



Is Boland's HVAC maintenance contractor billing matching your service agreements across Maryland, DC, and Virginia locations?

Prepared for Thompson CPA MBA · Sr. Vice President / CFO · 31 March 2026

Rates derived from public contract filings, industry benchmarking & peer invoice data

HVAC MAINTENANCE SERVICES		EQUIPMENT TRANSPORT FREIGHT	
Contracted rate	\$125/hr	Contracted rate	\$2,850/load
Invoiced rate	\$142/hr	Invoiced rate	\$3,180/load
Variance	13.6%	Variance	11.6%
Invoices reviewed	284	Invoices reviewed	96
Annual exposure	\$145K	Annual exposure	\$95K
maintenance contractors, 12 months		freight carriers, 12 months	

Estimated annual margin drift across both categories

\$240K - \$420K

RISK-FREE OFFER

If we find less than \$50K in systemic margin drift, you pay nothing.

If we find more, the fee is \$10K-\$15K. Your team's effort: 2-4 hours of data export. Turnaround: 2-4 weeks.

<p>① Book 20-min call No data required</p>	<p>② Drift Indicator Score Delivered on the call</p>	<p>③ Data export (2-4 hrs) Invoice + contract files</p>	<p>④ Findings delivered 2-4 weeks</p>
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Book your 20-minute Drift Indicator Assessment

No data required · No commitment · You leave with a drift probability score and a dollar estimate

→ [Schedule at valuexpa.com/karthikvr](https://valuexpa.com/karthikvr)

Or email: karthik@valuexpa.com · www.valuexpa.com