

CASE STUDY • CONSTRUCTION • HIGH-RISE FIT-OUT —

A CHANGE LANDS MID-BUILD.

Do you **absorb**, **replan**, **value-engineer** — or **claim**? A revised drawing lands mid-build, and the variation eating your margin sits undecided for **nine days**, because three people have worked out three different answers and none of them is the number you can decide on. This is how that decision gets made today, and how it gets made overnight with Decisome.

01 • THE SITUATION

A CHANGE LANDS MID-BUILD. THE DECISION IT FORCES TAKES NINE DAYS.

A
Absorb
B
Replan
C
Value-engineer
D
Claim

01 • THE PROBLEM

HIGH-RISE FIT-OUT • VARIATION V-118 • STATUS OPEN

BIM is live. The programme is updated. The cost report is current. And the variation still sits undecided for **nine days.**

High-rise fit-out. Mid-build, the structural engineer issues a revised drawing, and your crew is already working right up against the zone it changes. The change is logged as a formal variation, **V-118**, and it lands on your desk as a decision you now owe an answer on.

THE FACTS ON THE DESK

PROJECT

High-rise fit-out

Package 04

TRIGGER

Revised structural drawing

Logged as variation V-118

NOTICE WINDOW

Closes in 4 days

Answer owed before it shuts

ENTITLEMENT

Must hold

Checked against the contract

OWNER

You

Status: open

FOUR WAYS TO TAKE V-118 FORWARD — EACH COSTS SOMETHING DIFFERENT.

A

Absorb

Eat the cost and keep building to plan. The schedule holds, but the margin takes the hit, and it may never come back.

Is it small enough to swallow?

B

Replan

Resequence the works around the change. Cost stays down, but the completion date slips and every trade that follows gets disturbed.

How much float is left?

C

Value-engineer

Redesign or substitute the affected scope. It can claw the cost back, but the redesign burns the very time you are trying to protect, and the client has to sign it off.

Will approval come in time?

D

Claim

Raise the change formally and recover the cost and time. Works only if entitlement holds, and only if notice goes in before the contractual window shuts.

Is the window still open?

IN PRACTICE

On paper, a clean four-way choice. In practice you can't make it, because **nobody can yet say what each path would cost.**

03 • AS-IS PROCESS

HOW IT GETS MADE TODAY: NINE DAYS, THREE PEOPLE, NO AGREED NUMBER.

DECISION: VARIATION V-118		OWNER: YOU	STATUS: OPEN
Day 0 TRIGGER	Revised structural drawing issued against a partly-built package. The change is real. The decision is now live, but nobody owns the number yet.		
Day 1-4 RECONCILE	The QS (quantity surveyor) works out the extra cost in a spreadsheet. The planner works out how many days of delay it adds to the schedule. The contracts lead checks whether the contract even lets you claim for it. Three people, three separate answers, no single agreed number.		
Day 5-8 DRIFT	The crew keeps building toward the affected zone, so the cheap fix gets more expensive by the day, while the model lags the as-built and the notice window quietly runs down.		
Day 9 FORCED	A call is finally made under pressure, on half-reconciled numbers, usually the safe, expensive one. Sometimes the window to claim has already closed.		

WHAT THAT NINE DAYS COSTS

~9 DAYS THE DECISION SAT OPEN	3 SEPARATE ANSWERS, NONE OF THEM AGREED	Rising COST OF THE CHEAP FIX, FOR EVERY DAY YOU WAIT	1 CALL, FINALLY MADE BLIND
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04 • THE SAME VARIATION, ASSISTED —

THE MACHINE PREPARES THE DECISION OVERNIGHT. YOU MAKE IT BEFORE LUNCH.

Same change, V-118. Watch it run through the process now: the nine days collapse, because the three separate manual jobs become one automatic one.

Day 0

IT WATCHES

Catches the change as it lands

The same revised drawing is issued. The system is already reading the instruction log, the model, the schedule and the cost position, so it catches V-118 the moment it's issued, instead of waiting for someone to notice and chase it.

Minutes later

IT THINKS AHEAD

Gives the decision an owner and a clock

It logs V-118 as a live decision and starts the notice deadline running, so the call has an owner and a countdown from minute one, instead of drifting unowned for days.

Overnight

IT PREPARES

Does the three jobs as one

The real difference: instead of the QS, planner and contracts lead each working a separate file, it pulls all three together by morning, cost to carry, days of delay, and whether you can claim, then shows what each of the four options would cost in money and in time, on one agreed set of numbers.

Next morning

YOU DECIDE

One screen, four costed options

You open one view, see all four options costed side by side, and pick, that morning, not on day nine. The system did the reconciliation. **The judgement is still yours.**

THE FOUR OPTIONS, COSTED ON ONE SCREEN.

DECISOME • DECISION CONSOLE
● DECISION LIVE

Variation V-118
STRUCTURAL REVISION • PKG 04
✓ RECONCILED • ONE SOURCE OF TRUTH

OPTION A

Absorb

NET COST	+ ₹4.2 Cr
SCHEDULE	no change
CONDITION	None. The only certain option today.

OPTION B

Replan

NET COST	+ ₹2.6 Cr
SCHEDULE	+ 11 days
CONDITION	₹1.8 Cr in delay damages if the float runs out.

OPTION C

Value-engineer

NET COST	+ ₹1.9 Cr
SCHEDULE	+ 6 days for approval
CONDITION	Reverts to Absorb if the client rejects the redesign, six days later.

OPTION D

Claim

● FLAGGED

NET COST	+ ₹1.1 Cr
	₹3.1 Cr and 9 days recovered
SCHEDULE	+ 9 days, recoverable
CONDITION	Entitlement must hold, and notice window closes in 4 days.

All four on the same basis: what it costs, what it costs you in time, and what has to hold true. The system prepared the call, you make it.

APPROVE A DIRECTION

Illustrative mockup of the decision screen. Sample figures, not a live system or a real project.

CLAIM — FOUR DAYS TO SPARE.

The four options were weighed against the judgment your best people already carry, written down. The recommendation shows its work, line by line.

RULES & JUDGMENT • WRITTEN DOWN 4 APPLIED		DECISOME • RECOMMENDATION CONFIDENCE 84	
R1	Absorb only if it is small enough to swallow — the margin takes the hit, and it may never come back.	01	Claim: ₹3.1 Cr and 9 days recovered — net cost falls to + ₹1.1 Cr, not + ₹4.2 Cr.
R2	Replan only while float is left — ₹1.8 Cr in delay damages if it runs out, and every trade that follows gets disturbed.	02	Entitlement holds — notice goes in before the window closes in 4 days .
R3	Value-engineer only if client approval can come in time — otherwise it reverts to Absorb, six days later.	03	Notice, EOT submission, evidence pack and cost submission drafted overnight .
R4	Claim only if entitlement holds, and only if notice goes in before the contractual window shuts.	04	Queued for the QS and contracts lead to sign — a person still reviews and issues .
		Challenge any line — it shows its work. FLAGGED — CLAIM, WINDOW OPEN	

This is judgment your best people already carry. Written into the decision, it works on every variation — not just the ones they happen to see.

PICK A DIRECTION AND THE WHOLE PROCESS IS ALREADY STAGED.

DECISOME • DECISION CONSOLE
PATH: CLAIM

V-118 • Claim package
ASSEMBLED THE MOMENT YOU CHOSE
✓ 5 OF 5 ITEMS READY

✓	Variation notice Drafted against the contract clause, dated, referencing the revised drawing.	DRAFTED
✓	EOT submission Delay analysis run from the schedule, nine days, with the affected activities attached.	DRAFTED
✓	Evidence pack Drawing revisions, the RFI thread, daywork sheets and site photos, pulled and indexed.	COMPILED
✓	Cost submission Priced from the live cost position, broken down line by line, ready to attach.	PRICED
!	Routing & deadline Queued for the QS and contracts lead to sign. Notice window closes in four days, flagged.	AWAITING YOU

Nothing has been issued. The whole submission is staged and waiting on your review.

REVIEW & ISSUE

ILLUSTRATIVE MOCKUP

Choosing an option kicks off the process behind it and holds it ready; **a person still reviews and issues.**

SAME DECISION, V-118. TWO VERY DIFFERENT PROJECTS.

	AS-IS MANUAL • TODAY	ASSISTED WITH DECISOME
TIME TO DECIDE	~9 days, made under pressure	By the next morning
BASIS FOR THE CALL	Three rival spreadsheets, no agreed number	One agreed set of numbers
OPTIONS EXPLORED	One path worked out by hand, no time to weigh the rest	All four, costed on the same basis
COST OUTCOME	Usually the safe, expensive option	The cheapest path that still works, chosen with the trade-off visible
VALUE RECOVERED	Claim window often missed before anyone checks	Window tracked from day one, so where entitlement holds, notice goes in on time
EVIDENCE	Scrambled together at the end, if at all	Pack pre-assembled, indexed and ready
AFTER YOU DECIDE	Paperwork assembled by hand, later	Whole process staged, ready to issue
COMPANY KNOWLEDGE	Lives in heads, leaves with the people	Captured in your knowledge base
WHO DECIDES	You, late, on partial facts	You, on time, fully informed

V-118 is an illustrative example built from how variations are commonly handled on fit-out projects, not a client result. The nine days, the three workstreams and the figures on this page describe the shape of the problem.

THE DECISION LEAVES THE ROOM.

DECISION: VARIATION V-118		PATH: CLAIM	STATUS: ISSUED
Day 1 SITE LEAD	Drops the EOT to 7 days — two clawed back on the slab pour; affected activities re-linked, cost submission unchanged, notice draft updated.		
Day 1 CONTRACTS LEAD	Adds the soil report to the evidence pack, then issues the claim to the client, copied to the QS.		
Day 2 QS	Confirms the cost submission, priced from the live cost position, line by line.		
Next CAPTURED	V-118 closed as a claim and saved to the knowledge base — what was decided, and why. Learned: structural revision mid-build; entitlement clear, window open, claimed cost plus 7 days.		

V-118 NEW Claim Structural revision mid-build; entitlement clear, window open, claimed cost plus 7 days.	V-117 Absorb Minor finishes change under the variation threshold, carried, no programme impact.	V-116 Replan Client-driven layout change; float available, resequenced without a claim.
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Every decision you close teaches the system. The next variation starts from what your firm already knows, not from scratch.

IS THIS YOUR DECISION — OR CLOSE TO IT?

[BRING US A DECISION](#)

One decision is enough. Tell us the one that recurs, matters, and is harder than it should be.