

Ali'i Builders.

A general contractor in Kona, Hawai'i, running high-end residential and commercial work with a small team and dozens of local subs.

■ CLIENT BACKGROUND

Ali'i Builders is a licensed general contractor on the Big Island, building high-end residential renovations and ground-up commercial projects across the Kohala Coast with a lean office and a deep bench of local subcontractors.

■ BUSINESS CHALLENGE

Every project started the same way: bids arriving as PDFs in every format, leveled by hand, with the schedule of values rebuilt from scratch and a client estimate measured in weeks. The knowledge was all in the team's heads — and the team was two people.

■ PARTNERING FOR SUCCESS

Internal Automation scoped and delivered the system as a fixed-price, fixed-timeframe build, working from the company's real bid documents, cost codes, and procurement logs so the workspace matched how the office actually buys a job.

Every workflow was proven against real projects — a \$3.4M renovation, a four-plex, a rural health clinic — before it was trusted.

■ DELIVERING THE SOLUTION

One workspace, five rooms, one record per bid.

The bid board

Drop a subcontractor's bid PDF — or forward it to the project's ingest address — and it comes back structured: price, alternates, inclusions, exclusions flagged by risk, and lead times, sorted into its CSI division. Follow-up emails for missing details are drafted on the spot.

Leveling and the schedule of values

Competing bids sit side by side with scope gaps and exclusion differences surfaced automatically. Selecting a vendor writes the schedule of values itself, on real cost codes, with cascading markups and Hawaii's general excise tax applied exactly where it belongs.

Estimates in hours

Estimating runs on OpenClaw, installed for the team with a purpose-built skill: a senior chief estimator that confirms every sheet of the plan set, raises ambiguities as RFIs, performs the takeoff by CSI division with waste factors and Hawaii location factors, and prices 2026 unit costs in low-mid-high bands — then writes a branded, client-ready PDF: quantities, labor, schedule, and a risk register, not a spreadsheet.

Procurement

Lead times feed a procurement timeline per project, so a twelve-week factory plenum is flagged as critical path before it becomes a surprise.

"Drop a bid, watch the board build itself."

FROM THE ENGAGEMENT

THE SYSTEM AT A GLANCE

Bid board

Bid PDFs parsed to structured records

Leveling

Scope gaps and exclusions compared

Schedule of values

Auto-built; Hawaii-correct markups

Estimates

Plan set to client-ready PDF in hours

OpenClaw

Installed, with a custom estimating skill

Procurement

Lead-time timeline; critical path flagged

Stack

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internal automation.