Circus

ASSESSMENT REPORT

ACME LLC

Three processes, recorded by the people who run them, measured against your own systems, with a recommendation for each.

Prepared for	ACME LLC, Columbus, Ohio†
Agreement	Assessment Agreement, Effective Date 25 August 2026†
Assessment	1 – 19 September 2026†
Report delivered	22 September 2026

Processes	Order intake · Case processing · Delivery & invoicing
Build slot reserved	until **7 October 2026**
Prepared by	Circus · hello@circus.sh

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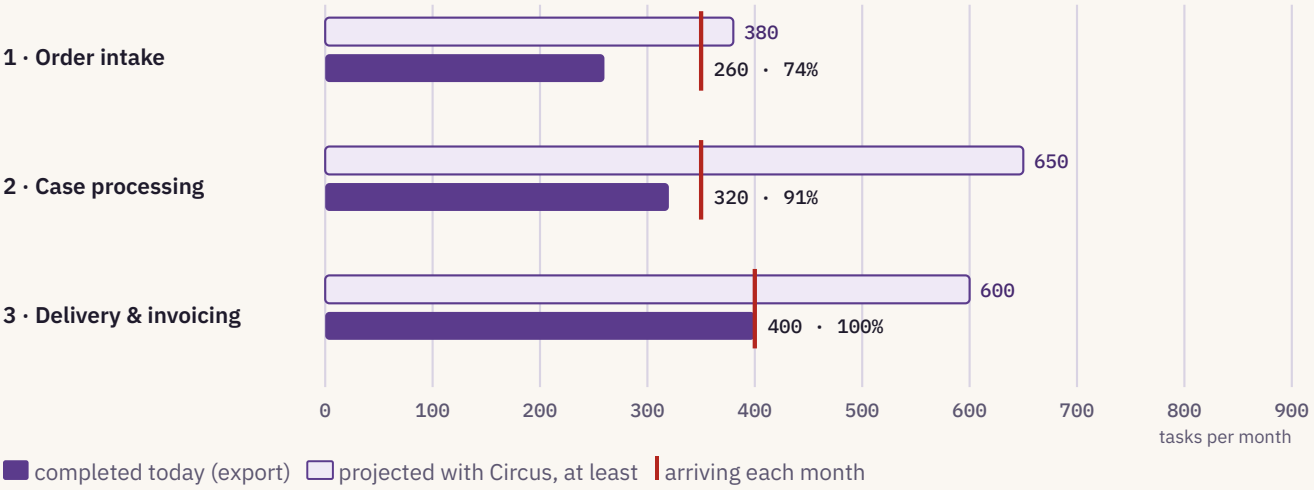
1 · SUMMARY

Your team completes 74%, 91% and 100% of the work that arrives in each process.

AI automation could expand the capacity of these three processes by about **3.8 FTEs**, without new hires.

+3.8 FTE



PROCESS 1

Order intake

RECOMMENDED AT 2.6+ PEOPLE

Output per FTE today	130 tasks
Estimated with AI	190 tasks
Automation multiplier	×1.46

PROCESS 2

Case processing

RECOMMENDED NOW

BUILD FIRST

Output per FTE today	128 tasks
Estimated with AI	261 tasks
Automation multiplier	×2.04

PROCESS 3

Delivery & invoicing

NOT RECOMMENDED

AVAILABLE

Output per FTE today	667 tasks
Estimated with AI	1,006 tasks
Automation multiplier	×1.51

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2 · HOW TO READ THIS REPORT

The numbers

TERM	MEANING
Stated	What you told us in the intake form. Estimates; we verify them.
Verified	Counted by your own systems' exports, three trailing months.
Measured	Timed from the recordings: median of the examples shown, per step.
Effective time	Payroll hours on the process ÷ tasks completed.
FTE	1,700 productive hours a year†.
Process, never person	Every figure describes a process. People appear by role. No individual numbers exist.
Checklists	The versions your Checklist Approver approved. Only exceptions shown in the recordings count.
†	Invented for the sake of this sample report. Real reports show real values.

The recommendation

The share of each task the automation takes over, from the timed steps, gives the **capacity multiplier**. **X** is the monthly value of the capacity it adds, at your loaded cost per FTE, minus our fee **C**: one loaded minimum wage.

NET SAVINGS	RECOMMENDATION
X ≤ 0	**Not recommended.** Available if you want it; we record together that you chose it knowing the numbers.
0 < X < C	**Recommended at N+ people.** Pays for itself by less than one minimum wage; AI credits and hosting will reduce it. N: where the saving reaches one minimum wage.
C ≤ X < 2C	**Worthwhile now, great at N+ people.** N: where the saving reaches two minimum wages.
X ≥ 2C	**Recommended now.** A good investment even after AI credits and hosting.

AI credits and hosting

They run in your own accounts and are measured during proving, so they are not estimated here; the margin between the bands absorbs them. Where we can already foresee heavy AI spend, we may recommend a band lower than the numbers, and say why.

Your people do not wait for the automation

When an automated run starts, the person moves on to the next task. A run may take longer than a person would; what counts is the time it takes off your people. That is what we measure, here and in the proving period.

Build first marks the process to start with. **Available** marks a process we do not recommend that you can still order.

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PROCESS 1 OF 3

Order intake

RECOMMENDED AT 2.6+ PEOPLE

Orders arrive by email, through the web form and on paper. Two order coordinators turn each one into a clean order in the CRM, check stock and price, and confirm back to the customer. Today they complete 260 of the 350 orders that arrive each month.

A · THE CHECKLIST

How the work is done today

Checklist v1.1, approved on 15 September 2026† by the Checklist Approver (order desk lead) after one round of revision.

Business function	Turn an incoming order into a confirmed order in the CRM.
Starts when	An order arrives in the shared inbox, the web-form queue or the front-desk tray.
Ends when	The confirmation is sent and the source document is filed.
Performed by	Order coordinator (2 FTEs).
Not included	Delivery scheduling; invoicing (Process 3).

	STEP	ROLE	SYSTEM OR PLACE	TYPE	RULE APPLIED	MIN†	TAKEN OVER†
1	Open the next order from the shared inbox, web-form queue or scanned-paper folder.	Order coordinator	Email, web form, folder	ACTION		1.0	–
2	Collect the day's mailed and driver-delivered order forms and scan them into the scanned-paper folder.	Order coordinator	Front-desk tray, scanner	PHYSICAL	Twice a day†	2.0	–
3	Identify the customer and match the existing CRM account.	Order coordinator	CRM	DECISION	No match: flag as new customer	3.0	1.5
4	Read the order: items, quantities, delivery date, address, PO number.	Order coordinator	Email / scan	ACTION		8.0	3.0
5	Resolve the customer's item descriptions to catalogue codes.	Order coordinator	CRM catalogue	DECISION	Customer alias list first, then judgement	7.0	2.0
6	Check stock for each line.	Order coordinator	CRM	ACTION		3.0	1.5
7	Apply the customer's price agreement; flag lines where the requested price differs.	Order coordinator	CRM	DECISION	Any difference: flag	4.0	1.5
8	Check the delivery date against the route calendar.	Order coordinator	Delivery calendar	DECISION	Not on a route day: offer the next one	2.0	1.0

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	STEP	ROLE	SYSTEM OR PLACE	TYPE	RULE APPLIED	MIN†	TAKEN OVER†
9	Create the order with all lines, the PO number and the source attached.	Order coordinator	CRM	ACTION		6.0	2.0
10	Route exceptions to the order desk lead: new customers, price differences, stock-outs, unreadable scans.	Order coordinator	CRM task	HAND-OFF		3.0	–
11	Send the order confirmation from the shared inbox.	Order coordinator	Email	ACTION	Standard template	2.0	0.8
12	File the source document under the customer and order number.	Order coordinator	Document storage	ACTION		2.0	0.6
13	Mark the inbound item done in its queue.	Order coordinator	Email, web form	ACTION		2.0	0.3
	Total per task · stopwatch minutes, median of the examples recorded; taken over = minutes the automation would take off your people					45.0	14.2

Exceptions

Only what was shown in the recordings counts for the checklist, the time baseline and any build.

SHOWN IN THE RECORDINGS	AT STEP	HANDLED TODAY BY
Handwritten order with an unreadable quantity	4	Phone call to the customer, then the order desk lead
Order for a discontinued item	6	Substitute offered from the alias list
Duplicate order (email and web form)	1	Second copy deleted, customer told

Described but not shown, so excluded: orders received by fax (described as "a couple a year"†).

Steps away from the computer: step 2 (collect and scan paper orders).

Done correctly means: the CRM order matches the source document line for line, at the agreed price, on a valid route day, confirmed to the customer the same business day†.

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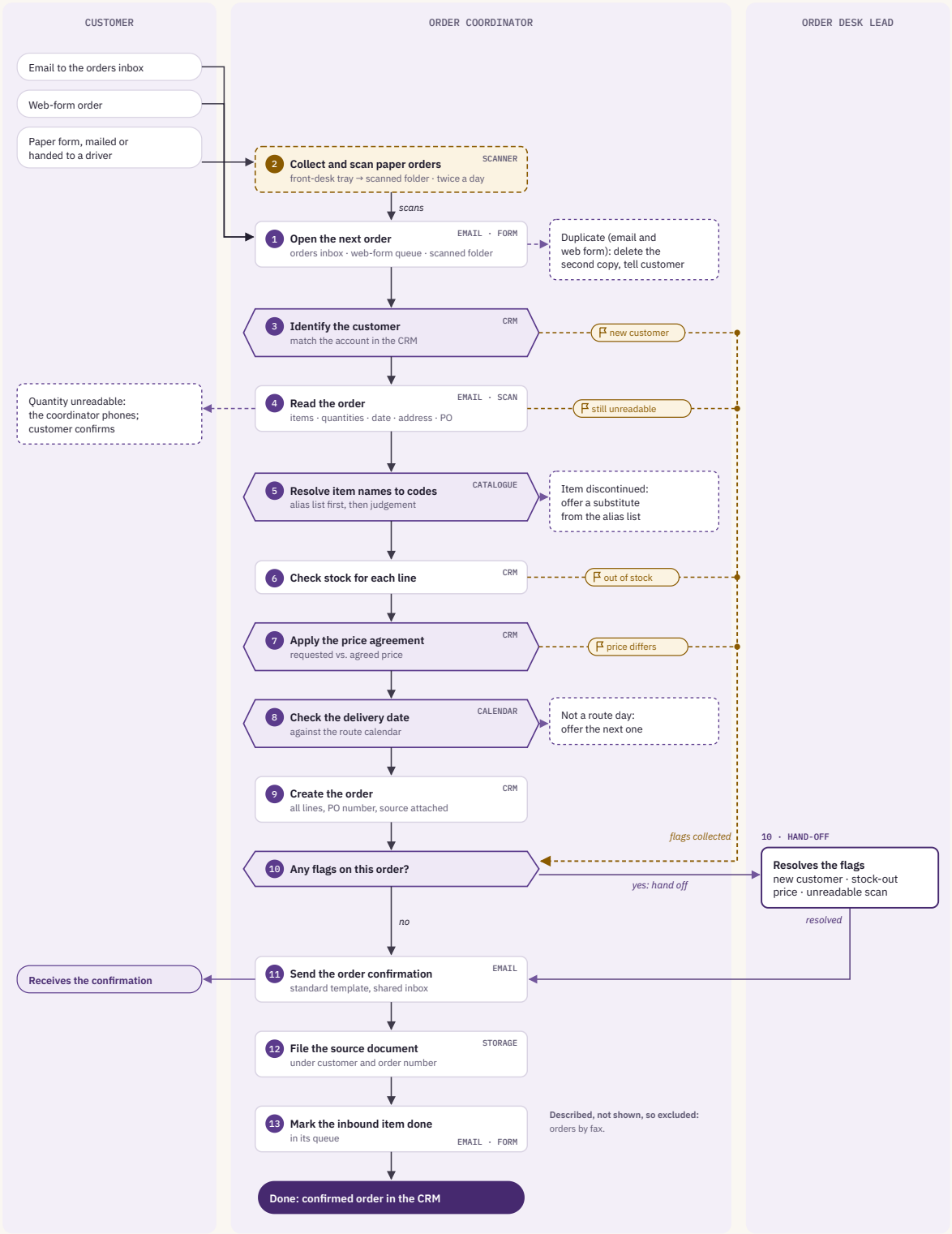
A · THE CHECKLIST, AS A FLOW

Order intake, from arrival to confirmation

Approved with the checklist. Step numbers as above; exceptions branch only where they were shown in the recordings. Anything that needs a person is flagged on the way down and handed to the order desk lead at step 10.



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B · TIME BENCHMARKS

Measured, not asked

MEASURE	VALUE	SOURCE
Stopwatch time per task (median of 9† examples)	45 min	Recordings
Effective time per task	65 min	Payroll hours ÷ tasks completed
Exception rate (off the happy path)	~22%†	Recordings and exports
Human error rate	4.0%†	CRM corrections log, 3 months

VOLUMES

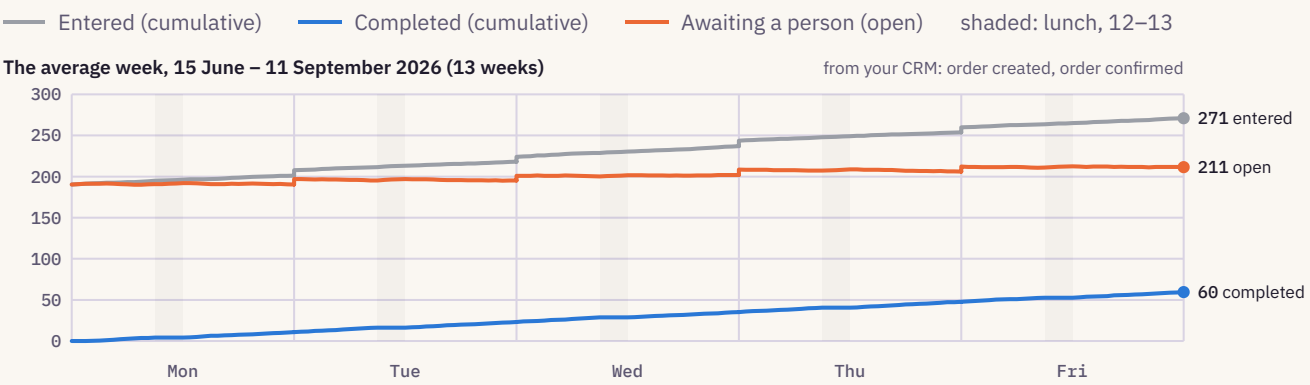
Stated and verified

Intake-form figures are estimates; we verify them.

MEASURE	STATED	VERIFIED	VERIFIED FROM
Orders arriving per month	300	350	Inbox, web-form and scan-folder counts, 3 months
Orders completed per month	300	260	CRM order export, 3 months
People on the process	2	2	Intake form, confirmed

THE AVERAGE WEEK

Work before AI automation



The average of the 13 weeks, hour by hour: your team closed 60 orders a week and 81 arrived, so the queue — about 190 open orders on a Monday morning — grew by about 21 every week.

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SYSTEMS

Examined on your current plans

SYSTEM	USED IN STEPS	API ON THE CURRENT PLAN	AUTOMATABLE
Shared orders inbox (email)	1, 11, 13	✓	Yes
Web form	1, 13	✓	Yes
CRM, with catalogue	3, 5–7, 9, 10	✓ on the current tier†	Yes
Delivery calendar	8	✓†	Yes
Document storage	12	✓	Yes
Front-desk scanner	2	none; scans land in a watched folder	No: physical step

C · ECONOMIC PROJECTIONS

INCOMING WORK

350 tasks/mo

average of the past 3 months

CURRENT TEAM CAPACITY

Before AI automation **260 tasks**

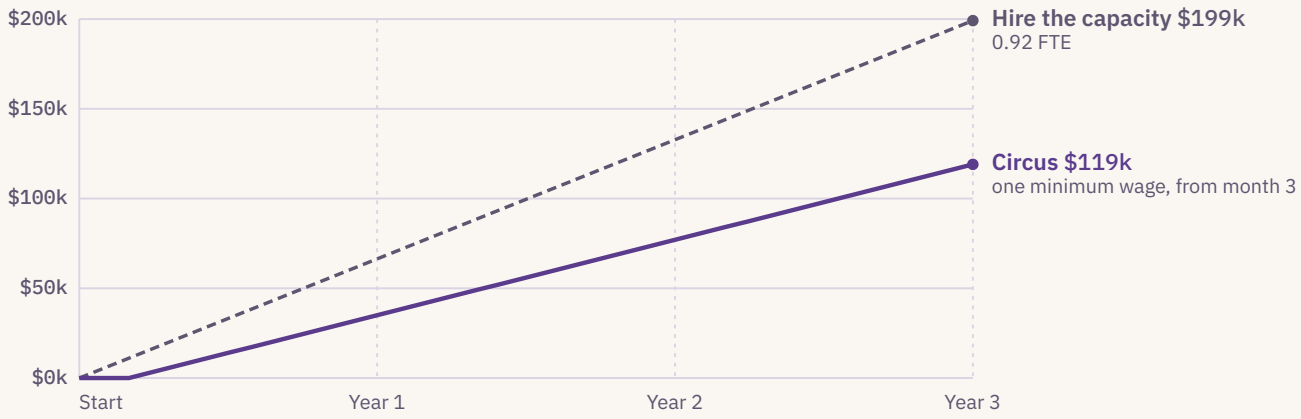
Estimated with AI **380 tasks**

per month, same people

COST WITHOUT AI

$5,532/mo

for 0.92 FTE of new hires to match the estimated capacity with automation



Three years, cumulative. Hiring at the measured 0.92 people-equivalents (in practice you would hire a whole person) to match the production capacity with AI automation. Circus from the month the process proves: one loaded minimum wage (~$3,500†). AI credits and hosting are measured during proving and not shown. The assessment fee is shared by all three processes and shown only in the conclusion.

D · ESTIMATED BUILD VALUE

$43,750†: our estimate of the work to build, test and prove this automation, from the checklist and the systems we examined.

On the payroll plan, the entire $43,750 build is free. Learn about our Pricing terms and What free means on our website.

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SAVINGS AGAINST HIRING, OVER THREE YEARS

the cost of hiring the same capacity, minus Circus, cumulative

$80,169

E · THE CALCULATION

How we arrived at the recommendation

Method: section 2.

STEP	VALUE	HOW
Effective time per task	65 min	payroll hours ÷ tasks completed
Share of effective time taken over	31.6%	14.2 of 45.0 stopwatch minutes (steps 3–9 and 11–13), applied to effective time
Effective minutes saved per task	20.5 min	65 × 31.6%
Effective time per task becomes	44.5 min	65 – 20.5
Capacity multiplier	×1.46	65 ÷ 44.5
People on the process (FTE)	2	verified
Projected capacity	2.92 FTE	1.46 × 2
Average loaded cost per FTE	$6,000/mo	intake form (not verified)
Value of the capacity added	$5,532/mo	$6,000 × (2.92 – 2)
Circus fee, one loaded minimum wage	$3,500/mo	payroll plan, from the month it proves
Net savings (X)	$2,032/mo	$5,532 – $3,500

POINT	PEOPLE ON THE PROCESS	MEANING
Breakeven	1.3	the capacity value equals our fee (X = 0)
Recommended at	2.6	the saving reaches one minimum wage (X = C)
Great at	3.8	the saving reaches two minimum wages (X = 2C)
Today	2	where this process is now

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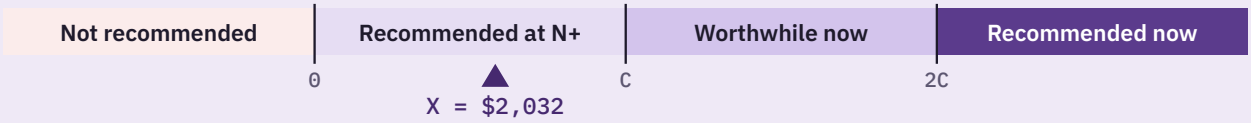
F · RECOMMENDATION

Recommended at 2.6+ people.



Automating order intake already pays for itself, and saves about an additional **$2,032** a month after our fee. That is less than one minimum wage, and AI credits and hosting, which we measure during proving, will reduce this amount. With 2.6 people on the process the saving reaches a full minimum wage, and we recommend it without reservation.

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PROCESS 2 OF 3

Case processing

RECOMMENDED NOW BUILD FIRST

Returns, damage reports and warranty claims arrive by email and web form. Two case handlers gather the history and evidence, check the case against policy and draft a decision; anything above the approval limit goes to the senior. They complete 320 of the 350 cases that arrive each month.

A · THE CHECKLIST

How the work is done today

Checklist v1.0, deemed approved on 17 September 2026†: no approval or objections within five business days of submission.

Business function	Decide and settle a customer's return, damage or warranty case.
Starts when	A case arrives in the cases inbox or the web-form queue.
Ends when	The decision is sent, the credit or replacement is raised and the case is closed.
Performed by	Case handler (2 FTEs); senior, for sign-off (0.5 FTE).
Not included	Physical inspection of returned goods (warehouse).

	STEP	ROLE	SYSTEM OR PLACE	TYPE	RULE APPLIED	MIN†	TAKEN OVER†
1	Open the next case from the cases inbox or web-form queue.	Case handler	Email, web form	ACTION		1.0	–
2	Identify the customer and the original order.	Case handler	CRM	ACTION		3.0	2.0
3	Classify the case: return, damage or warranty.	Case handler	CRM	DECISION	Policy definitions	2.0	1.5
4	Collect the attachments; request anything missing with the standard message.	Case handler	Email	ACTION		6.0	3.5
5	Check the case against the policy for its class: time limits, condition, warranty terms.	Case handler	Policy documents	DECISION	Written policy	7.0	4.0
6	Check the delivery record for damage noted at delivery.	Case handler	CRM	ACTION		3.0	2.0
7	Draft the decision with the policy reason in plain words.	Case handler	CRM	DECISION	Approve / partial / decline	8.0	3.5
8	Calculate the credit, replacement or repair amount.	Case handler	CRM	ACTION		3.0	2.5
9	Route to the senior for sign-off.	Case handler	CRM task	HAND-OFF	Above $500†, or any decline	4.0	–

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	STEP	ROLE	SYSTEM OR PLACE	TYPE	RULE APPLIED	MIN†	TAKEN OVER†
10	Record the decision and reason in the case.	Case handler	CRM	ACTION		2.0	1.6
11	Send the decision to the customer.	Case handler	Email	ACTION	Standard templates	3.0	1.4
12	Raise the credit note or replacement order.	Case handler	CRM	ACTION		2.0	1.0
13	File the case documents and close the case.	Case handler	Document storage, CRM	ACTION		2.0	0.4
	Total per task · stopwatch minutes, median of the examples recorded; taken over = minutes the automation would take off your people					46.0	23.4

Exceptions

Only what was shown in the recordings counts for the checklist, the time baseline and any build.

SHOWN IN THE RECORDINGS	AT STEP	HANDLED TODAY BY
Case with no matching order (bought through a reseller)	2	Asked for proof of purchase, then step 5
Customer disputes a decline	11	Back to the senior with the history
Photos missing after two requests	4	Closed as incomplete after 10 days†

Described but not shown, so excluded: chargebacks raised through the bank (handled by the bookkeeper, outside this process).

Steps away from the computer: none.

Done correctly means: the decision follows the written policy for the case class, the amount is right, and the customer is told within two business days†.

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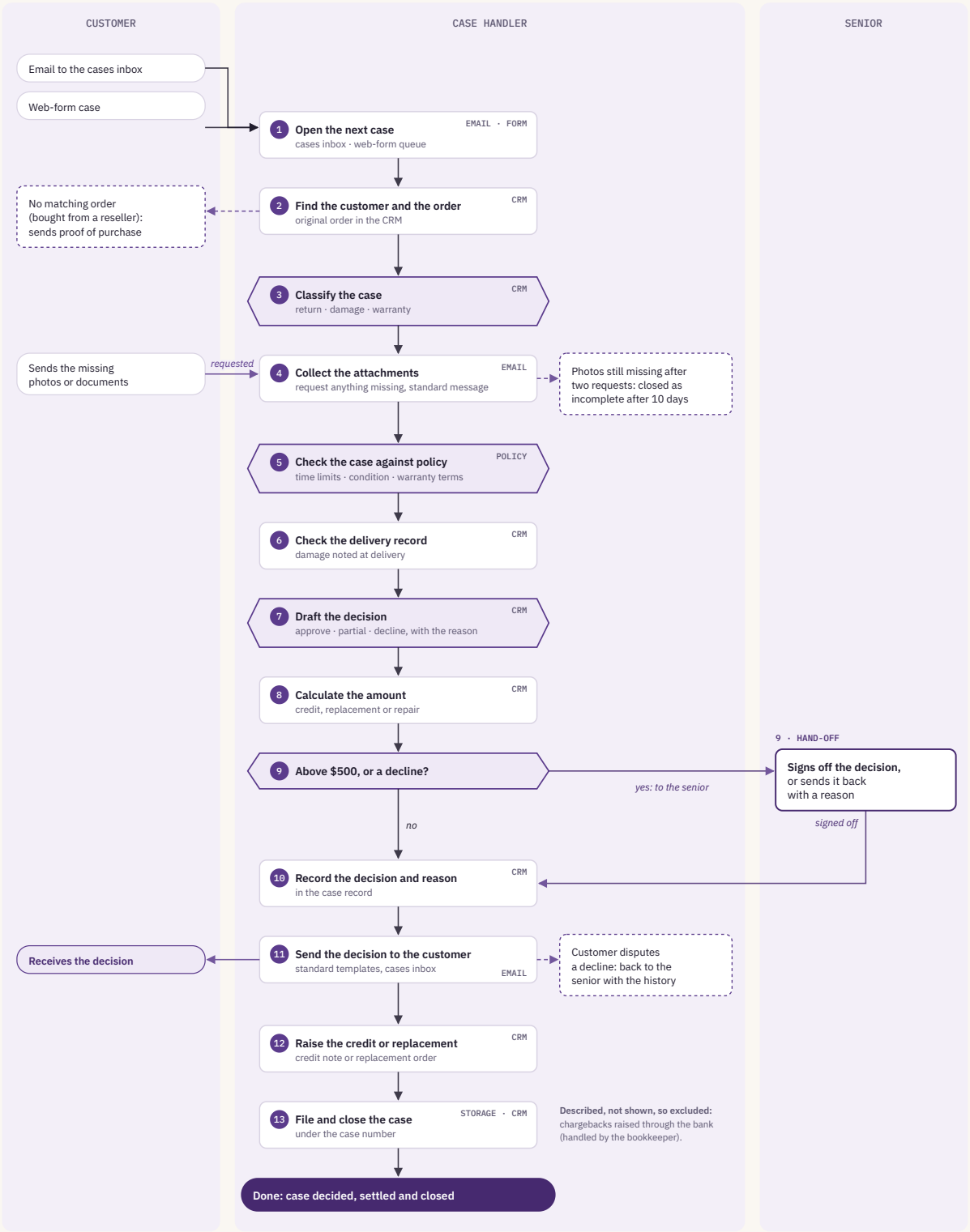
A · THE CHECKLIST, AS A FLOW

Case processing, from claim to closed case

Approved with the checklist. Step numbers as above; exceptions branch only where they were shown in the recordings. Decisions above $500, and every decline, go to the senior at step 9 and come back signed off.



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B · TIME BENCHMARKS

Measured, not asked

MEASURE	VALUE	SOURCE
Stopwatch time per task (median of 9† examples)	46 min†	Recordings
Effective time per task	66 min	Payroll hours ÷ tasks completed
Exception rate	~15%†	Recordings and exports
Human error rate	3.0%†	Decisions reversed, CRM case log

VOLUMES

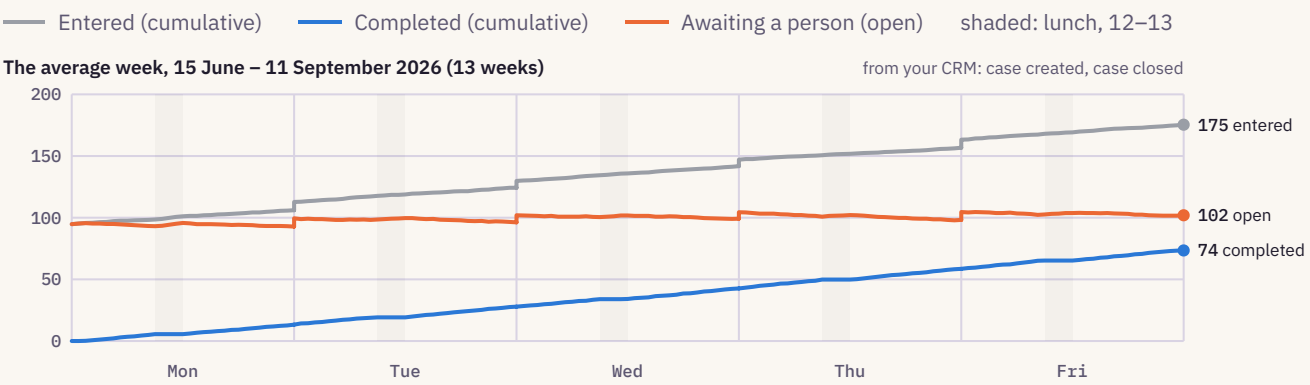
Stated and verified

Intake-form figures are estimates; we verify them.

MEASURE	STATED	VERIFIED	VERIFIED FROM
Cases arriving per month	400	350	Cases inbox and web-form counts, 3 months
Cases completed per month	350	320	CRM case export, 3 months
People on the process	2.5	2.5	Intake form, confirmed

THE AVERAGE WEEK

Work before AI automation



The average of the 13 weeks, hour by hour: your team closed 74 cases a week and 81 arrived, so the queue — about 95 open cases on a Monday morning — grew a little every week.

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SYSTEMS

Examined on your current plans

SYSTEM	USED IN STEPS	API ON THE CURRENT PLAN	AUTOMATABLE
Cases inbox (email)	1, 4, 11	✓	Yes
Web form	1	✓	Yes
CRM	2, 3, 6–10, 12, 13	✓	Yes
Policy documents	5	read as documents	Yes
Document storage	13	✓	Yes

C · ECONOMIC PROJECTIONS

INCOMING WORK

350 tasks/mo

average of the past 3 months

CURRENT TEAM CAPACITY

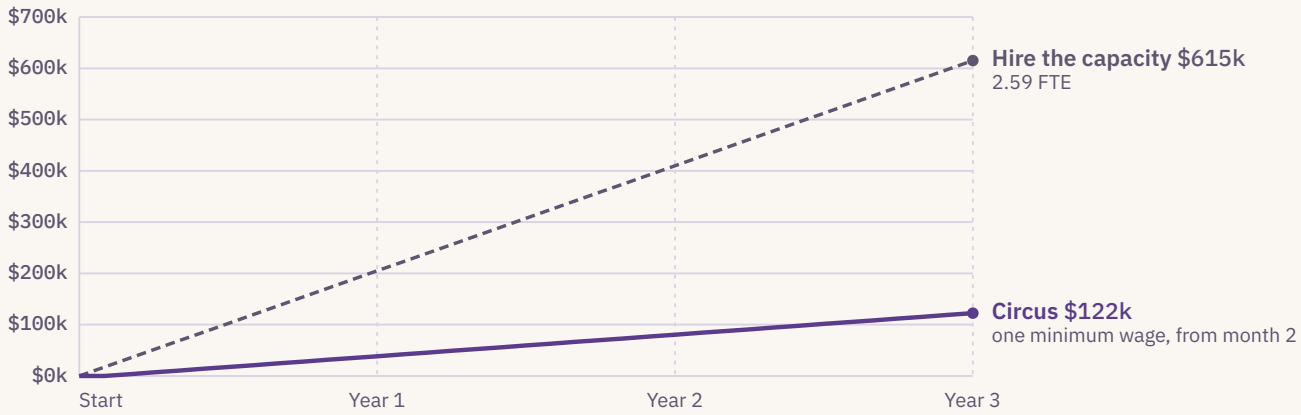
Before AI automation	320 tasks
Estimated with AI	651 tasks

per month, same people

COST WITHOUT AI

$17,084/mo

for 2.59 FTE of new hires to match the estimated capacity with automation



Three years, cumulative. Hiring at the measured 2.59 people-equivalents to match the production capacity with AI automation. Circus from the month the process proves: one loaded minimum wage (~$3,500†). AI credits and hosting are measured during proving and not shown. The assessment fee is shared by all three processes and shown only in the conclusion.

D · ESTIMATED BUILD VALUE

$51,000†: our estimate of the work to build, test and prove this automation, from the checklist and the systems we examined.

On the payroll plan, the entire $51,000 build is free. Learn about our Pricing terms and What free means on our website.

SAVINGS AGAINST HIRING, OVER THREE YEARS

the cost of hiring the same capacity, minus Circus, cumulative

$492,527

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E · THE CALCULATION

How we arrived at the recommendation

Method: section 2.

STEP	VALUE	HOW
Effective time per task	66 min	payroll hours ÷ tasks completed
Share of effective time taken over	50.9%	23.4 of 46.0 stopwatch minutes (steps 2–8 and 10–13, net of the review of every decision), applied to effective time
Effective minutes saved per task	33.6 min	66 × 50.9%
Effective time per task becomes	32.4 min	66 – 33.6
Capacity multiplier	×2.04	66 ÷ 32.4
People on the process (FTE)	2.5	verified
Projected capacity	5.09 FTE	2.04 × 2.5
Average loaded cost per FTE	$6,600/mo	intake form (not verified)
Value of the capacity added	$17,084/mo	$6,600 × (5.09 – 2.5)
Circus fee, one loaded minimum wage	$3,500/mo	payroll plan, from the month it proves
Net savings (X)	$13,584/mo	$17,084 – $3,500

POINT	PEOPLE ON THE PROCESS	MEANING
Breakeven	0.6	the capacity value equals our fee (X = 0)
Recommended at	1.1	the saving reaches one minimum wage (X = C)
Great at	1.6	the saving reaches two minimum wages (X = 2C)
Today	2.5	where this process is now

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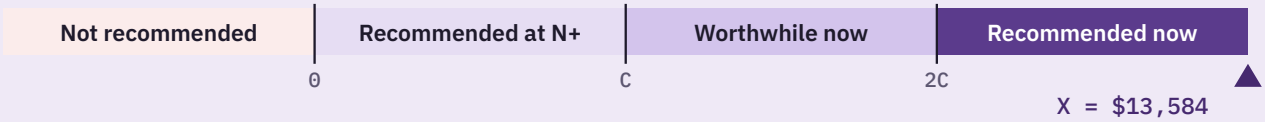
F · RECOMMENDATION

Recommended now. Build this first.



Automating case processing pays for itself, and saves about an additional **$13,584** a month after our fee, close to four minimum wages. AI credits and hosting, which we measure during proving, will reduce this amount and still leave it well clear. It carries the largest capacity gain of the three.

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PROCESS 3 OF 3

Delivery & invoicing

NOT RECOMMENDED AVAILABLE

At the end of each day drivers hand in signed delivery slips. The billing clerk matches each slip to its order, notes shortages, creates the invoice and emails it. The process keeps up with its 400 slips a month.

A · THE CHECKLIST

How the work is done today

Checklist v1.0, approved on 16 September 2026† by the Checklist Approver (finance lead).

Business function	Invoice what was actually delivered.
Starts when	Signed delivery slips are handed in at the dispatch desk.
Ends when	The invoice is sent and the order is marked invoiced.
Performed by	Billing clerk (0.6 FTE).
Depends on	Process 1 (the order must exist).

	STEP	ROLE	SYSTEM OR PLACE	TYPE	RULE APPLIED	MIN†	TAKEN OVER†
1	Collect the day's signed slips from the dispatch tray and scan them.	Billing clerk	Dispatch desk, scanner	PHYSICAL	End of day	1.5	–
2	Match each slip to its order by order number.	Billing clerk	CRM	ACTION		1.0	0.6
3	Compare delivered with ordered quantities.	Billing clerk	CRM	DECISION	Any shortfall: note it	1.0	0.5
4	Shortage or damage on the slip: open a case.	Billing clerk	CRM	HAND-OFF	Hands over to Process 2	0.5	–
5	Create the invoice for the delivered quantities, with the customer's terms.	Billing clerk	CRM	ACTION		1.5	0.8
6	Attach the signed slip and email the invoice.	Billing clerk	CRM, email	ACTION		1.0	0.5
7	Mark the order invoiced and file slip and invoice.	Billing clerk	CRM, document storage	ACTION		1.0	0.3
8	List slips without a matching order and hand them to dispatch.	Billing clerk	Email	HAND-OFF		0.5	–
	Total per task · stopwatch minutes, median of the examples recorded; taken over = minutes the automation would take off your people					8.0	2.7

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Exceptions

Only what was shown in the recordings counts for the checklist, the time baseline and any build.

SHOWN IN THE RECORDINGS	AT STEP	HANDLED TODAY BY
Slip signed for a partial delivery	3	Invoice for delivered quantity only
Slip with no order number	2	Matched by customer and date, else step 8

Described but not shown, so excluded: none.

Steps away from the computer: step 1 (collect and scan the slips).

Done correctly means: the invoice matches the signed slip and the customer's terms, and goes out the same day†.

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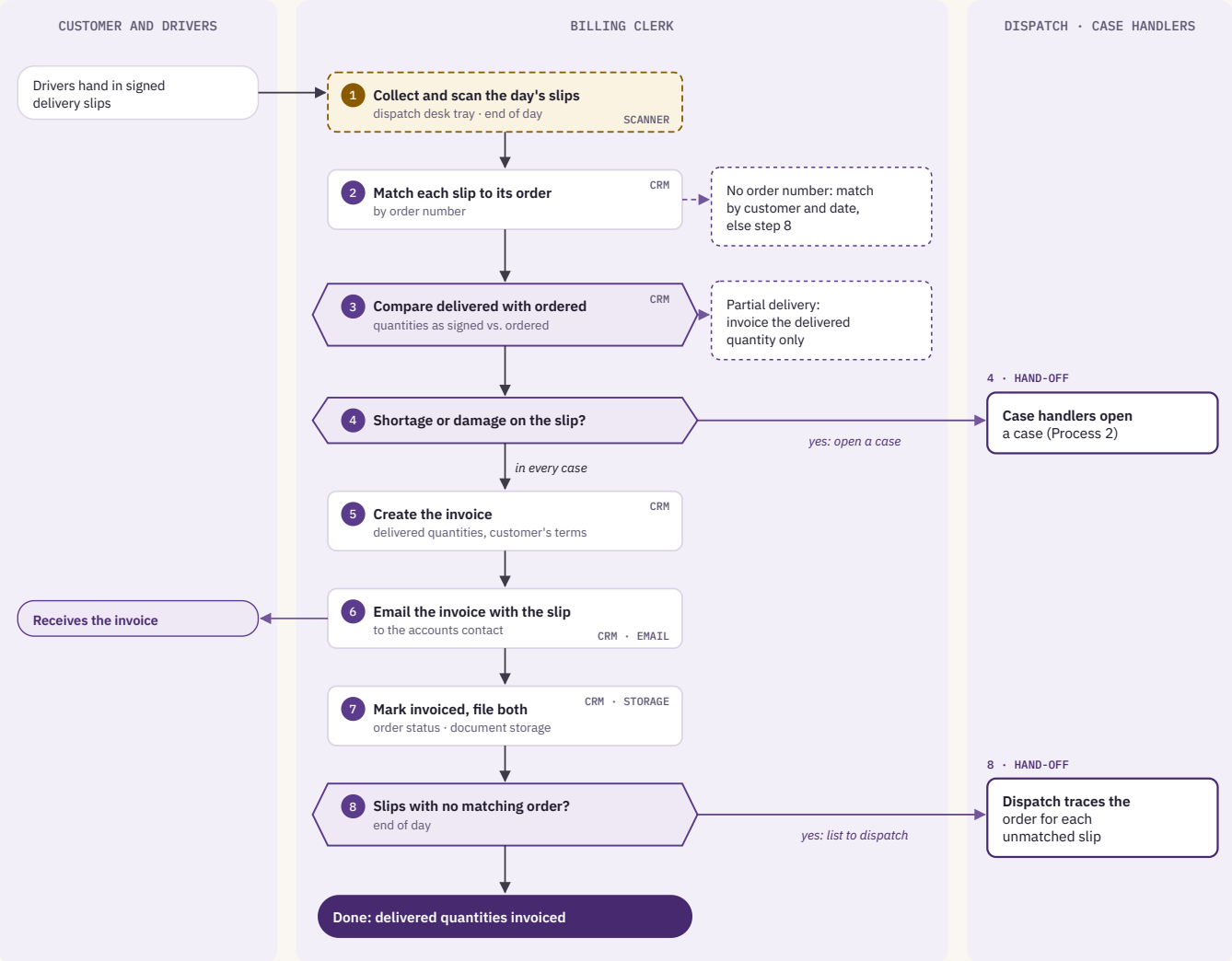
A · THE CHECKLIST, AS A FLOW

Delivery and invoicing, from signed slip to invoice

Approved with the checklist. Step numbers as above; exceptions branch only where they were shown in the recordings. Shortages hand over to case processing (Process 2); unmatched slips go back to dispatch.



B · TIME BENCHMARKS

Measured, not asked

MEASURE	VALUE	SOURCE
Stopwatch time per task (median of 8† examples)	8 min†	Recordings
Effective time per task	12.75 min†	Payroll hours ÷ tasks completed
Exception rate	~8%†	Recordings
Human error rate	2.0%†	Invoices reissued, credit-note log

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VOLUMES

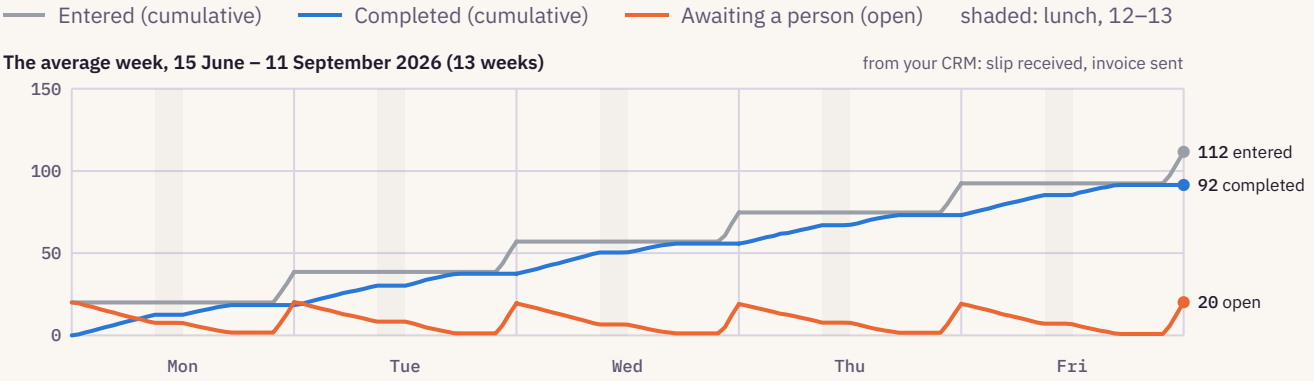
Stated and verified

Intake-form figures are estimates; we verify them.

MEASURE	STATED	VERIFIED	VERIFIED FROM
Slips per month	450	400†	CRM invoice export, 3 months
People on the process	1	0.6	Payroll hours, confirmed by the finance lead

THE AVERAGE WEEK

Work before AI automation



The average of the 13 weeks, hour by hour: your team closed 92 slips a week and 92 arrived, so the queue — about 20 open slips on a Monday morning — does not grow: the slips handed in at the end of each day are invoiced the next working day.

SYSTEMS

Examined on your current plans

SYSTEM	USED IN STEPS	API ON THE CURRENT PLAN	AUTOMATABLE
Dispatch-desk scanner	1	none	No: physical step
CRM	2–5, 7	✓	Yes
Email	6, 8	✓	Yes
Document storage	7	✓	Yes

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C · ECONOMIC PROJECTIONS

INCOMING WORK

400 tasks/mo

average of the past 3 months

CURRENT TEAM CAPACITY

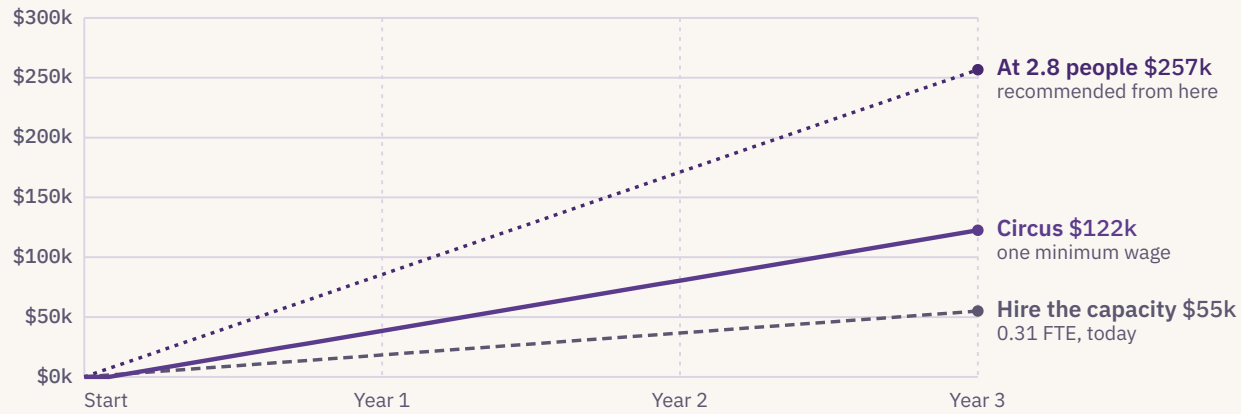
Before AI automation	400 tasks
Estimated with AI	604 tasks

per month, same people

COST WITHOUT AI

$1,528/mo

for 0.31 FTE of new hires to match the estimated capacity with automation



Three years, cumulative. Hiring at the measured 0.31 people-equivalents to match the production capacity with AI automation; at 2.8 people on the process (dotted line) the build becomes recommended. Circus from the month the process proves: one loaded minimum wage (~$3,500†). AI credits and hosting are measured during proving and not shown.

D · ESTIMATED BUILD VALUE

$24,300†: our estimate of the work to build, test and prove this automation, from the checklist and the systems we examined.

On the payroll plan, the entire $24,300 build is free. Learn about our Pricing terms and What free means on our website.

SAVINGS AGAINST HIRING, OVER THREE YEARS

Circus would cost more than the time it frees is worth

−$67,481

E · THE CALCULATION

How we arrived at the recommendation

Method: section 2.

STEP	VALUE	HOW
Effective time per task	12.75 min	payroll hours ÷ tasks completed
Share of effective time taken over	33.8%	2.7 of 8.0 stopwatch minutes (steps 2, 3 and 5–7), applied to effective time
Effective minutes saved per task	4.3 min	12.75 × 33.8%
Effective time per task becomes	8.4 min	12.75 − 4.3
Capacity multiplier	×1.51	12.75 ÷ 8.4

Sample. ACME is imaginary; figures marked † are invented for the sake of this sample report — real reports show real values.

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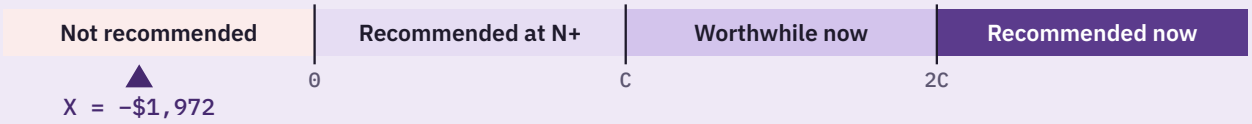
STEP	VALUE	HOW
People on the process (FTE)	0.6	verified
Projected capacity	0.91 FTE	1.51 × 0.6
Average loaded cost per FTE	$5,000/mo	intake form (not verified)
Value of the capacity added	$1,528/mo	$5,000 × (0.91 – 0.6)
Circus fee, one loaded minimum wage	$3,500/mo	payroll plan, from the month it proves
Net savings (X)	**–$1,972/mo**	$1,528 – $3,500

POINT	PEOPLE ON THE PROCESS	MEANING
Breakeven	1.4	the capacity value equals our fee (X = 0)
Recommended at	2.8	the saving reaches one minimum wage (X = C)
Great at	4.2	the saving reaches two minimum wages (X = 2C)
Today	0.6	where this process is now

F · RECOMMENDATION

Not recommended.



Automating delivery and invoicing does not pay for itself at today's volume: the time it would free is worth about **$1,528** a month, less than our fee. Recommended at 2.8 people on the process, great at 4.2. Available if you want it; we write down together that you chose it knowing the numbers.

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3 · CONCLUSION

What AI automation would add

PROCESS	RECOMMENDATION	MULTIPLIER	CAPACITY ADDED	NET AFTER FEE	3-YEAR IMPACT
1 · Order intake	RECOMMENDED AT 2.6+ PEOPLE	×1.46	0.92 FTE	$2,032/mo	$80,169
2 · Case processing	RECOMMENDED NOW BUILD FIRST	×2.04	2.59 FTE	$13,584/mo	$492,527
3 · Delivery & invoicing	NOT RECOMMENDED AVAILABLE	×1.51	0.31 FTE	−$1,972/mo	−$67,481

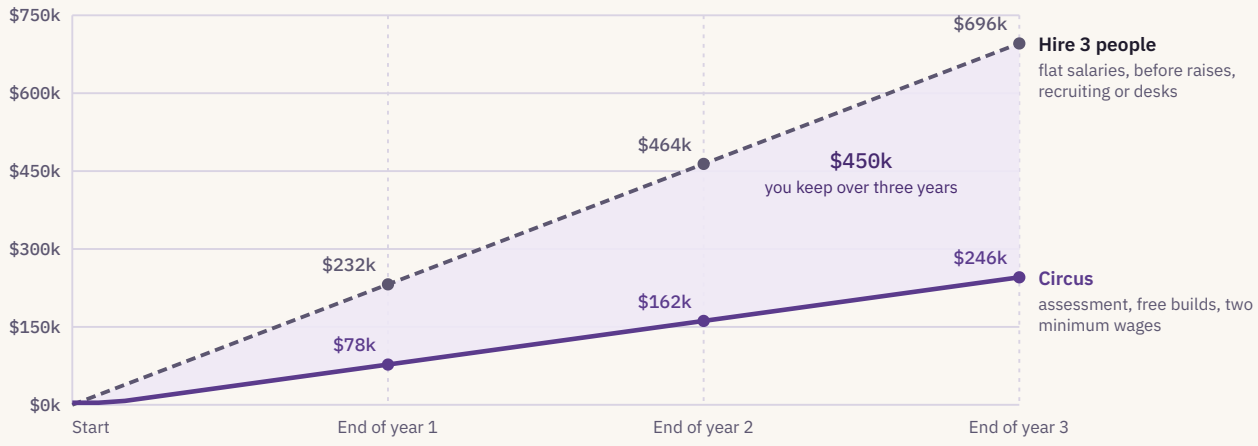
IN AND OUT

If you build Processes 1 and 2

Capacity added	3.51 FTE · 451 more tasks a month
Cost of hiring the same capacity	$22,617 a month
Circus	$7,000 a month: one minimum wage per process, each from the month it proves
Builds	free ($94,750 of estimated build value)
AI credits and hosting	in your own accounts; measured during proving

THREE YEARS, TWO ROADS

The same capacity, hired or automated · Processes 1 and 2



Hiring: 3.5 FTE of capacity rounded down to 3 people, in hiring's favour, at the blended loaded cost of these roles. Circus: the $4,000 assessment; builds free; one loaded minimum wage (~$3,500 a month†) per process from the month it proves. AI credits and hosting are measured during proving and not shown. Cumulative, before tax.

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4 · LIMITS OF THIS REPORT

> Process 3: slip volume verified from the invoice export; dispatch keeps no count of slips received, so slips that never became invoices are not counted.

> Objections outstanding after the second round of revision: none.

5 · WHAT HAPPENS NEXT

Your build slot is reserved until 7 October.

Order it	Sign an order form; it fixes the build start date. The build is free; the automation must prove itself on a real week of your work before it costs anything.
Release it	Sign a Decision Notice. The recordings for that process are deleted within ten business days, confirmed in writing.
Do nothing	The reservation lapses on 7 October, with the same effect as releasing it.
Come back later	Any time, subject to our availability. If the checklists and this report are enough to start, nothing more to pay; anything to redo first is priced in writing before it begins.

This report is yours. Once the assessment is paid in full, you hold a perpetual licence to use, copy and modify the checklists and this report for your own business.

Sample. ACME is imaginary; figures marked † are invented for the sake of this sample report — real reports show real values.

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