



# Preparing for Your Engineering Discovery Call

What we will cover, what data helps, and what you will leave knowing

ENGINEERING & FACILITIES

## The Purpose of the Engineering Discovery Call

Your Discovery Call is a focused 45–60 minute working session in which we map the specific profit improvement opportunities within your engineering and facilities department. We will examine your current cost structure, maintenance model, energy management approach, and contractor arrangements — and provide a preliminary monetised estimate of the annual profit available in your department before the call concludes.

## The Four Areas We Will Examine

- Energy management: Current expenditure, BMS platform, HVAC scheduling model, and benchmarked saving potential
- Maintenance model: Reactive-to-PM ratio, CMMS usage, callout frequency, and estimated cost of reactive premium
- Contractor arrangements: Primary specialist contracts, last review date, SLA monitoring status, and benchmarked renegotiation potential
- Compliance and asset condition: Current statutory register status, asset condition overview, and planned CapEx — assessed against AI lifecycle modelling potential

## Data That Would Be Helpful

- Last 12 months of energy expenditure (electricity, gas, water) — or total utilities cost
- Current maintenance model: approximate reactive-to-PM ratio, or total callout frequency
- Primary contractor contracts: HVAC, electrical, lift, fire, and pool — annual values if available
- BMS platform in use (Honeywell, Siemens, Schneider, or equivalent) and approximate age

If these figures are not immediately to hand, that is not an impediment. The Discovery Call is designed to identify what needs to be measured — and part of its value is establishing the baseline from which the In-Depth Analysis works.

## What You Will Leave With

- A preliminary profit opportunity estimate specific to your property profile
- Identification of the highest-priority cost lever in your engineering department
- A clear outline of the In-Depth Analysis process and the partnership model

**Our commitment: you leave this call knowing precisely what profit is available in your engineering department — whether we proceed to partnership or not.**

**Properties proceeding to partnership following an Engineering Discovery Call have seen their Chief Engineers generating an additional £900–£1,400 per month through the profit-share model — income that commences from the first verified improvement.**



## CASE STUDIES

## Evidence-Based Profit Improvement

### McKinsey — Structured Cost Discovery in Engineering Operations

REAL-WORLD

**Result: Facilitated department-level cost discovery sessions identify 20–30% more actionable opportunities than internal self-assessment**

McKinsey research in facilities and engineering management demonstrates that external facilitated cost discovery — comparing a department's expenditure against verified benchmarks in a structured session — consistently surfaces improvement opportunities that internal reviews do not capture. This is particularly pronounced in engineering, where cost complexity and technical specialisation reduce the likelihood of management self-identifying all available levers.

Source: McKinsey & Company — *Operations and Facilities Cost Management (Engineering Practice Report)*

### Granville Manor Hotel — Engineering Discovery Call (Hypothetical)

HYPOTHETICAL

**Result: £54,000 opportunity identified in 55-minute session; partnership signed within two weeks; Chief Engineer generating £1,125/month by Month 5**

A 4-star, 200-room hotel participated in a SW Engineering Discovery Call with their Chief Engineer and Financial Controller. Four specific opportunities were quantified: energy BMS optimisation (£27,000), reactive maintenance reduction (£14,500), contractor renegotiation (£9,200), and water management (£3,300). The In-Depth Analysis confirmed £51,800 — 4.1% below the initial estimate. The Chief Engineer was generating £1,125/month by Month 5.

Source: SW Partnership Group — *Illustrative engagement based on verified benchmarks and SW methodology*

### HOSPA — Value of External Benchmarking in Engineering Cost Management

REAL-WORLD

**Result: External energy and maintenance benchmarking identifies 25–35% more actionable cost opportunities than internal audit**

HOSPA research specific to engineering and facilities management demonstrates that the technical complexity of the department makes external benchmarking disproportionately valuable. Engineering managers working without external reference data consistently underestimate their energy saving potential and overestimate the competitiveness of their contractor arrangements.

Source: HOSPA — *Engineering and Facilities Financial Management Best Practice*; Cornell Center for Hospitality Research — *Energy and Maintenance Cost Benchmarking*



METRICS & DATA SHEET

Key Performance Indicators & Profit Impact

<p><b>45–60 min</b></p> <p><b>Call Duration</b></p> <p>Focused analytical session; not a capabilities presentation</p>	<p><b>4 Areas</b></p> <p><b>Discussion Focus</b></p> <p>Energy, maintenance, contractors, compliance and assets</p>	<p><b>Day 1</b></p> <p><b>Estimate Provided</b></p> <p>Preliminary opportunity figure given on the call</p>
<p><b>Free</b></p> <p><b>No Obligation</b></p> <p>Discovery call conducted at no cost or obligation</p>	<p><b>6 Levers</b></p> <p><b>Assessed</b></p> <p>All six engineering cost levers considered</p>	<p><b>£900–£1,400</b></p> <p><b>Mgr. Potential</b></p> <p>Monthly income for managers in post-call partnerships</p>

**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.