



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

# Our Experience...

- 25 years experience in Digital Platforms
- Industry specific experience working directly with connecting Contractors and Merchants
- 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The construction industry is worth £110 billion each year but the procurement processes are out of date and full of inefficiencies contributing to lost value.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

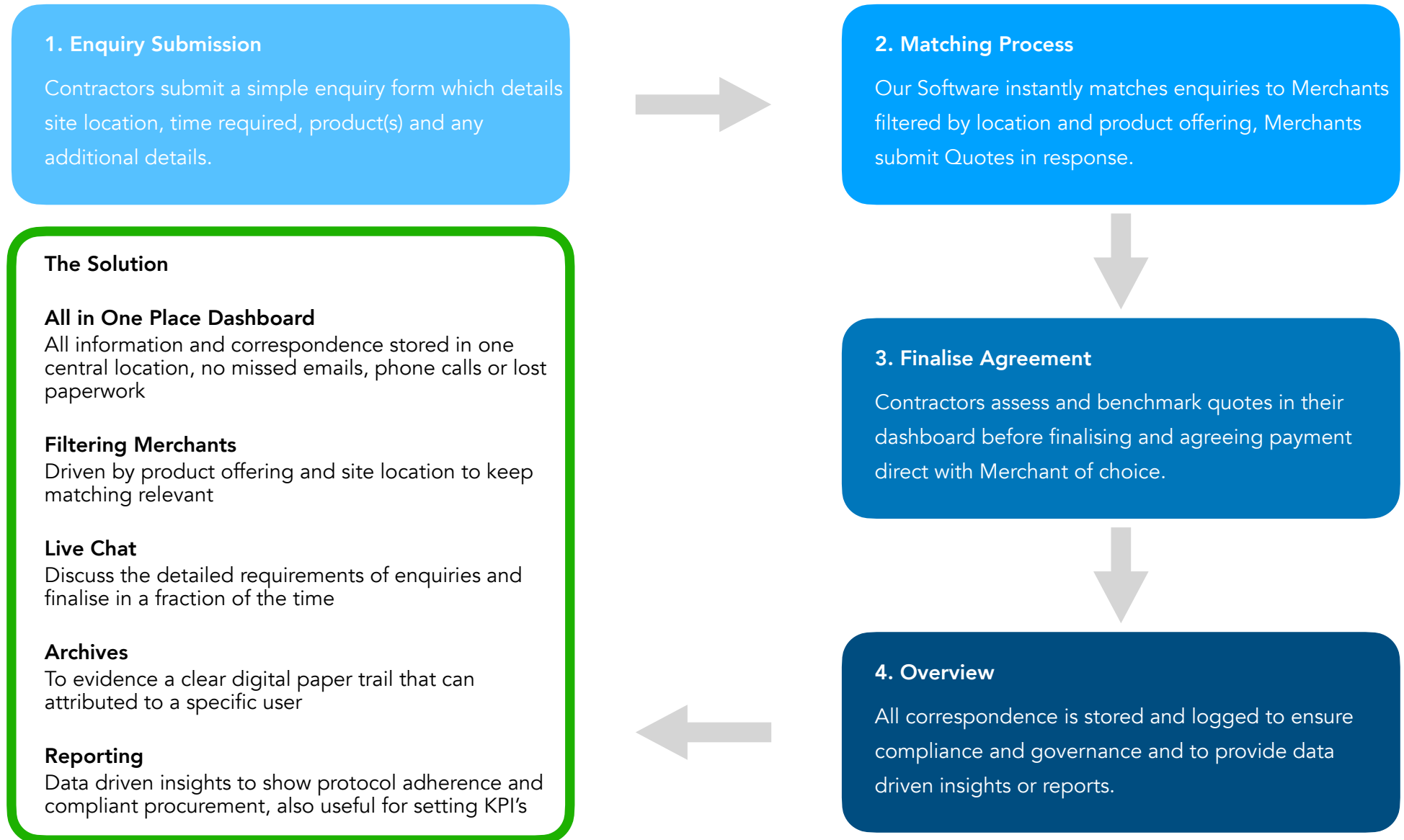
Using existing supply chain increases site downtime when working in new locations caused by transport times or maintenance, also issues with accessing and benchmarking the local market.

# Merchant specific problems...



# The Solution & How It Works...

The platforms offer an instant matching process for Contractors and Merchants, 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

Liaise directly with decision makers in businesses that are serious about sourcing materials and equipment



## Cost

Compete with your local, regional or national market on a level playing field without the need for large digital ads spend, access new customers every time there is a new enquiry or a new site in your location as we onboard Contractors nationally



## Compliance

Reporting to show how branches or regions are performing with access to external market insights for more informed decision making, as all data is stored you can be sure your team are practising good governance and compliance



## Social Value

Being a part of our platform means Contractors working out of patch can access a local supply chain resulting in more money into your local or regional economy



## Geographical

Make the most out of your serviceable area by competing for all enquiries, being aware of missed revenue, how to maximise earning in the local area and also which areas to expand into that suit your product offering

# 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 Merchants ensures no disruption to our current processes so we can operate smoothly

# Pricing

Hire Account	Purchase Account	Reporting Account
<b>£50</b> + VAT monthly per user	<b>£50</b> + VAT monthly per user	<b>£50</b> + VAT monthly per user
Unlimited Enquiries	Unlimited Enquiries	Branch Reports
Unlimited Quotes	Unlimited Quotes	Local Reporting
Archive Facility	Archive Facility	Regional Reporting
Free Branch Reports	Free Branch Reports	National Reporting

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



# Contact Us...

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