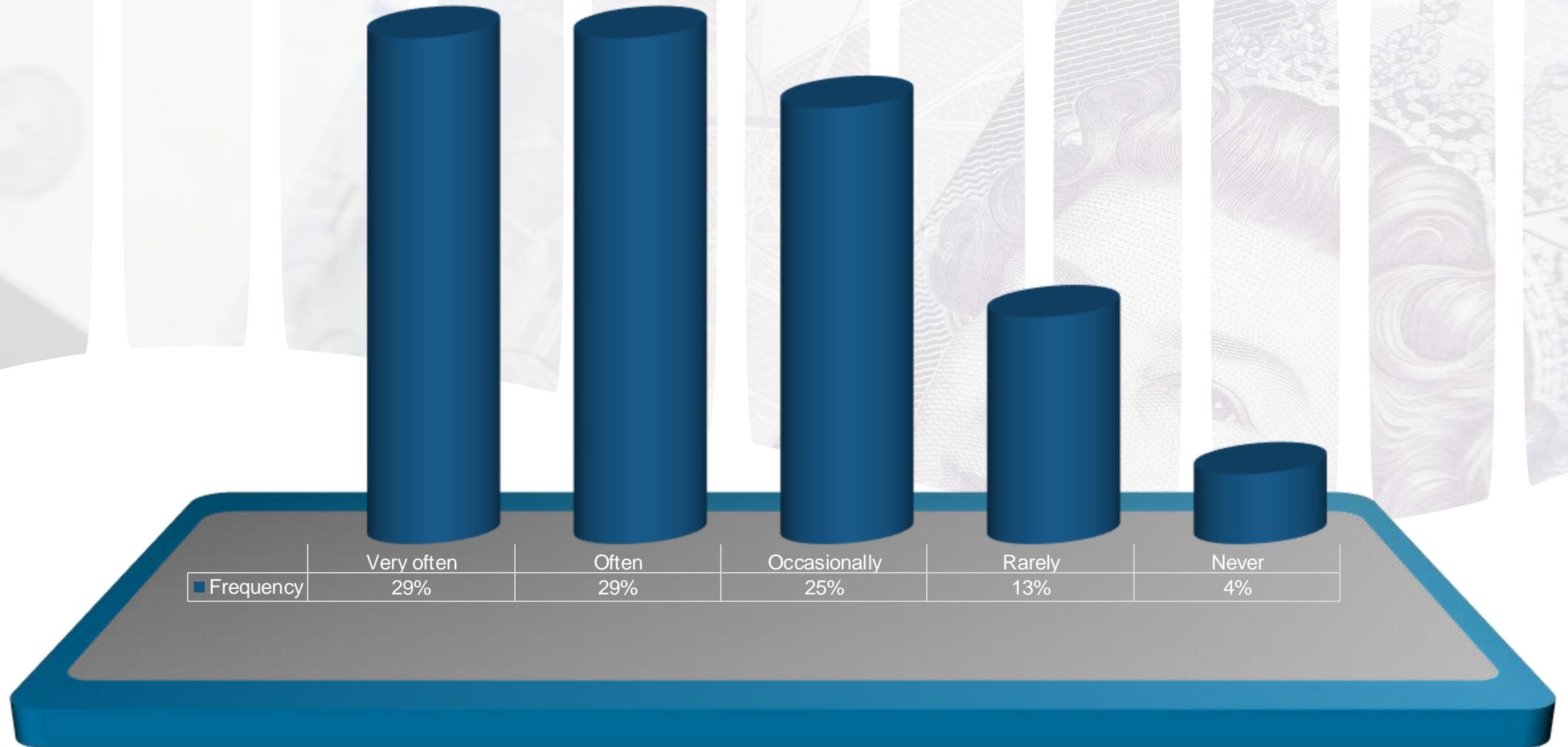


PART THREE: Payments

How often does your business receive payments later than the agreed payment terms (ie. you receive payments late)?

Sample: 76



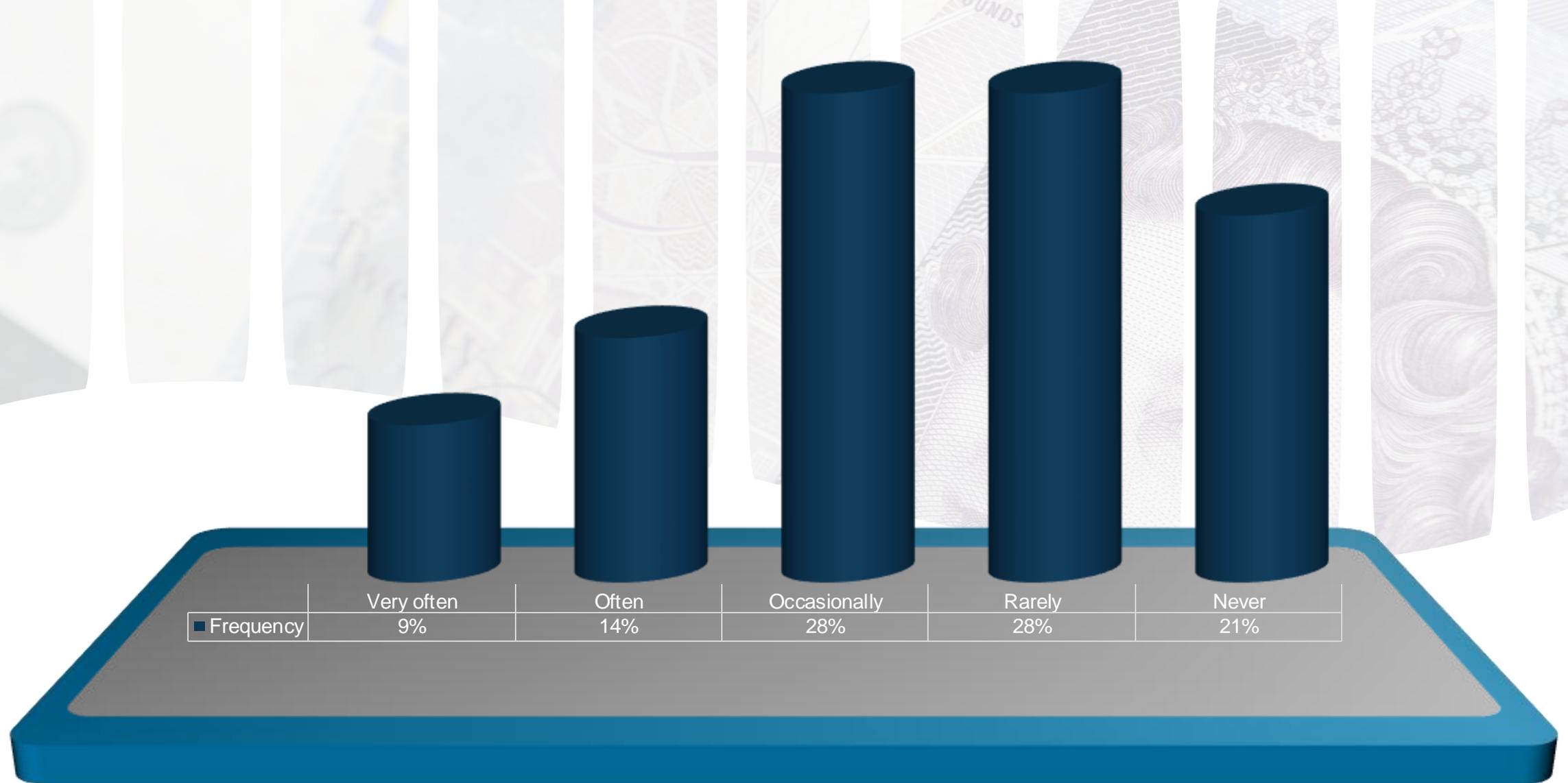


PART THREE: Payments

How frequently are your payment applications reduced (ie. the amount you invoice or request is reduced)?

Sample: 76





PART TWO: Payments

How often do you encounter contra charges that are neither explained nor substantiated?

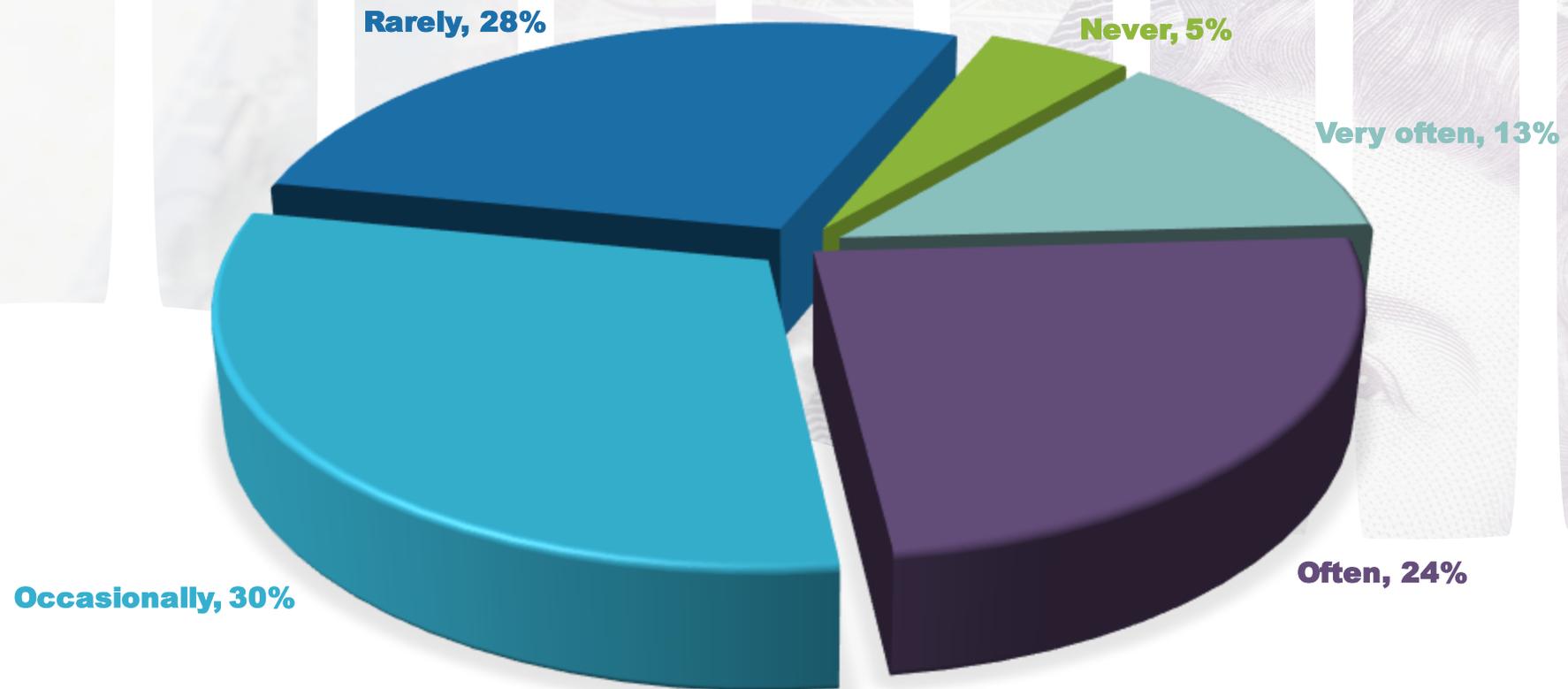
Sample: 76





PART THREE: Payments
How frequently have you participated in a Project Bank Account payment process?
 Sample: 76





PART FOUR: Disputes

How frequently do delays or reductions in the Interim Payment Process result in disputes when settling the final account?

Sample: 76





1%
Very
Often



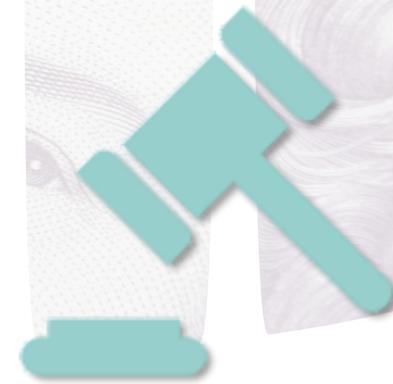
5%
Often



22%
Occasionally



53%
Rarely



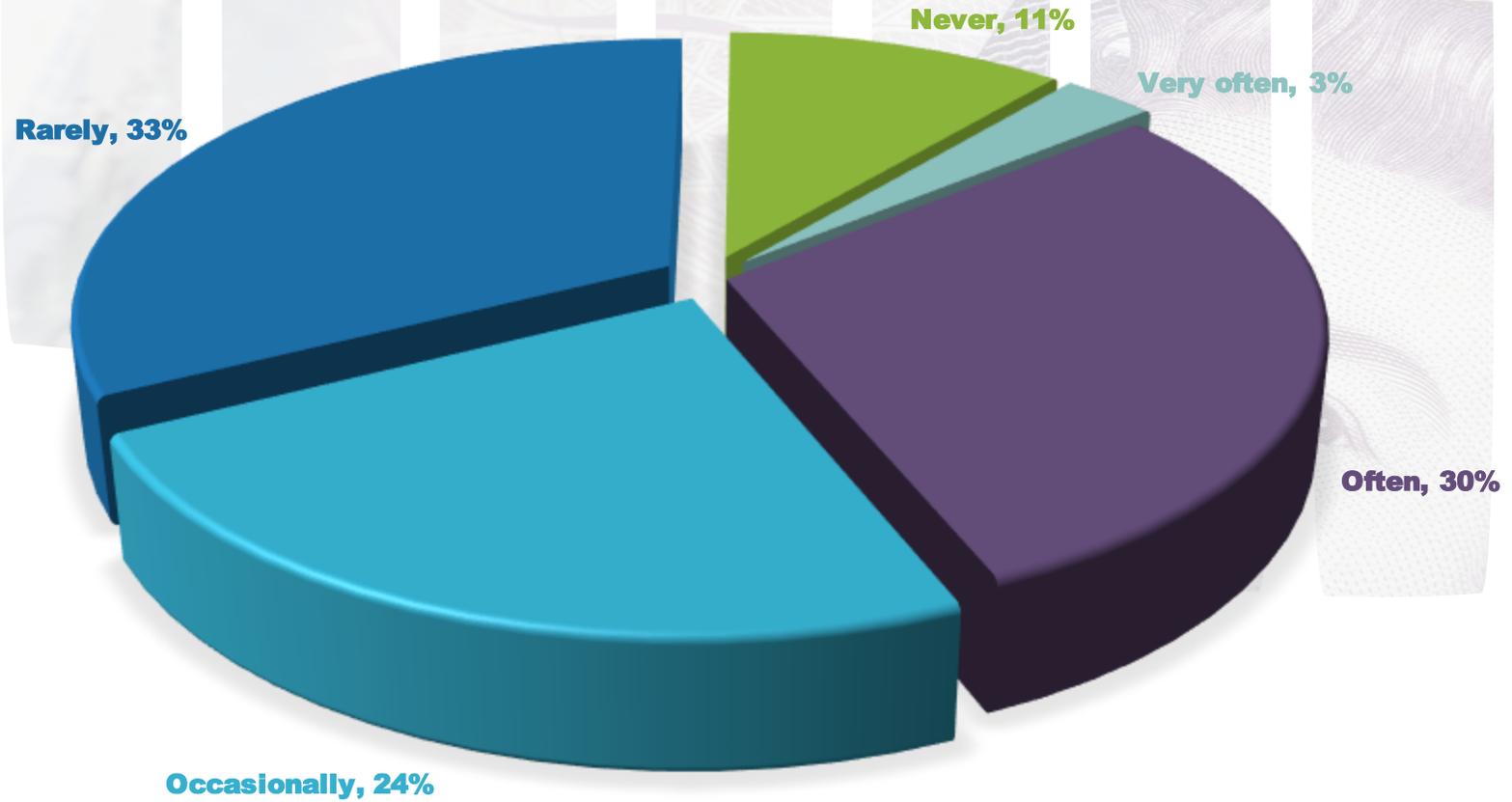
18%
Never

PART FOUR: Disputes

How often do you turn to formal legal processes for resolution when a dispute arises?

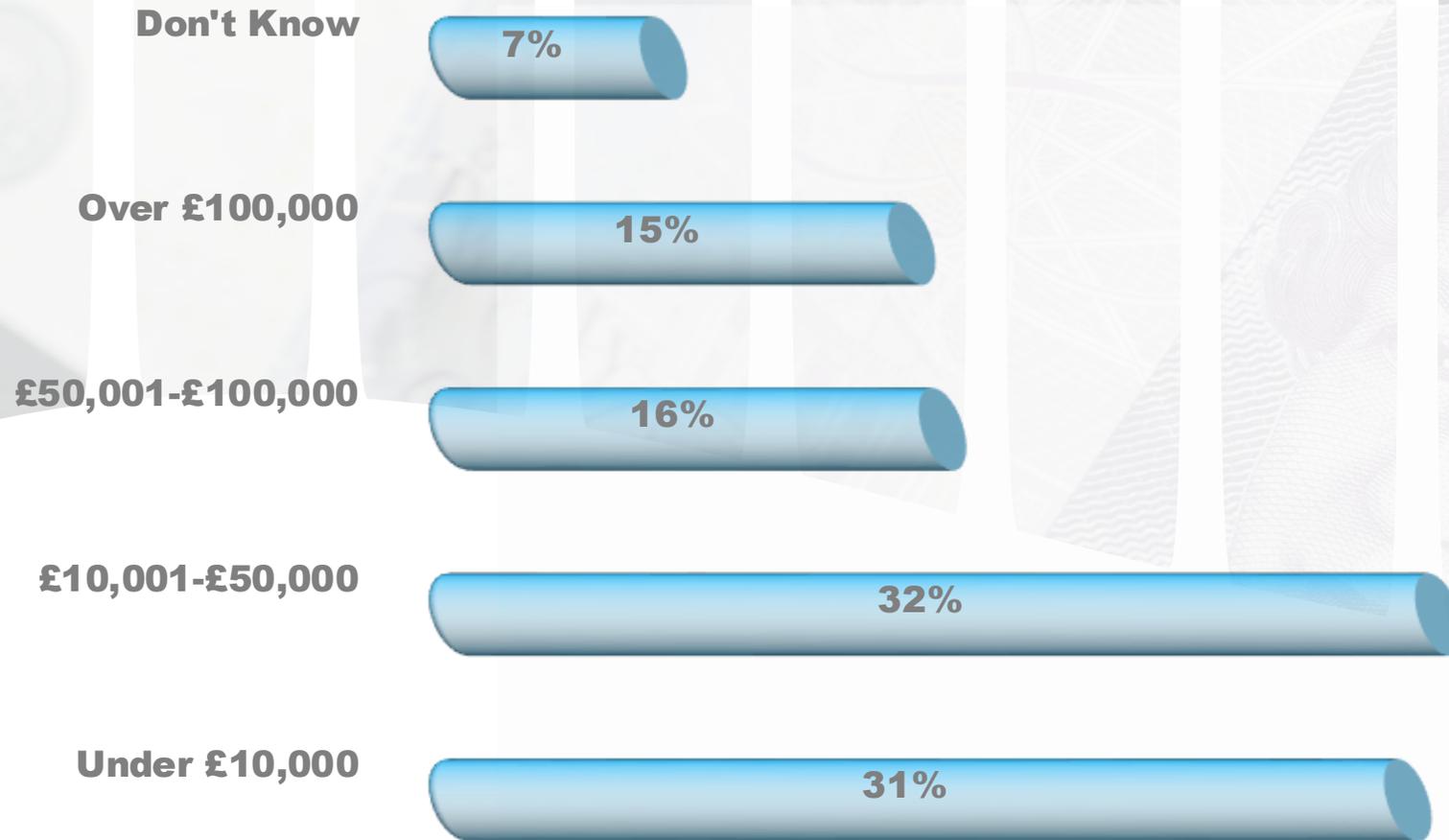
Sample: 76





PART FOUR: Disputes
How frequently have you written off a disputed sum's full or partial amount?
Sample: 76



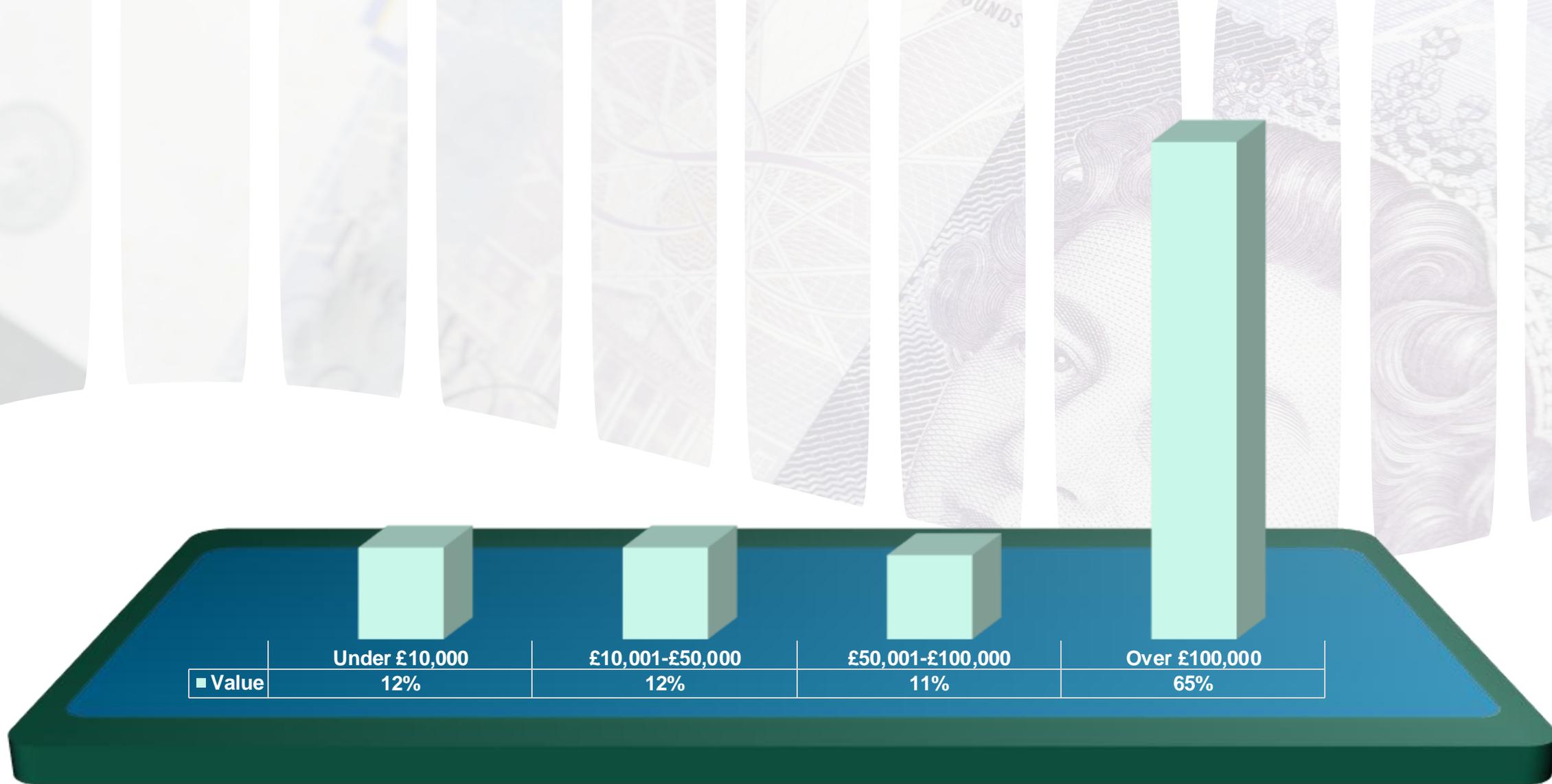


PART FOUR: Disputes

Over the last two years, what is the estimated value of amounts you've written off due to payment disputes?

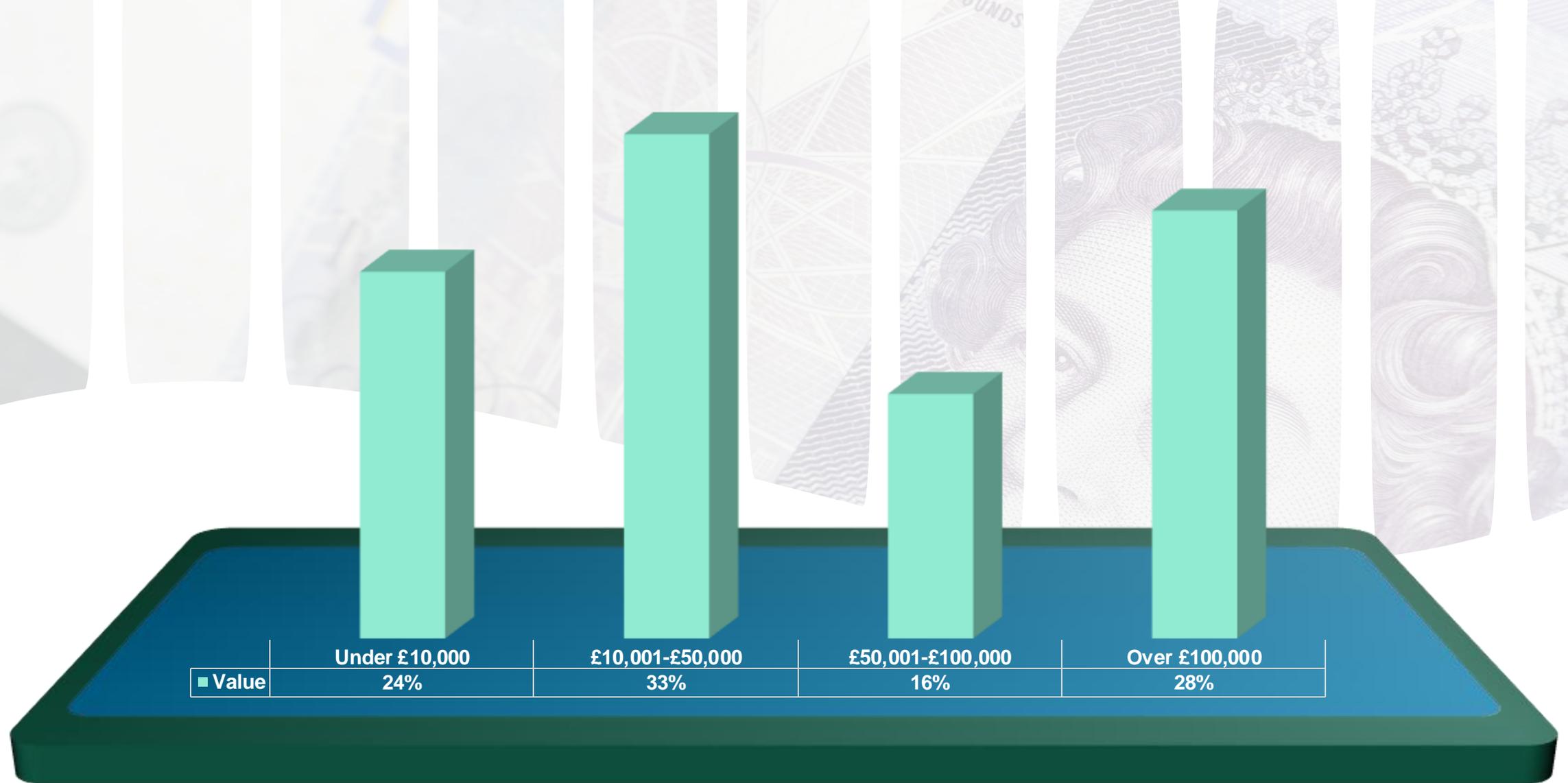
Sample: 75





PART FIVE: Monies & retentions
What is the total outstanding value of payments currently due to your business?
 Sample: 75



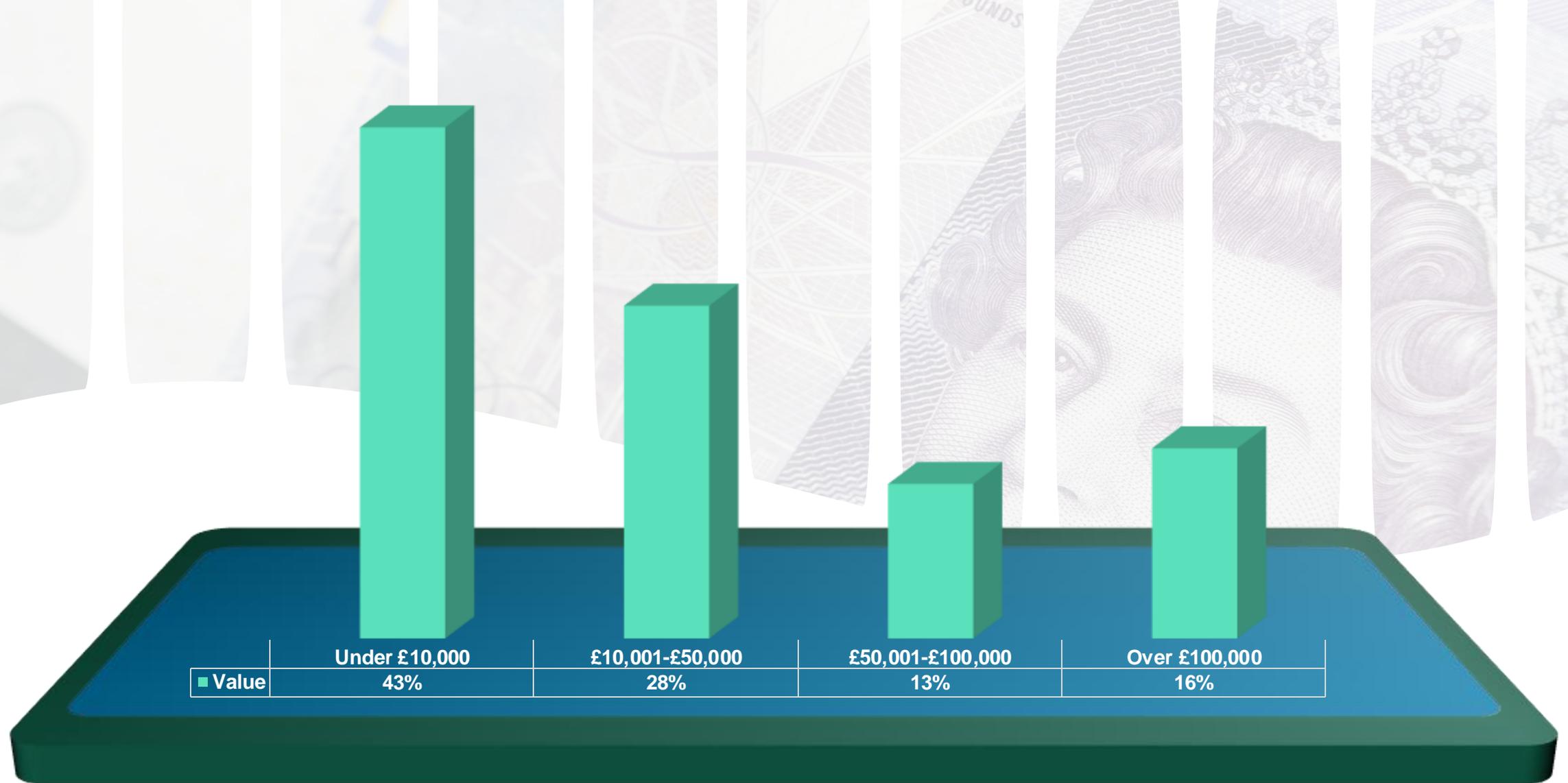


PART FIVE: Monies & retentions

What is the outstanding value of retentions pending due to issues before achieving Practical Completion?

Sample: 76



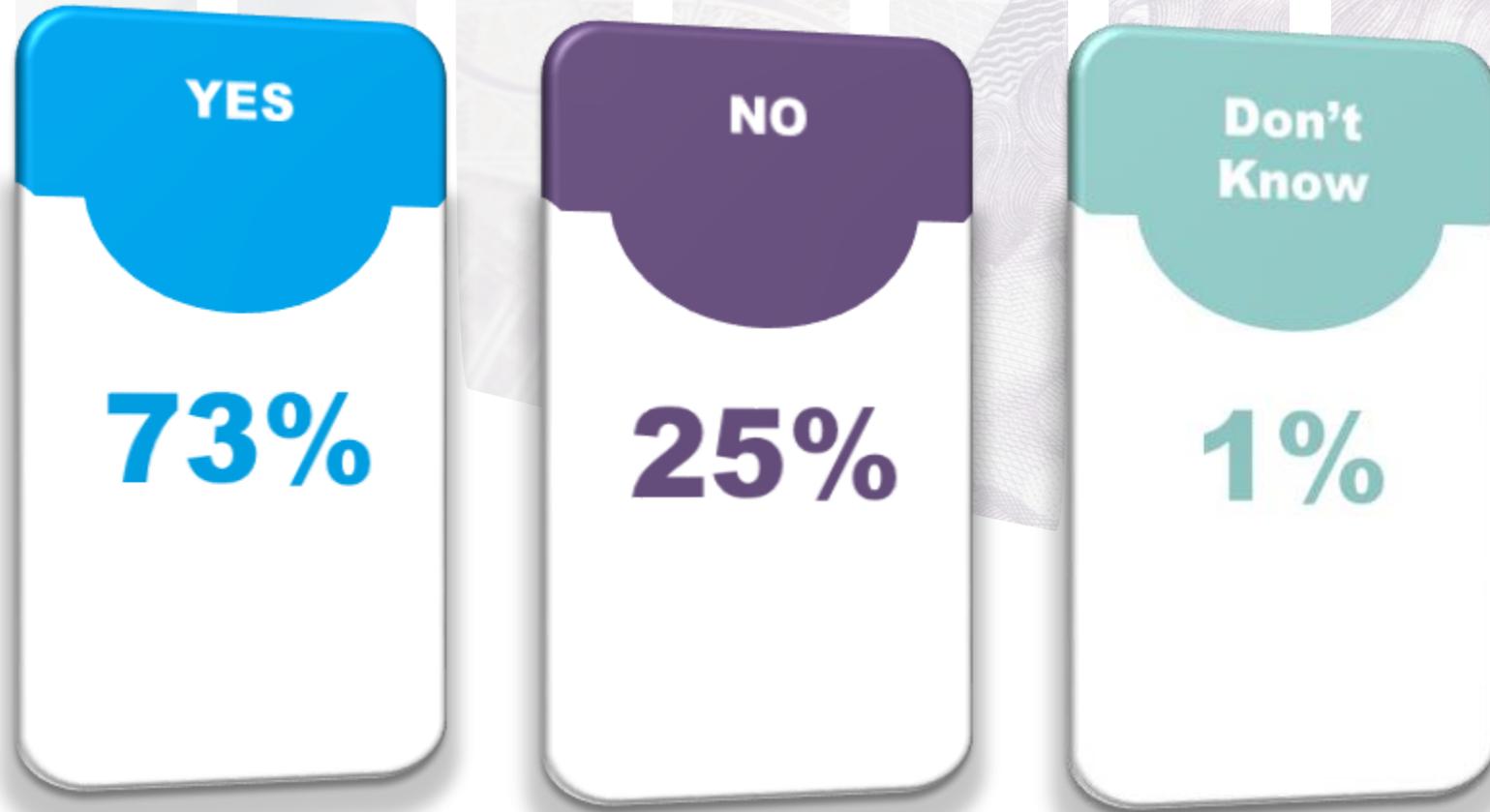


PART FIVE: Monies & retentions

What is the current outstanding amount for retentions related to Making Good Defects?

Sample: 76



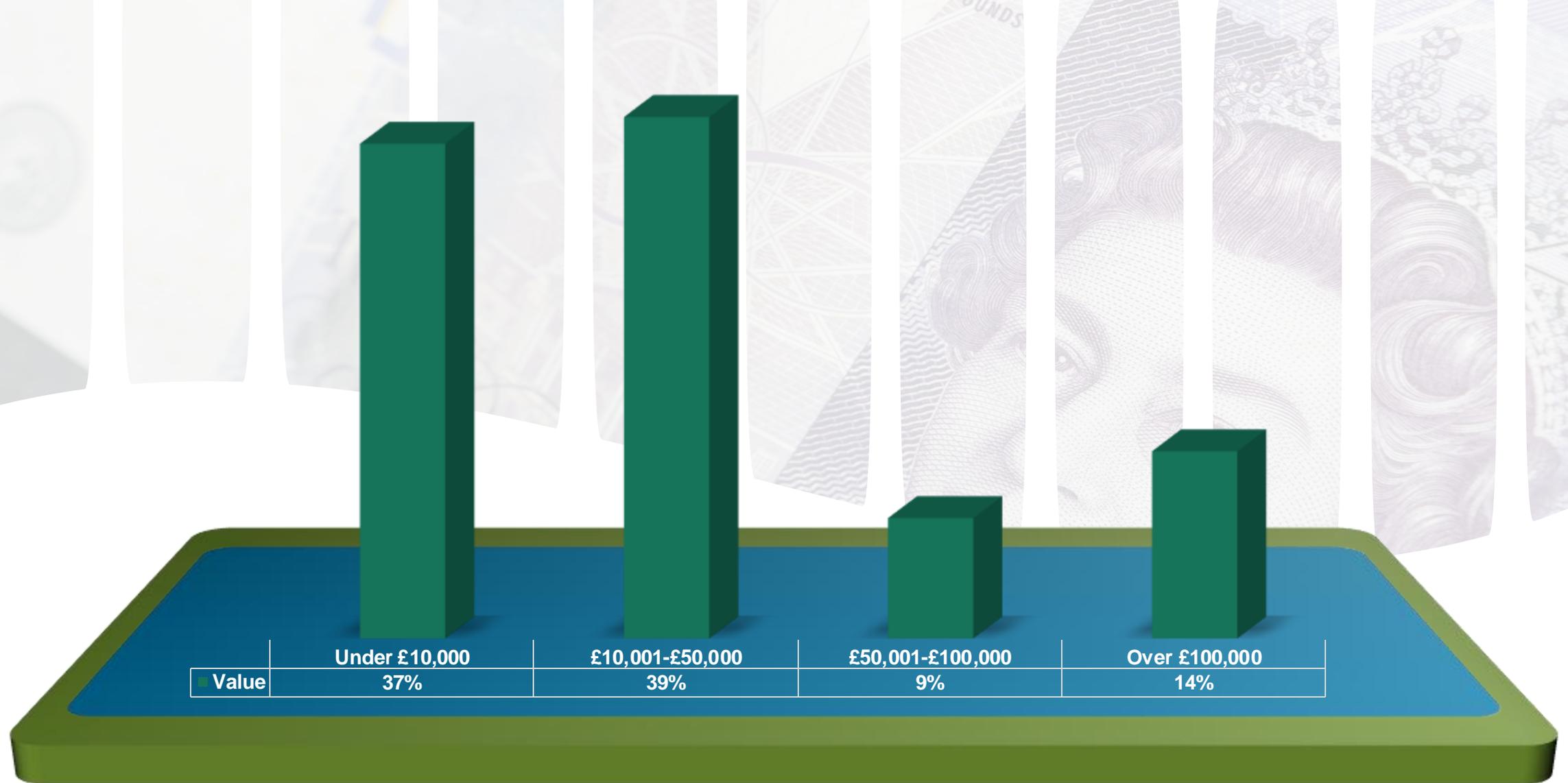


PART FIVE: Monies & retentions

In the past year, have you faced challenges obtaining the release of retention monies owed to your business?

Sample: 75





PART FIVE: Monies & retentions

What is the total value of retention monies yet to be released even after passing the stated release date?

Sample: 76





PART FIVE: Monies & retentions

What is the total value of outstanding payments beyond the specified final payment date?

Sample: 74



YES

49%

NO

51%

PART SIX: RICS Conflict Avoidance Pledge

Are you familiar with the RICS (Royal Institution of Chartered Surveyors) Conflict Avoidance Pledge?

Sample: 76





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