

# EPD Engineering Solutions Limited

COMMERCIAL ADVISORY AND INTERIM LEADERSHIP FOR ENGINEERING AND FABRICATION SMES

## THE PROBLEM WE SOLVE

Engineering and fabrication businesses that deliver bespoke fixed-price work lose margin gradually, not overnight. The cause is almost always commercial, not operational: under-priced quotes, missing exclusions, unrecovered variations, scope drift, and contracts that transfer risk silently. By the time the P&L shows the damage, it is too late to recover. EPD Engineering Solutions works at that commercial boundary, before the loss is locked in.

## SERVICES

### Fixed-Price Project Margin Audit

Review of last 10-20 quoted and delivered jobs vs actuals. Identifies systematic under-pricing, missed variations, retention exposure and scope drift. Delivers a written report with quantified recovery opportunity.

### Quote and Tender Sense Check

Pre-submission commercial review of a major bid. Covers pricing risk, payment milestones, acceptance criteria, liquidated damages, and risk-transfer language.

### Cost-to-Complete Sense Check

For live projects that feel wrong. Independent cost-to-complete estimate with remaining risk analysis and variation or claim opportunity.

### Fractional Commercial Director

Ongoing embedded support, 1-2 days per week. Scope integrity, variation management, customer commercial conversations, and delivery structure.

## HOW WE WORK WITH MADE SMARTER ADVISORS

Digital and operational transformation projects surface commercial vulnerabilities that technology alone cannot fix. EPD provides the commercial delivery capability alongside digital roadmap work: helping SME owner-directors price new capabilities correctly, protect margin during transition, and build the commercial structure to sustain growth. We are a complement to IDTS-led programmes, not a competitor.

## THE PROBLEM WE SOLVE

### Matthew Millward

BEng (Hons) Mechanical and Manufacturing Engineering, First Class. ILM Level 5 Leadership and Management. 25 years from apprentice fabricator to General Manager with full P&L; accountability.

## CREDENTIALS

### Rolls Royce

Trent Build Lines, Singapore. GBP 11m programme.

### National Grid

Capital infrastructure delivery.

### Balfour Beatty

Fixed-price project management.

### Automotive OEMs

BMW, Nissan, Jaguar Land Rover, Aston Martin, Bentley.

### Food Manufacturing

Kelloggs, Hovis, Lantmannan Unibake

## SECTORS SERVED

Fabrication and automation. Automotive supply chain. Food and drink. Rail. Aerospace. General bespoke engineering.

## GEOGRAPHY

West Midlands, East Midlands, South West. UK-wide for the right engagement.

## CONTACT

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