

CONSULTANCY DONE DIFFERENTLY | 7 TOOLS TRAINING

Practice Company Profile

Redstone Civil Pty Ltd

NQ Civil Earthmoving & Construction | Townsville, Queensland

★ FICTIONAL COMPANY — FOR TRAINING USE ONLY ★

consultancydd.com/7/

COMPANY AT A GLANCE

ABN	52 143 867 291 (fictional)
ACN	143 867 291 (fictional)
Structure	Proprietary Limited
Established	2013 (13 years in operation)
Address	47 Industrial Drive, Garbutt QLD 4814
Phone	07 4765 2890
Email	admin@redstonecivil.com.au (fictional)
Website	redstonecivil.com.au (fictional — not built)
Owner	Mark Redstone Director
Staff	4 full-time + 3 casual = 7 total
Revenue	Approx. \$2.4M per annum
Sector	Civil earthmoving, drainage, road maintenance, subdivision earthworks
Region	Townsville, Charters Towers, Hinchinbrook, Burdekin

How to use this practice profile

This document contains all the information needed to run a fictional NQ civil company called Redstone Civil Pty Ltd through all 7 CDD AI-powered business tools. Each section is organised by tool. Read the relevant section, then enter the information into the tool at consultancydd.com/7/. The pre-formatted AI Context Block on page 10 can be pasted directly into the Prompt Assembler (Tool 2).

01 BUSINESS DNA BUILDER INPUTS

TOOL 1

BUSINESS REGISTRATION & CONTACT	
Business Name	Redstone Civil Pty Ltd
Trading Name	Redstone Civil
ABN	52 143 867 291
ACN	143 867 291
Structure	Proprietary Limited
Registered	2013 Townsville QLD
Address	47 Industrial Drive, Garbutt QLD 4814
Postal	PO Box 1847, Garbutt QLD 4814
Phone	07 4765 2890
Mobile	0421 553 872 (Mark Redstone)
Email	admin@redstonecivil.com.au
Website	None — not built
LinkedIn	linkedin.com/in/mark-redstone-civil (40% complete, no photo)
Google Business	Not listed
OWNER PROFILE — MARK REDSTONE	
Owner/Director	Mark Redstone — sole director and primary operator
Background	Certificate III in Civil Construction (2008); 15 years NQ civil industry; started as operator with BMD Constructions, progressed to site supervisor, started own business 2013
Personal quals	Cert III Civil Construction, White Card, HR Driver Licence, Dogging Licence, Excavator Ticket (to 100T), Grader Ticket
Business skills	No formal business training. Manages quoting, purchasing, and scheduling. Uses Excel for timesheets and invoicing through Xero (basic setup).
Languages	English (native). Plain trade language. Not comfortable with formal business writing.
LinkedIn	40% complete — name, current role, basic employment history. No photo, no about section, no skills listed, no recommendations.

TEAM STRUCTURE (7 TOTAL)

Full-time 1	Mark Redstone — Director / Leading Hand / Excavator Operator. 15 yrs NQ.
Full-time 2	Dave Nguyen — Plant Operator / Grader Operator. Cert III Civil. 8 yrs NQ.
Full-time 3	Jason Cribb — Truck Driver / Labourer. HR Licence. 5 yrs NQ.
Full-time 4	Sandra Redstone — Office Manager / Bookkeeper. Xero certified. 6 yrs.
Casual 1	Troy Hammond — Labourer / Traffic Controller. White Card, TC Licence. 3 yrs NQ.
Casual 2	Kyle Merritt — Excavator Operator (12T). Cert III. 2 yrs NQ.
Casual 3	Aaron Park — General Labourer. White Card. 1 yr NQ.

EQUIPMENT REGISTER

#	Item	Make / Model	Capacity	Year	Ownership
E01	Excavator — Medium	Komatsu PC120-10	12 tonne	2018	Owned
E02	Excavator — Large	CAT 320 GC	20 tonne	2021	Owned
E03	Motor Grader	CAT 12M3	186 HP	2019	Owned
E04	Tipper Truck — Heavy	Kenworth T410	22T GVM	2017	Owned
E05	Tipper Truck — Light	Isuzu FRR 107-210	14T GVM	2020	Owned
E06	Skid Steer Loader	CAT 262D3	72 HP	2022	Owned
E07	Water Truck	Hino 700 — 10,000L	10,000 L	2016	Financed
E08	Compaction Roller	Dynapac CA2500D	8.3 tonne	2015	Owned

SERVICES, CAPACITY & OPERATIONS

Primary services	Bulk earthmoving, cut and fill, site preparation, subdivision earthworks
Secondary	Road maintenance, pothole patching, gravel re-sheeting, drainage channel works
Drainage	Open drain construction, culvert installation, stormwater earthworks
Additional	Demolition (light), site clearing, tree removal to 400mm diameter, levelling
NOT offered	Concreting, asphalt, electrical, structural, bridgeworks, marine works
Annual revenue	Approx. \$2.4M Approx. 60% council / 40% private developer
Project range	Typical project: \$80K – \$700K. Can bond to \$900K unassisted.
Peak capacity	3 simultaneous projects at current team size
Operating area	Townsville metro, Charters Towers, Hinchinbrook Shire, Burdekin Shire. Will travel to 250km for right project.

02PAST PROJECT PORTFOLIO

TOOLS 1, 7

For Tool 7 (Application System)

These projects should be listed in the Business DNA profile block and referenced in tender responses and grant applications as evidence of past delivery capability. Completion certificates, reference letters, and photos are noted where available.

1	Mount Louisa Road Pavement Maintenance Townsville City Council 2024 Re-sheet 4.2km of unsealed road, drainage table drain reconstruction, compaction to 98% MDD, line marking. Completed on time. TCC repeat client.	\$280,000 Complete
2	Jensen Drainage Channel Earthworks North Queensland Water Infrastructure Corp 2024 Construct 1.8km open drain channel, bulk excavation 18,500m3, batter shaping, rock ripping, topsoil strip and respread. Subcontracted traffic management and survey.	\$390,000 Complete
3	Bohle Plains Subdivision Stage 2 Earthworks Cube Property Developments 2022 Bulk earthworks for 47-lot residential subdivision — cut/fill 42,000m3, subgrade preparation, stormwater drainage installation, kerb subgrade. 14-week program, completed 1 week early.	\$620,000 Complete
4	Murray Road Drainage Upgrade Townsville City Council 2023 Replace 340m of failed drainage infrastructure, excavate and backfill, reinstate road surface, traffic control. Council reference available.	\$180,000 Complete
5	Lannercost Road Gravel Reseal Prep Hinchinbrook Shire Council 2023 Prepare 6.8km of gravel road for bitumen seal — pavement rip and reshape, drainage corrections, compaction, pre-seal inspection signoff.	\$210,000 Complete

03COMPLIANCE & CERTIFICATION STATUS

TOOLS 1, 6, 7

Training scenario: Why this company needs the 7 Tools

Redstone Civil is a capable operator but is NOT ready for Tier 1 supply chain prequalification. The compliance gaps below are exactly what the CDD 7-tool system is designed to address. Red items are blockers for the Haughton Pipeline supplier panel.

Compliance Area	Status	Detail / Gap
WHS Management System	Missing	No formal WHS MS document. Basic task-level SWMS exist for excavation and traffic management only.
Public Liability Ins.	Basic	\$10M GIO policy. Certificate of currency expired 30/06/2025 — needs renewal before any prequalification.
Workers Compensation	Complete	WorkCover QLD — current. All staff covered including casuals.

Professional Indemnity	Missing	Not held. Required for some council contracts above \$500K and all Tier 1 panels.
Plant & Equipment Ins.	Partial	Major plant insured individually. E07 Water Truck and E08 Roller not currently covered.
Quality Mgmt System	Missing	No ISO 9001 or equivalent. No documented quality plan, ITPs, or defect register.
Environmental Mgmt Plan	Missing	No formal EMP. Erosion and sediment controls used on site but not documented.
Prequalification Panels	Missing	Not on TCC, DTMR, HSC, or any Tier 1 contractor panel.
LinkedIn Profile	Partial	40% complete. No photo, no About section, no skills, no recommendations. Not visible to procurement.
Capability Statement	Missing	No formal capability statement document. Uses a basic 1-page quote letterhead only.
ISO 9001	Missing	Not certified. Not required immediately but needed for 10-Week Program application phase.
DCWC Prequalification	Missing	Not registered with the Department of Transport prequalification scheme.

04 AUDIENCE DEFINITION INPUTS

TOOL 3

CURRENT & TARGET AUDIENCE	
Current clients	Townsville City Council (TCC), Hinchinbrook Shire Council, Burdekin Shire Council, Cube Property Developments, 2 private residential developers (Townsville)
Client types	60% local government, 40% private developer. No Tier 1 contractor clients currently.
Target clients	McConnell Dowell, John Holland, BMD Constructions, Fulton Hogan NQ — as sub/sub-subcontractor on major infrastructure projects
Target projects	Haughton Pipeline Stage 2 (\$3B+, 2025-2028), Townsville Ring Road Stage 2 (\$1.2B, 2025-2027), Townsville Port Access Road (\$450M, 2026), NQ Water Grid projects
Target industries	Infrastructure (primary), resources construction (secondary), local government road maintenance (current), residential land development (current secondary)
Project size target	Current: \$80K–\$700K. Target within 18 months: up to \$2M as primary contractor, up to \$5M as sub to Tier 1.
Decision makers	Procurement managers at Tier 1 contractors, Council project managers (capital works), Infrastructure project directors at developers
How they find subs	Tier 1: prequalification panels, LinkedIn, referral from other subs. Council: existing panel relationships, word of mouth, formal tender process for work over \$200K.
Geographic target	Primary: Townsville metro and 100km radius. Willing to mobilise: Townsville to Cairns corridor, Townsville to Charters Towers, Mount Isa highway corridor.
Competitors	Townsville Earthmoving & Construction (TEC) — similar size, better compliance. Northern Civil Pty Ltd — larger, on most panels. NQ Earthworks — smaller, price competitive. Walsh Bros Civil — established TCC relationship.

05

PVP BUILDER INPUTS — MARK REDSTONE

TOOL 4

Training note for Tool 4

The PVP Builder creates Mark's LinkedIn profile and personal value proposition. Use the career history and achievements below as the raw material. The goal is an All-Star LinkedIn profile that makes Redstone Civil visible to Tier 1 procurement teams.

Name	Role	Type	Qualifications	Years NQ
Mark Redstone	Director / Leading Hand	Full-time	Cert III Civil Construction, White Card, HR Licence, Dogging Licence, Excavator Ticket (100T), Grader Ticket	15
Dave Nguyen	Plant Operator / Grader Operator	Full-time	Cert III Civil Construction, White Card, MR Licence, Excavator Ticket (20T), Grader Ticket	8
Jason Cribb	Truck Driver / Labourer	Full-time	HR Licence, White Card, Traffic Controller Licence	5
Sandra Redstone	Office Manager / Bookkeeper	Full-time	Cert IV Business Administration, Xero Certified Advisor	6
Troy Hammond	Labourer / Traffic Controller	Casual	White Card, Traffic Controller Licence, First Aid	3
Kyle Merritt	Excavator Operator	Casual	Cert III Civil Construction, White Card, Excavator Ticket (20T)	2
Aaron Park	General Labourer	Casual	White Card (in progress)	1

MARK REDSTONE — PERSONAL PROFILE FOR PVP BUILDER

Full name	Mark David Redstone
LinkedIn URL	linkedin.com/in/mark-redstone-civil
Profile status	40% complete — headline only, no photo, no About, basic work history
Photo	No professional photo. Has a site photo from 2022. Needs new photo.
Career: 2009–11	Labourer / Operator, BMD Constructions NQ — Townsville. Rookwood Weir early civil works, Bruce Highway upgrades.
Career: 2011–13	Site Supervisor, Downer EDI Works — Townsville. TCC road maintenance panel, traffic management coordination.
Career: 2013–now	Director / Owner, Redstone Civil Pty Ltd — Townsville. 13 years growing from sole trader to 7-person operation, \$2.4M revenue.
Key achievement 1	Grew business from sole operator (2013) to 7 staff and \$2.4M revenue with zero external finance — fully self-funded from cash flow.
Key achievement 2	Delivered 5 consecutive council projects on time or early — no defect rectification required on any project.
Key achievement 3	Won \$620K Bohle Plains subdivision contract against 4 competitors by demonstrating program management capability at tender interview.
Differentiators	Owner operates on site every day. Clients get Mark, not a subcontracted crew. NQ-born and based — not a fly-in/fly-out operation. 15 years NQ-specific experience — soil types, wet season constraints, contractor relationship network.
Tone preference	Straight-talking, practical, no jargon. Proud of NQ. Not corporate.
Personal goal	Get Redstone Civil onto the Haughton Pipeline supplier panel within 12 months.

06 BLUEPRINT BUILDER INPUTS

TOOL 5

BRAND, IDENTITY & BUSINESS MODEL CANVAS INPUTS

Logo	No formal logo. Uses company name in Arial Bold on a white letterhead. Occasionally uses a red rock/stone icon from a free template.
Brand colours	No defined palette. Letterhead uses dark red (#8B0000) and white. No brand guidelines exist.
Tagline	None currently. Mark informally says "We show up and get it done."
Tone	Plain, direct, practical. Blue-collar NQ. No corporate speak. Clients say "Mark tells it straight — no bull."
Why clients stay	Reliability — shows up when scheduled. Owner on site. Calls clients back same day. Cleans up after the job.
Why clients leave	Price — occasionally loses on price to smaller sole traders. No formal capability documentation to justify premium pricing.
Competitors	TEC (Townsville Earthmoving & Construction) — established, better known, on more panels. Northern Civil — larger capacity. Walsh Bros Civil — strong TCC relationship.
BMC: Key partners	Plant hire (Onsite Rental Group for overflow plant), fuel (Caltex account), survey (GeoSurv NQ subcontract), traffic management (TrafficWorks NQ subcontract)
BMC: Cost structure	Labour 45%, plant depreciation/finance 25%, fuel and consumables 18%, subcontractors 12%
BMC: Revenue streams	Council road maintenance 60%, private developer earthworks 30%, drainage and civil works 10%
Unique value	NQ owner-operator with 15 years local experience, owner on every site, consistent quality, same-day communication.
Customer problem	Tier 1 contractors need reliable small civil sub-contractors who can mobilise quickly, communicate professionally, and meet documentation requirements.

07 CHAINING WORKFLOWS INPUTS

TOOL 6

Local Qwen workflows (sensitive data — stays on your device)

The financial summary and competitor intelligence below are inputs for local Qwen workflows only. Do NOT paste this information into cloud AI tools (Claude, ChatGPT, Gemini). Run these through Tool 6 local workflows as documented in the Qwen Setup Guide.

CLOUD AI WORKFLOW INPUTS (SAFE FOR CLAUDE / CHATGPT / GEMINI)	
Target grant 1	Building Better Regions Fund (BBRF) Round 7 — infrastructure projects category. URL: business.gov.au/grants-and-programs/building-better-regions-fund
Target grant 2	Queensland Government Works for Queensland Program — local government infrastructure grants. URL: dilgp.qld.gov.au/works-for-queensland
Target tender	Haughton Pipeline Stage 2 Supplier Prequalification — McConnell Dowell Civil subcontractor panel. Search: "Haughton Pipeline supply chain prequalification 2025"
Grant research	Run Workflow C2 (Grant Scanner) and Deep Research Reader B2 to identify all matching grants for NQ civil earthmoving businesses.
WHS standards	Run Workflow C3 (WHS Framework Builder) — inputs: earthmoving, civil construction, QLD jurisdiction, small business (<20 staff), BS/ISO 45001 alignment required.
Market intel	Run Workflow A2 (Market Intelligence) — inputs: Haughton Pipeline Stage 2, Townsville Ring Road Stage 2, NQ civil infrastructure pipeline 2025-2028.
FINANCIAL SUMMARY — LOCAL QWEN ONLY (DO NOT PASTE INTO CLOUD AI)	
Annual revenue	\$2.4M (FY2025 estimate)
Cost of sales	\$1.68M (labour + plant + fuel + materials + subs)
Gross profit	\$720K (30% gross margin)
Operating costs	\$380K (insurance, admin, vehicles, accounting, phone, depreciation)
EBIT	\$340K (14% net margin)
Staff costs	4 FT avg \$82K = \$328K + casuals approx \$95K = \$423K total labour
Plant finance	\$94K/year financed plant payments (E02 Excavator, E07 Water Truck)
Cash position	Working capital approx \$180K — sufficient for 3-month float
BAS lodgements	Quarterly GST via Xero. Up to date as of Q2 FY2025.
Bank	NAB Business Banking, Townsville branch. Overdraft facility \$150K.
COMPETITOR INTELLIGENCE — LOCAL QWEN ONLY	
Competitor 1	Townsville Earthmoving & Construction (TEC) — \$4.2M revenue, 12 staff, on TCC and DTMR panels. Weakness: slow to mobilise, owner semi-retired.
Competitor 2	Northern Civil Pty Ltd — \$6.8M revenue, 18 staff, Cairns HQ. Weakness: not locally based, less NQ knowledge south of Townsville.
Competitor 3	NQ Earthworks — \$1.1M revenue, sole trader + 2 casuals. Weakness: limited bonding capacity, no council prequalification.
Differentiator	Redstone Civil: mid-tier capability at small operator rates. Owner on site, 15 years NQ, responsive, consistent delivery record.

Insurance Register (Gaps Marked in Red)	
Public Liability	\$10M — GIO Insurance. Policy No. BPK-447-2293 (fictional). EXPIRED 30/06/2025 — must renew before any application.
Workers Comp	WorkCover QLD — Policy No. WC-2289341 (fictional). Current. Covers all 7 staff including casuals.
Prof. Indemnity	NOT HELD — gap. Required by McConnell Dowell and John Holland panels.
Plant Insurance	E01, E02, E03, E04, E05, E06 insured (Shannon's Commercial). E07, E08 NOT insured — gap identified in compliance audit.
Total insured value	Approx. \$1.84M plant and equipment insured value.
Project References & Evidence	
Reference 1	Greg Hollis — Project Manager, Townsville City Council. greg.hollis@townsville.qld.gov.au 07 4727 9800
Reference 2	Karen Flood — Contracts Manager, North Queensland Water Infrastructure Corp. k.flood@nqwic.qld.gov.au 07 4759 1200
Reference 3	Paul Chen — Development Manager, Cube Property Developments. p.chen@cubeproperty.com.au 07 4723 5500
Photos available	Bohle Plains subdivision (50+ photos), Jensen Drainage (30+ photos), Mount Louisa road (20 photos). Stored on Mark's phone and USB.
Completion certs	TCC projects — completion certificates available. NQWIC — practical completion letter available. Cube — developer sign-off email available (not formal cert).
Target Application Details	
Target application	McConnell Dowell NQ Civil Subcontractor Prequalification Panel — Haughton Pipeline Stage 2
Application type	Supplier prequalification form + capability statement + insurance certificates + financial evidence + WHS documentation
Key sections	1. Company overview and legal entity. 2. Financial capacity (last 2 years financials or BAS). 3. WHS management system and safety record. 4. Insurance certificates (all current). 5. Past project evidence (minimum 3 projects, similar scope). 6. Key personnel CVs. 7. Plant and equipment register.
Deadline note	Panel registration typically open 6-8 weeks before mobilisation. Monitor McConnell Dowell NQ procurement portal.
Current gaps	WHS management system (critical), professional indemnity insurance (critical), formal capability statement, updated LinkedIn profile, renewed public liability certificate.

How to use this block

Copy the entire text block below and paste it into the Business DNA field in the Prompt Assembler (Tool 2). This context block will then power every downstream prompt for Redstone Civil across Tools 3-7. Update it as you complete each tool and generate new outputs — the more information you add, the better the AI outputs become.

BUSINESS DNA CONTEXT – REDSTONE CIVIL PTY LTD (FICTIONAL TRAINING COMPANY) BUSINESS: Redstone Civil Pty Ltd | ABN: 52 143 867 291 | ACN: 143 867 291 Structure: Proprietary Limited | Established: 2013 | Location: 47 Industrial Drive, Garbutt QLD 4814 Phone: 07 4765 2890 | Email: admin@redstonecivil.com.au OWNER: Mark Redstone, Director. 15 years NQ civil industry. Cert III Civil Construction, White Card, HR Licence, Dogging Licence, Excavator Ticket (100T), Grader Ticket. Career: Labourer/Operator BMD Constructions (2009-11), Site Supervisor Downer EDI Works (2011-13), Director Redstone Civil (2013-present). No formal business training. Plain trade language. LinkedIn: 40% complete – needs full rebuild. TEAM: 4 full-time + 3 casual = 7 total. Mark Redstone (Director/Leading Hand), Dave Nguyen (Plant Operator/Grader, Cert III, 8yr NQ), Jason Cribb (Truck Driver, HR Licence, 5yr NQ), Sandra Redstone (Office Manager, Xero certified). Casuals: Troy Hammond (Labourer/TC), Kyle Merritt (Excavator Operator), Aaron Park (Labourer). EQUIPMENT: Komatsu PC120 12T excavator (2018), CAT 320 20T excavator (2021), CAT 12M3 grader (2019), Kenworth T410 22T tipper (2017), Isuzu FRR 14T tipper (2020), CAT 262D3 skid steer (2022), Hino 10,000L water truck (2016), Dynapac CA2500D roller (2015). SERVICES: Bulk earthmoving, cut/fill, site prep, subdivision earthworks, road maintenance, drainage channel works, culvert installation, site clearing. Does NOT do: concrete, asphalt, electrical, structural, bridgeworks. Annual revenue approx \$2.4M. 60% council / 40% developer. Typical project \$80K-\$700K. Bonding capacity to \$900K unaided. Operating area: Townsville metro + 250km radius. PAST PROJECTS (5 key projects, all completed): 1. Mount Louisa Road Pavement Maintenance – Townsville City Council – \$280K – 2024 2. Jensen Drainage Channel Earthworks – NQ Water Infrastructure Corp – \$390K – 2024 3. Bohle Plains Subdivision Stage 2 Earthworks – Cube Property Developments – \$620K – 2022 4. Murray Road Drainage Upgrade – Townsville City Council – \$180K – 2023 5. Lannercost Road Gravel Reseal Prep – Hinchinbrook Shire Council – \$210K – 2023 CURRENT CLIENTS: Townsville City Council, Hinchinbrook Shire Council, Burdekin Shire Council, Cube Property Developments, 2 private residential developers. TARGET CLIENTS: McConnell Dowell, John Holland, BMD Constructions, Fulton Hogan NQ (as sub/sub-sub on major NQ infrastructure projects). TARGET PROJECTS: Haughton Pipeline Stage 2, Townsville Ring Road Stage 2, Townsville Port Access Road. COMPLIANCE STATUS (key gaps): - NO formal WHS Management System (critical gap for Tier 1 prequalification) - Public Liability \$10M EXPIRED 30/06/2025 (must renew) - Professional Indemnity: NOT HELD (required for Tier 1 panels) - NO quality management system, NO environmental management plan - NOT on any Tier 1 prequalification panel - LinkedIn profile 40% complete – no photo, no About section BUSINESS GOAL: Get Redstone Civil onto the Haughton Pipeline Stage 2 supplier panel within 12 months. Grow revenue from \$2.4M to \$4M within 3 years. Mark's personal goal: transition from leading hand to business director within 18 months. TONE: Plain, direct, practical. NQ trade language. Owner takes pride in local identity. "We show up and get it done." Not corporate. Clients value reliability and communication.

10

GAP ANALYSIS & TRAINING TASKS BY TOOL

ALL TOOLS

What each tool needs to produce for Redstone Civil

This table maps the current gaps to the tool that closes each one. Use it to track your progress as you work through the 7 tools with the Redstone Civil data.

Tool	Name	Training Task
Tool 1	Business DNA Builder	Run Redstone Civil through the Business DNA Builder and produce a complete, formatted context block. Compare your output to the pre-formatted version on page 9.
Tool 2	Prompt Assembler	Paste the Redstone Civil context block into the Prompt Assembler. Run the Customer Persona and Value Proposition prompts. Save outputs.

Tool 3	Audience Definition	Define Redstone Civil's ICP: Tier 1 NQ civil contractor procurement managers. Produce Target Client Worksheet and Audience Definition Document.
Tool 4	PVP Builder	Build Mark Redstone's LinkedIn profile from scratch using the career history in Section 05. Target: All-Star profile that makes Redstone Civil visible to McConnell Dowell procurement.
Tool 5	Blueprint Builder	Produce Customer Persona, Value Proposition, and Brand Identity PDFs for Redstone Civil. Use the BMC inputs in Section 06. Design a simple logo concept and colour palette.
Tool 6	Chaining Workflows	Run: C2 Grant Scanner (Redstone Civil grant research), C3 WHS Framework Builder (earthmoving NQ small business), A2 Market Intelligence (Haughton Pipeline). Run Qwen E1 (financial analysis) and E2 (competitor intelligence) locally.
Tool 7	Application System	Assemble all outputs from Tools 1-6 into a McConnell Dowell prequalification first-draft application. Flag the 5 critical gaps that must be resolved before submission. Produce a gap closure action plan with timeline.

★ FICTITIONAL COMPANY — FOR TRAINING USE ONLY ★

Ready to run Redstone Civil through the 7 Tools?

Start with Tool 1 at consultancydd.com/tools/business-dna/ then follow the sequence through to Tool 7.

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