

AI ROI Board Brief

Calder & Voss Building Supply

PERIOD

Fiscal Q2 2026 · June – August 2026

PREPARED

September 10, 2026

- **0.6x cash return this quarter.** \$99,872 in cash against \$153,982 of attributable AI spend; net cash up on Fiscal Q1 2026. The portfolio has not yet reached payback.
- **1 of 4 initiatives returned more cash than it cost this quarter.** “AI Support Triage & Deflection” led at \$37,808. “AI Lead Scoring for Pro Accounts” was the largest drag at -\$56,379, more than the whole portfolio's net loss.
- **Also freed \$326,627 of capacity,** hours freed priced at what they cost: not cash, and in none of the figures above.

NET CASH THIS QUARTER

-\$54,110

+\$154,361 vs Fiscal Q1 2026

NET CASH TO DATE

-\$262,581

Payback not yet reached

CASH RETURN TO DATE

0.3x

\$99,872 cash on \$362,453 cost

AI initiatives this quarter

INITIATIVE	FUNCTION	THIS QUARTER	TO DATE	CONFIDENCE	STATUS
AI Lead Scoring for Pro Accounts	Sales	-\$56,379	-\$74,379	—	Live
AI Support Triage & Deflection	Customer Support	\$37,808	-\$75,263	—	Live
AP Invoice Automation	Finance & Accounting	-\$24,138	-\$101,538	—	Live
Contract Review Copilot	Legal & Compliance	-\$11,400	-\$11,400	Not measured	Implementing

Quarter in context

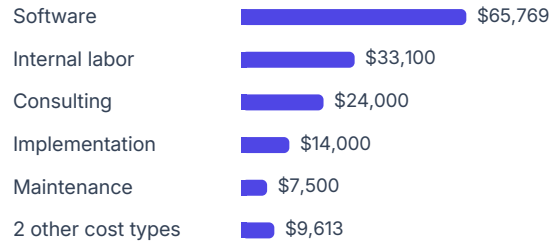
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Trajectory and spend

NET CASH VALUE TO DATE

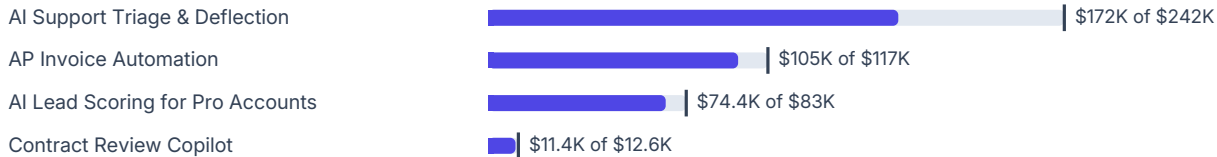


AI SPEND THIS QUARTER, BY COST TYPE



Spend against approved budget, to date

\$362,453 spent of \$454,400 budgeted to date · none over



Quarter at a glance

What the cash rests on \$74,764 on Roiva's default figures, of \$99,872 approved cash

HOW TO READ THIS BRIEF

- **Net cash** is approved cash value less the AI cost attributable to it; drafts, entries awaiting review and sample data are left out. **Freed capacity**, hours freed priced at what they cost, is **\$365,311** to date: not cash, and in none of these figures. **This quarter** covers its three months; **to date** covers every quarter from the first recorded entry through the end of this one, and nothing after it.
- **Confidence** is the value-weighted confidence of an initiative's approved value entries, so a large metered entry outweighs a small modeled one.
- How every number here is produced — versioned formulas, declared baselines, and what the method does not claim — at <https://roiva.ai/methodology>.
- **Charters**: 4 of 4 initiatives this quarter have a signed measurement charter.
- **Accounting close**: locked through August 2026.
- **Approval controls** when generated: No senior threshold · auto-approve off · self-approval off.

What moved net cash

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Net cash bridge

From Fiscal Q1 2026 to Fiscal Q2 2026, initiative by initiative. A cost that rose shows as a minus, one that fell as a plus.

	FROM CASH VALUE	FROM COST	NET CASH
Net cash, Fiscal Q1 2026			-\$208,471
AI Support Triage & Deflection	+\$96,660	+\$54,218	+\$150,878
AP Invoice Automation	+\$3,212	+\$50,050	+\$53,262
AI Lead Scoring for Pro Accounts	\$0	-\$38,379	-\$38,379
Contract Review Copilot	\$0	-\$11,400	-\$11,400
Net cash, Fiscal Q2 2026			-\$54,110

Management commentary · approved by Elena Sorensen, September 10, 2026

Net cash went from -\$208,471 in Fiscal Q1 2026 to -\$54,110 in Fiscal Q2 2026, up \$154,361. The portfolio has not yet reached payback.

"AI Support Triage & Deflection" moved it by +\$150,878: +\$96,660 from its cash value and +\$54,218 from its cost. "AP Invoice Automation" moved it by +\$53,262: +\$3,212 from its cash value and +\$50,050 from its cost.

"AI Lead Scoring for Pro Accounts" and "Contract Review Copilot" carried cost with no change in cash value this quarter.