

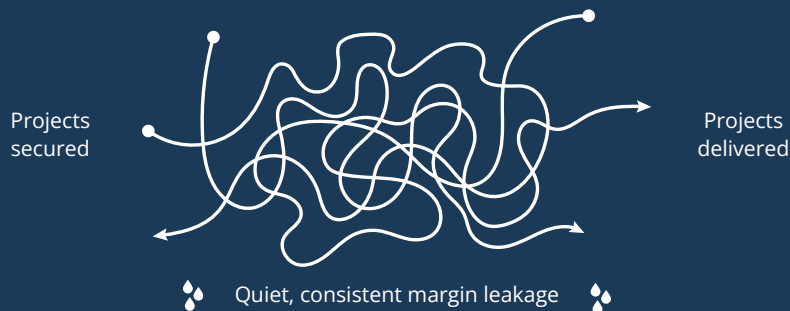
PCI ENGAGEMENT PATHWAY

Most construction businesses leak margin through how they buy — quietly, continuously, and at a scale that compounds over the life of the business.

We operate in the commercial space between winning work and delivering it. Our focus is the procurement of materials and plant & equipment, across the cost categories where construction businesses lose margin most consistently and have the least structural visibility.

Typical procurement

Fragmented. Reactive. Uncontrolled.



We provide the infrastructure that gives you visibility into how money leaves your projects, the structure that gives you control over how it is spent, and the embedded commercial discipline that turns procurement from a continuous source of leakage into a commercial advantage.

We are not a buying group. We are not procurement consultants. We are not a pricing service. We are not a software company. We provide the operational infrastructure that buying groups, consultants, and pricing services all lack. We provide the strategic intelligence that buying groups, pricing services and software alone do not produce. We operate as an extension of your business, not service delivery at arm's length. And our service is supplier funded.

Procurement with PCI

Aligned. Structured. Controlled.



PCI ENGAGEMENT PATHWAY

PCI engages in three phases. Each phase is a complete piece of work, valuable in its own right. For businesses that meet our criteria, our process is simple, low commitment and evidence based. We move forward at each step only where the commercial case supports it, and only where both sides see the right fit.

Step 1 **Explore**

Low-commitment qualification. We surface what's possible in your procurement, you see whether what we offer is right for your business.

Substantive procurement analysis. We produce the deepest commercial review of your procurement your business has ever had.

Step 2 **Diagnose**

Step 3 **Control**

Embedded infrastructure and intelligence. PCI works alongside your team to bring commercial control to how your business buys.

Step 1

Explore

Margin Leak Calculator | Procurement Review | Commercial Benchmark

NO COST

A low commitment first step to explore whether there is a genuine commercial opportunity.

We surface what's possible in your procurement. We move forward at each step only where the evidence supports it, and only where both sides value the opportunity.

It starts with the Margin Leakage Calculator. Two minutes, a seven inputs, a quantified view of what your procurement may be costing you. If the calculator indicates the kind of opportunity we engage with, we invite you to a Procurement Review.

The Procurement Review is a 30 minute call with a PCI director. We work through how your business actually buys — suppliers, patterns, visibility, behaviours.

If the call confirms there's commercial ground worth covering, we invite you to share a small snapshot of data on your purchasing, including your current pricing on a basket of products you'd like us to benchmark.

We deal in evidence, not theory. Price is where the leakage is visible. The cause usually sits upstream.

What you receive in return is the Commercial Benchmark. An honest comparison of your current pricing against what's achievable with the right procurement function in place, combined with your own buying-profile insights, and recommendations.

It's the first time most construction businesses see their procurement in this form. If the conversation warrants it, we'll show you SCOPE, the purchasing platform our clients operate through.

By the end of this step, both sides know whether there's a real opportunity, a good fit, and whether it's worth taking forward. Everything you've received is yours, regardless.

No cost.

Low commitment.

Huge potential upside.

Next: Step 2 - Diagnose



Step 2

Diagnose

Full Spend Analysis

PAID ENGAGEMENT

We diagnose how your business procures. And where commercial value leaks.

It starts with twelve months of your procurement data. Every invoice, every supplier, every project, every category. We work through it in depth. We typically obtain the data direct with your suppliers, unless you have well kept records.

Spend by project, category, supplier. Supplier concentration. Price drift. Uncontrolled purchasing. Administration burden. Decision rights. Behaviours visible in the data.

You receive a complete diagnostic document. It identifies what's happening in your procurement, why, what it's costing you, and what would change with the right intervention.

This is a paid engagement. And it is the deepest commercial review most construction businesses ever have on themselves.

For businesses that take it forward, the diagnostic becomes the foundation for what comes next.

If you decide to move forward with PCI's procurement infrastructure and intelligence, the cost of the Full Spend Analysis is credited in full against your engagement. If you choose another route, the detailed report is yours and gives you great insights into how to improve your procurement process.

We only take businesses forward where the evidence shows significant commercial gains, and where our offering aligns with your objectives.

By the end, you have a complete picture of how your business procures and what changing it would deliver.

Industry-leading commercial analysis.

Standalone value.

Your foundation for better procurement.

Next: Step 3 - Control



Step 3

Control

PCI Procurement Control

SUPPLIER FUNDED

Should PCI become your procurement partner, our procurement infrastructure, experience, systems and intelligence plugs into your existing business functions and relationships. We become your commercial control layer that sits alongside your team and underneath how your business buys.

We do not fix what is working well. Strong existing supplier relationships stay where they are. Performing existing team structures stay intact. What changes is the commercial discipline that runs underneath them.

We build you your own purchasing platform, configured to how your business operates. The PCI team works alongside yours, focused only on procurement. We tender. We engage suppliers. We work with you to devise your procurement strategy and monitor its performance. We produce the intelligence that drives decisions. We train your team.

Purchasing becomes visible. Spend becomes controlled. The data we capture is used to make better commercial decisions and protect margin on every project.

Your construction teams get to focus on what they should be doing: winning work and delivering it. The procurement layer underneath looks after itself.

For the first time, your procurement runs on commercial logic rather than habit and relationship.

Our mutual commitment is a minimum of 24 months. Benefits are seen and felt as soon as you are onboarded. A 24 month runway allows the work to compound — infrastructure embedding, behavioural change holding, commercial value building over time, across multiple projects, with supplier relationships now working for you.

Most engagements run longer.

Our model is supplier-funded. We do not charge our clients directly. We only succeed when the work we do in your business produces real commercial value.

Structure embedded.

Margins protected.

Performance compounded.

Start with the Margin Leakage Calculator

