

9X Business System®

What is the 9X Business System®?

9X 9X 99

4 Levels of Order

It started with the need to have a numbering system that is formatted for the flow & order of work to simplify the estimating process with repeatable Job Cost Codes.

There was a need to identify and name the System so it could be talked about easily, taught and used as a marketing tool.

We chose to use a short series of numbers consisting only 4 Digits in the 4 Levels of Order with room for vertical expansion. Every Number has a corresponding name identity.

Level 1; Projects Start in Series 1 and Complete in Series 9. The Order is Circular like a clock, not Lineal.

Level 2; Repeating the format, the Second Level of Order consists of 9 Number Series, for a total of 81 Numbers in this Level.

Level 3; Each of the 81, Level 2 Numbers, have 99 Numbers for a total of 8991 Numbers.

Level 4; Each of the 8991, Level 3 Numbers, we can create an Infinite number of Named Items.

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Our Job Cost Codes (JCCs) have 4 Categories, Project Management, Material, Trade Contractors and Direct Labor.

All aspects of the Scope of Work are created within these Categories including but not limited to Specifications, Selections, Timelines and Budgets.

The System is designed for all accounting items to roll up to just a few lines on Tax Returns, P&Ls and Balance Sheets and provides clarity for Reports, Filing, WC/GL Insurance Audits, and syncing with our online accounting platform.

The Gear represents the mechanics of the System. The Gear has 9 cogs, the Numbered Cogs are placed in a clockwise rotation. Working in this clockwise motion is the most intuitive. Step & Repeat.

Coincidentally, our BizGraph has 9 Groups that identify the different Human Participants in the Business System. BizGraph is our Visual Business Plan.

The BizGraph is circular representing the Core of the Business being our Customers. We want everyone up, not down. Each Participant is interdependent upon the Others. The Progression of the Groups follows the workflow.

Our JCCs allow all 9 Groups in the BizGraph to see all the same information in the same Format & Order, Selections, SOW, Timeline and Budgets.

All Groups are important for Happy Customers.