

northcoast.ai

FOR MIDWEST MANUFACTURERS AND INDUSTRIAL BUSINESSES

AI workflows for Midwest manufacturers.

Practical builds, measured outcomes, dropped in next to what already works.

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NORTHCOAST.AI · OVERVIEW

Four engagements. Named, priced, scoped.

Workflow builds

\$5K – \$30K

One bottleneck, one working system. Most common: take an RFQ from email to a draft response in under an hour, with specs extracted and ambiguities flagged. Other builds: inbox triage, internal knowledge retrieval, sales follow-up, technical doc generation. Scope is named at quote, not discovered halfway through.

AI ops retainer

\$3K – \$8K / month

For shops running two or more AI workflows in production. Improvements, model swaps, monitoring, and the "this stopped working when our ERP updated" calls. Three-month minimum so we stop having sales conversations and start having operations conversations.

Plant visits & assessments

Flat fee

One day on-site. Walk the floor, sit with estimators and customer service, watch the work flow. End the day with three recommendations ranked by hours-saved per dollar spent, plus what to stay away from. No deck. If the answer is "don't hire anyone for this," that's what the report says.

Workshops & talks

\$2.5K – \$5K

Half-day workshops or 45-minute keynotes for trade associations, peer groups, and regional events. Concrete examples, real numbers, honest about what AI can't do. Travel covered within driving radius.

RECENT PROJECT SHAPES

- RFQ-to-draft-response workflow for a 60-person fabrication shop — bid-to-award lift ~8 points over six months.
- Inbox triage + summarization for a 40-person industrial distributor — sales team recovered ~10 hours/week.
- Estimator knowledge extraction for a tool-and-die shop preparing for a senior estimator's retirement.

Operator-to-operator. Built locally. Honest about scope.

I run an industrial company.

I'm president of Zebra Skimmers, an industrial coolant management equipment company shipping into machine shops and fabrication plants across the country. Same RFQ ambiguity, same estimator dependency, same vendors selling the same software at the same prices. I built this practice because I wanted these tools in my own plant first.

I build, I don't just advise.

Through Frozen Iguanas LLC I personally write, deploy, and maintain everything I quote. No junior consultants, no offshore team, no "engineering partner." That keeps the work honest and the prices in the ranges named on page two.

I'm in driving distance.

From Cleveland I can be in Akron in 40 minutes, Canton in an hour, Toledo or Pittsburgh in two, Detroit or Columbus in two and a half. Plant visits are part of the engagement, not a billable extra. Service area: Ohio, Michigan, Western Pennsylvania, Indiana.

Three steps. Slow first, fast after.

01 30-minute call

Free

You explain your situation. I tell you honestly whether AI is the right tool for what you're trying to fix. Half the time the answer is "don't hire anyone for this." That's a perfectly good outcome.

02 Plant visit / assessment

Flat fee

One day on-site. I walk the floor, sit with your estimators and customer service, and end the day with the three highest-ROI AI opportunities specific to your operation — plus what to stay away from. Written report, no deck.

03 Scoped build

\$5K – \$30K

I build one workflow. We measure the result. We decide together whether to do another one. After handoff, you own it — the code, the prompts, all of it.

To start

Call (216) 428-0724 or email bill@northcoast.ai. First conversation is on me. Bill Burkey · northcoast.ai · Cleveland, OH.