

# Working smarter and error-free in installation & construction.

AI workflow automation — with you in control

Installation & Construction · EN

## Why now?

You know the pressure: the quote has to go out, the schedule is tight, and one missed item or wrong delivery throws off the whole project. The energy transition is driving demand and tenders are stacking up. You want to stay ahead and work error-free — without giving away your knowledge and control. Not adopting AI is not an option; a flawed implementation can be fatal. The question is not whether, but when you prepare your organisation for the future. This document outlines the developments, the processes that lend themselves to it, and how you discover it risk-free in a contained pilot.

## Market developments

- **The energy transition is driving demand for installation work.** The installation sector has over **20,000 vacancies**; the transition needs thousands of extra technicians in the coming years (UWV; Techniek Nederland).
- **Digitalisation calls for more IT knowledge in technical roles**, while the workforce is ageing (Techniek Nederland, forecast to 2030).

**Labour market in figures (installation & construction).** 68% of technical companies face a shortage of skilled workers — 6 percentage points more than a year earlier — especially at vocational (MBO-4) level (fitters, service technicians). A key cause: fewer young people choose technical training (Techniek Nederland; UWV; ROVC, 2025). AI support targets the administrative work (calculation, planning, documentation), so scarce skilled workers stay on the tools.

## Key challenges

The core challenge is clear: improve your service with AI **without losing control**.

- Winning tenders and quotes — faster, complete and correct.
- Fewer errors in planning, ordering and logistics.
- Meeting standards and certification — demonstrable and consistent.

### Standards, certification and quality requirements.

- **NEN standards** (e.g. NEN 1010 / NEN 3140) — safe installation and inspection. [NEN](#)
- **Certification** (CCV / accreditation schemes) — demonstrable quality and safety. [Het CCV](#)
- **Tender and specification requirements** — correct calculation and documentation. [PIANOo](#)
- **AI Act** — when using AI, phased new requirements apply. [European Commission](#)

## Common workflows

The same administrative patterns recur across the sector:

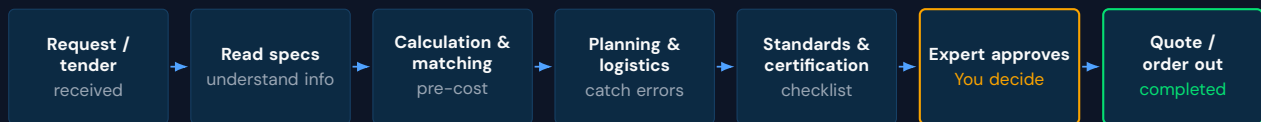
- Tenders, quotes and calculation
- Reading and matching specifications

- Work preparation and planning
- Ordering and logistics
- Certification and handover documentation
- Invoicing and post-calculation

**MMC works modularly.** We don't support a single workflow, but build out a growing set of processes step by step — at your own pace, always with human control.

## Where AI supports

Within a process, AI supports the repetitive steps while your people decide:



**With you in control.** Works alongside your existing systems (no rip-and-replace), with human final control, your data local and under your own control, and no vendor lock-in.

## The MMC approach: the pilot

We work modularly, step by step. Together we take one process; you invest minimally, we do the heavy lifting:

1. **Together** — we pick one concrete process.
2. **You** — an intake of about an hour, plus limited additional information.
3. **We** — analyse your process and build a working version.
4. **Together** — we test on your own data and discuss the outcome.
5. **You** — decide whether and how to proceed. No obligation.

## Is your organisation a fit?

Recognition is often a good gauge. This fits if you deal with:

- many tenders, quotes and calculations;
- working with specifications and data from multiple sources;
- errors in planning, ordering and logistics that disrupt projects;
- quality and certification requirements;
- a shortage of skilled workers and work preparation.

## Start a pilot

Discover which workflow in your organisation is the first fit for AI Workflow Automation. Start a pilot and experience how it works on a real process of your own — no obligation, with you in control.



*"A system is not the sum of its parts, but the product of the interactions between them. That is why we don't model the individual steps, but the outcome that matters."*

-- Arjan Noordhoek, founder & CEO, Model My Context

