

Every person, every percent, every margin.

Crossruled is the allocation and margin ledger for IT-services delivery. One fact, defined once, shown the same everywhere.

22 people

3 over-allocated

·

3 at risk

·

4 under-utilized

·

0 bench

Person	Active	Tentative	Demand	Load	State	Confirmed
Aditya Rao Junior Developer	80%	30%	110%		At risk	1
Anika Bose QA Engineer	35%	0%	35%		Under-utilized	1
Asha Mehta Junior Developer	110%	30%	140%		Over-allocated	1
Dev Sharma Senior Developer	80%	0%	80%		OK	1
Kabir Sethi Senior Developer	110%	0%	110%		Over-allocated	1

Your master sheet, checked row by row.

Download the template, paste up to 500 people, and every bad row is named before a single record is saved.

Employee code	Full name	Email	Role	Department	Skills	Weekly capacity	Monthly cost (USD)	Status
NOR-017	Aditya Rao	aditya.rao@...	Junior Developer	Engineering	React, Node	40	620	active
NOR-011	Anika Bose	anika.bose@...	QA Engineer	Quality	Automation	40	924	active
NOR-008	Arjun Sen	arjun.sen@...	UI Engineer	Design	Figma	40	1094	active
NOR-001	Asha Mehta	asha.mehta@...	Junior Developer	Engineering	React, Node	40	620	notice
NOR-011	Kabir Sethi	kabir.sethi@...	Senior Developer	Engineering	React, Node	40	1659	active
NOR-002	Dev Sharma	dev.sharma@...	Senior Developer	Engineering	React, Node	40	1659	active

Row 5: duplicate employeeCode in import Up to 500 rows, 2MB max.

See who breaks when the deal lands.

At risk names people who look fine on confirmed work and are over 100% once tentative work is counted.

Person	Active	Tentative	Demand	Load	State	Confirmed
Aditya Rao Junior Developer	80%	30%	110%		At risk	1
Aditya Rao Junior Developer						
Atlas Modernization 1		80	Confirmed	₹663/hr		
Claims Automation 1		30	Tentative	₹663/hr		

Amber the moment it crosses 100.

Confirm the tentative line and the row turns amber at once. Change a percent in the row, press Enter, and it applies where it lives.

22 people

4 over-allocated

·

2 at risk

Aditya Rao Junior Developer	110%	0%	110%		Over-allocated	2
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Claims Automation 1

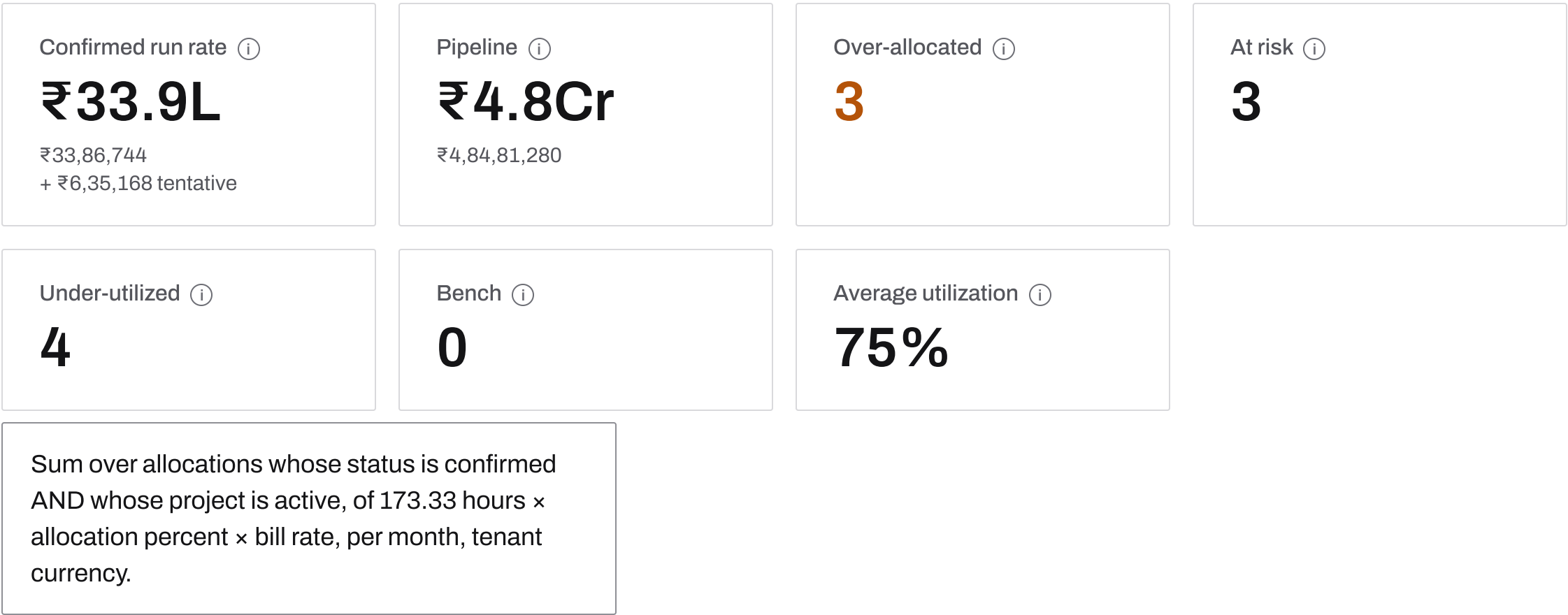
30

Confirmed

Tentative

One number, defined once.

Every KPI reads from one named definition. Hover any tile and the exact sentence appears, the same one every screen uses.



Same number on every screen.

Overview and Reports show the same confirmed run rate; every screen shows the same over-allocated count and the same bench. tests/metrics.test.ts asserts it.

Overview · Confirmed run rate

₹33.9L

₹33,86,744

Reports · Confirmed run rate

₹33.9L

₹33,86,744

tests/metrics.test.ts

22 people 3 over-allocated · 3 at risk · 4 under-utilized · 0 bench

The formula sits under the number.

A proposal prices each role from payroll, from the benchmark band or from a custom figure, and prints the arithmetic under the client price.

Median client price

₹6,45,788

$2 \text{ people} \times 3 \text{ months} \times 100\% \times ₹58,708 \div (1 - 40\%) \times 1.10$

Basis	Internal cost	Client price
min	₹1,98,852	₹3,64,562
median	₹3,52,248	₹6,45,788
max	₹6,02,226	₹11,04,081

Junior Developer · 2 people · 3 months · 100% · priced from

Payroll average

Benchmark

Custom

Save draft

Below payroll turns amber before you send.

Switch a line to a custom cost under what the role really earns and the line is badged on the spot, not in a report later.

INR · 94.69

Junior Developer

Payroll average

Benchmark

Custom

₹45,000

Below payroll

2 people × 3 months × 100% of their time × ₹45,000 median salary a month = ₹2,70,000 Below this role's payroll average of ₹58,708 a month.

Bands priced for India.

An INR workspace starts every role on an India-market monthly band, min, median and max, which finance or an admin edits in Settings. Every quote keeps its rate, its source and its date.

Role	Min	Median	Max
Junior Developer	₹33,142	₹58,708	₹1,00,371
QA Engineer	₹50,186	₹79,540	₹1,16,469
Senior Developer	₹1,00,371	₹1,49,610	₹2,32,937
Project Manager	₹1,16,469	₹1,66,654	₹2,49,982
Solution Architect	₹2,08,318	₹2,91,645	₹4,58,300

Starting bands are estimates from published 2025-26 India IT-services salary guides. Finance or an admin edits them.

INR · 94.69

Session rate: 94.69 · Tenant default · 2026-09-30

exchangeRate94.69

exchangeRateSourcetenant

exchangeRateAsOf2026-09-30

Two documents from one ledger.

The approval pack prints cost, band and margin for finance. The client price sheet prints the price and nothing underneath it.

Northstar Digital Services

Internal, contains payroll-derived cost

INTERNAL · PRICING APPROVAL

Resource Hub

Northstar phase 2

Client Meridian Manufacturing Co.

Reference

P-RVIQLK

Prepared by

owner@northstar.test

Date

30 Sep 2026

Currency

INR

FX

1 USD = ₹94.69 (Tenant default, 30 Sep 2026)

Band

Median

Pricing

40% margin · 10% commercial buffer

CLIENT PRICE (MEDIAN)

₹6,45,788

Internal cost ₹3,52,248 ÷ (1 – 40% margin) = ₹5,87,080 no-regret price × 1.10 commercial buffer = ₹6,45,788 client price. Effective markup on cost 83.33%. Lines are priced and rounded individually; totals are the sum of the lines.

ROLE LINES

ROLE	PRICED FROM	PEOPLE	DURATION	MONTHS	UTIL	MONTHLY SALARY (₹)	LINE COST (₹)	LINE PRICE (₹)
Junior Developer	Benchmark	2	3 months	3	100%	58,708	3,52,248	6,45,788
Total · 6 person-months		2					3,52,248	6,45,788

APPROVAL

Delivery

Finance

Name, date

Name, date

Junior Developer × 2 · Benchmark · internal cost, margin, sign-off lines

Northstar Digital Services

Prepared for Meridian Manufacturing Co.

PRICE SHEET

Northstar phase 2

Reference P-RVIQLK · Date 30 Sep 2026 · Valid until 30 Oct 2026 · All amounts in INR (₹)

ROLE	PEOPLE	DURATION	ALLOCATION	MONTHLY RATE PER PERSON (₹)	AMOUNT (₹)
Junior Developer	2	3 months	100%	1,07,631	6,45,788
Total					6,45,788

Taxes extra as applicable. Rates rounded to the nearest whole unit; amounts govern.

NOTES

Rates are indicative and subject to confirmation of staffing and start dates. Taxes, travel, pass-through expenses, software licences and third-party costs are not included. This price sheet is indicative and not an offer; a signed statement of work or order form governs.

Monthly rate per person and the amount. No cost, no margin, no band.

A viewer sees load, never pay.

Per-person cost, role bands, margin and proposal totals are visible only to owner, admin, finance and HR. Delivery and viewer logins see people, allocations and load.

owner

Person	Role	Monthly cost	Hourly cost	Load
Aditya Rao	Junior Developer	₹58,708	₹339	At risk
Dev Sharma	Senior Developer	₹1,57,091	₹906	OK

viewer

Person	Role	Load
Aditya Rao	Junior Developer	At risk
Dev Sharma	Senior Developer	OK

Bench cost

Restricted

Visible to owner, admin, finance and HR

Proposals, as a viewer: “Proposal value is visible to owner, admin, finance and HR.”

Isolation is tested on every push.

Thirty-nine Firestore rules tests run on every push. One is a signed-in user of another company being refused your data.

- ✓ tenant users can read their tenant and cannot read another tenant
- ✓ legacy flat collections are blocked
- ✓ unauthenticated users cannot read tenant data
- ✓ audit logs are append-only
- ✓ platform admin can create tenant owner profile
- ✓ specialist tenant roles can only mutate their owned collections
- ✓ S1: resourceCosts read and write follow canAccessCost
- ✓ S1: resources reject monthlyCostUsd
- ✓ proposal writes carry typed exchange-rate provenance
- ✓ only owner, admin, or platform admin can update tenant settings
- ✓ self-serve tenant creation requires an open invite bound to the caller
- ✓ T1: self-serve creation pins trialEndsAt to 14 days and one tenant pe...
- ✓ T1: an expired trial closes every subcollection to its members and ke...
- ✓ T1: status, plan and trialEndsAt are platform-owned
- ✓ signup invites are not readable or writable by any client
- ✓ P28: pilotRequests is not readable or writable by any client
- ✓ P28: the platform-admin email without the claim grants nothing
- ✓ SEC1 H1 (P3): a self-serve tenant id must end in the caller's full lo...
- ✓ SEC1 H2 (P1): proposals reject internal cost on lines' siblings, tota...
- ✓ SEC1 H2: proposalCosts is gated like resourceCosts and schema-validat...

- ✓ SEC1 H2 (P2): auditLogs are readable by cost roles only
- ✓ SEC1 M1 (P4): a custom claim without a profile grants nothing
- ✓ SEC1 M1 (P4b): a stale claim for another tenant is denied even when t...
- ✓ SEC1 M1 (P5): an inactive profile is denied; a claim cannot lift the ...
- ✓ SEC1 M3 (P6): audit entries bind actorEmail to the token email and ca...
- ✓ SEC1 M3 (P7) / SEC2 N11: approval needs approvedBy == caller and a di...
- ✓ SEC2 H2: margin, buffer and line basis live in proposalCosts, not on ...
- ✓ SEC2 N7: proposalCosts is written by finance-side roles for a proposa...
- ✓ SEC2 N13: createdByUid is immutable and an existing tenant never gran...
- ✓ SEC2 N14: the original creator cannot re-create an owner profile afte...
- ✓ SEC1 H2: a non-cost role reading a saved proposal sees no cost; a cos...
- ✓ SEC3 N4b: the default margin lives in financeSettings/defaults, reada...
- ✓ SEC3 N4b: the tenant doc no longer accepts a default margin
- ✓ SEC3 T3: convertedAt and inviteCode are platform-owned for tenant mem...
- ✓ SEC3 N15: an approved proposal is locked; converted only from approve...
- ✓ SEC3 B5: signup consumes the invite in the tenant batch; a used invit...
- ✓ SEC4 N4b-2 (1a): a role doc carries no band; roleCosts is finance data
- ✓ SEC5 (1b): proposals carry no price; the band sits in proposalCosts
- ✓ SEC4 B5-c: a self-serve tenant create that skips the invite update is...

Get early access

crossruled.com/request-pilot

Free early access, by invite, for IT-services firms of 20 to 500 billable people. No card, no charge. Your data leaves with you as JSON and CSV, any day.