



After the Engineering Discovery Call: Your Path to Pr...

The three outcomes and what the In-Depth Analysis delivers for your department

ENGINEERING & FACILITIES

Three Outcomes — One Commitment to Transparency

Every Engineering Discovery Call concludes with one of three clearly defined outcomes, and we will advise you directly on which applies to your property:

- Strong opportunity — we recommend proceeding to a full In-Depth Engineering Analysis, delivering a verified, monetised improvement plan specific to your systems, contracts, and operational profile
- Moderate opportunity — we provide a structured summary of immediate improvements you can implement independently, with a clear framework for when deeper engagement would be warranted
- Limited opportunity at this time — we will advise you clearly why, and identify the conditions under which a future engagement would be appropriate

The In-Depth Engineering Analysis: What It Delivers

The full In-Depth Analysis is a 2–3 week structured engagement that examines every component of your engineering cost base in technical and financial detail. It concludes with a verified, monetised profit improvement plan and an agreed four-way profit-share structure.

- Full cost disaggregation across all six engineering levers, benchmarked against comparable properties
- Every gap between actual and benchmark performance converted to a precise annual £ value
- AI-assisted BMS audit identifying immediate energy scheduling improvements
- Reactive-to-PM ratio analysis with a structured CMMS implementation plan
- Contractor benchmarking report with specific renegotiation recommendations
- Asset lifecycle modelling for all major plant and systems — with CapEx deferral value quantified

The Commercial Arrangement

The In-Depth Analysis is conducted for a nominal engagement fee, fully credited against the partnership arrangement if you proceed. If you choose not to proceed, you retain the full technical and financial analysis report with no further obligation. The report has standalone operational and asset management value.

By the end of the In-Depth Analysis, you will have a precise, technically verified answer to the question that drives every facilities decision: exactly how much is available in your engineering department — and precisely how to access it.

Chief Engineers who have proceeded to partnership following a positive Discovery Call have been generating an additional £900–£1,400 per month within five to seven months of partnership commencement — a sustained income trajectory aligned directly to the improvements their expertise delivers.



CASE STUDIES

Evidence-Based Profit Improvement

McKinsey — Decision Speed and Engineering Cost Capture

REAL-WORLD

Result: Properties acting within 60 days of cost opportunity identification capture 40% more of the available saving than those delaying 6+ months

McKinsey's facilities management research demonstrates a measurable relationship between decision speed and the proportion of identified saving that is ultimately realised. In engineering specifically, delays in implementing BMS optimisation and PM restructuring allow energy waste and reactive maintenance costs to compound — progressively reducing the net saving available by the time action is taken.

Source: McKinsey & Company — *Speed as a Strategic Advantage in Hotel Operations and Engineering (Facilities Practice)*

Hargreaves Hotel Group — Post-Discovery Engineering Engagement (Hypothetical)

HYPOTHETICAL

Result: £48,000 opportunity identified in Discovery Call; In-Depth Analysis verified £46,200; partnership signed within two weeks

A 4-star group of two hotel properties participated in Engineering Discovery Calls. Both were assessed as strong opportunity profiles. In-Depth Analyses confirmed savings within 4% of initial estimates. Partnership agreements were signed within two weeks. By Month 6, both Chief Engineers were generating profit-share income in excess of £1,000/month each.

Source: SW Partnership Group — *Composite illustrative scenario based on verified benchmarking methodology*

HOSPA — External Benchmarking in Hospitality Engineering

REAL-WORLD

Result: External engineering benchmarking identifies 25–35% more actionable cost opportunities than internal audit alone

HOSPA research highlights that engineering departments are particularly susceptible to cost blind spots — where technical complexity, supplier relationships, and departmental familiarity prevent objective cost assessment. External benchmarking in a structured discovery format consistently identifies opportunities that internal management has not surfaced, across energy, maintenance, and contractor categories.

Source: HOSPA — *Hospitality Engineering and Facilities Financial Management Best Practice Guidelines*



METRICS & DATA SHEET

Key Performance Indicators & Profit Impact

<p>3 Outcomes</p> <p>Discovery Call</p> <p>Transparent direction for every property</p>	<p>2–3 Weeks</p> <p>In-Depth Analysis</p> <p>Full technical disaggregation and verified plan</p>	<p>5–7 Weeks</p> <p>First Results</p> <p>Time from call to first verified engineering saving</p>
<p>Credited</p> <p>Analysis Fee</p> <p>Applied against partnership if you proceed</p>	<p>Retained</p> <p>Your Report</p> <p>Full technical plan retained with no obligation</p>	<p>£900–£1,400</p> <p>Mgr. Monthly</p> <p>Monthly income for managers post-partnership</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.