

Turning the month's data into owned decisions

The Pulse is the monthly heartbeat. It takes everything the earlier stages surfaced and turns it into a short list of what changed, what is at risk, and what needs a decision, each with an owner, a deadline and an escalation flag. It is where a portfolio of numbers becomes a set of actions someone is accountable for.

CLIENT	PORTFOLIO	BLENDED MARGIN
Meridian M&E Ltd	8 contracts · £14.2m	21.4% · target 22.0%
PERIOD	PREPARED BY	REFERENCE
April 2026 · Month 7	BuiltAI Intelligence Ltd	MER-MC-S05

Illustrative example: fictional project and parties.

14

Open actions this period

3

Overdue, escalated

3

Board decisions required

73%

Completion, rolling 3-month

01

PURPOSE

From numbers to accountable actions

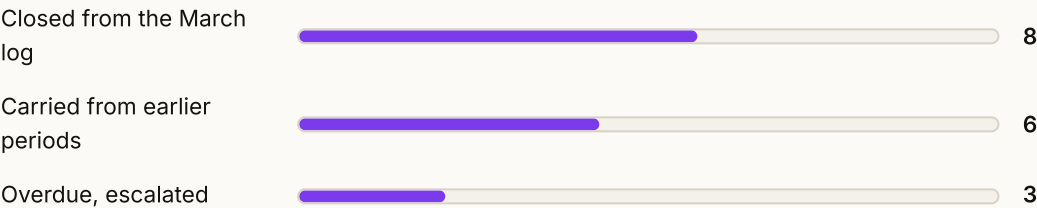
A report that nobody acts on changes nothing. The Pulse closes the loop: it reads the exceptions, gaps and exposures the other four stages produced and converts them into a single action pack. Each line has an owner, a date and an escalation flag, and each traces back to a figure the board can see. The Cockpit measures margin so that The Pulse can move it.

02

RHYTHM

The monthly rhythm

The portfolio holds 14 open actions this period, 6 carried and 8 raised in April, against a rolling completion rate of 73%. The routine actions clear inside the cycle; the difficult commercial ones persist. Three actions are overdue, all commercial, and the carried balance has held at six since February against the same two contracts.



03

CALLS

This month's decisions

Three decisions are escalated to the board this period, each time-bound and each drawn from an earlier stage.

BY 15 MAY

Approve the Kingsferry re-measure claim

£31k

BY 09 MAY

Sanction the Riverside application reset

£212k

BY 09 MAY

Escalate the Cathedral QS rate query

£60k

THE ESCALATION RULE

An action overdue by more than five working days, or worth more than £25k, is escalated to the Commercial Director and carried to the board. All three of this month's overdue items met that bar and appear above.

04

FEEDS

What The Pulse hands on

The Pulse produces the Monthly Action Log and the Board Reporting Narrative, and then the cycle restarts: this month's carried actions become next month's opening position in The Feed. It is the stage that makes the Cockpit a rhythm rather than a report, the point where a month's measurement turns into the next month's momentum.