

CASE STUDY



HMJ Contracts Ltd

Client:	HMJ Contracts Ltd
Location:	Colchester, Essex
Project sector:	Residential & commercial

Key achievements:

- Detailed and accurate costings for residential and commercial projects
- Professional tender documentation presented on time
- Protecting HMJ Contracts' profit margins
- ProQS are now working regularly with HMJ on new projects and tenders

Project brief

Harrison Jones had worked as a sole trader in the building industry for several years before launching HMJ Contracts in 2020. With the business expanding and taking on more complex contracts, he needed professional support to help with pricing and tendering.

ProQS were recommended by another local business. When Harrison met founder and Chartered Quantity Surveyor Kieron Waites, they immediately got on well and Kieron quickly understood what was needed.

“With the more complex jobs, I didn’t have the time or the expertise to price them accurately,” Harrison explained. “ProQS stepped in, we sent them the drawings and specifications and they came back quickly with detailed pricing and professional tender documentation to present to the customer.”

ProQS have now prepared around a dozen different tender documents for HMJ Contracts.

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The customer says:

“ProQS are very professional, they have a good team with in-depth knowledge. They provide a detailed breakdown of costs in a way which makes it easy for me and the customer to understand, eliminating uncertainty and areas for potential disagreement. They’ve been spot-on with their costings.”

Harrison Jones, Managing Director, HMJ Contracts

Project results

For HMJ Contracts, the biggest benefit of working with ProQs has been to protect their profit margins.

Previously some costs associated with projects, especially overheads such as vehicles and office staff, had not been factored into their costings and there was insufficient contingency to allow for price increases or delays.

ProQS’ structured and clinical approach has ensured greater accuracy about costs of staff, contractors, supplies and overheads, while also saving valuable time. Being able to track costs accurately also makes it easier when changes to the project schedule are needed.

Now HMJ plan to continue developing their relationship with ProQS. With ProQS support in place, they have started to tender for more commercial projects, such as office refurbishments, with far greater confidence in their costings. Harrison praised the way ProQS efficiently meet the required deadlines for documentation.

