

ECI Construction - Project Cost Estimate

ECI Construction - Unified Business Intelligence Platform Cost Estimate

Client: ECI Construction

Project: AI-Powered Business Intelligence Platform (Phase 1: Proposal Management)

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Executive Summary

Project Overview

Development of a custom AI-powered unified business intelligence platform tailored specifically for ECI Construction's unique recreation construction business. **Phase 1 focuses on proposal management** as the foundation, with a clear roadmap to expand into municipal CRM, resource allocation, data aggregation, and project intelligence modules.

The initial system will replace manual proposal processes, reduce CEO time spent on proposals by 80%+, preserve institutional knowledge, and demonstrate the platform vision that addresses all 5 of Ted's identified pain points.

Investment Summary

Phase	Deliverable	Timeline	Investment
Phase 1	Non-Functional POC	2 weeks	\$5,000
Phase 2	Proposal MVP (Core Features)	6-8 weeks	\$28,000
Phase 3	Municipal CRM Module	4-5 weeks	\$22,000
Phase 4	Advanced Features & Guard Rails	5-6 weeks	\$25,000
Phase 5	Integration & Polish	3-4 weeks	\$15,000
Total	Full Platform (5 Modules)	20-25 weeks	\$95,000

Cost Comparison vs. Off-The-Shelf Solutions

Solution	Year 1	Year 2	Year 3	3-Year Total
OpenAsset Shred.ai	\$15,000	\$15,000	\$15,000	\$45,000
Unanet Proposal AI	\$12,500	\$12,500	\$12,500	\$37,500
Responsive	\$12,500	\$12,500	\$12,500	\$37,500
Custom Solution (Proposals Only)	\$70,000	\$3,000	\$3,000	\$76,000
Custom Platform (All 5 Modules)	\$95,000	\$3,500	\$3,500	\$102,000

Note: Off-the-shelf solutions only address proposal management. ECI would need additional tools for CRM, resource management, and data aggregation, adding \$20K-40K/year in recurring costs.

Break-even Point (Proposals Only): Month 28 vs. Shred.ai

Break-even Point (Full Platform): Month 32 vs. multiple vendor solution

5-Year Savings (Full Platform): \$85,000 - \$145,000 vs. vendor silos

10-Year Savings (Full Platform): \$210,000 - \$310,000 vs. vendor silos

5. User Interface - Responsive web application - Professional design system - Intuitive navigation - Mobile-friendly

Fixed Price: \$28,000

5. CRM-Proposal Integration - When project moves to RFP, pull relationship context into proposal module - Historical interaction summary auto-populated - Key stakeholder preferences accessible - Win/loss data informs proposal strategy

Ted's Exact Requirement: > “Frankly – we should also think about a simple CRM platform – we don’t need anything crazy there either. Again, most of our work is municipal, gets advertised, etc. but keeping track of long design project planning would be good for various touch-points.”

Hourly Breakdown: | Role | Hours | Rate | Subtotal | | | | | | | Lead Developer | 60 | \$150 | \$9,000 | | Developer | 90 | \$100 | \$9,000 | | UI/UX Design | 20 | \$125 | \$2,500 | | QA/Testing | 15 | \$90 | \$1,350 | | **Total** | **185** | - | **\$21,850** |

Fixed Price: \$22,000

Phase 4: Advanced Features & Robust Guard Rails

Duration: 5-6 weeks

Investment: \$25,000

Team: Lead Developer + Developer

Deliverables:

1. Proposal Builder Wizard - Step-by-step guided workflow - Project information collection - Requirements checklist (auto-populated from RFP) - Section selection and ordering - Batch AI content generation - Full proposal preview - Template selection - Export to PDF and Word

2. Advanced Cost Analytics & Estimate Guard Rails - Interactive dashboards - Historical cost comparisons - Fee recommendation engine - Project duration predictions - Win/loss analysis - Custom report builder - Data export capabilities - **Estimate validation & guard rails:** - Prevent missing labor costs in proposals - Flag pricing errors before submission - Automated compliance checks (prevailing wage, LEED requirements) - Alert if estimate significantly deviates from historical patterns - Custom validation rules for ECI’s recreation construction workflow

3. Enhanced AI Features - Fine-tuning on ECI-specific content - Custom prompt engineering - Multi-section coherence - Style consistency enforcement - Technical specification understanding - Automatic compliance checking

4. Document Generation Engine - Professional PDF templates - ECI branding integration - Dynamic table of contents - Automatic formatting - Image and diagram support - Cover page customization

Hourly Breakdown: | Role | Hours | Rate | Subtotal | | | | | | | Lead Developer | 80 | \$150 | \$12,000 | | Developer | 90 | \$100 | \$9,000 | | AI Prompt Engineering | 20 | \$150 | \$3,000 | | QA/Testing | 20 | \$90 | \$1,800 | | **Total** | **210** | - | **\$25,800** |

Fixed Price: \$25,000

Note: Increased from original \$22K to accommodate comprehensive estimate guard rails system with ECI-specific validation rules, compliance checks, and custom warning logic.

Phase 5: Integration & Polish

Duration: 3-4 weeks

Investment: \$15,000

Team: Lead Developer + Integration Specialist

Deliverables:

1. System Integrations - Procore API integration (read-only project data) - Financial system data sync (if feasible) - Email integration for notifications - Calendar integration for deadlines - Cloud storage integration (Google Drive/Dropbox)

2. Performance Optimization - Database query optimization - Caching implementation - Image and file optimization - Load time improvements - Scalability enhancements

3. Security & Compliance - User authentication system - Role-based access control - Data encryption (at rest and in transit) - Audit logging - Backup and recovery procedures - GDPR/privacy compliance

4. Training & Documentation - User training sessions (2x 2-hour sessions) - Administrator documentation - User guide - Video tutorials - Support documentation - API documentation (for future integrations)

5. Deployment - Production environment setup - Domain and SSL configuration - Monitoring and alerting - Initial data migration - Go-live support

Hourly Breakdown: | Role | Hours | Rate | Subtotal | | | | | | | | | Lead Developer | 45 | \$150 | \$6,750 | | Integration Specialist | 40 | \$125 | \$5,000 | | DevOps/Deployment | 15 | \$125 | \$1,875 | | Training/Documentation | 10 | \$125 | \$1,250 | | **Total** | **110** | - | **\$14,875** |

Fixed Price: \$15,000

Detailed Cost Breakdown

Development Team Rates

Role	Hourly Rate	Justification
Lead Developer (Eli)	\$150/hr	15+ years experience, Salesforce certified, AI expertise
Senior Developer (Naggie)	\$100/hr	8+ years experience, full-stack, AI integration

Role	Hourly Rate	Justification
UI/UX Designer	\$125/hr	Enterprise SaaS design experience
Integration Specialist	\$125/hr	API integration, systems architecture
QA/Testing	\$90/hr	Quality assurance, test automation
Project Manager	\$125/hr	Agile methodology, client communication

Total Hours by Phase

Phase	Total Hours	Average Weekly Hours	Team Size
Phase 1	40	20	2
Phase 2	235	33	2-3
Phase 2A	185	37	2
Phase 3	210	35	2
Phase 4	110	28	2
Total	780	33 avg	2-3

Infrastructure & Third-Party Costs (Estimated Annual)

Service	Purpose	Annual Cost
Hosting	Vercel/AWS	\$500 - \$1,200
Database	PostgreSQL (Supabase/PlanetScale)	\$300 - \$600
AI API	Claude/OpenAI	\$1,200 - \$2,400
Storage	Document storage (S3/R2)	\$100 - \$300
Monitoring	Error tracking, analytics	\$200 - \$400
Email	Transactional emails	\$100 - \$200
SSL/Security	Security certificates	\$100 - \$200
Total Annual		\$2,500 - \$5,300

Note: AI API costs are usage-based. Estimate assumes ~500 proposals/year with average 5 sections each.

ROI Analysis

Time Savings Calculation

Current State: - Ted spends ~15 hours/week on proposals (60 hours/month) - Hourly CEO value: ~\$200/hr (based on \$400K salary equivalent) - Monthly cost of current process: $60 \times \$200 = \mathbf{\$12,000/month}$

Future State with AI System: - Estimated time reduction: 80% (12 hours/week saved) - New time on proposals: 3 hours/week (12 hours/month) - Monthly time savings value: $48 \times \$200 = \mathbf{\$9,600/month}$

Annual Savings: - Time savings: $\$9,600 \times 12 = \mathbf{\$115,200/year}$ - Avoided proposal manager hire: $\mathbf{\$80,000/year}$ (salary + benefits) - **Total Annual Value: \$195,200**

Payback Period

Proposals Only Investment: | Metric | Value | |———|———| | **Initial Investment** | \$70,000 | | **Monthly Time Savings Value** | \$9,600 | | **Payback Period** | 7.3 months | | **Year 1 Net Benefit** | \$45,200 | | **3-Year Net Benefit** | \$270,600 | | **5-Year Net Benefit** | \$456,000 |

Full Platform Investment (All 5 Modules): | Metric | Value | |———|———| | **Initial Investment** | \$95,000 | | **Monthly Time Savings Value** | \$12,000+ | | **Payback Period** | 8 months | | **Year 1 Net Benefit** | \$49,000 | | **3-Year Net Benefit** | \$334,000 | | **5-Year Net Benefit** | \$566,000 | | **vs. Multiple Vendor Silos** | Saves \$210K+ over 5 years |

Competitive Advantage Benefits

Quantifiable: - Faster proposal turnaround: 50% reduction (competitive edge) - Higher proposal quality: Estimated 10-15% win rate improvement - **Institutional knowledge preservation: \$100K+ value** - Captures Ted's 20+ years of recreation construction expertise - Protects against knowledge loss during transitions/succession - Ensures consistency regardless of team changes - Estimate error prevention: Saves \$50K+ annually in avoided pricing mistakes

Non-Quantifiable: - CEO time freed for strategic initiatives - Reduced stress and proposal fatigue - Consistent brand voice across proposals - Improved team collaboration - Scalability as company grows - **Municipal project relationship tracking** (long-cycle sales advantage) - Platform foundation for resource allocation & data aggregation modules

Payment Terms

Standard Payment Schedule

Option A: Phased Payments (Recommended)

Milestone	Payment	Due Date
POC Completion (Phase 1)	\$5,000	Upon POC demo approval
Phase 2 - 50% Upfront	\$14,000	Start of Phase 2 development
Phase 2 - 50% Completion	\$14,000	MVP delivery and approval
Phase 3 - 50% Upfront	\$11,000	Start of CRM development
Phase 3 - 50% Completion	\$11,000	CRM delivery and approval
Phase 4 - 50% Upfront	\$12,500	Start of Phase 4 development
Phase 4 - 50% Completion	\$12,500	Feature delivery and approval
Phase 5 - 50% Upfront	\$7,500	Start of Phase 5 development
Phase 5 - Final Payment	\$7,500	Production go-live
Total	\$95,000	-

Flexible Options: - **Proposals Only (Phases 1-2, 4-5):** \$73,000 - Stop after proposals, add CRM later - **Proposals + CRM (Phases 1-3):** \$55,000 - Core platform foundation - **Full Platform:** \$95,000 - All 5 modules with complete integration

Option B: Net-30 Invoice Schedule

Invoice #	Deliverable	Amount	Terms
Invoice 1	POC Completion	\$5,000	Net 30
Invoice 2	Phase 2 Start	\$14,000	Net 30
Invoice 3	Phase 2 Completion	\$14,000	Net 30
Invoice 4	Phase 3 Start	\$11,000	Net 30
Invoice 5	Phase 3 Completion	\$11,000	Net 30
Invoice 6	Phase 4 Start	\$12,500	Net 30
Invoice 7	Phase 4 Completion	\$12,500	Net 30

Invoice #	Deliverable	Amount	Terms
Invoice 8	Phase 5 Start	\$7,500	Net 30
Invoice 9	Phase 5 Go-Live	\$7,500	Net 30
Total		\$95,000	

Option C: Discounted Prepayment

- Full platform payment upfront: **\$90,250** (5% discount)
- Proposals only prepayment: **\$66,500** (5% discount)
- Payment due: Start of Phase 2
- Risk mitigation: Escrow arrangement available

Ongoing Maintenance & Support (Optional)

Tier 1: Basic Support - \$500/month - Bug fixes and critical updates - 48-hour response time - Email support - Monthly system health check

Tier 2: Standard Support - \$1,200/month - Everything in Tier 1 - Feature enhancements (up to 5 hours/month) - 24-hour response time - Priority email and phone support - Quarterly strategy sessions

Tier 3: Premium Support - \$2,500/month - Everything in Tier 2 - Dedicated developer time (up to 15 hours/month) - 12-hour response time - Proactive monitoring and optimization - Monthly feature roadmap reviews - Custom integrations

Assumptions & Exclusions

Assumptions

Client Responsibilities: - [] Provide access to sample proposal documents (15-20 proposals minimum) - [] Designate project stakeholder for weekly check-ins - [] Provide timely feedback on deliverables (48-hour turnaround) - [] Provide API access to existing systems (Procore, financial system) - [] Assign technical contact for integration testing - [] Cover infrastructure costs (hosting, AI API, etc.)

Technical Assumptions: - Modern web browsers supported (Chrome, Firefox, Safari, Edge - last 2 versions) - Internet connection required (web-based application) - ECI proposal documents are in standard formats (PDF, Word) - Existing systems have documented APIs or export capabilities - AI API services remain available and pricing stable

Exclusions

Not Included in Base Pricing: - Custom integrations beyond Phase 4 scope - Data migration from legacy systems (unless specified) - Third-party software licenses or subscriptions - Hardware or infrastructure costs - Training beyond 2 initial sessions - On-site visits (remote work assumed) - Ongoing support after 30-day warranty period - Content writing or proposal copywriting services - Legal review of generated content

Change Order Process

Changes to scope will be handled via change order process: 1. Client submits change request in writing 2. Team provides impact analysis (time, cost, schedule) 3. Client approves or declines change order 4. If approved, work proceeds under new terms

Change Order Rates: - Additional development: \$150/hr (Eli), \$100/hr (Naggie) - Rush requests: 1.5× standard rate - After-hours support: 1.5× standard rate

Risk Mitigation & Guarantees

Quality Guarantees

30-Day Warranty: - All bugs and defects fixed at no charge - Covers issues arising from normal use - Starts from final delivery date

Performance Guarantees: - Page load times <2 seconds (on standard connection) - 99.5% uptime SLA (excluding scheduled maintenance) - AI response times <10 seconds for standard requests

Risk Mitigation Strategies

Technology Risks: - Use proven, stable technology stack - Multiple AI provider options (Claude, GPT-4, fallback) - Regular backups and disaster recovery plan - Comprehensive testing at each phase

Budget Risks: - Fixed-price phases prevent cost overruns - Clear scope documents signed before each phase - Change order process for additions - Transparent communication on timeline/budget status

Timeline Risks: - Buffer built into estimates (conservative) - Agile methodology allows for adjustments - Weekly progress updates - Early warning system for potential delays

Next Steps

To Proceed with POC (Phase 1):

1. Contract Execution

- Review and sign Phase 1 SOW
- Execute Master Services Agreement
- Process initial \$5,000 payment

2. Kickoff Meeting (Week of Feb 3)

- Confirm POC features and priorities
- Gather sample proposal documents
- Establish communication channels
- Schedule demo date (target: Feb 17)

3. Development Begins

- Week 1: Foundation and core UI
- Week 2: Features, polish, demo prep

4. Demo & Decision

- Live demonstration of POC
- Gather feedback
- Decision to proceed to Phase 2

Questions for ECI Team:

What is your preferred payment structure?

Do you have sample proposals ready to share?

Who will be the primary project stakeholder?

What is your ideal timeline for full production launch?

Are there specific integrations you consider must-have vs. nice-to-have?

What are your questions or concerns about this proposal?

Appendix: Comparison Matrix

Feature Comparison: Custom vs. Off-The-Shelf

Feature	Custom Solution	Shred.ai	Unanet	Responsive
Proposal Library	✓ Customized	✓ Standard	✓ Standard	✓ Standard
AI Content Generation	✓ ECI-trained	✓ Generic	✓ Generic	✓ Generic
RFP Analysis	✓ Yes	✓ Yes	✓ Yes	✓ Yes
Cost Analytics	✓ Custom dashboards	✗ No	✗ No	✗ No
Estimate Guard Rails	✓ Yes	✗ No	✗ No	✗ No
Knowledge Preservation	✓ Institutional	⚠ Generic	⚠ Generic	⚠ Generic
Municipal CRM	✓ Phase 2+	✗ No	✗ No	✗ No
Procore Integration	✓ Yes	✗ No	⚠ Limited	✗ No
Resource Allocation	✓ Phase 3+	✗ No	✗ No	✗ No
Custom Branding	✓ Full control	⚠ Limited	⚠ Limited	⚠ Limited
Data Ownership	✓ Full ownership	⚠ Vendor-hosted	⚠ Vendor-hosted	⚠ Vendor-hosted
Mobile Access	✓ Responsive	✓ Yes	✓ Yes	✓ Yes
Excel File Upload	✓ Yes	✗ PDF only	✗ PDF only	✓ Yes
Unlimited Users	✓ Yes	✓ Yes	✓ Yes	✗ Per-user fee

Feature	Custom Solution	Shred.ai	Unanet	Responsive
Future Expandability	✓ Unlimited	✗ Fixed features	✗ Fixed features	✗ Fixed features
Support Included	✓ 30 days	✓ Email only	✓ Email only	✓ Email only

Document Status: Final Estimate - Subject to client approval

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Next Action: Client review and approval for Phase 1 POC