

# Case Study

## Breaking the Build-vs-Buy Cycle in Construction Tech

How **ElMech** scaled procurement, supplier diversity, and project wins with CMS Desk

# Executive Overview

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## Why Reinvent the Wheel? How Proven Platforms Like CMS Desk Outpace Costly In-House Systems

Construction remains one of the most complex, high-risk, and low-margin industries in the world.

Procurement and Quality Assurance (QA) teams carry much of the operational load but their work is often slowed by manual processes, fragmented systems, and reliance on limited suppliers.

Many firms try to tackle these problems by building their own systems in-house. While it may feel like the most customised approach, it consumes time, capital, and leadership focus.

Meanwhile, proven platforms like CMS Desk are already solving these challenges with years of R&D, millions invested, and continuous AI-driven improvements, so companies don't have to.

The story of **ElMech**, a construction company once stuck with antiquated tools and limited supplier reach, shows what's possible when companies choose proven technology over reinventing the wheel.

# ElMech's Challenge

ElMech's Procurement & QA: Manual, Supplier-Dependent, and Lacking Structure

- **Manual and inconsistent** — Teams relied on paper forms, scattered spreadsheets, and ad-hoc communications. This made it nearly impossible to keep records accurate, slowed down decision-making, and often led to errors or missing data.
- **Over-reliant on a few suppliers** — With limited supplier reach, ElMech had little leverage in negotiations, often paid higher prices, and was exposed to risks like delivery delays or quality issues when a single supplier faced problems.
- **No structured processes** — Without standardised workflows or a centralised system, project managers struggled to juggle multiple construction projects at once. The lack of visibility meant delays piled up, accountability was blurred, and efficiency suffered.



# The CMS Desk Impact

Since Adopting CMS Desk, ElMech has :

**Expanded supplier base** — From just a handful to over 200 suppliers across the UK, dramatically improving choice, pricing, and resilience.

**Integrated own manufacturing** — Managing procurement seamlessly from their factory in Poland within the same platform.

**Won high-profile projects** — Including contracts with Morgan Sindall, Taylor Wimpey, and Fairview.

**Streamlined procurement & QA** — Reduced cycle times by 35%, cutting average approval and purchase order turnaround from 10 days to 6.5 days. Standardised workflows across 5 departments and 20+ projects, ensuring consistency and fewer errors. Gained full visibility over 100% of purchasing activity, enabling proactive cost control and compliance tracking.

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*By leveraging CMS Desk's AI-assisted automation, ElMech now spends less time on manual matching, approvals, and supplier onboarding — freeing teams to focus on strategic negotiations and project delivery.*

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# AI: A Force Multiplier, Not a Threat

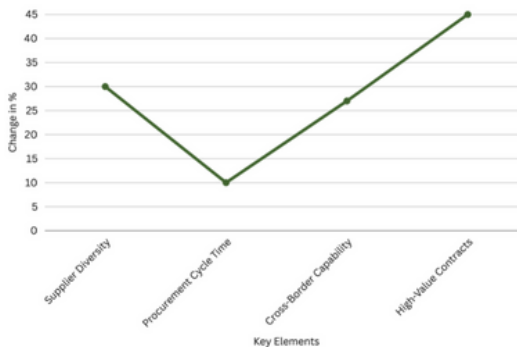
**ElMech's** adoption of AI within CMS Desk shows how it augments, not replaces, human teams:

Automating supplier onboarding and QA data checks reduced turnaround times.

AI-driven reporting improved visibility and decision-making. Staff were redeployed to higher-value tasks — managing supplier relationships, expanding networks, and pursuing new bids.

AI didn't take jobs away; it gave people more time to do the work that wins contracts and grows the business.

Since implementing CMS Desk:



# Client Testimonial



**Piotr Szczypulkowski**  
*CEO – EIMech*

"CMS has truly transformed the way we operate. What used to be a daily struggle with outdated tools and unreliable tracking has now become a seamless process that keeps our projects on schedule and within budget. Having a single, reliable system to manage procurement and costs has given us control we never had before. We can now compare supplier performance, negotiate better terms, and ensure materials are delivered on time without the constant firefighting we once faced.

What's even more valuable is the visibility CMS gives us across all projects. Instead of working in silos, our teams collaborate effortlessly on one platform. Leadership has access to clear data for smarter decisions, and our project managers can plan with confidence knowing they're working with accurate, up-to-date information. The impact on our profitability has been remarkable, but just as important, it has given us the confidence to take on more ambitious projects knowing we have the systems to support them."

# Get In Touch

**CMS Desk** is a construction procurement and project management platform that connects finance, operations, and site teams in one system. By simplifying procurement and improving project visibility, we help companies deliver projects on time, on budget, and with greater control.

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