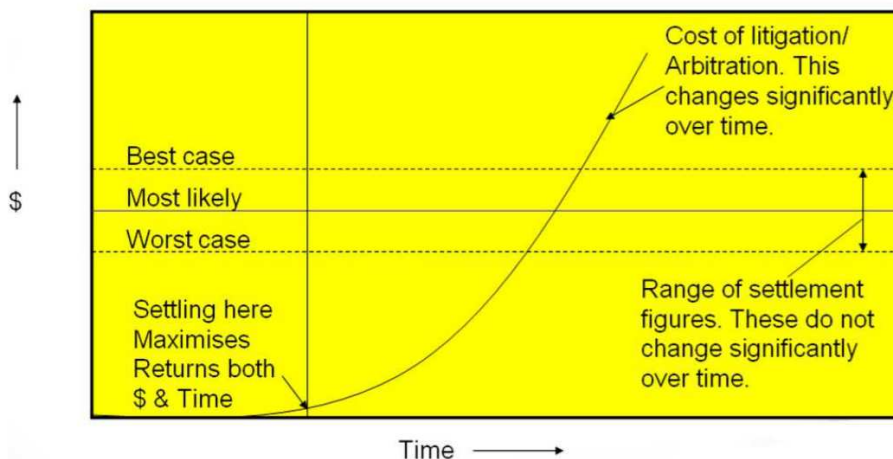


IssuesValuer - A user-friendly tool that summarises issues to a single “most likely” settlement figure.

Benefits

- The opportunity to **reduce the cost** of resolving issues and disputes by early negotiation rather than litigation
- Arrive at a **realistic settlement figure** through a process that enables issues to be considered individually, objectively assessed and which also reduces emotion.
- Significantly enhances the prospect of arriving at a settlement;
- The opportunity to **reduce the resolution timeline**;
- Control of the process is largely in the hands of the party;
- Quantitative approach is readily understood by commercial parties;
- It allows numerous complex issues to be rolled up into a single soundly based settlement figure (rather than a drawn out issue by issue negotiation);
- It **encourages discipline** by identifying the real issues early which is key to planning a successful negotiation



Costs to manage a dispute keep rising and even if successful only the direct costs **may** be reimbursed.

Whereas the disputed amount rarely varies much over time.

Comments

“The model allowed us to arrive at a single settlement figure for a major project with nearly 500 issues. We subsequently settled all issues in a short negotiation based on this figure rather than a protracted issue by issue negotiation.”

Mark Harris
Project Director
Rail Infrastructure Corporation

IssuesValuer has required us to focus on the real issues in a matter so as to identify the arguments that have any chance of success. It then takes the struggle out of reaching a negotiable figure.”

Gerald Santucci
Sneddon Hall & Gallop

Input Screen

IssuesValuer

Projects Users Subscription

Second project

Issue: New Issue Impact: Cost

Argument	Probability	Best Case	Most likely	Worst Case
New Argument 1	25	5000	1000	100
New Argument 2	75	1000	1000	1000

Issue: New Issue 2 Impact: Time (days)

Argument	Probability	Best Case	Most likely	Worst Case
New Argument 1	50	4 d	4 d	1 d
New Argument 2	25	1 d	1 d	1 d

Entering information is simple as all data is entered on one screen.

Arguments may be selected (a drop down list is formed from previous issues) or new arguments described.

Issues and arguments may be amended, updated and removed as further information becomes available.

The cost component for time delays may also be included.

The Model

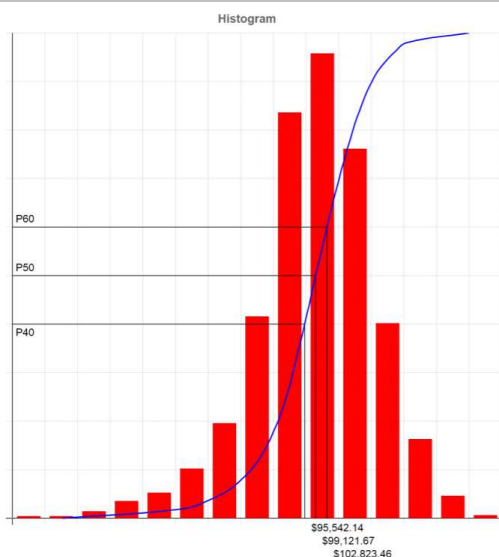
IssuesValuer uses a Monte Carlo simulation to calculate the total most likely outcome of all the issues.

The model does this by:-

- Selecting the arguments at random weighted in accordance to their probability of succeeding.
- Then picking a value between the Best to Worst case range weighted towards the Most Likely for each of the selected arguments.
- Selecting the argument with the largest value from the above for each issue (ie it ignores the lesser values)
- It undertakes the same process for each issue and totals the result for all issues.
- The model then repeats the process for 10,000 iterations.

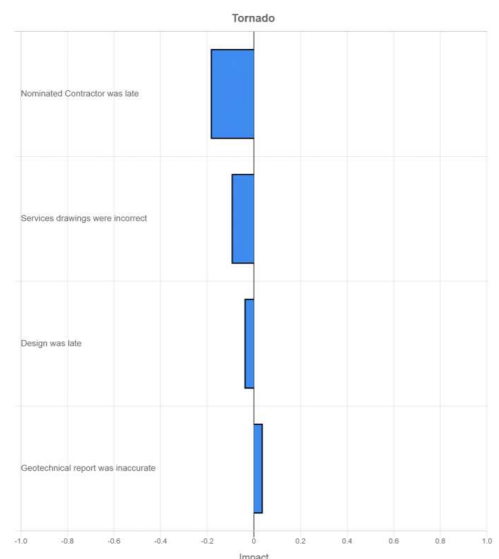
The value where 50% of the total of each iteration fell is then calculated.

Output Reports



The Histogram shows the most likely settlement figure and the expected range (P40 to P60).

IssuesValuer may be subscribed to on a user or project basis. See website for further details. (Subscriptions under development)



The Tornado diagram shows those issues that have the greatest impact on the settlement value.

