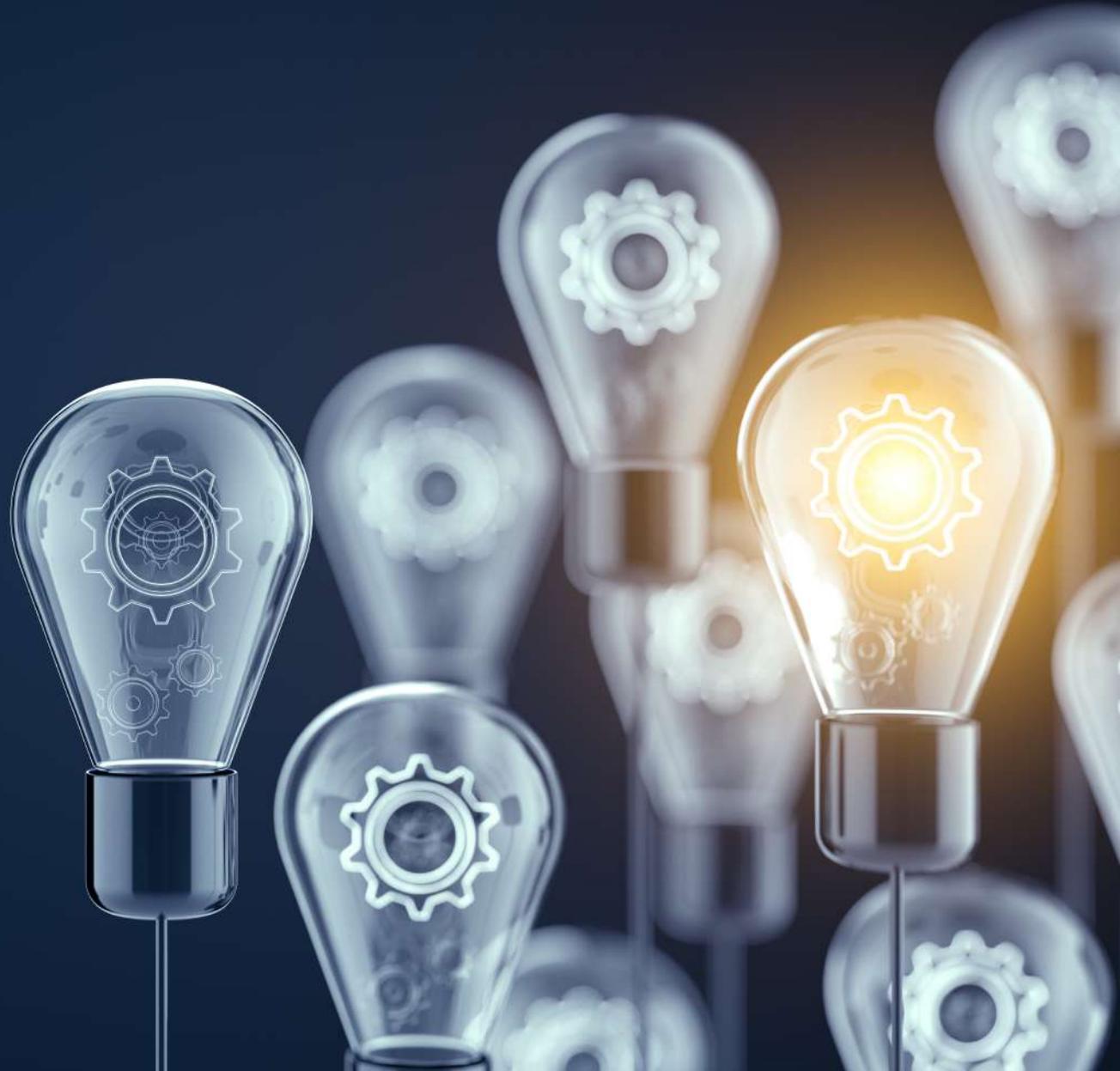




**Connecting Contractors nationally,
to Merchants locally!**

Our Experience...

- 25 years experience in Digital Platforms
- Industry specific experience working directly with connecting Contractors and Suppliers
- Early on-boarders include national merchant Wolseley and £150m Contractor J Tomlinson
- Development process was aided by Quantity Surveyors, Buyers and Procurement Experts
- Aim to achieve £1 billion of value through the platforms annually by 2025



Industry Problems...

The construction industry is worth £110 billion each year but the procurement processes are out of date and full of inefficiencies contributing to lost value. Our research suggests the five problems below are the most prominent within the industry.



Touch Points

Too many people involved in the procurement process which is not only time consuming but it also creates a lack of accountability and incurs costs



Cost

Lack of transparency, flexibility and agility in rebate agreements, currently no easy way to benchmark the local or regional market prices. Too many touch points also increase overhead costs.



Compliance

No standard procedure from business to business which again leads to lack of accountability. The introduction of Green targets driven by Industry & Government means an increased requirement to evidence compliance.



Social Value

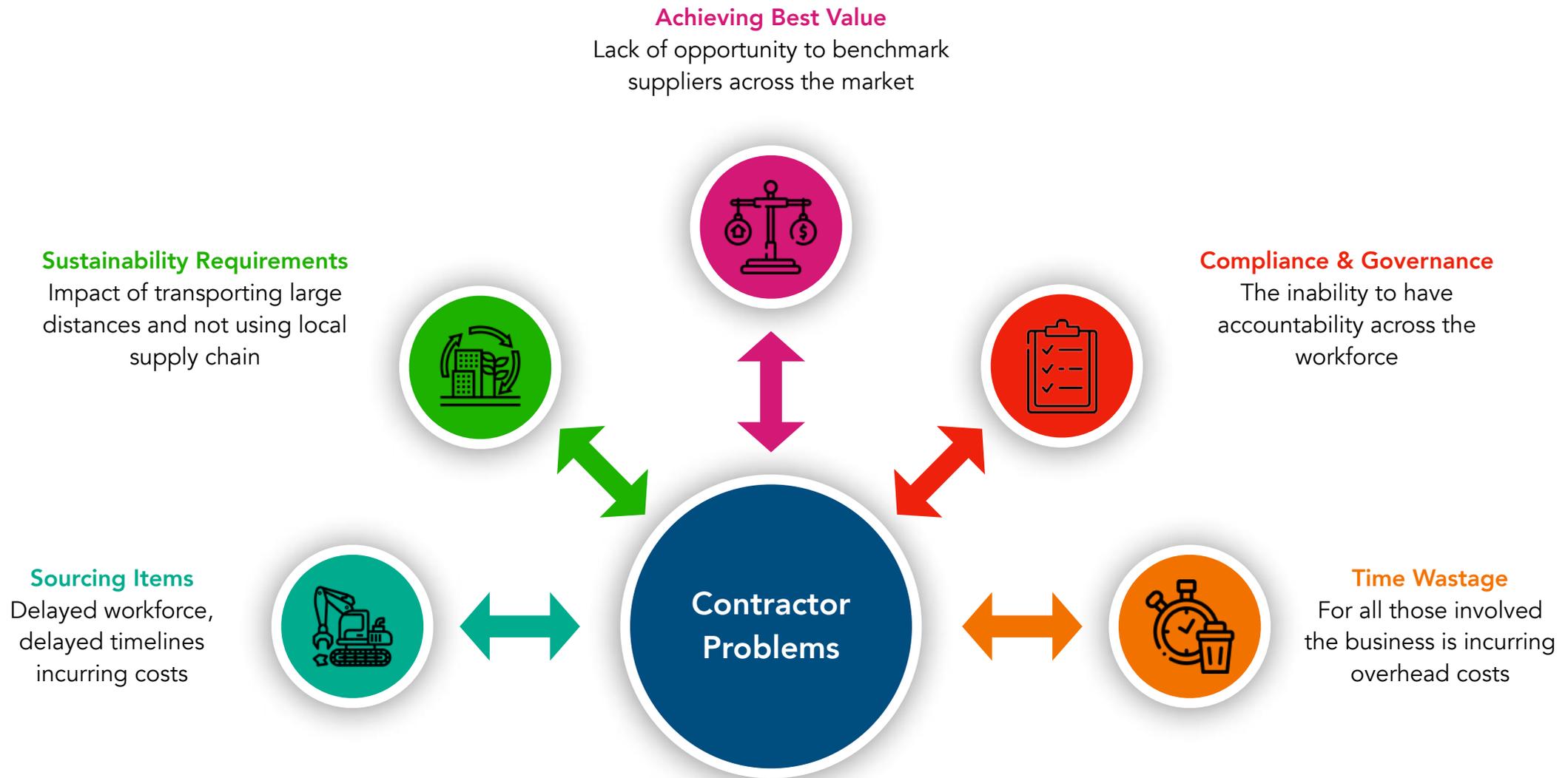
Contributing to local economies, adhering and complying with Green targets including the transport of items and what is the environmental impact



Geographical

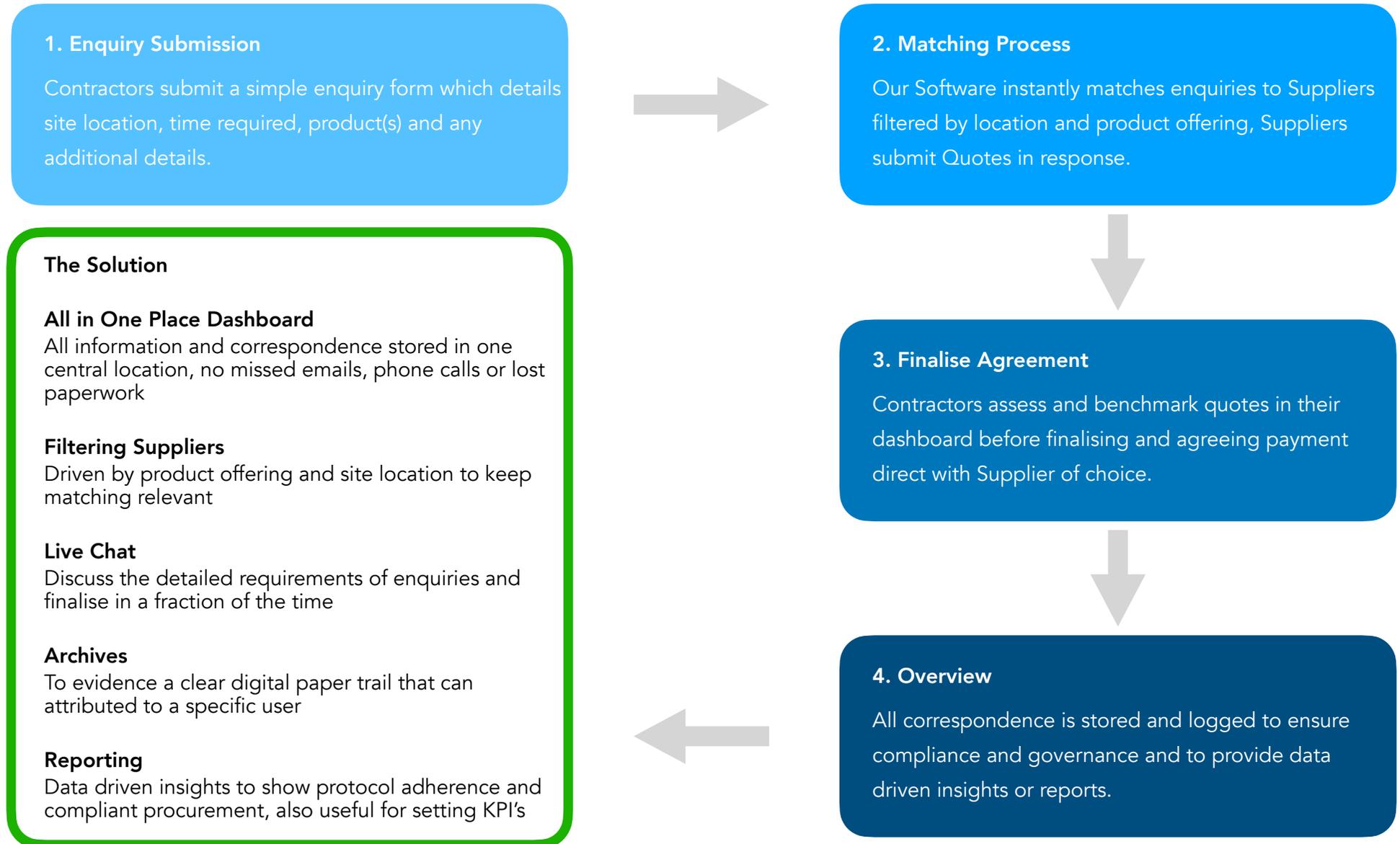
Using existing supply chain increases site downtime when working in new locations caused by transport times or maintenance, also issues with accessing and benchmarking the local market.

Contractor specific problems...



The Solution & How It Works...

The platforms offer an instant matching process for Contractors and Suppliers, makes the most of existing agreements and new relationships whilst allowing both parties to remain in control with an easy to use dashboard. The steps below show how this is achieved...



The Result & Additional Benefits...

The result is a simple, quick and easy solution to a currently complicated and inefficient process with a range of additional benefits that tackle the industry problems identified earlier:



Touch Points

Removing layers of people from the process, saving time across entire teams and introducing accountability for each user with decision making authority



Cost

Benchmark the market with each enquiry ensuring best value is achieved, the platform increases market competition as value is now compromised of more than just price, with focus on service, acquisition and retention of customers



Compliance

Reporting highlights where budgets are being spent and where savings can be made, whilst also providing key data to enforce governance and compliance with the opportunity to introduce protocols and standards which can be monitored



Social Value

Instant Access to local supply chains, for simple and easy procurement, which assists with supporting local economies and also shows an active approach to environmental sustainability by reducing transport distances



Geographical

Reduced Downtime with the agility to source goods in quick and easy way, your sites will continue to run smoothly and by sourcing items from local supply chains your business can have no concerns when bidding or work in new locations

Feedback...

Procurement Director for £100m+ Contractor

- Save around 2.5 hours a week on large plant enquiries, an overhead cost greater than the £50 per month account fee
- Implement much need governance when dealing with such a large annual spend
- Can introduce a process for hire in multiple divisions of the business, so all are aligned

Trading Director for Hire Division of Top 10 retail merchant

- Provides an opportunity to identify new customers and offer further incentives to attain them
- Important information is collected in the enquiry to enable us to provide an accurate quotation in the first instance
- £50 per month, per branch cost is nominal and ROI is easily achievable

Construction Director for £12m+ Contractor

- Makes manual market reviews a thing of the past, now it can be done with every enquiry savings hours of admin time
- Ability to compare all quotes in one place quickly and with ease
- Ability to make payment direct with suppliers ensures no disruption to our current processes so we can operate smoothly

Pricing

Hire Account

£50

+ VAT monthly per user

Unlimited Enquiries

Unlimited Quotes

Archive Facility

Free Branch Reports

Purchase Account

£50

+ VAT monthly per user

Unlimited Enquiries

Unlimited Quotes

Archive Facility

Free Branch Reports

Reporting Account

£50

+ VAT monthly per user

Branch Reports

Local Reporting

Regional Reporting

National Reporting

Accounts paid for annually receive a 20% discount, saving £120 +VAT per account each year.

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