MAKKI
DEMOLITION

The whole company, one screen each.

A private portal for Makki Demolition — demolition and asbestos abatement, Alberta. Six people sign in. Each one sees the business from their own seat, and nothing else.

COMPANY PORTAL · WORKING DEMONSTRATION BUILD · DEMO DATA THROUGHOUT

BEFORE ANYTHING ELSE

Four labels. Three on every claim in this deck, one about the build.

Nothing here is dressed up. If a thing works, it is marked working. If the screen is real but the numbers behind it are not, it is marked simulated. If it does not exist, it is named as a gap and not shown as a feature.

THE BUILD Every screenshot in this deck is of **private build v36-b11**, on the demonstration machine. The published site is a different, older build, **v32-nb6**. **Nothing in this deck is live.** Work built after v36-b11 is on disk today and is not pictured; the honest ledger names it under a fourth label, **built since**.

WORKING

Real in this build. It does what you see it do, every time you open it.

- The six logins and the boundaries between them
- The rules — ticket blocks, completion before billing, the board's refusals
- Every screen, every page, every report in the app

SIMULATED

The screen and the logic are real. The data behind it is demo seed data.

- **Every dollar figure in this deck and in the app**
- Jobs, quotes, people, tickets, photos, documents
- The app says so itself — a **MOCK DATA** chip sits in its top bar on every page

PLANNED

Not built. Named here as a gap so nobody discovers it later.

- **QuickBooks** — the number-one gap
- A server, a database and a real sign-in — not built
- Anything that sends: texts, emails, invoices out — unbuilt

SAID ONCE, UP FRONT

Every number in this build is demo data. Not one figure is Makki's.

The portal is loaded from a mock workbook. Its own header reads **“MOCK data — figures are illustrative, not real dollars.”** A gold **DEMO DATA** band sits across the top of every page inside the app, and it stays there. The business is the right shape — the dollars are not the real ones.

578	1,396	14	54
jobs on file	quotes	people across three crews	tickets & certificates

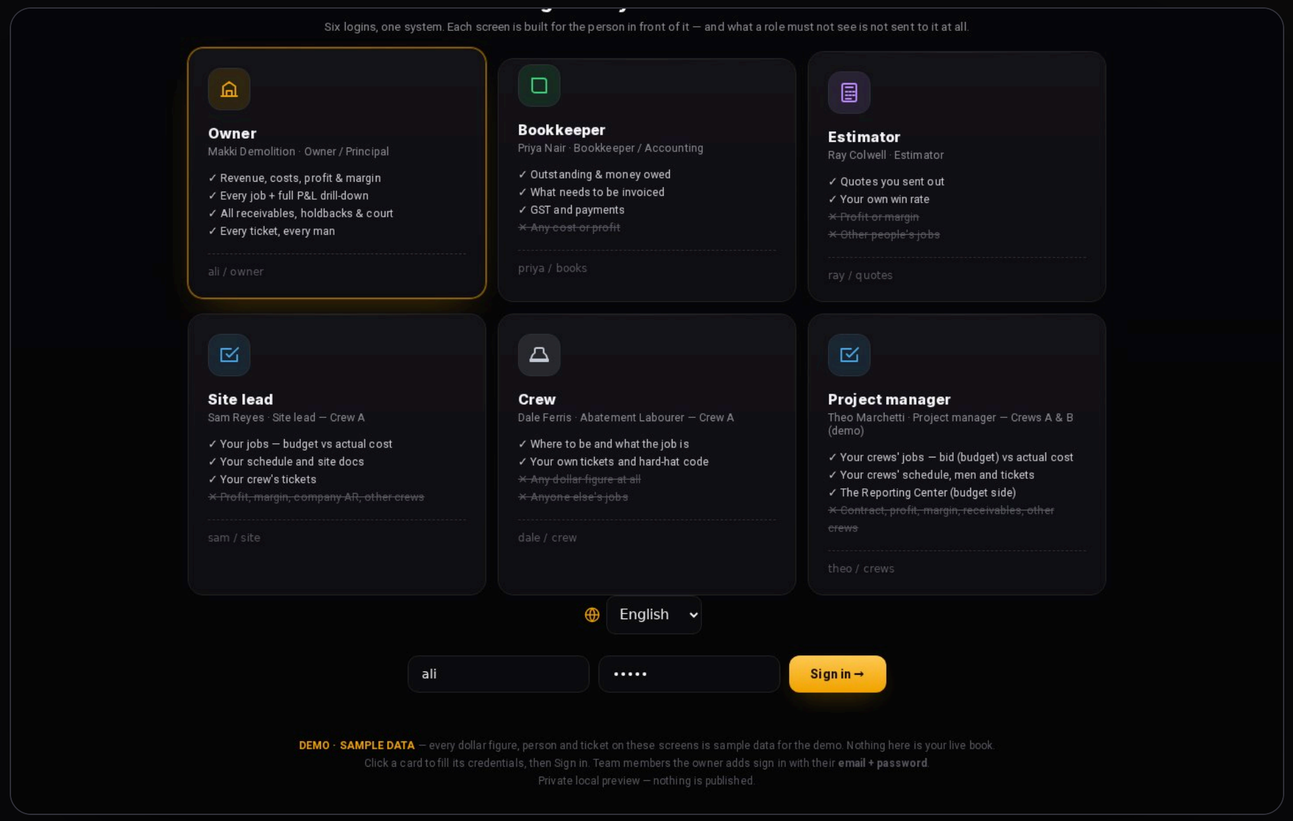
> The app also runs on a fixed demo date, so an expiring ticket and an overdue invoice look the same every time it is opened. That is deliberate — a demonstration that drifts is a demonstration you cannot trust.

01

Six people. Six different companies, as far as each one can tell.

One system, one set of data, six doors into it. In this demonstration build each seat is handed its own projection of the data — built in the browser, with no server behind it yet.

This screen is the whole argument.



Six cards, six seats. The ticks are what that login holds; the struck-through lines are what this build leaves out of its projection. Not a warning label — the design. And the note at the foot of the real screen says it before anyone asks: **“every dollar figure, person and ticket on these screens is sample data for the demo. Nothing here is your live book.”**

THE RULE UNDERNEATH

The bookkeeper's screen is built from a projection that leaves profit out.

Most systems hide a column. This build omits the field. When the bookkeeper's page is assembled, the profit figure is not greyed out, not blanked, not set to zero — the key is left out of the projection her page receives. That is what this demonstration shows, seat by seat and screen by screen. It is a browser-only build with no server behind it, so what you are seeing is a demonstrated role-specific view, not a security guarantee: server-enforced authorisation is not built and has not been verified.

> From the portal's own source, in the file that builds those views: **“A projection omits a forbidden field from the returned object entirely. It does not hide it with CSS, it does not blank it, it does not set it to null.”**

● WORKING — THE ROLE PROJECTIONS, IN THE BROWSER

● NOT BUILT — SERVER-SIDE AUTHORISATION

Who gets what

The names and figures below are demo people on demo data. The boundaries are what this build demonstrates: each seat is handed its own projection, built in the browser, with no server behind it yet.

Owner

Makki Demolition · 23 pages, 7 groups

- Revenue, costs, **profit & margin**
- Every job and its full P&L
- All receivables and holdbacks
- Every ticket, every man

NOTHING IS HELD BACK

Bookkeeper

Priya Nair · 4 pages

- Outstanding and money owed
- What needs invoicing
- GST and payments
- ~~Any cost or profit~~

PAYROLL HOURS OPTIONAL — HOURS ONLY, NEVER A RATE

Estimator

Ray Colwell · 5 pages

- His own quotes
- His own win rate
- Bid against actual cost
- ~~Profit, margin, other people's jobs~~

OWN FIGURES ONLY

Site lead

Sam Reyes · Crew A · 12 pages

- His jobs — budget vs actual cost
- The morning sheet and the day's paperwork
- His crew's tickets
- ~~Profit, margin, contract value, receivables~~

OWN CREW, OWN SITES

Crew

Dale Ferris · Abatement labourer · 5 pages

- Where to be and what the job is
- His hours, confirmed by him
- His own tickets and hard-hat code
- ~~Any dollar figure at all~~

BUILT FOR A PHONE AND A GLOVE

Project manager

Theo Marchetti · Crews A & B · 6 pages

- His crews' jobs — budget vs actual
- His crews, their men, their tickets
- The Reporting Centre, budget side
- ~~Contract value, profit, margin, other crews~~

BETWEEN THE OWNER AND THE SITE

THE SAME DATA, SIX WAYS

What each seat is sent

Read down the money columns. In this build, only one login's projection carries a profit figure.

SEAT	CONTRACT VALUE	COST	PROFIT & MARGIN	RECEIVABLES	PAY RATE	CREW TICKETS	PAGES
Owner	Yes	Yes	Yes	Yes	Yes	Everyone	23
Project manager	—	Budget vs actual	—	—	—	His crews	6
Site lead	—	Budget vs actual	—	—	—	His crew	12
Bookkeeper	Invoice value	—	—	Yes	—	—	4
Estimator	—	Own bids only	—	—	—	—	5
Crew	—	—	—	—	—	His own	5

Every one of these cells is a switch the owner can flip per person, live, from Team & Access — and flipping it really changes that login, not just its menu. ● WORKING

THE PROOF, NOT THE PROMISE

Seven cost codes, two logins. One column exists on only one of them.

● OWNER The owner's copy carries a **variance** column — what each code is making or losing against its budget

CODE	COST CODE	BUDGET	SPENT	USED	%	VARIANCE
LAB	Labour	$4,534	$2,480		54.7%	$2,054
EQP	Equipment & rentals	$680	$0		0%	$680
DSP	Disposal / landfill	$1,360	$780		57.4%	$580
ABT	Abatement supplies & testing	$2,040	$0		0%	$2,040
SUB	Subcontract	$1,814	$2,860		157.7%	−$1,046
PRM	Permits & fees	$340	$0		0%	$340
OTH	Other (fuel, food, small tools)	$567	$0		0%	$567
	Total	**$11,335**	**$6,120**		**54%**	**$5,215**

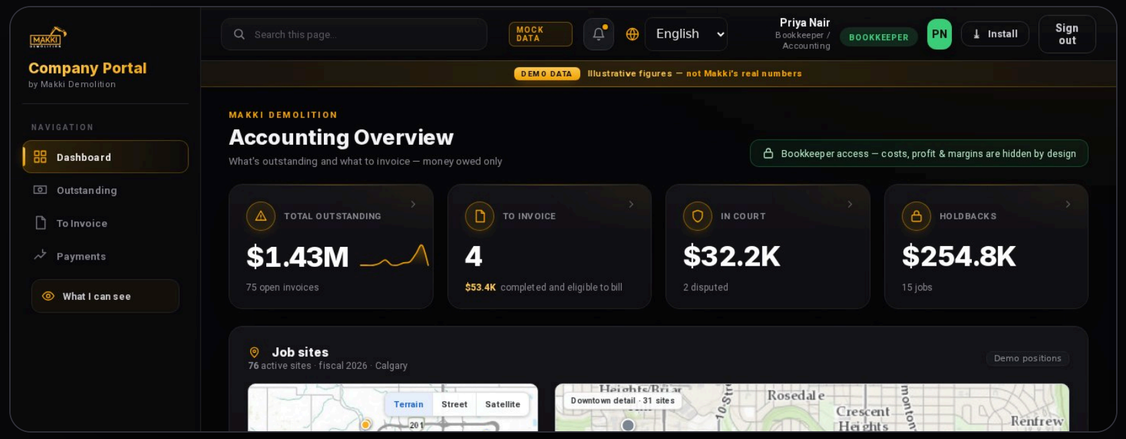
Cost-code budgets, change orders, photos and documents here are demo entries.

● ESTIMATOR The estimator's copy has the same seven codes, budget and spent — **and no variance column at all**

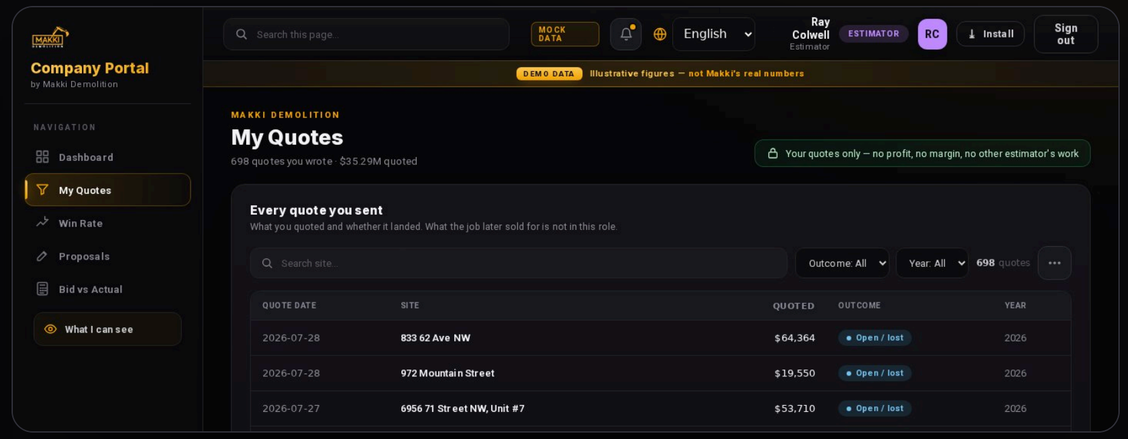
CODE	COST CODE	BUDGET	SPENT	USED	%
LAB	Labour	$10,530	$7,553		71.7%
EQP	Equipment & rentals	$7,722	$0		0%
DSP	Disposal / landfill	$7,020	$4,933		70.3%
ABT	Abatement supplies & testing	$702	$4,971		708.1%
SUB	Subcontract	$5,265	$0		0%
PRM	Permits & fees	$1,404	$0		0%
OTH	Other (fuel, food, small tools)	$2,457	$592		24.1%
	Total	**$35,100**	**$18,049**		**51.4%**

These are two different jobs — the figures are not meant to match. The point is the header row. The estimator's page tells him so itself: **"your own bids only — no sell price, no profit, no margin on this page."** The column is not switched off for him. It was never built into what his page was handed.

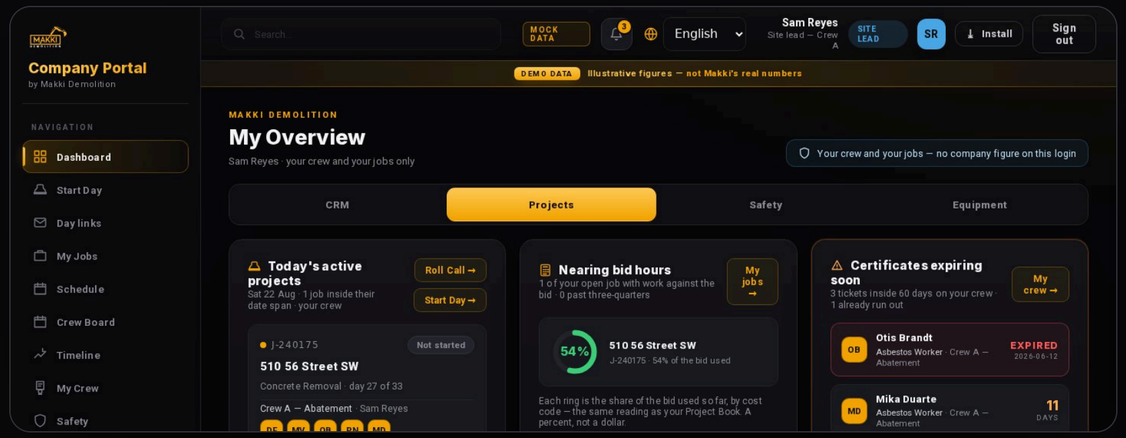
One system. It does not look like one system.



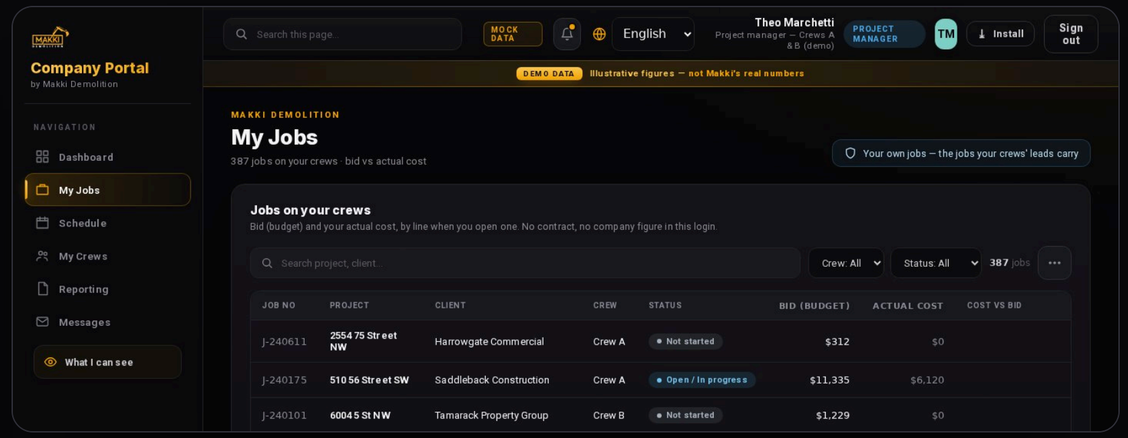
Bookkeeper — “costs, profit & margins are hidden by design”, in the app's own words, on her own screen



Estimator — his quotes, his win rate, and nobody else's



Site lead — his crew, his jobs, his budget against spent. No profit anywhere on it



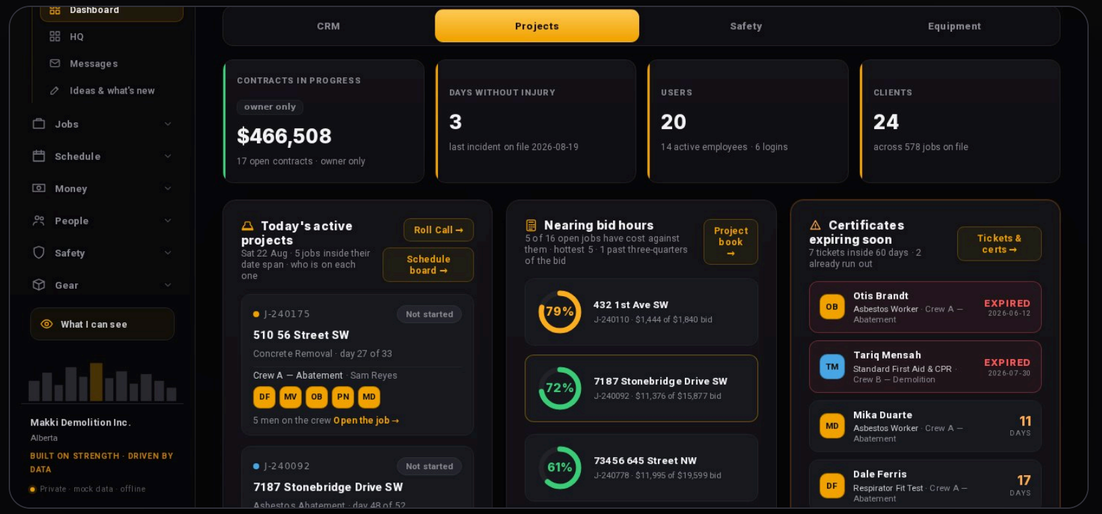
Project manager — three money columns: bid, actual cost, cost vs bid. No contract column exists

The owner's first screen

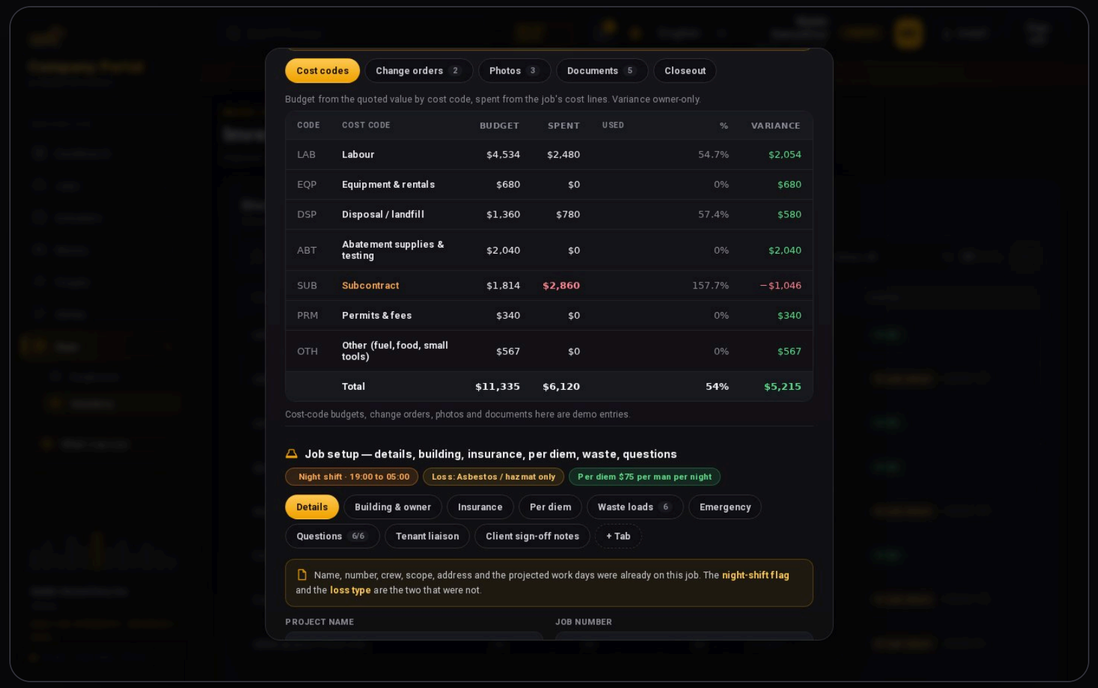
Twenty-three pages across seven groups, opening on the one view that answers “what is happening today”.

● WORKING ● FIGURES ARE DEMO

- **Contracts in progress, days without injury, users, clients** — the four counts across the top
- **Today's active projects** — who is on each site, how many men, which day of the job
- **Nearing bid hours** — the open jobs burning through their bid, hottest first
- **Certificates expiring soon** — who is already out, and who goes out inside 60 days
- A **job-site map of Calgary**, one pin per active job, coloured by status



Two men on the right are flagged **EXPIRED** — the app does not wait to be asked. Every page also carries a gold **DEMO DATA** band above this, reading “illustrative figures, not Makki's real numbers”.



One job's cost codes. Subcontract is 157.7% of its budget and says so in red.

Every job, down to the cost line

Jobs & P&L lists them all. One click opens the book for that job.

● WORKING ● DEMO COST CODES & DOCUMENTS

- **Seven cost categories** — labour, equipment & rentals, disposal, abatement supplies, subcontract, permits, other
- **Budget against spent, with variance** — an over-run shows red against its code, not buried in a total
- **Fourteen panes per job** — cost codes, change orders, photos, documents, closeout, permits, insurance, per diem, waste loads, emergency and more
- Change orders run **draft, then sent, then approved**; approving raises the revised contract
- Photos come off a phone on site, straight into the job's log

02

The half of the business that never sits at a desk.

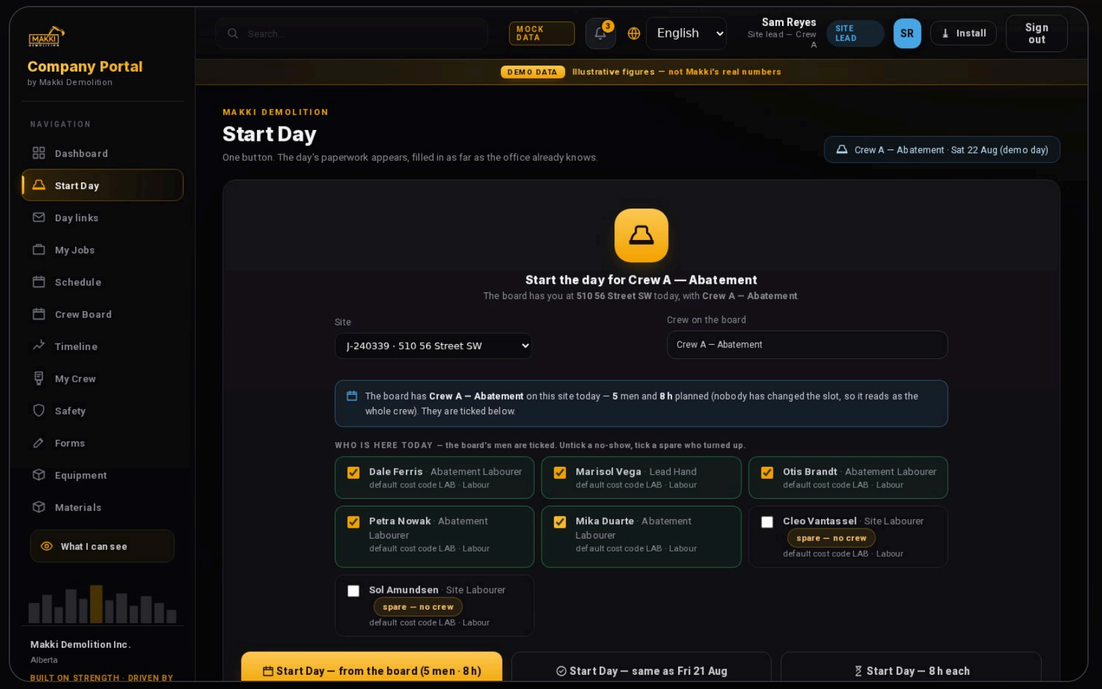
The morning sheet, the ticket block, the end-of-day confirm, the hard-hat code.
This is where a portal either earns its keep or gets ignored.

The morning, on one page

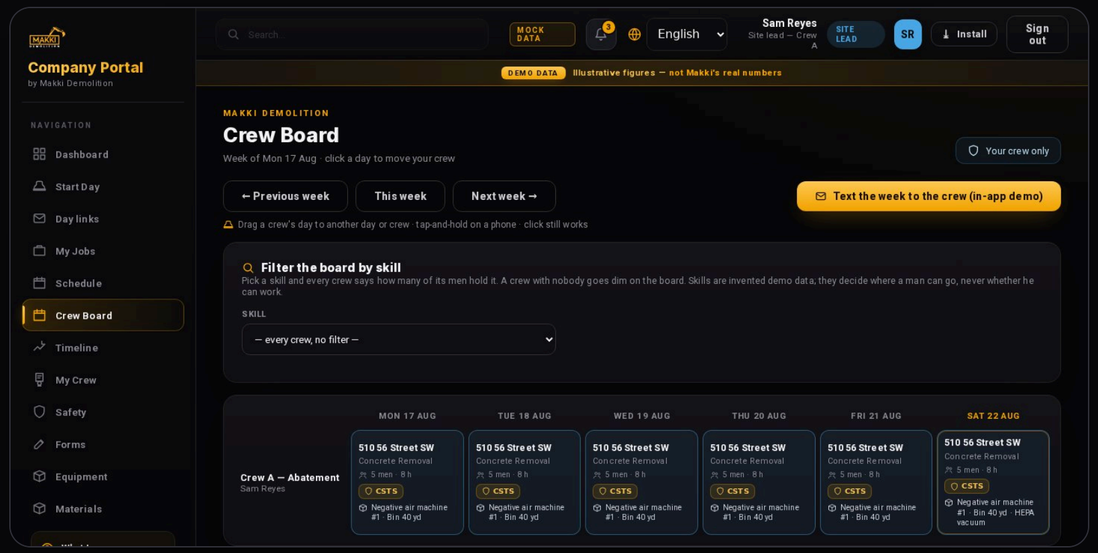
The site lead opens **Start Day**, picks today's site, and works down it. Nothing else is required of him before the crew starts.

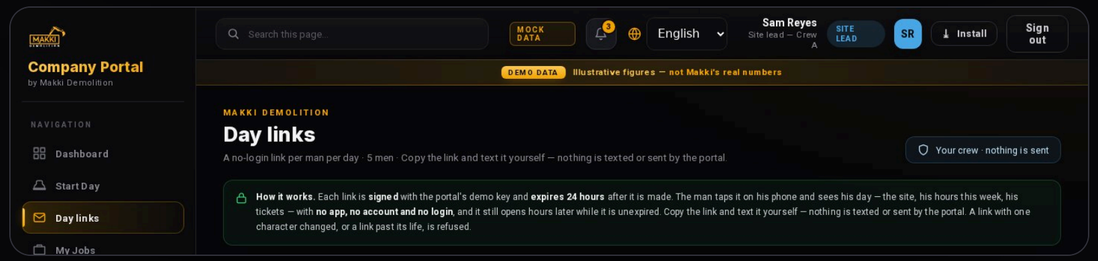
● WORKING ● DEMO CREW & HOURS

- **The timesheet** — a row per man, hours editable, week-so-far with a flag at 32 hours and red at 40
- **The ticket block** — fires per man against that job's required tickets, before he is on site
- **The pre-job safety talk** — checklist, then “talk done — crew briefed”
- **Site notes** — typed, or spoken into the browser in six languages
- **Site photos** — from the phone camera into the job's photo log
- **The end-of-day check** goes to the crew **in-app** — nothing is texted



The board already knows who is on today. He unticks a no-show, ticks a spare who turned up, and starts the day. Two of the men here are flagged **spare — no crew**.





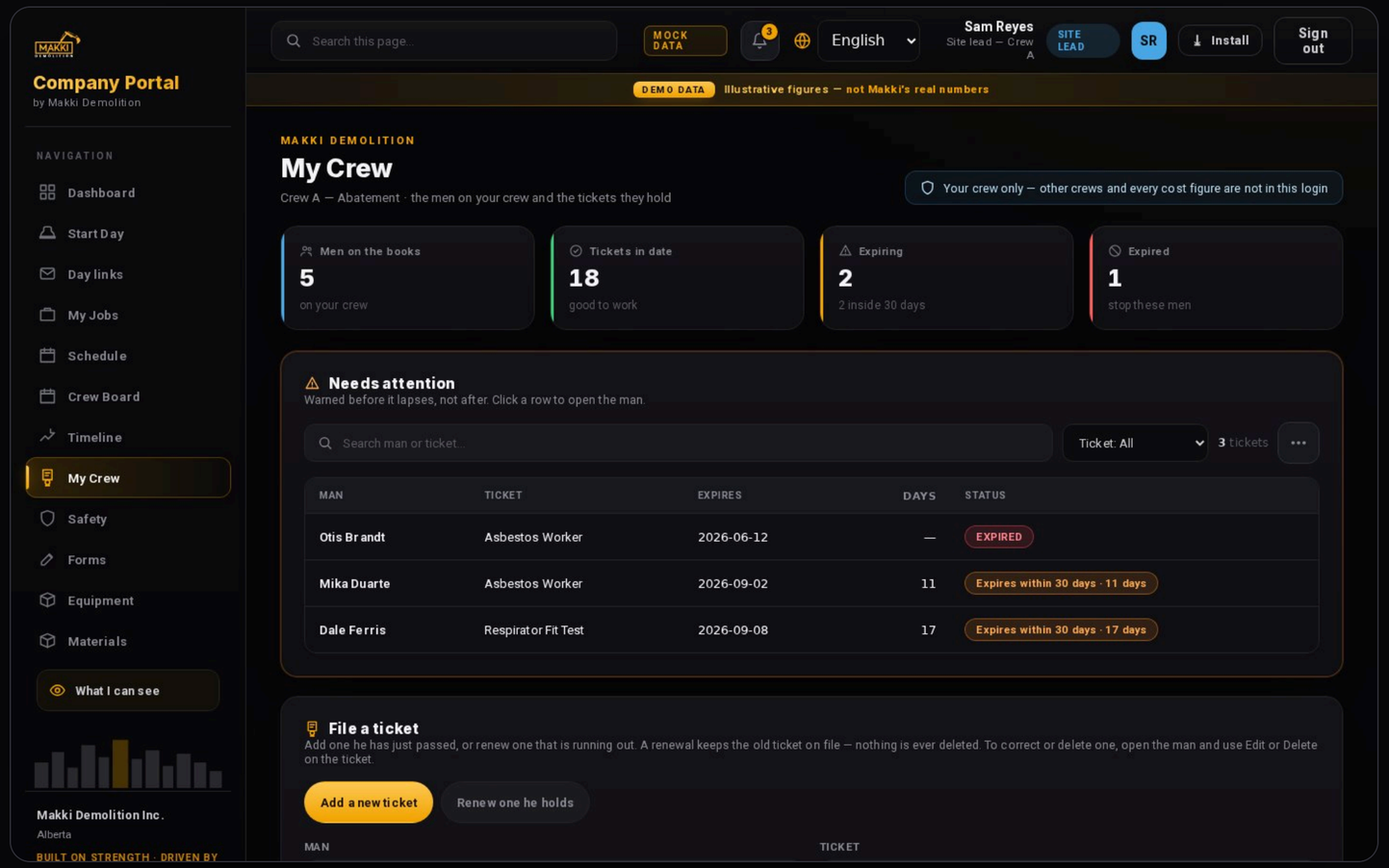
The day-links page says it in its own heading: **“copy the link and text it yourself — nothing is texted or sent by the portal.”**

The board refuses what the tickets don't allow

Crews across, days down, two weeks at a time. Drag a job to another day or another crew.

● WORKING ● DEMO SCHEDULE

- Drop a job on a crew that lacks a ticket that job needs and **the board refuses the drop**. It does not warn and let it through
- On a phone it is tap-and-hold instead of drag
- “Text the week to the crew” builds the message **per man** and shows it, marked not sent
- **Day links** give one man a no-login link to his own day — signed, and dead after 24 hours. Change one character and it is refused



The site lead's copy — **his crew only**, demo data. The owner sees the same register for every man; the labourer sees one row, his own.

The ticket is checked before a man is put on a crew

Nine ticket types on file, from Asbestos Worker to Aerial Work Platform — demo people, demo expiry dates.

● WORKING ● DEMO PEOPLE & EXPIRY DATES

- **30 and 60-day expiry warnings**; expired is flagged hard
- **"Put a man on a crew" is refused** if he lacks a ticket that crew's jobs need — an **assignment check**, run in this build against demo data
- Old tickets are **archived, never deleted**
- A **hard-hat QR code per man** — scan it, read-only, no login. In this build it reads the demo data on this machine

THE CREW'S WHOLE APP

Five screens, no dollar sign, and a thumb reaches all of it.

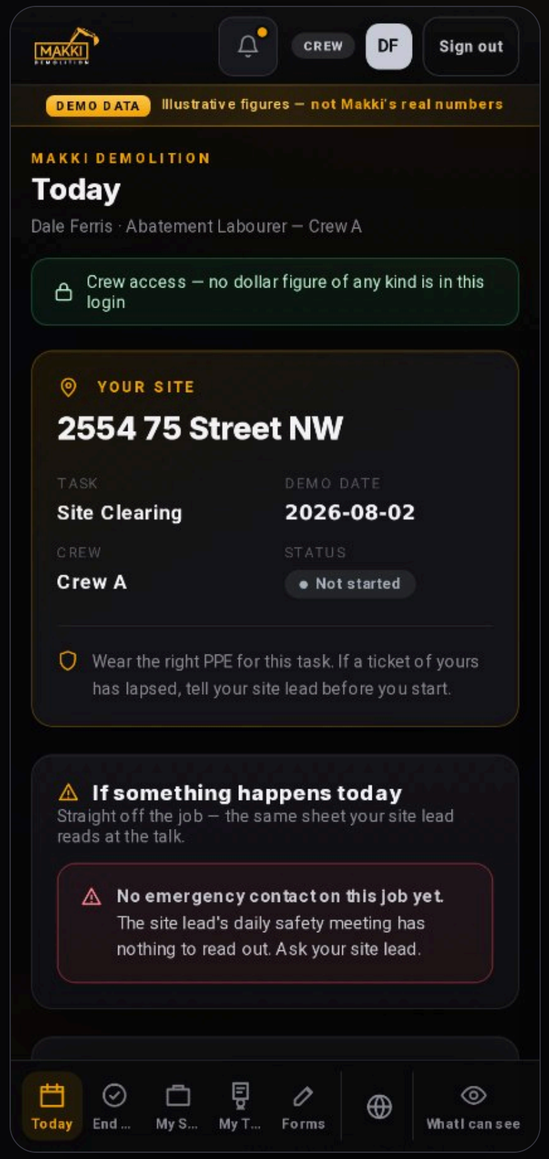
His answer at the end of the day lands on the site lead's sheet and on the owner's dashboard. That is the whole loop — and the only data entry the field is ever asked for.

- Every control is at least **44 px**. It is built for a glove, not a mouse
- The interface runs in **four languages** — English, French, Spanish and Arabic, **right-to-left and all**
- A site note can be **spoken** in six, Filipino and Punjabi included
- The hard-hat code is **drawn on the device** — it still works with no signal on site

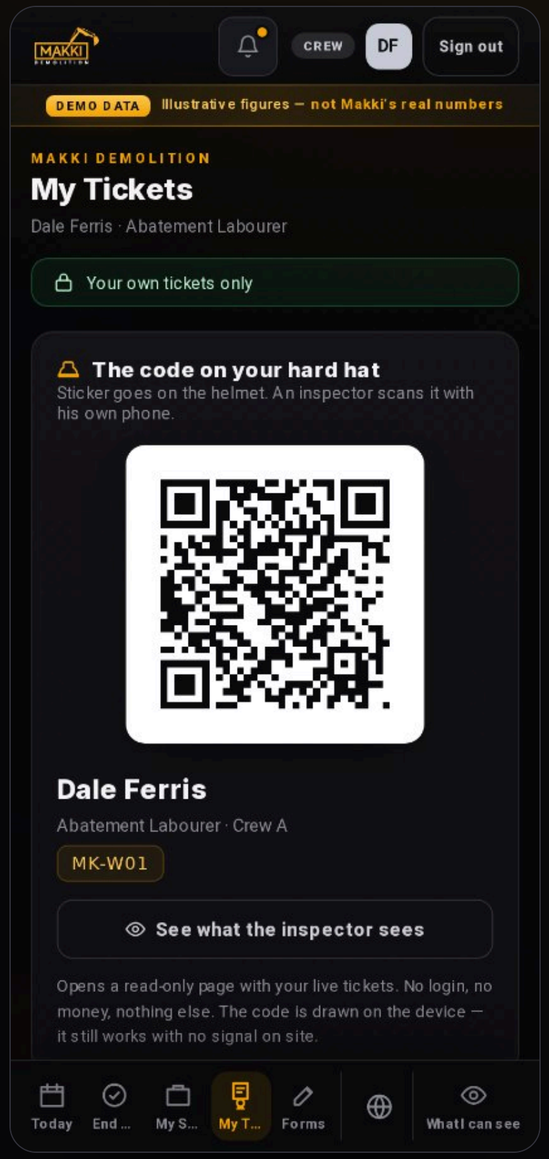
● WORKING ● NO GPS CLOCK-IN



End of Day — one question, three answers, and he is done.



Today — with a green badge reading “no dollar figure of any kind is in this login”



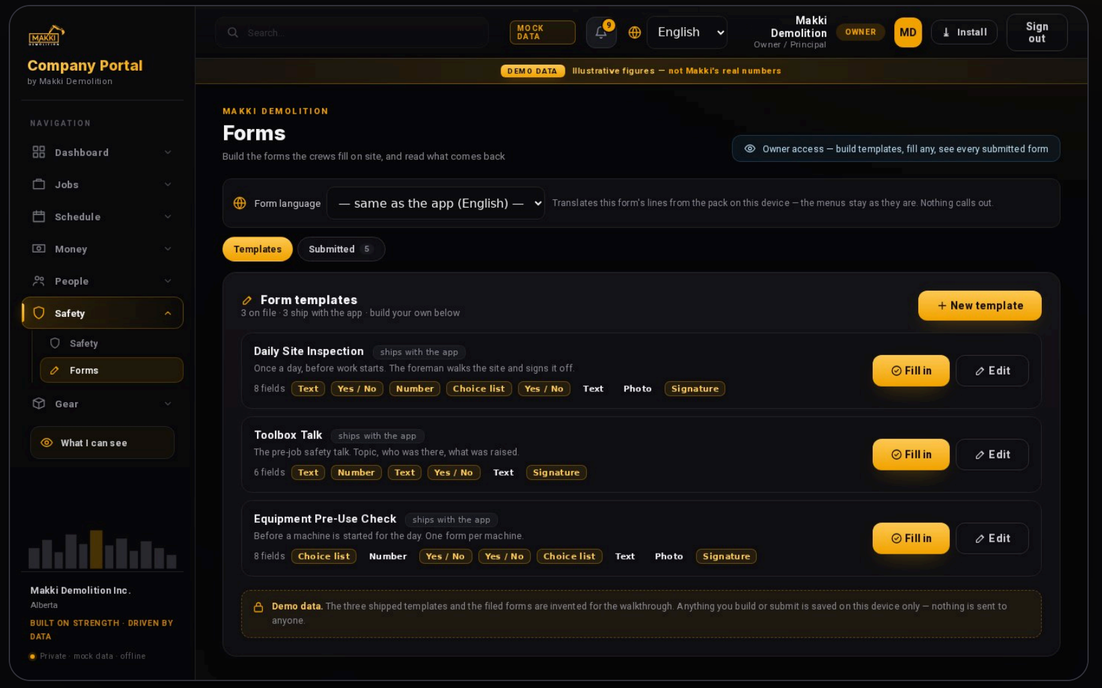
My Tickets — the code an inspector scans off his hard hat

The safety register, in Alberta OHS wording

Incidents, corrective actions and inspections, kept where the jobs are rather than in a separate binder.

● WORKING ● DEMO INCIDENTS & DOCUMENTS

- Report a **near miss, stop-work or injury** with a corrective action, an owner and a due date
- Corrective actions **stay open until closed**; overdue goes red
- The five reportable types are named as OHS names them — potentially serious incident, hospital admission, death, fire or explosion, structural collapse
- A document library — JHA, safe work practices, toolbox talks, SDS — and which jobs require each one
- A **form builder**: the owner builds a template, the field fills it in on site

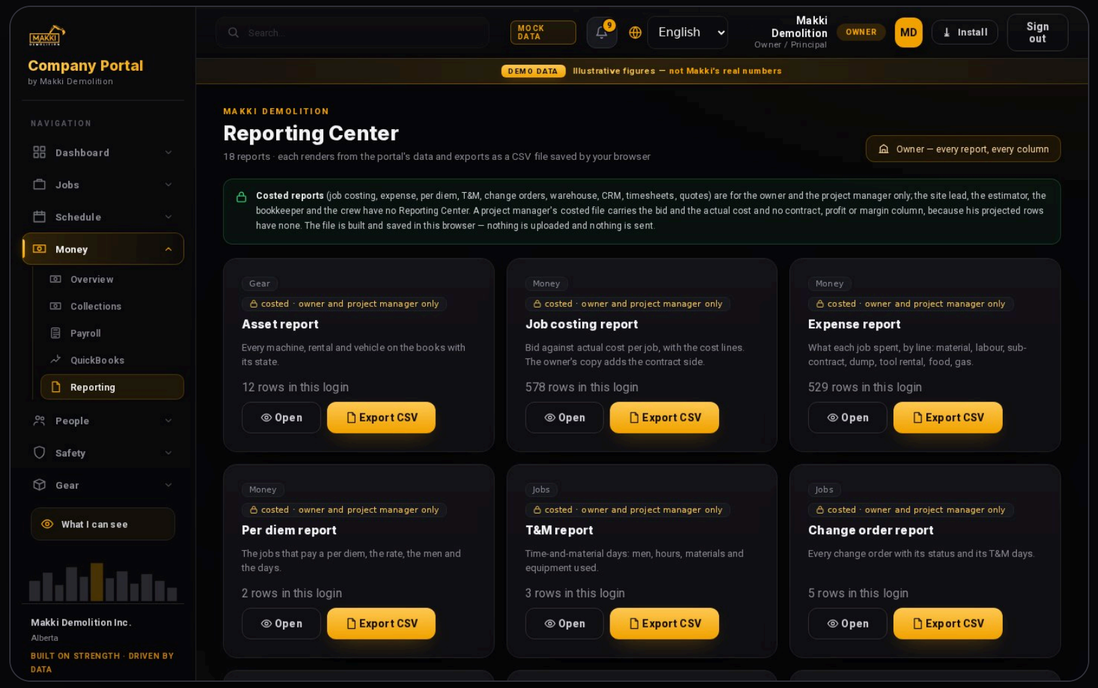


Templates are built once by the owner. The estimator and the bookkeeper never see this page at all.

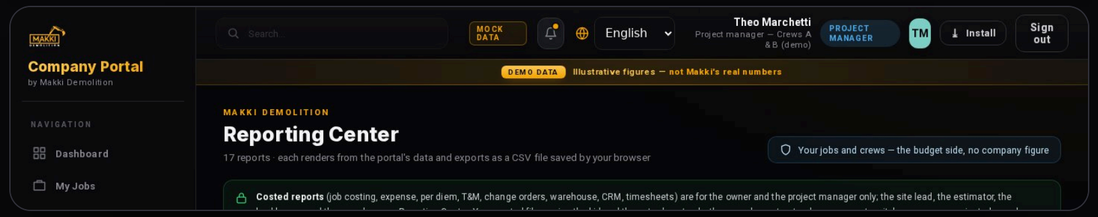
03

The money lives in the app.

Open the portal, read the numbers. No report to request, no message to send, nothing to wait for.



Nothing is uploaded and nothing is sent. The file is built and saved in the browser.



The project manager opens the same page and it says **17 reports**, not 18 — and "your jobs and crews, the budget side, **no company figure**".

Eighteen reports, inside the app

Money, Jobs, Gear, Safety, People. Each one renders from the portal's own data and exports as a CSV the browser saves.

● WORKING ● DEMO ROWS

- **Money** — job costing, expense, per diem
- **Jobs** — T&M, change orders, waste, CRM, quotes & pipeline
- **Gear** — assets, warehouse, project inventory, equipment log
- **Safety** — incidents, injuries, inspections, forms
- **People** — timesheets, tickets & certificates
- The costed reports are the owner's and the project manager's only — and **the manager's copy carries the budget side with no contract, profit or margin column**, because his rows never had them

A DECISION, NOT AN ACCIDENT

The owner should never have to text anything to find out what he is owed.

The operational money — what is outstanding, what is ready to bill, what the week's labour cost, what each job spent by line — lives on a page he opens. Collections, Overview, Payroll and eighteen reports, all in the app.

There is a nightly summary that can reach a phone, and it is useful. But it is a convenience sitting beside the app. **It is never the route to the business.**

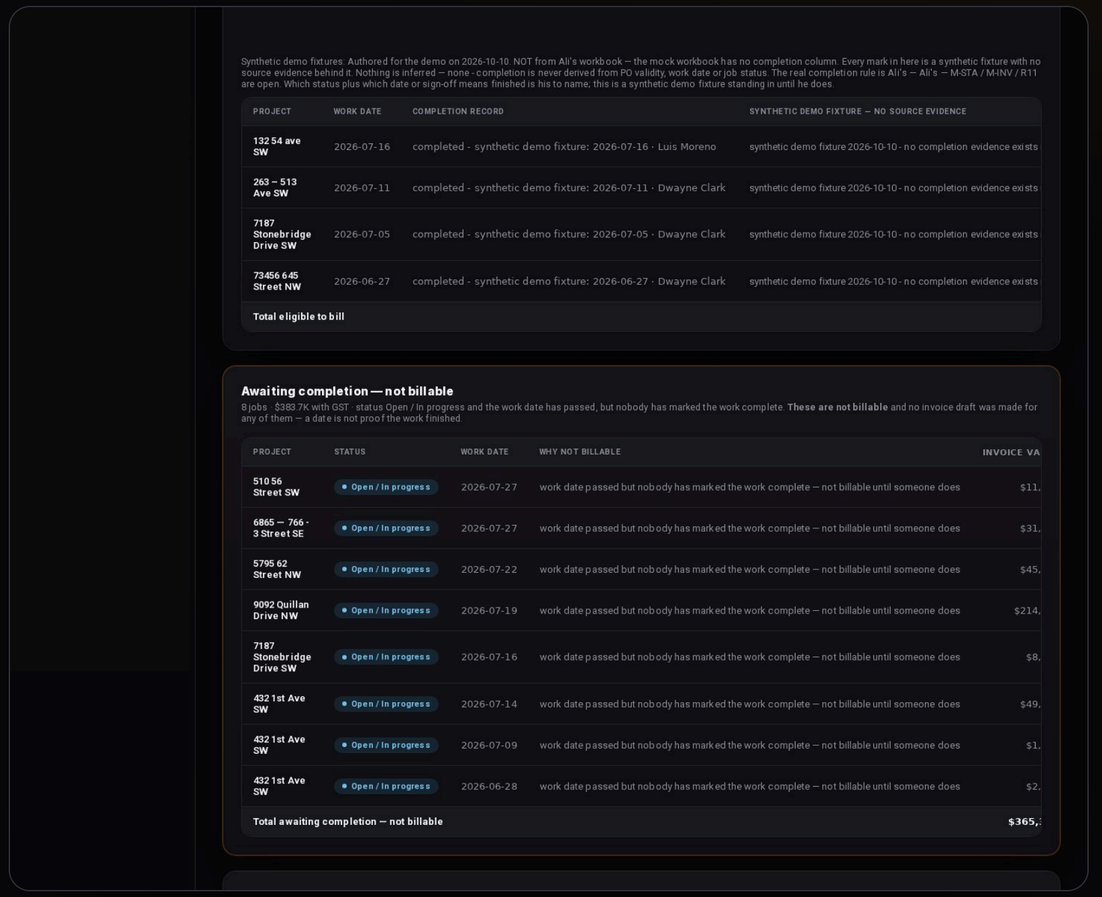
● WORKING — THE IN-APP MONEY PAGES ● FIGURES ARE DEMO

A date is not proof the work finished

The portal used to call a job ready to invoice because its status said open and its work date had passed. Twelve jobs were being handed over to bill.

- **Four of them were actually ready.** Somebody had marked the work complete — with a date, a name and the mark itself
- **Eight were not.** They now sit in a list headed **“Awaiting completion — not billable”**, each with the reason printed on its row
- No invoice draft is raised for any of the eight
- The rule reads: an explicit completion mark on the job, and no invoice marked. **A status is not completion. A past work date is not completion. Neither is a purchase order**

● THE RULE WORKS ● THE COMPLETION MARKS ARE SYNTHETIC



Synthetic demo fixtures. Authored for the demo on 2026-10-10. NOT from Ali's workbook — the mock workbook has no completion column. Every mark in here is a synthetic fixture with no source evidence behind it. Nothing is inferred — none - completion is never derived from PO validity, work date or job status. The real completion rule is Ali's — Ali's — M-STA / M-INV / R11 are open. Which status plus which date or sign-off means finished is his to name; this is a synthetic demo fixture standing in until he does.

PROJECT	WORK DATE	COMPLETION RECORD	SYNTHETIC DEMO FIXTURE — NO SOURCE EVIDENCE
132 54 ave SW	2026-07-16	completed - synthetic demo fixture: 2026-07-16 · Luis Moreno	synthetic demo fixture 2026-10-10 - no completion evidence exists
263 – 513 Ave SW	2026-07-11	completed - synthetic demo fixture: 2026-07-11 · Dwayne Clark	synthetic demo fixture 2026-10-10 - no completion evidence exists
7187 Stonebridge Drive SW	2026-07-05	completed - synthetic demo fixture: 2026-07-05 · Dwayne Clark	synthetic demo fixture 2026-10-10 - no completion evidence exists
73456 645 Street NW	2026-06-27	completed - synthetic demo fixture: 2026-06-27 · Dwayne Clark	synthetic demo fixture 2026-10-10 - no completion evidence exists
Total eligible to bill			

Awaiting completion — not billable

8 jobs · $383.7K with GST · status Open / In progress and the work date has passed, but nobody has marked the work complete. **These are not billable** and no invoice draft was made for any of them — a date is not proof the work finished.

PROJECT	STATUS	WORK DATE	WHY NOT BILLABLE	INVOICE VA
510 56 Street SW	Open / In progress	2026-07-27	work date passed but nobody has marked the work complete — not billable until someone does	$11,
6865 – 766 - 3 Street SE	Open / In progress	2026-07-27	work date passed but nobody has marked the work complete — not billable until someone does	$31,
5795 62 Street NW	Open / In progress	2026-07-22	work date passed but nobody has marked the work complete — not billable until someone does	$45,
9092 Quillan Drive NW	Open / In progress	2026-07-19	work date passed but nobody has marked the work complete — not billable until someone does	$214,
7187 Stonebridge Drive SW	Open / In progress	2026-07-16	work date passed but nobody has marked the work complete — not billable until someone does	$8,
432 1st Ave SW	Open / In progress	2026-07-14	work date passed but nobody has marked the work complete — not billable until someone does	$49,
432 1st Ave SW	Open / In progress	2026-07-09	work date passed but nobody has marked the work complete — not billable until someone does	$1,
432 1st Ave SW	Open / In progress	2026-06-28	work date passed but nobody has marked the work complete — not billable until someone does	$2,
Total awaiting completion — not billable				$365,

Look at the right-hand column of the top table: **“synthetic demo fixture — no completion evidence exists”**. The app labels its own demo data, on the row, in front of the person reading it. The real rule is the owner's to set.

THE NUMBER-ONE GAP

QuickBooks is not connected. The app says so on its own page.

There is a QuickBooks page in the portal and it does not pretend. It carries a red **“not connected”** status, lists exactly what would sync in each direction — customers, jobs and projects, invoices, payments, employees — and names the CSV import that works today without any link at all.

Connecting it is engineering, not a login. **The owner authorises a supported connection on the QuickBooks side** and never shares a password or credential with anyone. **Makki implements and tests the integration.** The provider and setup details are pending validation. **A login is not an integration** — the authorisation is where the work starts, not where it finishes.

● PLANNED — ENGINEERING, ONCE THE OWNER AUTHORISES THE CONNECTION

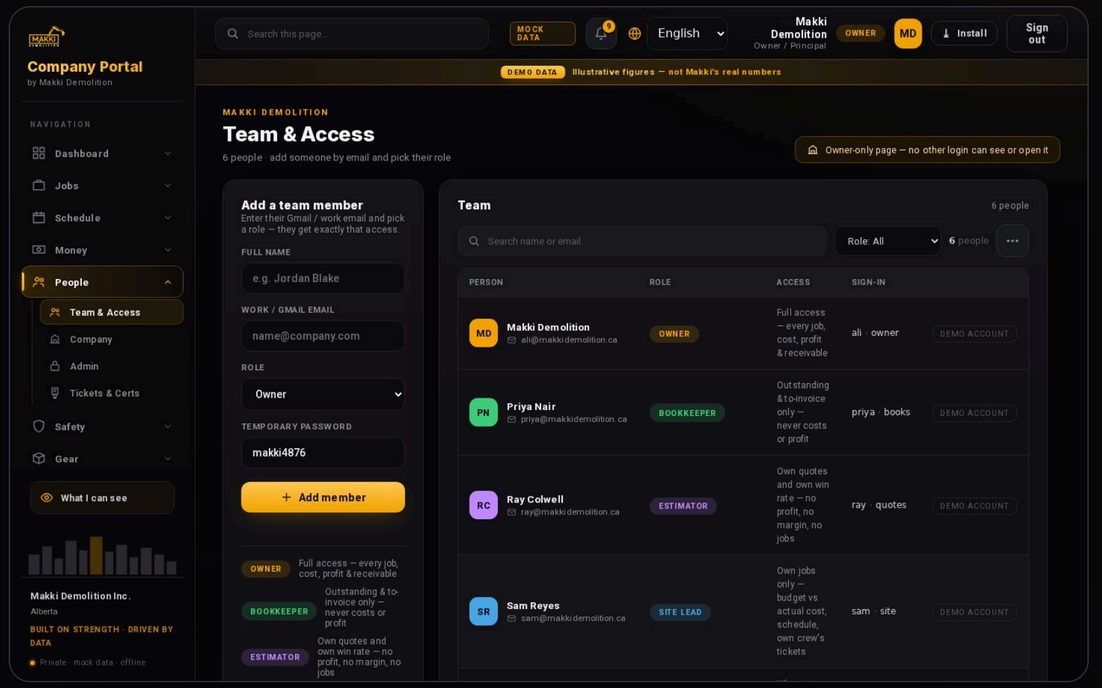
● WORKING — THE CSV ROUTE, TODAY

One switch per page, per person

Team & Access holds every person — trade, crew, phone, start date, day rate, tickets — and the switches that decide what their login opens.

● WORKING ● DEMO ROSTER

- Flip a page off and it **leaves that person's menu and the app refuses to open it**
- Switch every page of a group off and **the group disappears** from their rail
- Field-level gating is untouched by a switch: granting the bookkeeper Payroll gives her **hours, never a rate**
- Every login carries a **“What I can see”** page — its own pages, each one's purpose, and what it never shows



The owner changes who sees what while standing in the room. No rebuild, no request.

04

What it does, what it fakes, and what is missing.

All three, in the same place, in the same size type.

WHERE IT ACTUALLY STANDS

The honest ledger

Nothing in the left column is promised. Nothing in the right column is hidden.

● WORKING

Real in this build.

- Six logins, each handed its own projection — in the browser
- 23 owner pages · 18 in-app reports · 14 job panes
- Completion before billing; the ticket block; the board that refuses a bad drop
- Start Day, End of Day, day links, hard-hat QR
- Per-person page switches that really change a login
- CSV export from payroll and every report

● SIMULATED

Real screens, real rules, demo data.

- **Every figure on every screen**
- The completion marks behind the billing rule — authored for the demo, and labelled as such on the row
- The branch roll-up — demo labels, not real branches
- Photos, documents and cost codes — placeholders until the real ones are handed over

● PLANNED

Not built. Named, not buried.

- **QuickBooks** — the owner authorises a supported connection; Makki does the engineering; pending validation
- **The real workbook** — migration not yet specified
- **A server, a database, a real sign-in** — not built; engineering, deployment and verification still to do
- **Anything outbound** — texts, emails, invoices out: deferred, unbuilt engineering
- GPS clock-in · multi-approver payroll · regulator reports
- No off-machine backup — not built

THE VERSION, SAID PLAINLY

Every picture in this deck is private build v36-b11. The build on disk has already moved on.

The published site is a different, older build, **v32-nb6**. Nothing in this deck is live, and nothing in it was shot from the internet.

After v36-b11 was frozen for these pictures, one more batch of time-and-crew work was built and independently graded. It is on today's disk build. **It is not in any screenshot here**, and the Start Day shown earlier is the older one, without it.

● BUILT SINCE THIS BUILD · NOT PICTURED

A fourth label, kept apart from the other three. Nothing is called working on the strength of a picture nobody has.

- **Start Day: a signature on the timesheet.** The site lead signs a man's line with a PIN. The PIN is checked and never kept; the record shows who, when and the last two digits only. A wrong PIN is refused.
- **Start Day: the whole crew in one move.** One control puts the hours and a cost code on every man, with the company's seven cost codes on it.
- **Start Day: three head starts through the gate.** From the board, from the previous day, or flat: the men, their hours, their cost codes and where they came from, printed on the page. The board's man list is data now, not a note kept on one device.
- **Payroll: four more filters.** Office, project type, verify status and approval status beside crew. By-cost-code now splits across codes, and the 32 / 40-hour thresholds are read from a register instead of being written into the code.
- **Job costing: two new columns.** Temporary labour and contracted labour, split out of the labour line by share of hours, never added on top.
- **The day link: a man enters his own hours** on his no-login page, and another man's line is refused. A time record now also carries its cost code, break, per diem and asset time.

A RULE, NOT A LIMITATION

Nothing in this system sends anything to anyone.

The week's schedule is drafted per man and shown on screen, marked not sent. The proposal is a printable document the owner saves and sends himself. The invoice is a draft. The renewal reminder is a draft. The end-of-day check goes to the crew inside the app, not to their phones.

A person sends. The portal prepares. That is deliberate, and it is the right default for a company where a wrong message costs a client.

> Turning any of it on is deferred, unbuilt engineering scope: a sending service, a phone number or a mailbox the company owns, and the testing that goes with them. It is a decision about how the business wants to operate — and it is also work that has not been built.

THE THING TO BE CLEAREST ABOUT

There is no server behind this. Not yet.

The sign-in screen says “your data stays on your machine”, and that is literally true — the portal runs in the browser, on the machine it is opened on. It is also the single thing that must change before anyone uses it for real.

The role gating in this build is a browser-side projection: a forbidden field is left out of the object a login receives, and that is what the demonstration shows. But **there is no server checking a password**, no database, and no backup off the machine. Server-side sign-in, a database and a backup are a **build gap** — they need engineering, deployment and verification, as well as the owner's decisions on hosting and ownership. None of it is built, and none of it has been verified.

● WORKING — THE BROWSER PROJECTION, IN THIS BUILD

● NOT BUILT — SERVER-SIDE SIGN-IN, DATABASE, BACKUP

MAKKI
DEMOLITION

Six people ran the same company from six different seats — and in this build, not one of them was shown a number they shouldn't.

The screens are built and the rules work on demo data. What remains is real work: the AI seats that run the office, the integrations — QuickBooks first — the security a live system needs, pilot testing with the crews, and the real data and human inputs only the owner can give.