

MERCANTILE

AI Playbook for

Construction.

You're doing the work and not getting paid for all of it.
AI won't run your job site. It'll make sure you get paid for every hour of it.

\$42K

Average value of an undocumented dispute

1 in 3

Change orders done verbally and never invoiced

11 days

Average time a change order sits unprocessed

Start here.

Three things to try right now.

No software to install. Just open Claude and try one of these today.

1

Photo to project schedule.

60 seconds

Photograph your whiteboard job schedule. Upload it to claude.ai. Type: "Turn this into a week-by-week schedule with crew assignments and dependencies. Show what happens if framing runs 3 days late."

2

Catch what the sub overbilled.

90 seconds

Upload a subcontractor invoice and your original scope. Type: "Compare these. Flag every line item not in the original agreement and draft a professional response disputing the additions with specific dollar amounts."

3

Text thread to change order.

2 minutes

Paste a text or email where a client asked for extra work. Type: "Draft a formal change order with scope description, labor and material cost breakdown, timeline impact, and a signature block. Professional, not pushy."

Now imagine this running across every job you have active.
That's where Mercantile comes in.

A typical Monday.

Before and after.

BEFORE AI

7:00 AM

Client texted over the weekend asking for extras. No paperwork. You said yes verbally. That work will probably never make it to the invoice.

9:00 AM

Sub invoice hits your email. Numbers look off. You set it aside to review later. Later never comes. You pay it or fight about it at closing.

11:00 AM

GC calls asking for an updated schedule. You redraw the whiteboard, take a photo, email it. It is already out of date by the time it arrives.

1:00 PM

Estimating a new bid. You pull old jobs from memory and gut-check the numbers. One bad assumption and the job loses money.

3:00 PM

Owner wants a progress update. You spend 45 minutes pulling photos, writing an email, and chasing your PM for numbers.

5:30 PM

Rework discovered on site. You spend the evening figuring out whose fault it is and how to document it before it becomes a legal problem.

AFTER AI

7:00 AM

AI drafts a formal change order from the text thread before the crew starts. Client signs before lunch. Work is documented and billable.

9:00 AM

AI compares the invoice to the original scope, flags overbilled line items, and drafts a dispute response. Done before the morning is over.

11:00 AM

AI turns a photo of the whiteboard into a formatted schedule with crew assignments and dependencies. GC has it before you leave the trailer.

1:00 PM

AI builds a line-item estimate from your scope, flags gaps before you submit, and builds contingency in by trade. No gut-checking required.

3:00 PM

AI generates a professional update with budget status, progress summary, and next milestones. Out the door in under 10 minutes.

5:30 PM

AI produces a formal incident record, assigns responsibility, and outlines next steps the same day. You are protected before anyone lawyers up.

You're losing 30+ hours a week to work that never shows up on an invoice.

1

Change Orders & Scope Documentation

Verbal approvals, undocumented extras, and rushed invoices leave money on the table every job. AI drafts formal change orders from texts and emails in minutes.

10 hrs/wk >> 2 hrs/wk

\$26K/yr recovered

2

Subcontractor Invoice Review

Overbilling goes unnoticed when you are too busy to compare invoices to scope line by line. AI catches discrepancies and drafts dispute responses instantly.

6 hrs/wk >> 1 hr/wk

\$18K/yr saved

3

Estimating & Bid Preparation

Building bids from memory and gut instinct creates risk. AI structures line-item estimates, flags scope gaps, and builds contingency into every trade section.

8 hrs/wk >> 2 hrs/wk

\$22K/yr saved

4

Owner & GC Reporting

Progress updates, budget summaries, and schedule reports built manually eat hours that should be on site. AI generates professional reports from your job notes.

4 hrs/wk >> 30 min/wk

\$12K/yr saved

5

Incident & Rework Documentation

Rework and site issues become legal exposure when they go undocumented. AI produces formal incident records, responsibility logs, and next-step summaries on the spot.

4 hrs/wk >> 1 hr/wk

\$10K/yr saved

Your AI tools.

Built and managed for you.

Mercantile evaluates how your business runs, recommends the right stack, and handles setup and management. You stay on the job site.

Claude AI

The engine behind everything. Change orders, sub invoice review, bid prep, owner reports, incident documentation, and schedule building.

Jobber

Field service management built for contractors. Quoting, scheduling, invoicing, and client communication in one place. Works on the job site.

n8n

Workflow automation that connects your job management software, email, and messaging. Triggers follow-ups, reminders, and reports automatically.

Fireflies.ai

AI notetaker for site walkthroughs, owner meetings, and sub coordination calls. Transcribes and summarizes so nothing gets missed or disputed.

ChatGPT

A second AI option for specific tasks where it performs better. Mercantile helps you know which tool to use and when.

How Mercantile works.

Operations expertise meets AI.

Mercantile was built for contractors who are good at the work but losing money on the business side. Whether you are running two crews or twenty, the gap between what you build and what you bill is where the real problem lives. We bring 10+ years of operations experience and AI that actually fits how construction works — on site, in the truck, and in your inbox — so the business runs as well as the jobs you deliver.

1 **Discovery & Strategy**

Mercantile looks at how your jobs run today. Where change orders get missed, where estimates go sideways, and where AI plugs in without adding work.

2 **Build & Implement**

Mercantile handles setup, templates, and rollout. Your crew does not learn new software. You just start getting more of what you earn.

3 **Stay Current & Scale**

AI moves fast. Mercantile keeps your operation on the tools and workflows that give you an edge, so you are always ahead of the next guy bidding.

MERCANTILE

Ready to see what your business is leaving on the table?

This is a lot to take on alone. That's where Mercantile comes in.
Book a call and I'll look at how your operation actually runs,
show you where AI fits, and what it's worth to fix.

<https://workwithmerc.as.me>

tap to book your call

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