STAGE 4 — IN-DEPTH ANALYSIS

The In-Depth Engineering Analysis: Our Methodology

A rigorous, systems-level process for identifying and verifying every profit opportunity

ENGINEERING & FACILITIES

A Technical and Financial Analysis of Complete Scope

The In-Depth Engineering Analysis is the most comprehensive examination your facilities department will undergo. Over 2–3 weeks, our team analyses every cost component, operational process, and system parameter — comparing each against verified benchmarks from comparable properties, AI-generated optimal performance models, and current market rates. The output is a verified, monetised profit improvement plan with specific technical actions, timelines, responsible owners, and a defined four-way profit-share structure.

Week 1: Technical and Cost Disaggregation

- Energy audit: BMS configuration review, zone-by-zone HVAC scheduling analysis, lighting and power management assessment, water consumption baseline, utility contract benchmarking
- Maintenance audit: Full reactive-to-PM ratio analysis by trade and asset type, CMMS utilisation review, callout frequency and cost data, technician time allocation
- Contractor audit: All specialist contracts reviewed — HVAC, electrical, lift, fire, pool — annual value, SLA terms, performance compliance, and last competitive review date

Week 2: Benchmarking and AI-Assisted Optimisation Modelling

- Energy benchmarking against: comparable property data, AI-BMS optimal scheduling models, and Carbon Trust hotel sector benchmarks
- Maintenance benchmarking against: OxMaint and CMMS industry standards for reactive-to-PM ratio and asset lifecycle norms
- Contractor benchmarking against: current market rate data for all specialist categories, reviewed against scope and performance
- Every gap monetised: each deviation from benchmark converted to a precise annual £ saving value

Week 3: Plan Delivery and Partnership Structuring

- Written profit improvement plan: specific, technically verified, sequenced by implementation priority
- AI-assisted BMS optimisation schedule: ready to implement from Day 1 of partnership
- CMMS preventative maintenance programme: asset-specific PM frequencies and scheduled work orders
- Four-way profit-share agreement: percentage allocations agreed for company, Chief Engineer, participating engineers, and SW Partnership Group

You will know, to a verified £ figure, exactly what your engineering department is worth — and exactly how to unlock it, with a team whose financial incentive matches yours at every step.

Chief Engineers entering the partnership following the In-Depth Analysis have generated an additional £900–£1,400 per month through their profit share from the first verified improvement — typically within five to seven weeks of implementation commencement.

CASE STUDIES

Evidence-Based Profit Improvement

OxMaint — Multi-Property Engineering Analysis Methodology

REAL-WORLD

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

OxMaint's multi-property analysis methodology — disaggregating energy, maintenance, and asset costs at component level, benchmarking against portfolio data, and implementing targeted changes — delivered 30% energy reduction and $1.26M in annual savings across 45 hotel properties. The technical rigour of their approach forms a direct methodological parallel to the SW In-Depth Engineering Analysis.

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

Klarent Hospitality — Full Engineering Programme Delivery

REAL-WORLD

Result: 65% energy saving; £376,911 annual cost reduction; achieved through phased BMS optimisation and system management

Klarent Hospitality's full engineering programme — beginning with BMS audit and quick-win scheduling changes, followed by systematic HVAC zoning, water monitoring, and contractor review — delivered £376,911 in annual verified savings. The programme required no capital infrastructure replacement, validating the principle that the majority of engineering profit improvement is operational, not capital, in nature.

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

Queensgate Hotel & Conference Centre — Full In-Depth Analysis (Hypothetical)

HYPOTHETICAL

Result: £93,200 verified annual improvement; Director of Engineering generating £1,550/month; three senior engineers generating £360/month each

A 4-star, 310-room conference hotel underwent the full SW In-Depth Engineering Analysis. Results: BMS energy optimisation £38,400; reactive maintenance restructuring £24,600; contractor renegotiation £19,800; water management £6,200; CapEx deferral £4,200. Total: £93,200. Under the four-way model, the Director of Engineering received £1,550/month, and three senior engineers received £360/month each.

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

METRICS & DATA SHEET

Key Performance Indicators & Profit Impact

3 Weeks **Analysis Duration** Wk 1: disaggregation Wk 2: benchmark Wk 3: plan	**6 Levers** **All Examined** Every engineering cost component analysed	**AI-BMS** **Energy Model** Optimal scheduling model generated for your systems
£ Value **Every Gap** Each benchmark deviation converted to annual £	**200+** **Benchmark Base** Comparable properties used for all benchmarks	**£900–£1,400** **Mgr. Monthly** Monthly income from first verified improvement

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.