

My Bio

Terry Gannon

1979 -1984	US Navy London, US Embassy London
1981- 1982	Corporal Royal Artillery Commando regiment,45 Commando Brigade.TA
1984 – 1988	Gowlain Builders and Contractors. Trained as estimator/surveyor Management of projects Marketing Financial accounting paye/subcontractors/sales invoicing
1988 – 2026	Gowlain Building group contractors Director and shareholder Estimating, surveying and project management Marketing the company to establish prime contractor status
1992 - 2016	Commenced programme to acquire and develop investment properties Total investment portfolio self-funded from capital reserves valued at £10,000.000.00.
1993	Developed the tender OHPP percentage formula used for all future Contract opportunities of the company
1996	Developed first company website on BT platform, created first website Portal for all project subcontract enquiries. Site allowed subcontractors To login onto website, download tender documents to be priced and Returned to company. This system development saved the company Circa £35,000.00. annual spend on stationary, print and postage costs.
2006	Replaced the BT website portal with purpose specific tender enquiry Website for subcontractor enquiries; www.fastracktenders.com Entire website designed by myself to suit our specific requirements.
2007	Purchased investment property in Stratford East London.
2010	Self architecturally designed 3 storey office building constructed And completed 2012. Third floor occupied by Gowlain Building Group.
2015	Fitted out office building based upon use as a serviced office Business centre. Created a total of 45 serviced office suites
2025	After 35 years commenced in the process of Members Voluntary Liquidation of the Group of companies
2000-2024	Assisted, advised and mentored multiple subcontractors to establish Their own start up business, traded with them to help grow, provided Ongoing support and advice for successful business administration

My roles within the company covered all aspects of its development, growth and sustainability.

The company experienced the effects of five recessions.

As principle Director of the companies, my objective was to grow the company into an independent principle contractor providing services to high end clients.

Marketing plans developed and implemented

Hiring of competent and experienced estimators, managers and administration team

Developed and implemented a robust and affective tendering process to achieve following

- Remove the time consumed pricing preliminaries for tender
- Establish consistent method beyond challenge to protect and grow project profitability
- Created the system of administration of valuations to protect profitability on variations

Named this method of tender administration The OHPP (overheads prelims, profit.) formula

System achieved its objective below

- Eliminated the cost dilution techniques used by cost consultants to reduce variation costs
- Removed the risk of litigation and contract disputes
- Allowed the company to recover its total costs and profit on variations
- Avoided the complications and challenges associated with extension of time cost claims
- Allowed the company to charge two levels of profit charge on variations
- OHPP statement to accompany every tender submission embedded into contract documents

This system of profit growth and protection adopted and now in use by subcontractors of the company.