Where Are Your Project Margins Being Lost?

Small operational issues can quickly become expensive when they aren't identified and addressed early. Across multiple highways projects, those costs can accumulate and quietly reduce expected margins.

Use this quick health check to identify where your projects may be exposed and where tighter monitoring could help protect profitability.

How to Complete Your Margin Health Check

For each area, tick the box that best reflects your current projects:

Under Control

We have consistent monitoring, evidence, and processes in place.

Some Exposure

We have controls, but there are gaps or inconsistencies.

High Exposure

We rely on manual processes, delayed reporting or reactive management.

UNDER CONTROL

SOME EXPOSURE

HIGH EXPOSURE

01 | Reporting and Oversight

Ask yourself:

"Can you see consistent, up-to-date information across every active project?"

Look For:

- Standardised reporting
- Centralised project visibility
- Consistent monitoring between sites
- Less reliance on manual updates

Your Rating:

- **Under Control**
- **Some Exposure**
- **High Exposure**

02 | Environmental Risk

Ask yourself:

"Would you know before noise, dust, air quality or weather affected operations?

Look For:

- Continuous environmental monitoring
- Automated threshold alerts
- Historical environmental data
- Early warning of adverse weather

Your Rating:

- **Under Control**
- **Some Exposure**
- **High Exposure**

03 | Compliance

Ask yourself:

“Can you identify and document compliance issues before incidents or enforcement?”

Look For:

- PPE monitoring
- Environmental compliance data
- Incident records
- Audit-ready evidence

Your Rating:

- Under Control
- Some Exposure
- High Exposure

04 | Security

Ask yourself:

“Can you respond to theft, trespassing or unauthorised access in real time?”

Look For:

- AI intrusion detection
- Live CCTV monitoring
- Remote response
- ANPR vehicle records

Your Rating:

- Under Control
- Some Exposure
- High Exposure

05 | Equipment and Plant

Ask yourself:

"Can you identify equipment threats before they cause costs or downtime?"

Look For:

- CCTV evidence
- Fire and smoke detection
- Vehicle monitoring
- Weather alerts

Your Rating:

- Under Control
- Some Exposure
- High Exposure

06 | Incident Response

Ask yourself:

"How quickly does the right person know when something goes wrong?"

Look For:

- Automated alerts
- Remote verification
- Live supporting footage
- Clear escalation processes

Your Rating:

- Under Control
- Some Exposure
- High Exposure

07 | Evidence and Claims

Ask yourself:

"Could you quickly prove what happened during a claim or dispute?"

Look For:

- Timestamped video
- Environmental records
- Vehicle movement logs
- Incident reports
- Secure evidence storage

Your Rating:

- Under Control
- Some Exposure
- High Exposure

08 | Programme and Delays

Ask yourself:

"Are issues identified early enough to prevent downtime, rework or stoppages?"

Look For:

- Early risk detection
- Weather monitoring
- PPE and performance monitoring
- Shared project visibility
- Faster decision-making

Your Rating:

- Under Control
- Some Exposure
- High Exposure

Your Margin Exposure

Count your ratings and fill them in below:

Under Control: ______ / 8

Some Exposure: ______ / 8

High Exposure: ______ / 8

Mostly Green | Strong Control

Your monitoring and reporting processes appear to provide good visibility across the areas that can affect project profitability. Continue reviewing controls as projects and risks change.

Several Ambers | Margin Gaps Emerging

Some areas may be creating unnecessary costs or leaving issues undetected for too long. Prioritise the amber areas where improved visibility or earlier intervention could prevent costs from escalating.

Any Red | Priority Margin Leak

A red area represents a potential weakness where incidents, delays, compliance failures or missing evidence could directly affect profitability. Prioritise these areas for review.