



THE HIRE BANK FOR MANUFACTURING AND FABRICATION

The employees your plant could never hire.

Not a person. A custom AI system that takes one of these jobs and runs it start to finish, shift after shift.

The floor is slammed, the quotes are late,
and nobody can say which jobs made money.

There are only three reasons a job never gets hired for. Under each one you'll find both sides of your business. Check every one that sounds like yours.

These aren't case studies. They're ideas, to show you what's possible.

	● Operations The money you already earned, leaking back out.	● Sales & Marketing The money you never earned in the first place.
01 The job nobody wants.	● ● ●	● ● ●
02 The job you could never justify a salary for.	● ● ●	● ● ●
03 The job no human could ever do.	● ● ●	● ● ●

01

The job nobody wants.

Cert packs, setup sheets and invoice matching are the work nobody wants, so they slide until a customer or an auditor asks.

• Operations

The money you already earned, leaking back out.

- ☐ **A cert pack builder** who pulls the mill certs, inspection reports and C of C for every shipment
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- ☐ **A setup sheet writer** who writes down how your best operator sets up each job, before they retire
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- ☐ **A PO matcher** who matches every PO, packing slip and vendor invoice before anything gets paid

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A quote chaser** who follows up on every RFQ you quoted and never heard back on
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- ☐ **A win-back rep** who reaches out to every customer who hasn't sent a PO in six months
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- ☐ **A capability list keeper** who keeps your machine list and certs current on every sourcing site and directory

02

The job you could never justify a salary for.

A cost engineer or a second estimator would pay for itself, but a shop your size could never justify the salary.

• Operations

The money you already earned, leaking back out.

- ☐ **A job cost analyst** who checks every job's quoted hours against actual hours and flags the ones losing money

- ☐ **A changeover planner** who sequences every job to cut setups and changeovers on each machine

- ☐ **A supplier scorekeeper** who grades every vendor on late, short and rejected shipments, every month

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A second estimator** who builds a first-pass quote from every drawing the same day it lands

- ☐ **A prospect researcher** who finds every OEM nearby that buys parts your machines can make

- ☐ **A case study writer** who turns every tough part you've run into a story buyers can find

03

The job no human could ever do.

No one can watch every machine, every part and every report at once, every shift.

• Operations

The money you already earned, leaking back out.

- ☐ **A machine watcher** who reads every spindle load and cycle time and flags the tool about to fail

- ☐ **A scrap tracer** who links every scrap tag to its machine, shift and lot to find the pattern

- ☐ **A print checker** who checks every first-article and in-process report against the print, every dimension

• Sales & Marketing

The money you never earned in the first place.

- ☐ **A due-date watcher** who warns every customer the day their order slips, before they have to ask

- ☐ **A reorder watcher** who knows when every customer is due to reorder each part number, and asks first

- ☐ **A quote checker** who checks every outgoing quote for a missed operation, wrong material or old pricing



**Every one of them shows
up at 3 a.m., never forgets,
and never calls in sick.**

Joshua Boswell, Founder, Strahes

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