



COLIN HENDERSON

**When commercial problems
become difficult to explain,**

**better analysis becomes more
valuable than more opinion.**

Commercial Intelligence for Infrastructure Projects

I help infrastructure organisations establish what is actually happening, challenge assumptions and turn complex technical and commercial information into decisions senior teams can act on.

HOW I WORK

01 INVESTIGATE

Trace cost, programme, scope and site evidence.

02 BUILD

Turn complex information into a usable analysis or system.

03 DECIDE

Explain the position clearly enough for senior teams to act.

Commercial judgement shaped by major infrastructure

FOUNDATIONS

TING KAU BRIDGE,
HONG KONG

Civil engineering on one of the world’s largest three-tower cable-stayed bridges.

ENGINEERING

2015-20

ABERDEEN WESTERN
PERIPHERAL ROUTE

Commercial management of a £32m earthworks package. Developed analysis supporting a claim valued at approximately £400m.

£400m

2020-23

HS2

Reviewed the main-contract estimate. Led commercial reporting and NEC change across £1bn+ infrastructure programmes.

£1bn+

2024-PRESENT

SKYE 132kV
REINFORCEMENT

Commercial leadership on a major transmission project. Resolving complex change, earthworks, logistics and programme issues.

NEC

THE RECURRING VALUE

My work usually begins where conventional commercial reporting stops — when a project knows something is wrong but cannot yet explain why.

NEARTIME REPORTING

Commercial Intelligence Ecosystem

Four focused products developed from real project problems — each helping teams understand what is happening and decide what to do next.



NTR
Project Intelligence



PULSE
Site Intelligence



XER INSPECTOR
Programme Intelligence



NECCAT
Contract Intelligence