

Staat Buildtech

case study

# Uniworks designs

Interior Design-Build Company based out of  
Hyderabad

Residential & Commercial Interior





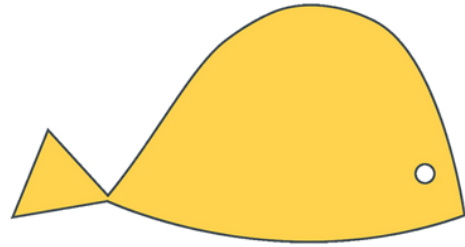
# Overview

Uniworks Designs, an interior design and build firm headquartered in Hyderabad, specializes primarily in residential and commercial interior projects. With eight years of industry experience, the company has encountered significant hurdles in managing its operations, particularly in moving from the process of project sign off to procurement to vendor payments .

The execution of site projects has predominantly relied on the expertise of project managers, with data being stored across Excel sheets and emails, thus difficulty in data analysis . Retrieving accurate information proved challenging, especially when dealing with multiple projects at various stages and diverse in nature. This inefficiency consumed a substantial portion of the company's resources bandwidth, thus difficult to expand company operations.

Moreover, the lack of timely insights into project profitability compounded the issue, making it next to impossible to generate profits. As a result, profitability took a hit, leading to substantial financial losses and causing distress among vendors due to delayed or non-payment.





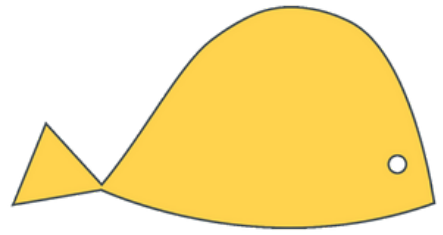
# Challenges and Objectives

## Challenges

- Project Data stored in various Excel sheets and emails
- Delayed Profitability Insights
- Payment issue with the vendor
- Budget overrun

## Objectives

- Pilot one project execution with Staart software
- All Pos to be released from software
- Site engineer & Vendor also part of communication



# Problem Statement

01

## Decentralize Data

Uniworks faced difficulties due to scattered data on various platforms, leading to project losses and delay in decision process.

02

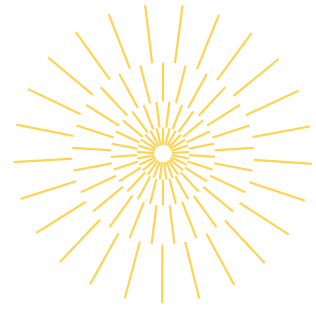
## Delayed Profitability Insights

With profitability known only at the end of projects, Uniworks lacked proactive measures to address financial losses during during execution process.

03

## Vendor Distress

Non-payment to vendor caused distress among vendors, impacting relationships and project timelines.

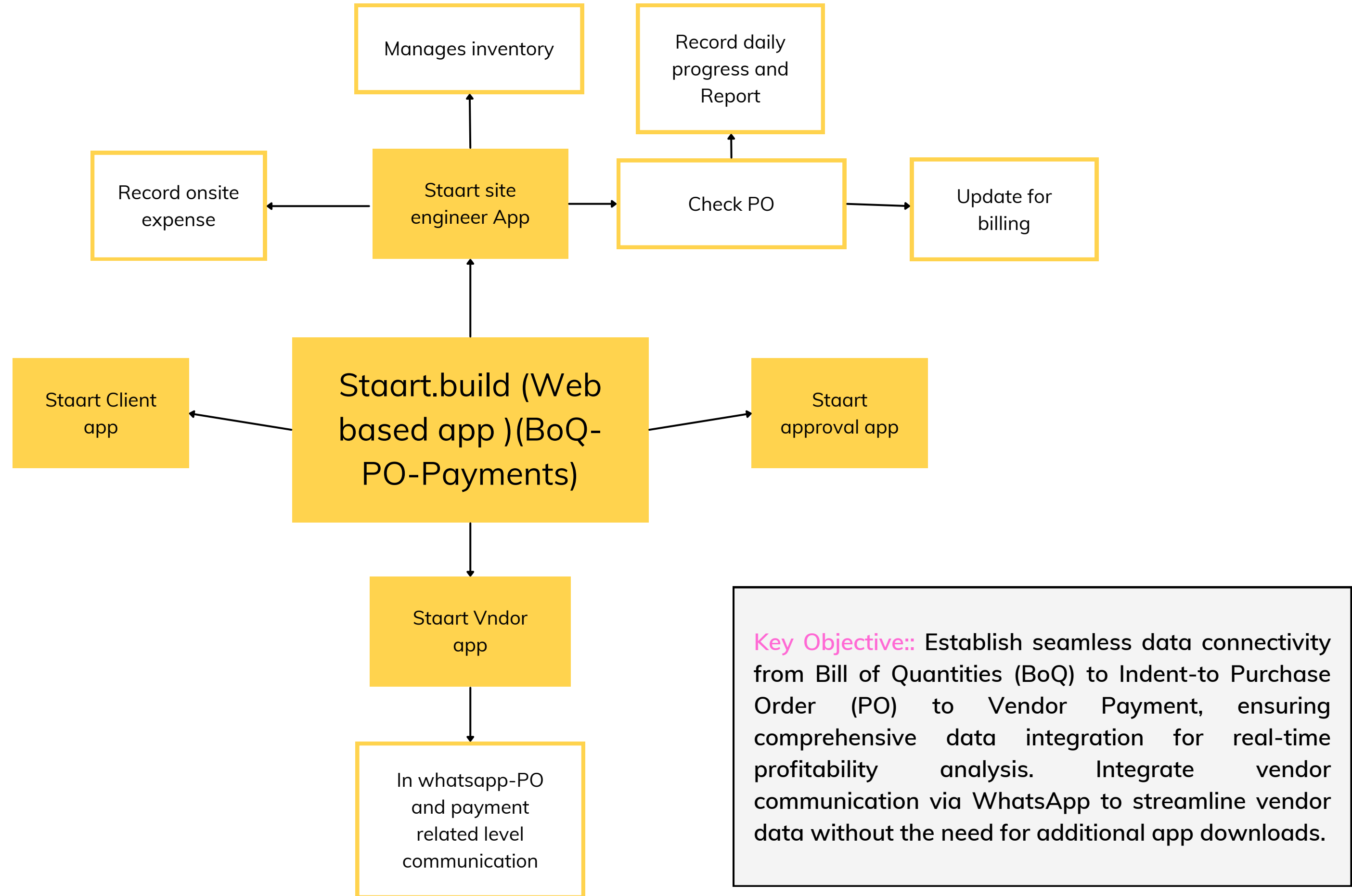


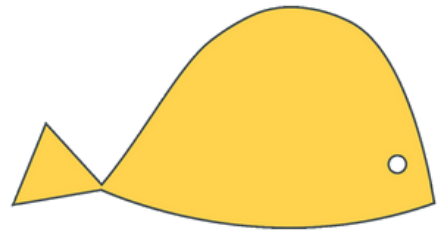
Add Company Name

# Proposed Solutions

Challenges	Solution Offered by Staart Build Tech
<b>Decentralized Data</b>	Integration of BoQ import functionality into the software, enabling management of all purchases against specific BoQ line items for enhanced connectivity and accuracy in project costing.
<b>Delayed Profitability Insights</b>	Real-time data visibility facilitated by Staart's solution enables proactive measures to address financial discrepancies during ongoing projects, ensuring timely insights and action into project profitability.
<b>Site Engineer App</b>	Incorporation of WhatsApp integration into the PO system streamlines communication with vendors, allowing for direct receipt, acceptance, and amendment of POs, fostering trust, transparency and collaboration.

# Solution Chart





# Outcome

01

## Enhanced Customer relationship

After software implementation, the project cost variation decreased from 30% to 6% thanks to diligent purchasing and BoQ creation processes within the organization via data insight.

02

## Enhanced Vendor Relations

Vendors experienced streamlined communication and payment reconciliation without any effort, leading to improved trust and collaboration and transparency in the system .

03

## Improved Cashflow Management

With better project profitability insights and vendor payment data, Uniworks could proactively manage project cashflows, leading to more efficient financial planning.

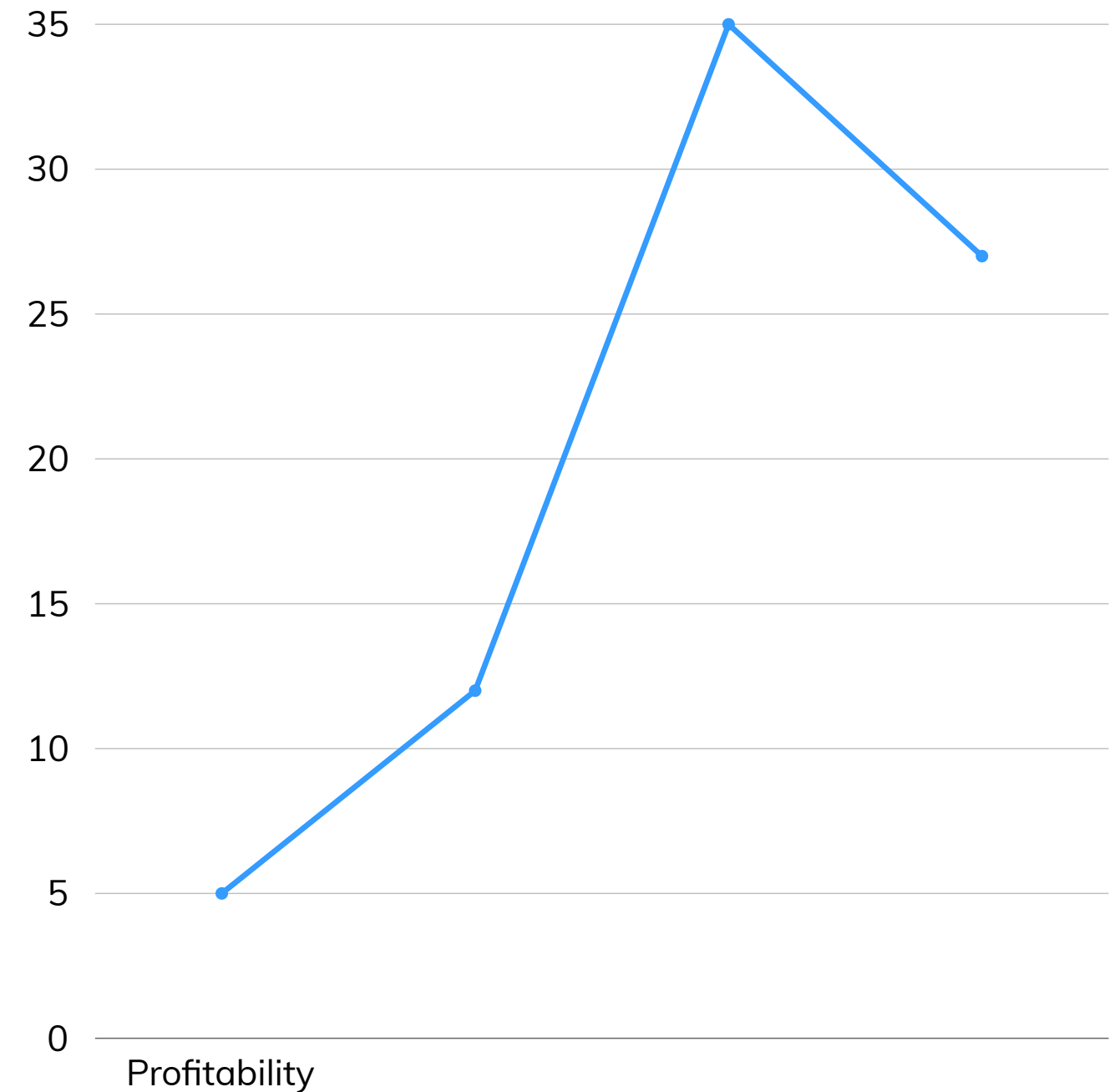
# Outcome

## Profitability trend

Project profitability has steadily increased over the past two years:

- Started at 4%
- Rose to 12%
- Reached a peak of 37%
- Eventually stabilized at 27%

However, a dip in profitability occurred when transitioning from measuring gross profit to net profit.

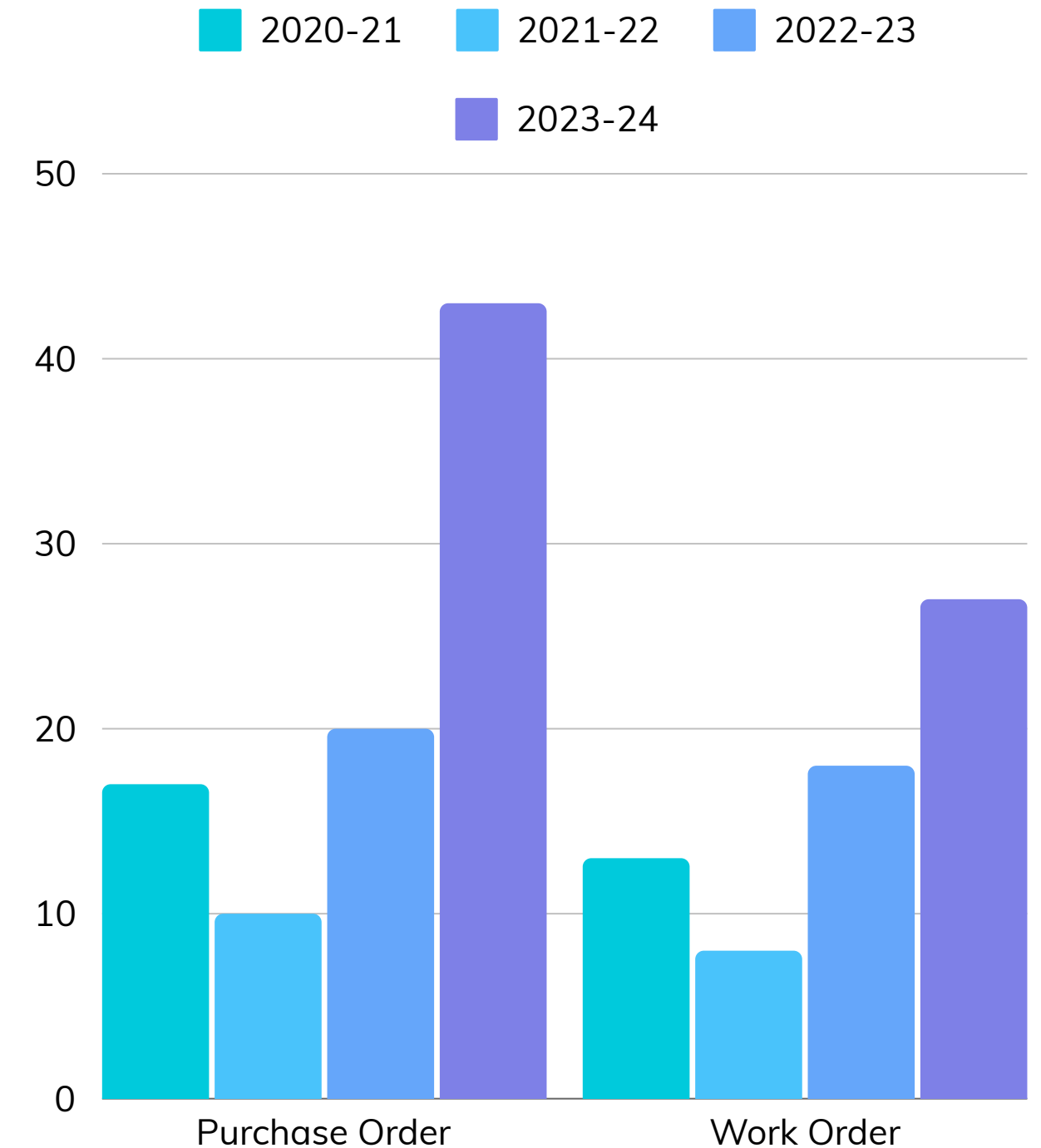




# Outcome

## Purchase order released per week

- With the same number purchase executive the PO release has increased from approx. 20 (PO released )/week to 45(PO released)/week
- Dip occurred in release of PO is due to less no. of ongoing projects during Covid .



# Outcome

## The average number of PO amendments is five.

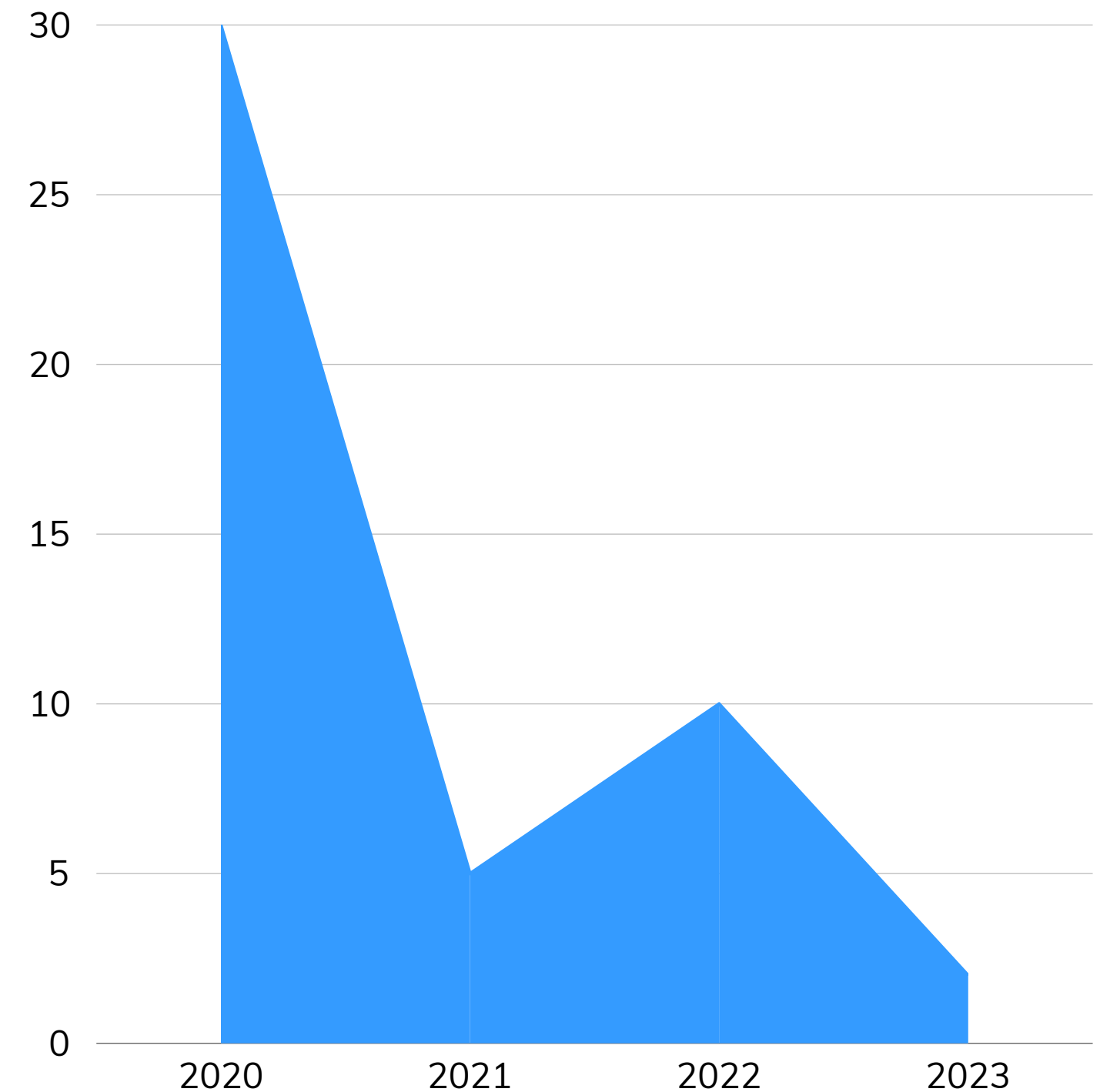
- PO amendments remove the requirement for issuing new purchase orders post-scope additions.
- Ensures precise accountability for every quantity of work. Brings transparency to vendor payment and scope
- Eliminates the necessity of releasing new POs.

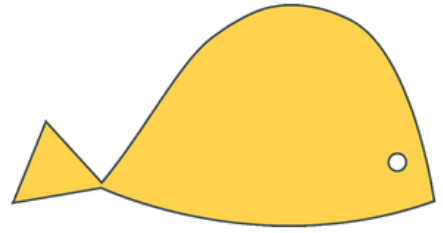


# Outcome

## Project cost variance

- Initially, project faces a significant cost overrun of approx. 30% budget ,often resulted into client disappointment .
- Post Implementing the Staart.build BoQ-Purchase module enhanced Uniworks' budgeting and procurement accuracy with variation less than 5% .





# Future directions

01

## Automated BoQ Preparation

Uniworks aims to automate BoQ preparation in collaboration with customers, further streamlining project scoping and cost estimation processes.

02

## Enhanced Billing Automation

Staat plans to integrate project billing automation functionalities to simplify client invoicing and vendor payment processes, ensuring accuracy and timeliness in financial transactions.

03

## Project Cashflow Management

Uniworks intends to implement advanced cashflow management tools to optimize project financing and resource allocation.

# Testimonial

“As Uniworks Designs celebrates its 7th anniversary, I'm thrilled to reflect on the transformative journey we've undertaken, particularly in our project execution process.

One of the most significant pivots we've made is the integration of technology, a software name—Staat Buildtech

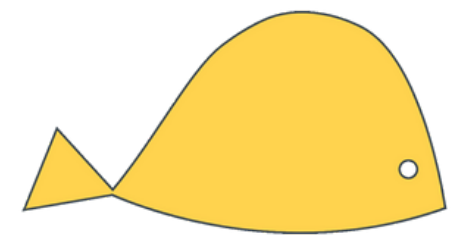
The days of cumbersome indenting procedures are long gone; Staat Buildtech automatically generates a streamlined list of purchase items required for each project, cutting out the middleman and making procurement a breeze.

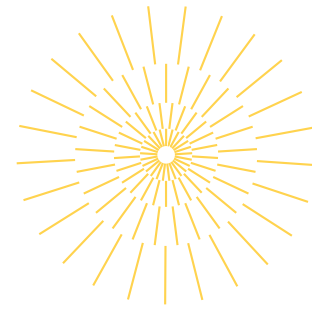
But that's not all. In the past, gathering quotes from vendors used to be a manual, time-consuming process. Now, Staat does the heavy lifting by cross-referencing previous quotes from our vendor database and flagging the most cost-effective options. This automation has freed up an enormous amount of bandwidth, particularly for our purchase team. They are now empowered to focus solely on the final negotiations and the issuance of Purchase Orders, effectively becoming strategic players in our procurement chain.

Even more exciting is the level of scalability that Staat Buildtech has introduced into our workflow. With this innovative tool in hand, a lean team of just two people can efficiently manage up to 15 projects concurrently, ensuring zero delays due to material shortages or vendor onboarding issues.

As we look forward to the future, I can't wait to see how we have efficiently managed vendor PO, RA and NT works through software “

-**Juhi Jaiswal**  
**Uniworks CEO**





Add Company Name

# Get In Touch



**Email**

arun@staart.co.in



**Website**

staart.co.in



**Call us**

9000520144