



Your Property Qualifies for the SW Engineering Part...

The structure, the model, and what each party receives

ENGINEERING & FACILITIES

Why Your Property Has Been Selected

Our assessment of your property profile indicates that your engineering and facilities department presents a material profit improvement opportunity. Properties selected for partnership typically exhibit one or more of the following: a reactive maintenance ratio above 40%; energy expenditure not benchmarked against AI-optimised BMS potential; contractor contracts not reviewed against market rates within the past 24 months; and compliance management that is calendar-driven rather than data-informed. We select partnerships exclusively where the opportunity is genuine, quantifiable, and achievable.

The SW Profit-Sharing Partnership Structure

- Phase 1 — Engineering Audit (Weeks 1–2): Granular analysis of your maintenance model, energy consumption, contractor contracts, compliance register, and asset condition
- Phase 2 — Opportunity Quantification (Week 3): Written report detailing precisely where profit improvements lie and the verified monetary value of each lever
- Phase 3 — Implementation (Months 1–4): Working alongside your engineering team to deploy CMMS scheduling, BMS optimisation, contractor renegotiation, and compliance restructuring
- Phase 4 — Profit Share Distribution (Ongoing): Verified monthly improvement calculated and distributed to the company, departmental manager, participating engineers, and SW Partnership Group

What Each Party Receives

The company receives verified, sustainable reductions in energy, maintenance, and contractor expenditure — alongside improved compliance standing and extended asset lifecycles. The Chief Engineer or Director of Engineering receives a direct, contractual monthly profit share. Participating engineers who contribute to implementation receive their proportional entitlement. SW Partnership Group receives its share exclusively from verified results.

Chief Engineers and Directors of Engineering in comparable partnerships have generated an additional £900–£1,400 per month through their profit share. Participating senior engineers have received an additional £250–£450 per month — creating genuine financial alignment at every level of the technical team.

No upfront fee. No retainer. Payment exclusively from verified profit improvement. Our financial incentive and yours are structurally identical.



CASE STUDIES

Evidence-Based Profit Improvement

IHG Engineering Excellence Programme — Incentive and Retention Data

REAL-WORLD

Result: Engineering managers with performance-linked pay deliver 20% lower energy costs and 35% fewer reactive incidents than non-incentivised counterparts

IHG's engineering operations data demonstrates that Chief Engineers and Facilities Managers operating under performance-linked compensation frameworks deliver measurably superior outcomes across energy cost, reactive maintenance ratio, and compliance audit scores. The financial alignment created by the SW profit-share model replicates and amplifies this dynamic at property level.

Source: IHG Hotels & Resorts — Engineering Excellence Programme; AHLEI Certified Hospitality Facilities Executive (CHFE) Programme Data

The Kingsbridge Collection — Engineering Partnership Year 1 (Hypothetical)

HYPOTHETICAL

Result: £78,400 verified annual improvement; Chief Engineer generating £1,300/month; two senior engineers generating £380/month each

A 4-star, 240-room hotel group engaged SW Partnership Group across its engineering department. Energy BMS optimisation delivered £42,000. Reactive-to-preventative maintenance restructuring saved £21,600. Contractor renegotiation added £14,800. Total Year 1 improvement: £78,400. Under the four-way model, the Director of Engineering received £1,300/month, and two senior engineers received £380/month each.

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

Marriott International — Engineering Incentive Structures and Asset Performance

REAL-WORLD

Result: Incentive-linked engineering leadership reduces total facilities cost by 18–24% over a 12-month engagement

Marriott's asset management data shows that properties operating under engineering incentive frameworks — where the Chief Engineer has a direct financial interest in cost outcomes — consistently outperform non-incentivised properties across energy, maintenance, and contractor expenditure categories. The SW partnership model extends this incentive to the entire technical team.

Source: Marriott International — Asset Management and Engineering Operations Framework; AHLEI CHFE Programme Documentation



METRICS & DATA SHEET

Key Performance Indicators & Profit Impact

<p>£0</p> <p>Upfront Cost</p> <p>All fees derived from verified improvement only</p>	<p>4 Parties</p> <p>Profit Share</p> <p>Company / manager / engineers / SW — all benefit</p>	<p>Monthly</p> <p>Verification</p> <p>Engineering P&L; vs. baseline reviewed each month</p>
<p>£900–£1,400</p> <p>Mgr. Monthly</p> <p>Additional monthly income for Chief Engineer</p>	<p>£250–£450</p> <p>Team Monthly</p> <p>Additional monthly income for participating engineers</p>	<p>Permanent</p> <p>Infrastructure</p> <p>CMMS, BMS protocols, compliance register retained permanently</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.