

## Funding &amp; partnership

# Grant Proposal Pack

KV Smartflow is a BIM-led MEP delivery business with integrated supply and a system-led operating model. This proposal sets out the funding requirement, delivery plan, and measurable outcomes aligned to West Northamptonshire innovation and inclusive growth priorities.

<b>Funding range</b>	£50,000–£250,000
<b>Implementation window</b>	8–16 weeks
<b>Delivery model</b>	System-led (SOPs, QA gates, decision matrices)
<b>Geography</b>	Northampton (West Northamptonshire focus)

Prepared: 13 January 2026 • For grant bodies, lenders and strategic partners

## 1. Executive summary

KV Smartflow delivers BIM-led Mechanical, Electrical & Plumbing (MEP) services with an integrated local supply capability. Our system-led operating model (standard operating procedures, QA gates and decision matrices) reduces rework, improves compliance, and enables consistent delivery at scale. We are seeking grant support to accelerate operational capacity, strengthen local supply resilience, and create skilled employment pathways in Northampton (West Northamptonshire).

### Funding sought

- **Grant-led (primary):** equipment, premises fit-out enabling works, digital delivery tools, compliance and training, and early job creation.
- **Blended option:** where required, working capital or match funding to scale procurement and project throughput.

### Intended outcomes

- Increase delivery capacity with consistent QA and documented processes.
- Reduce programme delays and rework through BIM coordination and clash avoidance.
- Improve audit readiness via governance, ESG and compliance documentation.
- Create local jobs and training opportunities (apprenticeship / upskilling pathway).

## 2. Organisation overview

KV Smartflow is a Northampton-focused business combining digital construction capability with practical site delivery. We provide a single accountable route from coordination and planning through to installation, commissioning and maintenance, supported by local supply where applicable.

### Core activities

- BIM-enabled MEP design coordination and clash detection.
- MEP installation, planned maintenance and responsive works.
- Integrated supply support for faster procurement and reduced downtime (trade counter / local hub model).

## 3. The problem and the opportunity

Traditional MEP delivery often suffers from fragmented supply chains, poor information flow between design and installation, and inconsistent quality control. These issues increase rework, extend programmes, and create compliance risk for clients such as housing providers, councils and SMEs.

### Why now

- Public sector and housing programmes require tighter compliance, evidence trails and social value reporting.
- Clients increasingly expect digital coordination to reduce disruption and improve first-time quality.
- Local supply resilience improves response times and reduces project delays caused by procurement lead times.

## 4. KV Smartflow solution and innovation

KV Smartflow combines BIM coordination with a system-led operating model to deliver repeatable, audit-ready outcomes. We operate through documented SOPs, defined roles and QA gates, enabling scale without relying on single individuals and improving delivery predictability.

## Differentiators

- BIM-led execution:** fewer clashes and variations; clearer installation information.
- System-led operations:** SOP-driven delivery with documented decision authority and escalation rules.
- Local resilience:** integrated supply support for faster response and reliable procurement.
- Governance-ready:** policies, H&S;, and ESG alignment suitable for public sector expectations.

## 5. Proposed project

The funded project will establish and strengthen the operational capability required to deliver higher volumes of MEP work with consistent QA, improve digital delivery maturity, and (where applicable) enable a local supply hub that supports faster response and reduced downtime.

## Workstreams

- Digital delivery uplift:** BIM software, hardware, templates and QA tooling; secure file handover workflow for BIM schedules and evidence packs.
- Operational capability:** tools, testing equipment, calibration, safety kit and compliant storage.
- Premises enabling works:** fit-out items, signage and utilities enabling (as required for delivery base / trade counter model).
- People and skills:** training, certifications, and initial hires to increase throughput and quality control.
- Governance & reporting:** KPI dashboards, social value reporting and audit pack structure.

## 6. Delivery plan and timeline (8–16 weeks)

Period	Activities
Weeks 1–2	Procurement plan; supplier onboarding; confirm premises enabling scope; mobilise governance and KPI pack.
Weeks 3–6	Acquire and configure digital tools; implement BIM submission / evidence workflow; purchase and calibrate test equipment; H&S; setup.
Weeks 7–10	Premises fit-out enabling works (if applicable); stock control / POS setup for integrated supply; staff onboarding and training.
Weeks 11–16	Operate under SOPs; run pilot jobs; track KPIs; produce funder reporting pack and lessons learned; scale throughput.

## 7. Budget and use of funds

The table below provides a clear, eligible use-of-funds structure typically accepted by innovation and growth grant programmes. Final line items can be mapped to funder criteria and match funding rules.

Category	Example spend	Purpose / output
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Digital delivery (BIM + QA tools)	£12,000–£35,000	Software, workstation(s), templates, QA checks, secure submission and evidence workflow.
Tools and testing equipment	£10,000–£40,000	Calibrated test kit, power tools, specialist MEP tools, commissioning support.
Premises enabling / fit-out	£8,000–£60,000	Signage, racking, safe storage, utilities enabling works (delivery base / trade counter model).
Training and certifications	£2,500–£12,500	Safety and compliance training; skills uplift for digital and site delivery.
Early hires / job creation support	£7,500–£40,000	Initial wages contribution or recruitment/training costs (subject to scheme rules).

## 8. Outputs, KPIs and reporting

We will track delivery, financial and social value KPIs. A KPI dashboard will be produced for funder reporting at mobilisation, mid-point and completion.

### Delivery KPIs

- Programme adherence (planned vs actual completion).
- Defects / rework rate (snag count and repeat visits).
- Response time for call-outs and planned maintenance tasks.
- BIM coordination metrics (clashes identified pre-install; design-to-site handover completeness).

### Commercial KPIs

- Gross margin by work type; variation control.
- Cash conversion cycle and WIP ageing.
- Procurement lead time reduction (where supply integration is used).

### Social value KPIs

- Local jobs created / sustained in West Northamptonshire.
- Training hours delivered; apprenticeship / placement pathway established.
- Local supplier spend and supply-chain resilience indicators.

## 9. Risks and mitigation

Risk	Mitigation
Procurement delays	Pre-approved supplier list; phased purchasing; contingency for lead times.
Skills availability	Training plan; staged hires; partner labour where necessary under QA controls.
Premises readiness	Enabling works scoped early; compliance checks; staged fit-out.
Delivery quality during scaling	SOPs and QA gates; inspection sign-off; evidence pack requirements.
Cashflow pressure as volume grows	Blended finance option; disciplined invoicing; credit control SOP; milestone-based delivery.

## 10. Governance, compliance and ESG

KV Smartflow's system-led model is underpinned by documented policies and operational controls suitable for public sector procurement. Governance and ESG content is provided as a supporting document in this pack.

- Health & safety management and risk assessment processes.
- Quality management approach: QA gates, commissioning checklists and evidence packs.
- Equality, inclusion and modern slavery policy commitments.
- Data protection and responsible information handling for project documentation.
- Environmental approach: waste reduction, efficient routing/procurement, and low-rework delivery enabled by BIM.

## 11. Request and next steps

We request grant support to deliver the capability uplift described above. We will align the final budget and outputs to the specific scheme criteria (e.g., West Northamptonshire innovation and growth priorities) and provide a clear delivery and reporting schedule.

### Contact

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# Traditional Trade Counter vs KV Smartflow System-Led Model

Traditional Trade Counter	KV Smartflow System-Led Model
Product-led retail	System-led delivery infrastructure
Fragmented purchasing	BIM-coordinated system kits
No compliance assurance	Compliance-checked substitutions
Multiple site visits	Single-visit draw → supply → install
High rework & waste	Reduced rework & inspection failures
Limited technical support	Integrated technical & BIM support

## Grant Outputs & KPIs (12–24 Months)

KPI Area	Committed Output
Jobs created	3–5 skilled local roles
SMEs supported	60+ local contractors per year
Productivity improvement	15–25% reduction in install time
Inspection outcomes	20% reduction in inspection failures
Supply chain impact	£500k+ retained in local supply chain
Carbon & waste reduction	Reduced waste through system kits & fewer re-visits