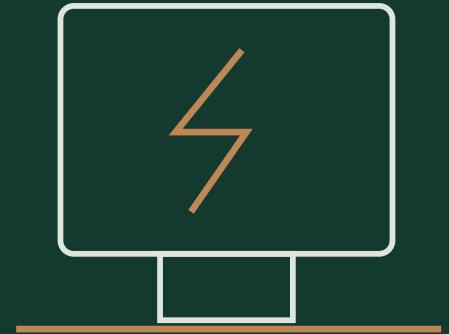


Relay Point Electric

Defined jobs. Accountable
electrical service.

Fictional prelaunch



Purchased field work leaves a narrow company margin.

Purchased delivery capacity



60% sold-time target

Preparation and support also take time.

Paid work will test time and margin.

A clear scope.

A controlled delivery process.



Agree



Schedule



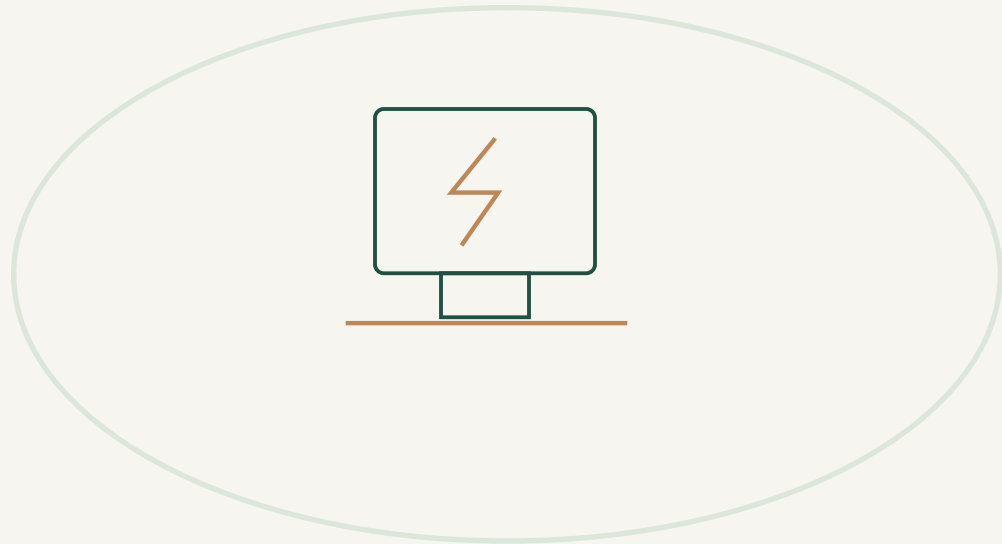
Deliver



Collect

One agreed scope. Documented acceptance.

Start with a reachable buying occasion.



Homeowners

Repair or planned upgrade

Property operators

An agreed site improvement

Schematic; buyers and area to validate.

Every service draws from one pool of hours.



Repairs 30%

145/h

Panels 20%

165/h

Rewiring/circuits 20%

155/h

Lighting 15%

145/h

EV chargers 15%

165/h

USD / sold hour; illustrative shared-time mix.

Compete on the job and the commercial terms.

Possible alternatives

Direct electrical firm

Another contractor

Delay nonurgent work

Check before booking

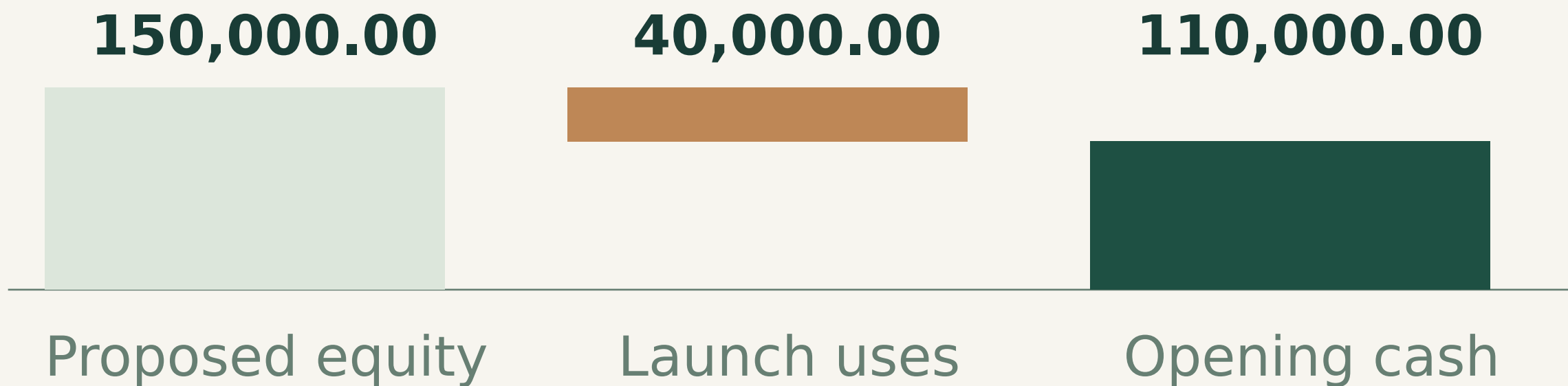
Scope and permissions

Purchased job margin

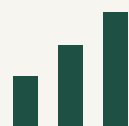
Defects and collections

Compare equivalent work and written terms.

Fund the launch. Keep a reserve.



Year 1 net loss: USD -52,201.92



Proposed team.

Clear delivery responsibilities.



Monthly base pay

Owner-manager

6,000.00

Dispatch (0.5 FTE)

2,000.00

Paid owner and dispatch; field delivery is purchased.

Prove the job economics before adding capacity.



Prelaunch. These are the next tests.

Proposed external equity.

USD 60,000.00

Owner contribution: USD 90,000.00

Terms and funding remain uncommitted.

Project payback: not reached within 36 months