

WHITE PAPER

**UNLOCK EFFICIENCY & GAIN A COMPETITIVE
EDGE**

**WHY MAIN CONTRACTORS CHOOSE ADEO'S
MANAGED SERVICES**



**INDUSTRY CHALLENGES:
PRESSURE WITHOUT COMPROMISE**

**OUR SOLUTION:
AGILE, END-TO-END
COMMERCIAL SUPPORT**

WHY MANAGED SERVICES WORK

**THE ADEO ADVANTAGE:
MORE THAN JUST
RESOURCES**

Executive Summary

Adeo Global Consulting Ltd is the trusted commercial partner for main contractors across the UK. With over 25 years of experience, we deliver IR35-compliant, project-specific commercial solutions designed to reduce risk, boost control, and improve project outcomes.

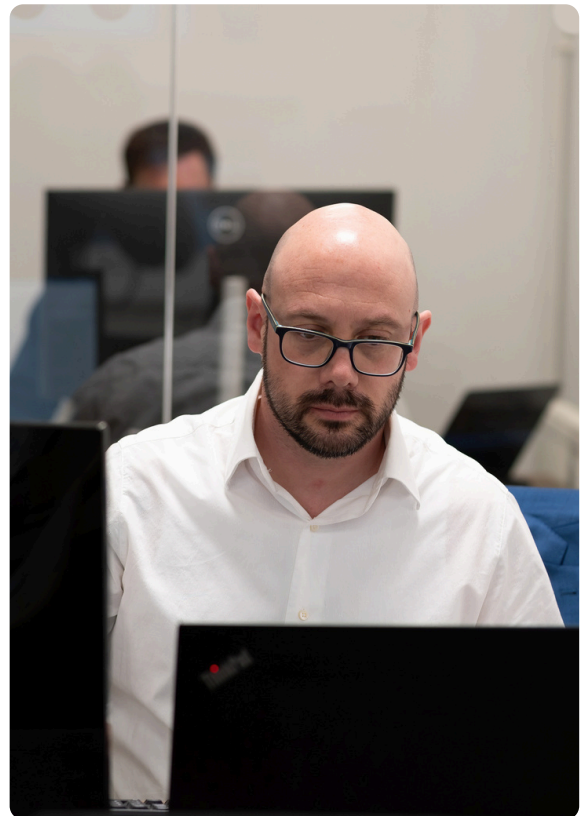
This white paper explores how Adeo's flexible, fully managed service model provides main contractors with a scalable, cost-effective alternative to traditional resourcing—offering the commercial horsepower needed to meet workload surges, complex project demands, and compliance obligations.

Industry Challenges: Pressure Without Compromise

Main contractors today face intense delivery pressures:

- Shifting project scopes
- Programme compression
- Resource shortages
- Complex regulatory requirements (such as IR35)
- Budgetary constraints and margin pressures

Managing commercial performance across the full lifecycle of a construction project is no longer optional—it's essential to project success. But hiring and retaining experienced commercial professionals can be time-consuming, costly, and unpredictable.



Our Solution: Agile, End-to-End Commercial Support

Adeo provides tailored support across pre- and post-contract stages. Our flexible, multi-disciplined team can be deployed on short- or long-term contracts, enabling you to meet evolving project needs without the burden of fixed overheads.

Pre-Contract Services:

- Cost planning, tendering, and bid support
- Budget validation & value engineering
- Procurement strategies and subcontract packaging
- Programme development & risk profiling

Post-Contract Services:

- Commercial management & cost control
- Subcontract administration & change management
- Claims preparation, negotiation & final accounts

Dispute Resolution:

- Skilled negotiators in mediation, arbitration, and litigation support

Why Managed Services Work

Unlike traditional contractors or freelance consultants, Adeo delivers a fully managed service that is proactive, accountable, and compliant.

Benefits of Our Managed Services:

- IR35 Compliance – All personnel are employed directly by Adeo on PAYE contracts
- Consistency – Say goodbye to turnover and underperformance
- Flexibility – Scale teams up or down based on project demands
- Speed – Rapid access to experienced, site-ready professionals
- Oversight – A dedicated client lead ensures seamless delivery and communication

“Working with consultants like Adeo represents a huge opportunity for companies to gain a competitive advantage.”

Case study - filling the gap on demand

Scenario: A Tier 1 contractor was bidding on a multi-million-pound infrastructure project but lacked the commercial capacity to respond within tight deadlines.

Solution: Adeo provided three senior Quantity Surveyors and a Planner within 5 working days.

Outcome: The bid was delivered on time, commercially validated, and eventually won. Adeo’s support team transitioned into delivery roles, ensuring continuity and margin protection.

The Adeo Advantage: More Than Just Resources

WE’RE MORE THAN A RECRUITMENT STOPGAP—WE BECOME A SEAMLESS EXTENSION OF YOUR TEAM.

Why Main Contractors Trust Adeo:

- Deep industry experience
- End-to-end lifecycle support
- Expertise across cost, procurement, planning, and dispute resolution
- Strategic alignment with your project goals
- Proven ability to deliver results, not just hours

Our Managed Service Promise

WE PLEDGE TO PROVIDE RESPONSIVE, COMMERCIALY ASTUTE SUPPORT TAILORED TO YOUR NEEDS

Our Commitment to You:

- Scope clarity from day one
- A dedicated project/client lead for ongoing communication
- Monthly check-ins and reviews to maintain service quality
- Flexibility to adapt to project changes
- End-of-project reviews for continuous improvement

Your Commitment to Us:

- Open communication regarding scope or concerns
- Timely feedback on service performance
- Efficient invoice processing and issue escalation

Take the Pressure Off. Let's Talk.

When commercial demands exceed internal capacity, Adeo should be your first call. Whether you need one specialist or a full team, short-term cover or strategic support—we deliver the commercial firepower to help you succeed.

Contact us today to discuss how we can support your next project:

 www.adeo.uk.com



 ibrazier@adeo.uk.com



 pharris@adeo.uk.com



 bmansell@adeo.uk.com

www.adeo.uk.com