

ONE JOB TELLS US WHERE TO START

If it keeps reaching you, it hasn't been fixed.

An estimator carries a scope assumption that never makes it into turnover. The field finds it after work starts, so the PM handles the extra work on a verbal and the signed ticket catches up later.

By billing, accounting is waiting and the owner is reconstructing a decision made weeks ago.

That is the kind of problem I follow.



ESTIMATE

PM TURNOVER

FIELD CHANGE

BILLING

The visible problem may show up at billing. The break often happened earlier, between people who each did their own part.

WHO THIS IS FOR

Owner-led commercial specialty contractors.

Usually 15 to 150 people, with several crews and PMs. Mechanical/HVAC, electrical, commercial plumbing, fire protection, and low voltage are the clearest fit.

WHAT MAKES IT WORTH LOOKING AT

- ☐ Each PM turns work over a little differently
- ☐ Signed tickets or backup have to be chased
- ☐ The report and the field tell different stories
- ☐ The final decision still lands on the owner

I am looking for a problem that repeats across the company. If it was one mistake by one person, there may be no project here.

CONTRACTOR OPERATIONS SPRINT

Five working days on one real problem.

Five days describes the work. It may run across seven to ten calendar days so I can observe the job when the work is actually happening.

START

Choose the problem

We pick one recurring problem and one recent job that shows it clearly. The first conversation is with you.

DAYS 1 AND 2

Follow the job

I sit with the people who touched it and look at what they used, including the workaround nobody wrote down.

DAYS 3 AND 4

Build and test

The job tells us what to build. It may be a better turnover or a clean path for signed extra-work backup.

I test it on live work, then remove the steps people will stop doing.

DAY 5

Leave it owned

We name the owner and what leadership should watch. I put the remaining work into a 90-day order.

WHAT I NEED

Your time at the start and end, one recent job, the people who touched it, and somebody who can decide while we work.

WHAT YOU KEEP

One fix is running on real work with somebody accountable for it. The next 90 days are in order.

I build the smallest useful fix in the tools your team already has. If the team will not keep it, it is not the fix.

WHO YOU WORK WITH

You will know what I own, and what I don't.

DMITRI SUNSHINE, FOUNDER

You work directly with me.

For more than twenty years, I have worked inside owner-led companies where information showed up too late to use. I founded and ran an ERP software company, and I work directly with the people using the process.

Construction is a newer focus. The first engagement stays narrow and uses one real job. Something has to work before we talk about more.



I am based in Boulder and work in person across Colorado's Front Range.

We work in the systems you already use.

I don't resell software. If your current system can do the job, I will use it.

A five-day sprint has a real edge.

It doesn't cover a full system replacement, custom application, bookkeeping close, or guaranteed financial result. Work beyond that edge needs its own scope.

WHAT IT RUNS \$6,000 to \$12,000

For most first engagements. Half holds the start date, and the balance is due at the final working session. Front Range travel is included.

Bring one recent job.

Walk me through where the problem started and what it held up. Twenty-five minutes is enough to see whether a sprint is worth doing.

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