MERIT

One connected model of delivery

Built for the offsite structural manufacturer

February 2026

Typical Offsite Construction Workflow

From client enquiry to site handover, across a consistent four-stage project structure

Sales and Estimation

Initial client engagement, project scoping, and cost estimation, culminating in a priced proposal, agreed scope, and preliminary bill of materials (BOM).

Estimator, Sales lead, Client

- Quote / Proposal
- Scope of Work
- Preliminary BOM
- Schedule commitment

Design and Procurement

Detailed engineering, BIM modelling, and material procurement. Fabrication drawings and shop documentation produced for the factory floor.

Structural engineer, Drafter, Procurement manager

- Fabrication drawings
- Full BOM
- Shop documentation
- Purchase orders

Fabrication

Offsite manufacturing of structural components in a controlled factory environment, with quality control checks at each production stage.

Factory manager, Production supervisor, QC inspector

- Manufactured components
- QC records
- Assembly instructions
- Logistics plan

Installation (Most commonly carried out by the construction team)

On-site assembly of prefabricated components. Some companies provide full installation services; others deliver components only.

Site foreman, Installation crew, Project manager

- Installed structure
- As-built documentation
- Punch list sign-off
- Project close-out

The coordination problem: Each stage depends on the one before it, but the data rarely follows. Commitments made in Sales are invisible to the factory. Decisions made in Design do not reach Installation.

The Current Tool Stack

Replace the commodity layer, integrate with the specialist tools that stay

Excel / Spreadsheets All stages	The connective tissue of every stage, and the source of most data loss. No workflow automation, version chaos across teams, and zero real-time visibility into project state.	Replace
FabTrol / Strumis Fabrication	Standalone production tracking for structural fabrication: material release, work orders, QC, and shipping logs. Valuable on the shop floor, but siloed from sales, estimating, and project management. Progress data never reaches the people who made the commitments.	Replace
Moducore Offsite ERP	Built for offsite production with CPQ and factory tracking. Project intelligence stays trapped in the system — historical performance data does not feed back into estimates, procurement, or HR. No cross-project learning mechanism.	Replace
Sage / QuickBooks / Xero Finance	Project costs are manually re-entered at job close, giving finance a lagging, incomplete picture throughout execution. Integration means job costing flows from Merit OI automatically, with no double-entry.	Integrate
Revit / Tekla / AutoCAD Design & Procurement	Powerful for drawing production and BIM, but outputs stay locked in the design tool. BOMs and fabrication drawings are manually transferred, introducing errors at the most critical handoff.	Integrate
Buildertrend Sales / Site	Adequate for residential project tracking, but disconnected from design data and shop floor reality. Gives the illusion of progress visibility without the substance.	Replace
Autodesk Construction Cloud Project Management / Site	Strong document management and project coordination for the site phase, but construction-centric by design. Factory production is invisible to it, and estimating lives in entirely separate systems. It solves information distribution only downstream of where margin is actually won or lost.	Replace
Procore Installation	Excellent for site document control, but factory-blind. Merit OI covers site tracking, document control, and progress reporting within the same integrated platform that runs your factory, closing the gap between what is built and what is recorded on site.	Replace
MS Project / Smartsheet Project planning	Static plans that go stale the moment they are published. No live factory capacity data, no connection to resource availability. Schedules are aspirational, not operational.	Replace

The approach: Merit OI replaces the commodity tools that silo your data, and integrates with the specialist systems — design and finance — that stay in place.

Who Feels the Pain

The roles who live the gap every day.

VP of Operations

The throughput owner

80–400 employees

"By the time I compile a capacity picture from multiple disconnected systems, it's already obsolete. Our monthly close takes 15+ days. I'm navigating with a rearview mirror, not a dashboard."

CURRENT TOOLS

Spreadsheets | Procore | Sage

KEY PAIN POINTS

- 49% of firms forced to transfer data manually between applications, introducing high error rates and latency (FMI/Autodesk)[14]
- Mid-sized fabricators average a 14-day month-end close — vs 4.8 days for top performers (Numeric/APQC)[15]
- Over 50% of labor time is classified as waste; craftspersons spend only 30% of time on actual building (CII)[16]

MES implementations in fabrication shops deliver positive ROI within 12–18 months.[7]

Project Manager

The handoff coordinator

40–300 employees

"35% of my week — 14+ hours — goes to chasing drawings, BOMs, and delivery dates. Without a central source of truth, coordinating handoffs is like herding cats."

CURRENT TOOLS

Buildertrend | Smartsheet | Email / Teams

KEY PAIN POINTS

- 13 hours/week spent by construction professionals searching for project data (Autodesk)[8]
- 52% of rework caused by poor project data and miscommunication (Autodesk)[8]
- 14% of all construction rework globally is caused by bad data (Autodesk)[8]

Digital transformation increases productivity 14–15% and lowers costs 4–6% (McKinsey).[9]

Sales / Estimator

The commitment maker

30–200 employees

"A single spreadsheet error throws off an entire quote. You win the job, then immediately worry about delivery and the true cost. Everything I know about past jobs lives in my head or a file no one else can find."

CURRENT TOOLS

Excel | Autodesk CC | Email

KEY PAIN POINTS

- 83% of construction firms say improving estimating accuracy is their biggest priority (KPMG)[10]
- 99% of specialty contractors experience margin erosion during construction; average fade is 5% of project value (Dodge/Procore)[17]
- 29% of firms cite inaccurate estimates as a primary cause of margin erosion (Dodge/Procore)[17]

Integrated estimating linked to shop capacity: bid faster and bid more, without adding headcount.[11]

The Transformation

One connected system across your whole workflow

Today

Sales & Estimation	Design & Procurement	Fabrication	Installation
Excel · Sage · Spreadsheets	Revit · Tekla · AutoCAD	Generic ERP · Excel · Paper	Procore · MS Project · Paper

The right information never reaches the right person

Revised drawings travel by email. Updated BOMs sit in shared drives. Change orders reach some stakeholders and not others.

Delivery dates are set blind

The factory production queue is invisible to sales and project management. Commitments are made without knowing what the shop floor can absorb.

Every project starts from scratch

Whether a project overruns or performs well, there is no mechanism to understand why. Historical data stays locked in disconnected systems.

With Merit OI

One system across the whole workflow

Sales & Estimation	Design & Procurement	Fabrication	Installation
Sage · Merit OI	Revit · Tekla · AutoCAD · Merit OI	Merit OI	Merit OI

The right information, to the right person

Documents are uploaded against specific process steps and available to all who need them. Required documents gate stage progression.

Commitments the factory can keep

Resource planning models people, skills, and factory throughput in real time. Sales can commit to dates the shop floor can actually meet.

Intelligence that compounds

Every completed project builds institutional knowledge. Historical data informs future estimates, and margin predictability improves with every job.

What Merit OI Delivers

Merit OI gives offsite structural fabricators one connected workflow that generates deterministic cost and delivery forecasts at the point of spec, replacing the fragmented tool stack that causes margin leakage and turning every completed project into sharper estimates, more reliable commitments, and institutional knowledge that compounds.

THE STARTING POINT

One connected workflow

Excel, standalone ERPs, and disconnected PM tools replaced by a single platform. The right information reaches the right person at each stage. Sales commits to dates the factory can actually keep.

THE MEDIUM-TERM PAYOFF

Execution becomes measurable

Every executor's experience, delivery record, and calendar are tracked in one place, enabling assignment by merit rather than familiarity. Material and inventory inputs are rated by speed, cost, and post-delivery quality, so procurement improves with every order placed.

THE COMPOUNDING ADVANTAGE

Every project makes the next one sharper

Accumulated performance data feeds the whole organisation: procurement identifies which suppliers to favour, HR benchmarks salaries against delivery performance, and operations identifies which process variants produce the best margins. Institutional knowledge that stays in the business, not the individual.

Sources & References

All statistics cited in this presentation. Numbers correspond to superscripts throughout the deck. All sources accessed February 2026.

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