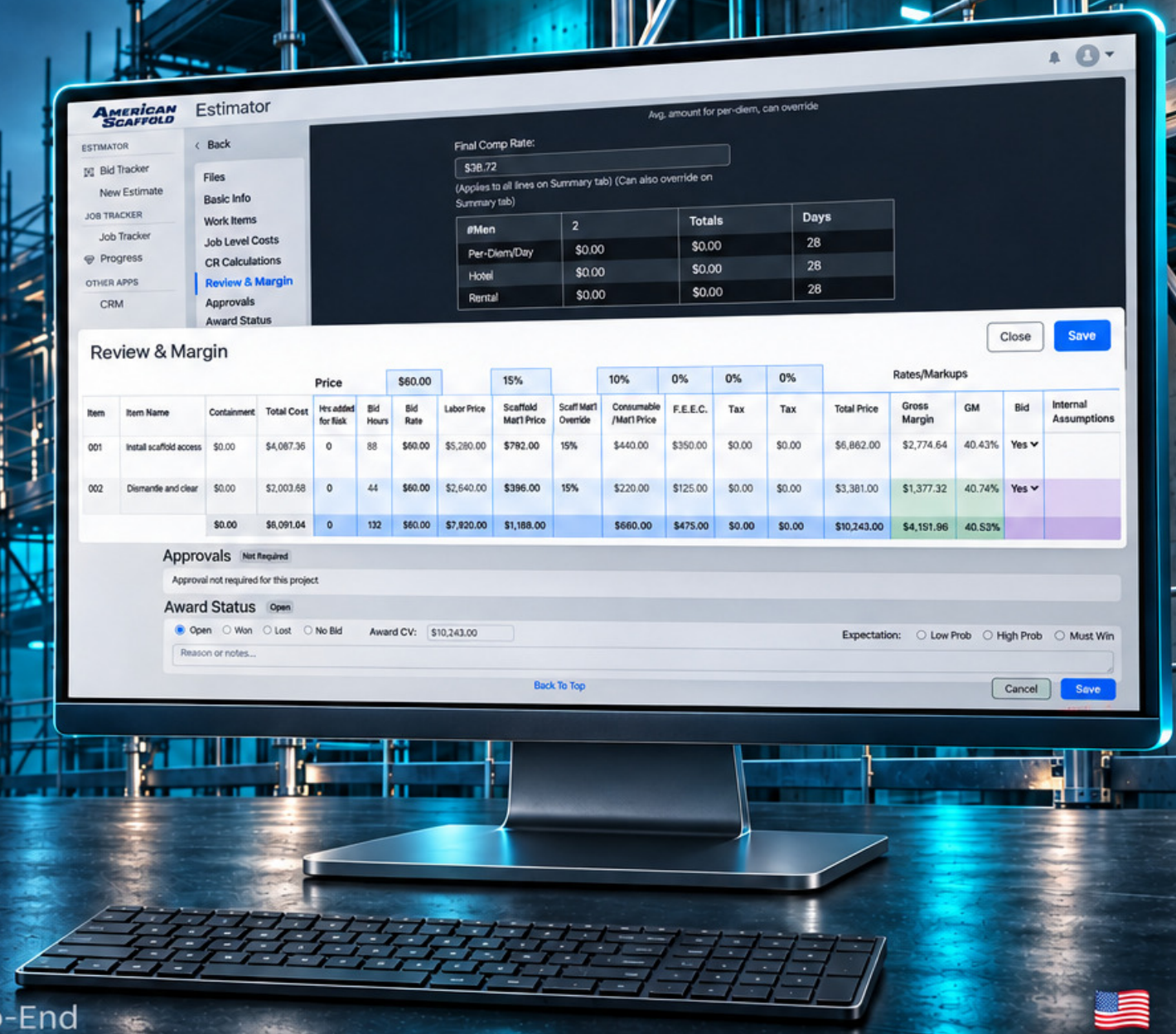
AMERICAN SCAFFOLD

Estimating. Proposals. Job tracking.

COMPLEX ESTIMATES. CLEAR MARGINS.

$118.1M in Won Quotes



Emilian Manolache

Software Architect & Full-Stack Developer | End-to-End

End-to-End: Business requirements / Workflow & system design / Full-stack development / Ongoing maintenance

2023-present

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COMMERCIAL SCALE

ESTIMATING AT ENTERPRISE SCALE

Supporting large-scale industrial and government contract bidding.

$118.1M

in won quotes

1,920

quotes won

2023–present

$264.3M

total quote value

10,340 quotes prepared and sent

$55.13M

gross margin on won quotes

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PRODUCT WORKFLOW

ONE CONNECTED COMMERCIAL WORKFLOW

Detailed estimates lead to reviewed pricing, proposals and linked jobs.

SCOPE → **ESTIMATE** → **REVIEW** → **PROPOSE** → **TRACK**

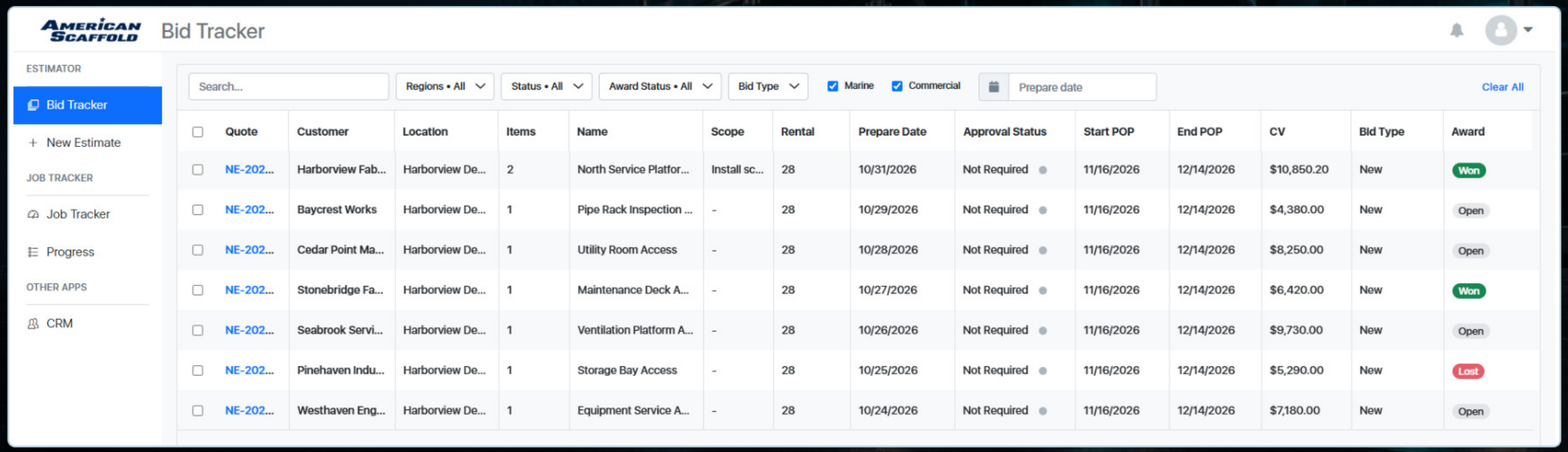
Work items and requirements

Labor, materials and shared costs

Selling price and margin

Client-ready PDF output

Explicit export to linked jobs



Quote	Customer	Location	Items	Name	Scope	Rental	Prepare Date	Approval Status	Start POP	End POP	CV	Bid Type	Award
NE-202...	Harborview Fab...	Harborview De...	2	North Service Platfor...	Install sc...	28	10/31/2026	Not Required	11/16/2026	12/14/2026	$10,850.20	New	Won
NE-202...	Baycrest Works	Harborview De...	1	Pipe Rack Inspection ...	-	28	10/29/2026	Not Required	11/16/2026	12/14/2026	$4,380.00	New	Open
NE-202...	Cedar Point Ma...	Harborview De...	1	Utility Room Access	-	28	10/28/2026	Not Required	11/16/2026	12/14/2026	$8,250.00	New	Open
NE-202...	Stonebridge Fa...	Harborview De...	1	Maintenance Deck A...	-	28	10/27/2026	Not Required	11/16/2026	12/14/2026	$6,420.00	New	Won
NE-202...	Seabrook Servi...	Harborview De...	1	Ventilation Platform A...	-	28	10/26/2026	Not Required	11/16/2026	12/14/2026	$9,730.00	New	Open
NE-202...	Pinehaven Indu...	Harborview De...	1	Storage Bay Access	-	28	10/25/2026	Not Required	11/16/2026	12/14/2026	$5,290.00	New	Lost
NE-202...	Westhaven Eng...	Harborview De...	1	Equipment Service A...	-	28	10/24/2026	Not Required	11/16/2026	12/14/2026	$7,180.00	New	Open

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ESTIMATING ENGINE

SCAFFOLDING ESTIMATES, MODELED IN DETAIL

I translated scaffolding business rules into detailed work-item calculations.

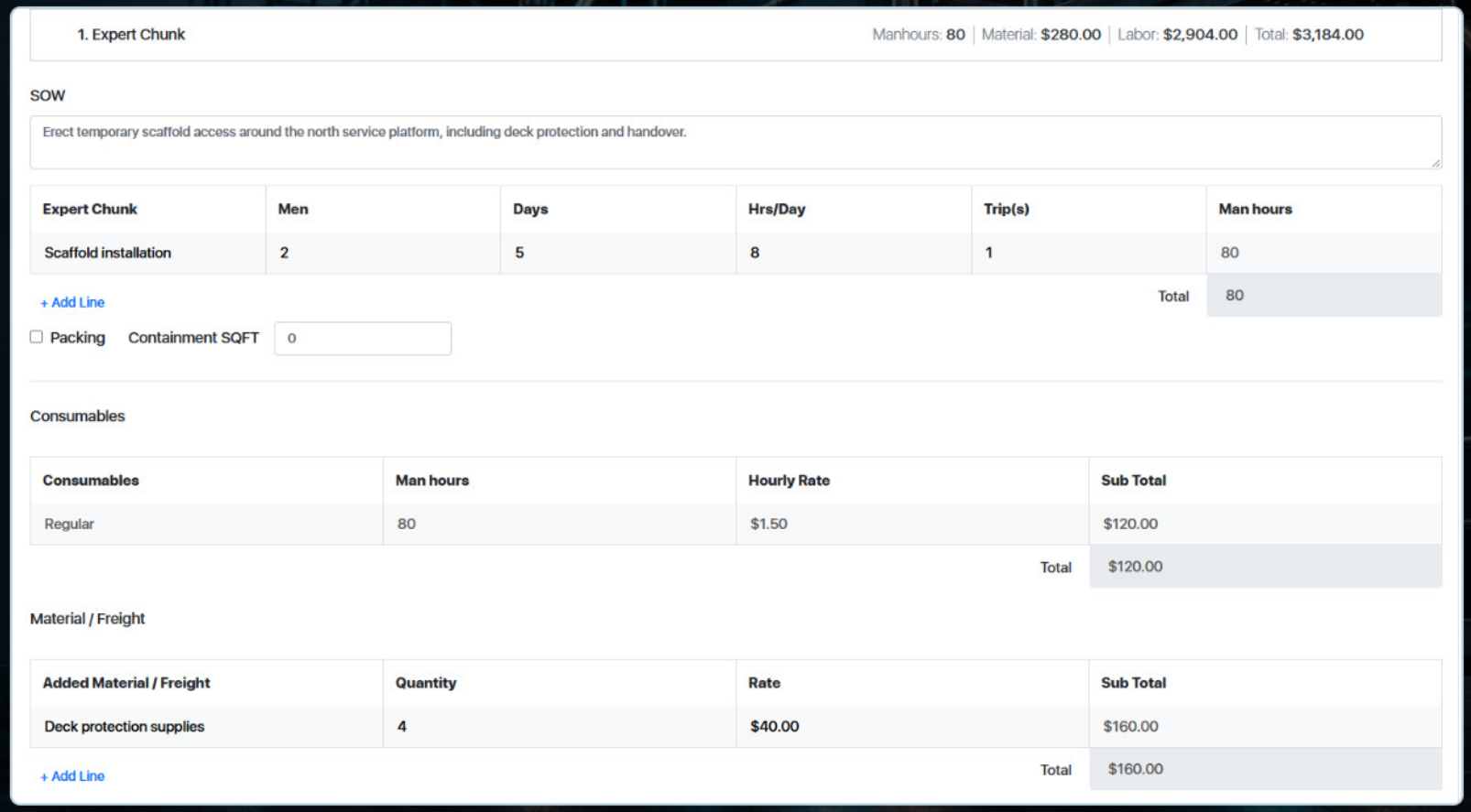
LABOR

Crew × days × hours

Build and dismantle effort, with calculated man-hours.

MATERIALS & COSTS

Consumables, material and freight in context.



1. Expert Chunk — Manhours: 80 | Material: $280.00 | Labor: $2,904.00 | Total: $3,184.00

SOW

Erect temporary scaffold access around the north service platform, including deck protection and handover.

Expert Chunk	Men	Days	Hrs/Day	Trip(s)	Man hours
Scaffold installation	2	5	8	1	80
				Total	80

+ Add Line

☐ Packing Containment SQFT 0

Consumables

Consumables	Man hours	Hourly Rate	Sub Total
Regular	80	$1.50	$120.00
		Total	$120.00

Material / Freight

Added Material / Freight	Quantity	Rate	Sub Total
Deck protection supplies	4	$40.00	$160.00
		Total	$160.00

+ Add Line

Scope and cost assumptions remain visible together.

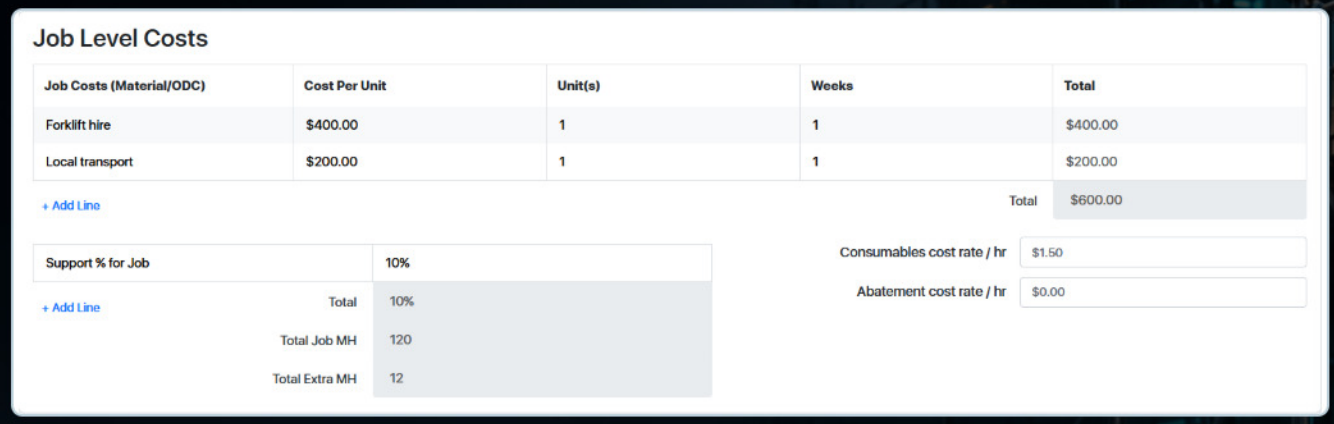
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COST MODEL

THE COMPLETE COST OF THE JOB

Shared job costs and a composite labor rate feed the estimate.

SHARED JOB COSTS



Job Level Costs

Job Costs (Material/ODC)	Cost Per Unit	Unit(s)	Weeks	Total
Forklift hire	$400.00	1	1	$400.00
Local transport	$200.00	1	1	$200.00
			Total	$600.00

+ Add Line

Support % for Job	10%
Total	10%
Total Job MH	120
Total Extra MH	12

+ Add Line

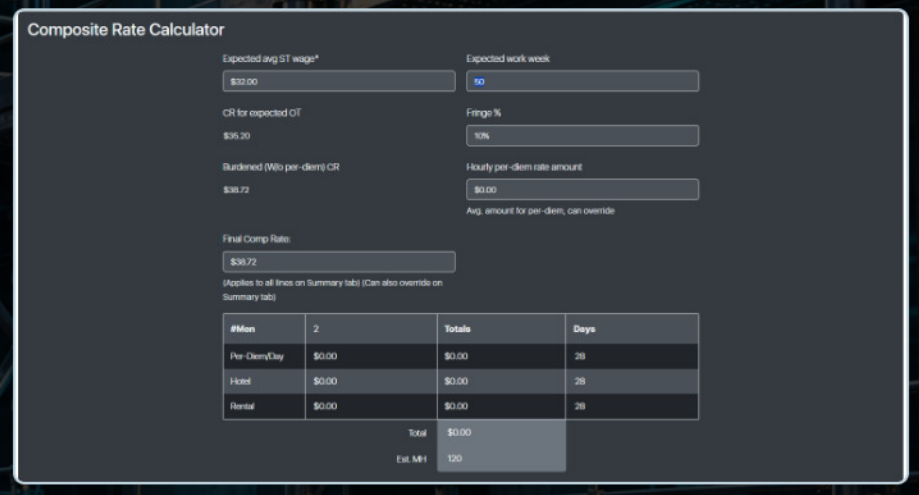
Consumables cost rate / hr $1.50

Abatement cost rate / hr $0.00

Equipment hire and transport

Support allowances add effort across the job. The example applies 10% to 120 man-hours, adding 12 support hours.

COMPOSITE LABOR RATE



Composite Rate Calculator

Expected avg ST wage* $32.00

Expected work week 50

CR for expected OT $35.20

Fringe % 10%

Burdened (W/o per-diem) CR $38.72

Hourly per-diem rate amount $0.00

Avg. amount for per-diem, can override

Final Comp Rate: $38.72

(Applies to all lines on Summary tab) (Can also override on Summary tab)

#Men	2	Totals	Days
Per-Diem/Day	$0.00	$0.00	28
Hotel	$0.00	$0.00	28
Rental	$0.00	$0.00	28
	Total	$0.00	
	Est. MH	120	

Wages, overtime, fringe and per diem

A single cost basis for labor throughout the estimate.

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ESTIMATE WALKTHROUGH

COST AND PRICE STAY SEPARATE

A labor-cost change exposes its margin impact before the pricing decision.

ORIGINAL ESTIMATE

43.65%

estimated gross margin

Cost $5,771.60
Bid rate $60.00
Quote $10,243.00

→

HIGHER LABOR COST

40.53%

estimated gross margin

Cost $6,091.04
Bid rate $60.00
Quote $10,243.00

→

REVISED SELLING PRICE

43.86%

estimated gross margin

Cost $6,091.04
Bid rate $64.00
Quote $10,850.20

Review & Margin

Close | Save

				Price		$64.00		15%		10%	25%	0%	0%		Rates/Markups			
Item	Item Name	Containment	Total Cost	Hrs added for Risk	Bid Hours	Bid Rate	Labor Price	Scaffold Mat'l Price	Scaff Mat'l Override	Job Level Price	Consumable / Mat'l Price	F.E.E.C.	Tax	Total Price	Gross Margin	GM	Bid	Internal Assumptions
001	Install scaffold access	$0.00	$4,087.36	0	88	$64.00	$5,632.00	$844.80	15%	$440.00	$350.00	$0.00	$0.00	$7,266.80	$3,179.44	43.75%	Yes	
002	Dismantle and clear	$0.00	$2,003.68	0	44	$64.00	$2,816.00	$422.40	15%	$220.00	$125.00	$0.00	$0.00	$3,583.40	$1,579.72	44.08%	Yes	
		$0.00	$6,091.04	0	132	$64.00	$8,448.00	$1,267.20		$660.00	$475.00	$0.00	$0.00	$10,850.20	$4,759.16	43.86%		

CLIENT-READY PROPOSALS

Reviewed scope and selling prices become a branded PDF.

A clear commercial offer

Work-item breakdowns, rental, totals and terms.

Internal detail stays internal

Cost and margin remain in the estimating workspace.

AMERICAN SCAFFOLD

Subject: North Service Platform Access
Attn: Harborview Fabrication — Jordan Ellis
Date: 10/31/2026

American Scaffold is pleased to present a bid to support the scaffolding needs at 100 Example Way, Portland, ME 04101.

See below for breakout of installation, remobilization of staging and final dismantle of staging in support of the North Service Platform Access.

Work Item 1: 001

	Labor
Install	$5,632.00
Consumables	$790.00
Subtotal	$6,422.00

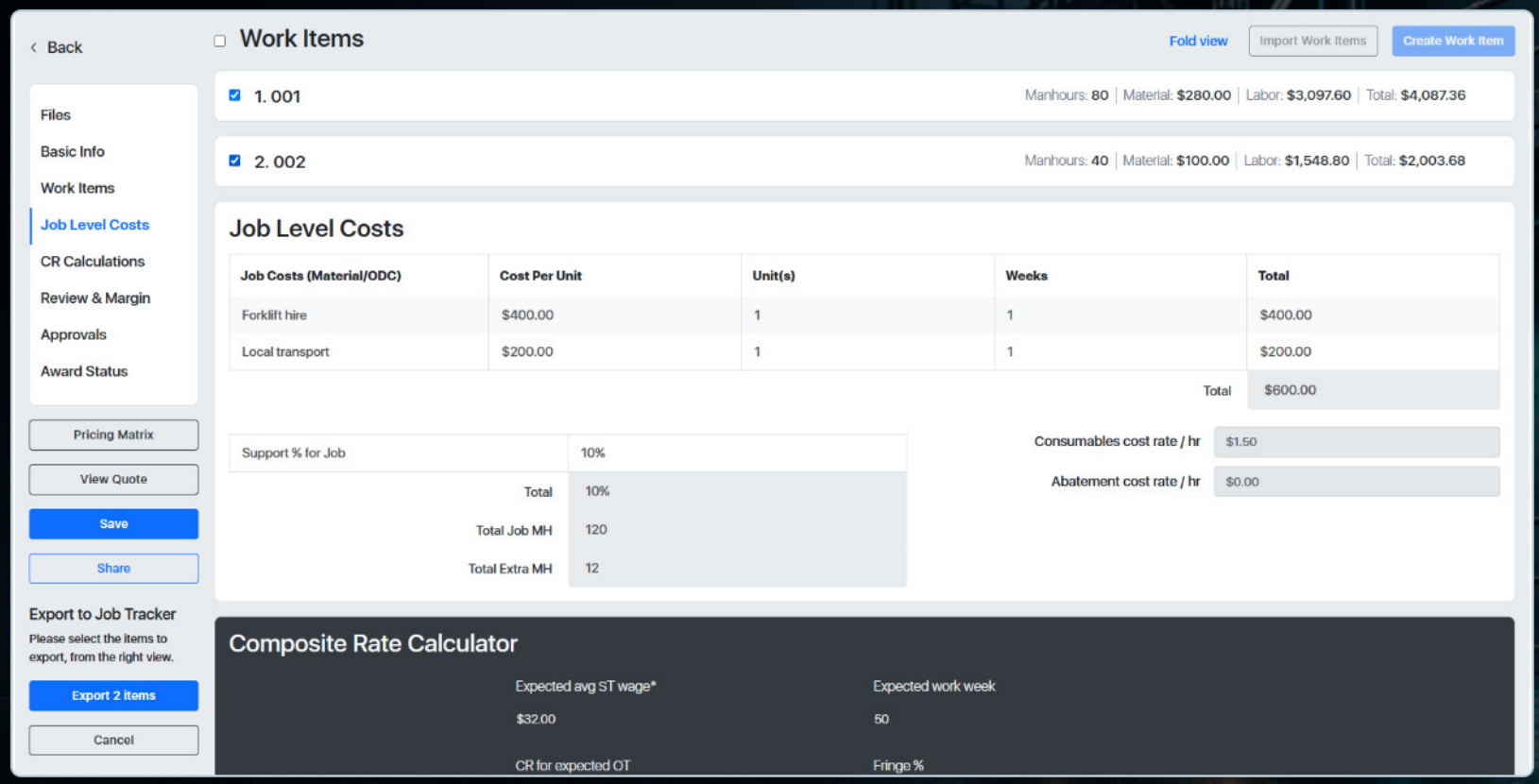
Work Item 2: 002

	Labor
Dismantle	$2,816.00
Consumables	$345.00
Subtotal	$3,161.00

Rental	$1,267.20
Subtotal	$10,850.20
Tax	$0.00
Total	$10,850.20

A DELIBERATE HANDOFF TO JOB TRACKER

Export the whole estimate or selected work items to create a linked job snapshot.



SELECT THE WORK

Whole estimate or selected items

RETAIN THE STRUCTURE

Linked estimate, work items and planned effort

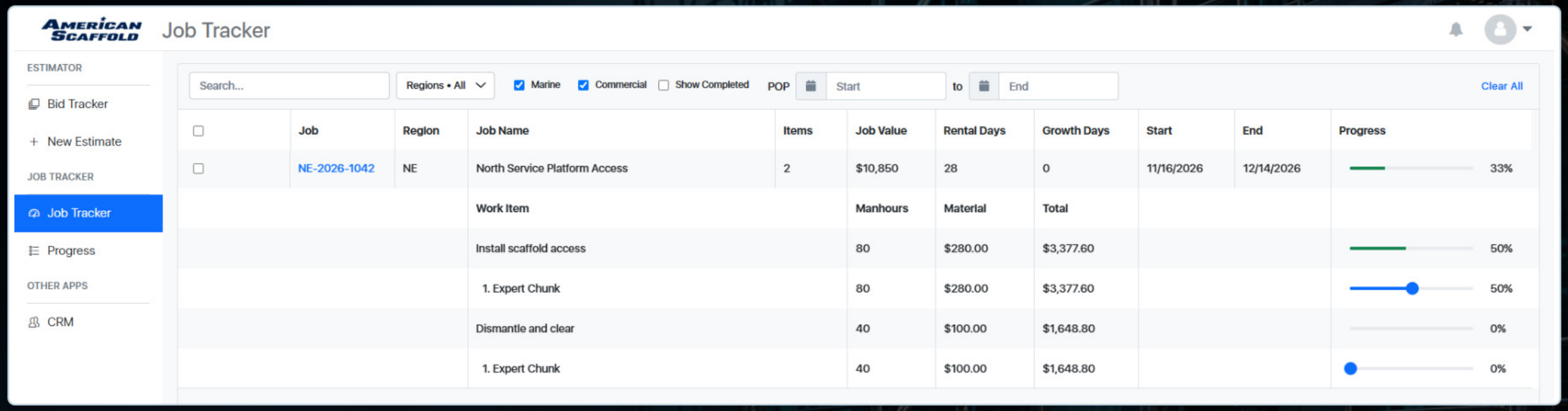
Estimate → **Explicit export** → **Linked job**

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OPERATIONAL TRACKING

PROGRESS WEIGHTED BY THE WORK

Job Tracker rolls up progress using the estimated man-hours behind each item.



80 hours installation at 50%

\+

40 hours dismantling at 0%

=

33% overall job progress

Growth work and rental extensions support the job as its scope evolves.

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SUPPORTING CRM

CUSTOMER CONTEXT STAYS CONNECTED

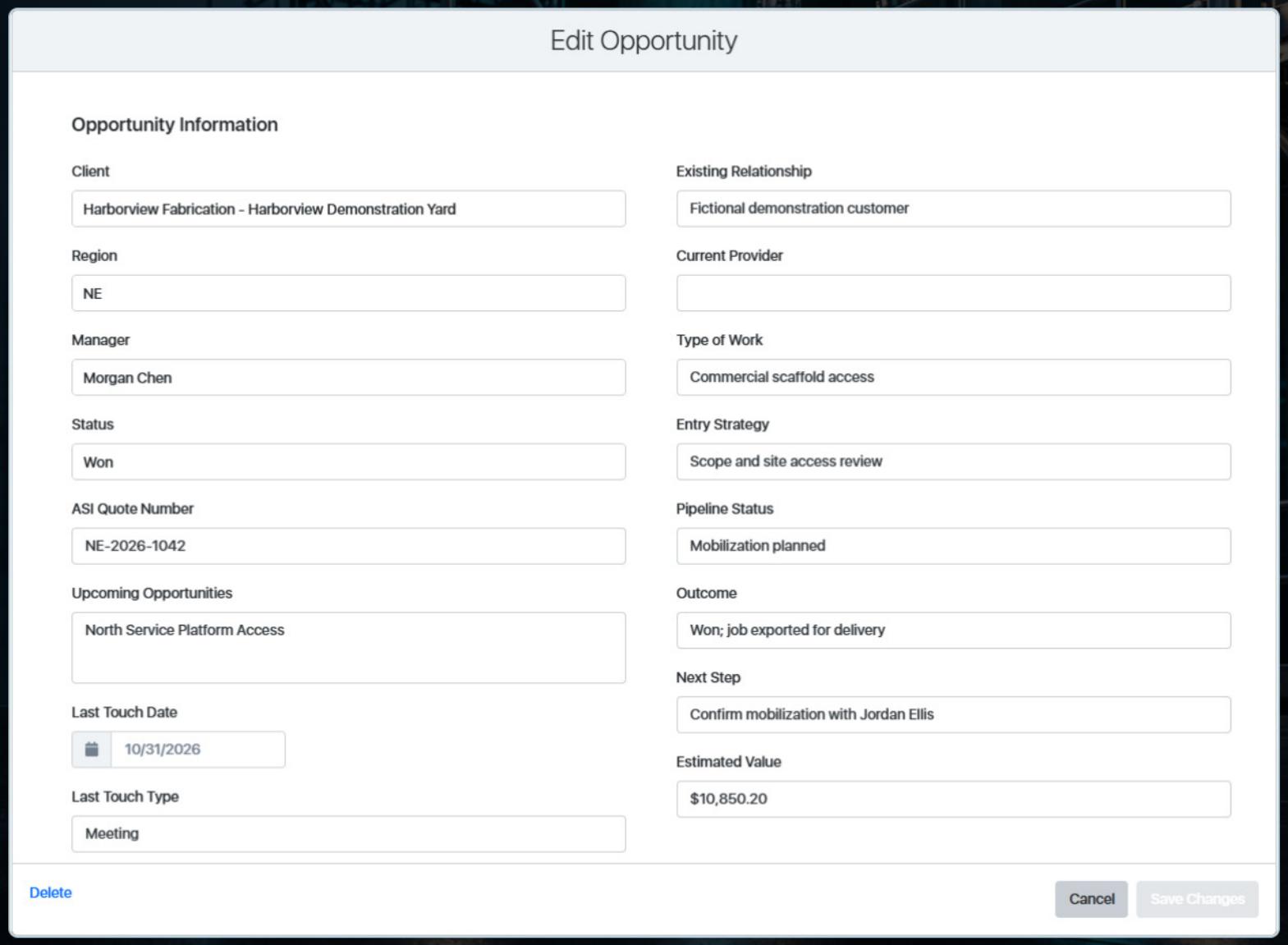
The commercial relationship stays in view alongside the quote and job.

Assigned manager

Clear ownership of the opportunity.

Quote reference and next step

Status, value and follow-up remain together.

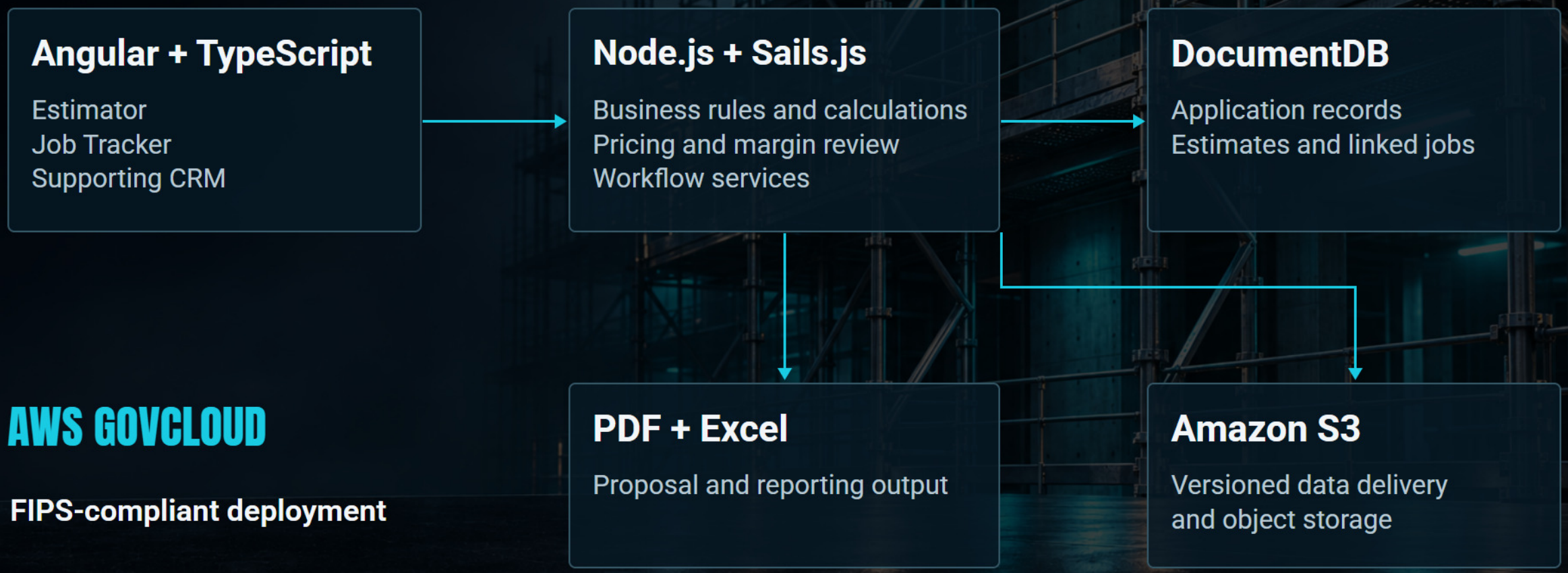


American Scaffold

SOFTWARE ARCHITECTURE

ARCHITECTURE BUILT AROUND ESTIMATING

Angular and TypeScript connect the estimating workflows to a Node.js application.



AWS GOVCLOUD

FIPS-compliant deployment

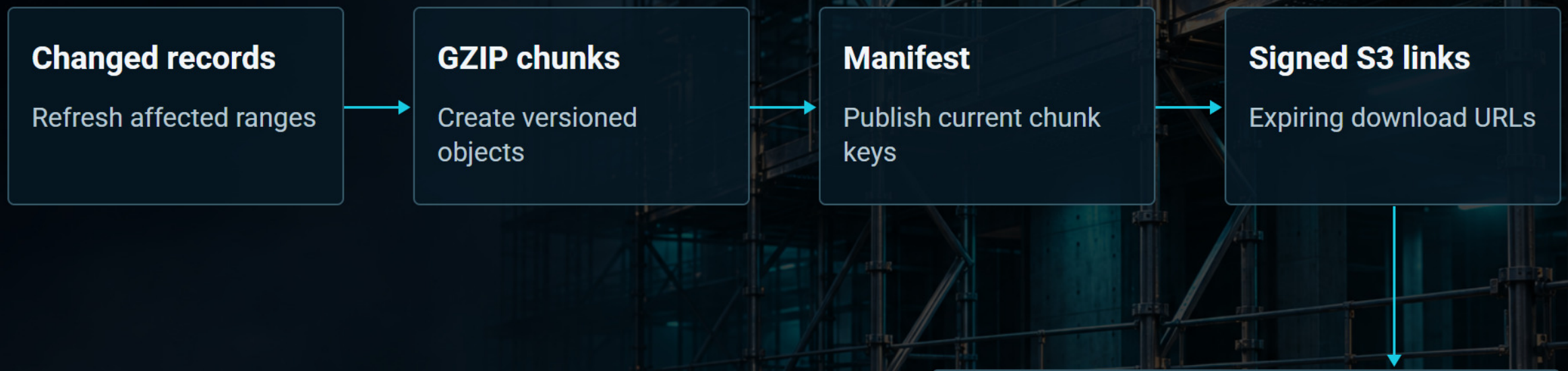
Business requirements, workflow design and full-stack implementation.

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DATA ARCHITECTURE

LARGE DATASETS, LESS REPEATED WORK

Versioned GZIP chunks keep unchanged data available for reuse in browser memory.



Reuse unchanged versions

Less repeated preparation and transfer of large RFQ datasets.

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END-TO-END RESPONSIBILITY

CONTINUED OWNERSHIP SINCE 2023

Emilian Manolache

Software Architect & Full-Stack Developer

Business requirements

Translate estimating rules into clear application behavior.

Workflow & system design

Connect commercial decisions to operational follow-through.

Full-stack development

Implement the estimating engine, product workflows and outputs.

Ongoing maintenance

Continue improvements and support under a monthly retainer.