

## 4 ways EPC firms can increase their profitability



EPCs face challenges at every turn: Capital projects are increasingly complex, the marketplace is more competitive than ever, and regulations continue to change. Margins are razor-thin, and any mistake can threaten profitability. Owner-operators face increasing complexities of their own, ranging from capital project sustainability requirements to market and supply-chain volatilities. While the challenges are vast, EPCs can certainly overcome them and build great relationships with their clients. Rather than continuing with business as usual, EPCs can evolve using industrial intelligence.

### 1 Drive new business in an ever-changing market

Take a unified, data-centric approach to increase workforce efficiency, scale effectively, and deepen trusted partnerships with clients.

By centralizing its engineering standards, **B&W<sup>1</sup>** improved overall collaboration and data integrity, eliminated redundant tools and rework, reduced engineering costs, and unlocked new revenue streams.



### 2 Simplify increasing project complexity

Create a single source of truth to ensure teams have access to real-time, contextualized insights so they can make centralized updates to avoid rework and errors.

**Burnes and McDonnell<sup>2</sup>** created a centralized data repository and enabled visualization using one common interface, streamlining project handovers and saving time.

### 3 Stay profitable while meeting client demands

Use cloud-based solutions to increase transparency, timeline, and estimate accuracy, and accurately track project changes.

Using cloud-based solutions to better model, design, and deliver complex capital projects, **AP Consultoria e Projetos<sup>3</sup>** reduced field survey team size by **50-90%**, survey time by **50%**, delivery time by **49%**, and rework by **29%**.



### 4 Offer competitive and accurate pricing

Create a digital workforce to capture knowledge, build innovative new processes, and design flexible, scalable processes to improve project pricing.

**Vista Projects<sup>4</sup>** deployed integrated engineering and design tools to consolidate project data, increase transparency, and reduce manual workload, which enabled them to complete a project **16%** under budget.

Evolve, without compromising current projects.  
Ready to increase your profitability?

#### Citations:

1. [aveva.com/en/perspectives/presentations/2025/unlocking-roi--how-b-w-achieved-efficiency-with-aveva-unified-engineering](https://aveva.com/en/perspectives/presentations/2025/unlocking-roi--how-b-w-achieved-efficiency-with-aveva-unified-engineering)
2. [aveva.com/en/perspectives/success-stories/burns-and-mcdonnell](https://aveva.com/en/perspectives/success-stories/burns-and-mcdonnell)
3. [aveva.com/en/perspectives/success-stories/ap-consultoria-e-projetos](https://aveva.com/en/perspectives/success-stories/ap-consultoria-e-projetos)
4. [aveva.com/en/perspectives/success-stories/vista-projects](https://aveva.com/en/perspectives/success-stories/vista-projects)