

# FCSI BizEssentials – Trends in AI for the Foodservice Industry

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Presented By

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Construct Labs  
Building Intelligent Operations



# Introducing *Speakers*



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# Content Overview

- 01 Current State of AI →

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- 02 Opportunities for AI in Your Business →

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- 03 Capture Your Data →

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- 04 LLMs & Skills →

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- 05 Agents & KB →

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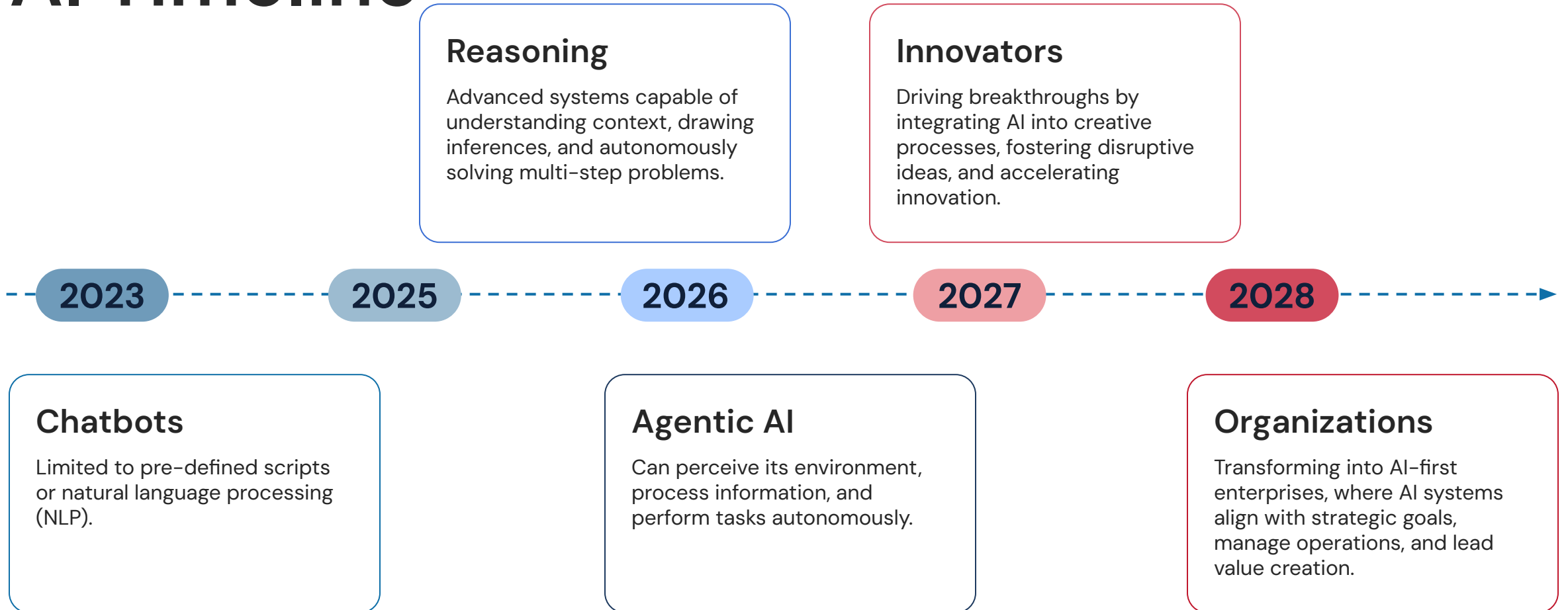
- 06 Where Do We Start →

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# Current State of AI →



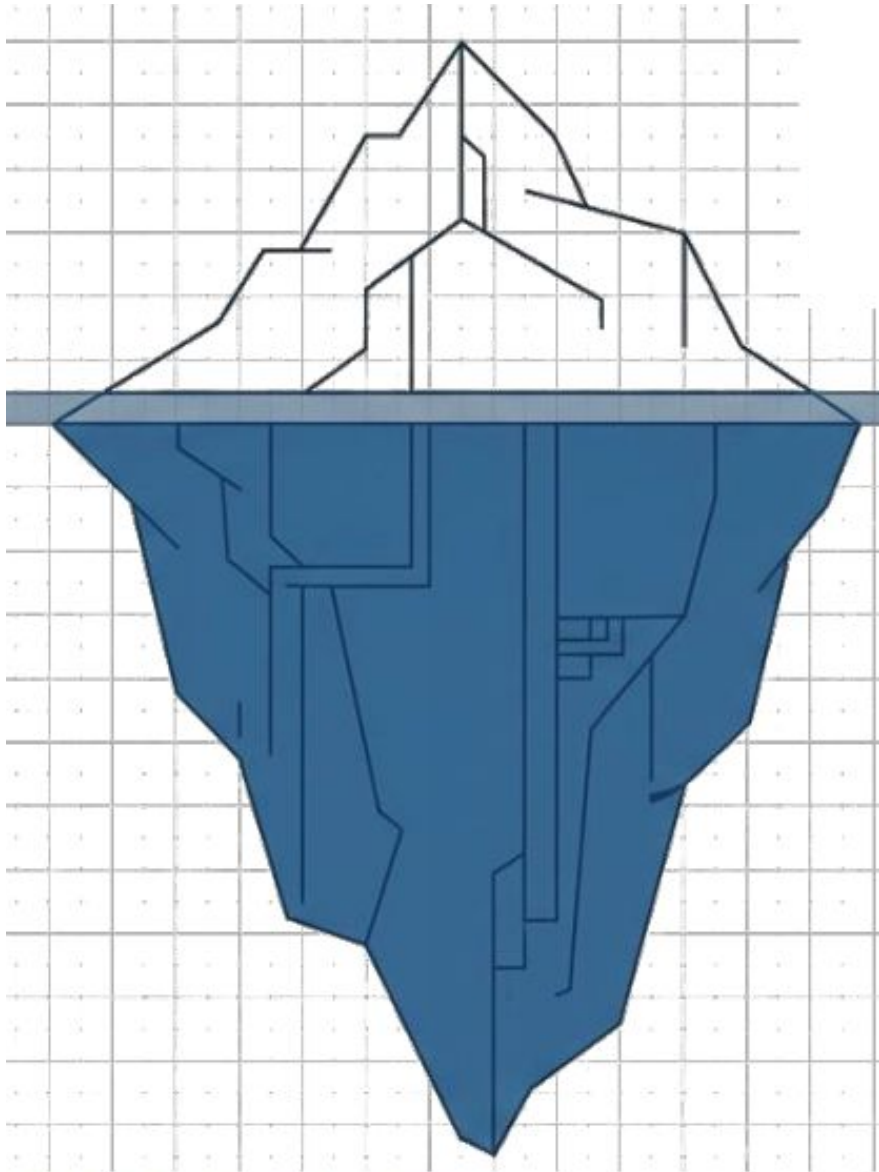
# AI Timeline



# “Most people are positioned for a world that no longer exists.”

- **Skills** your people learn today may be irrelevant in months — unless they keep pace with AI.

- Your business can fall behind competitors before you even notice.



### Top-Down Governance

Only **26%** of organizations have clear AI policies.

### Covert Employee Adoption (Shadow AI)

- 80% of US workers currently use AI at work.
- **78% bring their own AI tools (BYOAI)**
- 45% use AI without informing their managers

# Needs

## Organizational Strategy

- Develop clear AI policies & procedures to address:
  - Data Privacy & Security
  - Standards & Acceptable Uses

## Standardize AI Model Use

- Align tools with organizational goals and technology situations
- Ensure deep integration with existing workflows and systems.

*Build the AI-Powered Organization of Tomorrow!*

## The Talent Mandate

Hiring

**66%**

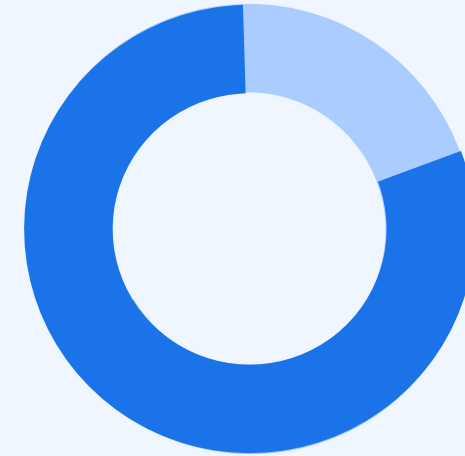
of leaders will not hire someone without AI skills.

Retention

**71%**

of leaders prefer a less experienced candidate with AI skills over a highly experienced candidate without them.

## The Productivity Mandate



**5.6 Hours**

Reclaimed per week per employee by AI-using SMBs.

**82%** of AI-using SMBs grew their workforce over the past year, proving AI is **a growth multiplier, not a job replacement.**

# Who is driving your AI transformation?

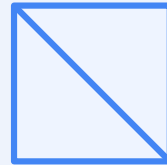
## The Skeptic



**Usage:** Rarely/never uses AI. Saves <10 mins/day.

**Trait:** Views AI as an experimental threat.

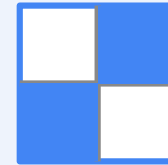
## The Novice



**Usage:** Few times a month. Saves <30 mins/day.

**Trait:** Unsure of use cases; waits for top-down direction.

## The Explorer



**Usage:** Weekly. Saves 5-30 mins/day.

**Trait:** Proactively seeks out task-specific SaaS tools.

## The Power User



**Usage:** Daily/multiple times a week. Saves >30 mins/day.

**Habits:** 85% start their day with AI; 68% frequently experiment with new prompts.

**Impact:** 92% say their overwhelming workload is now manageable.

# AI replaces workflows. It doesn't have to replace jobs.

*That's your decision.*

*A lot of companies are beginning to "insource".*

## LAYOFF PEOPLE ???

- Cut staff to bank short-term margin.
- Lose institutional knowledge, culture, and trust.

## UPSKILL & EXPAND STRATEGY !!!

- Free people from research, analysis, composing, reporting, routine workflows.
- Redirect time into quality improvements, growth, relationships, innovation, diversification.
- People transform into a whole new way of thinking about what's possible.

# 5 Levels of AI Maturity

5 STAGES OF AI DEVELOPMENT

LEVEL	NAME	TOOL / EXAMPLE	WHAT CAN BE BUILT?	UNIT OF VALUE
1	CHAT	ChatGPT / Claude	Answers	<b>MOST COMMON TODAY</b>
2	SKILLS	SOPs / Prompts	Processes	<b>NEXT STEP UP</b>
3	SKILLS + KNOWLEDGE	Projects / Knowledge Base	Reports	<b>CONTEXT APPLIED</b>
4	DIGITAL WORKERS	Cowork / Claude Code	Apps & Workflows	<b>WORK EXECUTES</b>
5	DIGITAL ORGANIZATIONS	Agent Teams / Functions	Business Functions	<b>FUNCTION RUNS</b>

**Chatbots** — Needed skilled prompt engineers.

**Reasoning** — Needed tools to wrap functions in a friendly UI

**Agents** — AI smart enough to act with context

**Innovators** — Early adopters building org-wide AI

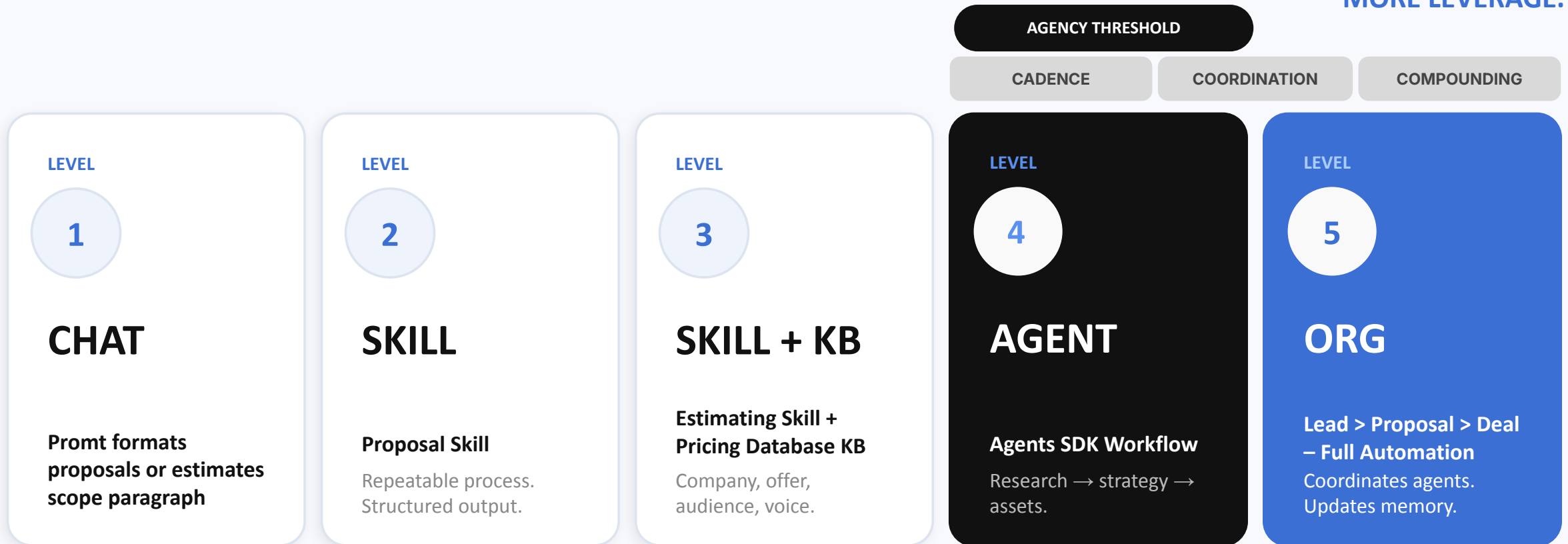
**Organizations** — Full at-home business functions

10-YEAR JOURNEY

Answer → Process → Report → Workflow → Function

# What We're Building

MORE AUTONOMY.  
MORE COORDINATION.  
**MORE LEVERAGE.**



PROMPT → PROCESS → CONTEXT → AUTONOMY → COORDINATION

# Opportunities for AI in Your Business →

*What to Use It For*



# How can I *help you today?*



## THE PROMPT

What are 10 ways AI will change the work for FCSI design consultants, foodservice designers, commercial kitchen design – while increasing job capacity, improving bid speed, reducing rework, and simplifying estimating, documentation and field execution?



# 10 Ways AI Will Change Work for Food Service Designers

## Automated Preliminary Layouts

1. AI drafts schematic kitchen arrangements from footprint, menu type & service model — cutting early design hours significantly.

## Instant Specification Writing

2. Prompt-driven spec generation for equipment sections, finish schedules & performance criteria, reviewed in minutes.

## Faster Bid Assembly

3. AI cross-references equipment lists against vendor databases & historical pricing to pre-populate bid forms and flag scope gaps.

## Rework Reduction via Clash Detection

4. AI reviews coordination drawings for MEP conflicts, ADA clearances & code issues pre-submittal, not post-construction.

## Smarter Submittal Reviews

5. Compares submitted cut sheets against project specs and flags deviations automatically, shrinking review cycle time.

## Dynamic FF&E Estimating

6. ML models trained on past projects estimate equipment costs with confidence ranges for faster, more reliable client budgets.

## Field Documentation on Demand

7. Voice-to-text punch lists on the job site, auto-formatted into closeout reports & equipment logs — no back-office rekeying.

## Client Communication Drafts

8. Meeting summaries, SOW narratives & project status reports drafted from notes, emails & transcripts in seconds.

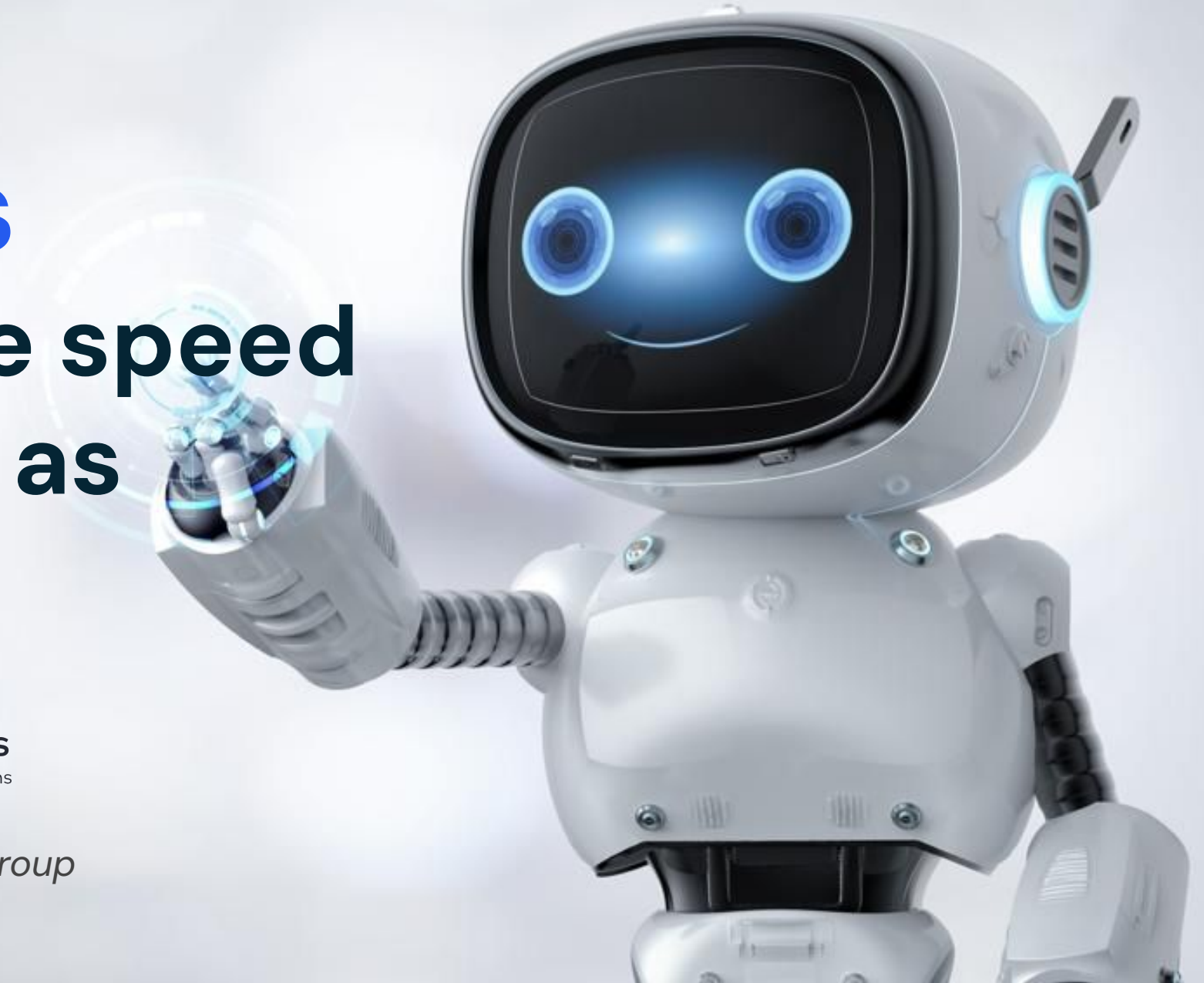
## Firm Knowledge Base at Your Fingertips

9. AI retrieves FCSI standards, code refs, manufacturer data & project precedents instantly from your firm's own documents.

## Expanded Capacity Without New Headcount

10. Compressing repetitive tasks lets design teams take on more concurrent projects — increasing revenue per consultant.

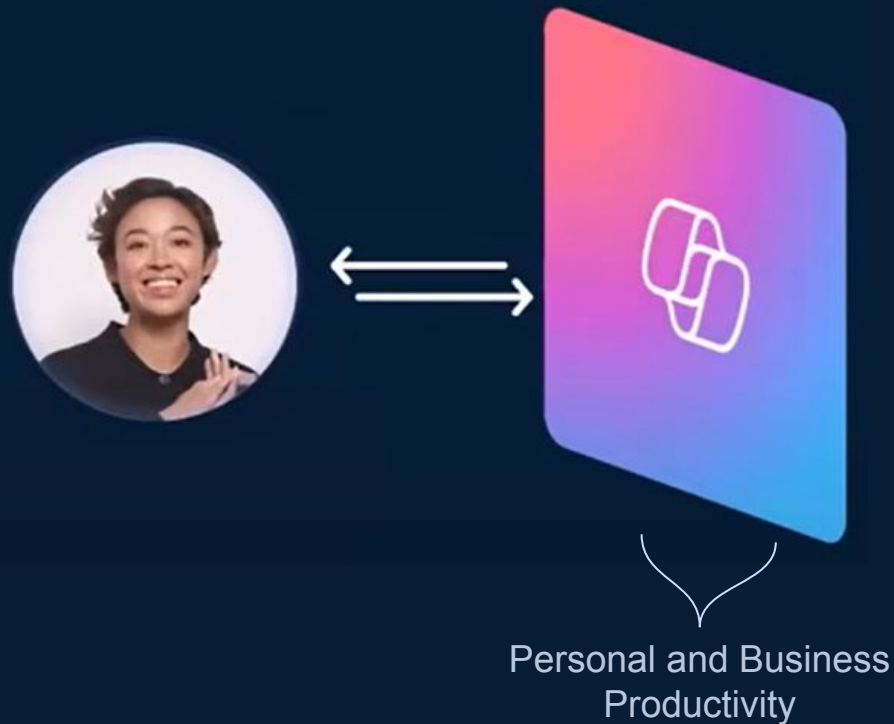
**Integrating  
AI Agents  
can improve speed  
by as much as  
200%**



*Sourced by Boston Consulting Group*

# Removing the UI Barrier

Natural language Interface



**Decoupling  
Functional Capabilities  
from Complex Software  
Interfaces.**



*It's only as smart as you are, you still have to know what you want it **to do.***



# What is **WORK** anyway?



Imagine

Decide

Solve

Investigate

Process

Communicate

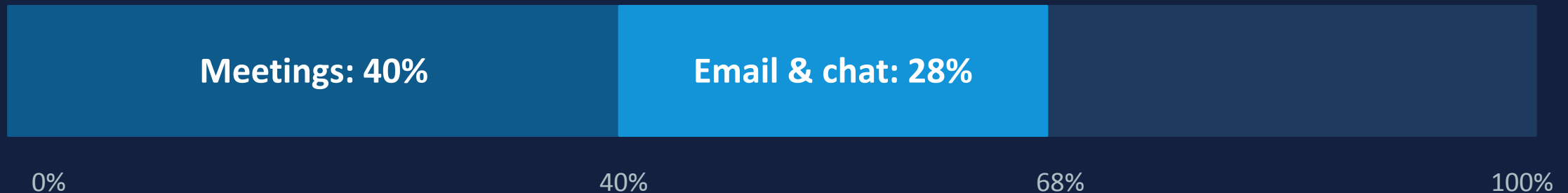
# The HIERARCHY of Work

*AI handles the base. You own the top.*

# Time spent by people **COMMUNICATING**

# 68%

*of your workday is spent in meetings, email, and chat*



*AI can handle the routine communication — freeing you for the work only you can do.*



# FLIP THE PYRAMID OF WORK



**AI takes the base. You move up.**

Delegate Communicate, Process & Investigate to AI — and reclaim your time for Solve, Decide & Imagine.

**AI handles these**

We will always need  
people to

# SOLVE, DECIDE, & IMAGINE

## SOLVE

AI can process data  
but humans identify  
the real problem

## DECIDE

Judgment, values &  
accountability require  
a human in the loop

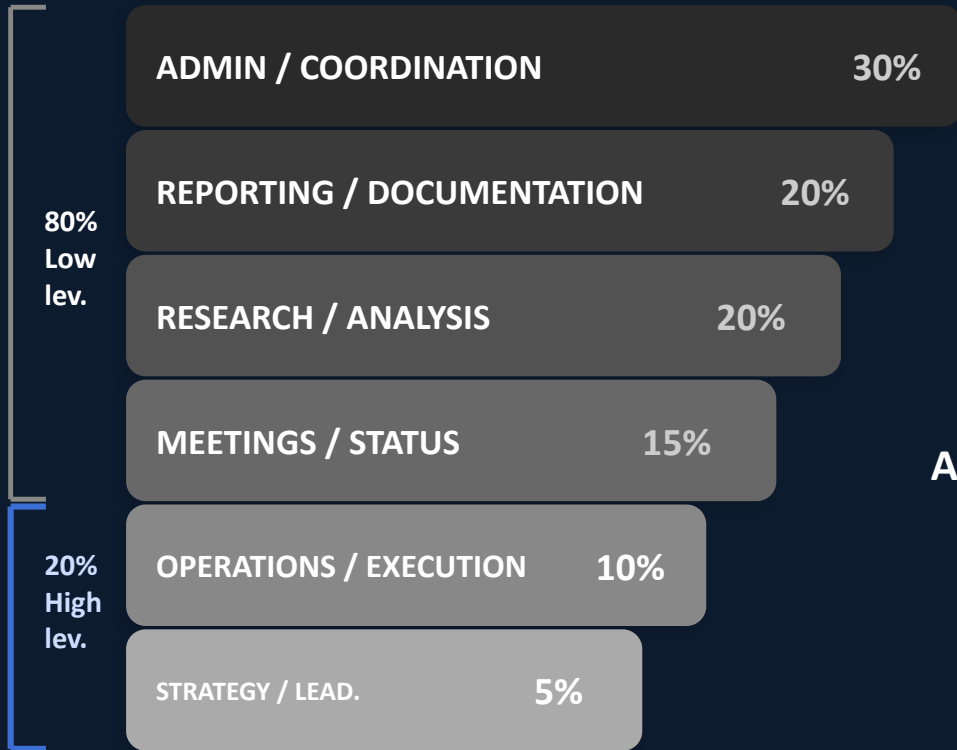
## IMAGINE

Creativity, vision &  
innovation remain  
our highest advantage

# The Value Shift

## BEFORE AI

*Where most time goes today*

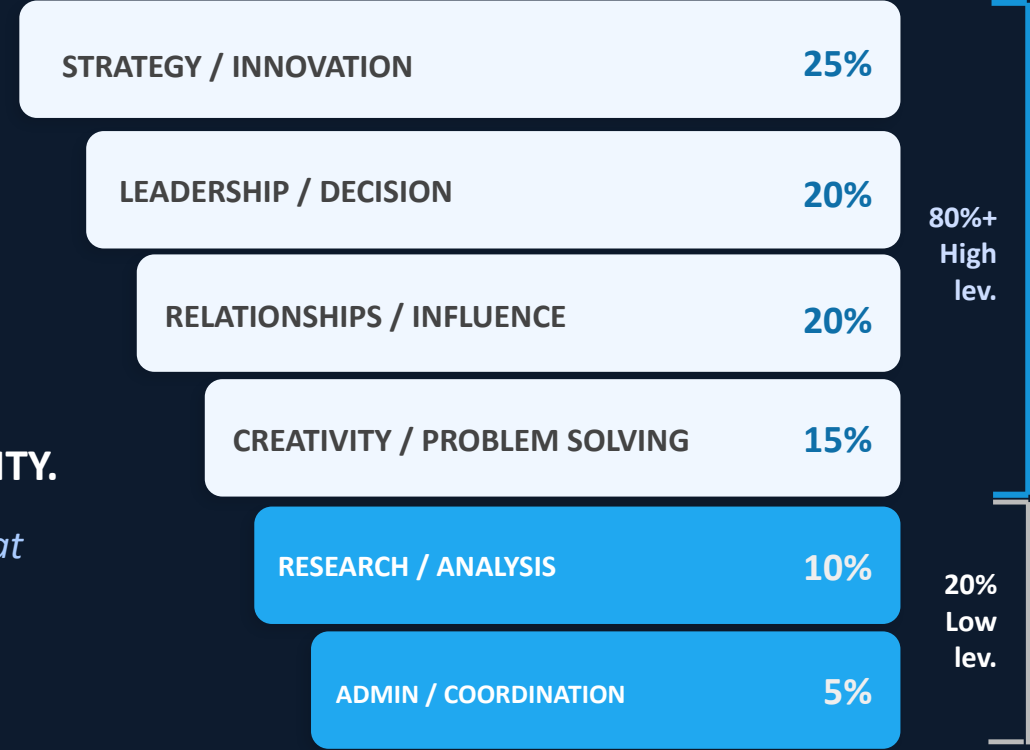



**AI CREATES CAPACITY.**

*The question is what you do with it?*

## AFTER AI

*Where time creates the most value*



 AI will replace tasks, reshape roles, and reward people who focus on **higher-leverage work.**

# What's Your Biggest *Time Drain* Right Now?

*Show of hands — which of these costs you the most time each week?*

F

Searching for documents,  
emails, or project info?

E

Writing and responding  
to emails?

H

Onboarding or training  
new employees?

Q

Answering the same  
customer or employees  
questions?

R

Pulling together reports  
or proposals?

T

Repetitive admin that  
doesn't require your brain?

*Whatever you raised your hand for — there's an AI tool that can take that off your plate.  
That's what we're going to show you today.*

# Capture Your Data →



## Unlocking Strategic Value: The Importance of Capture

- **Data as the Fuel for AI:** Accurate information capture is the prerequisite for all automation and agent deployment.
- **Evidence-Based Decisions:** Shift operations from intuition to analytics. Data reveals market trends, customer behavior, and operational truth.
- **Efficiency and Optimization:** Identify bottlenecks, minimize rework, and reduce waste by analyzing operational processes.
- **Proprietary Advantage:** Create a digital moat. Your unique datasets are difficult for competitors to replicate and increase company valuation.

# *Data:* The New Gold Rush For Businesses



*“Tesla is not a car manufacturer, tesla is an AI company”*



# From Tribal Knowledge to Scalable Design Standards

Convert senior designer expertise into scalable design standards through video capture, AI structuring, and centralized knowledge systems.

**Circleback.**





- Task
- Meeting Notes - weekly Roundup
- Meeting Notes - Internal
- Meeting Notes - Clients/Projects
- SOP DEVELOPMENT
- LEADS
- Software Research
- Shows & Conferences

FCSI 2026 Phoenix

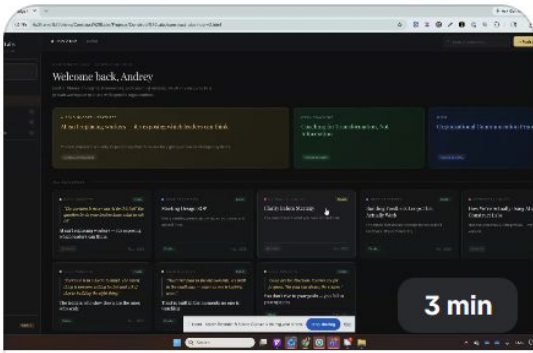
# FCSI 2026 Phoenix

Table

Summary 1 New

Name	Summary 1
FCSI Phoenix 2026 Agenda & Schedule	The agenda showcases a Phoenix conference from April 22-25 with
Conversation with TurboAir about Mexico market & D	The conversation highlights the growing disruption of traditional f
Misc Notes - EPIC Session	A personal development guide proposing a success-file journal to
Keynote: Executive Presence, Growth Mindset, and Tru	Executive presence combines gravitas, clear communication, and
RDT Meeting in reference remote refrigeration issues	The meeting discusses problems with remote refrigeration system
Remote Refrigeration New Requirements e <span>OPEN</span>	Require a pre-close rough-in visual inspection report documentin
Engagement and sharing platform	A platform for sharing and exchanging ideas, code, lessons learned
FCSI Platforms, Content Amplification, and Field-to-De	The session encourages members to actively use FCSI's platforms
Brand Therapy and Trusted Expert Playbook <span>3</span>	Brand therapy reframes personal branding as a diagnostic proces
AI-Driven Knowledge Capture and Flow-First Design fo	The talk presents a practical blueprint for building self-sustaining t
Speed Expo Booth - Factories	The presentation showcases five innovative food-service solutions
Keynote: AI as an Assistant, Not an Automator	AI should be viewed as an assistant that handles repetitive, low-le
Ai session my notes	Identify and delegate work to AI, consider privacy of note storage
Q&A Session: AI Strategy, Market Trends, and Tool Ad	The session highlighted three dominant AI platforms—Microso

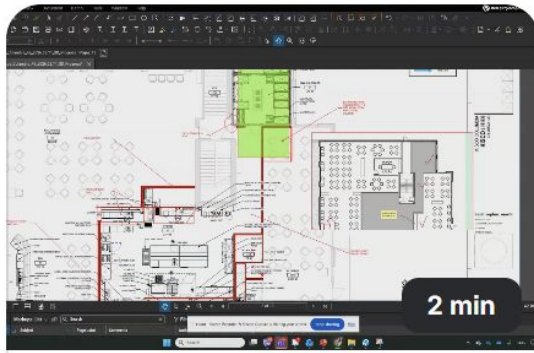




Andrey teleguz · 2 months  
Not shared ▾

Introducing ██████████ and ██████████  
Concept

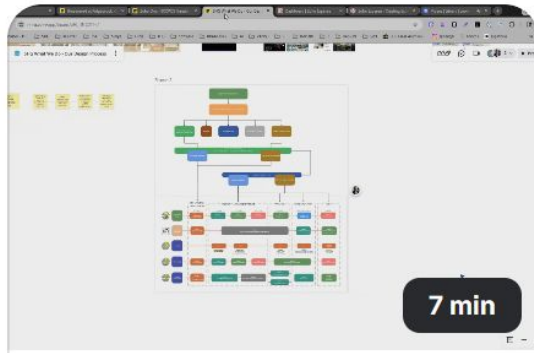
👁️ 28 💬 0 😊 0



Andrey teleguz · 3 months  
Not shared ▾

██████████ - Optimizing Kitchen  
Layout for Efficiency and Spa...

👁️ 3 💬 0 😊 0



Andrey teleguz · 6 months  
Not shared ▾

Project Workflow Process  
Overview 🚀

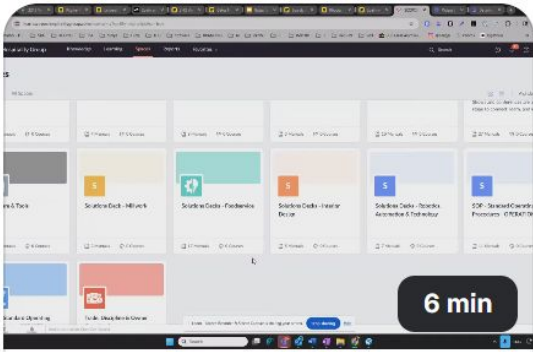
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Andrey teleguz · 7 months  
👤+ All SCOPOS HOSPITALI...

Mankato - 20251006

👁️ 3 💬 0 😊 0



Andrey teleguz · 8 months  
Not shared ▾

██████████ - Linking/sharing  
articles and manuals to multi...

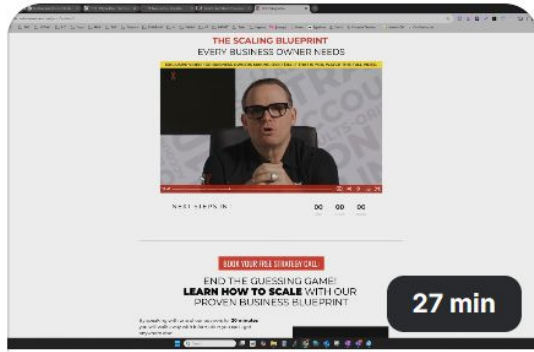
👁️ 7 💬 0 😊 0



Andrey teleguz · 9 months  
Not shared ▾

██████████ - IL Expansion -  
Lounge-Catering

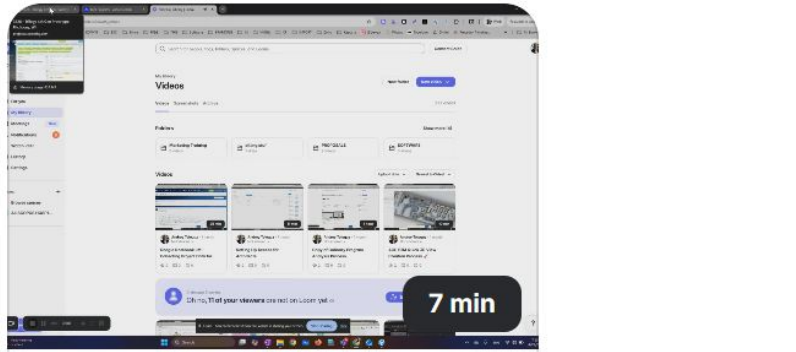
👁️ 6 💬 0 😊 0



Andrey teleguz · 10 months  
Not shared ▾

Important Updates and Next  
Steps 🚀

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Andrey teleguz · 10 months  
Not shared ▾

Creating a New Project in  
██████████ A Step-by-Step

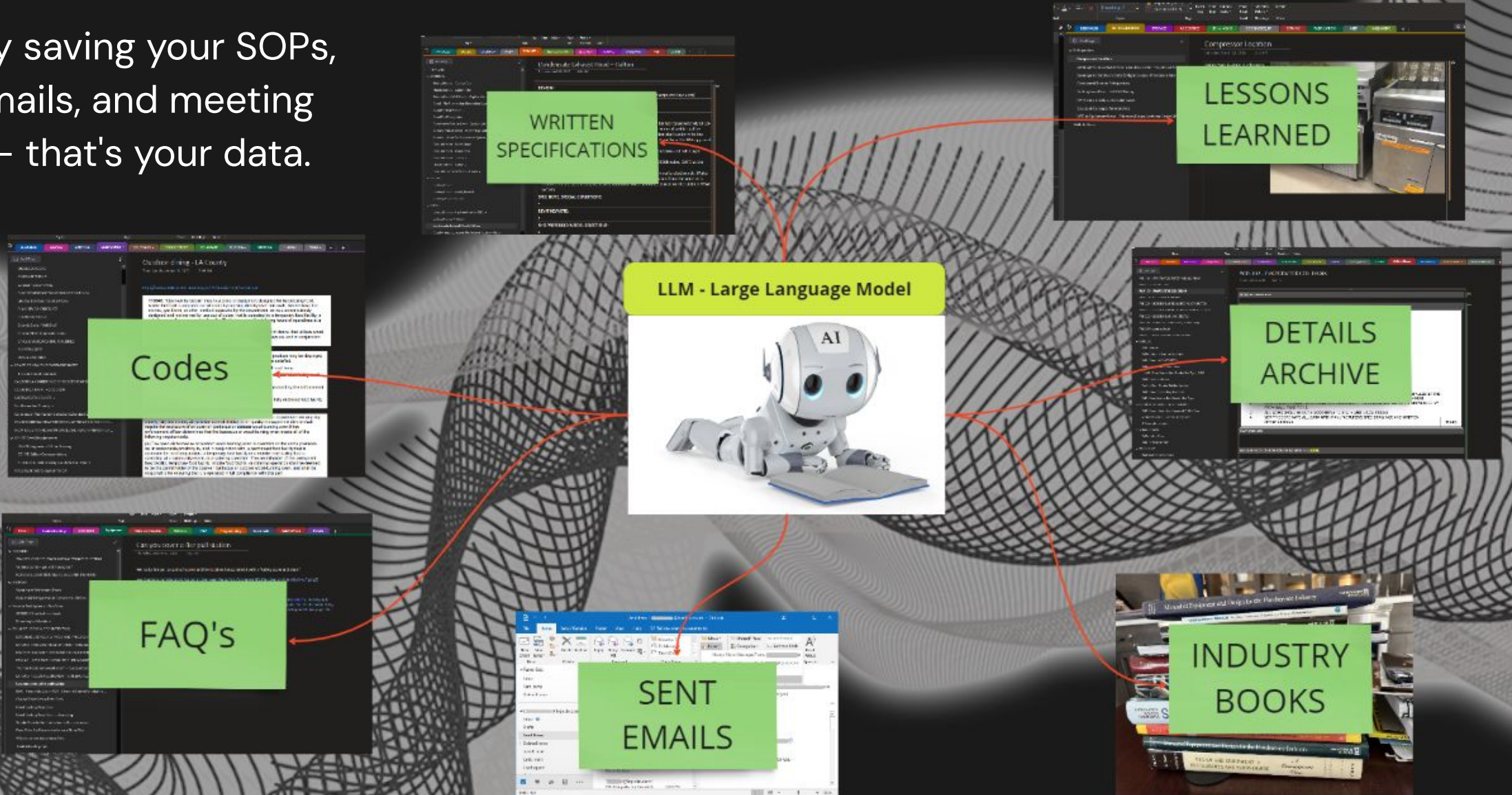
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# Knowledgebase Sources



Start by saving your SOPs, past emails, and meeting notes — that's your data.



# Digitizing the *Data*

## The Path to AI...

### **Digitize on a Platform**

Capture and organize data that will be valuable to you today and years from now.

### **Invest in Data**

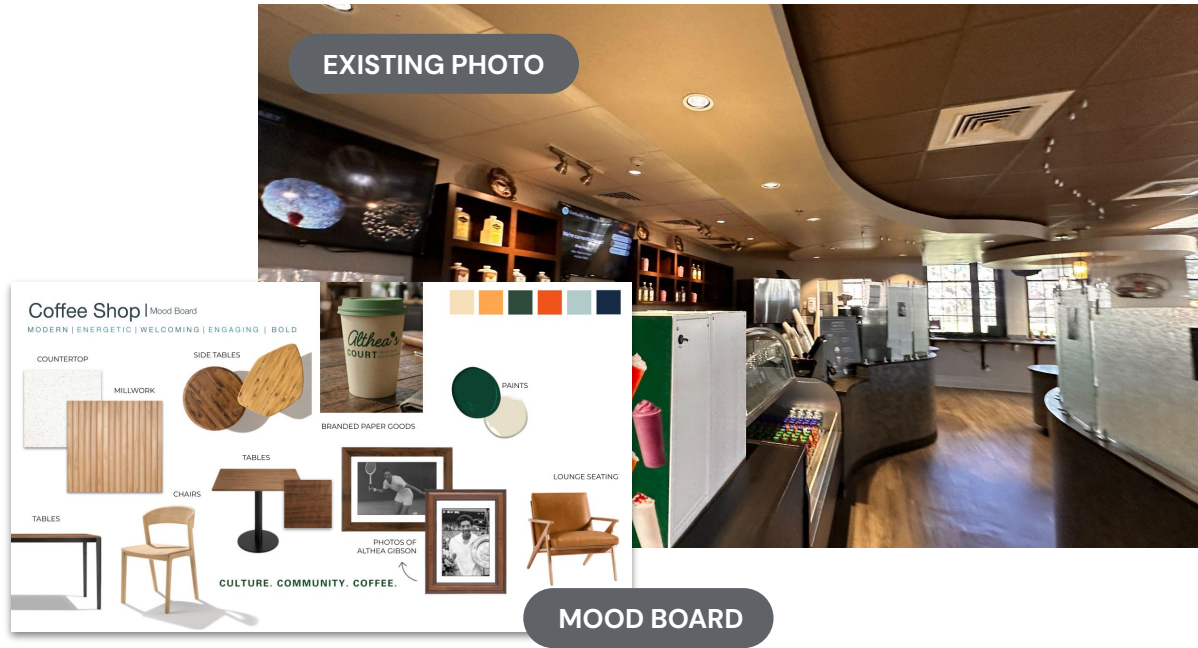
Invest in your data and in the people who work with it.

**“40–60% of development of AI is used in wrangling and digitizing data, making it accessible”**

# LLMS & Skills →



# Rendering with Google AI Studio



## Key Capabilities & Workflow

Generate photo-realistic concept renderings directly from site photos with rapid iteration on finishes and branding.

# Claude: Creating Project Portfolios

**PROMPT:** Build a project portfolio for Aberdeen Ridge, Colorado Springs, CO.

*Team: PMMA, Cura Hospitality Group, AG Architecture, RDG Planning & Design, Petra*

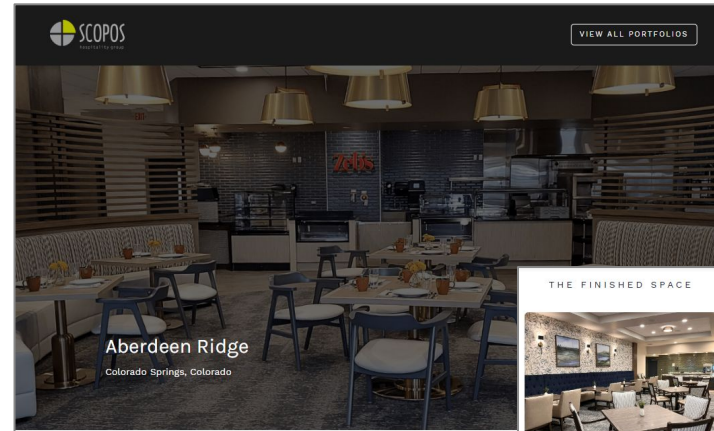
*Services we provided: Food Service Design & Branding*

*Project Scope: Mesa (Full-Service Restaurant), Goldfields (Bar & Lounge), Zeb's (Casual Bistro), Juniper (Assisted Living Dining), and Prairie Kitchen (Memory Care Dining)*

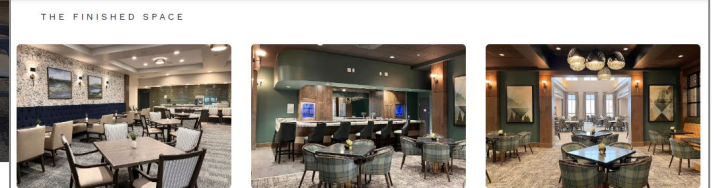
*Completed: July 2025*

*Here is about the project: "..."*

*Here is about our branding process: "..."*



Aberdeen Ridge  
Colorado Springs, Colorado



THE FINISHED SPACE



ABOUT THE PROJECT

Where Colorado's Landscape Becomes the Dining

Located at the foothills of Colorado Springs, Aberdeen Ridge is a senior living community positioned near Pikes Peak and Garden of the Gods. The project included the culinary planning and branding development for a multi-venue dining program anchored by a central production kitchen supporting five distinct venues: Mesa, a full-service restaurant; Goldfields, a bar and lounge; Zeb's, a casual bistro; Juniper, assisted living dining; and Prairie Kitchen, memory care dining.



The dining program was designed to support multiple service styles across the community while maintaining operational efficiency behind the scenes. Equipment selections were driven by the menu and tailored to each venue's function, allowing every space to operate with a distinct culinary identity while remaining connected to the larger kitchen infrastructure.

The branding for each venue was developed around the geography, history, and character of the Colorado Springs region. Menus, staff uniforms, environmental graphics, and smallwares were designed to reinforce each venue's identity while remaining part of a cohesive family of brands. From Zeb's that ties the space directly to its local surroundings. Together, the project blends a cohesive dining experience rooted in place and community identity.

Scope: Mesa (Full-Service Restaurant), Goldfields (Bar & Lounge), Zeb's (Casual Living Dining), Prairie Kitchen (Memory Care Dining)  
Date Completed: July 2025  
Services Delivered: Food Services Design, and Branding




PROJECT TEAM

- SCOPOS Hospitality Group
- Presbyterian Manors of Mid-America (PMMA)
- Cura Hospitality Group
- AG Architecture
- RDG Planning & Design

GRAPHICS & BRANDING

Every name tells a story. Every space earns its identity.

At Aberdeen Ridge, branding was approached as more than a visual identity—it became a way to connect dining experiences to the culture, history, and spirit of the Colorado Springs region. Inspired by the landscapes, pioneers, and natural character of the Pikes Peak area, each venue was thoughtfully developed with its own distinct personality while remaining part of a cohesive family of brands. From Zeb's neighborhood café atmosphere to the refined energy of Goldfields and the community-centered presence of Mesa, every concept was designed to create familiarity, pride, and a stronger sense of place for residents and guests alike. Through custom signage, environmental graphics, menus, uniforms, and carefully curated details, the branding transformed each dining venue into an experience that feels authentic to the community it serves. The result is a hospitality environment that not only enhances daily life at Aberdeen Ridge, but also fosters connection, belonging, and meaningful social engagement throughout the community.

 <p><b>Fast casual Bistro</b></p> <p>Inspired by Zebulon Pike, the explorer who discovered Pike's Peak, Zeb's brings a friendly, neighborhood vibe with a personal touch—just like the first-name familiarity of an old friend.</p>	 <p><b>Bar &amp; Lounge</b></p> <p>Goldfields pays tribute to the pioneers of the 1850s who flocked to Colorado's gold rush. This upscale bar and lounge channels the spirit of those who staked their claim in the gold fields.</p>	 <p><b>Full-service Expo Restaurant</b></p> <p>MESA, the heart of Aberdeen Ridge's dining experience, is inspired by the Grand Mesa—the world's largest flat-topped mountain. It's a place that stands out and offers something exceptional.</p>
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# AI Agent Skills: The Digital Handshake

## DEFINITION

### What are Agent Skills?

Skills are encapsulated sets of instructions or tools that an AI agent can autonomously access to perform specific tasks.

## CORE FUNCTION

- **Locked Skill:** Ensures consistent output using SCOPOS brand standards and logos.
- **Task Execution:** Converts complex workflows into reliable, repeatable digital actions.
- **Autonomous Access:** Agents "reach" for skills only when the problem requires them.



# What's Inside a Skill?

A skill is a plain-English document that tells Cowork exactly how to do a task.

## CORE FUNCTION

- Locked Skill: Ensures consistent output using your brand standards and logos.
- Task Execution: Converts complex workflows into reliable, repeatable digital actions.
- **Autonomous Access: Agents "reach" for skills only when the problem requires them.**

## SKILL.MD



**GOAL** What done looks like

Build a pipeline summary with close rates, stuck deals, and next actions.



**STEPS** How to get there

1. Pull open deals from CRM connector
2. Flag deals stale > 14 days
3. Summarize by rep and stage



**OUTPUT** What you get back

A dashboard with KPI cards, deal table, and action items.



**GUARDRAILS** What it must never do

Never fabricate data. If a connector fails, say so — don't estimate.

💡 If you'd write an SOP for it, you can write a skill for it.

# SCOPOS Brand SKILL

**scopos-brand-identity**

Added by `ateleguz@scoposhg.com` | Last updated Jun 3, 2026 | Trigger: Slash command + auto

**Description**

Apply SCOPOS Hospitality Group brand Identity to any deliverable — proposals, portfolio pages, presentations, reports, emails, or marketing content. Trigger whenever producing output that carries the SCOPOS name, logo, or brand. Contains authoritative logo inventory, colors, typography, voice, services list, and portfolio page structure. Claude must NEVER recreate or redraw the SCOPOS logo — always reference or embed the actual logo files on file.

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**SCOPOS Hospitality Group — Brand Identity Skill**

**⚠ Critical Logo Rule**

NEVER recreate, redraw, approximate, or generate the SCOPOS logo in SVG, HTML canvas, or any other format. The logo is a protected brand asset. Always embed or reference the actual logo files listed below. If a logo cannot be embedded, leave a clearly labeled placeholder: `[SCOPOS LOGO - insert file: SCOPOS_JPG_Logo.jpg]`.

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**Company Identity**

Field	Value
Full Name	SCOPOS Hospitality Group
Website	scoposhg.com
Address	300 W Chestnut St #201, Ephrata, PA 17522
Phone	717.733.5810
Social	LinkedIn · Facebook · Instagram @scoposhg · YouTube
Mission	Create hospitality environments that generate excitement, indulge the senses, promote social interaction, and exceed client desires.
Sectors	Higher Education · Resort Senior Living · Healthcare · Hospitality & Leisure · Sports & Entertainment · Workplace · Specialty

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**Logo File Inventory**



**ORGANIZATIONAL ALIGNMENT** Shared standard  
Centralized brand logic available to every team member automatically.



**VISUAL FIDELITY** Locked assets  
Guarantees correct usage of logos, color palettes, and typography.



**TONE & VOICE** Editorial control  
Claude writes with the specific SCOPOS "personality" every time.

# How Skills Get Made



Step 1

**Describe  
The Process**



Step 2

**Cowork  
Builds It**



Step 3

**Save The Skill &  
Share It The  
Organization**



Step 4

**Run On  
Demand**

🔄 A skill captures repeatable judgment. Teach it once, then run it forever.

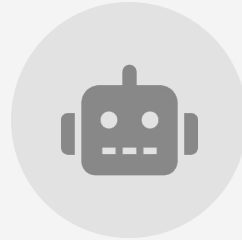
# Agents →



# Chatbot vs. AI Agent

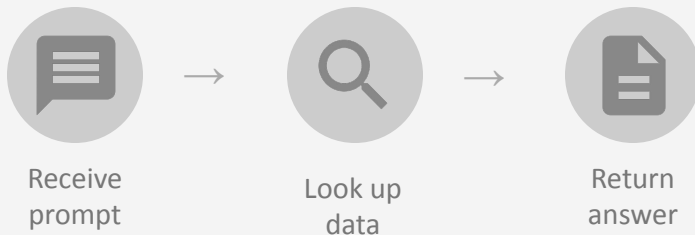
PASSIVE

## The Chatbot



- Answers questions based on data
- Conversational interface only
- Limited to information retrieval
- Waits for your prompt

### HOW IT WORKS



VS

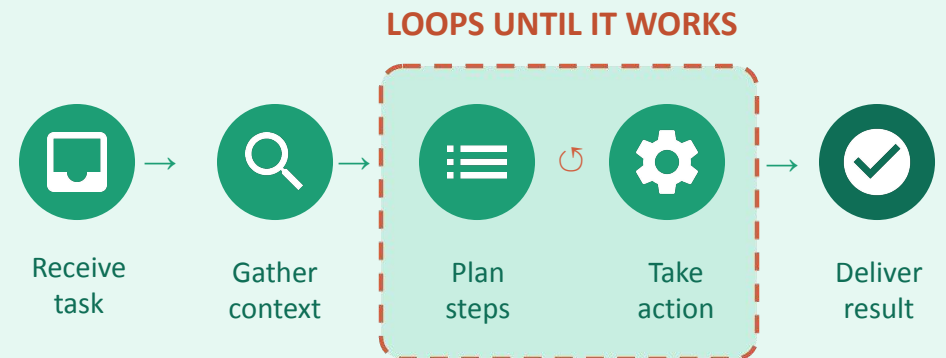
ACTIVE

## The AI Agent



- Actually performs work & functions
- Integrates with your existing software
- Autonomous task execution
- Takes action without being prompted

### HOW IT WORKS



*Hit a snag? It re-plans and tries again.*

# Engineering & Documentation Agents

## CONSTRUCT LABS AI AGENT SUITE

**1**

### AI Plan Checker

Automatically reviews planned maintenance schedules and service intervals against actual completion records to flag overdue items, missed checks, and scheduling gaps — keeping your operations on track without the manual audit.

**2**

### Document Comparison Agent

Analyzes differences between drawing revisions to identify material changes impacting scope, cost, or constructability. Flags high-risk civil elements and scope creep automatically.

**3**

### Catalog Agent — Manufacturer

Helps your team efficiently offer and sell products by managing multiple catalogs of configurations, sizes, and options. Eliminates repetitive back-and-forth with consultants and specifiers.

**4**

### Plan Revision Comparison

Compares plan revisions, identifies differences before and after changes, and provides a prioritized list of updates needed to estimate based on the revised design.

# AI Plan Checker



Processing...

Processing PDF... 27%

Processing page 14 of 52

EQUIPMENT TAGGED PLAN SHEET

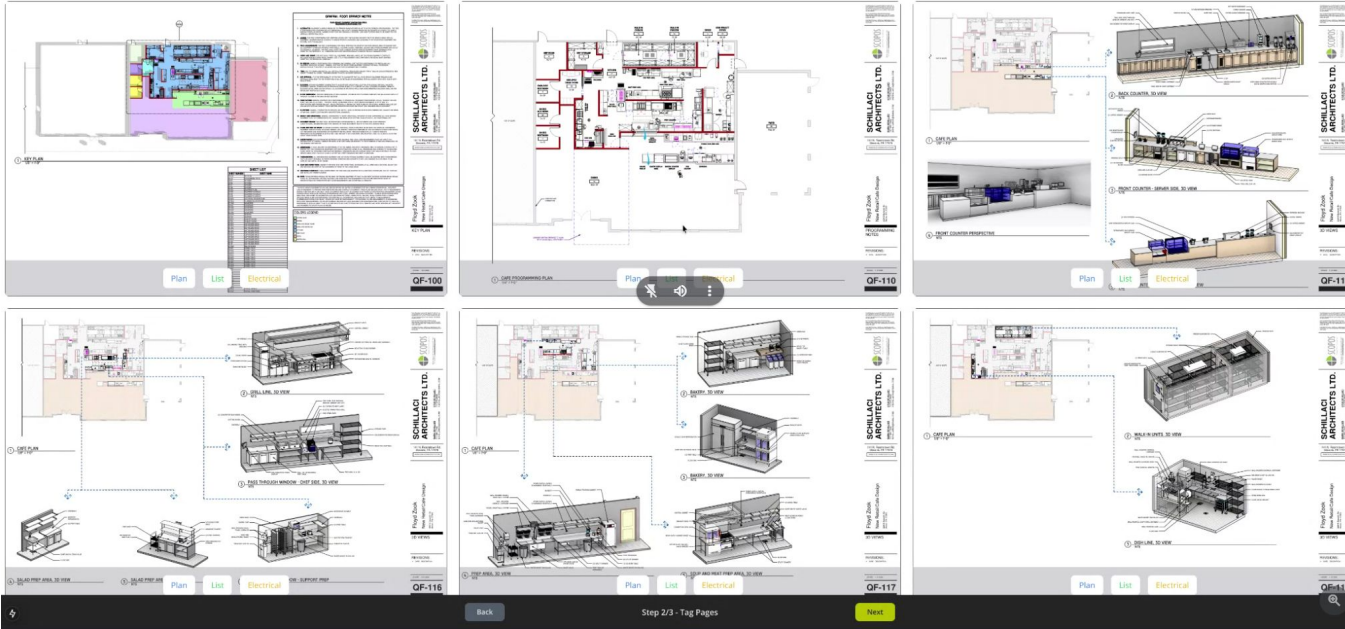
EQUIPMENT UTILITY SCHEDULE SHEETS

ELECTRICAL SHEET

PLUMBING SHEET

EQUIPMENT CUTBOOK

WRITTEN SPECIFICATIONS



Equipment plan vs list

ID	List Qty	Plan Qty	Discrepancy
C100	1	1	-
C100.1	1	1	-
C100.2	1	1	-
C100.3	1	1	-
C101	1	1	-
C102	1	1	-
C103	1	1	-
C104	1	1	-
C104.1	1	1	-
C105	1	-	1
C106	2	1	1
C107	1	-	1
C108	1	-	1
C109	2	-	2

Electrical plan vs list

ID	List Qty	Plan Qty	Discrepancy
C101	1	1	-
C109	2	2	-
C113	1	1	-
C115	1	1	-
C117	1	1	-
C118	1	1	-
C120	1	1	-
C121	1	1	-
C122	1	1	-
C123	1	1	-
C124	2	2	-

QC REPORT

# Submittal & Compliance Agents

## CONSTRUCT LABS AI AGENT SUITE

### 5 Summary Spec Submittal Agent

Reviews submittals directly against applicable specification sections to determine compliance. Generates a concise checklist comparing what the spec requires vs. what the submittal provides.

### 6 Deep Dive Spec Submittal Agent

Performs a comprehensive submittal-to-spec review to validate compliance and reduce project risk. Surfaces compliance gaps, scope misalignment, buyout deltas, and corrective actions.

### 7 Scope Checker Agent

Reconciles contractual documents, construction documents, and project metadata to ensure accurate scope. Identifies scope gaps, trade overlaps, version conflicts, and exclusion risks.

### 8 Code Book SME Agent

Loads local code books into the knowledge base to enable instant, cited code-compliance queries. Engineers get accurate answers in seconds instead of hours searching through binders.

# Spec Checker

◆ Spec Checker
Projects

AREAS

Area	Revit Schedule	AllQuote Spec
Expo Kitchen	EXPO KITCHEN Equipment Utility Schedule.csv 13 KB <span>×</span>	Expo Kitchen.xlsx 54 KB <span>×</span>
Flex Bar	FLEX BAR Equipment Utility Schedule.csv 3 KB <span>×</span>	Flex Bar.xlsx 14 KB <span>×</span>
Grill & Pantry	GRILL & PANTRY Equipment Utility Schedule.csv 12 KB <span>×</span>	Grill & Pantry.xlsx 49 KB <span>×</span>
Market	MARKET Equipment Utility Schedule.csv 2 KB <span>×</span>	Market.xlsx 11 KB <span>×</span>
Production Kitchen	PRODUCTION KITCHEN Equipment Utility Schedule.csv 12 KB <span>×</span>	Production Kitchen.xlsx 45 KB <span>×</span>

**Run comparison**  
5 areas ready.  
Last run completed 4/21/2026, 11:21:20 AM

LATEST RUN Started 4/21/2026, 11:21:14 AM · completed in 6.3s

Items  
**417**

Aligned  
**954**

Needs review  
**190**

Does not align  
**118**

Download the complete findings list. Exports contain every finding, regardless of filters.

Download CSV
 Download XLSX
 Download PDF

**All 308** Does not align 118 Needs review 190  Show resolved

EXPO KITCHEN 72 items

- > **6B100** Does not align 1 mismatch
- > **6B100.5** Does not align 2 mismatch
- > **6B100.6** Does not align 1 mismatch
- > **6B100.7** Does not align 1 mismatch
- > **6B101** Does not align 1 mismatch 1 review
- > **6B104** Does not align 3 mismatch 5 review
- > **6B105** Needs review 1 review
- > **6B106** Needs review 1 review

# RFI, Change Order & Commercial Agents

## CONSTRUCT LABS AI AGENT SUITE

### 9 RFI Validator Agent

Reviews incoming RFIs to determine if they are valid, necessary, and appropriate before formal submission. Analyzes potential cost, quality, and schedule impacts so your team can respond with confidence.

### 10 RFI Checker Agent

Determines if RFIs can be answered using existing project documentation. Searches contracts, drawings, and specs to resolve questions internally — reducing unnecessary back-and-forth.

### 11 Change Order Agent

Evaluates Change Order Requests by analyzing contracts, drawings, RFIs, schedules, and pricing backup. Provides a clear objective assessment of whether a change is justified and properly scoped.

### 12 Change Analyser Agent

Makes sense of complex project changes by analyzing historical FCDs, NCRs, and RFIs. Identifies recurring issues, trends, and cumulative impacts so teams can learn and prevent future changes.

# Operations, Safety & Quality Agents

## CONSTRUCT LABS AI AGENT SUITE

### 13 SOP Agent

Analyzes Standard Operating Procedures to ensure they are clear, complete, and actionable. Identifies missing roles, sequencing gaps, compliance risks, and improvements before deployment.

### 14 Site Safety Agent

Reviews facility and construction site visuals to detect safety hazards, protocol violations, and housekeeping issues. Returns an actionable findings list suitable for safety reporting.

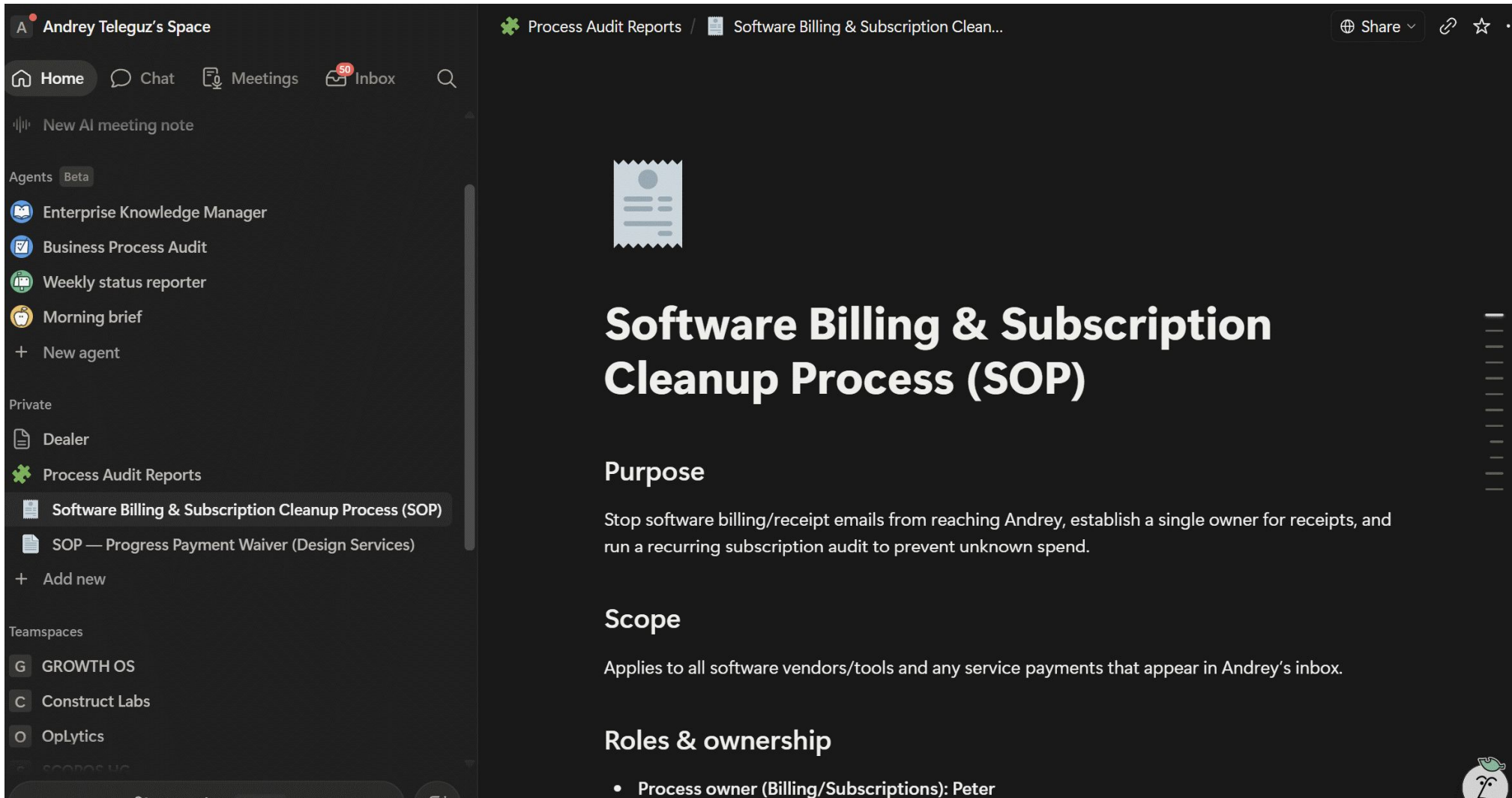
### 15 Daily Report Agent

Guides teams through daily production reporting. Collects structured field inputs, identifies missing or conflicting details, and ensures every report is complete before submission.

### 16 Audit Agent

Prepares teams for audits by locating and validating required compliance documents across project systems. Provides a clear view of audit readiness against a master checklist standard.

# SOP Agent



The screenshot shows a Microsoft Teams interface. On the left is a navigation pane for 'Andrey Teleguz's Space'. It includes sections for 'Agents' (Enterprise Knowledge Manager, Business Process Audit, Weekly status reporter, Morning brief, New agent), 'Private' (Dealer, Process Audit Reports, **Software Billing & Subscription Cleanup Process (SOP)**, SOP — Progress Payment Waiver (Design Services)), and 'Teamspaces' (GROWTH OS, Construct Labs, OpLytics, SCOPOS). The main content area displays the selected SOP document. At the top of the document page, there are navigation elements: 'Process Audit Reports / Software Billing & Subscription Clean...', 'Share', a link icon, a star icon, and a menu icon. The document content includes a placeholder icon, a title, and sections for Purpose, Scope, and Roles & ownership.

## Software Billing & Subscription Cleanup Process (SOP)

### Purpose

Stop software billing/receipt emails from reaching Andrey, establish a single owner for receipts, and run a recurring subscription audit to prevent unknown spend.

### Scope

Applies to all software vendors/tools and any service payments that appear in Andrey's inbox.

### Roles & ownership

- Process owner (Billing/Subscriptions): Peter

# Estimation, Business Development & Knowledge Agents

## CONSTRUCT LABS AI AGENT SUITE

### 17 Takeoff Estimator Agent

Automatically generates a material takeoff from floor plans, transfers data to estimating software, and calculates quantities and sizes — dramatically accelerating bid preparation.

### 18 RFP Lead Automation Agent

Forwards received RFPs to your proposals inbox, captures them in your CRM as new leads, attaches documents, and assigns a responsible team member for tracking and follow-up.

### 19 Proposal SME QC Agent

Reviews and quality-controls proposals before submission. Ensures scope alignment, flags missing items, and validates that deliverables match client requirements and past project standards.

### 20 Jarvis — Internal Knowledge Assistant

Your company's always-on AI knowledge base. Loads internal documents, past project data, product specs, and institutional expertise so every team member has immediate, cited access.

# Jarvis



*“What is the tagging process for revit?”*

**jarvis**  
Happy to help you

⋮ ✕

Today

**Knowledge Assistant – Operator**

⚙️ Procedure

1. Navigate to the directory:  
L:\Revit\Templates\ANNOTATIONS (SCOPOS)\.
2. Open the relevant Revit project file that requires tagging.
3. Select the elements or rooms you want to tag within the project.
4. Use the "Tag" tool from the Revit ribbon to apply the appropriate tags to the selected elements.
5. Ensure that you configure the tag parameters to reflect the necessary information (e.g., room names, numbers).
6. Review the tags for accuracy and consistency across the project.
7. Save the project file after tagging is complete to ensure all changes are recorded.
8. Document any specific notes or changes made during the tagging process in the project log.

This process ensures that all relevant project data is accurately tagged and recorded in Revit, facilitating better project management and coordination.

## Sources:

### 1. Table of Contents [Revit]

<https://learn.scoposhospitalitygroup.com/team/sop-software-tools/manual/revit/article/programming-note-tag>

### 2. ##### Overview [FCSI - Foodservice Design @ Western Kentucky University]

<https://learn.scoposhospitalitygroup.com/design-kits/manual/fcsi-foodservice-design-western-kentucky-university/article/module-5-annotations>

**SCOPOS Hospitality Group**

Zoho Learn

[learn.scoposhospitalitygroup.com](https://learn.scoposhospitalitygroup.com)

# FS Equipment + Millwork Estimator

Created with content from 3 years of bids from dealers. This became our pricing database.

LIFESPIRE LIVING - FOOD SERVICE EQUIPMENT & MILLWORK BUDGET			
Schematic Design   Budgetary mid-market pricing (True-equivalent refrigeration)   Existing equipment excluded   Taxes excluded			
<b>LifeSpire Lakewood - IL Clubhouse - Richmond, VA</b>			
Zone / Area	Equip & Install \$	Millwork & Install \$	Zone Total \$
MARKET (Rm 5)	\$45,045	\$18,900	\$63,945
BISTRO + KITCHEN + WALK-IN + DRY STORAGE (Rms 15,16,17,18)	\$270,545	\$81,000	\$351,545
COFFEE SHOP + BAKERY (Rm 13)	\$158,950	\$62,100	\$221,050
EXPO KITCHEN + KITCHEN + WALK-INS + DRY STORAGE (Rms 29,30)	\$418,440	\$74,250	\$492,690
EXISTING KITCHEN (Rm 23) - EXCLUDED	-	-	-
<b>IL Clubhouse Subtotal (excl. tax)</b>	<b>\$892,980</b>	<b>\$236,250</b>	<b>\$1,129,230</b>
<b>Fellowship Community - MC Hospitality Kitchen - Whitehall, PA</b>			
Zone / Area	Equip & Install \$	Millwork & Install \$	Zone Total \$
MEMORY CARE HOSPITALITY KITCHEN	\$91,025	\$54,000	\$145,025
<b>MC Hospitality Kitchen Subtotal (excl. tax)</b>	<b>\$91,025</b>	<b>\$54,000</b>	<b>\$145,025</b>
<b>LifeSpire Lakewood - 3rd Floor AL Finishing Kitchen - Richmond, VA</b>			
Zone / Area	Equip & Install \$	Millwork & Install \$	Zone Total \$
3RD FLOOR AL FINISHING KITCHEN	\$120,780	\$37,800	\$158,580
<b>3rd Fir AL Kitchen Subtotal (excl. tax)</b>	<b>\$120,780</b>	<b>\$37,800</b>	<b>\$158,580</b>
<b>PROJECT SUMMARY (ALL BUILDINGS)</b>			
Equipment & Installation (all areas)			\$1,104,785
Millwork & Installation (all areas)			\$328,050
<b>Base Total (Equipment + Millwork, incl. install)</b>			<b>\$1,432,835</b>
Accessories, Design Contingency, Operator Selections & Price Protection		10%	\$143,284
Remote refrigeration (walk-ins) - if remote rack vs. packaged			By alternate
Branding, technology/POS & smallwares - carry as separate allowances			Excluded
<b>PROJECT TOTAL (excl. tax)</b>			<b>\$1,576,119</b>

Added by You | Last updated Jun 16, 2026 | Trigger Slash command + auto

Description ⓘ

SCOPOS's in-house food service equipment & millwork BUDGETING tool, backed by an embedded competitive-pricing database (842 line items from 18 2025-2026 dealer bids - Singer, Boelter, TriMark). Two jobs- (1) LOOK UP a dealer-cost unit price for any single item by description and/or manufacturer+model, and (2) ROLL an equipment list (CSV/JSON or pasted schedule) into a raw dealer-cost budget with per-line confidence flags and assumption notes. Use ANY time the user asks what equipment costs, wants to ballpark or price out a kitchen, build a budget or ROM from an equipment list, or hands over an equipment schedule wanting dollars on it - especially when pricing should be grounded in SCOPOS's OWN bid history, not list price or a web guess. Output is RAW DEALER COST (no markup, fee, tax, or contingency). Do NOT use for the client-facing SD budget doc (scopos-sd-budget-report), the reseller fee stack (scopos-sd-resale-budget-check), bid leveling (scopos-bid-comparison), or a proposal (scopos-foodservice-proposal).

## SCOPOS Food Service Equipment & Millwork Budget Estimator

A pricing-intelligence tool, not a document generator. It answers "what does this cost?" and "what should I budget for this list of equipment?" using SCOPOS's own competitive-bid history — the embedded pricing database — instead of list price, MSRP, or a web guess.

**What it produces:** raw dealer-cost figures. Every price is a real 2025-2026 dealer sell (net) price observed on an actual bid. The output is the floor of a budget, *before* anything SCOPOS layers on top.

**What it deliberately does NOT do:** no SCOPOS markup, no PM&C fee, no sales/use tax, no freight, no installation, no design/pricing contingency. Fee-loading is a separate, downstream engagement — see the "Where this sits" section. Keeping this tool at dealer-cost level is the point: it's the honest baseline that every other SCOPOS budgeting artifact builds from.

### Where this sits in the SCOPOS toolchain

THIS SKILL → scopos-sd-resale-budget-check → scopos-foodservice-proposal  
 raw dealer-cost lookup/rollup adds 7% + 3.5% PM&C + tax + contract-ready prime  
 (no fees, internal estimating) 10% contingency (SD reseller) proposal w/ terms

- Need the client-facing concept Word doc pairing sketches + budgets? → [scopos-sd-budget-report](#)
- Need to level 2+ dealers' bids on one project? → [scopos-bid-comparison](#)
- Need a dealer award letter? → [scopos-bid-award-letter](#) / [-recommendation](#)

This skill is what you reach for *before* any of those, when you just need dollars on equipment fast and grounded in real history.

# Contact Parser

Trent [redacted]  
>; Ali [redacted]  
Ali [redacted]  
>  
Cc: Sarah [redacted]  
sarah [redacted]  
>  
Subject: [redacted]

Hello Team,

[redacted] plans to issue their RFP later this summer. However, they are hosting an opportunity to observe operations while the campus is still active. Additional details

I can bring up to **five (5) individuals** to the tour. Please confirm if you or someone from

Thanks  
Verdelle

 Contact-parser-bot

Found 8 contact(s):

1. Verdelle [redacted]
2. Candace [redacted]
3. Daniel [redacted]
4. John [redacted]
5. Eric [redacted]

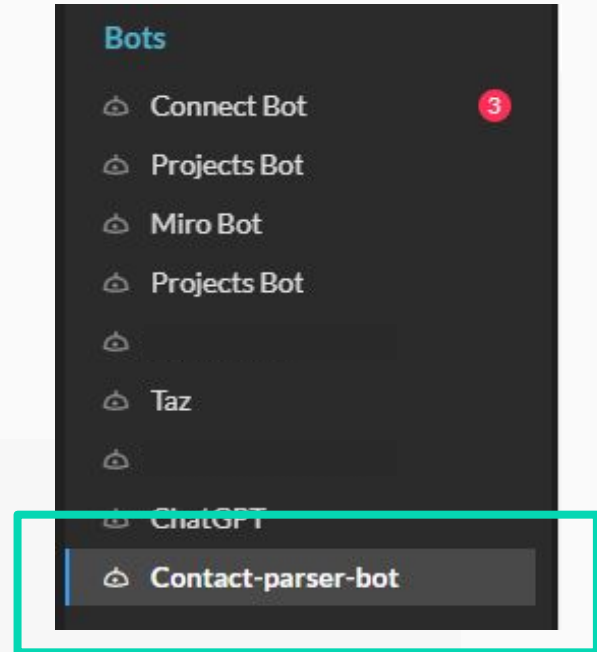
 Contact-parser-bot

**Summary:** 8 contact(s) extracted from email.  
8 sent to Zoho CRM.

**Sent to CRM (8):**

New contacts will be created if they don't already exist:

- + Verdelle [redacted]
- + Candace [redacted]
- + Daniel [redacted]
- + John [redacted]
- + Eric [redacted]
- + Trent [redacted]
- + Ali [redacted]
- + Sarah [redacted]



**Bots**

- Connect Bot 3
- Projects Bot
- Miro Bot
- Projects Bot
- 
- Taz
- 
- ChatGPT
- Contact-parser-bot**

# How Do We Start →



# Audit Your Current Business Process

## CAPTURE

Map or outline the work that gets done.

Draft world-class SOPs > Workflows in days, with AI as scribe.

## DOCUMENT

Turn each SOP into a repeatable workflow your team can run consistently.

## SEMI-AUTOMATE

Workflows -> AI agents that handle the routine.

People tackle the irreplaceable.

*Then "**bake it in**" with professional change management — improving how you operate across the first full year.*

# Why AI, Why Now

## AI as an Enabler

Not a disruptor, but a powerful tool to amplify your existing strengths and operational capabilities.

## Unlock Efficiency

Discover hidden opportunities in your distribution operations and optimize workflows.

## Reduce Risk

Low-cost, quick-win pilots demonstrate tangible value before scaling across operations.

## Stay Competitive

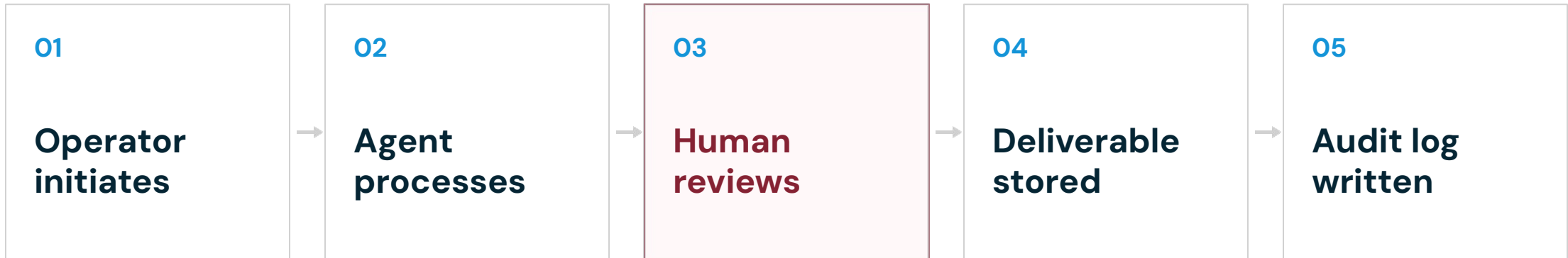
Your competitors are already leveraging predictive analytics and AI-driven insights.

# Where should SMBs start?



# Human in the loop. Always.

## How Agents Work



*The human review step is the agent's accountability – and the leader's responsibility.*

No agent output reaches a customer, a record, or a decision without Human in the Loop, unless a "hard" reconciliation or scoring method with acceptable threshold is embedded.

# Proposal Process: Before vs Now

## BEFORE

- 1 Word Template**  
Open & format for each client
- 2 Customize Fields**  
Address, contact info, scope
- 3 Excel Fee Sheet**  
Manually calculate all fees
- 4 Copy-Paste Table**  
Transfer fees into the proposal
- 5 Final Review & Send**  
Proofread and deliver

VS

## WITH CLAUDE + SKILLS

- 1 Provide Context**  
Intro meeting notes or scope email
- 2 Claude Selects Skill**  
Auto-loads the right proposal skill
- 3 Proposal Generated**  
Complete, polished, client-ready

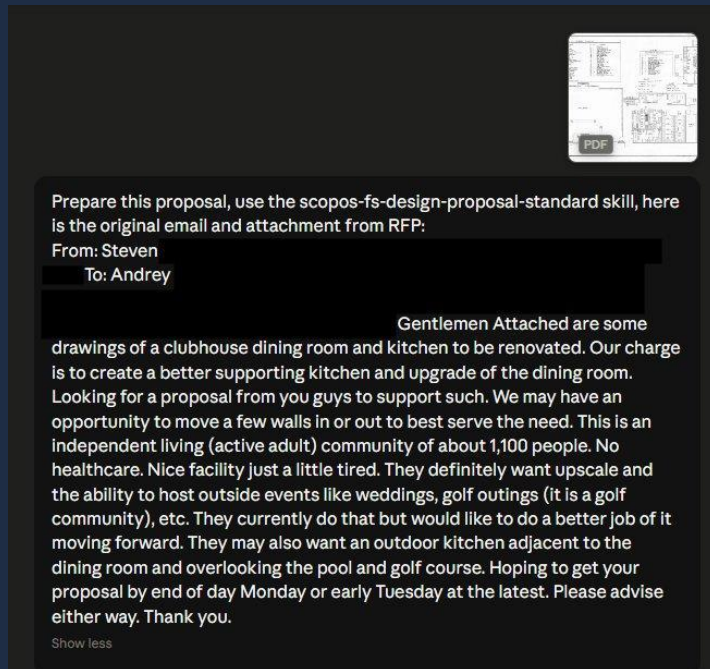
5 steps → **3 steps with Claude**

Saves **30–50% of time** on proposals

**94%** of SMBs upskill agents for high-value relationship building

# From Prompt to Proposal — In Seconds

## ① The Prompt



Prepare this proposal, use the scopos-fs-design-proposal-standard skill, here is the original email and attachment from RFP:

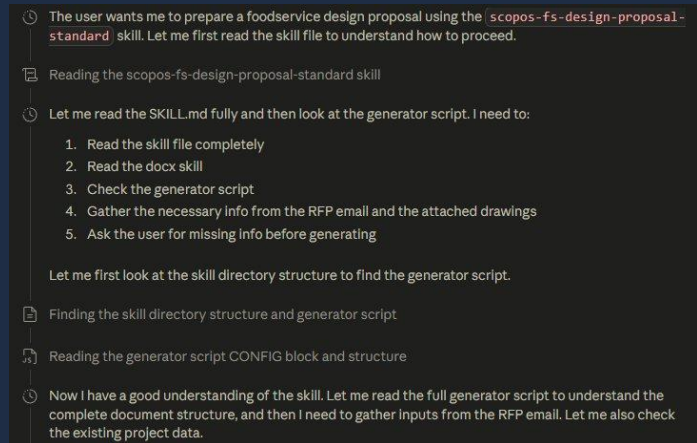
From: Steven  
To: Andrey

Gentlemen Attached are some drawings of a clubhouse dining room and kitchen to be renovated. Our charge is to create a better supporting kitchen and upgrade of the dining room. Looking for a proposal from you guys to support such. We may have an opportunity to move a few walls in or out to best serve the need. This is an independent living (active adult) community of about 1,100 people. No healthcare. Nice facility just a little tired. They definitely want upscale and the ability to host outside events like weddings, golf outings (it is a golf community), etc. They currently do that but would like to do a better job of it moving forward. They may also want an outdoor kitchen adjacent to the dining room and overlooking the pool and golf course. Hoping to get your proposal by end of day Monday or early Tuesday at the latest. Please advise either way. Thank you.

Show less

RFP email pasted into Claude with skill instruction

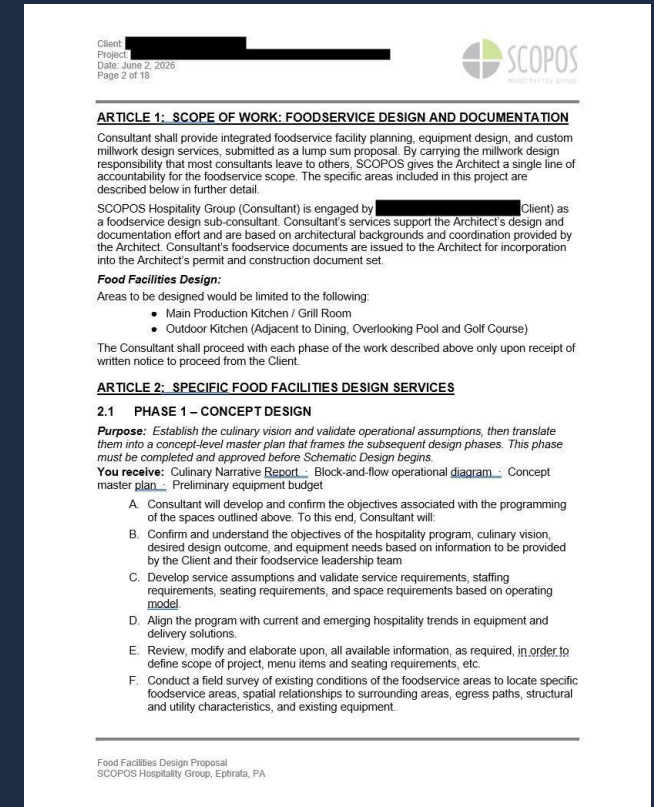
## ② Claude Working




- The user wants me to prepare a foodservice design proposal using the scopos-fs-design-proposal-standard skill. Let me first read the skill file to understand how to proceed.
- Reading the scopos-fs-design-proposal-standard skill
- Let me read the SKILL.md fully and then look at the generator script. I need to:
  - Read the skill file completely
  - Read the docx skill
  - Check the generator script
  - Gather the necessary info from the RFP email and the attached drawings
  - Ask the user for missing info before generating
- Let me first look at the skill directory structure to find the generator script.
- Finding the skill directory structure and generator script
- Reading the generator script CONFIG block and structure
- Now I have a good understanding of the skill. Let me read the full generator script to understand the complete document structure, and then I need to gather inputs from the RFP email. Let me also check the existing project data.

Claude reads the skill, analyzes the RFP, plans the proposal

## ③ The Result



Client: [REDACTED]  
Project: [REDACTED]  
Date: June 2, 2026  
Page 2 of 18

 SCOPOS  
hospitality group

**ARTICLE 1: SCOPE OF WORK: FOODSERVICE DESIGN AND DOCUMENTATION**

Consultant shall provide integrated foodservice facility planning, equipment design, and custom millwork design services, submitted as a lump sum proposal. By carrying the millwork design responsibility that most consultants leave to others, SCOPOS gives the Architect a single line of accountability for the foodservice scope. The specific areas included in this project are described below in further detail.

SCOPOS Hospitality Group (Consultant) is engaged by [REDACTED] Client as a foodservice design sub-consultant. Consultant's services support the Architect's design and documentation effort and are based on architectural backgrounds and coordination provided by the Architect. Consultant's foodservice documents are issued to the Architect for incorporation into the Architect's permit and construction document set.

**Food Facilities Design:**

Areas to be designed would be limited to the following:

- Main Production Kitchen / Grill Room
- Outdoor Kitchen (Adjacent to Dining, Overlooking Pool and Golf Course)

The Consultant shall proceed with each phase of the work described above only upon receipt of written notice to proceed from the Client.

**ARTICLE 2: SPECIFIC FOOD FACILITIES DESIGN SERVICES**

**2.1 PHASE 1 – CONCEPT DESIGN**

**Purpose:** Establish the culinary vision and validate operational assumptions, then translate them into a concept-level master plan that frames the subsequent design phases. This phase must be completed and approved before Schematic Design begins.







**You receive:** Culinary Narrative Report; Block-and-flow operational diagram; Concept master plan; Preliminary equipment budget

- Consultant will develop and confirm the objectives associated with the programming of the spaces outlined above. To this end, Consultant will:
- Confirm and understand the objectives of the hospitality program, culinary vision, desired design outcome, and equipment needs based on information to be provided by the Client and their foodservice leadership team
- Develop service assumptions and validate service requirements, staffing requirements, seating requirements, and space requirements based on operating model
- Align the program with current and emerging hospitality trends in equipment and delivery solutions.
- Review, modify and elaborate upon, all available information, as required, in order to define scope of project, menu items and seating requirements, etc.
- Conduct a field survey of existing conditions of the foodservice areas to locate specific foodservice areas, spatial relationships to surrounding areas, egress paths, structural and utility characteristics, and existing equipment.

Food Facilities Design Proposal  
SCOPOS Hospitality Group, Ephrata, PA.

Full SCOPOS proposal generated — ready to send

# You Don't Need to Be a *Tech Company*

-  *"AI is only for big corporations"* →  The biggest gains are happening in small businesses — trades, services, consulting, construction. Your size is an advantage: you move faster.
-  *"It requires a big IT team"* →  Most tools work inside software you already use: Gmail, Outlook, Teams, WhatsApp. No IT department needed.
-  *"I don't have time to learn new tech"* →  The goal is to save time, not spend it. Most implementations pay back in the first 30 days. We handle the setup.

If you have a question – almost any question – your default should be to ask AI first. Make this second nature.

# Our Process



## Construct Labs

Building Intelligent Operations

01

### 01. Identify the Bottleneck

Analyzing existing workflows to pinpoint inefficiencies and friction points.

02

### 02. Creating SOPs

Standardizing operations to ensure consistency and scalability across the board.

03

### 03. Collecting Company Knowledge

Gathering tribal knowledge and documentation into a centralized digital brain.

04

### 04. Building Agents & Skills

Deploying intelligent interfaces to interact with the structured knowledge base.

05

### 05. Connecting Tools & Automations

Integrating AI agents with existing software for end-to-end process orchestration.

# Our Services



**Construct Labs**  
Building Intelligent Operations

## Quoting & Estimating Agents

Intelligent agents providing rapid, accurate cost projections.

## 24/7 AI Voice & Chat

Automated reception ensuring continuous client engagement.

## Smart Document Extraction

Automated jobsite documentation and data extraction.

## Automated Proposal Generation

Seamless creation of professional project proposals.

## Production & Dispatch Consoles

Centralized interfaces for real-time logistics management.

## Process Orchestration

End-to-end automation of inventory and supply chains.

## Predictive Maintenance & Twin

Digital twins for simulation and predictive systems.

## AI Knowledge Repositories

Centralized systems for capturing organizational expertise.

**Strategic AI Readiness & Process Consulting**

[www.constructlabs.ai](http://www.constructlabs.ai)

# Thank You

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Presented By

Andrey Teleguz & Artur Bagdasaryan

# Q&A



**SCOPOS**  
hospitality group



**Construct Labs**  
Building Intelligent Operations



**BizEssentials**  
presented by FCSI The Americas