



ENDPOINT SOLUTIONS

AI Readiness — Delivery Report



Client: Ironhaus Commercial Builders

Date: 2026-06-14

Prepared by: Michael-Paul Hart, Endpoint Solutions

Confidential — prepared for Ironhaus Commercial Builders leadership. Not for distribution.

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OVERALL MATURITY

29

Emerging

Combined maturity across the assessed stages.

ENGAGEMENT

Industry: Commercial general contractor

Primary sponsor: Ray Delgado, President

Executive summary

Ironhaus runs a busy, profitable commercial GC business on top of a fragmented data and technology foundation. Project data lives in one system, financials in another, and estimating in spreadsheets, so nothing talks to each other. AI could deliver real, concrete wins here — faster estimating, quicker RFI and submittal turnaround, instant document search across jobs — but not on today's foundation. The near-term work is to connect the data and pick one measurable use case, with vendor support, rather than chasing AI before the plumbing is in place.

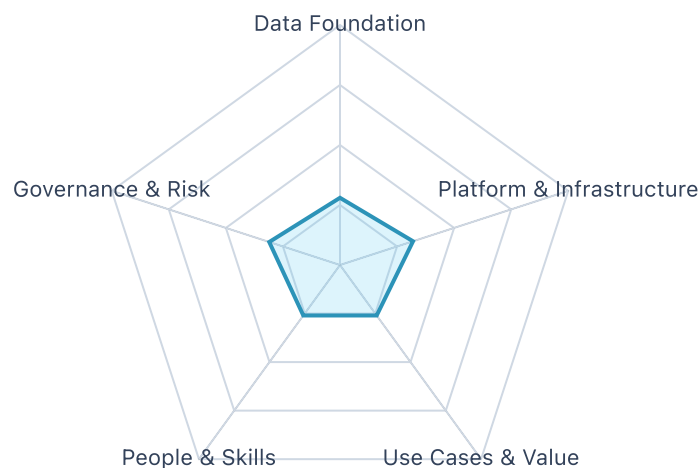
Current-state overview

Operations run on a project-management platform for field and PM work, separate accounting software for financials, and estimators working largely in Excel. The three do not integrate, so job-cost visibility is stitched together manually. There is no cloud data strategy beyond the PM tool, no AI in use, and no one owns technology decisions beyond keeping systems running. Leadership is interested in AI, especially around estimating and paperwork, but there is no policy, no skill in-house, and no connected data for AI to work from.

Maturity scorecard

STAGE	SCORE	INTERPRETATION
01 Data Foundation	28%	Emerging
02 Platform & Infrastructure	32%	Emerging
03 Use Cases & Value	26%	Emerging
04 People & Skills	26%	Emerging
05 Governance & Risk	31%	Emerging

Maturity profile



Top findings & business implications

- 1. Fragmented, disconnected data across PM, accounting, and estimating** — Every AI ambition — and even basic job-cost reporting — is blocked until these systems connect; today it takes staff hours to answer questions that should be instant.
- 2. Estimating and paperwork are the clearest, highest-ROI AI opportunities** — Takeoff assistance, RFI/submittal drafting, and cross-job document search map directly to margin and to the hours the team loses to administrative work.
- 3. No owner, no policy, and no skills to adopt AI safely** — Even a successful pilot would stall without someone accountable, a basic acceptable-use policy, and hands-on vendor support to bring the field along.

Domain observations

01 · DATA FOUNDATION — 28%

The weakest and most important area. Project, financial, and estimating data sit in three disconnected systems with no governance; job-cost answers are reconstructed by hand. Connecting and cleaning this is the prerequisite for AI and pays off on its own.

02 · PLATFORM & INFRASTRUCTURE — 32%

Mostly on-premise around the PM and accounting tools with little cloud footprint, no AI tooling, and no integration between systems. Introducing AI realistically means vendor-hosted, supported services rather than anything built in-house.

03 · USE CASES & VALUE — 26%

Strong, margin-relevant ideas exist — AI-assisted estimating/takeoff, RFI and submittal drafting, and searching plans/specs/submittals across projects — but nothing is identified formally, piloted, or owned.

04 · PEOPLE & SKILLS — 26%

No AI literacy or in-house skill, no training, and change managed informally through the PMs. Field adoption will require a very concrete first win and heavy vendor support to build trust.

05 · GOVERNANCE & RISK — 31%

No AI policy and no accountability, with some estimators and PMs already pasting into consumer AI tools. Security is basic. Governance is immature but low-urgency until real use cases and connected data exist.

Risk register

RISK	AREA	SEVERITY	OWNER
Disconnected data can't support AI or reliable job-cost reporting	Data Foundation	Critical	President
Project/plan details entering unvetted consumer AI tools	Governance & Risk	High	Operations
No internal owner or skills to sustain an AI initiative	People & Skills	High	President
Investing in AI ahead of the data foundation — disappointing ROI	Use Cases & Value	Medium	President

Recommended priorities

01 • DATA FOUNDATION

Connect project, financial, and estimating data

Integrate the PM, accounting, and estimating systems into one accessible source — a win for job-cost visibility on its own, and the prerequisite for any AI.

03 • USE CASES & VALUE

Pilot AI-assisted estimating or submittal drafting

Once data is connected, run one tightly-scoped, vendor-supported pilot on estimating/takeoff or RFI-submittal drafting, with a measured before/after.

AI readiness roadmap

0–30 days

ACTION	OWNER	PRIORITY	EFFORT
Assign an internal owner/sponsor and map how the PM, accounting, and estimating data can connect Outcome: Ownership + a real integration plan · Vendor: Endpoint	President	High	Low
Publish a one-page AI acceptable-use guideline so project data stays out of personal AI accounts Outcome: Basic guardrails in place	Operations	High	Low

31–90 days

ACTION	OWNER	PRIORITY	EFFORT
Integrate PM ↔ accounting ↔ estimating into one job-cost view Outcome: Connected data; instant reporting · Vendor: Endpoint · Depends on: System reviews	Operations	High	High

91–180 days

ACTION	OWNER	PRIORITY	EFFORT
Pilot AI-assisted takeoff/estimating or RFI-submittal drafting with vendor support Outcome: Faster estimates / paperwork, measured · Vendor: Endpoint · Depends on: Connected data	Estimating / PM Lead	High	Medium
Stand up cross-job document search over plans, specs, and submittals Outcome: Answers in seconds, not hours · Vendor: Endpoint	Operations	Medium	Medium

181–365 days

ACTION	OWNER	PRIORITY	EFFORT
If pilots land, expand to scheduling assistance and formalize an AI owner + light training Outcome: Repeatable wins across the business · Vendor: Endpoint · Depends on: Pilot results	President	Medium	Medium

AI tools & vendor ecosystem

VENDOR	ROLE / COVERAGE	RENEWAL / NOTES
Procore-class PM platform	Field, PM, RFIs, submittals	Annual — 08/2026
Sage / QuickBooks (accounting)	Financials, job cost	Annual — 01/2027
Regional MSP	Network + endpoint support	Annual — 10/2026

Documentation reviewed: Data inventory / catalog — what data exists and where it lives · Cloud & infrastructure overview (where workloads run)

Evidence notes: Little formal documentation exists. No data catalog beyond system tables, no AI policy, no use-case list, and no AI vendor contracts. The gaps themselves are the finding.

Renewal & contract calendar

RENEWAL	VENDOR	ROLE / COVERAGE
Annual — 08/2026	Procore-class PM platform	Field, PM, RFIs, submittals
Annual — 10/2026	Regional MSP	Network + endpoint support
Annual — 01/2027	Sage / QuickBooks (accounting)	Financials, job cost

Next steps

1. Review this report with leadership and confirm the priorities.
2. Assign owners and target dates to the roadmap actions.
3. Decide where ongoing technology advisory support is appropriate.

Appendix — discovery responses

01 • Data Foundation

How centralized is your business data?	Mostly siloed
Confidence in data quality / consistency	Mixed
Data governance in place?	None
How easily can teams access the data they need?	Hard
Data types you want AI to use	Documents, Structured/DB

02 • Platform & Infrastructure

Primary environment for workloads	Mostly on-prem
AI / automation tooling in use	None
Path from pilot to production	None
How integrated are core systems?	Siloed

03 • Use Cases & Value

Have you identified AI use cases?	A few ideas
Are success metrics defined?	No
AI pilots underway?	None
Who drives AI use cases?	No one

04 • People & Skills

General AI literacy across the org	Low
In-house AI / ML skills	None
AI training / enablement offered?	No
Change management for AI adoption	Informal

05 • Governance & Risk

AI acceptable-use policy?	None
Ungoverned (shadow) AI usage	Some
Data security / privacy controls for AI	Basic

AI risk ownership

No one

How scoring works

Each answer maps to a 0–100 maturity value based on what it signals. Stage scores are the average of the answered, scored questions in that stage; the overall score is the average of assessed stages. Some questions are informational context and are not scored. Bands: AI-Ready 80+ · Advancing 60+ · Developing 40+ · Emerging 20+ · Unprepared 0+.

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