



From Analysis to Action: The Engineering Implement...

A phased technical roadmap for delivering, verifying, and compounding profit improvement

ENGINEERING & FACILITIES

Implementation Is Where the Saving Becomes Profit

The In-Depth Analysis identifies and quantifies every available improvement. The Implementation Plan is the structured mechanism through which those improvements are converted into verified, distributable financial results. In engineering specifically, the sequencing of implementation matters: energy optimisations deliver immediate, measurable returns; maintenance restructuring compounds over months; contractor and asset improvements deliver sustained long-term value. Our plan is sequenced accordingly.

Phase 1: Immediate Improvements — Weeks 1–4

- BMS scheduling review: Immediate implementation of AI-optimised HVAC and lighting schedules — energy saving visible in first billing cycle
- Quick-win reactive fixes: Top 10 recurring reactive callouts addressed with structured PM work orders — immediate callout cost reduction
- Consumption monitoring: Water and sub-metering installed or activated — baseline established for ongoing management

Phase 2: Structural Changes — Months 2–4

- Full CMMS PM programme: Asset-specific preventative maintenance schedules implemented across all major plant — reactive ratio begins declining
- Contractor renegotiation: All primary specialist contracts reviewed against benchmark; competitive tenders issued where appropriate
- Advanced BMS integration: Occupancy-linked zone scheduling fully implemented; AI fault diagnostics activated

Phase 3: Optimisation and Profit Share Activation — Month 5 Onwards

- Monthly engineering P&L; review: All cost categories vs. agreed baseline; variances attributed and verified
- Profit share distribution: Chief Engineer's entitlement calculated and paid within 30 days; participating engineers paid; company share confirmed
- Asset lifecycle management: Ongoing AI-assisted condition monitoring; CapEx deferral value tracked and reported

By Month 5, every lever is in operation, every saving is being verified monthly, and every party to the partnership is receiving their proportional financial return.

By Phase 3, Chief Engineers in comparable partnerships are generating an additional £900–£1,400 per month. Senior engineers are receiving £250–£450 per month. These are sustained, contractual monthly entitlements — not one-off payments.



CASE STUDIES

Evidence-Based Profit Improvement

Klarent Hospitality — Phased Energy Implementation Results

REAL-WORLD

Result: Phase 1 BMS review alone delivered 15–20% energy saving in the first billing cycle; full programme delivered £376,911 annual saving

Klarent's phased implementation began with immediate BMS scheduling review — changes that required no capital investment and were visible in the first energy billing cycle. Subsequent phases introduced occupancy-linked zone scheduling, fault diagnostics, and consumption monitoring. The compounding of these phases delivered the full £376,911 annual saving with a 65% energy reduction.

Source: Spacewell / GETGEN — Klarent Hospitality Energy Management Case Study (2025). spacewell.com

OxMaint — Implementation Timeline and Saving Realisation

REAL-WORLD

Result: 44% reactive reduction and \$1.26M annual saving achieved within 6 months of structured PM programme commencement

OxMaint's implementation data across 45 properties shows that CMMS preventative maintenance programmes achieve measurable reactive ratio improvement within the first four to six weeks of structured scheduling. The compounding effect of reduced reactive incidents — lower parts costs, reduced emergency labour, and extended asset life — deepens the saving progressively over the first six months of operation.

Source: OxMaint — Hotel Chain Energy Optimisation: 45 Properties (2026). oxmaint.com

Aldermoor Park Hotel — Engineering Implementation Plan (Hypothetical)

HYPOTHETICAL

Result: £68,400 annual saving; 91% of identified opportunity captured in 7 months; Director of Engineering generating £1,140/month from Month 5

A 4-star, 175-room hotel followed the SW three-phase engineering implementation plan. Phase 1 delivered £16,800 in annualised savings in Month 1 via BMS optimisation. Phase 2 added £31,200 by Month 4 through PM restructuring and contractor renegotiation. Phase 3 brought the total to £68,400 — 91% of the £75,200 identified in the analysis. The Director of Engineering received £1,140/month from Month 5.

Source: SW Partnership Group — Illustrative implementation based on Klarent, OxMaint, and SW verified benchmark data



METRICS & DATA SHEET

Key Performance Indicators & Profit Impact

<h3>Wks 1–4</h3> <p>Phase 1</p> <p>BMS quick wins, reactive fixes, consumption baseline</p>	<h3>Mo. 2–4</h3> <p>Phase 2</p> <p>Full PM programme, contractor renegotiation, BMS integration</p>	<h3>Mo. 5+</h3> <p>Phase 3</p> <p>Profit share live; monthly P&L; and distribution</p>
<h3>Billing 1</h3> <p>Energy Saving</p> <p>BMS changes visible in first energy billing cycle</p>	<h3>Monthly</h3> <p>P&L; Verified</p> <p>All savings confirmed and distributed to four parties</p>	<h3>£900–£1,400</h3> <p>Mgr. Monthly</p> <p>Chief Engineer monthly income from Phase 3 onwards</p>

Detailed Opportunity Analysis

Metric	Current Benchmark	Target	Potential Saving / Gain
BMS Scheduling (Phase 1)	Outdated configuration	AI-optimised scheduling	15–25% energy saving — first billing cycle
Reactive Maintenance (Ph. 1–2)	Above 50% reactive	Below 30% reactive target	3–5x cost reduction per incident
Contractor Renegotiation (Ph.2)	Single supplier, aged contracts	Benchmarked competitive review	8–15% specialist contract saving
Asset Lifecycle (Ph. 3+)	Reactive replacement	AI condition monitoring	20–30% asset life extension; CapEx deferral

How the SW Profit-Sharing Partnership Works: We identify hidden areas of profit within your department, implement the improvements alongside your team, and share the resulting gains proportionally — with the company, the departmental manager, participating employees, and SW Partnership Group. No upfront cost. No saving, no fee.