

ABSOLUTE BOAT CARE - GRAVITAS

OPERATING PLAYBOOK

THE LAST PIECE THAT CONNECTS THE WORK

A mobile-first companion for the working routes people can use now - with the present state, the human impact, the business impact and the boiling-point risk made visible.

BEFORE

Visible reality

ACTION

Capture and direction

RESULT

Trace and exception

NEXT

Commercial action



OPEN THE INTERACTIVE GUIDE

USE IT AS A ROUTE IN

CHOOSE ROLE OR TASK. THEN OPEN THE REAL TOOL.

The website and this playbook follow the same Gravitas sequence. The website holds the interactive screenshots; the PDF gives the operating pattern and direct links.

1

CHOOSE ROLE

Craftsman, Team Leader, Office / Linda, or Duncan / Owner.

2

CHOOSE TASK

Search for the real thing you need to do - capture, review, quote, invoice or handover.

3

READ THE PRESSURE

See today, the impact on the person, the impact on the business and the boiling point.

4

WALK THE SCREEN

Follow one highlighted action at a time: Before > Action > Result > Next.

5

ROUTE INTO ABC

Use the live button to enter the correct starting screen without touching the Administration section.

OPEN INTERACTIVE GUIDE

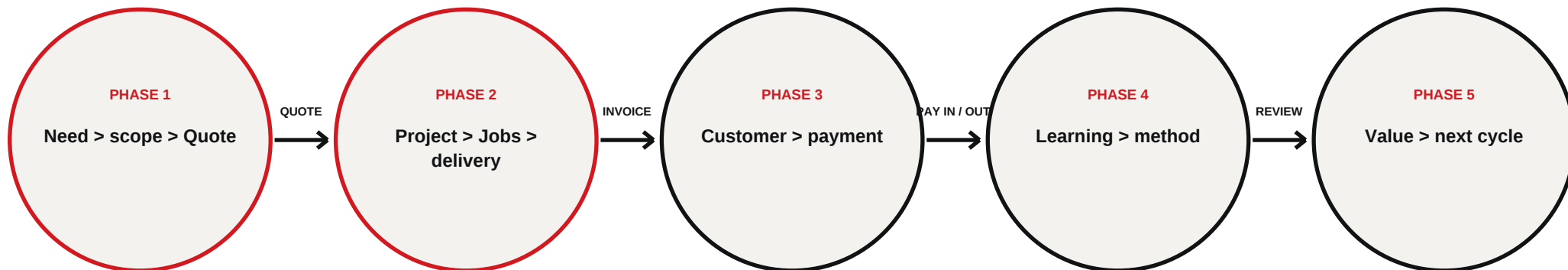
LANGUAGE

Use the EN / ES button in the website header. The guidance changes language while the screenshots remain the real ABC interface.

CIRCULAR PHASES - EXPLICIT HANDOVERS

EACH PHASE HAS ITS OWN CIRCLE. THE HANDOVER ENABLES THE NEXT.

Simple on the surface; complex and connected behind the scenes - simplicity like the phone itself.

**LEADERSHIP**

There is no leadership until everyone understands where the work is going - like football. ABC is building its football academy: agreed destination, visible play, repeatable handovers and learning that strengthens the next cycle.

FROM RECONSTRUCTION TO ENABLEMENT

MAKE THE CONTRAST VISIBLE

The enabled model prevents pressure from reaching boiling point because the next person receives a usable state.

TODAY

work > verbal direction > paper / fragments > Linda + Pedro central entry > invoice / month-end reconstruction > Duncan clarification

ENABLED

work > capture > Team Leader direction > trace > exception > commercial action

TODAY The handover is real but invisible and fragmented.	ON THEM Everyone has felt the pain of rebuilding missing Time, Materials and context at invoicing and month-end.	ON THE BUSINESS Delay, rework and invisible dependency grow across every phase.	BOILING POINT Duncan becomes the connection, and leadership is dragged back into urgent craft intervention.
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ROLE 01

CRAFTSMAN

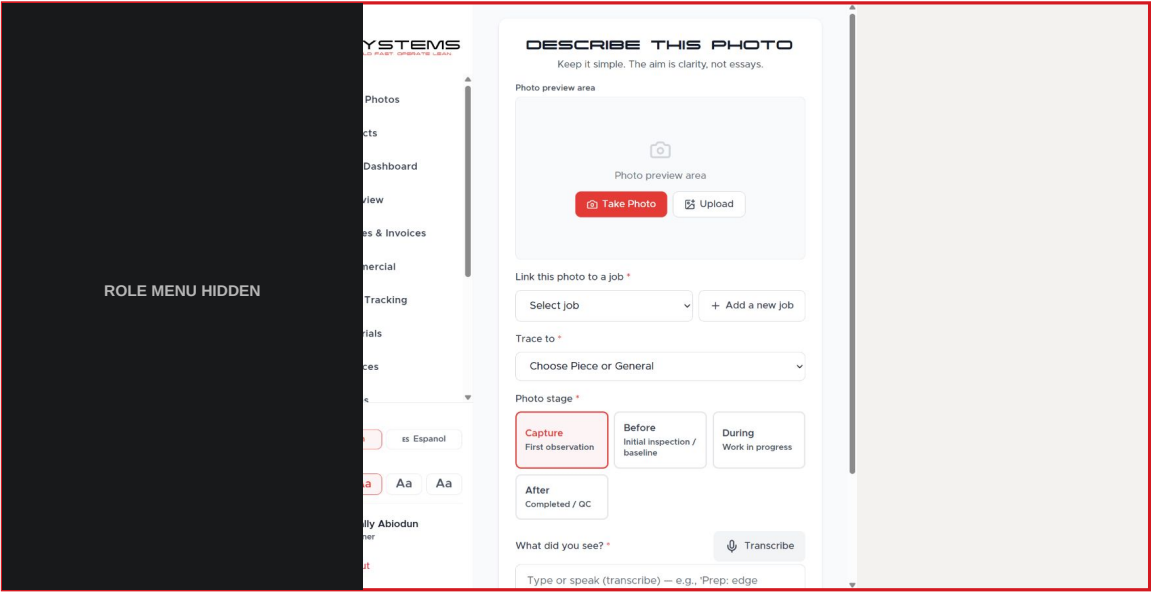
Capture your own work once, in the place where it belongs.

ROLE BOUNDARY

Own Jobs, Pieces, photos and, once enabled, your own time and material quantities inside the assigned Project. Self-reporting is not yet in use: continue using paper. No rates, costs, quotes, invoices, margins, company totals or other users.

USE THESE ROUTES

FIND MY WORK	OPEN >
CAPTURE A PHOTO	OPEN >
CAPTURE A PIECE	OPEN >
SELF-REPORT MY TIME - FUTURE	OPEN >
ADD MATERIAL QUANTITY - FUTURE	OPEN >



REAL ABC SCREEN

ROLE 02

TEAM LEADER / PEDRO

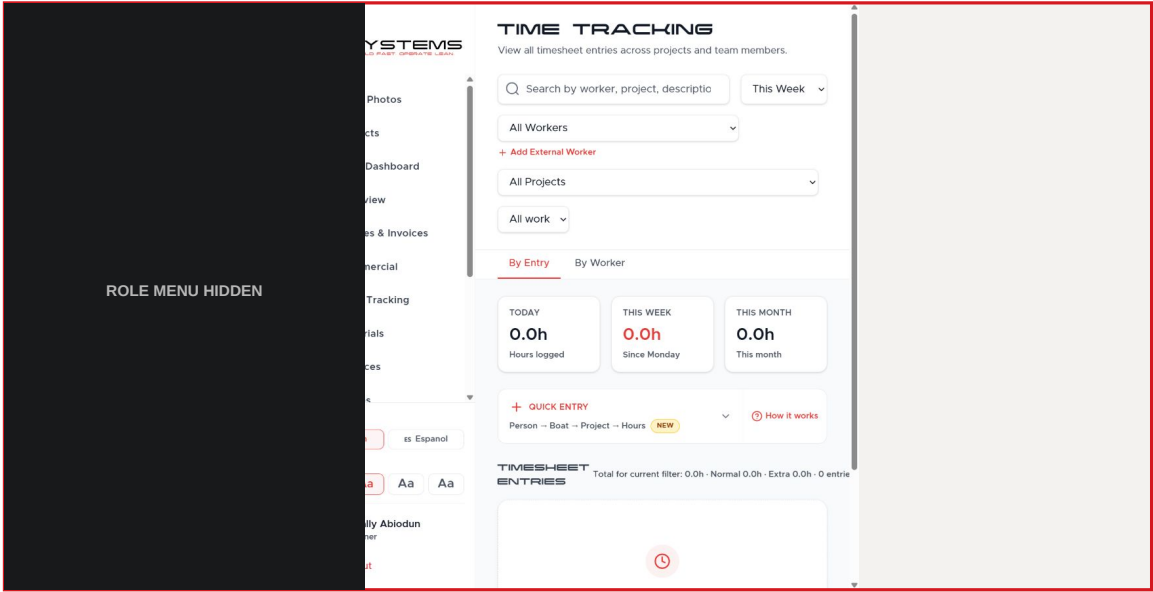
Direct the work; use central Time Tracking with Linda.

ROLE BOUNDARY

Today, enter the team’s paper timesheets centrally. In future, validate normal self-reported entries and use central entry only to add or correct genuine exceptions. Do not show hourly rates, margin, revenue, company financials or the Boat Dashboard.

USE THESE ROUTES

CENTRAL TIME TRACKING	OPEN >
FIND AND DIRECT WORK	OPEN >
ADD / REVIEW JOBS	OPEN >
REVIEW A PROJECT	OPEN >
REVIEW PHOTOS OF THE DAY	OPEN >



REAL ABC SCREEN

ROLE 03

OFFICE / LINDA

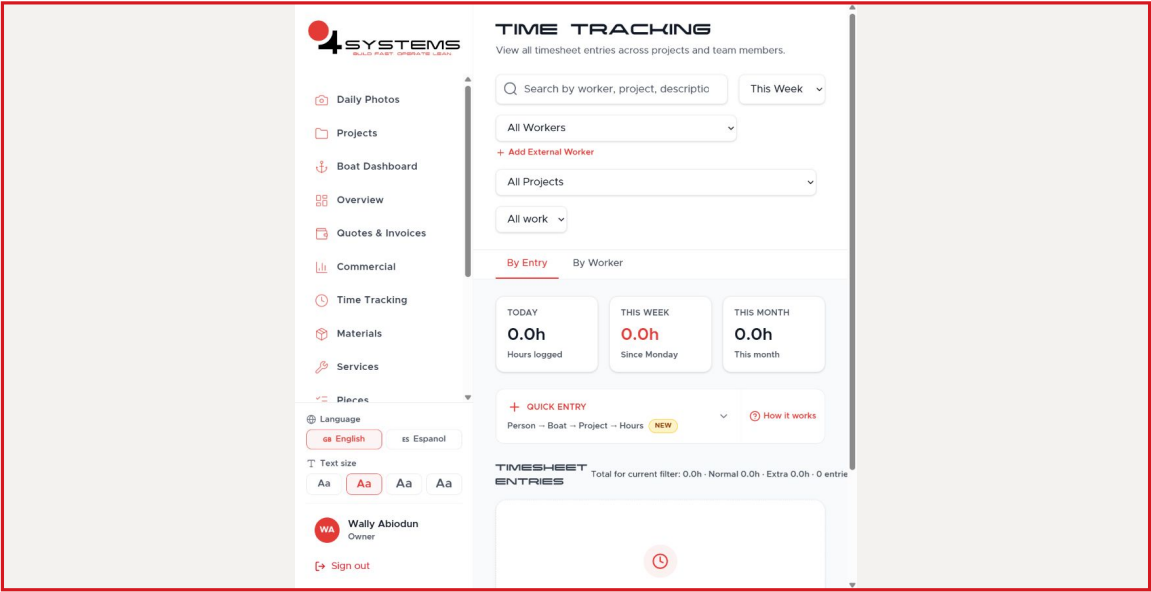
Receive the accepted Quote handover and use central Time Tracking with Pedro.

ROLE BOUNDARY

Linda does not create Quotes. Confirm that each accepted Quote is assigned or linked to one Project. Today, enter paper timesheets centrally; in future, validate self-reports and add or correct genuine exceptions only. Boat Dashboard remains Duncan-only.

USE THESE ROUTES

CENTRAL TIME TRACKING	OPEN >
REVIEW ACCEPTED QUOTE HANDOVER	OPEN >
CREATE MISSING PROJECT LINK	OPEN >
PREPARE AN INVOICE	OPEN >
WORK COMMERCIAL EXCEPTIONS	OPEN >



REAL ABC SCREEN

ROLE 04

DUNCAN / OWNER

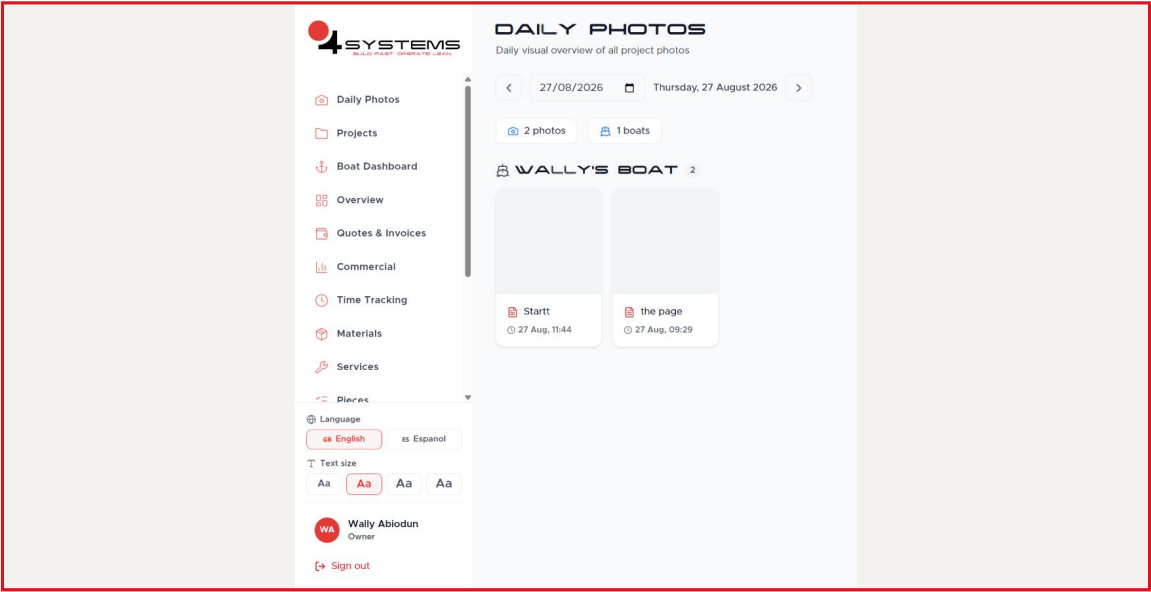
Virtually walk the floor before acting on totals.

ROLE BOUNDARY

See the whole system and financial exceptions, while leaving operational direction with the Team Leader and normal state with the Office.

USE THESE ROUTES

VIRTUAL SHOP-FLOOR WALK	OPEN >
REVIEW A PROJECT	OPEN >
REVIEW A BOAT	OPEN >
REVIEW THE PORTFOLIO	OPEN >
REVIEW PHASE HANDOVERS	OPEN >

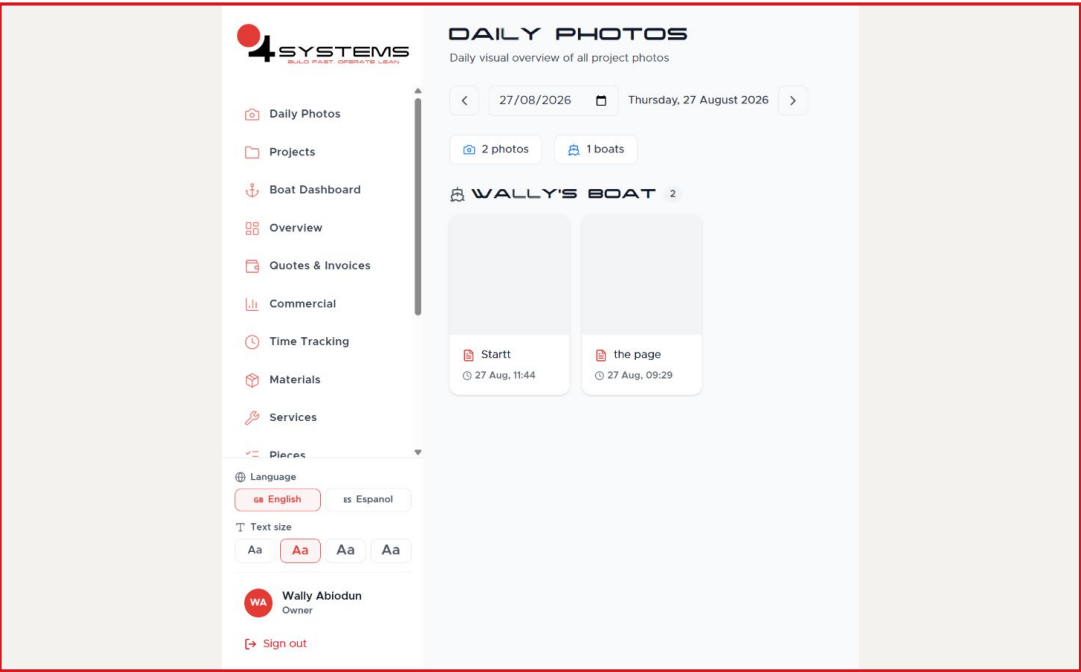


REAL ABC SCREEN

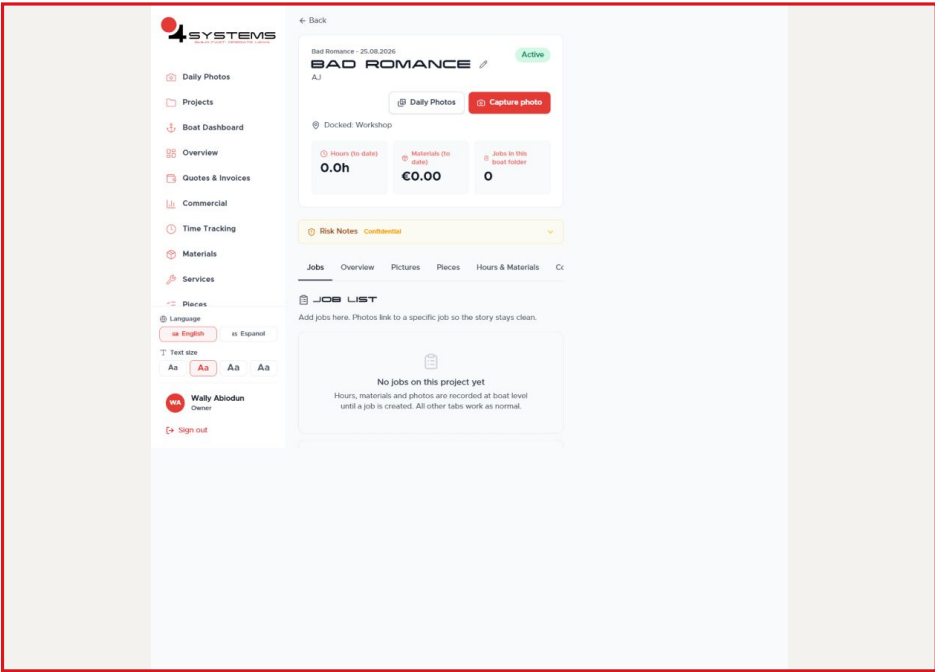
FOUR ROUTES TO SEE THE FLOOR

EVIDENCE FIRST. THEN CONTEXT. THEN EXCEPTION.

Duncan can see the day without physically walking the floor or asking people to reconstruct it.



ROUTE 1 - PHOTOS OF THE DAY



ROUTES 2-3 - PROJECT AND PICTURES

1 - TODAY

2 - PROJECT DAILY PHOTOS

3 - PROJECT PICTURES

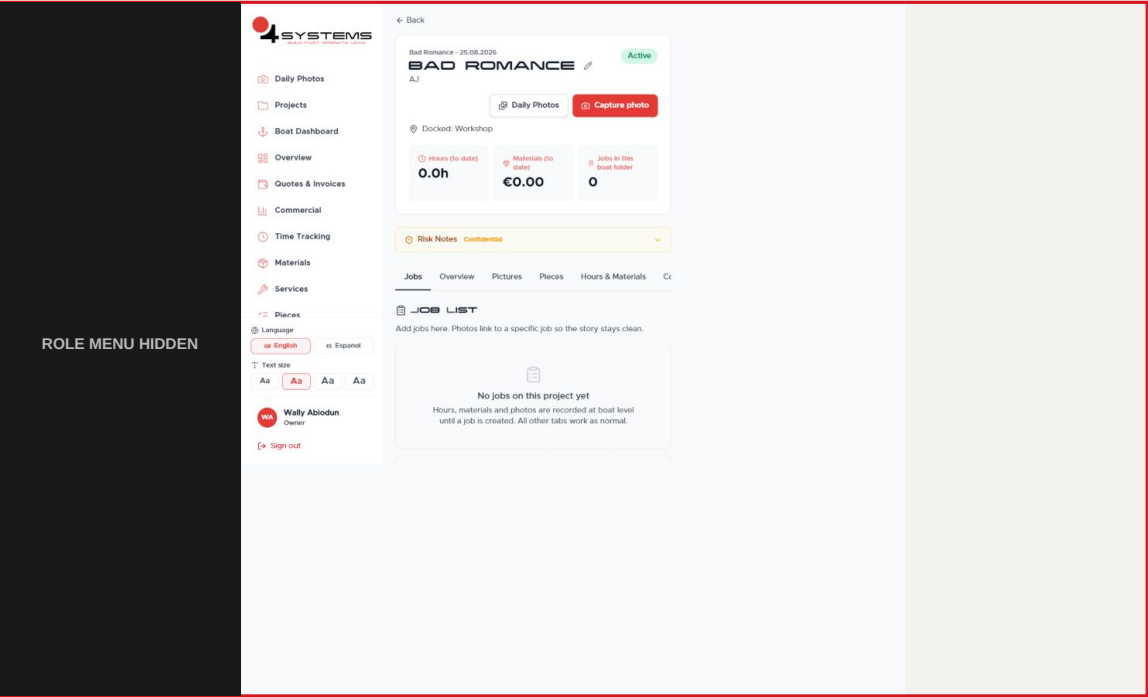
4 - PIECE TRACE

Review order: Evidence > Linkage > Exception > Direction > Next. Open Commercial only after the operating reality has context.

REVIEW THE STORY, NOT ONLY THE TOTAL

JOBS - PICTURES - PIECES HOURS & MATERIALS - NEXT ACTION

A Project review should reveal scope, proof, inputs, exception, owner and next move.



REAL PROJECT WORKSPACE

1 - JOBS

Outcome, status and owner

2 - PICTURES

Visible sequence and proof

3 - PIECES

Object-level trace

4 - HOURS & MATERIALS

Linked inputs, not just totals

5 - NEXT

Exception, decision and handover

OPEN REVIEW A PROJECT

SEE THE WHOLE VESSEL, THEN CHOOSE THE PROJECT

BOAT IDENTITY - ACTIVE WORK EVIDENCE - PROJECT

The Boat view is the parent operating story. Use it to find where attention belongs, then enter the relevant Project.

TODAY

Ordering is not clearly alphabetical or by date; identities can duplicate.

ON THEM

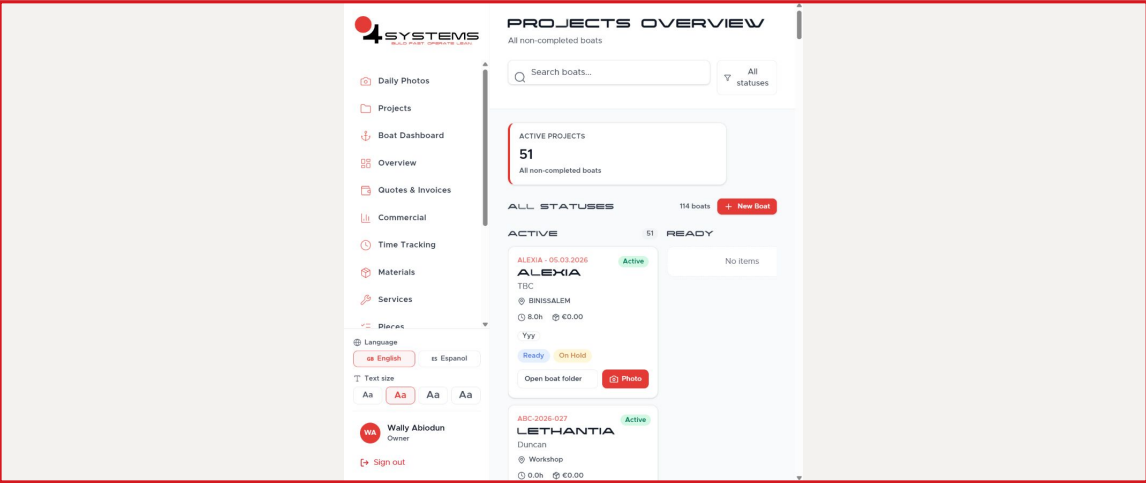
People repeat navigation and cannot trust which record is the parent.

ON THE BUSINESS

The vessel-wide view fragments and attention can land on the wrong Project.

BOILING POINT

Small identity and routing errors compound into rework, missed evidence and urgent correction.



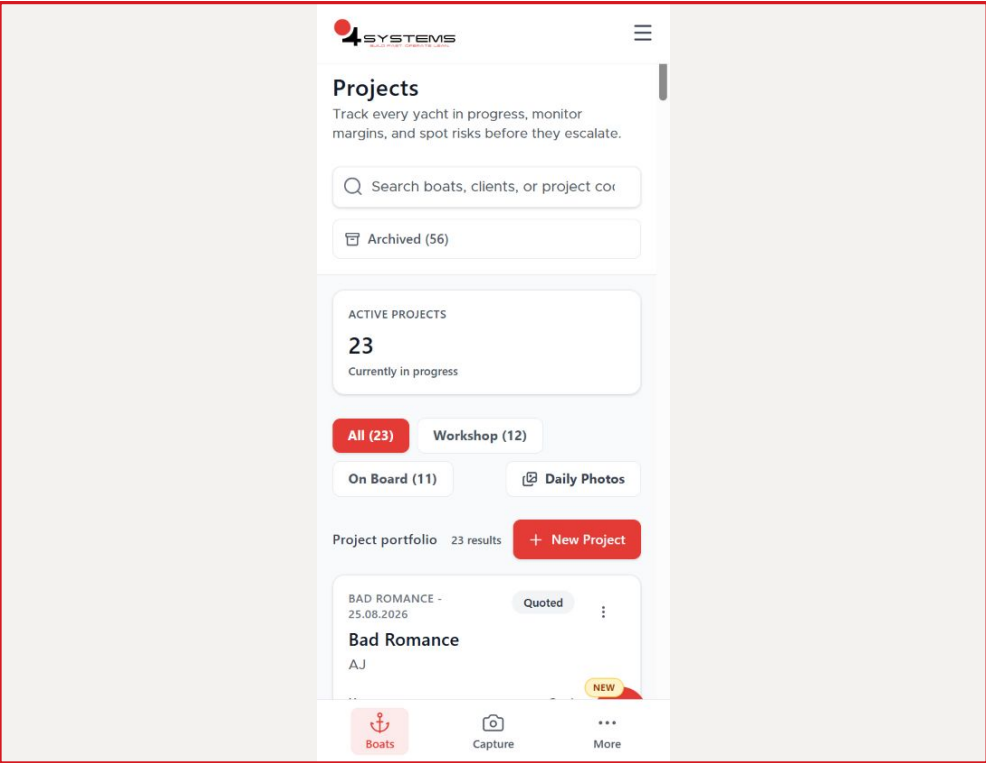
REAL BOAT DASHBOARD

OPEN REVIEW A BOAT

FOOTER CAMERA > PICTURE > CONTEXT > DONE

THE FASTEST ROUTE FOR NORMAL DAILY WORK

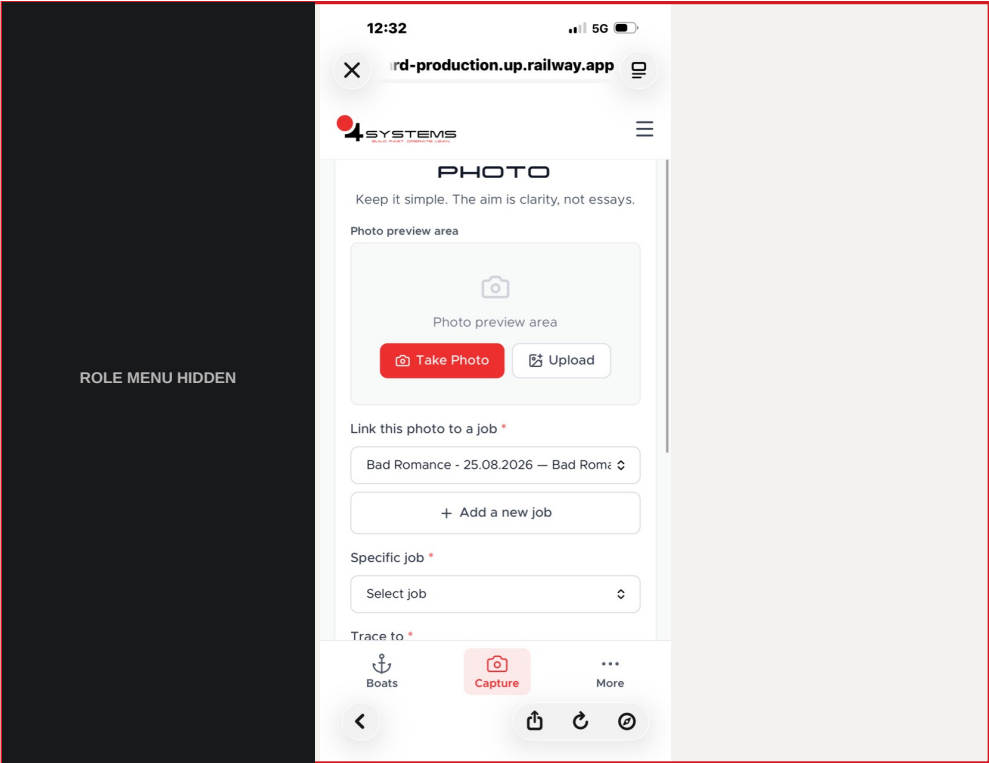
Tap the Capture camera in the bottom navigation from any main screen. You land on Capture; then choose Project, Job, Piece, stage and words before saving.



1 - TAP CAPTURE IN THE BOTTOM NAVIGATION

FOOTER CAMERA ROUTE

CAPTURE A PIECE



2 - LAND ON CAPTURE AND TAKE THE PHOTO

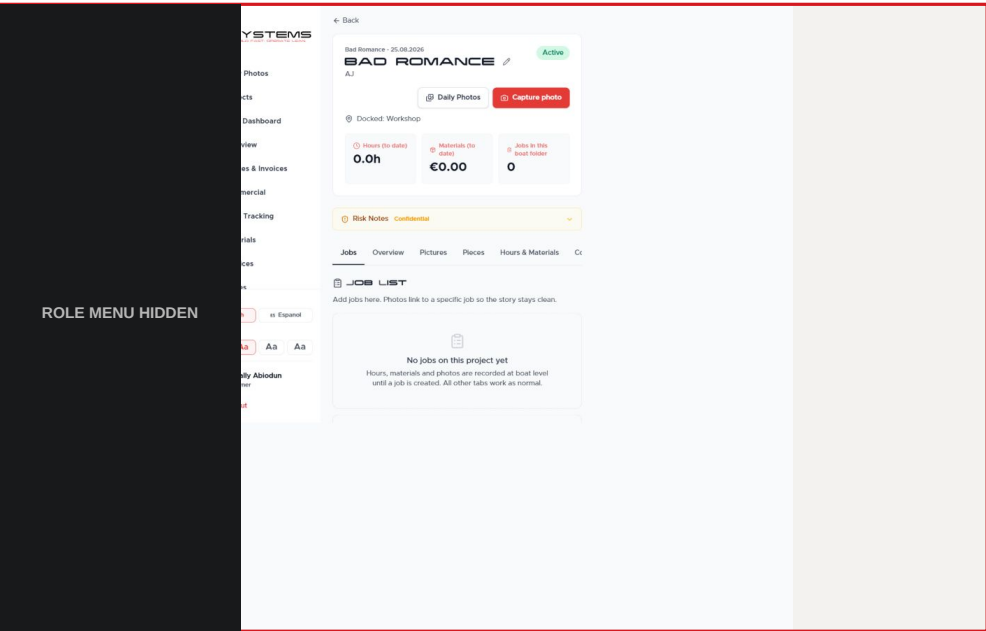
EXPLORE CAPTURE

EXPLORE PIECES

SELF-REPORT IN THE PROJECT. VALIDATE CENTRALLY.

DIFFERENT SCREENS. DIFFERENT RESPONSIBILITIES.

Today the team uses paper and Linda + Pedro enter it centrally. Future craftspeople self-report inside the assigned Project; Linda + Pedro validate normal entries and centrally correct exceptions only.

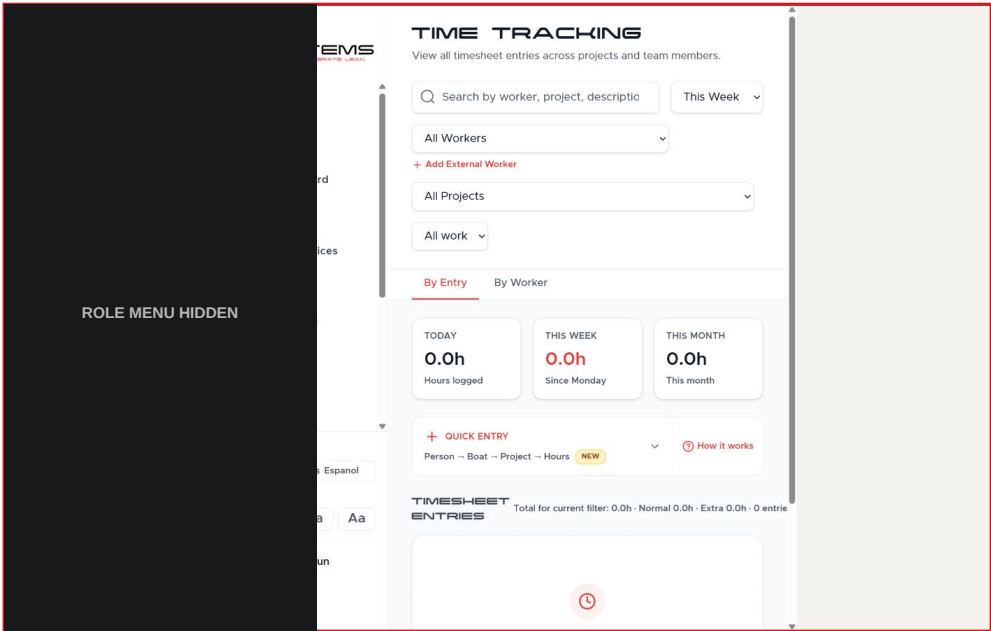


CRAFTSPERSON - FUTURE

Own time in the assigned Project. Not yet in use: continue paper.

SELF-REPORT - FUTURE

MATERIAL - FUTURE



LINDA + PEDRO - TODAY AND FUTURE

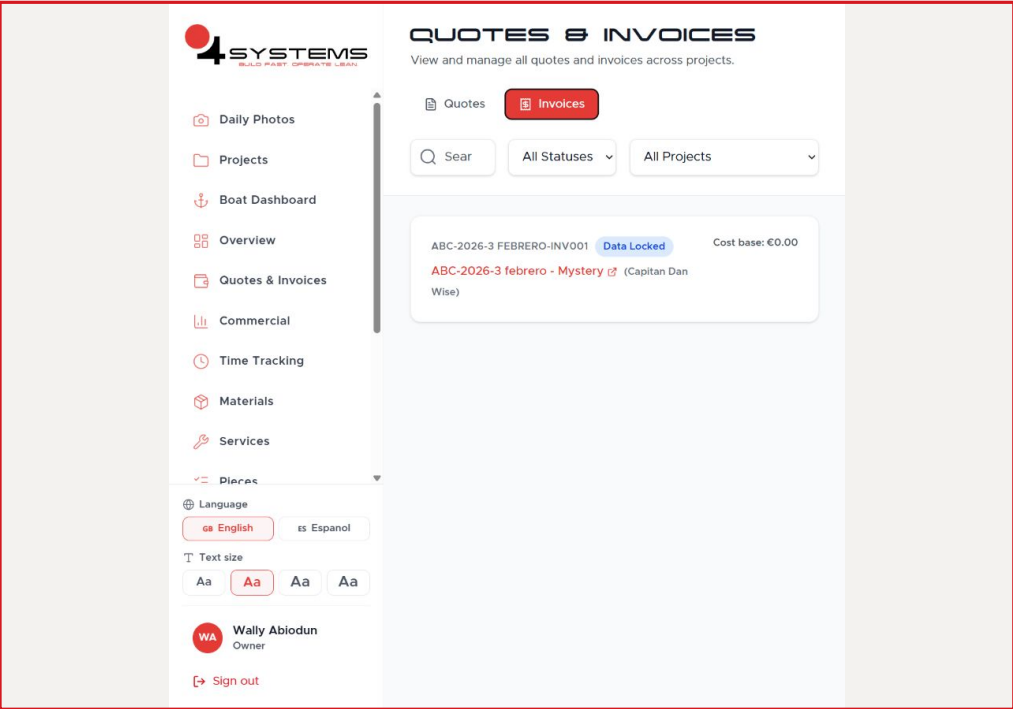
Paper entry today; validation and genuine exceptions in future.

CENTRAL TIME TRACKING

THE HANDOVER MUST BE VISIBLE

QUOTE - PROJECT + JOBS
DELIVERY TRACE - INVOICE - PAYMENT

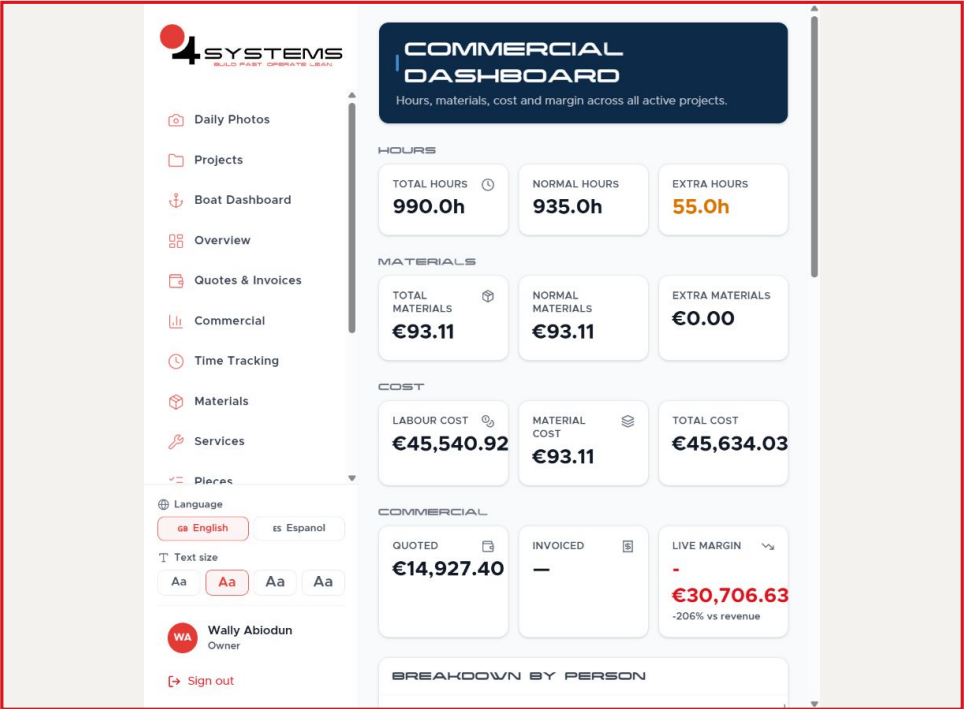
Whoever receives customer agreement creates the Project on the day work starts. The Invoice hands Phase 2 into Phase 3.



QUOTES & INVOICES

RECEIVE ACCEPTED QUOTE

CREATE PROJECT



COMMERCIAL EXCEPTIONS

PREPARE INVOICE

WORK EXCEPTIONS

USE THE PLAYBOOK AS A ROUTE IN

EVERY NON-ADMINISTRATION PROCESS

Open the interactive walkthrough first, or go directly to the live starting screen when the route is already understood.

FIND MY WORK GUIDELIVE ABC	FIND OLD PHOTO GUIDELIVE ABC	REVIEW BOAT - DUNCAN ONLY GUIDELIVE ABC
CAPTURE A PHOTO GUIDELIVE ABC	CORRECT EVIDENCE GUIDELIVE ABC	REVIEW PIECES GUIDELIVE ABC
CAPTURE A PIECE GUIDELIVE ABC	DOWNLOAD EVIDENCE GUIDELIVE ABC	SERVICES AND METHOD GUIDELIVE ABC
ADD A JOB GUIDELIVE ABC	RECEIVE ACCEPTED QUOTE GUIDELIVE ABC	PORTFOLIO REVIEW GUIDELIVE ABC
SELF-REPORT TIME - FUTURE GUIDELIVE ABC	CREATE PROJECT GUIDELIVE ABC	VIRTUAL FLOOR WALK GUIDELIVE ABC
CENTRAL TIME TRACKING GUIDELIVE ABC	PREPARE INVOICE GUIDELIVE ABC	PHASE HANDOVERS GUIDELIVE ABC
ADD MATERIAL - FUTURE GUIDELIVE ABC	COMMERCIAL EXCEPTIONS GUIDELIVE ABC	
PHOTOS OF THE DAY GUIDELIVE ABC	REVIEW PROJECT GUIDELIVE ABC	

ACKNOWLEDGE THE FIXES - USE WHAT WORKS NOW

THE FIXES WILL BE MADE.
USE THE WORKING ROUTES NOW.

The companion warns only when a defect changes the expected result.

PHOTO DOWNLOAD HTTP 403 has occurred. Confirm the file opens; use Project evidence meanwhile.	BACK ROUTES Daily Photos, Pieces and Describe Photo need reliable return paths. Use the direct route buttons.
JOB LINK Quick Time Entry must require a Job. Treat unlinked hours as exceptions.	TOTALS Overview, Projects and Commercial totals need one mathematical source. Review Project / Job trace.
BOAT ORDER Add alphabetical and date-order choices; resolve duplicate identities.	PROJECT CREATION Restrict creation / archive authority. Agreement receiver creates once on start day.
PERMISSIONS Persistence and dropdowns need correction. Administration stays outside this playbook.	CRAFTSMAN VIEW Show own Jobs, Pieces, time and quantities only; remove financial and other-user visibility.

OPEN KNOWN FIXES	ENABLEMENT Visible evidence, understood direction and explicit handovers release pressure before it reaches boiling point.
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SIMPLE ON THE SURFACE. CONNECTED BEHIND THE SCENES.

THE SHORTEST USEFUL ACTION

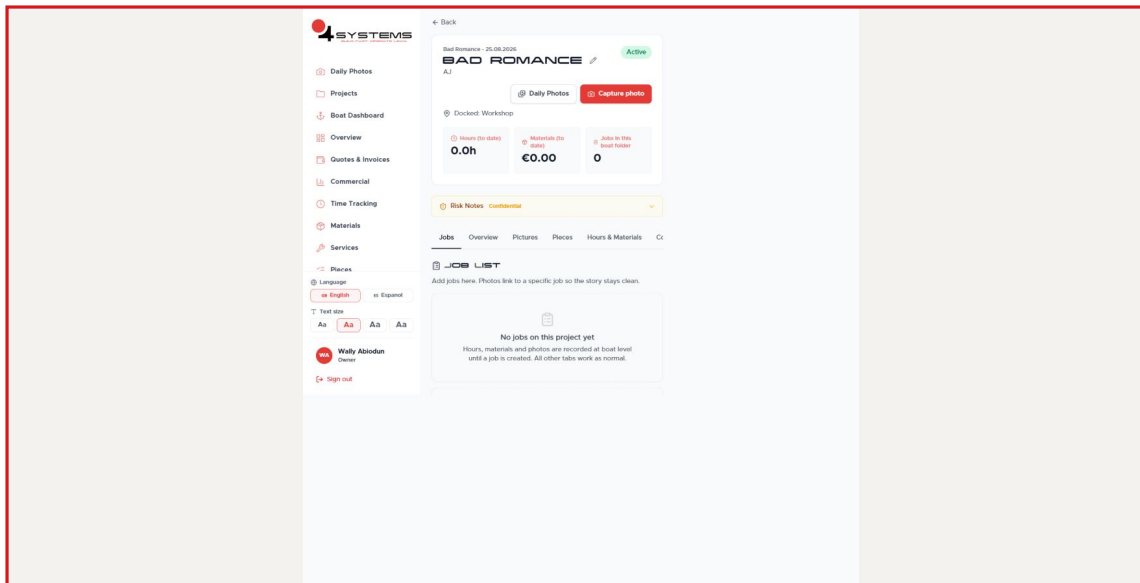
One tap if you know what you are doing. One scroll if you need context. The phone keeps the visible behaviour light while Gravitas connects the history behind it.

TODAY - PAPER + WHATSAPP

Work -> random photo -> WhatsApp or verbal message -> paper fragments for Time and Materials -> Office reconstruction -> Duncan clarification. The administration still happens; it is simply delayed, fragmented and carried by people.

ENABLED - CAPTURE AT SOURCE

Project -> Capture -> Job / Piece / stage -> continue. The normal state becomes visible immediately; only an exception asks for attention. Before -> physical action -> after-state.



REAL PROJECT WORKSPACE - THE ROUTE STARTS WHERE THE WORK LIVES

IF YOU KNOW

Open the Project and tap Capture Photo. Take the picture, link it to the Job / Piece, choose the stage, add only the words that change meaning, then continue.

IF YOU NEED CONTEXT

Scroll down first. Open the Job, Pictures or Piece, understand the visible state, act, then capture the changed state and hand it forward.

BEHAVIOURAL RULE

Never click merely to feed software. Click to preserve meaning.

PRACTISE THE SEQUENCE - NO LIVE DATA

GENUINE FINISH + VISIBLE PROGRESS

TIGERLILY - WHAT THE WORK ALREADY CREATES

Tap the genuine finished product to inspect the quality. Beneath it in the online playbook, the collage turns 119 real photographs into a progress measure the team can appreciate and revisit.

**119 PHOTOGRAPHS - ONE PROGRESS MEASURE**

Step back to see the bench. Zoom in to see preparation, judgement and craft. Both images are clickable in this PDF.

876 MOMENTS - ONE OPERATING PICTURE

THE EVIDENCE YACHT

From a distance: one yacht. Up close: the real work. The photographs already existed; Gravitas makes them visible as one connected operating history.



WHAT IT PROVES

ABC already had the pieces. Gravitas is the operating layer that connects evidence, craft, sequence, handover, customer, economics and learning.

READ IT AT TWO LEVELS

Step back to see the system. Zoom in to see each individual photograph and the work it records.

[EXPLORE THE ZOOMABLE YACHT](#)[OPEN FULL RESOLUTION](#)