ABC Greater Baltimore
Associated Builders and Contractors

Digital Time & Field Data Collection *is a Game Changer*

August 26, 2020

9:30 AM - 10:30 AM

Robert Armbrister

President, SPARK Business Works

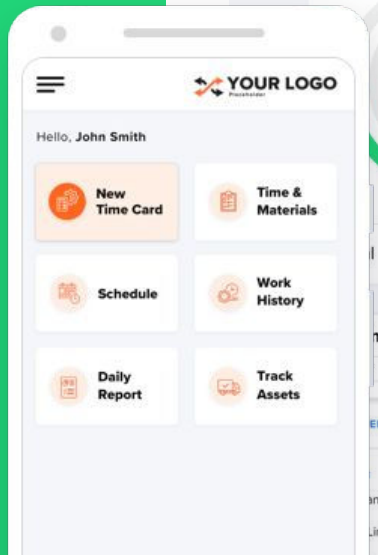
SPARK
Business Works

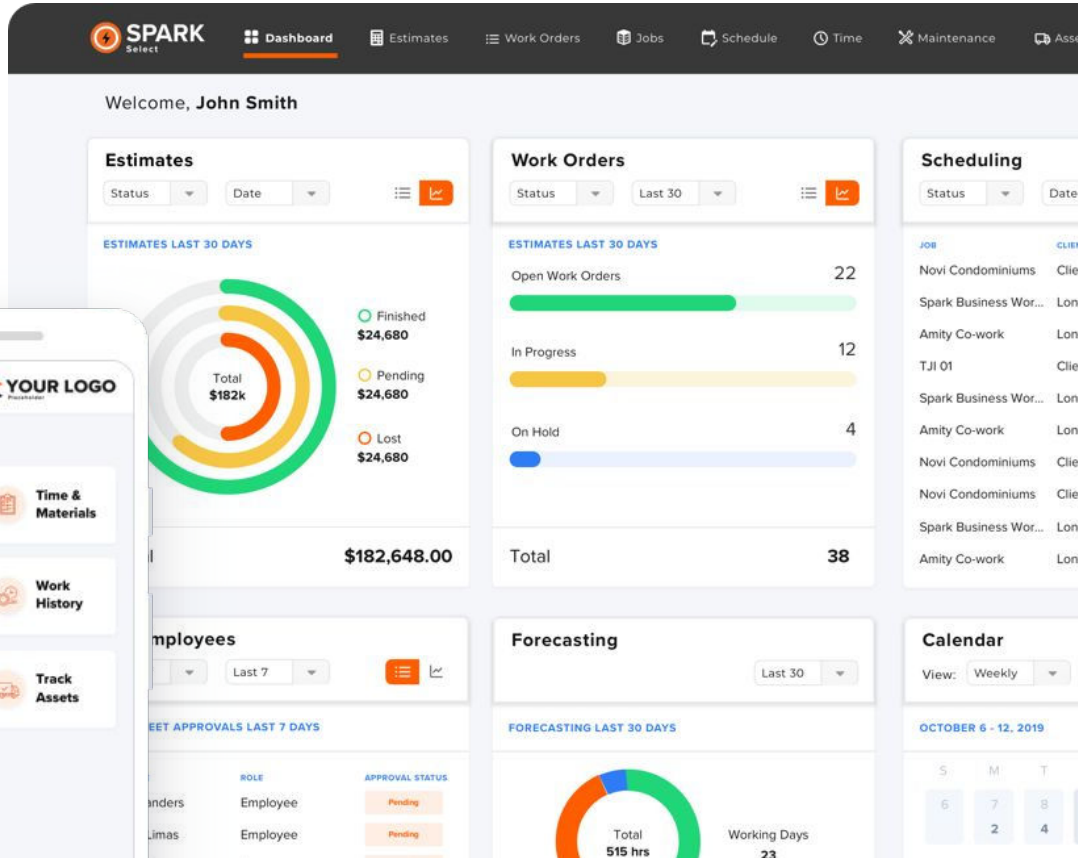
SPARK builds custom software that brings your team together where it matters.

– 40% of SPARK's projects are for companies in construction & building trades.

– We execute projects in practical steps that make sense and reduce risk for our clients.

Just Right for the Way You Work





BUIST ELECTRIC
raising the standard

GLR
SOLUTIONS

Epic Property
Management

ODD FELLOWS
CONTRACTING INC

PROBLEM SOLVERS · STRONG
SHOULDICE
EXPERIENCED · RELIABLE

COMMERCIAL
McDONALD
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PRECISION
WALL SYSTEMS

Bazen
ELECTRIC

Andy J. Egan Co., Inc.

ROOF
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IS1
INDUSTRIAL
SERVICES INC.

AMISTEE
AIR DUCT CLEANING
& INSULATION

PRESTIGE
DISTRIBUTION, INC.

ESPER Electric
Quality Craftsmanship Since 1984

BRONSON

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COMPANIES

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Elmer's

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SERVICES

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LOUNSBURY
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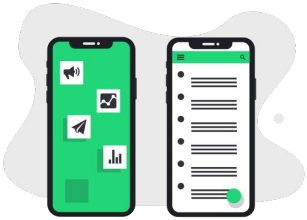
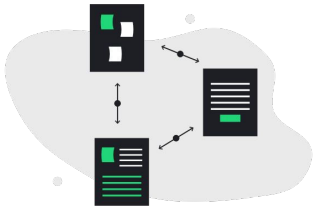
Moving the Earth Since 1945



Apps

Websites



Workflow

SPARK
Business Works

CIO Review

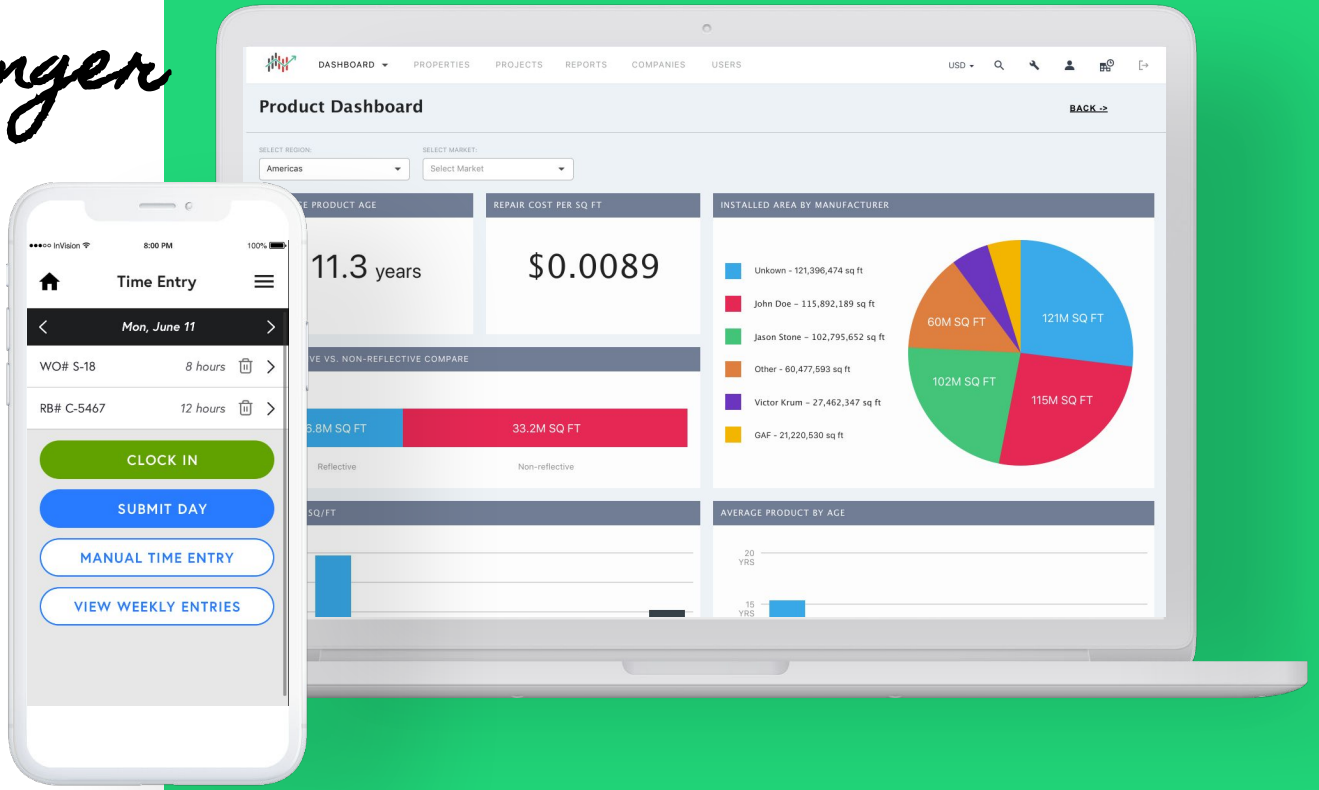
20 MOST PROMISING CONSTRUCTION TECH SOLUTION PROVIDERS

SPARK

Business Works

Digital Time & Field Data Collection

is a Game Changer



SPARK
Business Works

Bob Armbrister

President/CEO
SPARK Business Works

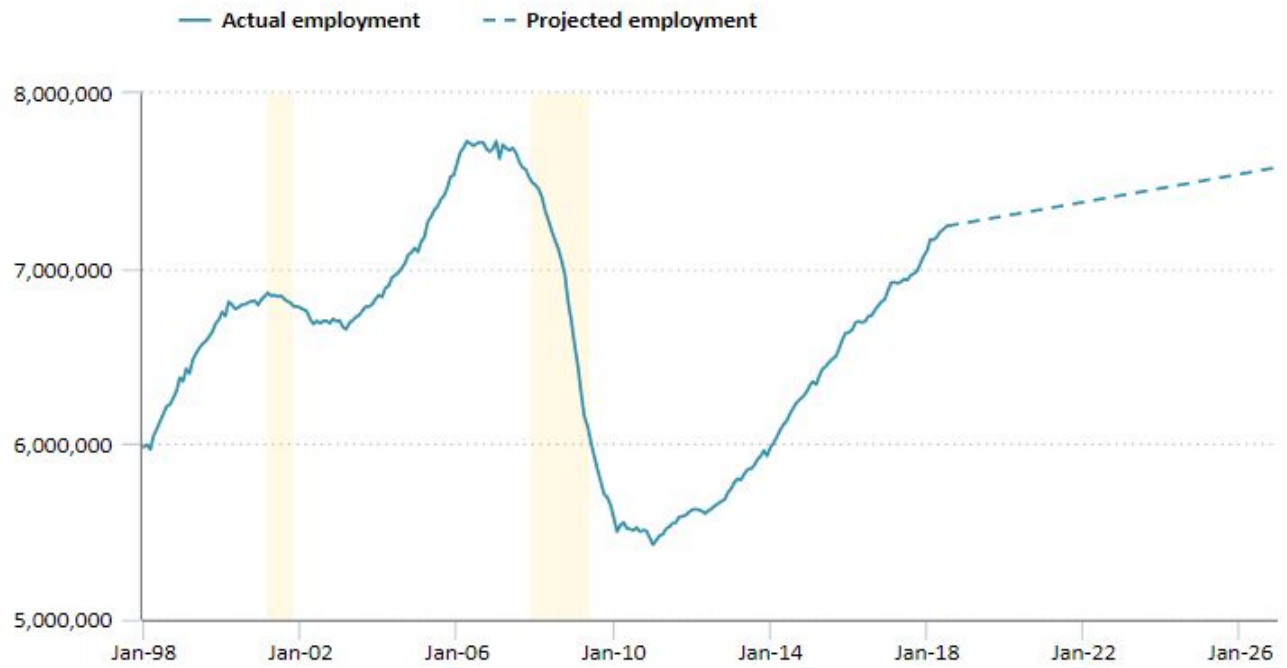
It’s 2020

Why are we talking about field data collection?

Because it’s still a struggle for a lot of companies!

EXTERNAL

Chart 1. Construction industry employment, January 1998–July 2018 (seasonally adjusted) and projected 2026



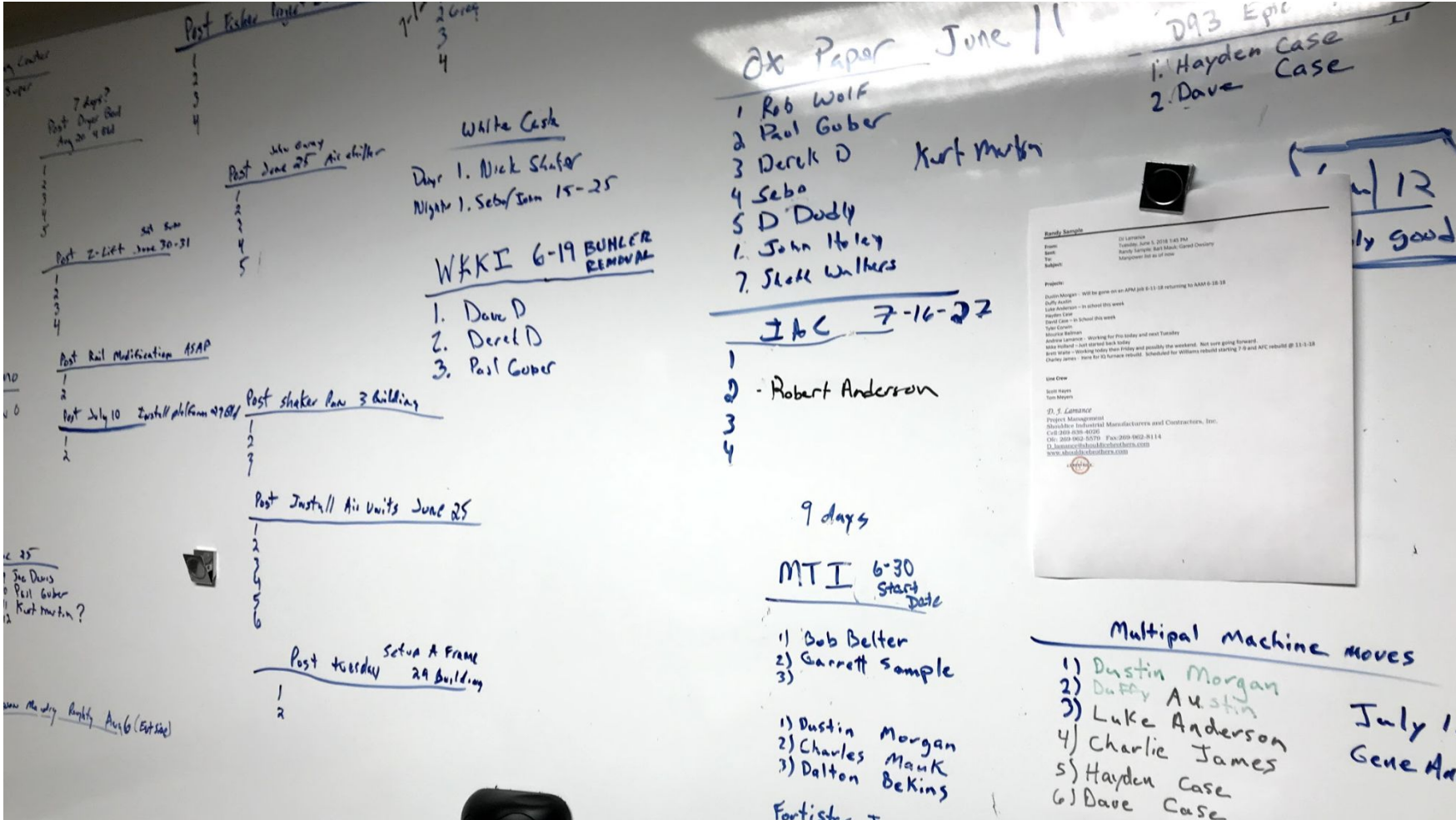
Note: BLS does not project specific data for each of the interim years to the 2026 projection point. These years are expressed as a dashed straight line. Data for June and July 2018 are preliminary.
Shaded areas denote Recession as determined by the National Bureau of Economic Research.
–
Source: U.S. Bureau of Labor Statistics, Current Employment Statistics survey (1998–2018 nonfarm wage and salary employment, seasonally adjusted) and Employment Projections program (2026 projected employment).

What Are the Results of the Construction Labor Shortage?

44%

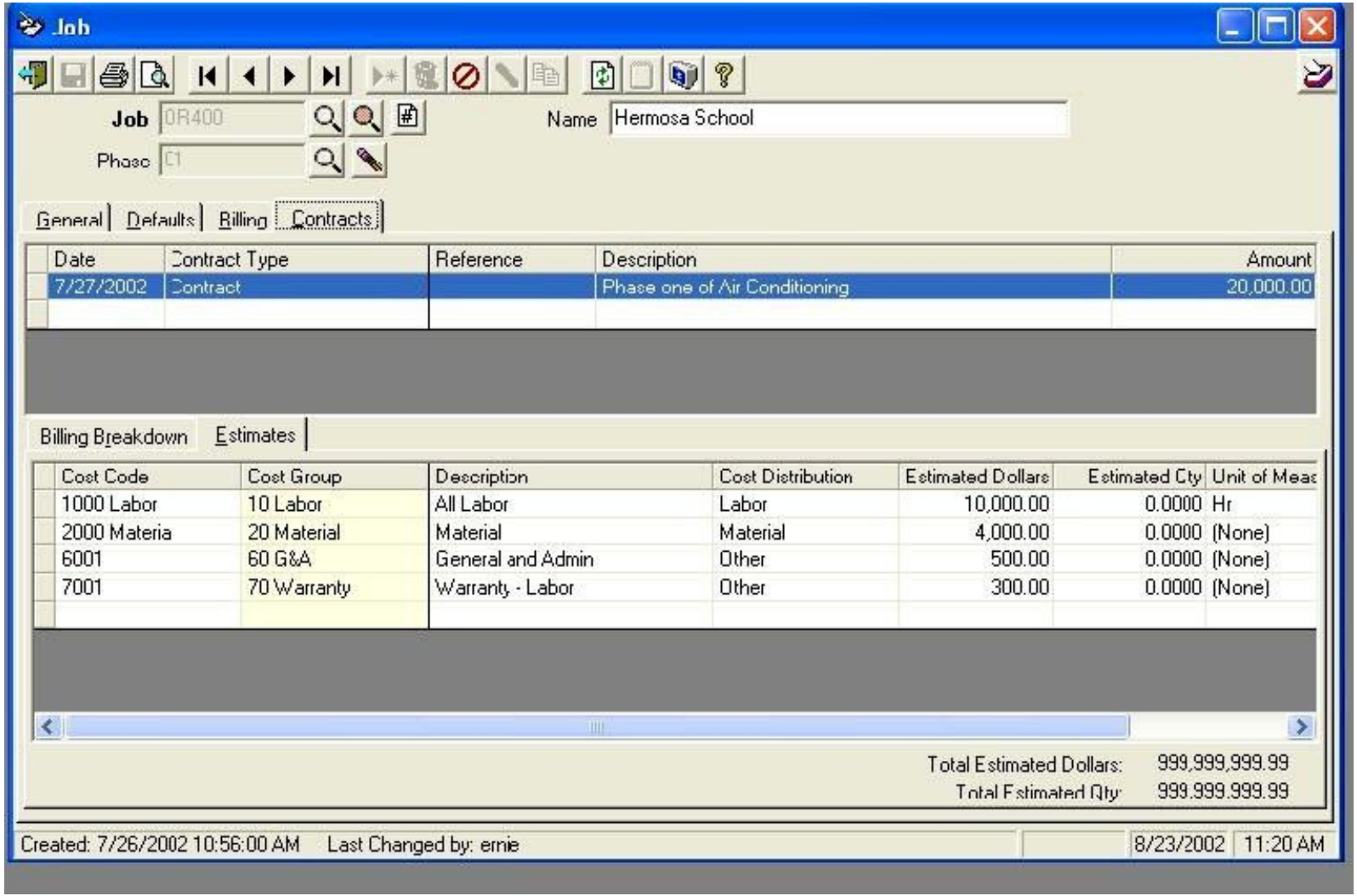
reported they have had to increase cost on projects

INTERNAL



Post Fisher Project
Post Dryer Bed Aug 20 4 Bld
Post Z-Lift June 30-31
Post Rail Modification ASAP
Post July 10 Install platform 29 Bld
Post June 25 Air chiller
Post shaker Pan 3 Building
Post Install Air Units June 25
Post tuesday Setup A Frame 29 Building
White Cask
Days 1. Nick Shafer
Nights 1. Sebo/John 15-25
WKKI 6-19 BUHLER REMOVAL
1. Dave D
2. Derek D
3. Paul Guber
Ox Paper June 11
1 Rob Wolf
2 Paul Guber
3 Derek D
4 Sebo
5 D Dudly
1. John Holey
7. Shane Walters
Kurt Martin
IAC 7-16-27
1
2 - Robert Anderson
3
4
9 days
MTI 6-30 Start Date
1) Bob Belter
2) Garrett Sample
3)
1) Dustin Morgan
2) Charles Mauk
3) Dalton Bekins
D93 Epic
1. Hayden Case
2. Dave Case
Multipal Machine moves
1) Dustin Morgan
2) Duffy Austin
3) Luke Anderson
4) Charlie James
5) Hayden Case
6) Dave Case
July 1
Gene An
Randy Sample
D. J. Lamance
Project Management
Shouldice Industrial Manufacturers and Contractors, Inc.

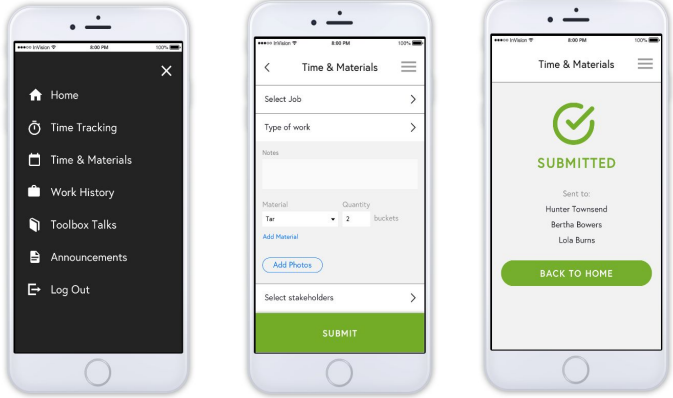
INTERNAL

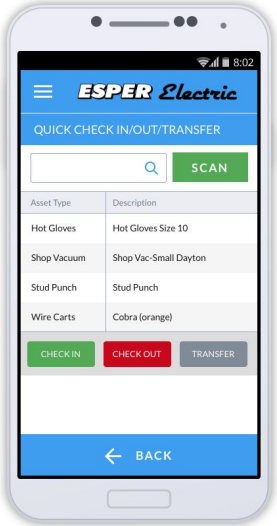

Job
Job 0R400
Name Hermosa School
Phase C1
General Defaults Billing Contracts
Date Contract Type Reference Description Amount
7/27/2002 Contract Phase one of Air Conditioning 20,000.00
Billing Breakdown Estimates
Cost Code Cost Group Description Cost Distribution Estimated Dollars Estimated Qty Unit of Meas
1000 Labor 10 Labor All Labor Labor 10,000.00 0.0000 Hr
2000 Materia 20 Material Material Material 4,000.00 0.0000 (None)
6001 60 G&A General and Admin Other 500.00 0.0000 (None)
7001 70 Warranty Warranty - Labor Other 300.00 0.0000 (None)
Total Estimated Dollars: 999,999,999.99
Total Estimated Qty: 999,999,999.99
Created: 7/26/2002 10:56:00 AM Last Changed by: ernie
8/23/2002 11:20 AM

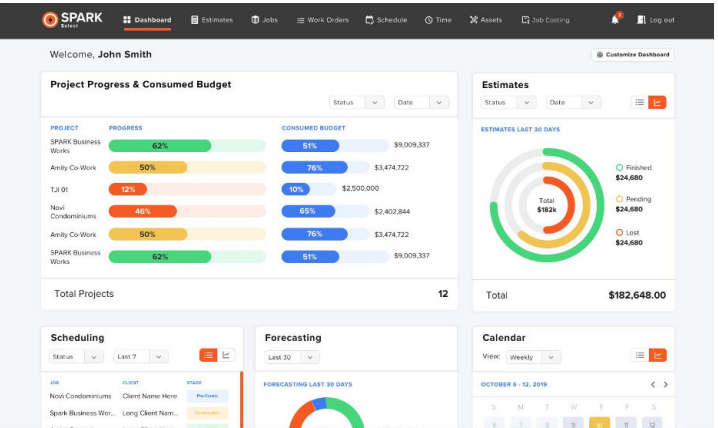
SILVER
LINING
AHEAD

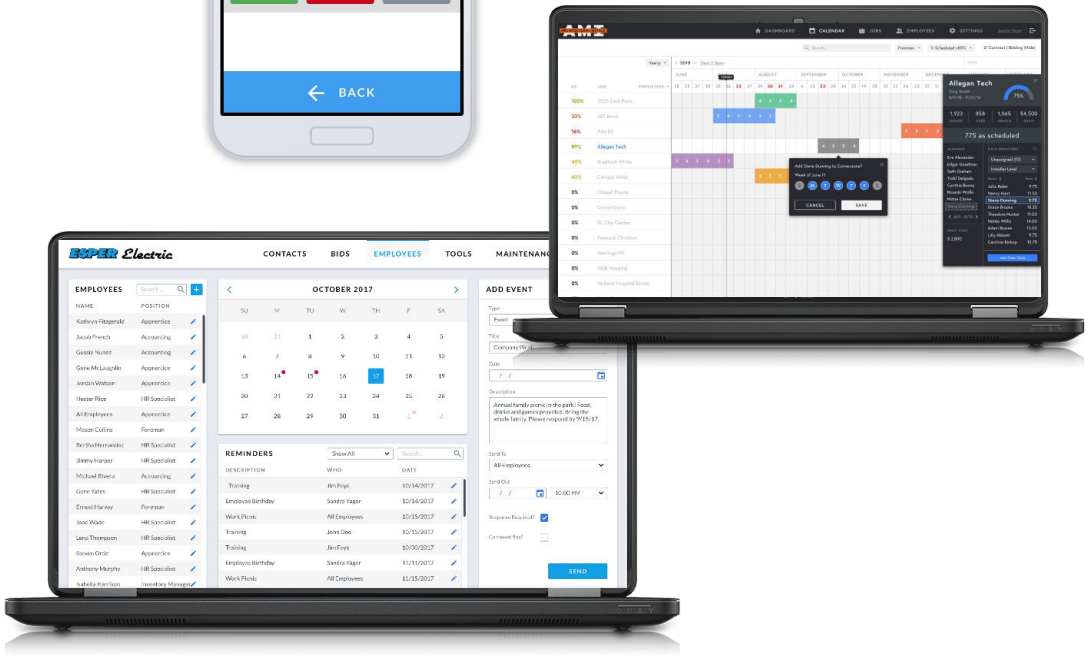
EXTERNAL

INTERNAL


Home
Time Tracking
Time & Materials
Work History
Toolbox Talks
Announcements
Log Out
Time & Materials
Select Job
Type of work
Notes
Material
Quantity
Add Material
Add Photos
Select stakeholders
SUBMIT
Time & Materials
SUBMITTED
Sent to:
Hunter Townsend
Bertha Bowers
Lola Burns
BACK TO HOME


8:02
ESPER Electric
QUICK CHECK IN/OUT/TRANSFER
SCAN
Asset Type
Description
Hot Gloves
Hot Gloves Size 10
Shop Vacuum
Shop Vac-Small Dayton
Stud Punch
Stud Punch
Wire Carts
Cobra (orange)
CHECK IN
CHECK OUT
TRANSFER
BACK


SPARK
Dashboard
Estimates
Jobs
Work Orders
Schedule
Time
Assets
Job Costing
Log out
Welcome, John Smith
Customize Dashboard
Project Progress & Consumed Budget
Estimates
Total Projects
12
Total
$182,648.00
Scheduling
Forecasting
Calendar


ESPER Electric
CONTACTS
BIDS
EMPLOYEES
TOOLS
EMPLOYEES
OCTOBER 2017
ADD EVENT
REMINDERS
SEND
775 as scheduled

BUIST ELECTRIC
raising the standard

GLR
SOLUTIONS

Epic Property
Management

ODD FELLOWS
CONTRACTING INC

PROBLEM SOLVERS · STRONG
SHOULDICE
EXPERIENCED · RELIABLE

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DISTRIBUTION, INC.

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Quality Craftsmanship Since 1984

BRONSON

KENT
COMPANIES

TEAM
Elmer's

PRO
SERVICES

Schupan

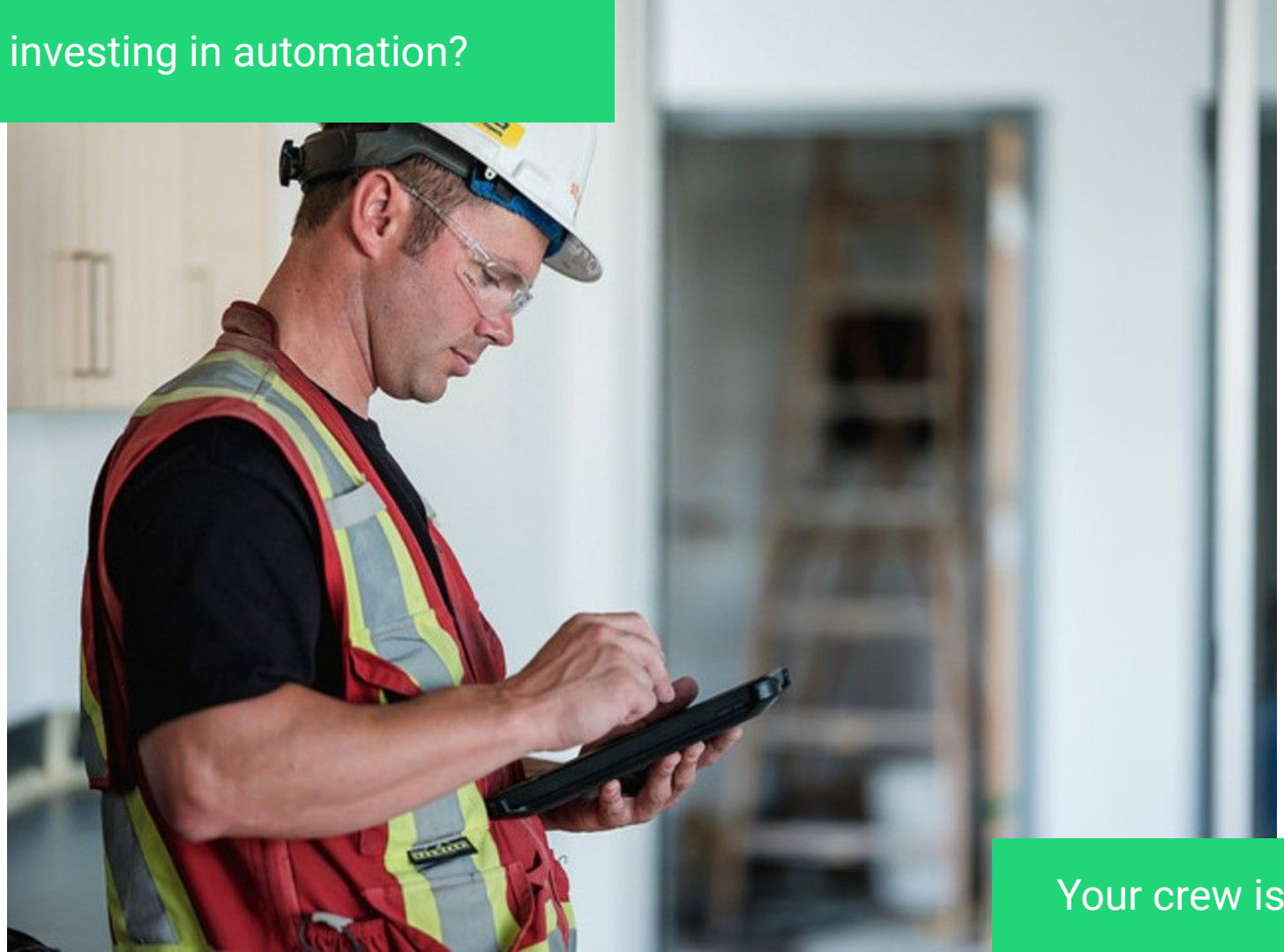
LOUNSBURY
EXCAVATING, INC.
Moving the Earth Since 1945

29%

are investing in technology to

automate processes

Are you investing in automation?



Your crew is ready

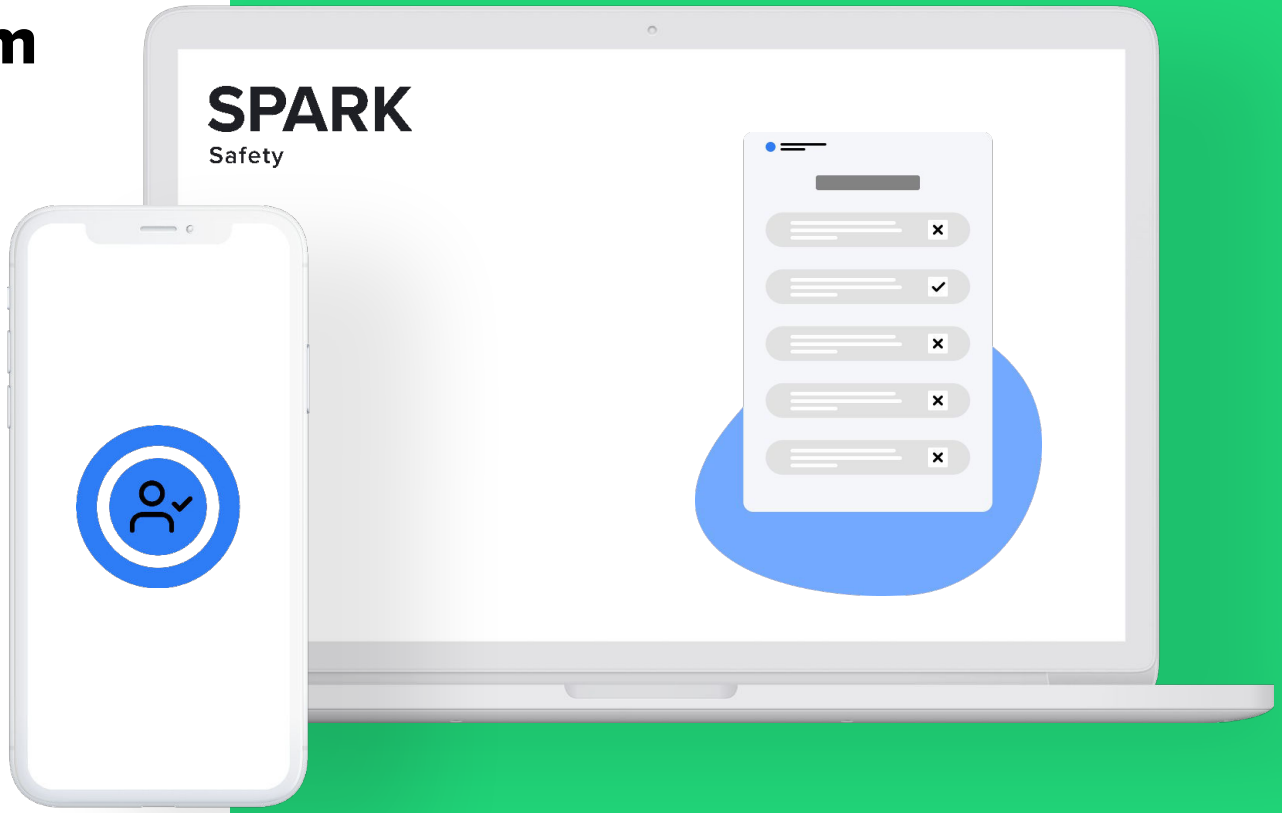
How do we know this?

COVID-19 Created an Opportunity

Screening Form

Self-declaration and alert system for COVID-19.

EasySafetyForms.com



Proudly built by:

SPARK
Business Works

Easy - Fast - Simple

Watch video ➜

1

Scan Code

STOP
PARE

All workers and visitors must complete a Health Screening before entry.

A todos los empleados, contratistas y visitantes deberán llenar el formulario de salud antes de ingresar.

Scan with your phone camera to view the screening form:

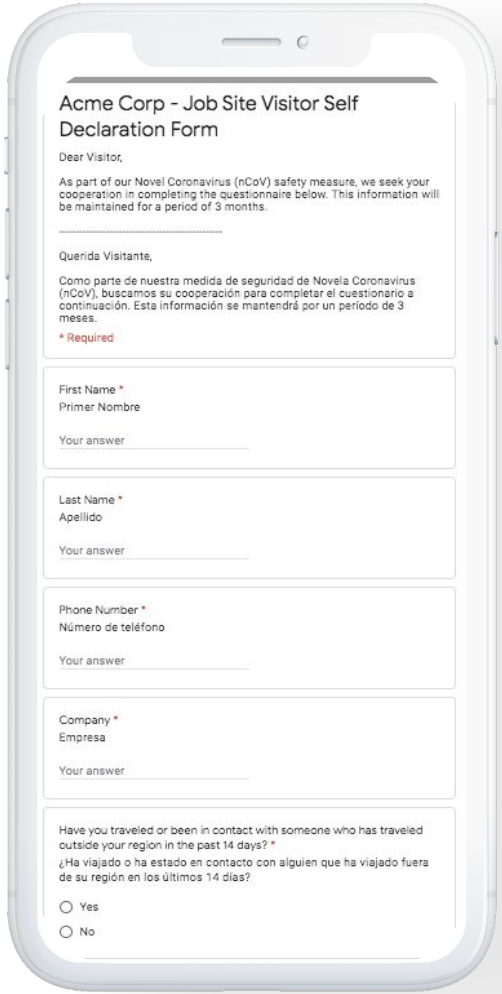
Or, visit the website to complete your screening.

SCAN ME

Escanee con la cámara de su teléfono para ingresar al formulario:

O visite el sitio web para completar su evaluación.

www.easysafetyforms.com/jobsite



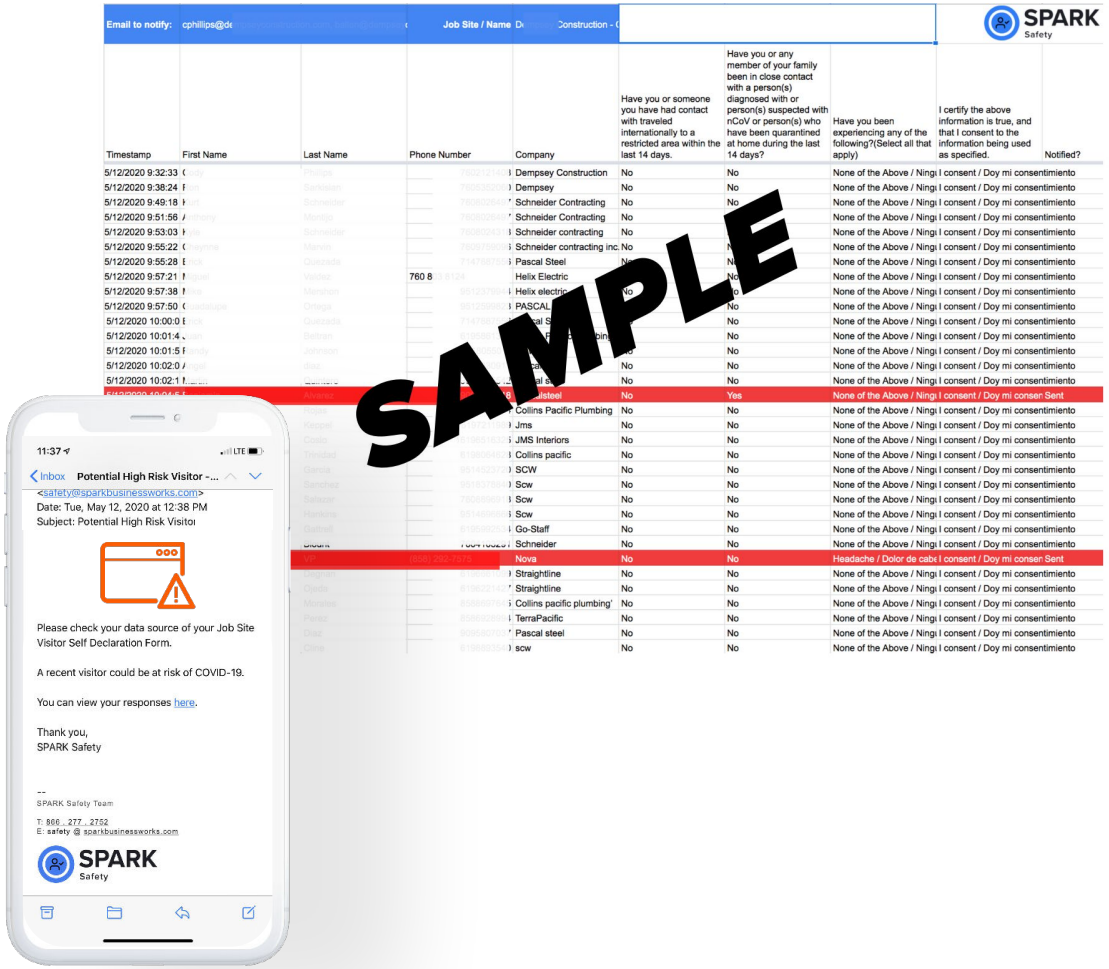
2

Simple Submission

3

Alerts and Data

Store and share compliance records in the cloud.



ABC Associated Builders and Contractors

CAM Construction Association of Michigan

Triangle

avb

Kent Companies

Precision Wall Systems

Shouldice

Jendoco Construction Corporation

McDonald Commercial Roofing Co.

Hoekstra Electrical Services | Controls & Automation "serving you with integrity"

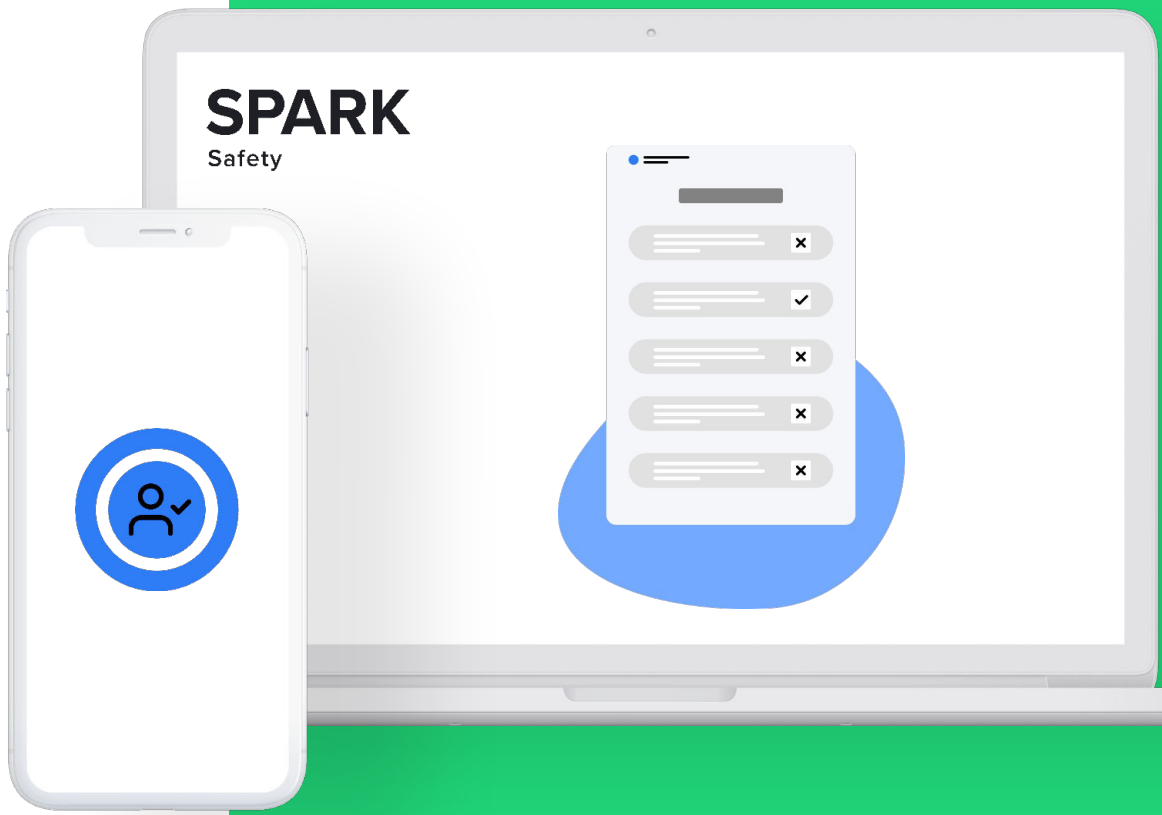
feyen zylstra Electricians | Technicians | Engineers

Kindel

SMP Sturgis Molded Products

Meyer

Prestige Distribution, Inc.



500+ Job Sites & Facilities

What did we learn?

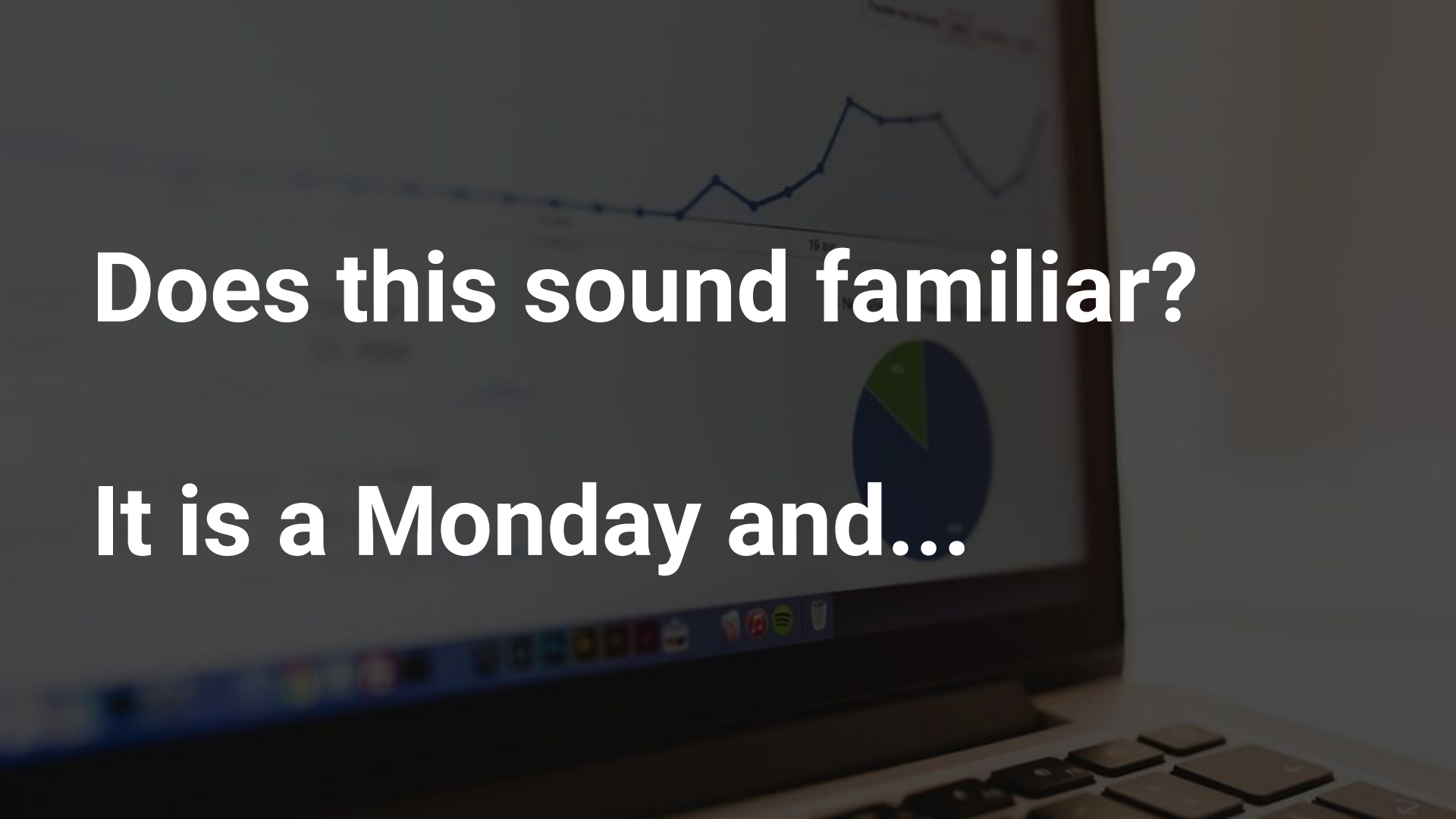
Technology adoption is getting **easier** in construction

Team members are willing to **use their own devices**

Data can be **entered daily**

It works when it is **Easy, Fast & Simple**

OK this is one example...what else is happening?


Does this sound familiar?
It is a Monday and...

Payroll is due...

Betty makes sure all crew time is reported...

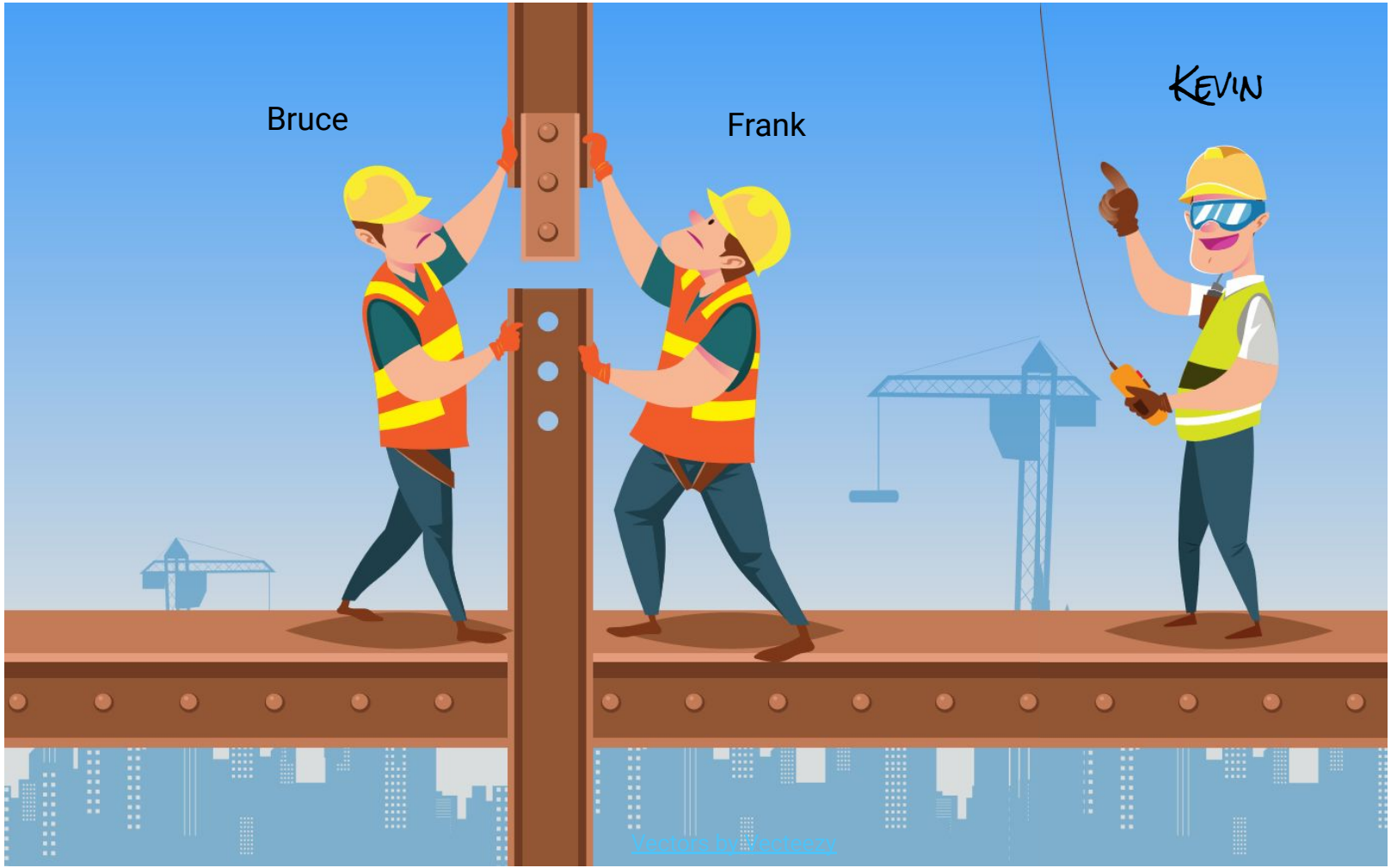
Vectors by Vecteezy

Betty checks a stack of time sheets and notices this...

Vectors by Vecteezy

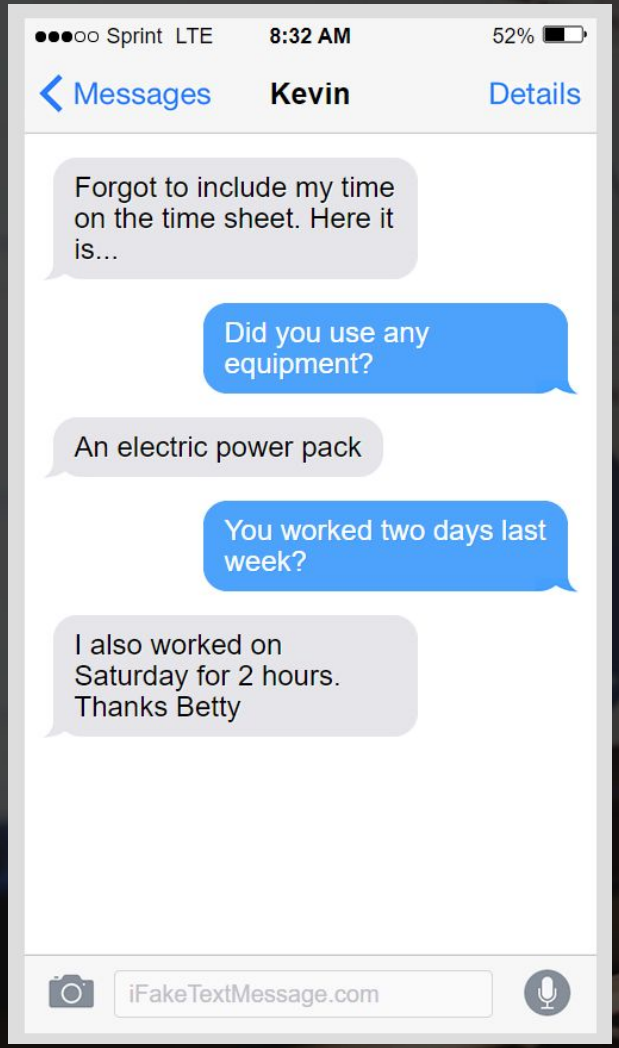
ACME Construction												Day:	Date:
Job Name:	Dunder Mifflen												
Job No.:	19-230					**Activity 1**			**Activity 2**				
Empl. No.	**Employee Name**	**Lunch**	**Start**	**Stop**	**Total Hours**	**Reg. Hours**	**OT Hours**	**Cost Code**	**Reg. Hours2**	**OT Hours2**	**Cost Code2**		
1111	Bruce	0.50	7:00 AM	5:00 PM	**9:30**	8:00	0:30	123-456		1:00	123-457		
2222	Frank	0.50	7:00 AM	5:00 PM	**9:30**	8:00	0:30	123-456		1:00	123-457		
3333	Kevin												

Vectors by Vecteezy

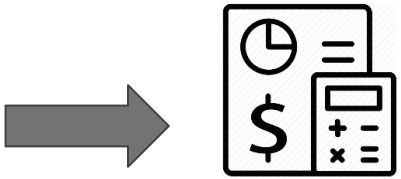

Bruce
Frank
KEVIN
Vectors by Vecteezy

Betty checks her text messages and sees this...

Vectors by Vecteezy


●●●○○ Sprint LTE
8:32 AM
52%
Messages
Kevin
Details
Forgot to include my time on the time sheet. Here it is...
Did you use any equipment?
An electric power pack
You worked two days last week?
I also worked on Saturday for 2 hours. Thanks Betty
iFakeTextMessage.com

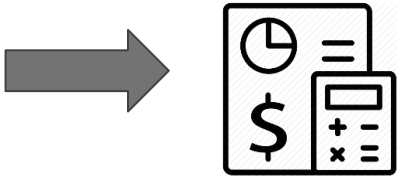
Betty processes Kevin's time for payroll and job costing...



Payroll

FOUNDATION software

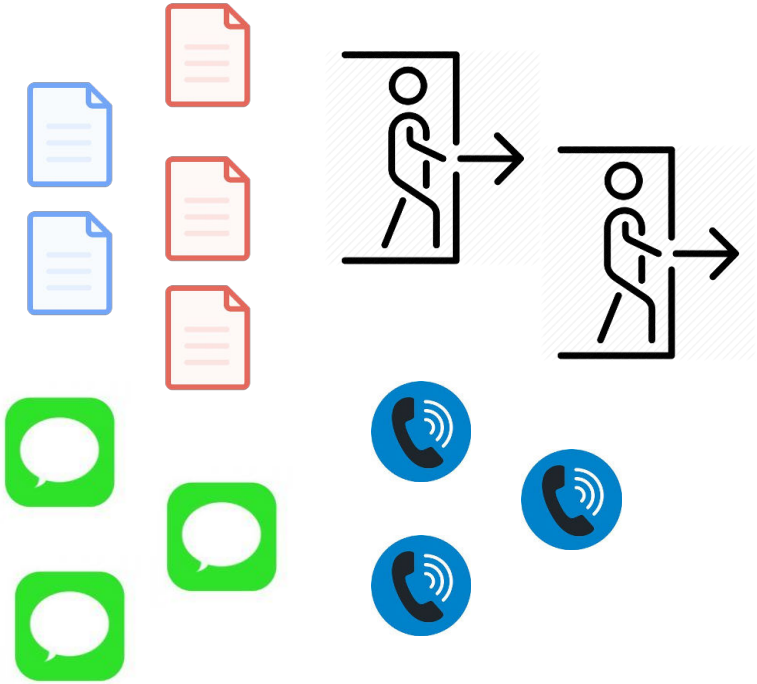
ComputerEase



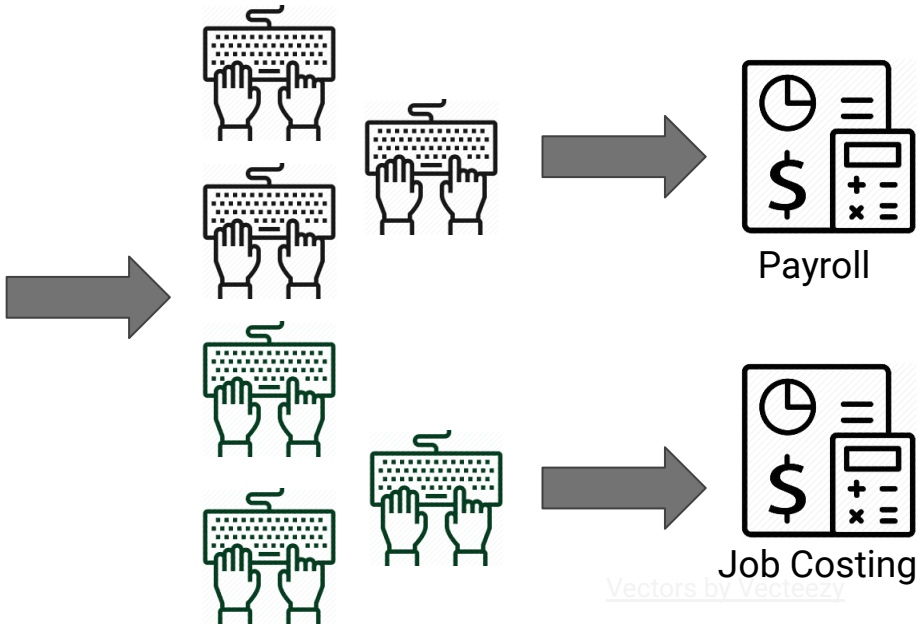
Job Costing

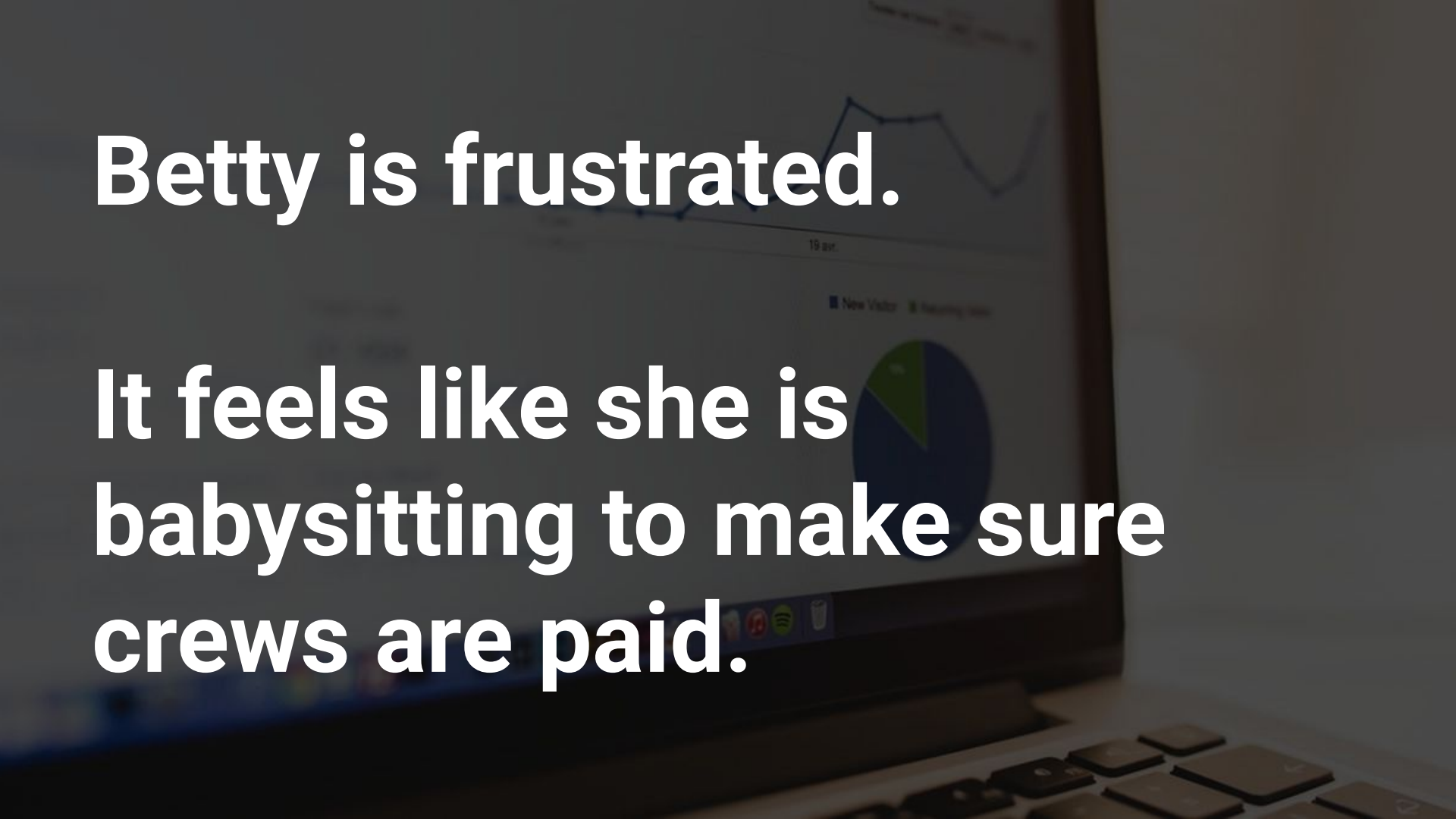
sage

Helps everyone make sure their time entry is complete...



She manually enters all payroll and job costing...



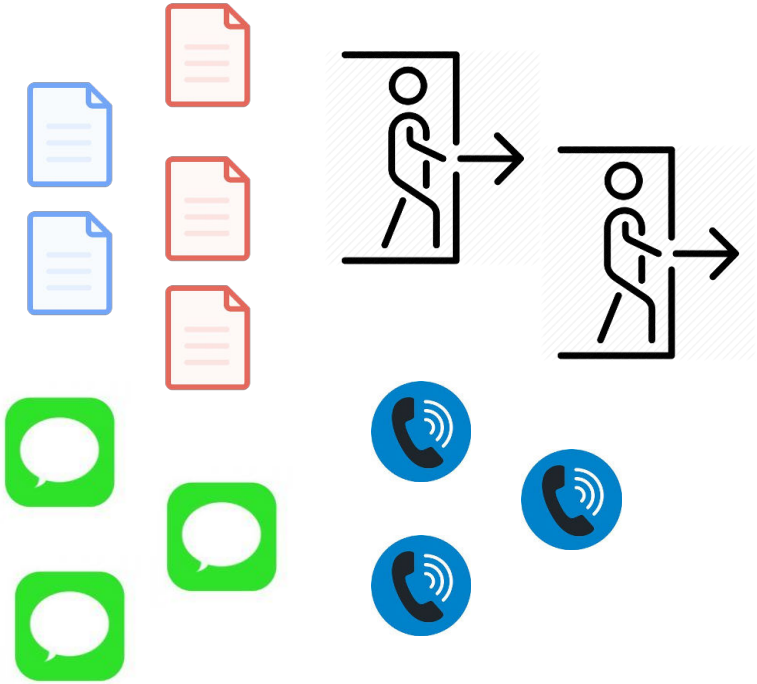


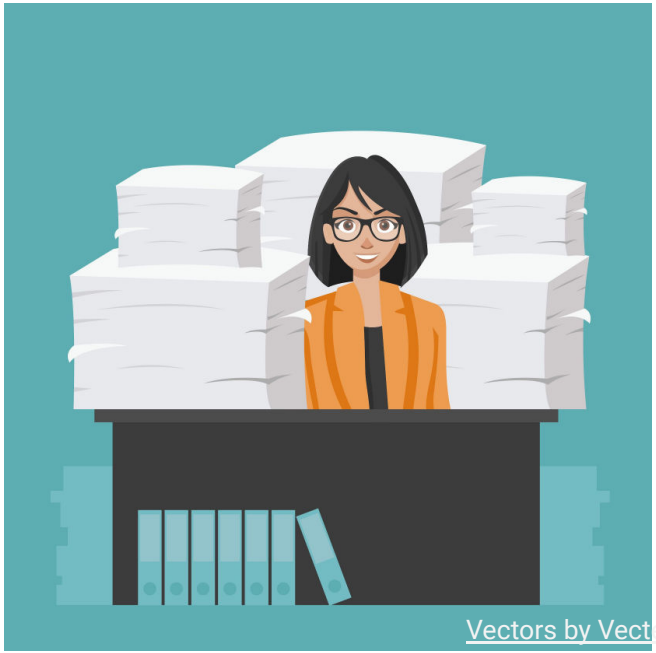
Betty is frustrated.

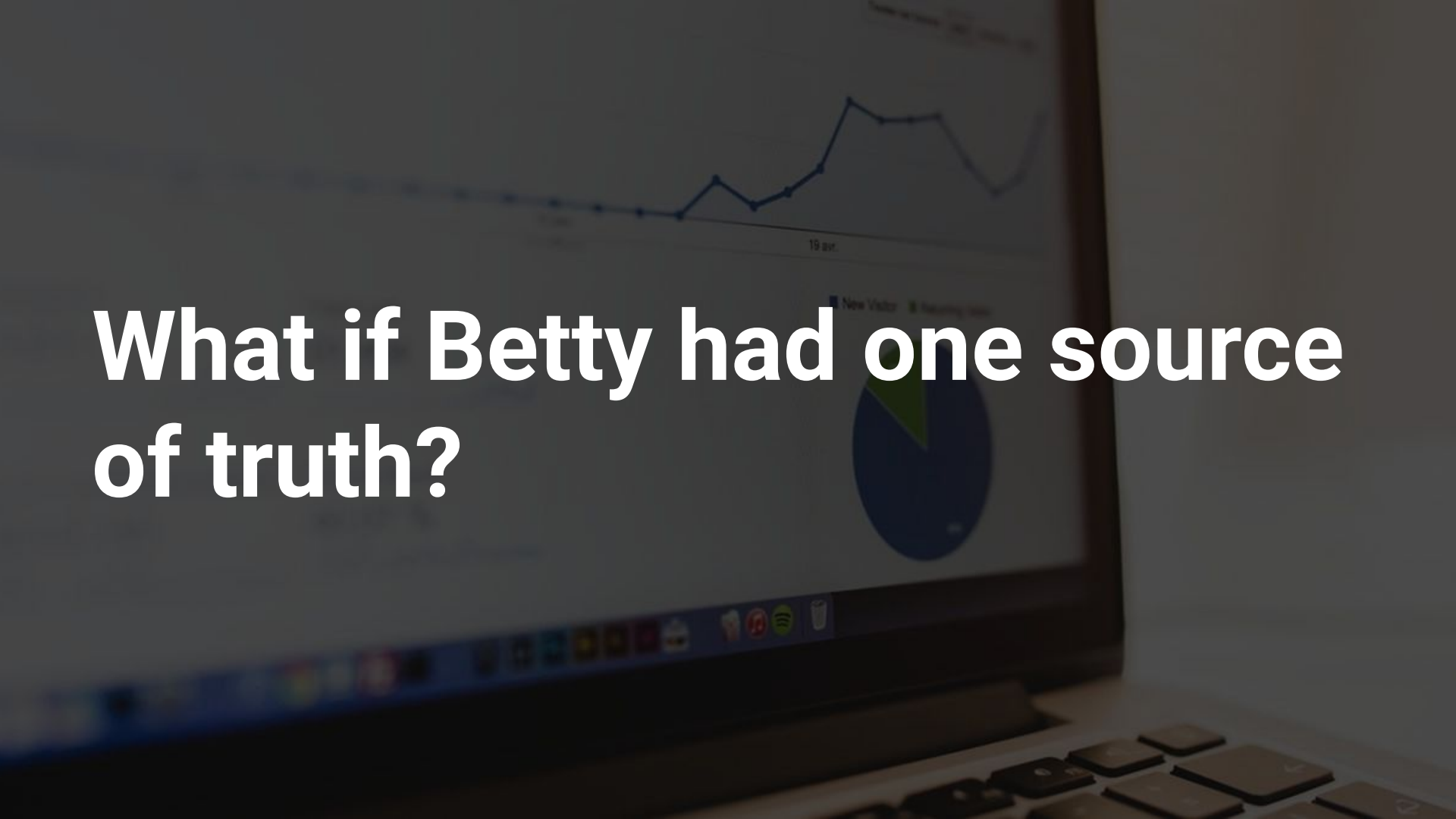
It feels like she is babysitting to make sure crews are paid.

Time is wasted from
double-entry and follow-up

Betty needs to get rid of the many ways time is reported...

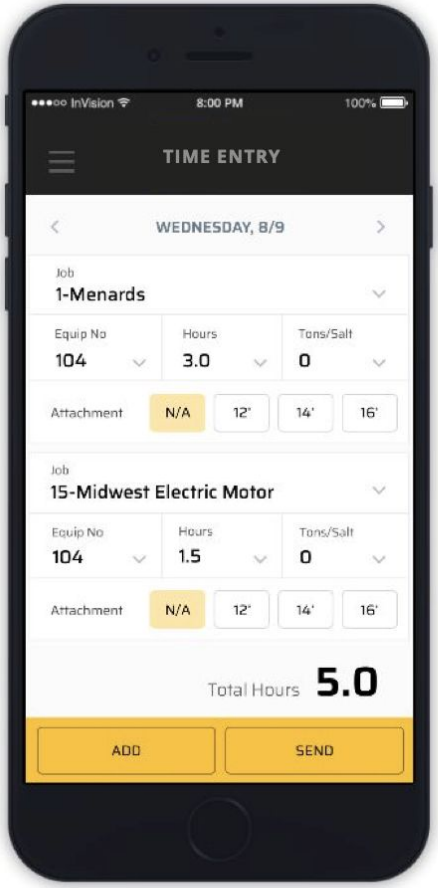




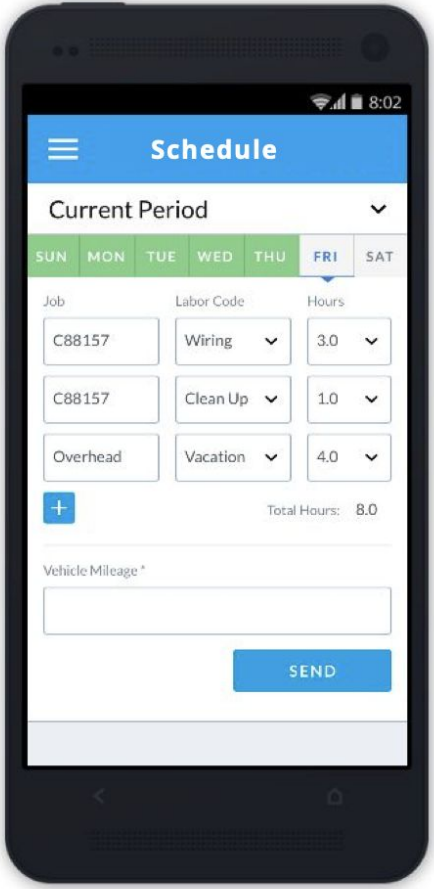


What if Betty had one source of truth?

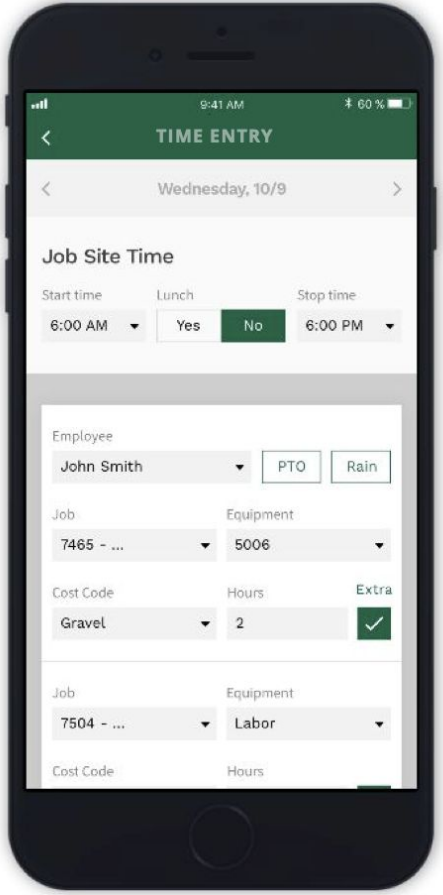
Digital time tracking is a starting point



Equipment, Maintenance & Quantity



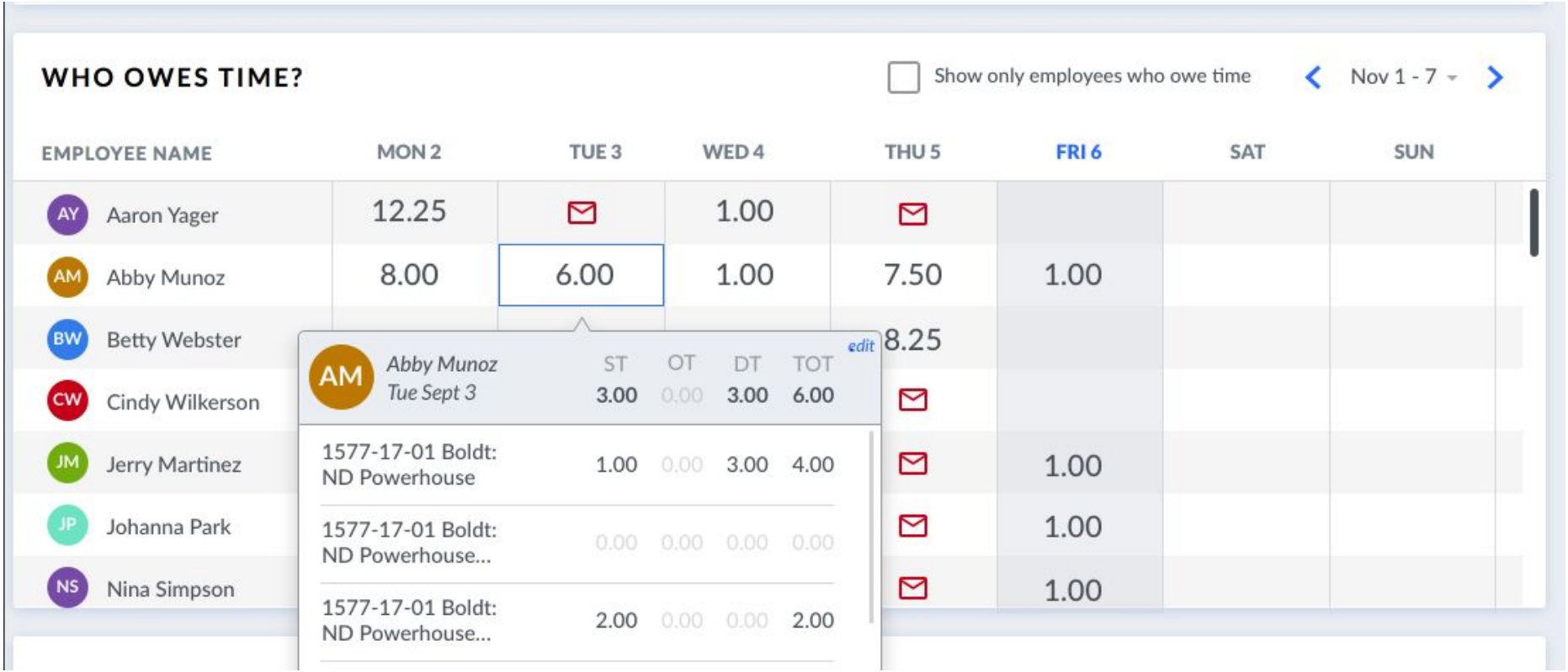
Multiple Jobs



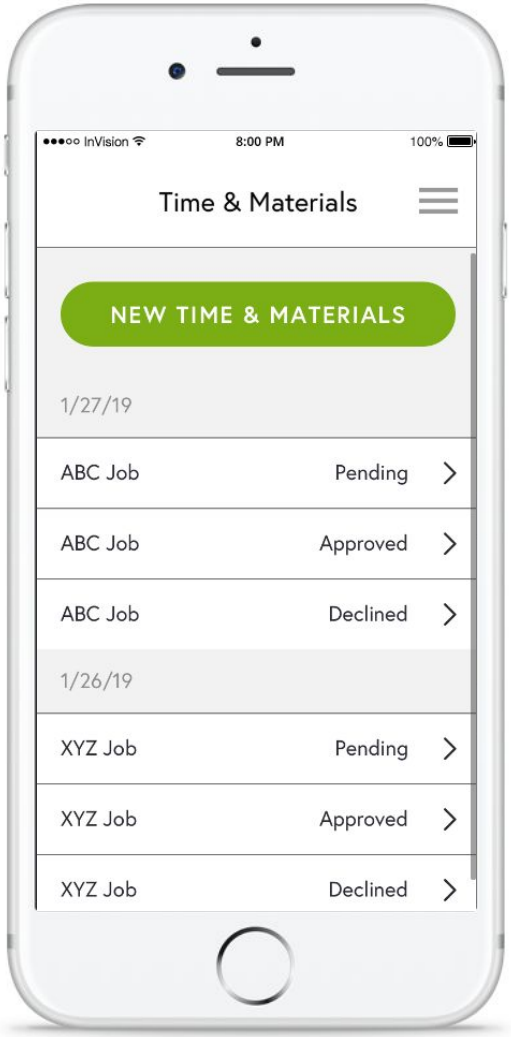
Cost Codes & Multiple Jobs

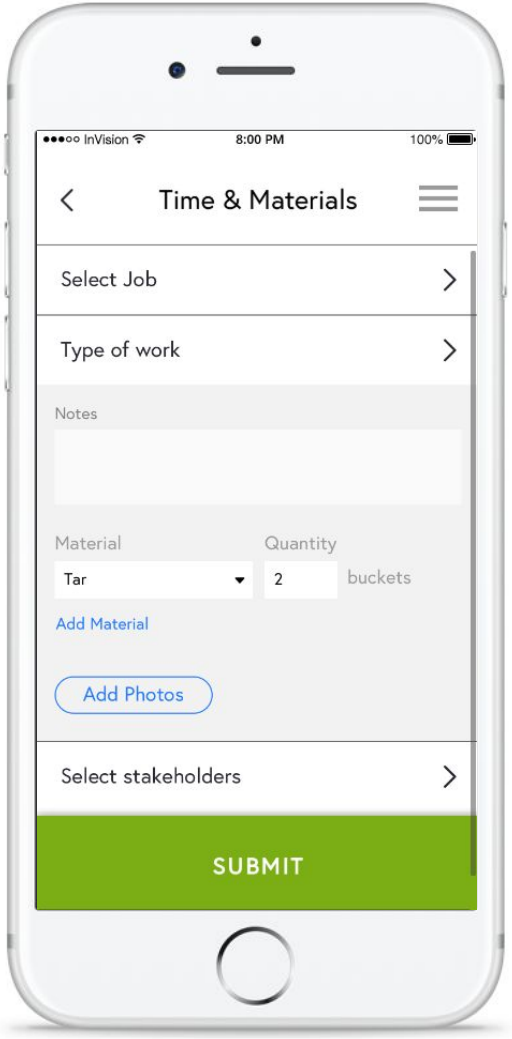
Team Entry

One-Click // Real-Time Reporting for Time

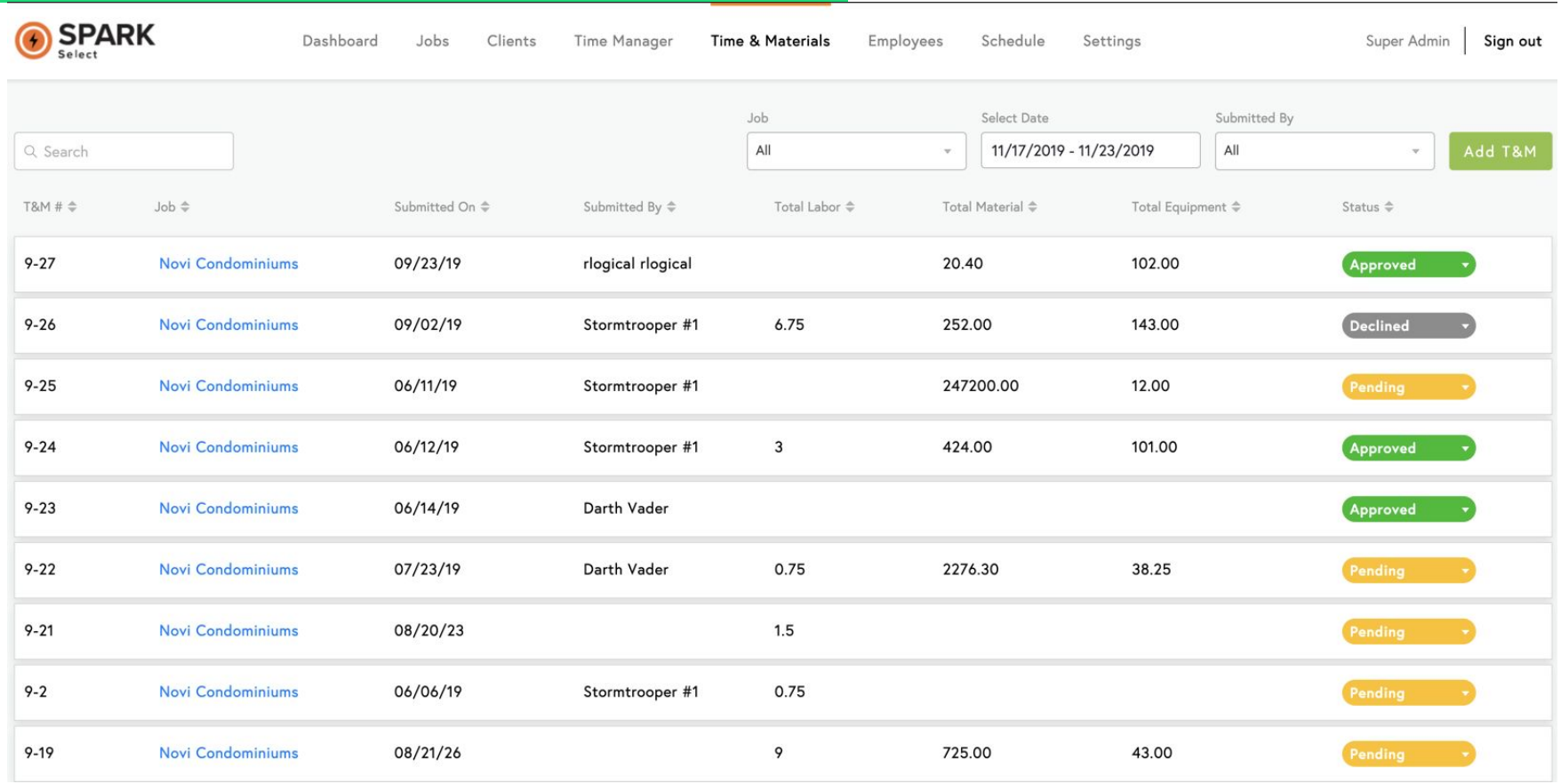


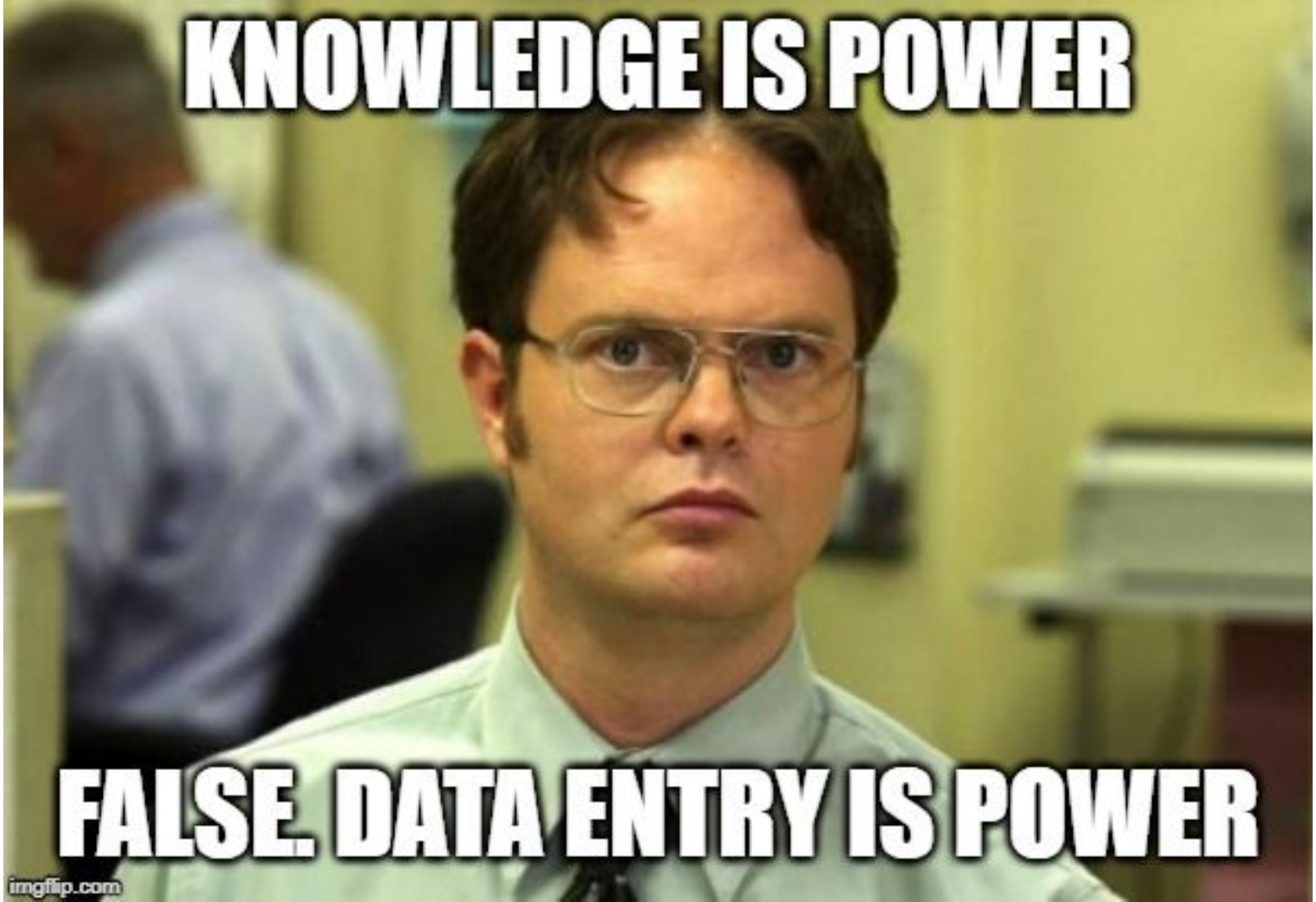
Tracking time & materials


InVision
8:00 PM
100%
Time & Materials
NEW TIME & MATERIALS
1/27/19
ABC Job
Pending
ABC Job
Approved
ABC Job
Declined
1/26/19
XYZ Job
Pending
XYZ Job
Approved
XYZ Job
Declined


InVision
8:00 PM
100%
Time & Materials
Select Job
Type of work
Notes
Material
Quantity
Tar
2
buckets
Add Material
Add Photos
Select stakeholders
SUBMIT

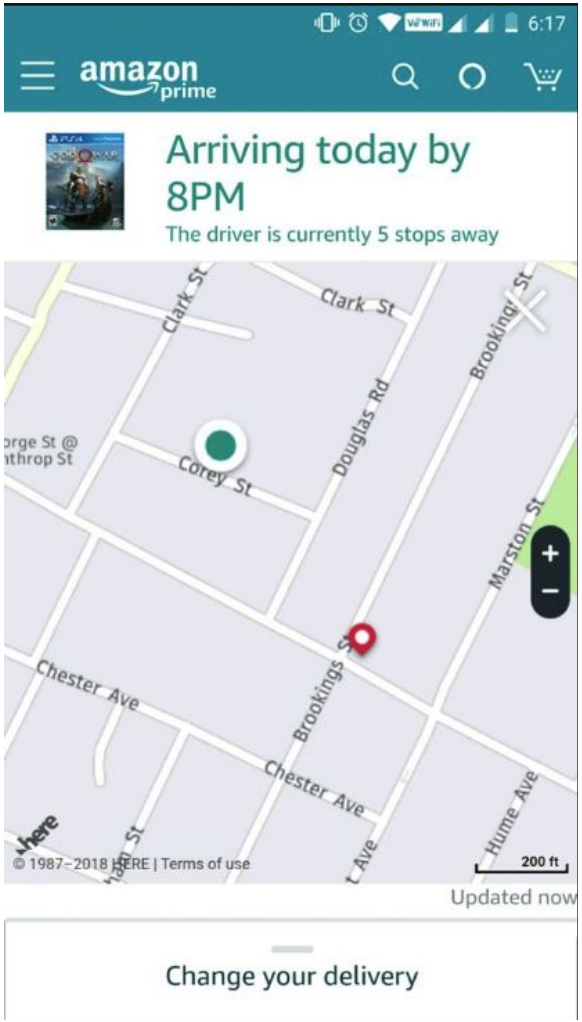
One-Click // Real-Time Reporting



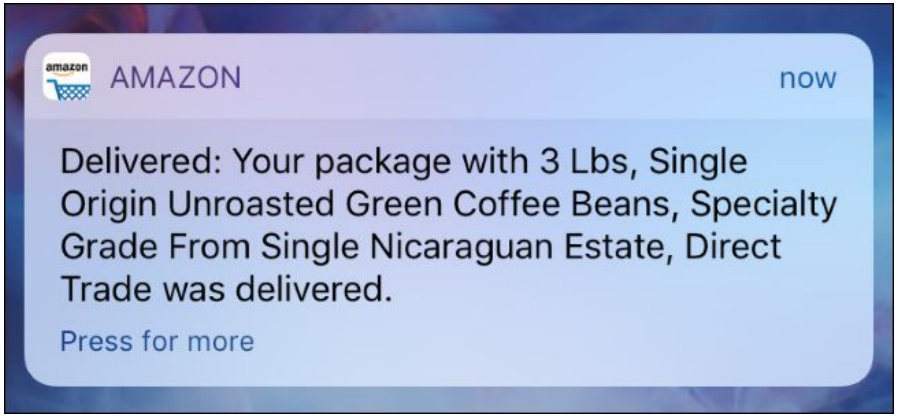

KNOWLEDGE IS POWER
FALSE. DATA ENTRY IS POWER
imgflip.com

So, how is technology being leveraged?

Let’s look at how some companies you already know are doing it for their challenges...


6:17
amazon prime
Arriving today by 8PM
The driver is currently 5 stops away
Clark St
Douglas Rd
Brookings St
Corey St
Marston St
Chester Ave
Hume Ave
© 1987–2018 HERE | Terms of use
200 ft
Updated now
Change your delivery

amazon


AMAZON
now
Delivered: Your package with 3 Lbs, Single Origin Unroasted Green Coffee Beans, Specialty Grade From Single Nicaraguan Estate, Direct Trade was delivered.
Press for more

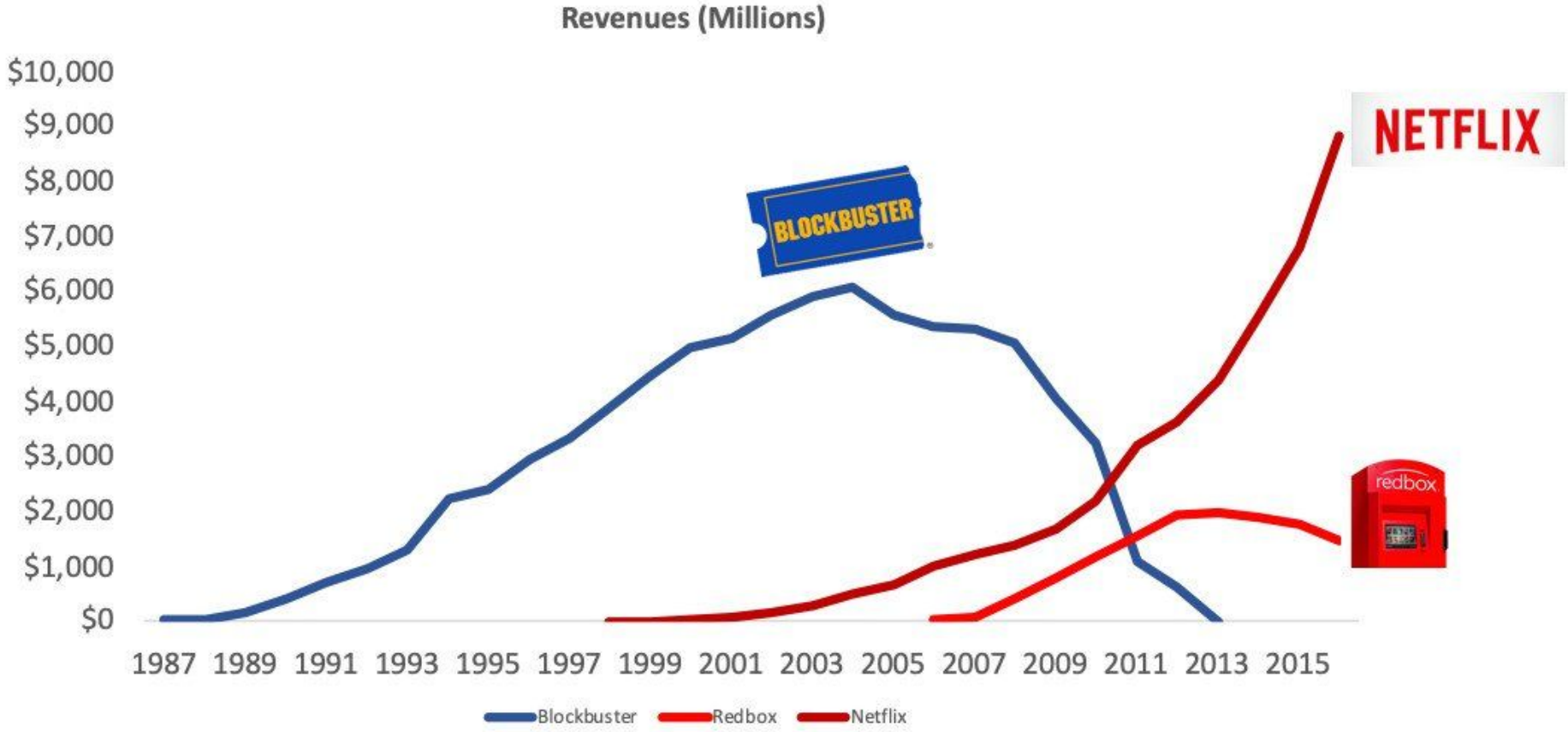
Project Progress & Consumed Budget

Status | Date

PROJECT	PROGRESS	CONSUMED BUDGET	
SPARK Business Works	62%	51%	$9,009,337
Amity Co-Work	50%	76%	$3,474,722
TJI 01	12%	10%	$2,500,000
Novi Condominiums	46%	65%	$2,402,844
Amity Co-Work	50%	76%	$3,474,722
SPARK Business Works	62%	51%	$9,009,337

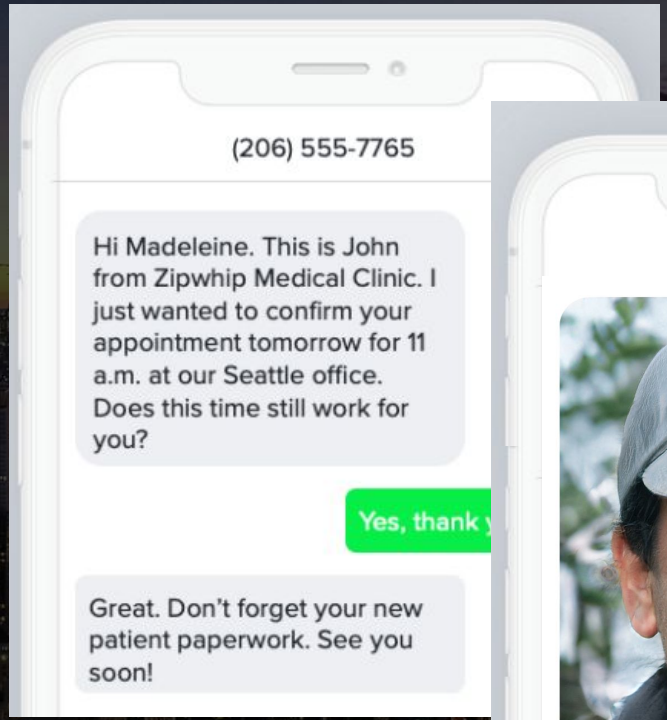
Total Projects 12

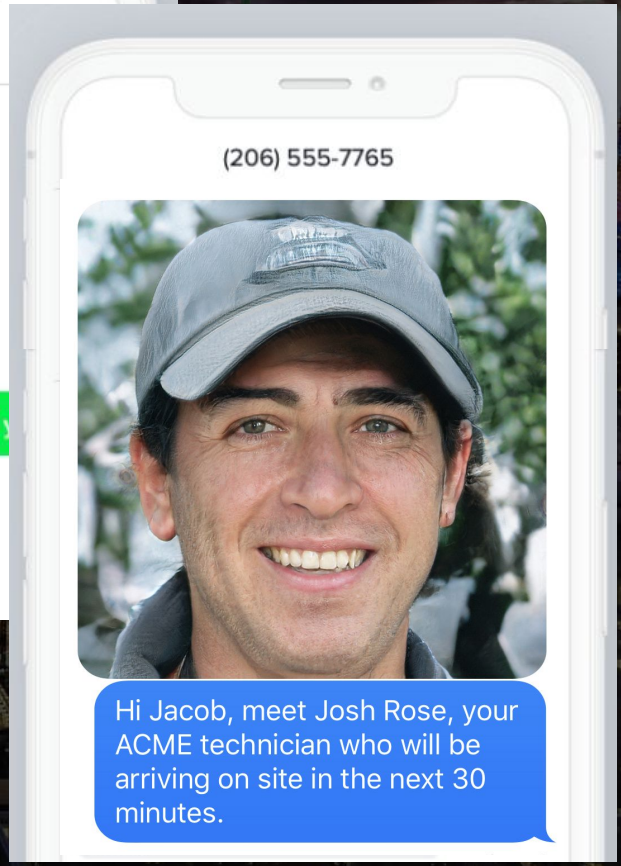
What happens if technology is not leveraged?


Revenues (Millions)
$10,000
$9,000
$8,000
$7,000
$6,000
$5,000
$4,000
$3,000
$2,000
$1,000
$0
1987 1989 1991 1993 1995 1997 1999 2001 2003 2005 2007 2009 2011 2013 2015
Blockbuster
Redbox
Netflix
BLOCKBUSTER
NETFLIX
redbox

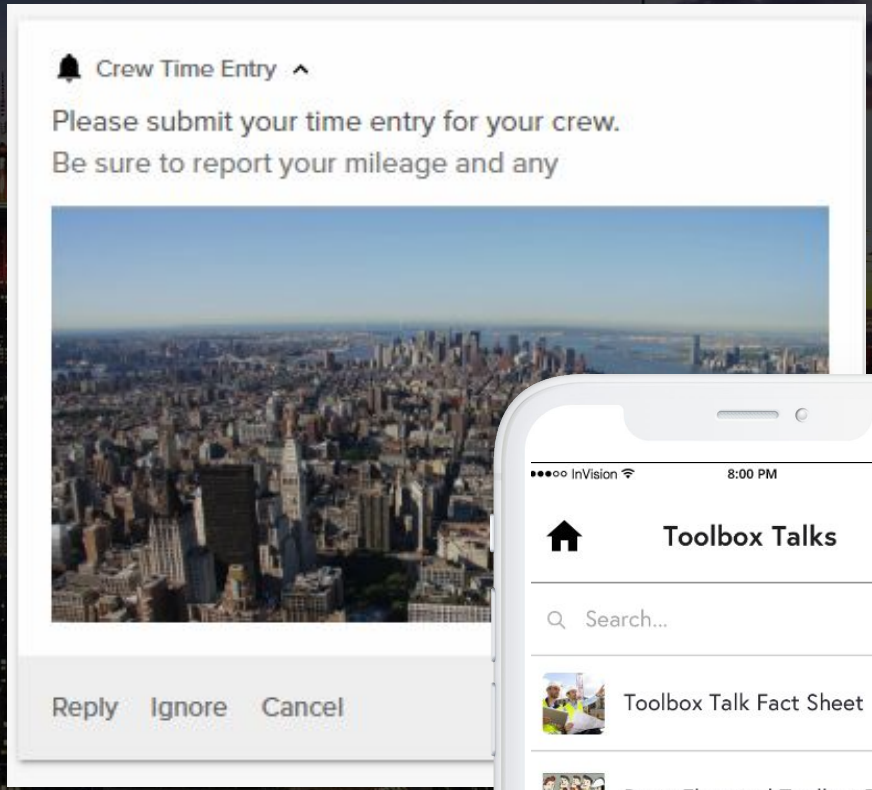
So, what technology is being used to increase automation on mobile devices?

Text Messaging

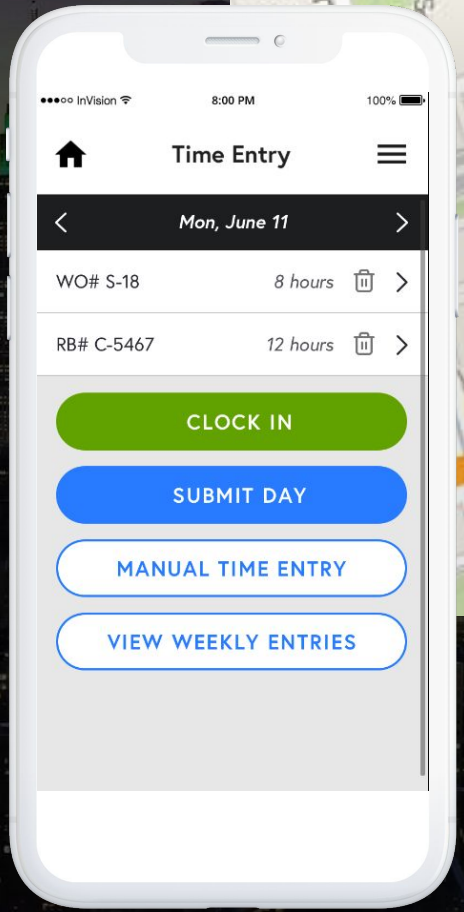


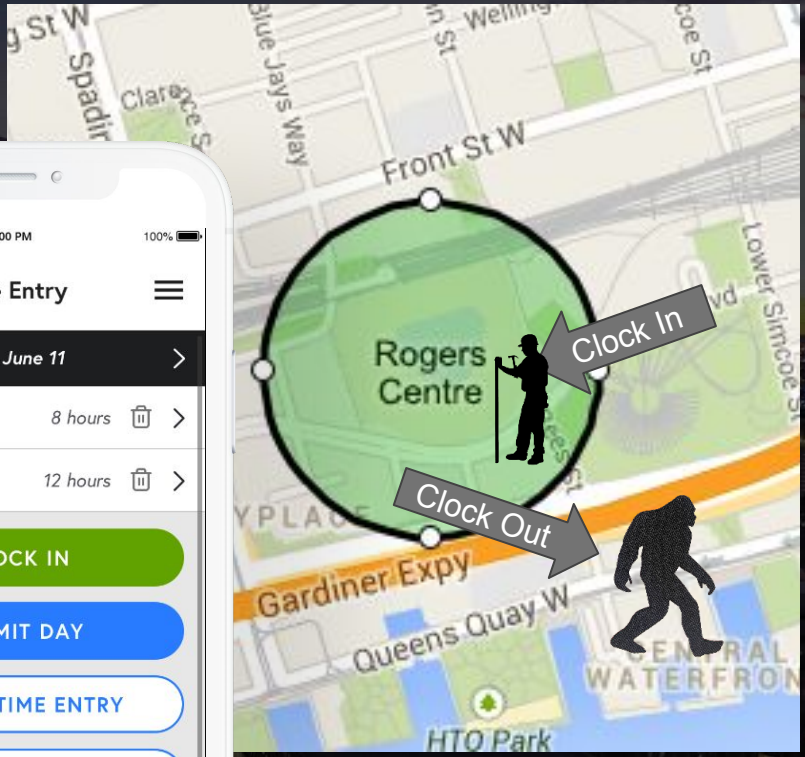


Push Notifications



GPS & Geofencing



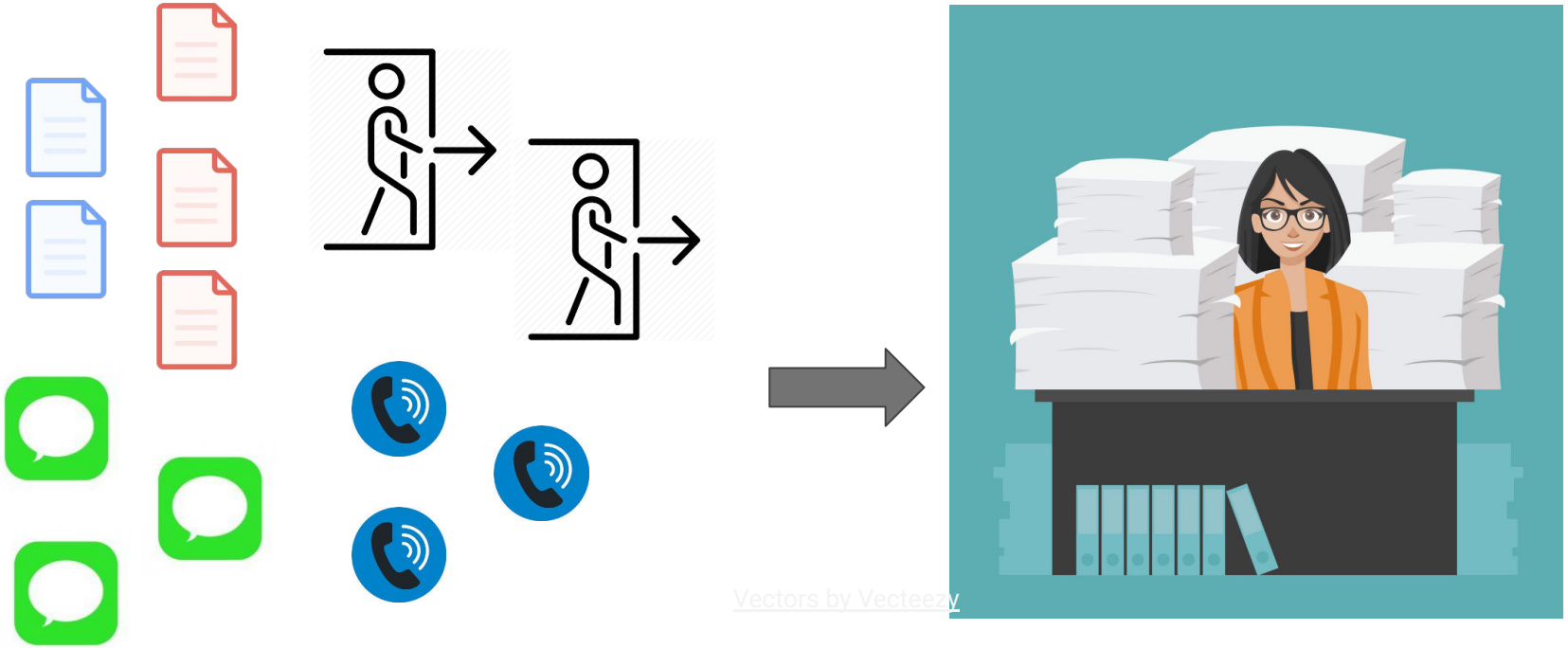


5G network is here
10 - 100x faster than 4G/LTE

How could your company use these tools?

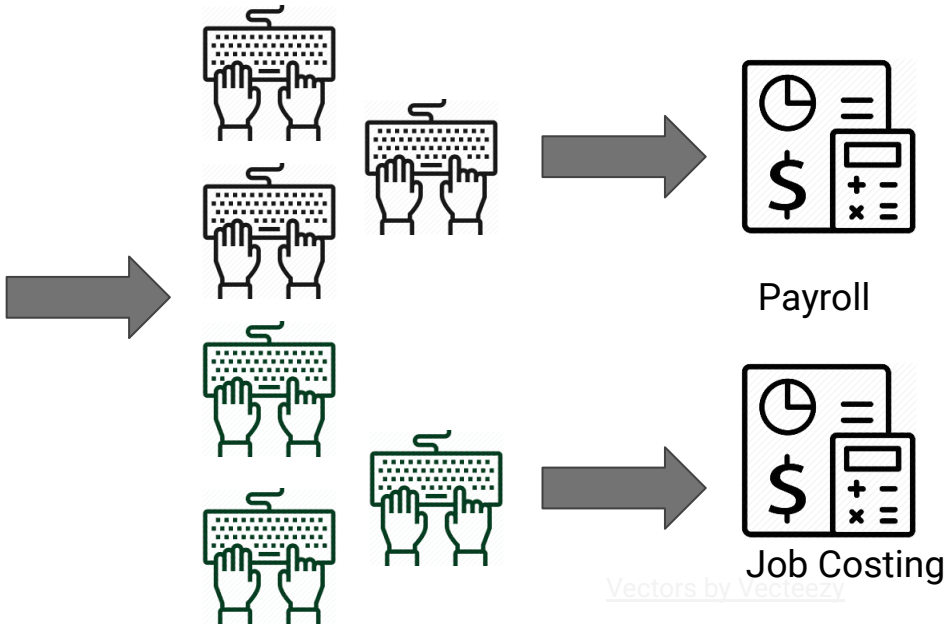
Let’s imagine this for a moment...

Rather than Betty getting time and field data from...



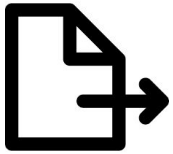
Vectors by Vecteezy

And manually entering Payroll and Job Costing...

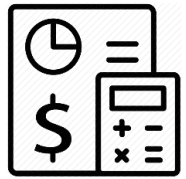


It could be like this...

One Source of Truth



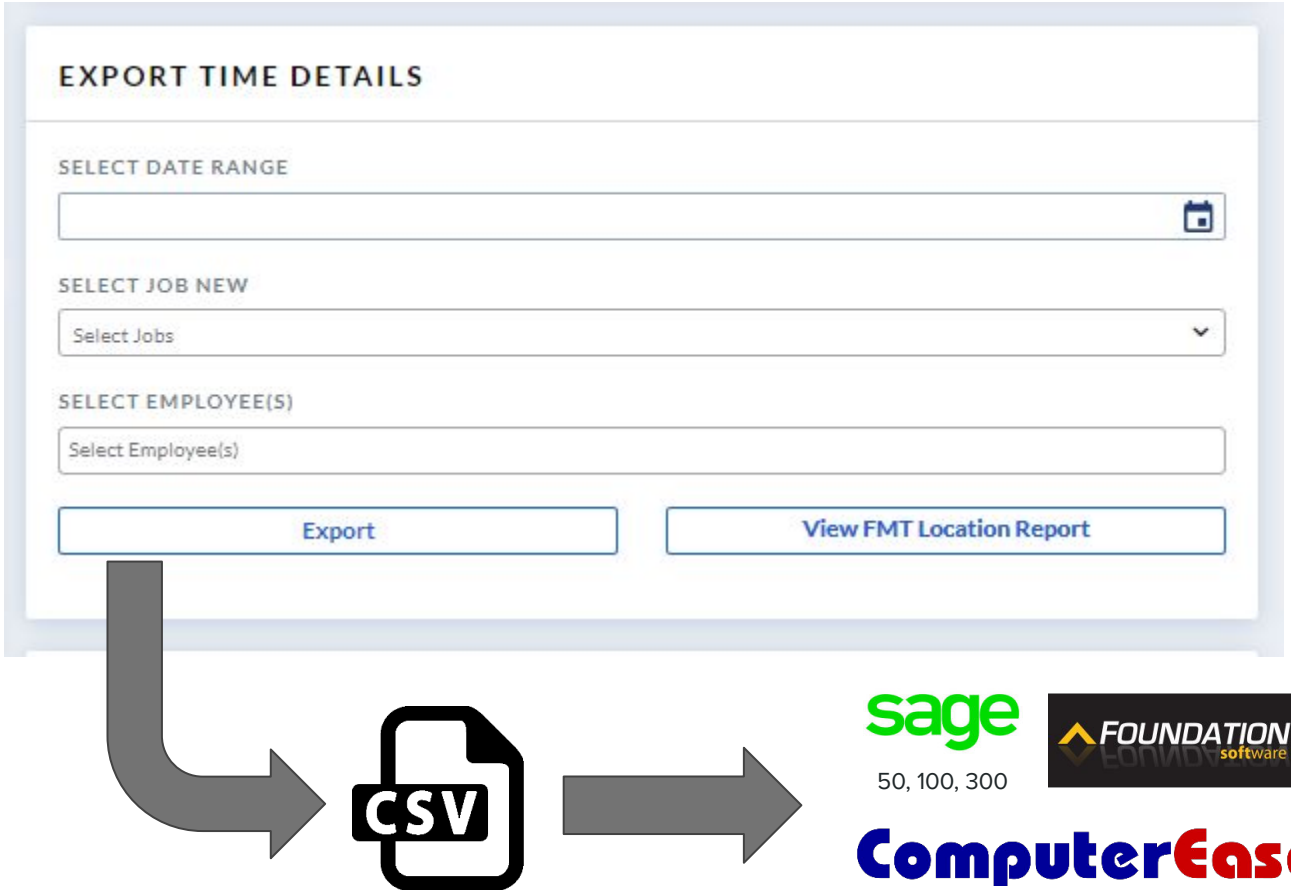
Export Button



Payroll and Job Costing

Vectors by Vecteezy

Payroll & Accounting Integrations



Paycor

ComputerEase

T SHEETS by quickbooks

Microsoft Dynamics GP

salesforce

sage

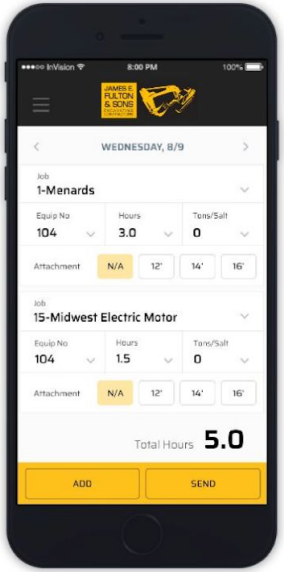
50, 100, 300

VIEWPOINT

intuit quickbooks

SPECTRUM CONSTRUCTION SOFTWARE

FOUNDATION software


InVision
8:00 PM
100%
JAMES E. FULTON & SONS
WEDNESDAY, 8/9
Job
1-Menards
Equip No
104
Hours
3.0
Tons/Salt
0
Attachment
N/A
12'
14'
16'
Job
15-Midwest Electric Motor
Equip No
104
Hours
1.5
Tons/Salt
0
Attachment
N/A
12'
14'
16'
Total Hours
5.0
ADD
SEND

JAMES E. FULTON & SONS
DASHBOARD
EQUIPMENT
TIME MANAGER
JOBS
SAFETY
NEWS
SALT REGISTER
BILLING
LOG OFF
Monthly Maintenance Costs
In House
Outsourced
2000
1500
1000
500
0
May-2018
Jul-2018
Approved Time
Approved Count
Unapproved Count
Week
12/10/2017 - 12/16/2017
Job Count by Type
60
40
20
0
Maintenance Requests
Submitted
Completed
20
15
10
5
0
Mar-2018
May-2018
Jul-2018
Hours to Job vs Non Billable
Non-Billable
Billable
Jul-2018
Jun-2018
May-2018
Apr-2018
Mar-2018
Aug-2018
0
1k
2k
3k
4k
Hours by Job Type
Week
08/12/2018 - 08/18/2018
Quick Reports
Maintenance Board
Maintenance Requests
Out Of State Mileage Log
Equipment List
Time Entry Export
Active Job List
Employee List
Invoicing
Extras Report
Non Billable Labor
Per Diem Report

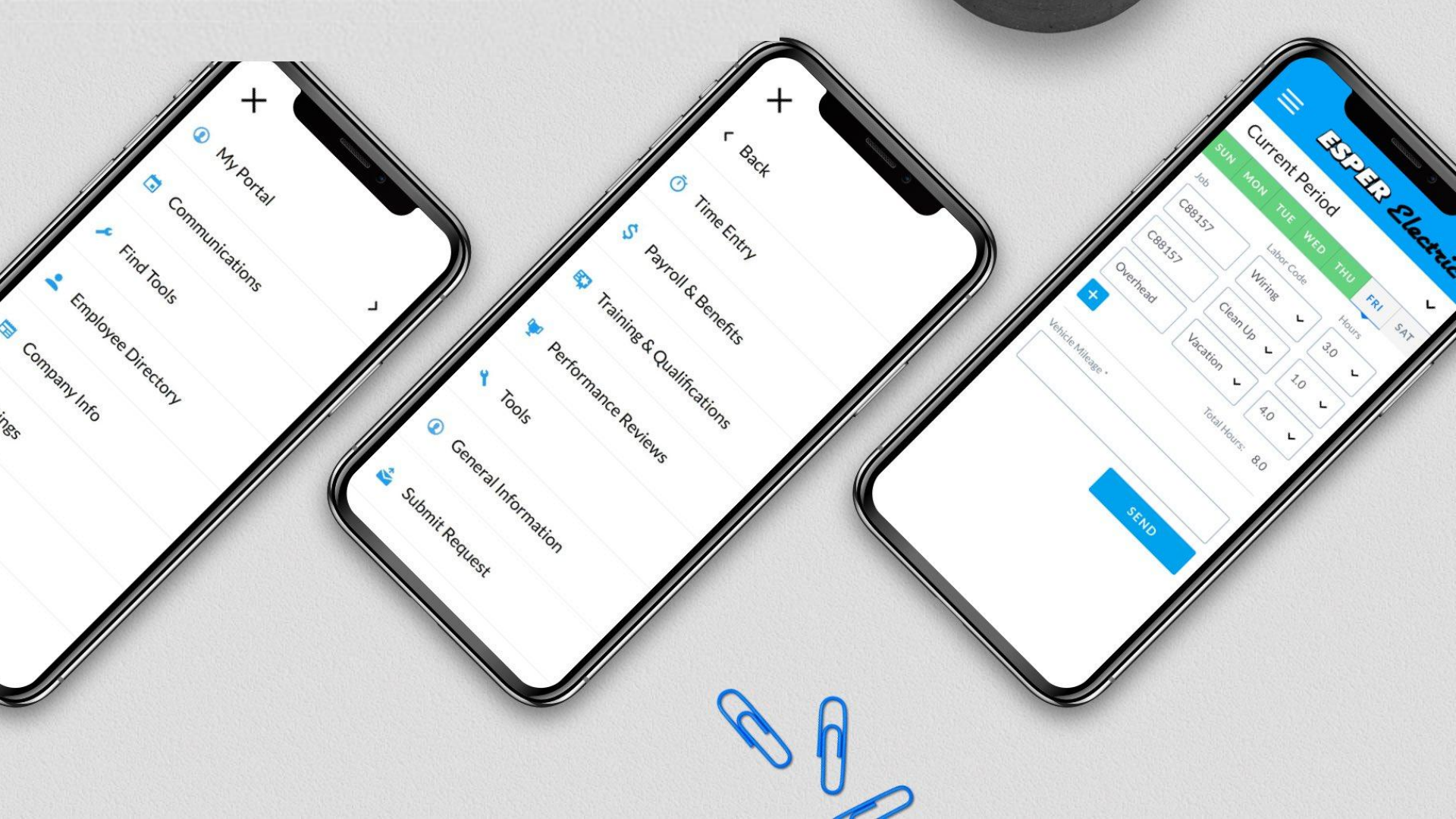
ESPER ELECTRIC
Quality Craftsmanship Since 1984

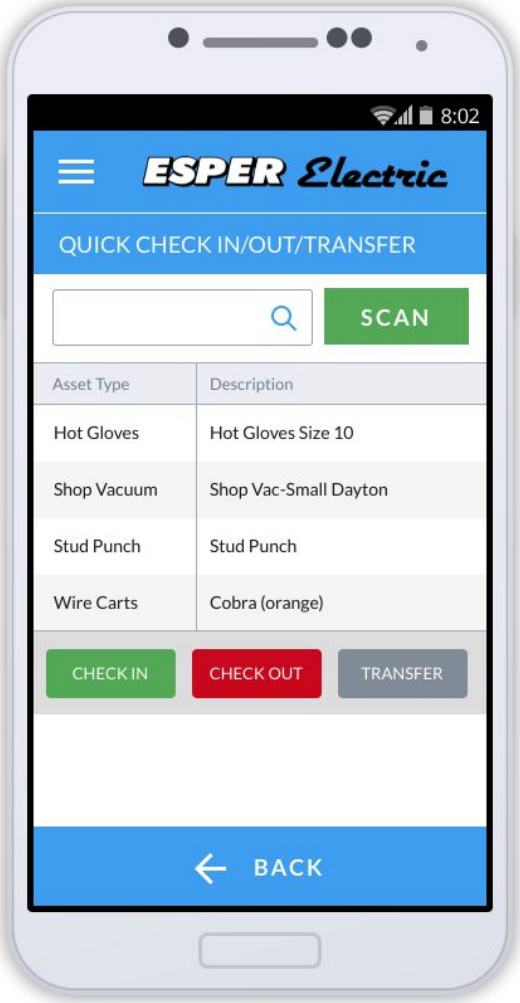
34 Years in Business

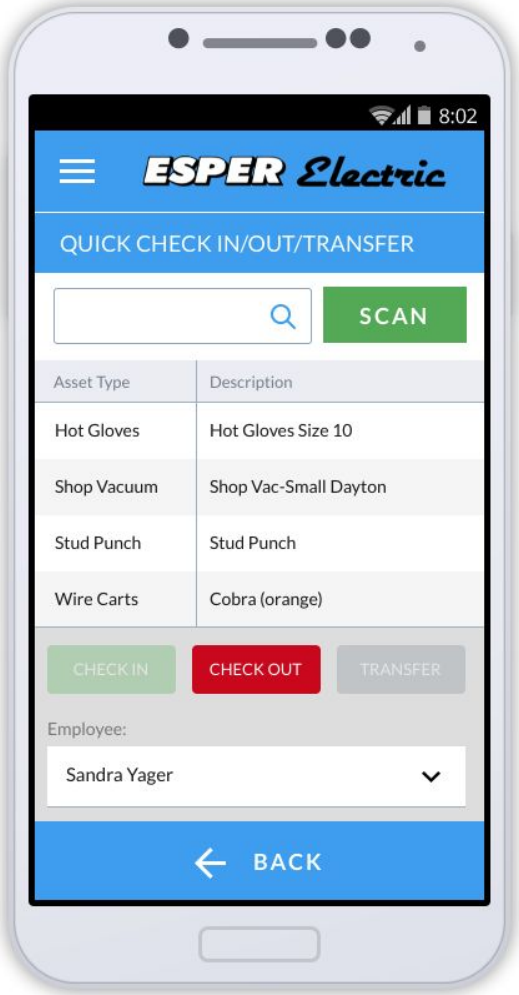
Diamond ABC Safety Award Winner

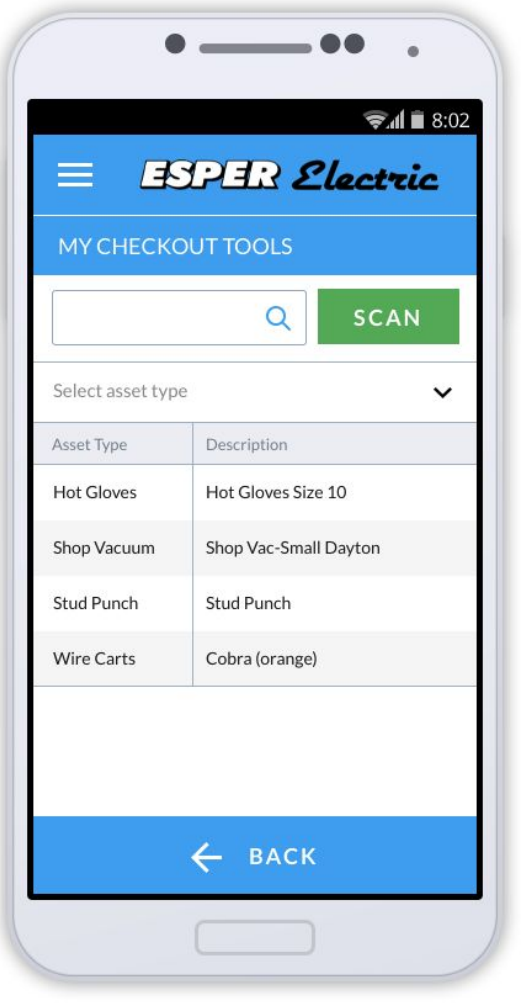
Services:

- Residential
- Commercial Construction
- Industrial Services
- Facilities Maintenance

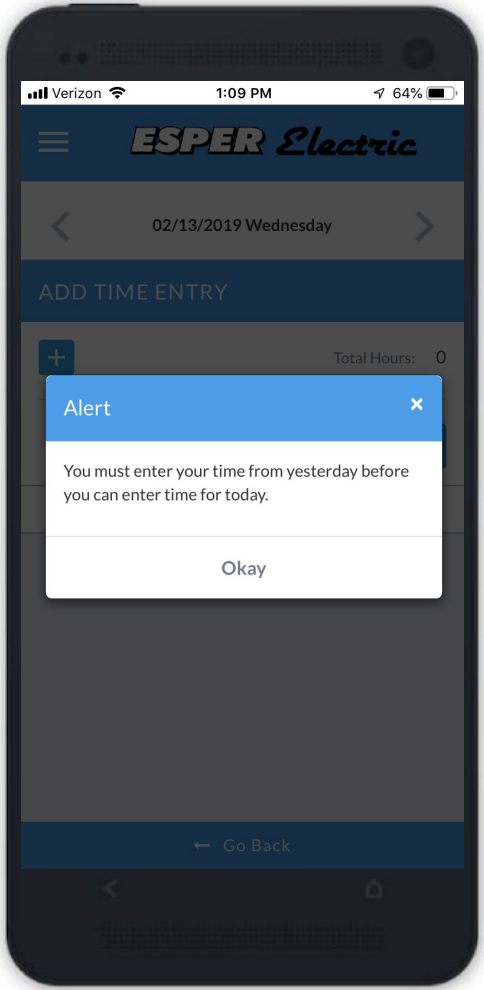

My Portal
Communications
Find Tools
Employee Directory
Company Info
Back
Time Entry
Payroll & Benefits
Training & Qualifications
Performance Reviews
Tools
General Information
Submit Request
ESPER Electric
Current Period
SUN
MON
TUE
WED
THU
FRI
SAT
Job
C88157
C88157
Overhead
Labor Code
Wiring
Clean Up
Vacation
Hours
3.0
1.0
4.0
Vehicle Mileage *
Total Hours: 8.0
SEND

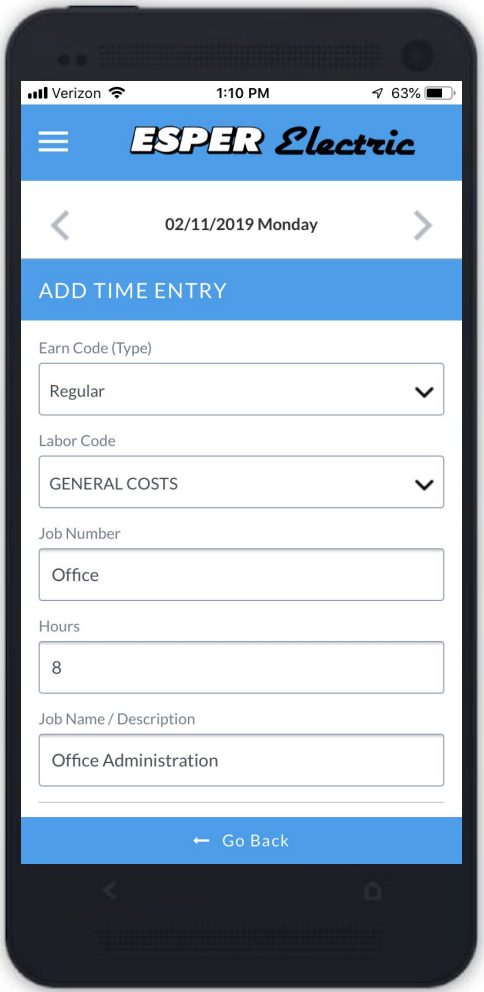

8:02
ESPER Electric
QUICK CHECK IN/OUT/TRANSFER
SCAN
Asset Type
Description
Hot Gloves
Hot Gloves Size 10
Shop Vacuum
Shop Vac-Small Dayton
Stud Punch
Stud Punch
Wire Carts
Cobra (orange)
CHECK IN
CHECK OUT
TRANSFER
BACK


8:02
ESPER Electric
QUICK CHECK IN/OUT/TRANSFER
SCAN
Asset Type
Description
Hot Gloves
Hot Gloves Size 10
Shop Vacuum
Shop Vac-Small Dayton
Stud Punch
Stud Punch
Wire Carts
Cobra (orange)
CHECK IN
CHECK OUT
TRANSFER
Employee:
Sandra Yager
BACK

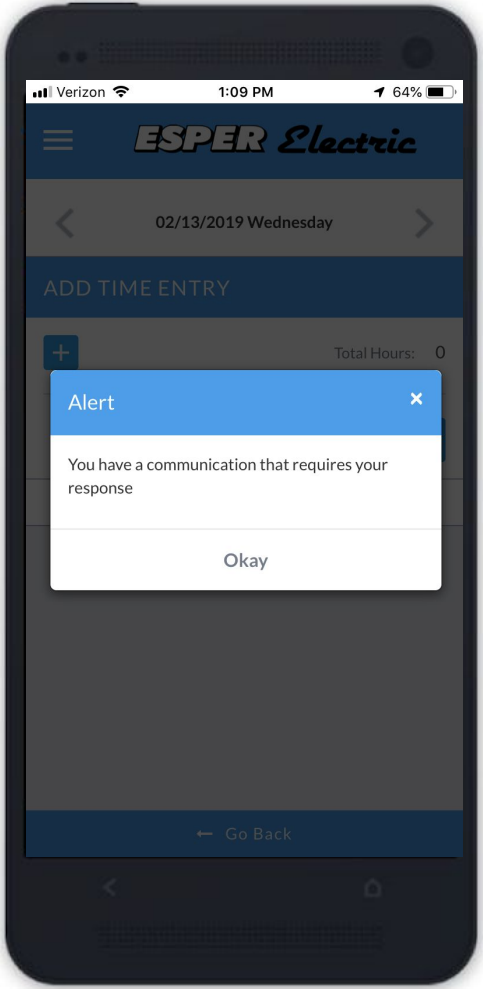

8:02
ESPER Electric
MY CHECKOUT TOOLS
SCAN
Select asset type
Asset Type
Description
Hot Gloves
Hot Gloves Size 10
Shop Vacuum
Shop Vac-Small Dayton
Stud Punch
Stud Punch
Wire Carts
Cobra (orange)
BACK

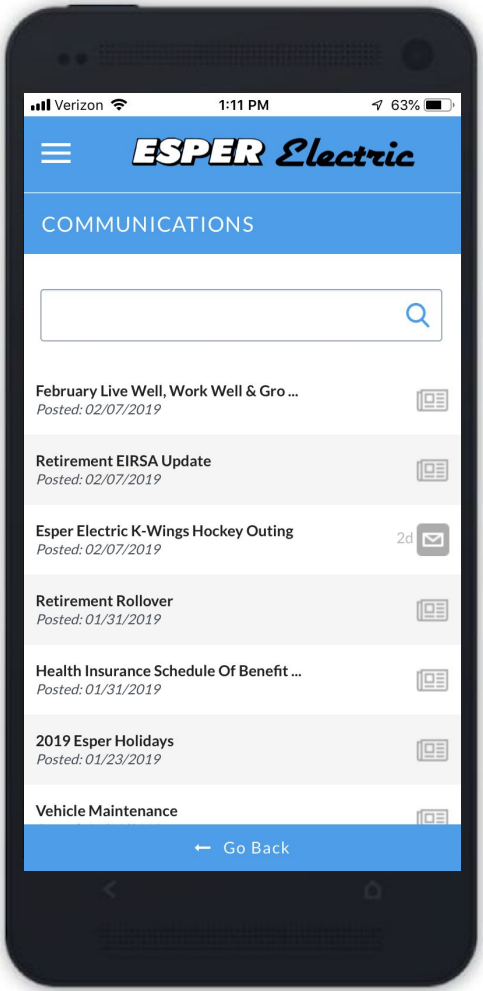
Require Time

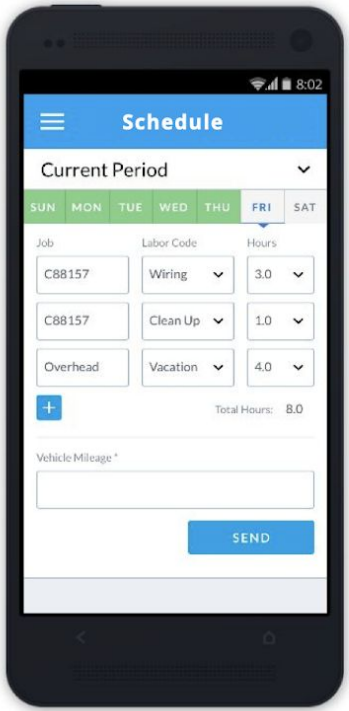


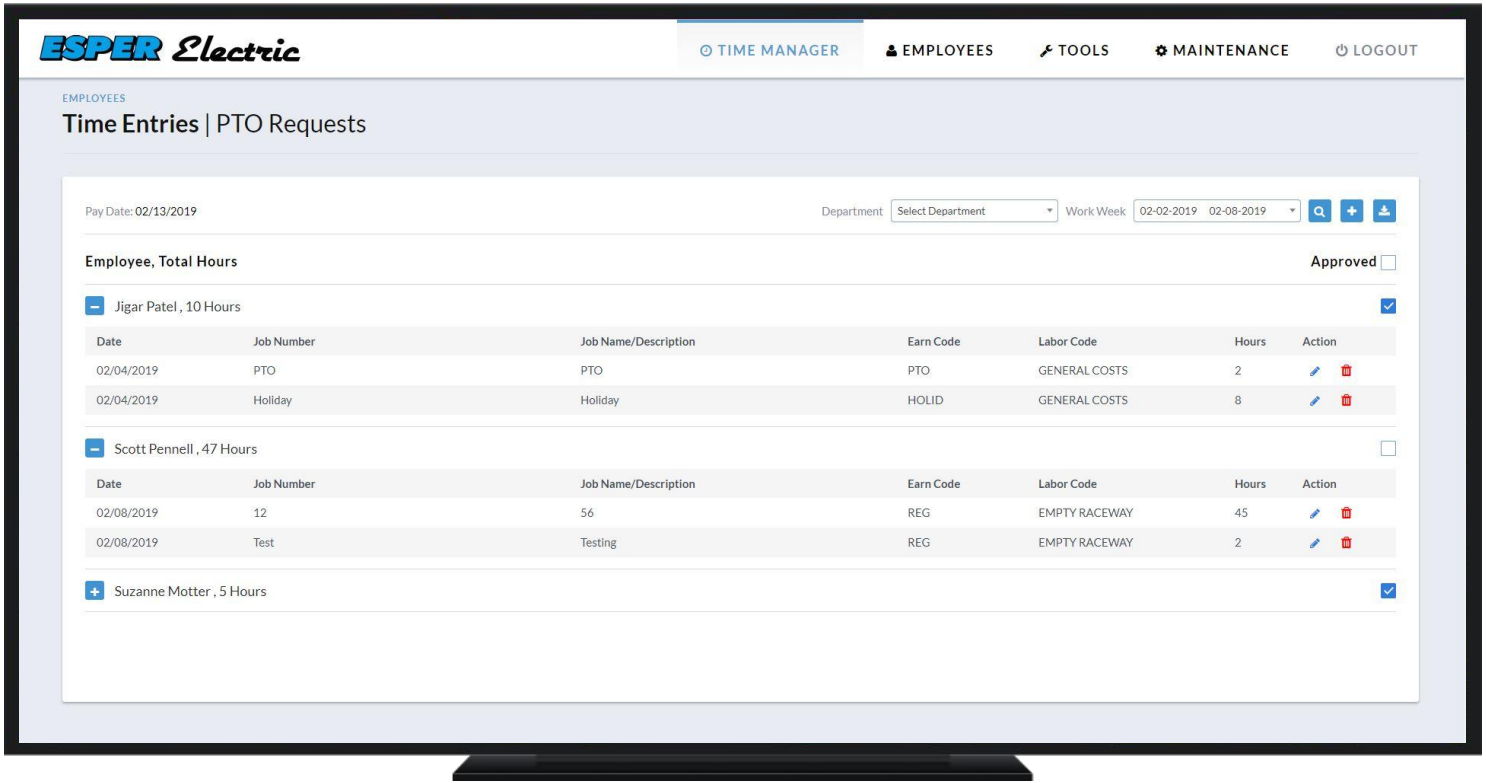


Alerts

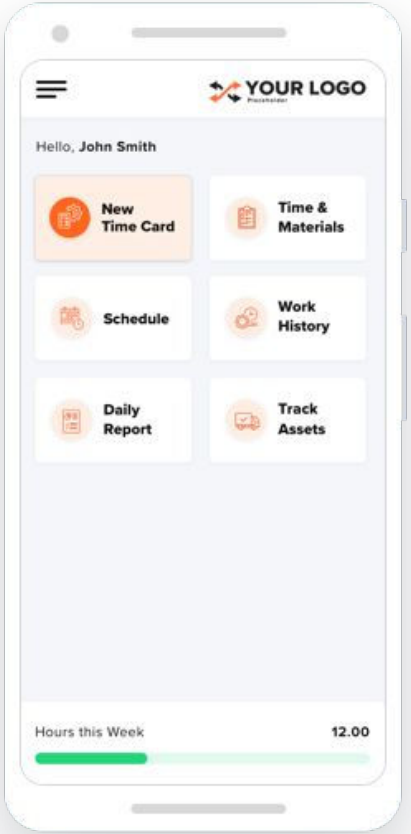

Verizon
1:09 PM
64%
ESPER Electric
02/13/2019 Wednesday
ADD TIME ENTRY
Total Hours: 0
Alert
You have a communication that requires your response
Okay
Go Back


Verizon
1:11 PM
63%
ESPER Electric
COMMUNICATIONS
February Live Well, Work Well & Gro ...
Posted: 02/07/2019
Retirement EIRSA Update
Posted: 02/07/2019
Esper Electric K-Wings Hockey Outing
Posted: 02/07/2019
2d
Retirement Rollover
Posted: 01/31/2019
Health Insurance Schedule Of Benefit ...
Posted: 01/31/2019
2019 Esper Holidays
Posted: 01/23/2019
Vehicle Maintenance
Go Back


8:02
Schedule
Current Period
SUN MON TUE WED THU FRI SAT
Job
Labor Code
Hours
C88157
Wiring
3.0
C88157
Clean Up
1.0
Overhead
Vacation
4.0
Total Hours: 8.0
Vehicle Mileage *
SEND


ESPER Electric
TIME MANAGER
EMPLOYEES
TOOLS
MAINTENANCE
LOGOUT
EMPLOYEES
Time Entries | PTO Requests
Pay Date: 02/13/2019
Department
Select Department
Work Week
02-02-2019 02-08-2019
Employee, Total Hours
Approved
Jigar Patel , 10 Hours
Date
Job Number
Job Name/Description
Earn Code
Labor Code
Hours
Action
02/04/2019 PTO PTO PTO GENERAL COSTS 2
02/04/2019 Holiday Holiday HOLID GENERAL COSTS 8
Scott Pennell , 47 Hours
02/08/2019 12 56 REG EMPTY RACEWAY 45
02/08/2019 Test Testing REG EMPTY RACEWAY 2
Suzanne Motter , 5 Hours

ROI



SPARK Select

Dashboard | Estimates | Work Orders | Jobs | Schedule | Time | Maintenance

Welcome, **John Smith**

Estimates

Status | Date

ESTIMATES LAST 30 DAYS

Finished $24,680

Pending $24,680

Lost $24,680

Total **$182,648.00**

Work Orders

Status | Last 30

ESTIMATES LAST 30 DAYS

Open Work Orders 22

In Progress 12

On Hold 4

Total **38**

Scheduling

Status | Date

JOB	CLIE
Novi Condominiums	Clie
Spark Business Wor...	Lon
Amity Co-work	Lon
TJI 01	Clie
Spark Business Wor...	Lon
Amity Co-work	Lon
Novi Condominiums	Clie
Novi Condominiums	Clie
Spark Business Wor...	Lon
Amity Co-work	Lon

My Employees

Status | Last 7

TIMESHEET APPROVALS LAST 7 DAYS

EMPLOYEE	ROLE	APPROVAL STATUS
Barry Sanders	Employee	Pending
Shawn Limas	Employee	Pending

Forecasting

Last 30

FORECASTING LAST 30 DAYS

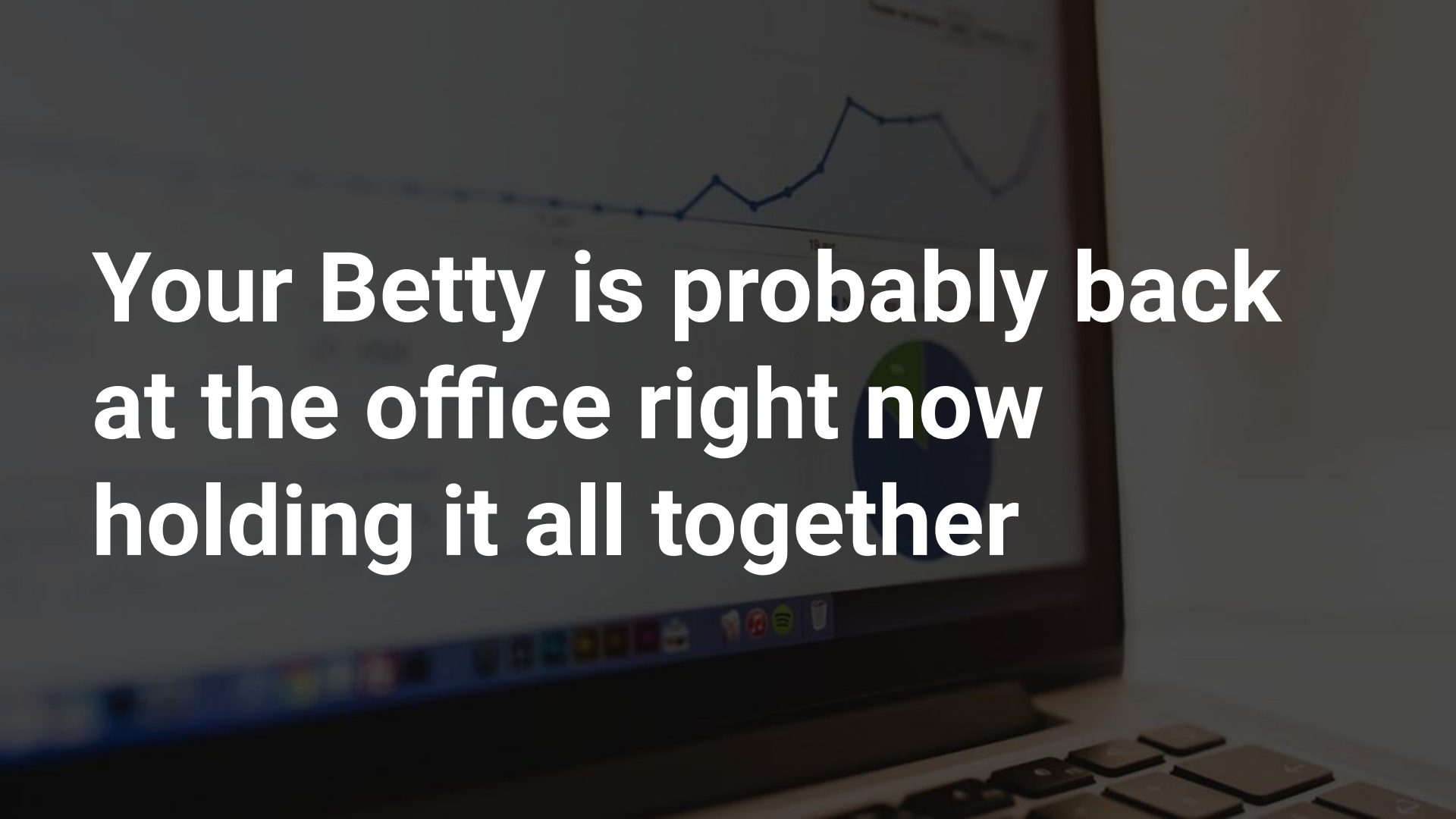
Working Days 23

Calendar

View: Weekly

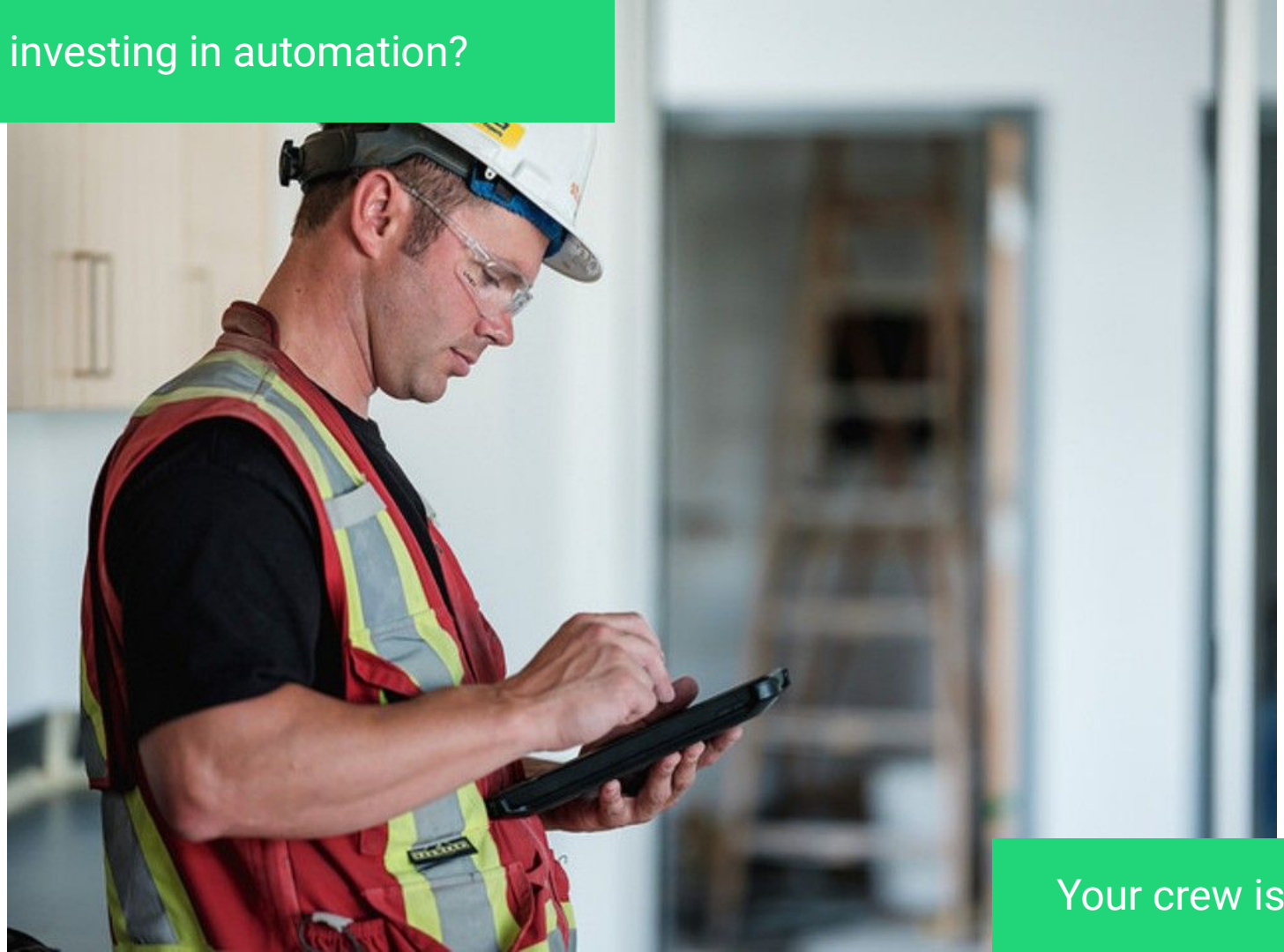
OCTOBER 6 - 12, 2019

S	M	T
6	7	8
	2	4


Your Betty is probably back at the office right now holding it all together

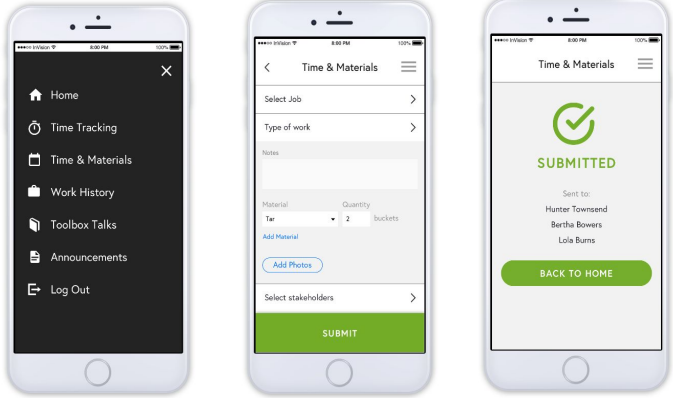
Who’s your Betty?
Maybe it’s your Tom?
Maybe it’s you.

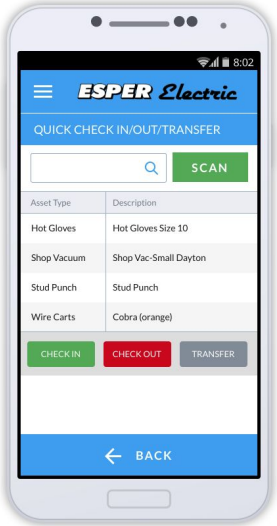
Are you investing in automation?

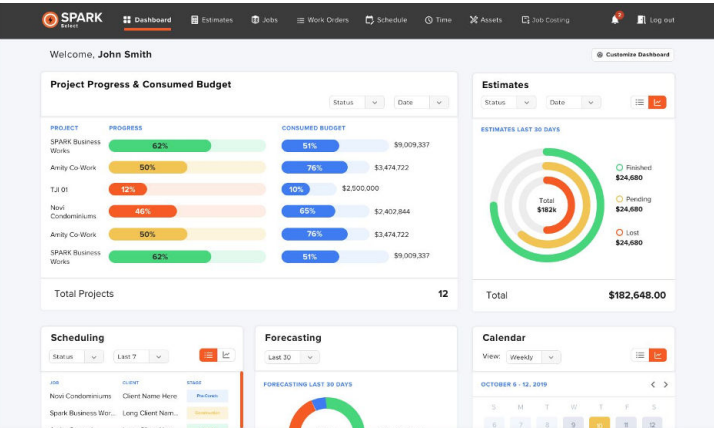


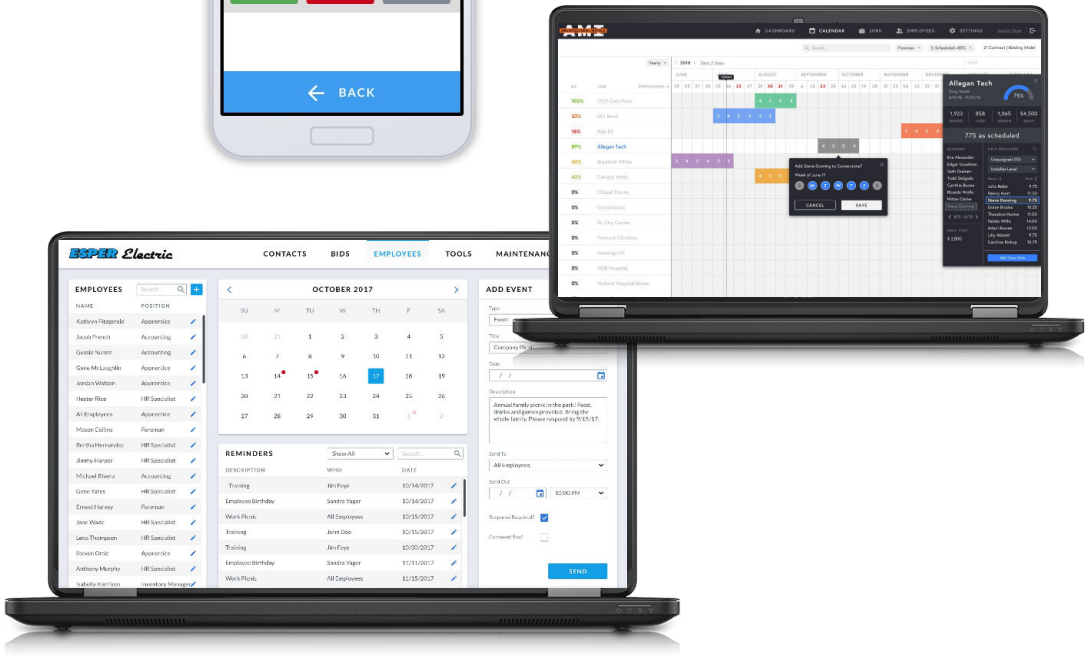
Your crew is ready

INTERNAL


Home
Time Tracking
Time & Materials
Work History
Toolbox Talks
Announcements
Log Out
Time & Materials
Select Job
Type of work
Notes
Material
Quantity
Add Material
Add Photos
Select stakeholders
SUBMIT
Time & Materials
SUBMITTED
Sent to:
Hunter Townsend
Bertha Bowers
Lola Burns
BACK TO HOME


8:02
ESPER Electric
QUICK CHECK IN/OUT/TRANSFER
SCAN
Asset Type
Description
Hot Gloves
Hot Gloves Size 10
Shop Vacuum
Shop Vac-Small Dayton
Stud Punch
Stud Punch
Wire Carts
Cobra (orange)
CHECK IN
CHECK OUT
TRANSFER
BACK


SPARK
Dashboard
Estimates
Jobs
Work Orders
Schedule
Time
Assets
Job Costing
Log out
Welcome, John Smith
Customize Dashboard
Project Progress & Consumed Budget
Estimates
Total Projects
12
Total
$182,648.00
Scheduling
Forecasting
Calendar


ESPER Electric
CONTACTS
BIDS
EMPLOYEES
TOOLS
EMPLOYEES
OCTOBER 2017
ADD EVENT
REMINDERS
SEND
775 as scheduled

The Result

More accurate field data collection
leads to **productivity & better invoicing**

Vectors by Vecteezy

The Result

Productivity & better invoicing
leads to **happy clients**

The Result

Happy clients lead to an
increase in cash flow

and for Betty...

The Result

One source of truth for real time field data may just be your next step.

Free Stuff!

SPARK Safety

Self-declaration and alert system for COVID-19.

EasySafetyForms.com

SPARK Business Works

Insight articles and free downloadable tools.

SPARKBusinessWorks.com

SPARKBusinessWorks.com/Construction

Q&A

SPARK
Business Works

Just Right for the Way You Work

From the field to the office, get the tech that works your way and that your team will actually use.

sparkbusinessworks.com/construction

(866) 277-2752