

Five constraints. Fifteen field checks. Run it on your own shop this week.

Work top to bottom. For each constraint: the leak, three checks you can run without any new software, and what the built fix looks like. Most \$5M–\$90M companies find their biggest leak in the first two.

C-01 Lead & quote leakage

THE LEAK

Most inbound leads hit a voicemail or a busy inbox, and the average contractor takes the better part of an hour to respond — while industry data shows companies replying within minutes convert at roughly double the average. Sent quotes get one follow-up, then silence.

FIELD CHECKS

- C-01.1 Call your own main line at 2 p.m. on a Tuesday. Time how long a real lead would wait.
- C-01.2 Count last month's sent quotes with zero logged follow-up after day three.
- C-01.3 Ask who owns a lead that didn't answer. If the answer is "whoever," it's nobody.

THE BUILT FIX

One pipeline for every lead source, an automatic reply in minutes, and a follow-up cadence that runs until they answer — quotes included.

C-02 Job-costing blind spots

THE LEAK

Overruns get discovered at closeout, when the cash has already left the building. Field hours and material costs land in the accounting system weeks behind the work, so nobody sees the job going sideways while there's still time to act.

FIELD CHECKS

- C-02.1 Pick any live job. Can you see labor and materials against budget in under five minutes?
- C-02.2 When did a PM last flag an overrun before month-end — not after?
- C-02.3 Do field hours hit the cost report daily, or only at payroll?

THE BUILT FIX

A live job-cost view wired to the systems you already run, with variance alerts that fire while the job is still open.

C-03 Cash-flow drag

THE LEAK

Profitable on paper, tight in the bank. Retainage and underbilling park real money out of reach, pay cycles stretch past 60 days, and invoices wait for someone to "get to billing" at month-end.

FIELD CHECKS

- C-03.1 Measure days from work-complete to invoice-sent on your last ten jobs.
- C-03.2 Do you know today's underbilling number — or does it surface at WIP review?
- C-03.3 Who chases receivables past 45 days, and on what schedule?

THE BUILT FIX

Invoice-on-completion automation, an AR chase cadence that doesn't rely on memory, and a weekly WIP and underbilling view the owner actually sees.

C-04 The owner bottleneck

THE LEAK

Every price, approval, and exception routes through you. Decisions queue behind your calendar, the team waits, and growth flattens at the ceiling of your week — the business runs on you instead of on systems.

FIELD CHECKS

- C-04.1 How many days does the shop run clean with your phone off?
- C-04.2 Count yesterday's decisions only you could make. How many were repeat questions?
- C-04.3 Which approvals have written thresholds — and which are "ask the owner" by default?

THE BUILT FIX

Decision thresholds in writing, approval workflows that route around you, and dashboards that answer the questions before they're asked.

C-05 Overhead creep

THE LEAK

Revenue grew, but headcount and subscriptions grew faster, and net stayed flat. Admin roles exist to compensate for systems that were never built, and nobody owns the overhead ratios month to month.

FIELD CHECKS

- C-05.1 Overhead as a share of revenue: this quarter versus two years ago.
- C-05.2 When did you last audit software and subscriptions against actual use?
- C-05.3 Which admin roles exist because a system doesn't?

THE BUILT FIX

Ratios measured monthly on a dashboard, and the repetitive admin work automated instead of staffed.

RAN THE MAP?

Bring your two worst constraints to a free operating snapshot.

Thirty minutes, no pitch. We measure your baseline on Day 1, and I show you exactly what the built fix looks like on your stack.

10 HRS
30 DAYS

10 HRS IN 30 DAYS –
OR THE NEXT MONTH'S FREE

[Book an operating snapshot →](#)

[See the services](#)

| ————— EUNOIA • OPERATIONS SYSTEMS FOR CONSTRUCTION • LAKE COUNTRY, BC — WORLDWIDE ————— |