

Founded by Paul Barrow, **The Write Context** is a consultancy and interim management business which has been operating for more than six years. We specialise in the creation and administration of business documentation. The service provided includes the drafting of commercial contracts, contract risk analysis, preparing process and procedure documents, developing business plans, planning projects and the support of tendering activities. **The Write Context** draws on business experience acquired from more than twenty years of operations and contract management, primarily in the offshore oil industry. This experience covers many large projects in the UK and in a range of international locations including mainland Europe, Scandinavia, North Africa, the Middle East, India, Asia and Australia.

The Write Context offers a comprehensive and professional service specialising in the preparation of business documentation. Working with care and to the highest of standards we ensure that your documentation shows your organisation in the '**right context**'.



The Write Context is about business people doing writing, not writing people doing business. By applying hard won and longstanding UK and international business experience we help organisations of all kinds with:

Business plans

Profile documents

Commercial contracts

Contract risk analysis

Pre-qualification documents

Tender preparation

Project planning

Procedure documents

An example of how **The Write Context** made a difference (3)

The client need

One of the UK's largest independent drainage service companies providing drainage maintenance - drain jetting, CCTV inspections, tanker services etc. asked us to help them with preparing standard terms and conditions that would encompass all of their activities. Hitherto they had used variable terms based on the work and were concerned that changes in the nature of an operation may leave unforeseen contractual exposure especially with call out events.

What we did

An initial meeting was held to understand the profile of the company operations and their work processes and also to discuss any particular concerns, for example areas of risk etc. This briefing meeting was sufficiently clear to enable **The Write Context** to offer a fixed price solution. A draft set of terms were prepared and following a detailed review a release version was finalised for issue and use. We also assisted the sales manager in the preparation of a training profile to familiarise staff with the new document.

The benefit to the client

Prior to this the client had faced some situations where terms were not clear in advance, particularly for out of hours call out work. As well as producing the terms in standard format they were also printed on the rear of work order documentation so that the operatives were able always to present the company operating terms at site.

Client feedback

The client, **Clear Drains (UK) Limited**, expressed their satisfaction with the finished work and they released the following feedback,

"Many thanks for doing a grand job of putting together the Ts and Cs for us and for your advice and assistance on the interpretation and training issues – we are confident having this in place at long last can only increase the professionalism of the company. Your common-sense approach has been much appreciated by us all – rest assured we will be in touch should any future queries or opportunities arise."

Sharon Coppins, Director