



### Case Study - D-Drill



#### D-Drill's PQQ Problem

D-Drill is the award winning Midlands-based diamond-drilling company run by construction industry champion Julie White.

Since buying D-Drill in 2008, White had grown the business to the point where it was running 750 jobs per month for over 5000 contractors. And PQQ paperwork had become a problem. Nearly every job required an individual PQQ with *virtually the same information*. Taking a minimum hour per PQQ at £25/hour meant £18,750 per month! In a recession hit construction industry this was unsustainable for both D-Drill and its main-contractor clients. And for smaller subcontractors, who generally prefer doing the job to filling in the PQQ paperwork, this was obviously a massive headache too.



#### D-Drill's PQQ Solution? Builder's Profile

Julie White is no stranger to innovation, for example, she's just developed the unique Cyclpath which angle-cuts kerbs in-situ, saving councils thousands! Julie believed that just because PQQs have always been done the same way with mounds of paperwork, there's no reason you can't find a better way. And that better way was Builder's Profile.

Builder's Profile is a simple construction-industry focused PQQ sharing service. It's web-based and provides a standardized way for main-contractors and sub-contractors to collaborate and share PQQ information.

The Builder's Profile service is either no-cost or low-cost for subcontractors & suppliers and makes PQQ submission simple, and keeping information up-to-date easy. It's free for main-contractors and drastically reduces the cost of administering their supply chain information. It also benefits compliance and helps them locate new pre-qualified suppliers. And it complements and integrates with existing schemes because it's a standards-based sharing system.

#### Did Builder's Profile solve D-Drills' PQQ Problem?

With an 80% take up by Julie's main-contractor customers - they save time and money by just logging on to Builder's Profile to check out D-Drill's PQQs - the answers a resounding yes! It would also mean an 80% saving of £18,750 a month for D-Drill as a sub-contractor. And Julie White says "Our Contract Secretaries love BP as it makes their job so much easier!". Win, win, win!

#### Testimonial

*"When I first heard about the Builder's Profile, I was sceptical, thinking it was just another scheme looking to make money. However, after six months, it has reduced the number of PQQs that we have to complete by 80% and I'm convinced! The beauty of the Builder's Profile is that it has been designed to be adopted by existing schemes to collect the information they require rather than to compete with them."*

"After six months, it has reduced the number of PQQs that we have to complete by 80%

Julie White, Managing Director of D-Drill (Master Drillers) Ltd

