



UMICON

# Capability **Statement**

# Positioning Statement

## Company Overview

Construction doesn't create problems it exposes decisions that were never properly resolved.

Umicon is a Melbourne-based fitout and delivery partner focused on controlling cost, risk, and outcomes before construction begins.

Most projects don't go over budget because of site conditions.

They go over because scope, coordination, and commercial decisions weren't properly controlled early.

Umicon is a Melbourne-based commercial fitout and delivery firm working across government, developer, and private projects.

We apply Tier 1 commercial discipline to projects that typically don't get it ensuring cost, risk, and delivery are controlled before construction begins.  
Because the reality is:

Smaller projects aren't simpler — they're just less structured. And that's where risk creeps in.



# Our **Vision**

To prove that most construction inefficiencies are accepted — not unavoidable.

## ▶ UMICON's Vision

To reshape how construction projects are delivered — by proving that cost overruns, poor coordination, and reactive decision-making are not inevitable.

## ▶ We aim to set a new standard where:

- Projects are structured properly from the start
- Risk is addressed early, not managed late
- Clients have real control over outcomes — not just visibility





# Our **Mission**

To challenge how projects are traditionally delivered by fixing what others leave unresolved.

Most construction problems don't start on site — they start in decisions that weren't properly challenged early.

Umicon exists to bring structure, commercial discipline, and accountability into projects before those problems are locked in.

We don't aim to just deliver projects.

We aim to ensure they are set up properly — so cost, risk, and outcomes are controlled from the beginning.

# Core Capabilities

- Fit Out Delivery
- Risk Elimination through Design & Coordination
- Cost Planning & Value Engineering
- Client-Aligned Project Delivery
- Commercial Control & Cost Forecasting

# Key Differentiators

- We think like a client — not just a builder
- Tier 1 discipline applied to smaller projects
- Problems solved before construction begins
- Single point of accountability across delivery



# Core **Values**

- ▶ **Accountability over ambiguity** – every decision tracked and owned
- ▶ Risk eliminated early, not managed late – we prevent, not react
- ▶ **Commercial discipline in every decision** – cost clarity, cost control
- ▶ Transparency without spin – clients always know the real story
- ▶ **Programme certainty through structure** – planning drives delivery

# Project Experience

## Major Infrastructure - LXP

### Narre Warren Train Station Level Crossing Removal

- Resolved major MEP and structural clashes before construction
- Prevented ~10% cost blowouts in services
- Led QA and documentation close-out for 1000+ drawings
- Accelerated occupancy and handover

## Commercial & Community Projects

- Managed \$12M+ in subcontract packages
- Delivered projects ahead of programme
- Achieved 15%+ cost savings through negotiation and scope control



# Key Achievements

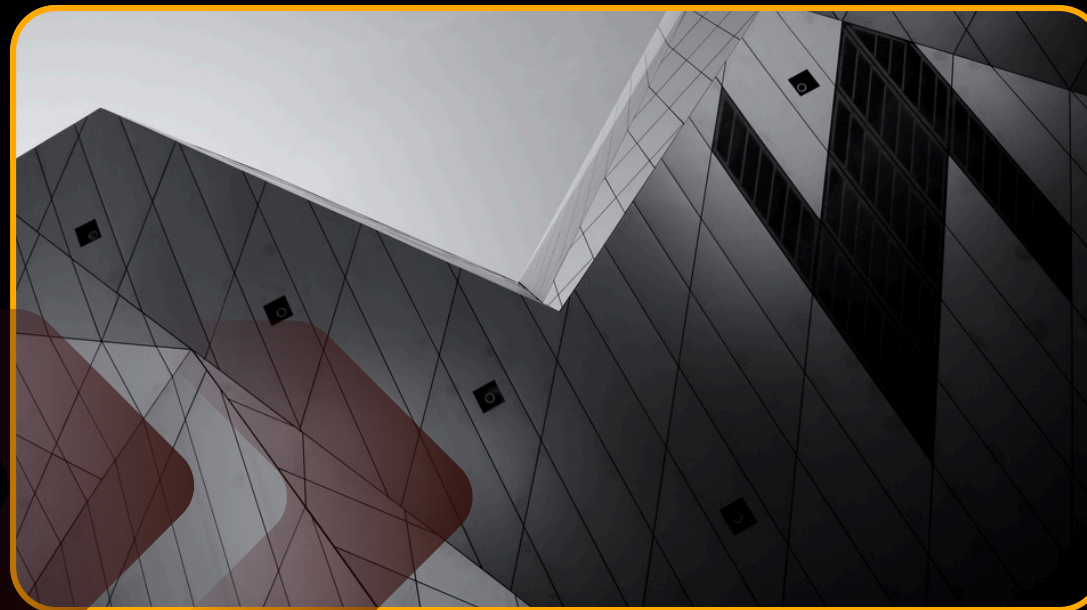
- 15%+ cost savings across fitout trades
- ~10% cost avoidance through coordination
- 1000+ drawings closed out in under 2 weeks
- Accurate cost-to-complete forecasting across multiple projects

# Why Choose Us?

- We solve problems before they exist — most project issues are set in motion long before construction starts. We prevent them.
- Commercial discipline applied to every decision — accurate cost-to-complete, early value engineering, and transparent reporting.
- Tier 1 approach for all projects — smaller budgets don't mean smaller standards; we bring high-level coordination without unnecessary complexity.
- Single point of accountability — no ambiguity, no finger-pointing; we take responsibility from planning to handover.
- Proven track record — \$12M+ in subcontract management, 15%+ cost savings, 1000+ drawings coordinated and closed out in record time.

# Our Approach

- ▶ Early Cost Clarity
- ▶ Buildable, coordinated documentation
- ▶ Transparent commercial control
- ▶ Eliminating risk before it reaches site



# Certifications & Compliance



- Commercial Builders Licence

- OH&S Systems aligned with Victorian Requirements

- QA Systems including ITPS & Compliance Tracking

# Our **Team**

▶ **Umair Siddiqui**

**Director**

- 8+ years experience across Tier 1 and commercial construction
- Experience on Narre Warren Train Station Level Crossing Removal
- Background in both engineering and project management

Core strengths include cost control, coordination, and programme delivery.

# Thank You.

*“Construction doesn’t create problems — it exposes decisions that were never properly resolved. That’s where Umicon steps in”*



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