



# STERLING COOPER BLOCKCHAIN CONSULTING

**Sterling Cooper, Inc.**  
[www.sterlingcooper.info](http://www.sterlingcooper.info)





# CONSTRUCTION AND INFRASTRUCTURE

*General Contractors, Subcontractors, Developers, Project Owners,  
and Engineering Firms*



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Construction blockchain opportunities depend on whether you are a general contractor, subcontractor, developer, or lender — and the return on investment is completely different for each. Claim your complimentary Business Discovery and Opportunity Assessment and we will show you exactly where blockchain recovers the most money in your specific operation — at no cost and no obligation.

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**98% of major construction projects** exceed budget or schedule. Payment disputes cost the US construction sector **\$40 Billion annually**. Material fraud has caused structural failures resulting in billions in liability and loss of life. Blockchain gives construction the one thing it has never had: a shared, permanent, verified record that every party relies on.

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## FOR GENERAL CONTRACTORS



### End the 90-Day Payment Cycle That Costs Your Entire Supply Chain

**The problem:** Subcontractors wait 60 to 90 days to get paid. To survive the wait, they use invoice factoring — selling their unpaid invoices at a discount to get cash immediately — at 8% to 15% annual cost. That financing cost does not stay with the subcontractor. It embeds in every bid they submit on your next project. You are paying your subcontractors' financing costs without knowing it.

**What blockchain does:** When a milestone is verified by an IoT (Internet of Things) sensor, a BIM (Building Information Modeling) completion percentage — BIM is digital software that creates 3D models of buildings and tracks construction progress — or a licensed inspector's digital sign-off, payment releases automatically within hours. No invoice. No approval chain. No dispute.

#### Real companies doing this right now:

Bechtel piloted blockchain milestone payments and saw payment cycles drop from **90 days to 7 days** with an **85% dispute rate reduction**. Subcontractor bid pricing measurably improved on follow-on contracts as financing costs were removed from bids.

Singapore's BCA (Building and Construction Authority) mandated blockchain payments for all public construction contracts above S\$5 Million. Contractors with existing blockchain capability won disproportionate government work in the 12 months following the announcement.

Skanska documented **70% reduction** in payment-related complaints and **15% reduction** in payment management overhead.

## Know Exactly What Was Installed, Where, and When — Permanently

**The problem:** When a material failure occurs including a structural problem, a fire safety issue, or a cladding defect — cladding is the outer covering or skin of a building — the legal battle over liability can consume years and millions without definitive records. The UK Building Safety Act 2022, passed after the Grenfell Tower fire in which **71 people died** from non-compliant cladding installation, effectively mandates comprehensive material documentation for high-rise residential construction.

**What blockchain does:** Every material batch gets a blockchain identity at manufacture. The installing contractor scans at installation. A permanent, irrefutable record of exactly what was installed, where, when, and by whom exists for the life of the structure.

AECOM deployed blockchain material records for a \$2 Billion UAE project and reported zero post-project material specification disputes.

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## MORE OPPORTUNITIES FOR CONSTRUCTION BUSINESSES



**Green building certification** — Green building certifications like LEED (Leadership in Energy and Environmental Design) and BREEAM (Building Research Establishment Environmental Assessment Method) verify that a building meets specific standards for energy efficiency, water use, and occupant health. Certified buildings command **10% to 20% higher rents** and **15% to 25% premium sale prices**. Blockchain-linked building performance monitoring creates continuous, verifiable records that enable automatic recertification without the \$50,000 to \$150,000 cost of periodic manual audits.



**Construction loan draw management** — A construction loan is released in stages called draws, with each draw requiring the lender to verify that specific construction milestones have been reached. JP Morgan's Project Finance group piloted blockchain construction loan management and documented **70% reduction in draw processing time**. At \$5,000 to \$15,000 per draw in administrative cost, this compounds quickly across a large project.

**Change order smart contracts** — A change order is a formal document that modifies the original construction contract when the scope, cost, or schedule changes. Every change order is encoded with scope, price, approval chain, and schedule impact. No verbal change orders. No disputed change orders.

**Contractor credentialing registry** — Blockchain-verified contractor licenses, insurance certificates, and safety records eliminate unlicensed contractor risk and streamline prequalification entirely.

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## **Construction's First Movers Win the Next Decade of Work**

The general contractor that wins the next decade will show up to every bid with verifiable performance records, blockchain-guaranteed payment processes, and ESG (Environmental, Social, and Governance) documentation that competitors cannot produce.

**Your complimentary Discovery Assessment shows exactly what that positioning is worth in your specific market.**

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# WHAT EVERY CLIENT SHOULD KNOW

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**Your Discovery Assessment is the starting point, and it is always complimentary.** Before any project begins, before any contract is signed, and before you spend a single dollar on implementation, you receive a complete professional analysis of your business, your blockchain opportunities, and a written proposal with itemized budgets, realistic timelines, and financial projections. No cost. No obligation.

**Every project investment includes everything needed to deliver:** Full strategy design specific to your business. Vendor procurement and negotiation. Complete development team management. Independent smart contract security review. Full system integration including your existing software. Staff training and process documentation. Launch oversight. 90-day post-launch support. And the first full year of operational maintenance.

**The only item always quoted separately:** Attorney fees. Every legal cost is estimated in advance and given to you in writing before anything is signed. It is never a surprise.

**Timelines are built to be met.** Every timeline includes time to build from scratch if necessary, including vendor procurement, legacy system integration, external partner onboarding, regulatory review, proper testing, and staff training. Projects with modern systems and engaged stakeholders frequently finish ahead of schedule.

**Nothing is built until your Discovery report is in your hands.** You see every cost, every timeline, every regulatory requirement, and every projected return before you commit to anything.

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## YOUR NEXT STEP IS FREE

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YOUR FIRST STEP IS FREE

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# \$9,950 VALUE

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BUSINESS DISCOVERY &  
OPPORTUNITY ASSESSMENT

Claim your **complimentary Business Discovery and Opportunity Assessment** — a \$9,950 value at no cost and no obligation.

Our team will analyze your business, identify your highest-return blockchain opportunities, map every cost and regulatory requirement, and deliver a complete written proposal with itemized budgets, realistic timelines, and financial projections you can take to your board, your bank, or your investors.

**No cost. No obligation. No pressure.**

You receive a professional, high-value strategic analysis of your blockchain opportunity, and you decide what happens next.

The businesses moving on blockchain right now — Walmart, BlackRock, Shell, Pfizer, Nike, Starbucks, and Marriott — did not move because it was trendy. They moved because the savings are documented, the competitive advantages are durable, and the valuation premium at exit is measurable and real.

The window where early movers capture the greatest advantage is open. In the most mature applications, it is beginning to close.

**The question is not whether blockchain belongs in your business. The question is whether you move while the advantage is greatest or later, closing a gap that grows every day you wait.**

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*Final pricing for every project is customized to your specific scope, systems, and requirements through your complimentary Discovery Assessment. All project investments include consulting fees, development costs, smart contract security review, system integration, staff training, launch oversight, and Year 1 operational maintenance. Attorney fees are estimated based on project type and quoted separately by qualified legal counsel before any implementation contract is signed.*