

STACHS & WRAXX

The Maintenance & Engineering Opportunity

Where recoverable profit sits — the evidence, the levers and the numbers

Engineering is the last department anyone examines for recoverable profit and frequently the first place it is sitting. Structured programmes have delivered 30% energy reduction and 44% fewer reactive work orders without capital expenditure.

20–30%

ENERGY REDUCTION, NO
CAPEX

44%

FEWER REACTIVE WORK
ORDERS

30%

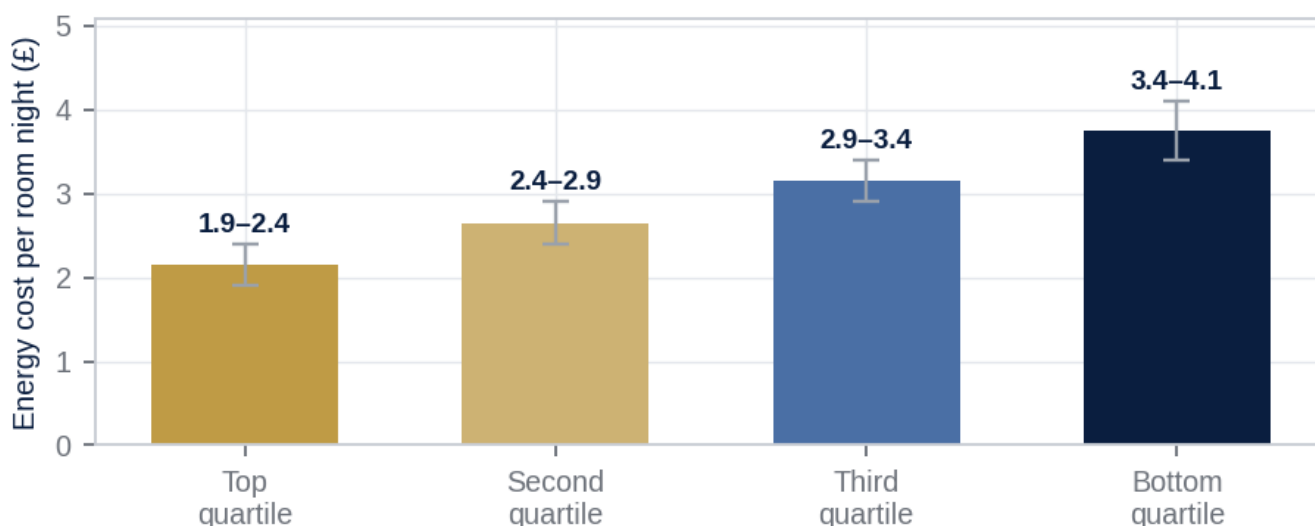
LESS SYSTEM DOWNTIME

£0

PAYABLE UNLESS VERIFIED

THE SIZE OF THE GAP

Maintenance & Engineering — performance by quartile



Benchmark spread between performance quartiles. The differential is operational, not structural — which is what makes it recoverable.

REAL-WORLD Klarent Hospitality — AI-enabled energy management

Result: 30% energy reduction and \$1.26M annual saving from structured six-lever engineering analysis.

Achieved through configuration and scheduling rather than capital replacement, which is why the payback period was immediate.

Source: Klarent Hospitality — Energy Management Programme

REAL-WORLD Carbon Trust — UK hotel energy benchmarking

Result: 20–30% energy cost reduction achievable through BMS integration without capital expenditure.

The gap between benchmark and typical is configuration, not equipment. Most systems are installed correctly and configured generically.

Source: Carbon Trust / BEIS — Hotel Energy Benchmarking

REAL-WORLD IHG Engineering Excellence — planned maintenance

Result: 44% reduction in reactive work orders and 30% reduction in system downtime; ROI achieved within the first year.

Reactive work is the most expensive maintenance there is, and the proportion is measurable from day one.

Source: IHG — Engineering Excellence Programme

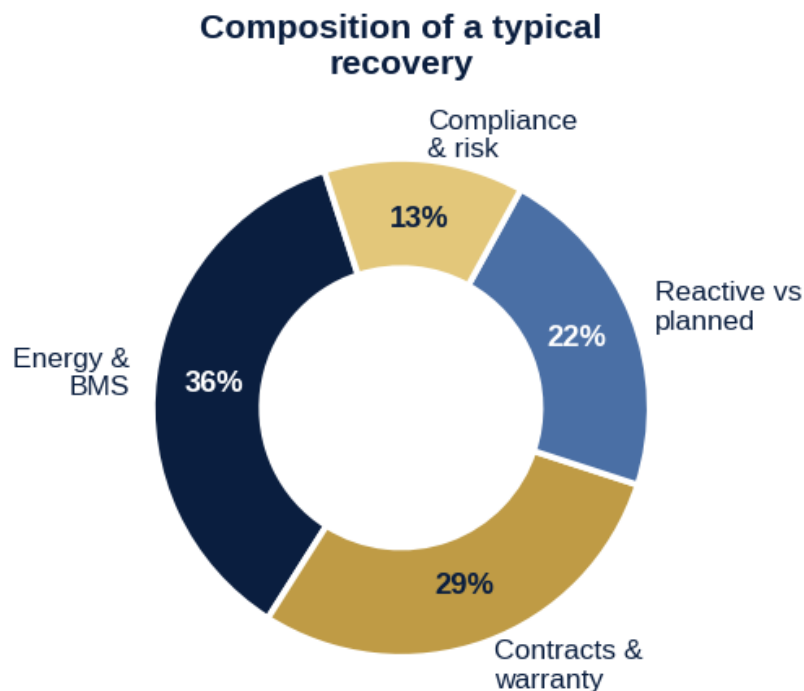
REAL-WORLD HSE / NEBOSH — compliance and cost

Result: Documented compliance frameworks reduce both incident rates and insurance premiums measurably.

Compliance is treated as a cost centre and behaves like a saving once it is documented rather than assumed.

Source: HSE; NEBOSH

WHERE THE MONEY ACTUALLY SITS



Composition of a typical recovery. Proportions vary by property.

Contracts and warranty

- **Service contract scope** — specified once at handover and almost never revisited.
- **Warranty duplication** — plant under five years old is frequently still covered while a service contract pays for the same cover.
- **Response tiers** priced for a standard the property does not actually need.

Energy and consumption

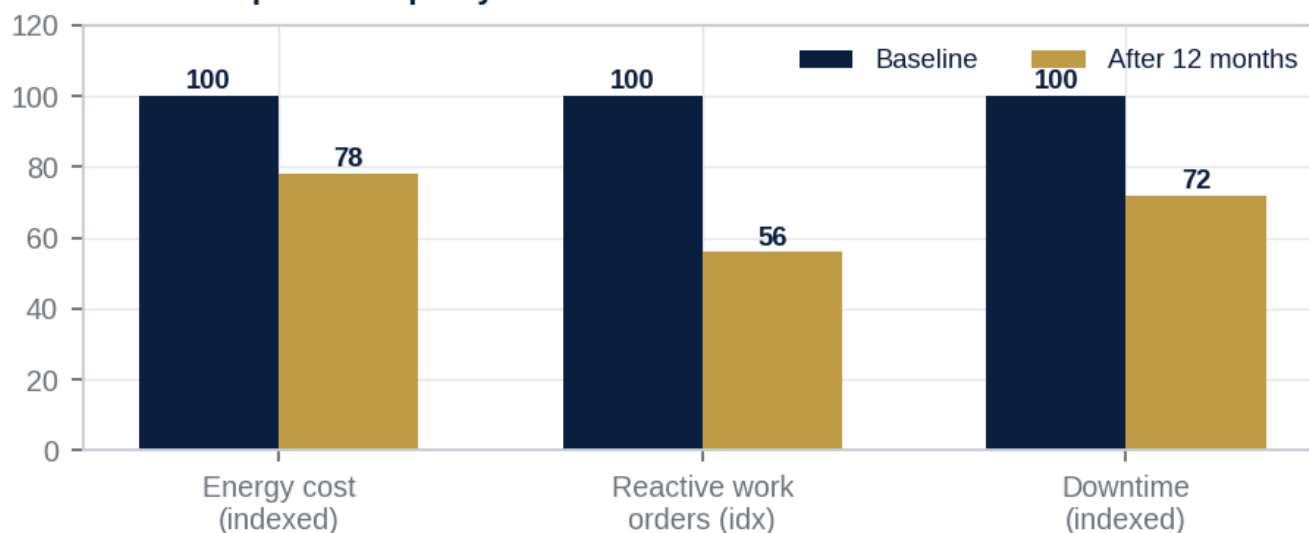
- **Site consumption against the contract** — head office sees the contract, the site sees the consumption, and nobody sees both.
- **BMS configuration** — 20–30% energy reduction achieved through proper integration without capital spend.
- **Plant scheduling** against occupancy rather than a fixed timetable.

Planned maintenance

- **Reactive to planned** — structured PM programmes cut reactive work orders by 44%.
- **Asset life and sequencing** — spending on the right thing at the right time.
- **Compliance documented** rather than assumed, with the insurance benefit that follows.

WHAT MOVEMENT LOOKS LIKE

Illustrative partnership — year one movement



Illustrative twelve-month movement across the three levers.

ILLUSTRATIVE Fairholme — contracts and warranty review

Result: £31,800 recovered annually; two service contracts found duplicating live manufacturer warranty.

Plant was three years old and fully covered. The contracts had been renewed twice without anyone comparing them against the warranty schedule.

Source: Stachs & Wraxx — illustrative partnership

ILLUSTRATIVE The Ellerby — energy and BMS

Result: 22% energy reduction; £46,200 annual saving with no capital spend.

BMS scheduling was rebuilt against actual occupancy patterns rather than the generic profile installed at commissioning.

Source: Stachs & Wraxx — illustrative partnership

ILLUSTRATIVE Stonebridge Court — full engineering programme

Result: £78,900 verified; reactive work orders down 41%; downtime down 28%.

The contracts review paid for the programme in the first quarter; energy and PM delivered the rest across the year.

Source: Stachs & Wraxx — illustrative partnership

BENCHMARK REFERENCE

METRIC	TOP QUARTILE	TYPICAL	WHERE THE MOVEMENT COMES FROM
Energy per room night	£1.90–£2.40	£2.90–£4.10	BMS configuration, occupancy scheduling
Reactive work orders	Under 20%	45–60%	Structured planned maintenance
Contract review	Annual	At renewal only	Scope against warranty and need
System downtime	Minimal	Frequent	Condition-based intervention
Compliance	Documented	Assumed	Records, not recollection

Ranges drawn from the sources cited above. Individual properties vary — which is precisely what the audit establishes.

THE COMMERCIAL POSITION IN ONE LINE

Recoverable profit here requires no capital, carries no fee unless it is realised, and the systems built to capture it remain the property’s asset at the end of the term.

We find the cost that need not be there, implement the changes with your engineering team, and are paid only from a share of what is actually recovered.