

Navigating Risk in the New Era of Cost and Carbon Estimating

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Who are we?



Owner of London Luton Airport (LLA) and key commercial assets in the area.



LLA is Luton's biggest economic asset, driving jobs and opportunity.



The UK's most socially impactful airport — supporting over 28,000 jobs nationwide.



Planned expansion to create 6,000+ new jobs and boost the local economy by £1 billion.



Committed to sustainable growth and ambitious green initiatives.



Driving Innovation Through New Digital Tools



Embracing digital transformation to improve cost, time, carbon, and performance outcomes.



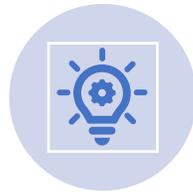
Using Sterling to integrate cost, schedule, and carbon in one platform.



Real-time updates and scenario visualisation to support informed decision-making.



Owning our data ensures long-term access, control, and future value.



Enabling smarter, low-carbon, and sustainable growth through innovation.

Kevin O'Grady



Worked on over 200 airports globally

North America and LATAM

US - Chicago Midway, Los Angeles International, Hollywood Burbank, New York
Canada - Toronto Pearson, Toronto - Billie Bishop
Mexico - New Mexico City Airport
Jamaica - Kingston NMIA
Brazil - Congonhas, Guarulhos. Brazil Regional Airports

UK and Europe

UK - Luton, Birmingham, Manchester, EMA, Stansted, London City, Southend, Southampton, Newcastle, Belfast, Glasgow, Edinburgh, Heathrow, Gatwick, Aberdeen
Greece - Athens, Greek Regional Airports
Germany - Frankfurt, Hamburg, Dusseldorf
Portugal - Lisbon
Austria - Vienna
France - Toulouse, Nantes, Nice, Lyon
Belgium - Brussels
Netherlands - Amsterdam, Lelystad
Poland - Warsaw, Poland STH
Denmark - Copenhagen
Italy - Rome, Venice, Bologna
Spain - Madrid, Barcelona

Eastern Europe and Russia

Russia - Moscow (DME, SVO, Samara)
Latvia - Riga
Albania - Tirana
Bulgaria - Sofia
Hungary - Budapest
Azerbaijan - Baku greenfield airport
Kazakhstan - Almaty
Turkmenistan - Ashgabat
Uzbekistan - Tashkent
Türkiye - Istanbul, Sabiha Gokcen

Middle East and Africa

UAE - Dubai, Abu Dhabi
Rwanda - Bugesera (Kigali)
Qatar - Hamad International
KSA - Riyadh, Ha'il, Al Qassim, Jeddah, Abha, Red Sea
Gabon - New Libreville Airport
Israel - Eilat
Jordan - Queen Alia International
Nigeria - Lagos, Lekki Epe, Osabi
Angola - New Luanda Airport
Kenya - Nairobi
South Africa - Johannesburg

Asia and Australasia

Singapore - Changi
India - Mumbai, Delhi
Japan - Kansai, Osaka, Fukuoka, Kobe, Hokkaido
China - Shanghai, Hong Kong, Beijing
Philippines - Batam
Australia - Sydney, Melbourne, Brisbane, Adelaide, Hobart
New Zealand - Auckland, Wellington, Christchurch



Typical Project Data Risks

Inaccurate, inconsistent or outdated data

- Errors introduced through manual entry, assumptions, or outdated data
- Lack of version control - conflicting information across teams

Lack of traceability or audit trail

- Inability to verify changes, updates, or data origins.
- Poor documentation and absence of audit trails causing compliance risk.

Disconnected systems and poor integration

- Disconnected systems creating silos of information.
- Data transfer errors between platforms leading to duplication or loss.

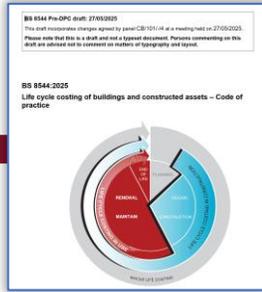
Non-compliance with standards or regulations

- Misalignment with industry standards, frameworks, or reporting requirements.
- Difficulty demonstrating compliance for ESG, sustainability, or financial audits.

Loss of data control or ownership and security

- Vendors or third parties using or reselling anonymised user data.
- Lack of clarity over where data is stored, who can access it, and how it is used.
- Storage of sensitive data in insecure locations.

Setting Standard



Global Construction Standards (GCS)
 First public consultation | October 2025 | Roundtables briefing document

Purpose
 The purpose of this briefing document is to guide you as to the basis of the Global Construction Standards (GCS) so that we can receive and understand your views and thoughts on the draft of this Standard.

Timings
 The RICS public consultation on the GCS will be 'live' for a period of **six weeks from Tuesday 16 September to Friday 24 October 2025**; the link to the icorsult platform will be supplied as soon as it is available.

Background
 The existing Black Book (BB) suite of guidance notes has been published progressively over a number of years building to a total of 32 separate titles. It has been decided that, rather than merely update and re-publish each guidance note, that a fresh approach is taken. This has involved in the preparation of a Professional Statement (PS) to include global principles of QS and PM practice and a series of six Practice Information (PI) pieces of work to include best practice guidance across the project lifecycle, as illustrated in the following graphic.



Digital Commercial Management in Airport Capital Programmes

Our next South regional event will be hosted by Kevin O'Grady and LutonRising.

Kevin O'Grady is a leader in construction commercial management, digital estimation, and Lifecycle costing with a deep commitment to transforming how the industry approaches financial and environmental performance. At Kognitive, Kevin plays a pivotal role in integrating advanced data-driven solutions into the commercial lifecycle of construction projects—particularly through partnerships like the one with Sterling Estimation Systems' SaaS platform.

Kevin believes that the tender stage is not just about pricing, but about setting the foundation for sustainable performance. As the industry faces the urgent challenge of reducing greenhouse gas emissions, he advocates for a unified framework that links life cycle costs with carbon data—empowering teams to make informed decisions across design, construction, operation, and maintenance.

Quoting Antoine-Augustin Cournot's timeless insight, "If you don't measure it, you can't improve it," Kevin emphasizes that today's technology finally allows us to measure not just cost, but value—in economic, environmental, and social terms.



MS/2 Estimating Specification Standard

What is the BSI Estimating Standard?

- A draft specification developed to improve cost estimating practices across UK organisations & institutions.
- Since November 2024, a strong expert network has been formed, influencing top organisations & institutions.
- The draft standard has been developed communicated to stakeholders and is gaining traction.

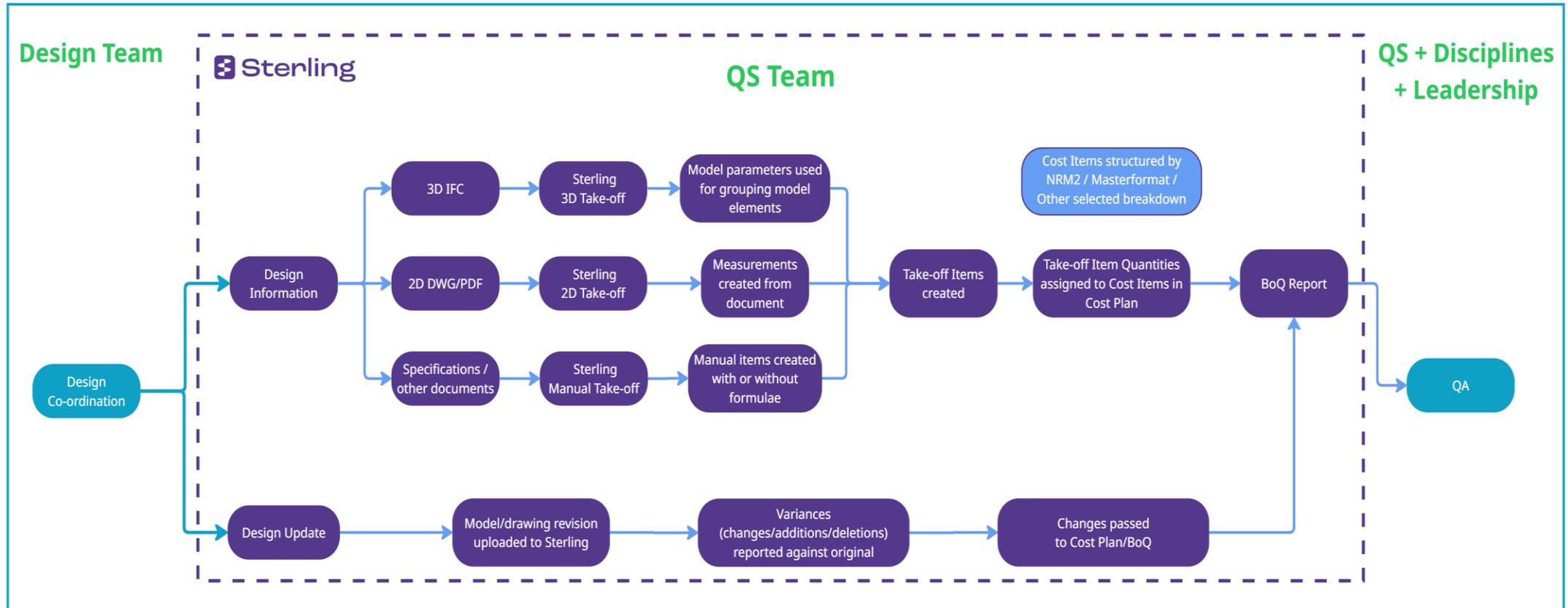
Key Achievements So Far:

- Formation of a cost estimating expert network.
- Draft Estimating Specification Standard generated.
- Initial communications and engagement with industry and academia.

Estimation Standards

The screenshot displays a web application interface for 'Project Settings' under the 'DCO Masterplan' project. The main settings page is partially visible, showing a list of categories like 'Report', 'Construction Cost Price Level', and 'Site'. A modal window titled 'Site' is open, allowing configuration of site-specific attributes. The modal includes sections for 'Existing site status' (with 'state of use' and 'type of use' dropdowns), 'Ground conditions (predominant)' (a dropdown menu), and 'Site conditions and constraints' (with four sets of 'difficult', 'average', 'easy' radio buttons for 'Access problems', 'Environmental constraints', 'Extreme climatic conditions', and 'Statutory planning constraints'). 'Save' and 'Cancel' buttons are at the bottom right of the modal.

Data structure - Process



Process flow linking Design within the cost plan



3D Take-off

Projects / 100% OD: AEP - 04. South Pier Expansion / Take-off

Take-off

Admin

Search... New Document

<input type="checkbox"/>	Title	File Name	Discipline	Scale	Imperial / Metric	Last upload da...	Revisions	File Type	Extension	Number of ...	Uploaded By	Previ...	Status			
<input type="checkbox"/>	Structure V28	AEP-ANM-001-ZSPE-M3D-SE-C	Structure		Metric	03/09/2025	2	3D	ifc	90	Calvin Chai		Active			
<input type="checkbox"/>	Structure 2D Drawings	2025-08-26 SOU All.pdf	Structure	1:200	Metric	01/09/2025		2D	pdf	12	Calvin Chai		Active			
<input type="checkbox"/>	Wayfinding V11	AEP-ANM-001-ZZZZ-M3D-WV-1	Architecture		Metric	05/09/2025		3D	ifc	30	Kasia Drozd		Active			
<input type="checkbox"/>	Envelope V9	AEP-ANM-001-ZZZZ-M3D-AR-C	Architecture		Metric	02/09/2025		3D	ifc	80	Calvin Chai		Active			
<input type="checkbox"/>	MEP V25	AEP-ANM-001-ZSPE-M3D-MC-1	Electrical		Metric	12/08/2025		3D	ifc	0	Kasia Drozd		Active			
<input type="checkbox"/>	Arch V27	AEP-ANM-001-ZSPE-M3D-AR-C	Architecture		Metric	05/09/2025		3D	ifc	62	Kasia Drozd		Active			
<input type="checkbox"/>		MEP004-1.IFC	Ventilation		Metric	22/09/2025		3D	IFC	0	Nathan O'Grad		Active			
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<input type="checkbox"/>		MEP 025 Chiller Plant Layout (Ventilation		Metric	22/09/2025		2D	pdf	0	Nathan O'Grad		Active			
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<input type="checkbox"/>		MEP 033 SKFM-099 South Oc	Ventilation		Metric	22/09/2025		2D	pdf	0	Nathan O'Grad		Active			

Schedule Integration



Data through the project lifecycle

The screenshot displays a 'Cost Plan' interface. On the left, a hierarchical tree lists items such as 'Unassigned', 'Facilitating works', 'Substructure', and 'Standard foundations'. The main area shows a table with columns for 'Item Code', 'Title', 'Quantity', and 'Unit'. A 3D model of a building's structural elements is visible in the foreground, overlaid on a 'Sterling window - Google Chrome' browser window.

The screenshot shows a 'Cost/Carbon Summary' dashboard. It features a table with columns for months from December 2024 to August 2025, and rows for 'Cost' and 'Carbon'. Below the table is a line chart titled 'Cash and Carbon Flows' with a legend for 'Monthly Cost', 'Cumulative Cost', 'Monthly Carbon', and 'Cumulative Carbon'.

The screenshot displays a 'Finalization' dashboard. At the top is a large data table with columns for 'Area', 'Type', and various numerical values. Below the table is a 'KONAME Cost Summary' bar chart. At the bottom, there are three smaller charts: 'COCOME by Category' (a bar chart), 'COCOME by Percentage' (a donut chart), and 'Net Present Value' (a line chart).

Data capture from early design to end of life.

Aligning with industry standards like PAS 2080, ISO 15686-5 and EPD data, enabling informed decisions that satisfy both financial and environmental regulations.

Mitigating risks of data siloing and transfer at project stage gates.



Keeping an eye on the CO₂e

Projects / Hospital Demo / Cost Plan

Cost Plan

PRICING TAKE-OFF

Ref ↑ Description Quantity UoM Net Rate Net Total A1-A3 CO₂e... A4 CO₂e Ra... A5 CO₂e Ra... CO₂e Rate A1-A3 CO₂e... A4 CO₂e To... A5 CO₂e To... Total CO₂e

Ref	Description	Quantity	UoM	Net Rate	Net Total	A1-A3 CO ₂ e...	A4 CO ₂ e Ra...	A5 CO ₂ e Ra...	CO ₂ e Rate	A1-A3 CO ₂ e...	A4 CO ₂ e To...	A5 CO ₂ e To...	Total CO ₂ e
> 00	Unassigned	0.00											
> 01	0: Facilitating works	1,255.00	GIFA/M2	£0.00	£0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
> 01.01	1: Substructure	0.00	GIFA/M2	£0.00	£1,323,816.44	0.00	0.00	0.00	0.00	1,814,563.50	1,199.25	57.10	1,815,819.85
> 01.01.01	1.1: Substructure	0.00	GIFA/M2	£0.00	£1,323,816.44	0.00	0.00	0.00	0.00	1,814,563.50	1,199.25	57.10	1,815,819.85
> 01.01.01.01	Standard foundations - Definition: Standard foundations up to and including the damp	374.00	m3	£1,251.11	£467,913.42	760.01	0.62	0.15	760.79	284,244.83	231.75	57.10	284,533.68
> 01.01.01.01.01	Strip foundations: details, including depth of foundation, to be stated	224.00	m	£305.53	£68,439.23	213.11	0.70	0.25	214.06	47,735.65	157.50	57.10	47,950.24
> 01.01.01.01.01.02	Reinforcement as specified, NBS E30	10.34	t	£4,686.99	£48,482.52	1,818.13	0.00	5.52	1,823.65	18,806.79	0.00	57.10	18,863.89
> 01.01.01.01.01.03	Strip formwork to cast in-situ concrete as specified, NBS E20	98.99	m2	£10.00	£989.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
> 01.01.01.01.01.05	In-situ concrete (750mm) as specified, NBS E05	90.39	m3	£209.83	£18,966.82	320.04	1.74	0.00	321.78	28,928.85	157.50	0.00	29,086.35

Resources

Qty/BoQ Unit	Waste	Factor 1	Factor 2	Res Qty	Unit	EPD Link	Total Res C...	Res Category	Weight/UoM	Mass	Dist-1-Way	A1-A3 CO ₂ e	Seq CO ₂ e Rate	A4 CO ₂ e Tot	A5 CO ₂ e Tot	A1-A5 CO ₂ e ...
00	1.00	1.00	1.00	1.00	90.39	m3	https://www.environde	Concrete	2.40	216.939 T	50.00	28,202.11	0.00	157.50	0.00	28,359.61
00	1.00	1.00	1.00	1.00	90.39	hr	£2,696.37		0.00	0.0000 T	0.00	0.00	0.00	0.00	0.00	0.00

Library / Resources

LABOUR PLANT MATERIAL SUBCONTRACT OTHER COSTS

Code	Title	Unit Price	Unit	EPD Link	Tons/UoM	Distance to Site ...	Em...	Sequestration
> SM	Sterling - Materials							
> SM.03	CONCRETE							
> SM.03.01	Cement/Lime/Ready Mixed Concrete							
SM.03.01.11	C10 Concrete	131.82	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.12	C15 Concrete	131.82	m3	https://budata.lca-dat	2.40	50.00	127.60	
SM.03.01.13	C20 Concrete	135.20	m3	https://budata.lca-dat	2.40	50.00	127.60	
SM.03.01.14	C25 Concrete	148.72	m3	https://www.greenboo	2.40	50.00	357.00	
SM.03.01.15	C30 Concrete	143.65	m3	https://www.greenboo	2.40	50.00	357.00	
SM.03.01.16	C35 Concrete	160.55	m3	https://www.greenboo	2.40	50.00	371.00	
SM.03.01.17	C40 Concrete	143.65	m3	https://www.greenboo	2.40	50.00	371.00	
SM.03.01.20	Concrete Mix Gen 1	140.27	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.21	Concrete Mix Gen 2	138.58	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.22	Concrete Mix Gen 3	135.20	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.23	Lean mix conc.(1:12)	121.68	m3	https://www.heidelberg	0.00	50.00	213.00	
SM.03.01.24	RC30 Concrete	143.65	m3	https://www.greenboo	2.40	50.00	357.00	
SM.03.01.25	RC35 Concrete	145.34	m3	https://www.greenboo	2.40	50.00	371.00	
SM.03.01.26	RC40 Concrete	147.03	m3	https://www.greenboo	2.40	50.00	371.00	
SM.03.01.27	ST1 Concrete	135.20	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.28	ST2 Concrete	131.82	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.29	ST3 Concrete	128.44	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.30	ST4 Concrete	118.30	m3	https://www.heidelberg	2.40	50.00	213.00	
SM.03.01.31	PAV2 Concrete	135.20	m3	https://www.heidelberg	2.40	50.00	213.00	
> SM.03.02	Reinforcing							
SM.03.02.26	Stainless Steel Tying Wire	7.67	kg	https://cpdl.co/ie/ec3p8	0.00	50.00	0.78	
SM.03.02.27	Tying Wire	2.52	kg	https://cpdl.co/ie/ec3p8	0.00	50.00	0.78	
SM.03.02.28	Steel fabric A98	1.59	m2	https://cpdl.co/ie/ec3kd	0.00	50.00	1.08	

Centralised Library holds Carbon data, including external EPD links for easy assignment to the Cost Plan and standardisation of data.

Package manager and Procurement

Projects / Hospital Demo / Bid Packages / Earthworks - Package

Earthworks - Package

Admin

Cost Plan

Title	Quantity	Unit	Rate	Net Total	Total CO ₂ e
1: Substructure	0.00	GIFA/1	£908.19	£351,417.09	kgCO ₂ e 879,215.60
1.1: Substructure	0.00	GIFA/1	£908.19	£351,417.09	kgCO ₂ e 879,215.60
Specialist foundations - Definition: - Load bearing f	153.00	Nr	£37.57	£46,197.79	kgCO ₂ e 0.00
Piles: details, including type, diameter (mm) and det	153.00	Nr	£37.57	£46,197.79	kgCO ₂ e 0.00
Basement excavation - Definition: Bulk excavation r	1,255.00	GIFA/1	£870.62	£305,219.30	kgCO ₂ e 879,215.60
Basement excavation: details, including average det	1,255.00	GIFA/1	£870.62	£305,219.30	kgCO ₂ e 879,215.60
Excavation, commencing level stated on the drawing	164.26	m3	£0.31	£50.24	27.51
Support to faces of excavation is at the discretion o	513.98	m2	£580.48	£298,354.55	879,455.99
Excavation, commencing level stated on the drawing	144.83	m3	£38.92	£5,636.93	0.00
Support to faces of excavation is at the discretion o	-375.33	m2	£87.29	-£32,762.59	-5,632.96
Excavation, commencing level stated on the drawing	70.29	m3	£38.92	£2,735.77	0.00
Support to faces of excavation is at the discretion o	250.24	m2	£124.70	£31,204.40	5,365.06
Package Total				£: £351,417.09	kgCO₂e 879,215.60

Below the Line Items / Adjustments

Item	Quantity	Rate	Total	Total CO ₂ e
contract item	1.00	£1,000.00	£1,000.00	0.00
individual priced item				
Adjustments Subtotal			£: £1,000.00	£: kgCO₂e 0.00
Revised Package Total			£: £351,417.09	kgCO₂e 879,215.60
Plugged (P) Rates			£: kgCO₂e	% 27.77

Paddick Construction

Quantity	Rate	Total	Total CO ₂ e
0.00	£1,279.00	£394,524.42	kgCO ₂ e 43,628.69
0.00	£1,279.00	£394,524.42	kgCO ₂ e 43,628.69
153.00	£0.00	£58,408.18	kgCO ₂ e 0.00
153.00	£0.00	£58,408.18	kgCO ₂ e 0.00
1,255.00	£1,279.00	£336,116.24	kgCO ₂ e 43,628.69
1,255.00	£1,279.00	£336,116.24	kgCO ₂ e 43,628.69
219.01	£1,074.00	£235,216.74	20,543.14
513.98	£40.00	£20,559.02	11,019.63
144.83	£41.00	£5,938.19	0.00
375.33	£129.00	£48,417.62	8,047.08
70.29	£39.00	£2,741.40	0.00
187.45	£124.00	£23,243.28	4,018.84
Package Total		£: £394,524.42	£: kgCO₂e 43,628.69

Groundworking Group

Quantity	Rate	Total	Total CO ₂ e
0.00	£1,566.00	£435,912.12	kgCO ₂ e 43,628.78
0.00	£1,566.00	£435,912.12	kgCO ₂ e 43,628.78
153.00	£50.00	£61,482.29	kgCO ₂ e 0.00
153.00	£50.00	£61,482.29	kgCO ₂ e 0.00
1,255.00	£1,516.00	£374,429.83	kgCO ₂ e 43,628.78
1,255.00	£1,516.00	£374,429.83	kgCO ₂ e 43,628.78
219.01	£1,054.00	£230,836.54	20,543.14
513.98	£125.00	£64,246.94	11,019.63
144.83	£45.00	£6,517.35	0.00
375.33	£120.00	£45,039.60	8,047.08
70.29	£38.00	£2,671.10	0.00
187.45	£134.00	£25,118.30	4,018.93
Package Total		£: £435,912.12	£: kgCO₂e 43,628.78

Brown & Co

Quantity	Rate	Total	Total CO ₂ e
0.00	£1,599.00	£444,805.71	kgCO ₂ e 77,085.33
0.00	£1,599.00	£444,805.71	kgCO ₂ e 77,085.33
153.00	£0.00	£58,408.18	kgCO ₂ e 0.00
153.00	£0.00	£58,408.18	kgCO ₂ e 0.00
1,255.00	£1,279.00	£336,116.24	kgCO ₂ e 43,628.69
1,255.00	£1,279.00	£336,116.24	kgCO ₂ e 43,628.69
219.01	£1,074.00	£235,216.74	20,543.14
513.98	£40.00	£20,559.02	11,019.63
144.83	£41.00	£5,938.19	0.00
375.33	£129.00	£48,417.62	8,047.08
70.29	£39.00	£2,741.40	0.00
187.45	£124.00	£23,243.28	4,018.84
Package Total		£: £444,805.71	£: kgCO₂e 77,085.33

Artificial Bidder (average)

Quantity	Rate	Total	Total CO ₂ e
0.00	£1,553.17	£425,080.77	kgCO ₂ e 77,085.33
0.00	£1,553.17	£425,080.77	kgCO ₂ e 77,085.33
153.00	£47.50	£58,408.18	kgCO ₂ e 0.00
153.00	£47.50	£58,408.18	kgCO ₂ e 0.00
1,255.00	£1,505.67	£366,672.59	kgCO ₂ e 77,085.33
1,255.00	£1,505.67	£366,672.59	kgCO ₂ e 77,085.33
219.01	£1,059.33	£232,004.59	20,543.14
513.98	£101.67	£52,254.18	11,019.63
144.83	£43.67	£6,324.35	33,456.61
375.33	£129.00	£48,417.60	8,047.08
70.29	£39.00	£2,741.40	0.00
187.45	£133.00	£24,930.48	4,018.87
Package Total		£: £425,080.77	£: kgCO₂e 77,085.33

Paddick Construction

Quantity	Rate	Total	Total CO ₂ e
0.00	£1,279.00	£394,524.42	kgCO ₂ e 43,628.69
0.00	£1,279.00	£394,524.42	kgCO ₂ e 43,628.69
153.00	£0.00	£58,408.18	kgCO ₂ e 0.00
153.00	£0.00	£58,408.18	kgCO ₂ e 0.00
1,255.00	£1,279.00	£336,116.24	kgCO ₂ e 43,628.69
1,255.00	£1,279.00	£336,116.24	kgCO ₂ e 43,628.69
219.01	£1,074.00	£235,216.74	20,543.14
513.98	£40.00	£20,559.02	11,019.63
144.83	£41.00	£5,938.19	0.00
375.33	£129.00	£48,417.62	8,047.08
70.29	£39.00	£2,741.40	0.00
187.45	£124.00	£23,243.28	4,018.84
Package Total		£: £394,524.42	£: kgCO₂e 43,628.69

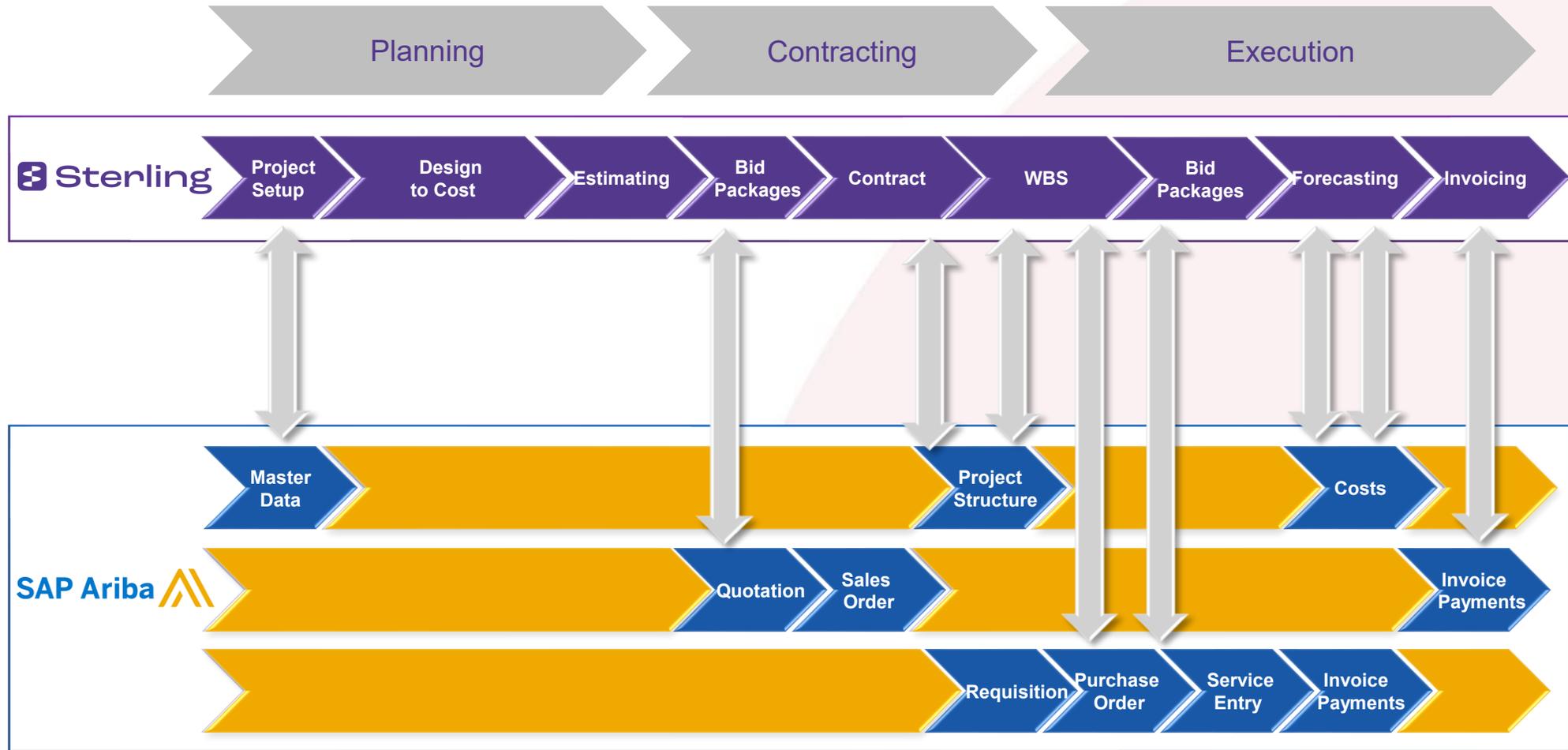
Groundworking Group

Quantity	Rate	Total	Total CO ₂ e
0.00	£1,566.00	£435,912.12	kgCO ₂ e 43,628.78
0.00	£1,566.00	£435,912.12	kgCO ₂ e 43,628.78
153.00	£50.00	£61,482.29	kgCO ₂ e 0.00
153.00	£50.00	£61,482.29	kgCO ₂ e 0.00
1,255.00	£1,516.00	£374,429.83	kgCO ₂ e 43,628.78
1,255.00	£1,516.00	£374,429.83	kgCO ₂ e 43,628.78
219.01	£1,054.00	£230,836.54	20,543.14
513.98	£125.00	£64,246.94	11,019.63
144.83	£45.00	£6,517.35	0.00
375.33	£120.00	£45,039.60	8,047.08
70.29	£38.00	£2,671.10	0.00
187.45	£134.00	£25,118.30	4,018.93
Package Total		£: £435,912.12	£: kgCO₂e 43,628.78

Sterling tender, procurement, and package management benefits



Integration with ERP





James Hunter
CTO



Oumayma Fouad
Cost/Value Engineer



Kevin O'Grady
Director



**Thank
You**

