

Illustrative 24-person environmental consultancy

Phase I ESA workflow · Prepared by Ian Cross · Public example

~28.5h

targeted each month in the first workflow.

The full teardown models ~50.5 recoverable hours across all assembly steps. The Sprint scopes only the photo pipeline shown below.

INPUTS FROM A 25-MINUTE CALL

REPORTS PER MONTH

10 Phase I ESAs

HOURS PER REPORT

19 hours

BLENDED RATE

\$150 / hour

TYPICAL FIXED FEE

\$3,200

SYSTEMS TODAY

SharePoint, Word, phone cameras, EDR records, Excel photo log

Where 19 hours go

7 hours are assembly



Judgment: 12h Assembly: 7h

ASSEMBLY OPPORTUNITY

STEP	HOURS / MONTH	MODELED RECOVERY	RECOVERED HOURS
Photo offload, rename, geotag, and sort FIRST SCOPE	15	90%	13.5
Photo log placement, numbering, and captions FIRST SCOPE	20	75%	15
Template population and cross-references	25	60%	15
Historical exhibit collation	10	70%	7

FIRST-SCOPE RECOVERY

~28.5h / month

from 35 monthly photo-pipeline hours

RECOVERED CAPACITY

\$4,275 / month

capacity value at the stated blended rate, not guaranteed cash savings

MODELED PAYBACK

~6.6 weeks

or capacity for ~1.5 additional reports per month

RECOMMENDATION

Scope the photo pipeline first.

Start with the photo pipeline. It is deterministic, visible, and reversible. Keep captions and professional judgment with the reviewer.

Proposed Sprint: \$6,500, two weeks, one workflow, built in the client's systems. If measured recovery is below 20 hours per month, the final balance is waived.

What this is: a worked example showing the teardown method. Inputs come from published industry ranges and are deliberately labeled illustrative. A real teardown replaces every input, step, and percentage with the firm's own process.

Decision rule: if a standard product already closes the gap, recommend it. If the scoped workflow cannot clear the 20-hour threshold, do not sell the Sprint.

Sources used for this example

- ASTM E1527-21 Phase I ESA process and photograph requirements
- Published Phase I ESA fee and timing ranges