

Client Brief #6

Company



Summary

Davies Partnership is a Mechanical, Electrical and Sustainability Building Services Engineering Consultancy that has seen rapid growth and a sharp rise in project enquiries. The current fee proposal process is heavily manual, relying on senior engineers to interpret client documents, estimate time and costs, and draft proposals. This is slowing down the business and creating bottlenecks. You are tasked with exploring how AI can streamline this process by analysing client inputs, drawing on past project data, and generating structured, consistent fee proposals. The goal is to save time, improve efficiency, and allow the business to scale while maintaining quality and competitiveness.

Industry

Construction, Engineering, Sustainability, Professional Services

Focus

This brief relates to the Construction & Engineering Consultancy industry, with a focus on AI, process efficiency, and automation in professional services.

Key Words

AI & Automation, Construction Consultancy, Engineering Design, Sustainability, Fee Proposals, Data Analysis, Natural Language Processing, Professional Services, Efficiency, Client Experience

Brief

Hi – I'm Tony McDonnell, Managing Director at Davies Partnership. Thanks for taking the time to look at our challenge.

At Davies Partnership, we're a Mechanical, Electrical and Sustainability Building Services Engineering Consultancy. We work across healthcare, education, residential, leisure, and commercial projects. We partner with architects, contractors, and project managers to deliver high-quality, sustainable designs.

Our business has been growing steadily over the past five years, and that growth has brought with it a big challenge: fee proposals.

Whenever a new project enquiry comes in, we need to respond quickly with a tailored fee proposal. To do this, we have to consider things like the sector of the project (say, education versus healthcare), the overall construction value, and an estimate of the engineering time required. We have huge amounts of past project data we could use, but right now the process is still heavily manual and depends on a small group of senior engineers.

The problem? The number of enquiries has increased sharply, and preparing proposals is becoming overwhelming. It's time-consuming, it limits efficiency, and it pulls our most experienced people away from other valuable tasks.

That's where we'd like your help. We want you to explore how AI could support us in generating fee proposals. Imagine a system that can:

- Read the initial documents a client sends – drawings, layouts, briefing notes.
- Extract the key requirements and determine the scope of services.
- Use our past data to estimate time and costs.
- And then draft a clear, consistent proposal we can issue to the client.

We've tried widening responsibility across the team and making better use of our CRM system, but the process is still far too reliant on senior staff. An AI-driven solution could save time, improve consistency, and help us scale without compromising quality.

So that's your challenge: how can AI turn client inputs into structured, accurate fee proposals? We're open to creative ideas – from document analysis and data comparison, to natural language generation and integration with our existing tools.

If you can help us crack this, you'll be solving a very real business challenge – freeing up our people, increasing efficiency, and keeping us competitive in a fast-changing industry.

We can't wait to see what you come up with.