ROI ROADMAP

A Carolinas Ready-Mix Concrete Producer

Three automations, priced and sequenced, built from your operation's own numbers.

Prepared from conversations with **the President and the VP of Operations**,
February 9 to February 27, 2026. Every figure in this report traces to an input your team provided. Sources on page 7.

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ROI ROADMAP · OVERVIEW

Executive summary

This producer pours millions of cubic yards a year from a multi-plant network across the Carolinas, running a large mixer fleet on a back office that still keys orders, hauler bills, and vendor invoices by hand. The operating side keeps growing; the back office does not. This roadmap is built for that squeeze: take the re-keying off the team so capacity grows without adding heads, in the same efficiency-through-technology lane your strategy already runs in. Nothing here replaces a person. Hours move from typing to customers.

Three automations follow. Each is scoped, priced, and estimated from volumes and rates your team gave us on the discovery and deep-dive calls.

$106,300
counted annual savings, all three automations

$10,575
total one-time build cost, fixed price

1.2 months
blended payback period

AUTOMATION	ANNUAL SAVING (COUNTED)	ONE-TIME COST	PAYBACK
1 · **Order intake:** emailed and PDF POs into Command Alkon	$33,500	$3,300	1.2 months
2 · **Three-way match:** invoice, PO, and plant receiving reconciled automatically	$51,900	$3,450	0.8 months
3 · **DOT e-ticket reconciliation:** every state-job load matched to project billing	$20,900	$3,825	2.2 months
Total	**$106,300**	**$10,575**	**1.2 months**

Savings are counted at 85% of computed value as a conservatism buffer. Every input and its source is listed on page 7; if a number there is wrong, the math moves with it and we reissue the report.

Where to start. Order intake first: it is the biggest labor pool and it lays the document-capture plumbing three-way match reuses. Three-way match second. DOT e-ticket reconciliation third, riding the same capture pipeline to close the loop between dispatch and state billing.

AUTOMATION 1 OF 3

Order intake: emailed and PDF POs into Command Alkon

TODAY

About 1,200 POs a month arrive by email or PDF from commercial accounts and are keyed into Command Alkon by hand, roughly 7 minutes each across entry and checking. Around 3% carry a keying error that surfaces later as a wrong mix, a wrong pour window, or a credit memo, and takes about 20 minutes to chase down. Across 14,400 POs a year, that is $42,000 of order-desk time spent retyping documents your customers already typed once.

$2.91
what one emailed PO costs you today, fully loaded: entry time plus downstream error rework

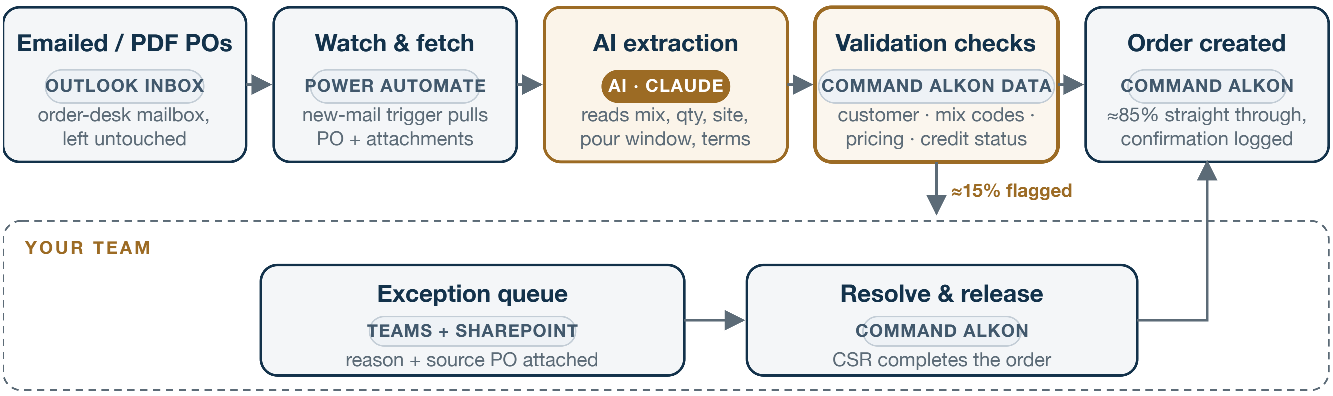
→ $0.17 after

> *"Every commercial pour starts life as a PDF somebody re-types into dispatch."*
> heard on the deep-dive walkthrough

THE AUTOMATION

Incoming POs are read straight from the order-desk inbox, line items and pour details are extracted and validated against Command Alkon, and clean orders are created without anyone touching them. Anything that fails a check routes to your team with the reason attached. Nobody re-keys; your people only judge exceptions.

HOW IT WORKS



Every run is logged end to end. Documents and data never leave your systems.

WHAT IT'S WORTH

Current annual cost (14,400 POs × $2.91)	$42,000
Cost after automation (exception review only)	$2,500
Counted annual saving (85% of computed)	**$33,500**
One-time build $3,300 · Payback	**1.2 months**

AUTOMATION 2 OF 3

Three-way match: invoice, PO, and plant receiving reconciled automatically

TODAY

AP matches about 3,000 vendor invoices a month against POs and plant receiving records. A clean match takes 4 minutes, but roughly 15% have a quantity, price, or receiving discrepancy that takes about 12 minutes of digging through Command Alkon and plant paper. That mix costs about $74,900 a year and is why month-end runs long.

$2.08
what one vendor invoice costs to match today, blended across clean matches and discrepancy research

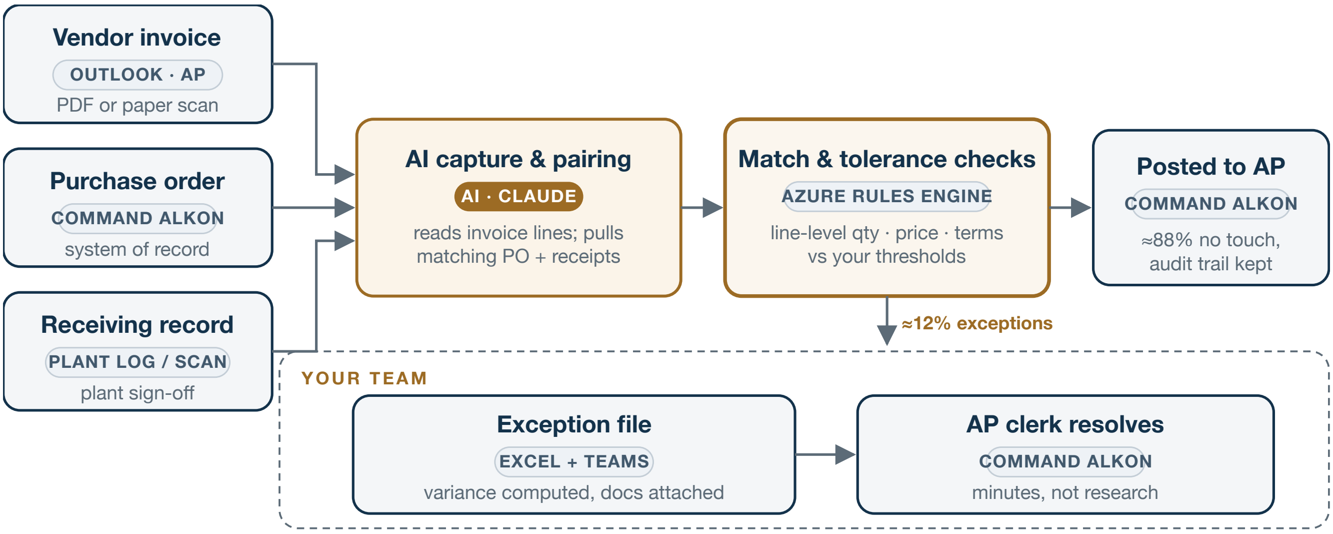
→ $0.38 after

> *"Month-end is two people chasing plant receiving paper for a week."*
> heard on the deep-dive walkthrough

THE AUTOMATION

Invoice, PO, and receiving record are pulled together and matched line by line within your tolerances. Matches post untouched. Discrepancies arrive as an exception file with the variance already computed and all three documents attached, so resolving one takes minutes instead of research.

HOW IT WORKS



Match rules and tolerances are yours. The engine automates the checking, not the judgment.

WHAT IT'S WORTH

Current annual cost (36,000 invoices × $2.08)	$74,900
Cost after automation (exception handling only)	$13,800
Counted annual saving (85% of computed)	**$51,900**
One-time build $3,450 · Payback	**0.8 months**

AUTOMATION 3 OF 3

DOT e-ticket reconciliation: every state-job load matched to project billing

TODAY

DOT work requires a ticket trail for every load. Today a dispatcher matches batch tickets to project billing by hand at month-end, about 900 state-job loads a month at 5 minutes each, and gaps surface only when an NCDOT pay estimate bounces. That is $27,000 a year of dispatcher time spent on paper matching, plus estimate delays nobody bills for.

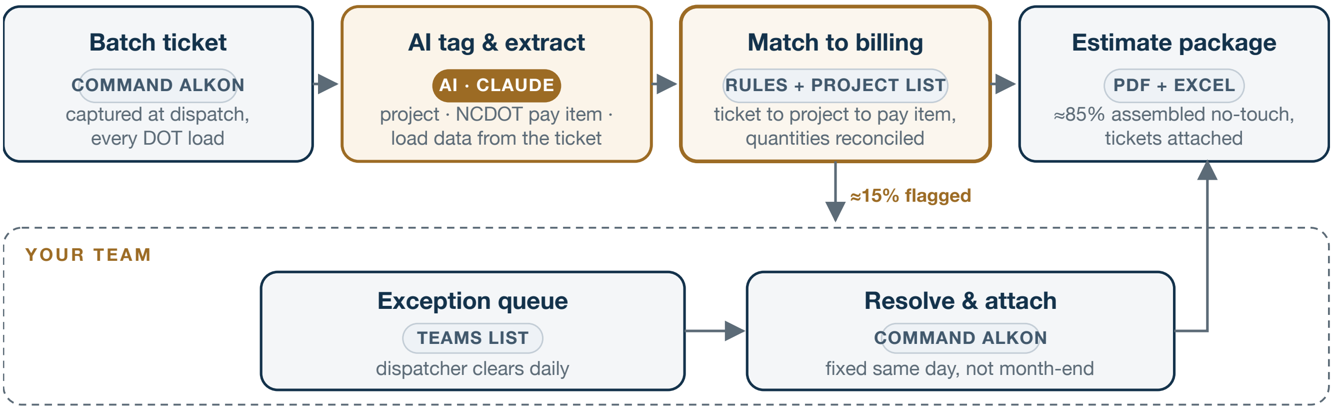
$2.50
what one DOT load ticket costs to match by hand today, before counting bounced pay estimates

→ $0.23 after

THE AUTOMATION

Each DOT load's batch ticket is captured at dispatch, matched to its project and pay item automatically, and packaged for the monthly estimate. Exceptions land in one queue the dispatcher clears daily, so gaps surface the day they happen, not when the state kicks an estimate back.

HOW IT WORKS



Gaps surface the day they happen. The monthly NCDOT draw goes out with a complete ticket trail.

WHAT IT'S WORTH

Current annual cost (10,800 loads × $2.50)	$27,000
Cost after automation (exception queue only)	$2,400
Counted annual saving (85% of computed)	**$20,900**
One-time build $3,825 · Payback	**2.2 months**

ROI ROADMAP · INVESTMENT

What it costs, and two ways to run it

AUTOMATION	ONE-TIME BUILD (FIXED)	MONTHLY, IF RETAINED
1 · Order intake	$3,300	$215
2 · Three-way match	$3,450	$425
3 · DOT e-ticket reconciliation	$3,825	$280
Total	**$10,575**	**$920**

Path A · Build + retainer

$10,575 one-time, then **$920/mo**, month to month.
We monitor every run, fix anything that breaks, absorb vendor and format changes, and improve the automations as your operation shifts. Quarterly review against the numbers in this report. Cancel with 30 days' notice. Running costs are on us: the AI processing and any tooling we add to run your automations are included, so no metered bill or surprise usage charges land on your desk.
First-year net: **$84,700**

Path B · Build + handoff

$10,575 one-time, plus **$2,400** training.
Two working sessions, one on one with our engineers, a written runbook, and a 60-day support window. We cover the tooling we introduce through training and the support window. After handoff the automations run on your own accounts, and your team owns and runs everything, with no ongoing fees to us.
First-year net: **$93,400**

There is a third path, and it is a real one: the diagrams and specs in this report are detailed enough for your team or another vendor to build from. If that is the better fit for you, this report is yours either way.

> **You do not pay in full until it works.** 40% to begin. The balance on each automation is due only when it is processing your live volume at the acceptance criteria on page 7. No refund mechanics to argue about, because the money follows the results.

Terms. Pricing valid 30 days from the cover date. · Timeline: 2 to 6 weeks per automation, built in the sequence on page 2. · To move fast, all we need is a look at the systems involved, a few sample documents, and one person to point us in the right direction. That's genuinely it. · Your data stays in your systems; nothing is copied out or used to train anything. · Retainer is month to month, cancel with 30 days' notice. · Handoff path includes a 60-day support window after training.

ROI ROADMAP · ASSUMPTIONS & SOURCES

Every number, and where it came from

Nothing here is an industry benchmark dressed up as your data. Each input below came from your team; if one is wrong, tell us and we reissue the report with the math moved accordingly.

INPUT	VALUE	SOURCE
Emailed / PDF POs per month	1,200	VP Operations, deep-dive call, Feb 17
Minutes to key and check one PO	7	Order-desk lead estimate via the VP of Operations, Feb 17
PO keying error rate / rework minutes	3% / 20	Credit memo log review, Feb 25
CSR loaded hourly rate	$23	VP Operations, deep-dive call, Feb 17
Vendor invoices matched per month	3,000	AP walkthrough, Feb 25
Match minutes: clean / discrepancy, and discrepancy rate	4 / 12 · 15%	AP walkthrough, Feb 25
AP loaded hourly rate	$24	VP Operations, deep-dive call, Feb 17
DOT state-job loads per month / minutes per ticket	900 / 5	Dispatch walkthrough, Feb 17
Dispatcher loaded hourly rate	$30	Dispatch walkthrough, Feb 17
Straight-through / auto-match rates used	85% · 88% · 85%	QCF, set below what comparable builds sustain

CONSERVATISM

All savings are counted at **85% of computed value**. Automation rates above are set below sustained performance on comparable document mixes. The DOT figure counts dispatcher minutes only; faster, cleaner NCDOT estimates are real money we left out of the math. If the report errs, it errs low.

SENSITIVITY

The most load-bearing input is PO entry time. If it is 5 minutes instead of 7, the order-intake saving becomes $24,200 and its payback moves to 1.6 months. Still first in the sequence either way.

ACCEPTANCE CRITERIA (SUMMARY)

DELIVERABLE	LIVE VOLUME	PROOF NUMBER
Order intake	1,200/mo	95%+ of eligible emailed/PDF POs captured within 15 min; 99%+ field accuracy.
Three-way match	3,000/mo	85%+ auto-match by month one; 98%+ correct match or exception decision.
DOT e-tickets	900/mo	90%+ matched to project and pay item; 98%+ accuracy on ticket fields.

Detailed exclusions, sample sizes, exception-routing rules, and measurement windows belong in the separate terms and conditions document.