

The change we have done, and not yet asked to be paid for

Potential gross change value identified from site records, not yet in the variation pipeline. Evidence ratings guide review; entitlement, notices, valuation, costs and collection remain unconfirmed. These estimates are not established net margin.

CLIENT

Meridian M&E Ltd

PORTFOLIO

8 contracts · £14.2m

REFERENCE

MER-UVR-P7

PERIOD

April 2026 · Month 7

PREPARED BY

BuiltAI Intelligence Ltd

STATUS

• Opportunity

Illustrative example: fictional project and parties.

£224k

Estimated unclaimed opportunity

8

Opportunities identified

£112k

Strong site evidence, commercial review required

£67.8k

Cathedral Quarter, the largest opportunity

01

WHAT IT IS

Opportunity, not yet pipeline

This register is separate from the £482k variation pipeline. It records £224k of potential gross additional value surfaced from site records, not an agreed claim, net margin or collected cash. Every line needs a commercial reviewer to check notices, entitlement, valuation and costs before submission; agreement, billing and payment are later steps.

HOW IT IS FOUND

The Cockpit reads site records, verbal instructions logged on site, and email correspondence against the contract scope, and flags work that appears to sit outside the agreed price. A commercial reviewer confirms each before it moves to the pipeline.

02

REGISTER

The unclaimed opportunity register

Estimated opportunities and site-evidence ratings, not confidence of contractual recovery. Cathedral's £42.6k and £25.2k package allocations are unreconciled with the Scope Compliance Report's item rows; the same £67.8k is not additional exposure. Preserve the provisional labels pending owner reconciliation.

REF	OPPORTUNITY	EST. VALUE	EVIDENCE	EVIDENCE RATING
CATH-Q	Out-of-scope containment and cable tray	£42.6k	Site diary, marked drawings	● Strong
CATH-Q	Additional fire-stopping, revised layout	£25.2k	Instruction on site, photos	● Strong
MERS-G	Standing time, delayed access	£38.6k	Site diary, daywork sheets	● To verify
RIVR-FM	Reactive attendances beyond the PPM scope	£34.4k	Helpdesk log, timesheets	● Medium
BLUE-T	Client-requested finishes, Level 8	£26.2k	Instruction on site, photos	● Strong
DOCK-2	Extended commissioning support	£22.6k	Email correspondence	● Medium
WHIT-T	Minor client-requested extras	£18k	Instruction on site	● Strong
RIVR-FM	Out-of-hours attendances	£16.4k	Helpdesk log	● To verify
Estimated opportunity		£224k	8 opportunities	

03

CONVERT

Converting opportunity into pipeline

Strong, Medium and To verify describe the reported site evidence. All lines need the review above; Strong does not establish entitlement, submission readiness or agreement. Cathedral's package allocation must also be reconciled.

REVIEW BEFORE SUBMISSION Strong site evidence, entitlement unconfirmed £112k	CONFIRM FIRST Medium evidence, reviewer check £57k	TO VERIFY Standing time and attendances £55k
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THE ACTION

Prioritise commercial review of the £112k Strong and £57k Medium estimates, and verify the £55k balance. Submit only approved lines within applicable contract requirements. These gross estimates do not establish recoverable net margin or guaranteed collection.

The conversion plan

Owners and target dates are review objectives, not assurance that a variation will be accepted. Check each line's contractual requirements and supporting value before adding it to the pipeline.

OPPORTUNITY	NEXT STEP	OWNER	TARGET
Cathedral containment and cable tray	Review, then raise if approved	K. Hughes	09 May
Cathedral fire-stopping	Review, then raise if approved	K. Hughes	09 May
Bluewater client finishes	Review, then raise if approved	K. Hughes	12 May
Whitmore client extras	Review, then raise if approved	J. Palmer	12 May
Riverside reactive attendances	Confirm entitlement	J. Palmer	16 May
Docklands commissioning support	Confirm entitlement	J. Palmer	16 May
Kingsferry standing time	Verify site records	R. Barker	23 May
Riverside out-of-hours attendances	Verify helpdesk log	R. Barker	23 May

8 opportunities

£224k by 23 May

TIMING AND ENTITLEMENT BOTH REQUIRE REVIEW

The £224k total is provisional. The applicable notice dates and consequences must be checked against each contract; no universal expiry rule or established entitlement is supplied. Site evidence alone does not prove recovery, net benefit or payment.

Target review of the strongest £112k inside a fortnight; submission remains conditional on approval and the Cathedral allocation reconciliation.

Reference MER-UVR-P7

Period April 2026, Month 7

Basis Identified, not yet in the pipeline