

# hopppa

Illustrative Use Case Pack



# Which best describes your role?

**Asset  
Management**

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**Construction**

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**Professional  
Services**

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# Asset Management

# Case Study: Faulty Asset



## Challenge

During a routine asset inspection, your team identify a faulty component undergoing accelerated degradation. The team pinpoint the issue to a non-compliant design and flags as high risk. You know the same design has been used elsewhere across your asset network but cannot identify exactly where without trawling through vast banks of asset data in minute detail, a job you are not resourced to undertake. You need to send teams into the field to perform physical checks, but don't know where to focus their effort. What do you do?

## How hoppa helps

hoppa allows you to screen all available asset records, extracting key metadata that allows you to hone-in on the assets at-risk. You're able to allocate survey teams to these assets far quicker than if you'd needed to re-survey your entire asset base. You manage to contain the issue and carry out strengthening repairs before any assets fail; protecting the safety of operatives and the public and the reputation of the organisation.



## Direct Savings

File count	Manual processing time	Hourly staff cost
<b>20,000</b>	<b>15</b> mins per file	<b>£80*</b>
=		
<b>5000hrs</b>		<b>£400k</b>

## Indirect Savings

By reducing the number of field surveys tendered from 500 to less than 100 affected assets the business saves an additional **£800k**.

# Case Study:

## Building Regulations



### Challenge

The UK Building Safety Act 2022 requires all operators of Higher-Risk Buildings (HRBs) to collate a 'Golden Thread' information pack. This requirement applies to all existing HRBs.

At your organisation, the required information is distributed across multiple legacy file systems & documents – from health & safety files, contracts and engineering specifications – and rarely in the exact format required.

How do you comply with the legislation?

### How hoppa helps

hoppa screens all your existing as-built documentation, classifying files according to the building(s) they relate to and tagging files with the related Building Safety Act conditions.

By applying this labelling framework and information signposting system you're able to demonstrate compliance with the Act without needing to reproduce or re-organise information – averting highly disruptive and costly work for your organisation.

### Direct Savings

File count	Manual processing time	Hourly staff cost
<b>30,000</b>	<b>30</b> mins per file	<b>£50</b>
=		
<b>Manual effort saved</b>		<b>Manual cost saved</b>
<b>15,000hrs</b>		<b>£750k</b>

### Indirect Savings

By rectifying any information gaps you avoid incurring future financial penalties. When the buildings come up for renewal your Golden Thread ensures works can proceed promptly and efficiently, with minimal safety risk to occupants.

# Case Study:

## Legislative Compliance



### Challenge

Following a safety incident at a competitor organisation, the regulator has asked to see all your as-built documentation for your asset network to ensure it complies with HSE legislation.

Your organisation has been given a 12-week window to gather the information and comply with the request. A large portion of your assets are decades old, and you suspect the records won't have been reviewed in many years.

How can you satisfy the regulator's request?

### How hoppa helps

hoppa allows you to screen all documentation and classify each file against your specified framework. This analysis highlights all relevant data and reveals gaps in your documentation.

By performing this analysis up-front, you're able to pre-emptively resurvey some assets to resolve these gaps. For other cases, you're able to provide the regulator with a detailed remediation plan, which includes how hoppa will be written into your data management operating procedures to avoid a repeat situation.



### Direct Savings

File count	Manual processing time	Hourly staff cost
<b>50,000</b>	<b>30</b> mins per file	<b>£50</b>
=		
<b>Manual effort saved</b>		<b>Manual cost saved</b>
<b>25,000hrs</b>		<b>£1.25M</b>

### Indirect Savings

Your innovative approach receives praise from the regulator, and you avoid any fines or additional sanctions being imposed.

# Case Study: Employer's Information Requirements



## Challenge

You need your supply chain to meet specific Information Requirements when submitting information to you. If this step isn't conducted properly you know from painful experience how much harder it will be to manage your asset over its whole life. However, with nearly a hundred suppliers utilising a variety of tools and working practices the incoming data quality is inconsistent and unreliable.

How do you ensure good data governance in this scenario?

## How hoppa helps

By analysing, classifying and renaming incoming files to adhere to your Information Management standard, hoppa ensures the compliance of your supply chain's information deliverables as they enter your IT system.

In addition to taking pressure off your document control function, this also lightens the load on your supply chain who can focus more on delivering an exemplary service to you, and less on complying with complex data standards.



## Direct Savings

File count per supplier info pack	Manual processing time	Hourly staff cost	Number of suppliers
500	15 mins per file	£50	100
Manual effort saved		=	Manual cost saved
12,500hrs			£625k

## Indirect Savings

Information enters your systems right first time, and you can rest assured that it is organised for easy retrieval when you need it in years to come.

# Case Study: Document Coding Standard Change



## Challenge

You are part way through the capital delivery of your project when you realise that the Information Management standard you adopted at project outset is not fit for purpose. Your design suppliers have already created thousands of files that have been classified to the old standard and now need to re-classify and rename them all. Your designers grumble at the disruption but agree to the change so long as they can pass the cost on to you.

How could this change be managed with minimal cost & disruption?

## How hoppa helps

By feeding the new standard to hoppa and then pointing it at their existing file base, your designers avoid the enormous burden of having to manually modify the data they have produced thus far. So, whether it's something as small as layering in additional metadata, or as drastic as a ground up rethink of your entire data strategy, factoring hoppa into the workflow means you and your supply chain can accommodate change far more flexibly.

## Direct Savings

File count	Manual processing time	Hourly staff cost
<b>10,000</b>	<b>15</b> mins per file	<b>£100</b>
=		
<b>Manual effort saved</b>		<b>Manual cost saved</b>
<b>2,500hrs</b>		<b>£250k</b>

## Indirect Savings

Your designers had not planned or resourced for a change of this nature. The only alternative to hoppa was to divert three team members from their planned duties, with a knock-on effect of delaying the supplier's final delivery by **8 weeks**.



# Case Study:

## Mergers & Acquisitions



### Challenge

After acquiring another large asset owner, you must integrate hundreds of new assets into your existing estate. These assets have poor digital records and lack proper information governance, with data buried in thousands of disorganised folders. You worry that there are significant gaps in this data, exposing your organisation to serious risks. What's more, you wonder how you will extract facts from the information that does exist so it can go into your state-of-the-art Digital Twin platform.

How do you establish operational excellence and build resilience?

### How hoppa helps

By inputting your data standard and pointing hoppa at the root folder within which all new asset data is nested, you can sit back while hoppa crawls through all sub-folders, analyses each file, and returns a single, organised and enriched information pack to you for review. What's more, you can instruct hoppa to look for key facts and metadata in each file, which is then extracted and stored in a structured format, ready to input into your Digital Twin platform.



### Direct Savings

File count	Manual processing time	Hourly staff cost
100,000	30 mins per file	£50
=		
Manual effort saved		Manual cost saved
50,000hrs		£2.5m

### Indirect Savings

Using hoppa you quickly spot that five assets have no digital records whatsoever. This puts you in breach of the Building safety Act 2022 and you move quickly to fill this gap, averting potential regulatory trouble and reputational damage.



# Construction

# Case Study: Construction Handover



## Challenge

To close-out the project and receive the final milestone payment you need to issue all construction as-built information to the client.

The client has detailed Information Requirements (EIR and OIR) that specify how and in what format information is shared.

The project has information scattered across several SharePoint sites, an Aconex project and team members' PCs. You can't be 100% sure where the latest information is stored, and if it's ready for issue.

Your margin is eroding with every day that passes. What do you do?

## How hoppa helps

Using hoppa means you no longer need to open, read, interpret and process the files manually. You're able to widen the net and classify more files than would have been possible by hand.

Your client receives all the required information first time and doesn't need to raise any additional requests for information before signing-off the job 2 weeks earlier than planned.

## Direct Savings

File count	Manual processing time	Hourly staff cost
<b>5000</b>	<b>30</b> mins per file	<b>£75</b>
=		
Manual effort saved	Manual cost saved	
<b>2500hrs</b>	<b>£187.5k</b>	

## Indirect Savings

By closing out the contract 2 weeks early the company saves an additional **£130k** on avoided site prelim costs; together with the direct savings, a total margin increase of **0.6%\***.

# Case Study:

## Successor contractor



### Challenge

A competitor is dismissed by your client part way through the construction phase of a major project and you are called in to pick up the pieces. The client can't afford for you to take your time getting up to speed and you need to take custody of, and mine knowledge from your predecessor's information as quickly as possible. However, your predecessor lost control of the project in part because of their lack of data control practices.

How do you ensure smooth transition and speedy mobilisation?

### How hoppa helps

Feeding your predecessor's data into hoppa allows you to quickly retrofit your preferred data standard, converting unstructured mess into organised compliance. Using hoppa's web platform you then quickly assess the information, spotting gaps and extracting the key facts required to rebaseline the project and get off to a flying start by minimising site time 'off the tools'.



### Direct Savings

File count	Manual processing time	Hourly staff cost
<b>2000</b>	<b>15</b> mins per file	<b>£100</b>
=		
Manual effort saved		Manual cost saved
<b>500hrs</b>		<b>£50k</b>

### Indirect Savings

Your client has never experienced such a smooth transition from one contractor to another midway through delivery. The time saved in transition is reflected in a **4-week** schedule improvement. The reputational boost makes you the sure bet for appointment onto their next project.

# Case Study: Knowledge Bank



## Challenge

Your organisation mandates that you retain project data for 12-years. At present when projects are closed out the data is put in an archive folder. You have been challenged by your CEO to review how you have delivered projects over the last decade to identify opportunities for improvement. You recognise that although every project is different, in many ways your organisation is reinventing the wheel every time they kick off a new project. But each project has been run and governed differently and it is hard to know if you are comparing apples with apples.

How can you analyse historic records in pursuit of future success?

## How hoppa helps

By setting hoppa to crawl over all archive projects you create a single normalised dataset where all historic records have been upgraded to comply with a single data standard. This allows you to interrogate hundreds of projects at once, spotting areas of overlap and duplication. In doing so you create an interrogable knowledgebase that can be used by your staff for years to come.



## Direct Savings

File count	Manual processing time	Hourly staff cost
<b>200,000</b>	<b>15</b> mins per file	<b>£50</b>
=		
<b>Manual effort saved</b>		<b>Manual cost saved</b>
<b>50,000hrs</b>		<b>£2.5m</b>

## Indirect Savings

When you calculate the cost of processing your archived information manually the CEO immediately deems it as too expensive. With no alternative means of interrogating the data your organisation misses and enormous improvement opportunity.



# Professional Services

# Case Study:

## Design Handover



### Challenge

Your team is appointed as detailed designer on a new-build project. The client sends a documentation pack of information produced at earlier project stages by a variety of suppliers. Before your team can begin they must evaluate the information in this pack and assess the design assumptions made.

The Lead Contractor is putting you under pressure to expedite pre-construction as they've identified opportunity to shorten overall construction duration by 10% if they can get shovels in the ground before onset of winter. What do you do?

### How hoppa helps

hoppa gives you a rapid first sweep of the client's documentation in minutes, freeing up the equivalent of 2-months' worth of person-hours in your team and highlighting several areas of missing information that you ask the client to clarify with the concept design team.

Using hoppa's advanced search features your team can quickly pinpoint the relevant information needed for them to assess the state of play and plan for next steps, and you reallocate the freed-up capacity to rocket through pre-construction.



### Direct Savings

File count	Manual processing time	Hourly staff cost
<b>2000</b>	<b>15</b> mins per file	<b>£75</b>
=		
Manual effort saved	Manual cost saved	
<b>500hrs</b>	<b>£37.50k</b>	

### Indirect Savings

Through rapid project mobilisation you're able to protect a larger chunk of your project's contingency budget, which when coupled with the direct savings contributes to a margin increase of **2%**. The Lead Contractor are delighted with the outcome and approach you for a strategic partnership.

# Case Study: Commercial Dispute



## Challenge

Your firm have been appointed as a technical authority in an arbitration case between an asset owner and their lead contractor. You are required to review gigabytes of technical information and correspondence from both parties before submitting your findings. Most of the information will be irrelevant but you can't be sure unless you've checked to rule it out.

Accuracy is key if you are to be confident of providing a factual assessment of the dispute. There are plenty of legal discovery tools out there, but none that are fine-tuned to pick through detailed AEC data and so they rarely work well.

What do you do?

## How hoppa helps

hoppa gives you a rapid first sweep of the client's documentation pack, highlighting several areas of missing information that you ask the appointed arbitrator to clarify with the dispute parties.

The time saving halves your schedule from eight weeks to four, freeing up three junior staff to support other cases.



## Direct Savings

File count	Manual processing time	Hourly staff cost
<b>2000</b>	<b>15</b> mins per file	<b>£100</b>
=		
Manual effort saved		Manual cost saved
<b>500hrs</b>		<b>£50k</b>

## Indirect Savings

By choosing to prioritise speed to resolution over drawn-out T+M you impress both parties and increase your likelihood of winning further work. You transition your commercial model to a fixed price basis for legal discovery, boosting your margins and giving greater cost certainty to your customers. You can support more cases at once which boosts your revenue.





Feed the hoppa on

