



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



August 26, 2020



9:30 AM - 10:30 AM



**Robert Armbrister**

President, SPARK Business Works

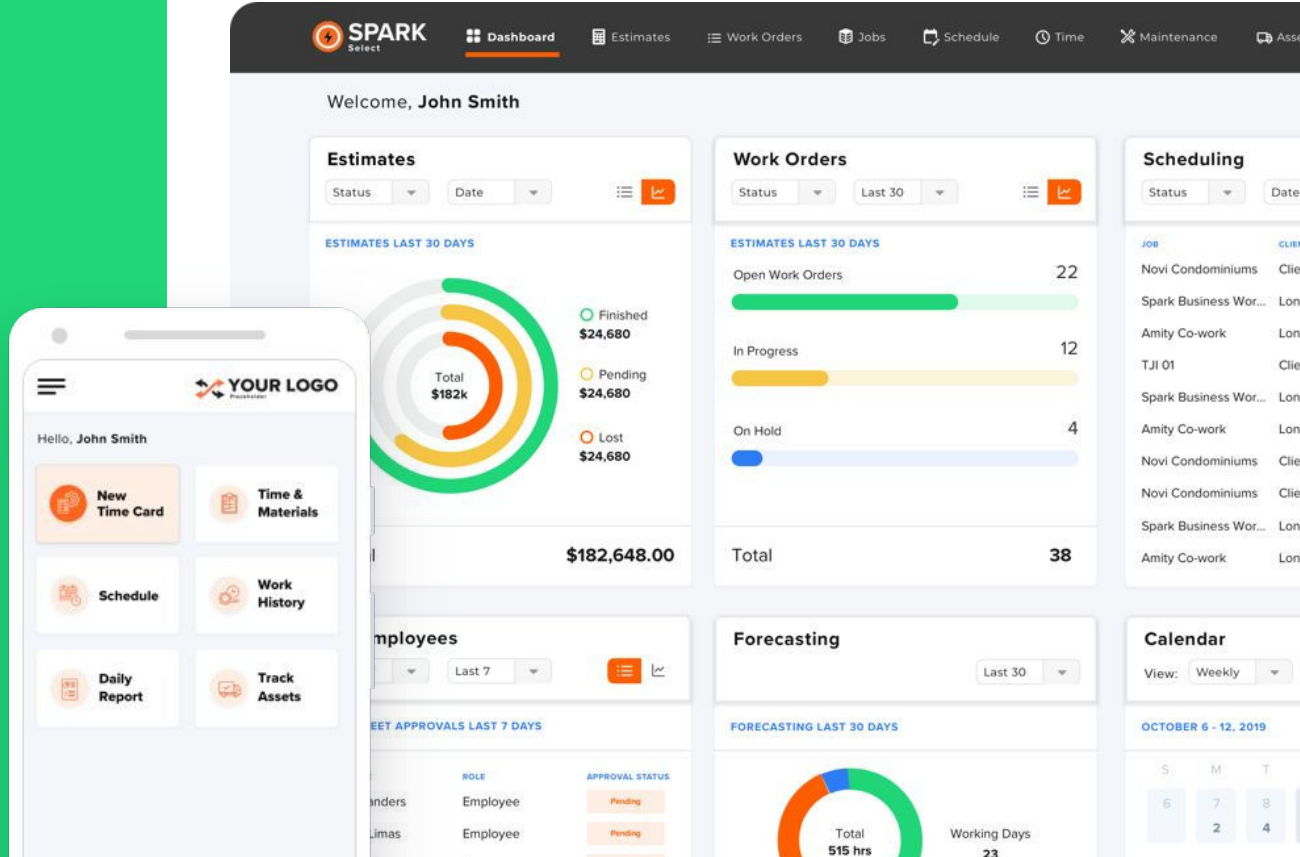


SPARK builds custom software that brings your team together where it matters.

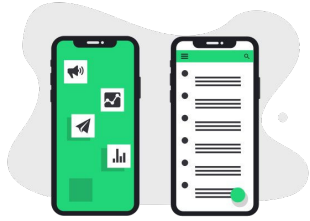
– 40% of SPARK’s projects are for companies in construction & building trades.

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

# Just Right for the Way You Work



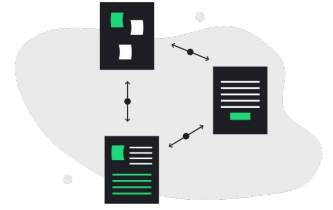




**Apps**



**Websites**



**Workflow**



**SPARK**

Business Works





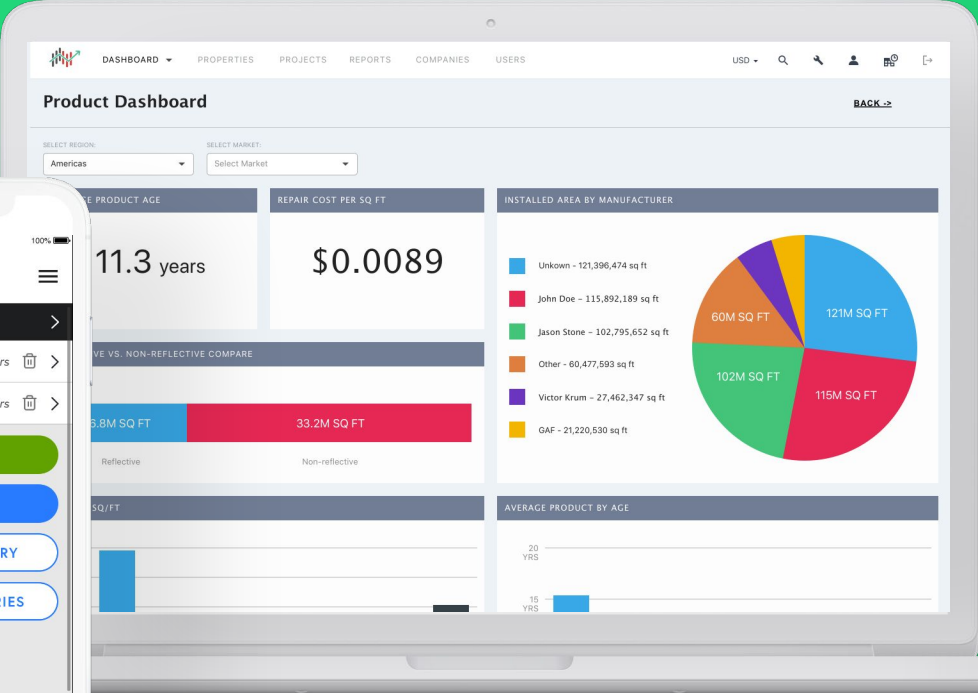
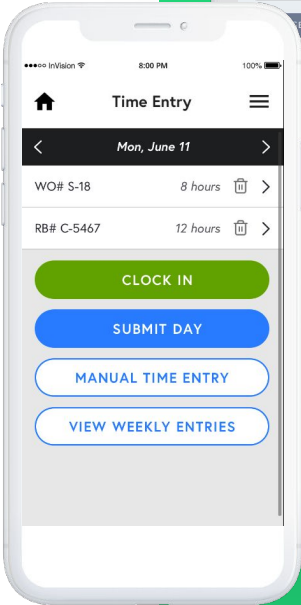
# 20 MOST PROMISING CONSTRUCTION TECH SOLUTION PROVIDERS



**SPARK**  
Business Works

# Digital Time & Field Data Collection

*is a Game Changer*



**SPARK**  
Business Works



**Bob Armbrister**



**President/CEO**  
**SPARK Business Works**



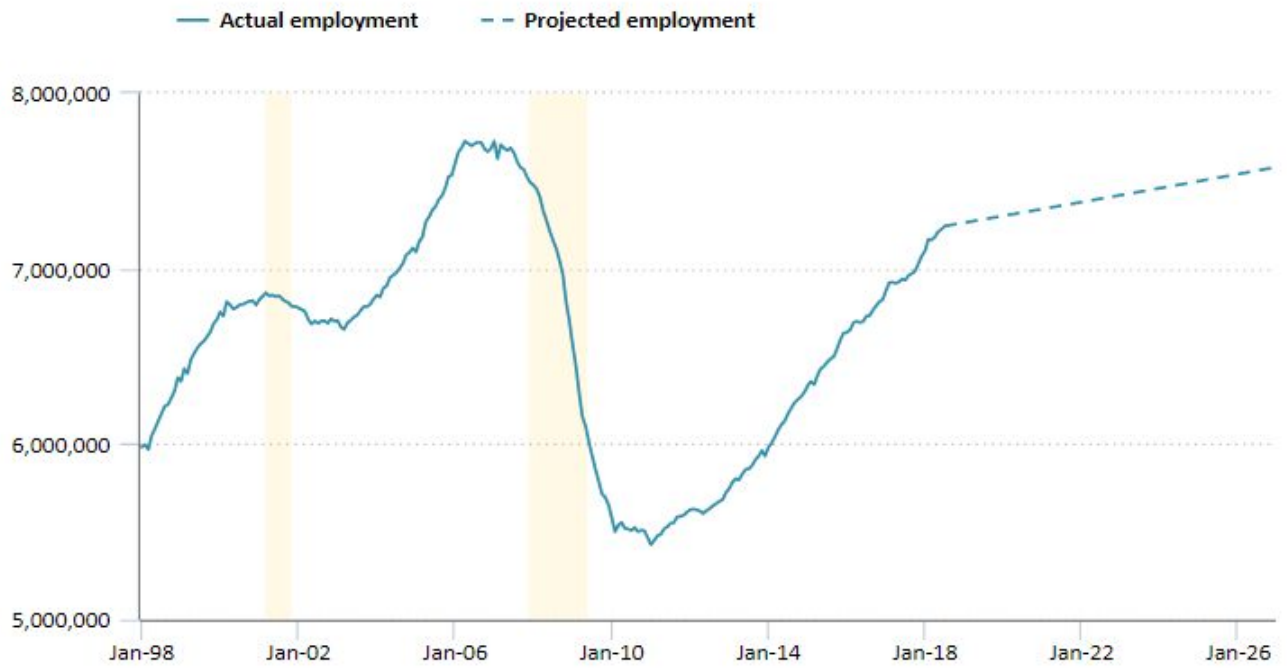
**It's 2020**

**Why are we talking about  
field data collection?**



**Because it's still a struggle for a lot of  
companies!**

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

Post Fisher <sup>7-10</sup> <sup>2 Gray</sup>  
 1  
 2  
 3  
 4

White Cash  
 Day 1. Nick Shafar  
 Night 1. Seba/Jam 15-25

WKKI 6-19 **BUNGLER REMOVAL**  
 1. Dave D  
 2. Derek D  
 3. Paul Guber

Post June 25 <sup>no any</sup> <sup>Air cleaner</sup>  
 1  
 2  
 3  
 4  
 5

Post Z-Lift June 30-31 <sup>SA Run</sup>  
 1  
 2  
 3  
 4

Post Rail Modification ASAP  
 1  
 2

Post July 10 <sup>Install platform 29/20</sup> <sup>Post shaker Pan 3 building</sup>  
 1  
 2

Post Install Air Units June 25  
 1  
 2  
 3  
 4  
 5  
 6

Post Tuesday <sup>Setup A Frame</sup> <sup>29 Building</sup>  
 1  
 2

Post 7 days? <sup>Post Dyer Post</sup> <sup>Aug 20 4 2011</sup>  
 1  
 2  
 3  
 4

Post 2-List June 30-31  
 1  
 2  
 3  
 4

Post 25  
 1 Joe Davis  
 2 Paul Guber  
 3 Kurt Martin?

Post Monday <sup>Amby</sup> <sup>Aug 6 (Estia)</sup>

OK Paper June 11  
 1 Rob Wolf  
 2 Paul Guber  
 3 Derek D  
 4 Seba  
 5 D'Daddy  
 6 John Haley  
 7 Steve Walkers  
 Kurt Martin

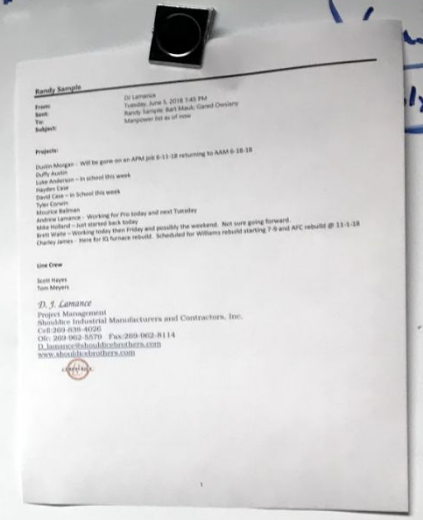
D93 Epic  
 1. Hayden Case  
 2. Dave Case

JAC 7-16-22  
 1  
 2 - Robert Anderson  
 3  
 4

9 days

MTI 6-30  
 Start Date

- 1) Bob Belter  
 2) Garrett Sample  
 3)  
 4) Dustin Morgan  
 5) Charles Mank  
 6) Dalton Bekins  
 Fortister



Multipal Machine Moves

- 1) Dustin Morgan  
 2) Duffy Austin  
 3) Luke Anderson  
 4) Charlie James  
 5) Hayden Case  
 6) Dave Case

July 1  
 Gene A

INTERNAL

**.Job** [Window Title Bar]

Job: DR400      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

A yellow diamond-shaped sign with a black border, mounted on a silver post. The sign features the text "SILVER LINING AHEAD" in bold, black, sans-serif capital letters, arranged in three lines. The background is a clear blue sky with scattered white clouds.

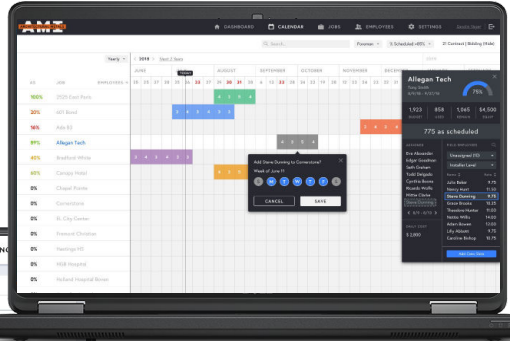
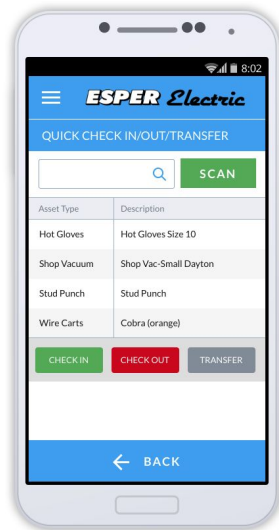
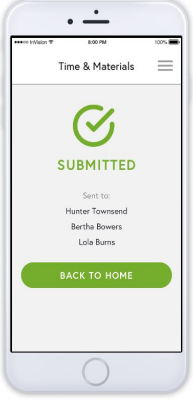
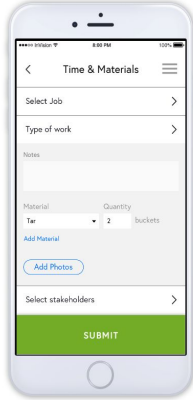
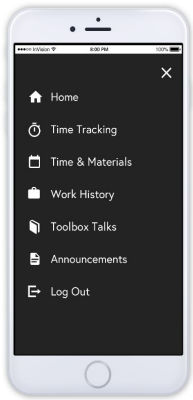
**SILVER  
LINING  
AHEAD**



EXTERNAL



INTERNAL



**SPARK** Dashboard | Estimates | Jobs | Work Orders | Schedule | Time | Assets | Job Costing | Log out

Welcome, John Smith

### Project Progress & Consumed Budget

PROJECT	PROGRESS	CONSUMED BUDGET
SPARK Business Works	62%	\$9,009,337
Anily Co-Work	50%	\$3,474,722
T.J. GI	12%	\$2,500,000
New Condominiums	46%	\$2,402,884
Anily Co-Work	50%	\$3,474,722
SPARK Business Works	62%	\$9,009,337

Total Projects: 12

### Estimates

ESTIMATES LAST 30 DAYS

- Finished: \$24,680
- Pending: \$24,680
- Lost: \$24,680
- Total: \$182k

Total: \$182,648.00

### Scheduling

Status: Last 7

Job: New Condominiums | Client Name Here

Forecasting: FORECASTING LAST 30 DAYS

### Calendar

View: Weekly

October 6 - 12, 2019

**ESPER Electric** CONTACTS | BIDS | EMPLOYEES | TOOLS | MAINTENANCE

### EMPLOYEES

NAME	POSITION	STATUS
Kathryn Plegiers	Aspenites	✓
Austin Proch	Accounting	✓
Geoffrey Sauer	Accounting	✓
Casey McLaughlin	Aspenites	✓
Jordan Vahlsborn	Aspenites	✓
Heather Rice	HR Specialist	✓
Alli Highmore	Aspenites	✓
Morgan Collins	Personnel	✓
Bertha Bowers	HR Specialist	✓
Jenna Kruger	HR Specialist	✓
Michael Rivera	Accounting	✓
Gene Vayner	HR Specialist	✓
Donald Farway	Personnel	✓
Joan Walker	HR Specialist	✓
Lena Thompson	HR Specialist	✓
Steven O'Neil	Aspenites	✓
Anthony Murray	HR Specialist	✓
Sabrina Harrison	Inventory Manager	✓

### REMINDERS

DESCRIPTION	WHO	DATE
Training	Jim Foye	10/24/2017
Employee Birthday	Sandra Yeager	10/24/2017
Work Pools	All Employees	10/25/2017
Training	Kevin Doe	10/25/2017
Training	Jim Foye	10/30/2017
Employee Birthday	Sandra Yeager	11/19/2017
Work Pools	All Employees	11/25/2017

### ADD EVENT

Event Name: Annual Family picnic in the park (Food, drinks and entertainment provided. Bring your own lawn chairs. Please register by 10/15/17)

Send To: All Employees

Send On: 10/15/2017

Response Required:  YES

Confirmed Staff:

SEND





# 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](https://EasySafetyForms.com)



Proudly built by:







Easy - Fast - Simple

[Watch video →](#)

# 1

## Scan Code



**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.*



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

*O visite el sitio web para completar su evaluación.*



[www.easysafetyforms.com/jobsite](http://www.easysafetyforms.com/jobsite)



**Acme Corp - Job Site Visitor Self Declaration Form**

Dear Visitor,

As part of our Novel Coronavirus (nCoV) safety measure, we seek your cooperation in completing the questionnaire below. This information will be maintained for a period of 3 months.

-----

Querida Visitante,

Como parte de nuestra medida de seguridad de Novela Coronavirus (nCoV), buscamos su cooperación para completar el cuestionario a continuación. Esta información se mantendrá por un periodo de 3 meses.

\* Required

**First Name \***  
Primer Nombre

Your answer \_\_\_\_\_

**Last Name \***  
Apellido

Your answer \_\_\_\_\_

**Phone Number \***  
Número de teléfono

Your answer \_\_\_\_\_

**Company \***  
Empresa

Your answer \_\_\_\_\_

Have you traveled or been in contact with someone who has traveled outside your region in the past 14 days? \*

¿Ha viajado o ha estado en contacto con alguien que ha viajado fuera de su región en los últimos 14 días?

Yes

No

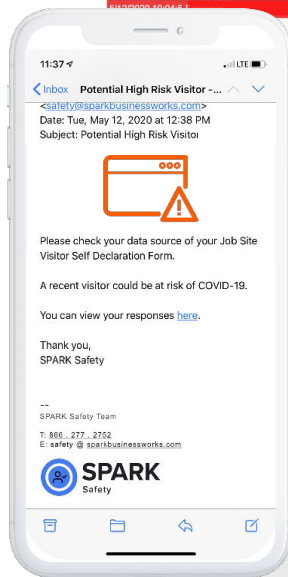
# 2

## Simple Submission

# 3

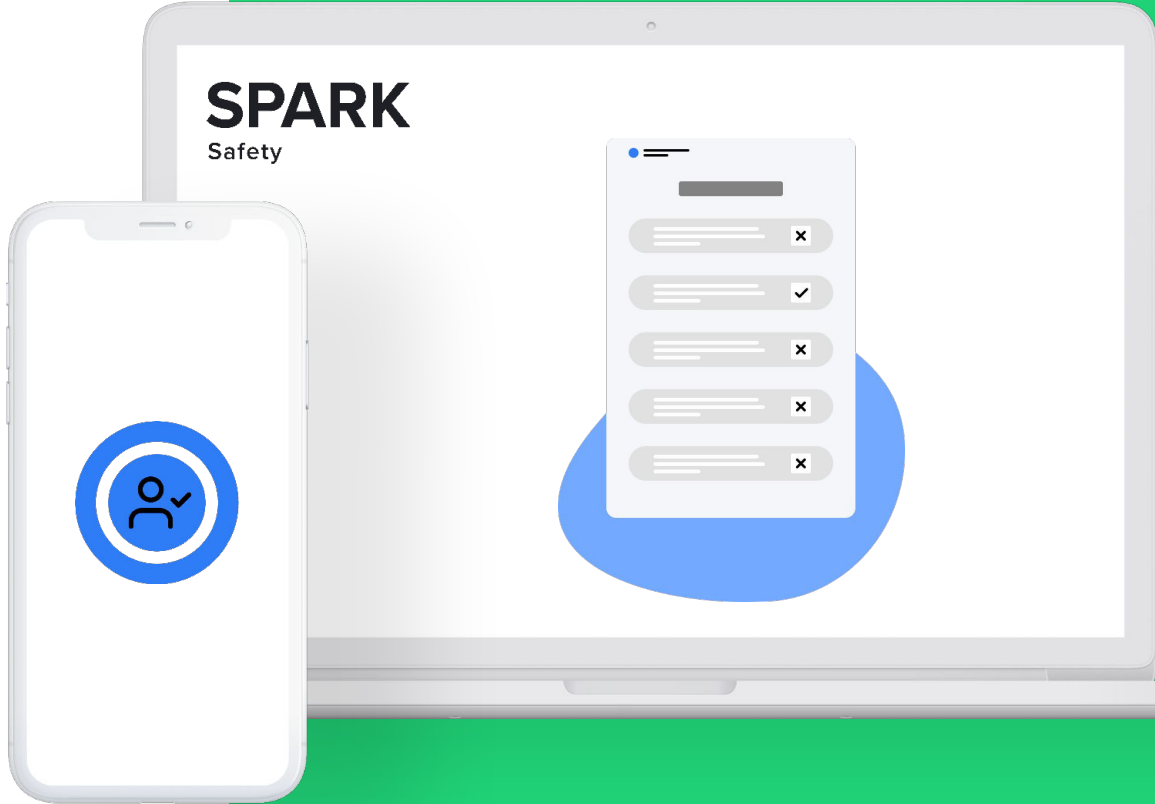
## Alerts and Data

Store and share compliance records in the cloud.



Timestamp	First Name	Last Name	Phone Number	Company	Have you or someone you have had contact with traveled internationally to a restricted area within the last 14 days.	Have you or any member of your family been in close contact with a person(s) diagnosed with or person(s) suspected with rCoV or person(s) who have been quarantined at home during the last 14 days?	Have you been experiencing any of the following? (Select all that apply)	I certify the above information is true, and that I consent to the information being used as specified.	Notified?
5/12/2020 9:32:33	Chris	Dempsy	760 811 1234	Dempsy Construction	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:38:24	Chris	Dempsy	760 811 1234	Dempsy	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:49:18	Chris	Schneider	760 811 1234	Schneider Contracting	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:51:56	Chris	Morgan	760 811 1234	Schneider Contracting	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:53:03	Chris	Schneider	760 811 1234	Schneider contracting	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:55:22	Chris	Morgan	760 811 1234	Schneider contracting inc.	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:55:28	Chris	Davidson	714 781 1234	Pascal Steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:57:21	Chris	Ward	760 811 1234	Helix Electric	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:57:38	Chris	Ward	813 375 1234	Helix electric	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 9:57:50	Chris	Orange	913 266 1234	PASCAL	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:00:0	Chris	Davidson	714 781 1234	Real Steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:01:4	Chris	Davidson	714 781 1234	Real Steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:01:5	Chris	Davidson	714 781 1234	Real Steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:02:0	Chris	Davidson	714 781 1234	Real Steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:02:1	Chris	Davidson	714 781 1234	Real Steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:02:5	Chris	Davidson	714 781 1234	Real Steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:03:1	Chris	Collins	760 811 1234	Collins Pacific Plumbing	No	Yes	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:03:2	Chris	Jms	760 811 1234	Jms Interiors	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:03:3	Chris	Collins	760 811 1234	Collins pacific	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:03:4	Chris	SCW	913 266 1234	SCW	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:03:5	Chris	Scw	913 266 1234	Scw	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:04:0	Chris	Scw	913 266 1234	Scw	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:04:1	Chris	Go-Staff	913 266 1234	Go-Staff	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:04:2	Chris	Schneider	760 811 1234	Schneider	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:04:3	Chris	Novae	760 811 1234	Novae	No	No	Headache / Dolor de cabe consent / Do y mi consentimiento		
5/12/2020 10:04:4	Chris	Straightline	760 811 1234	Straightline	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:04:5	Chris	Straightline	760 811 1234	Straightline	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:05:0	Chris	Collins	760 811 1234	Collins pacific plumbing	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:05:1	Chris	TerraPacific	760 811 1234	TerraPacific	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:05:2	Chris	Pascal steel	760 811 1234	Pascal steel	No	No	None of the Above / Ningi consent / Do y mi consentimiento		
5/12/2020 10:05:3	Chris	scw	913 266 1234	scw	No	No	None of the Above / Ningi consent / Do y mi consentimiento		

**SAMPLE**



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?

A close-up, slightly blurred photograph of a laptop screen. The screen shows a data visualization interface with a line graph at the top and a pie chart below it. The background is dark, and the text is overlaid in white. The line graph has several data points connected by a blue line, showing an overall upward trend with some fluctuations. The pie chart is partially visible, with a green slice and a blue slice. The laptop keyboard is visible at the bottom of the frame.

**Does this sound familiar?**

**It is a Monday and...**

**Payroll is due...**

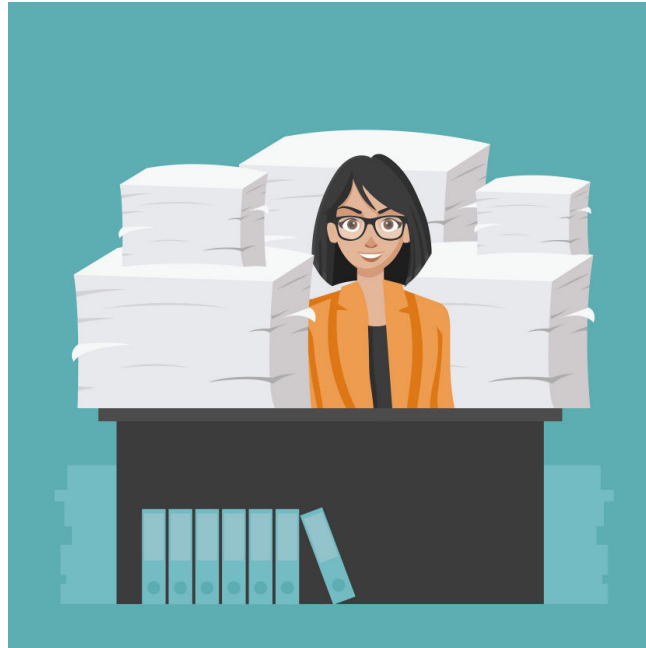


■ New Visitor ■ Returning Visitor

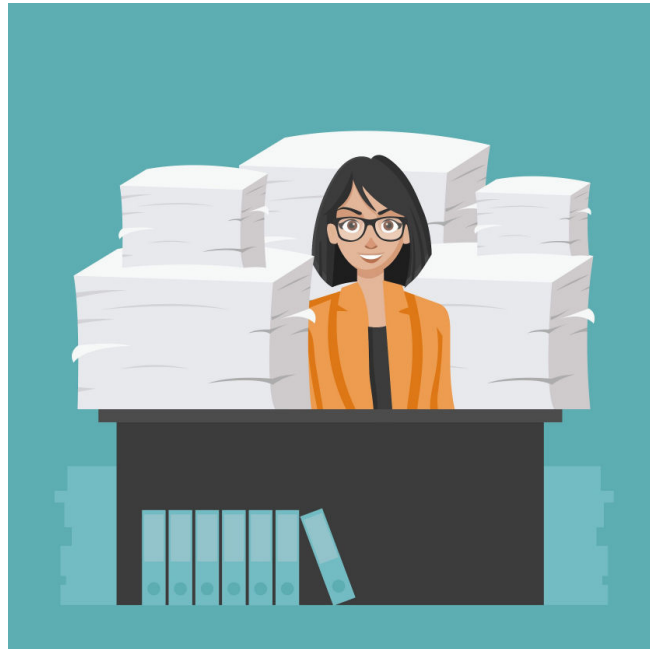




# Betty makes sure all crew time is reported...



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

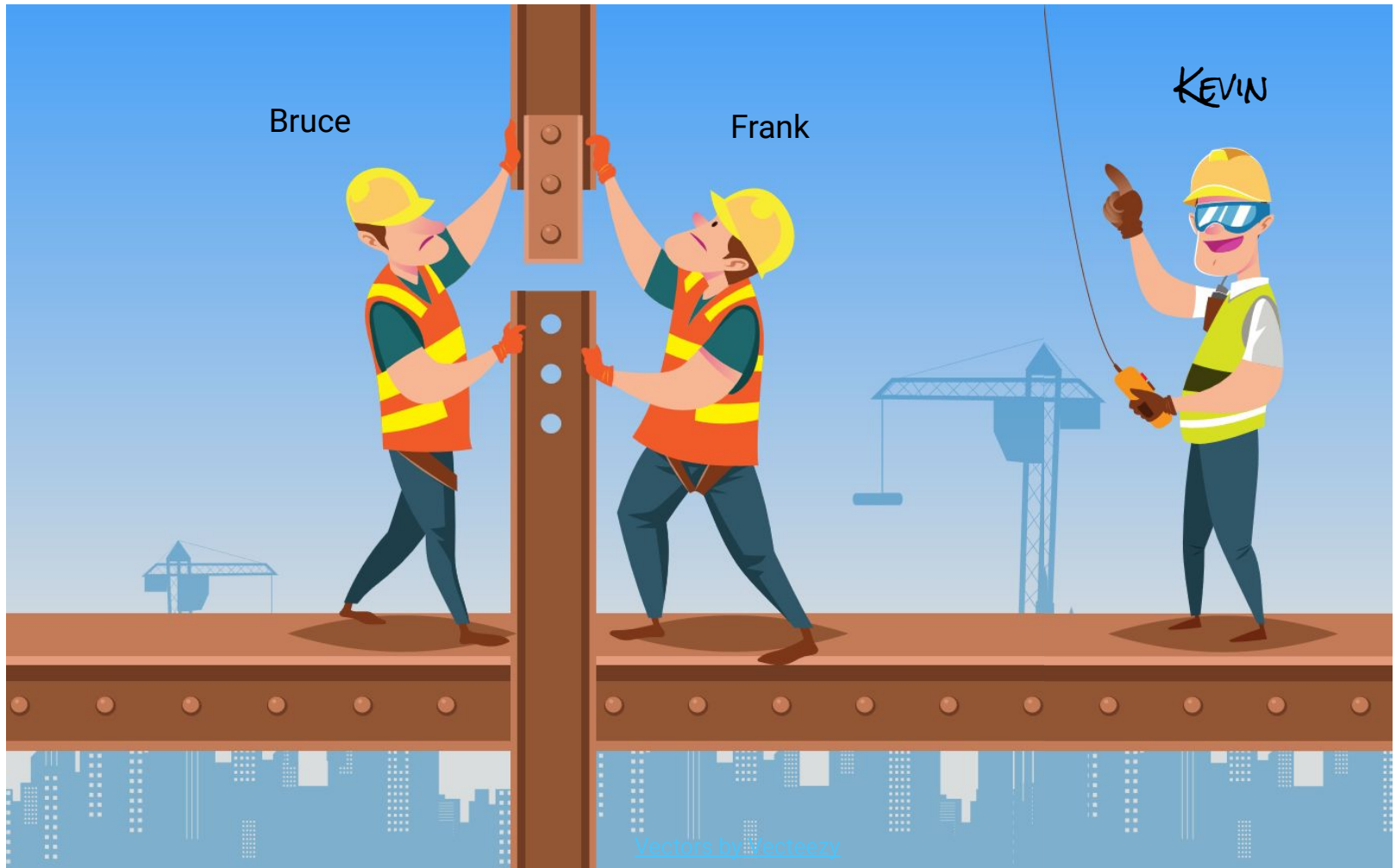




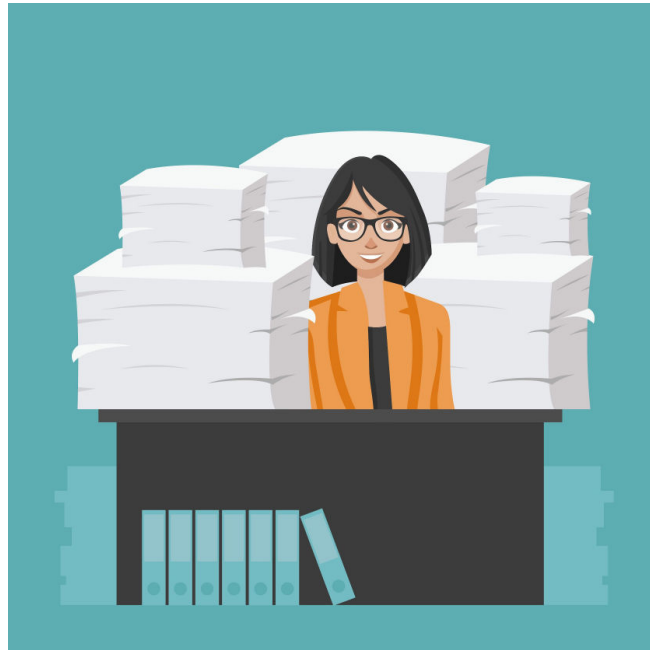
Bruce

Frank

KEVIN



# Betty checks her text messages and sees this...



●●●○ 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?

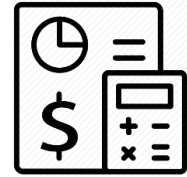
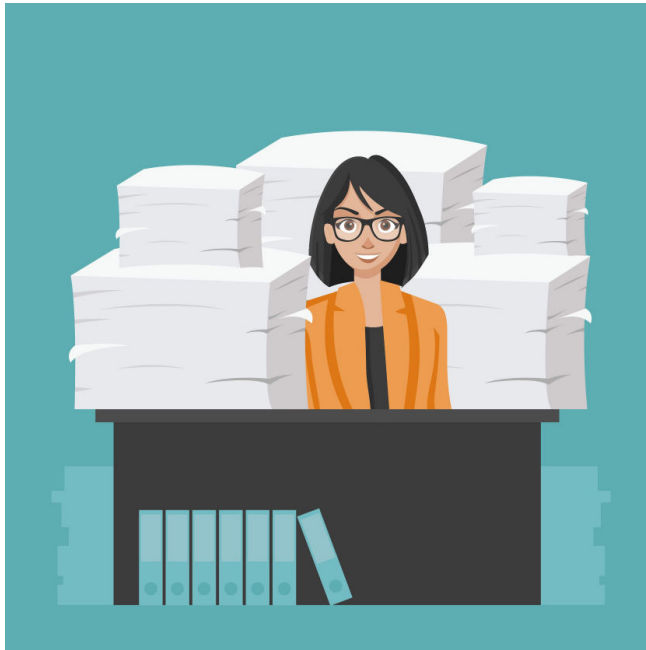
I also worked on Saturday for 2 hours.  
Thanks Betty



iFakeTextMessage.com



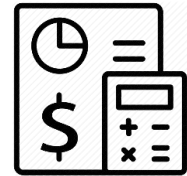
# Betty processes Kevin's time for payroll and job costing...



Payroll



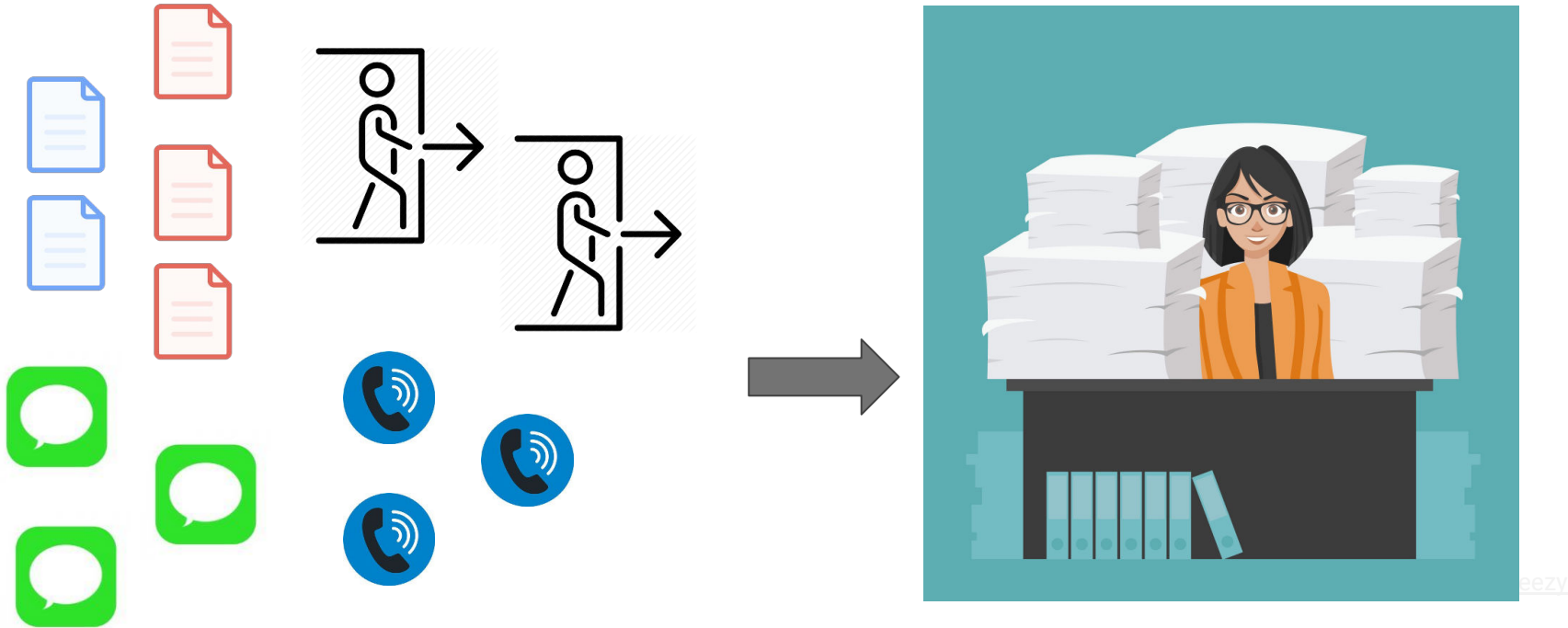
ComputerCase



Job Costing

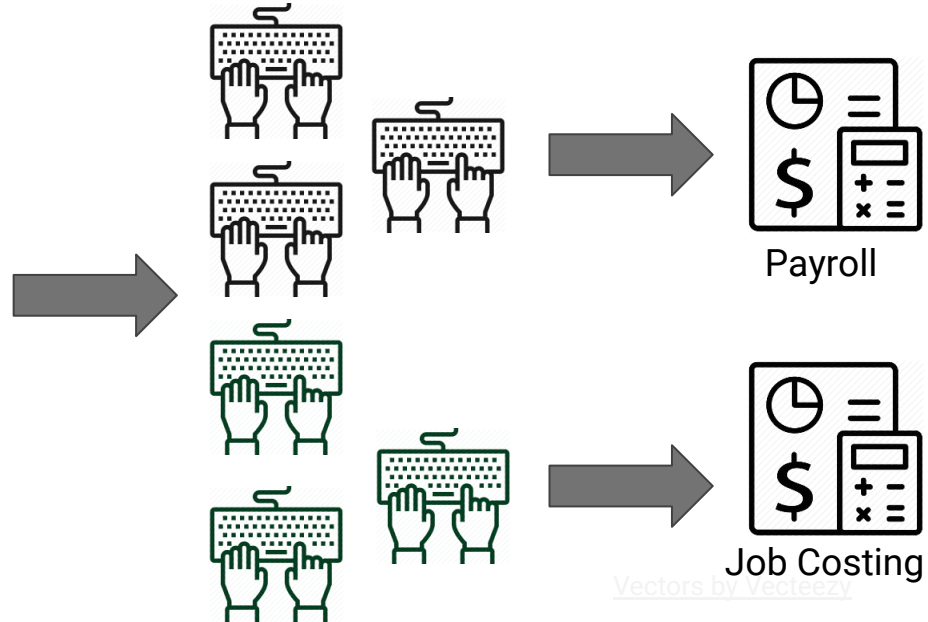
sage

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






# She manually enters all payroll and job costing...



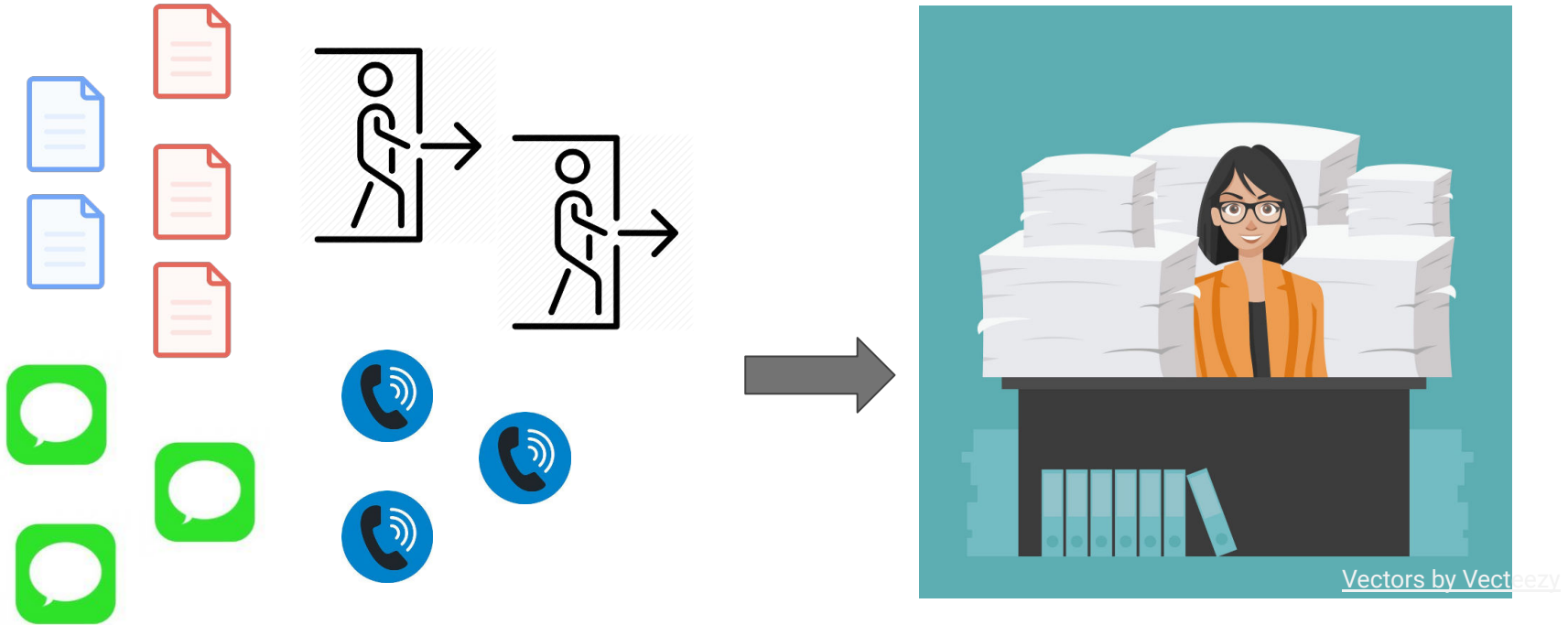
**Betty is frustrated.**

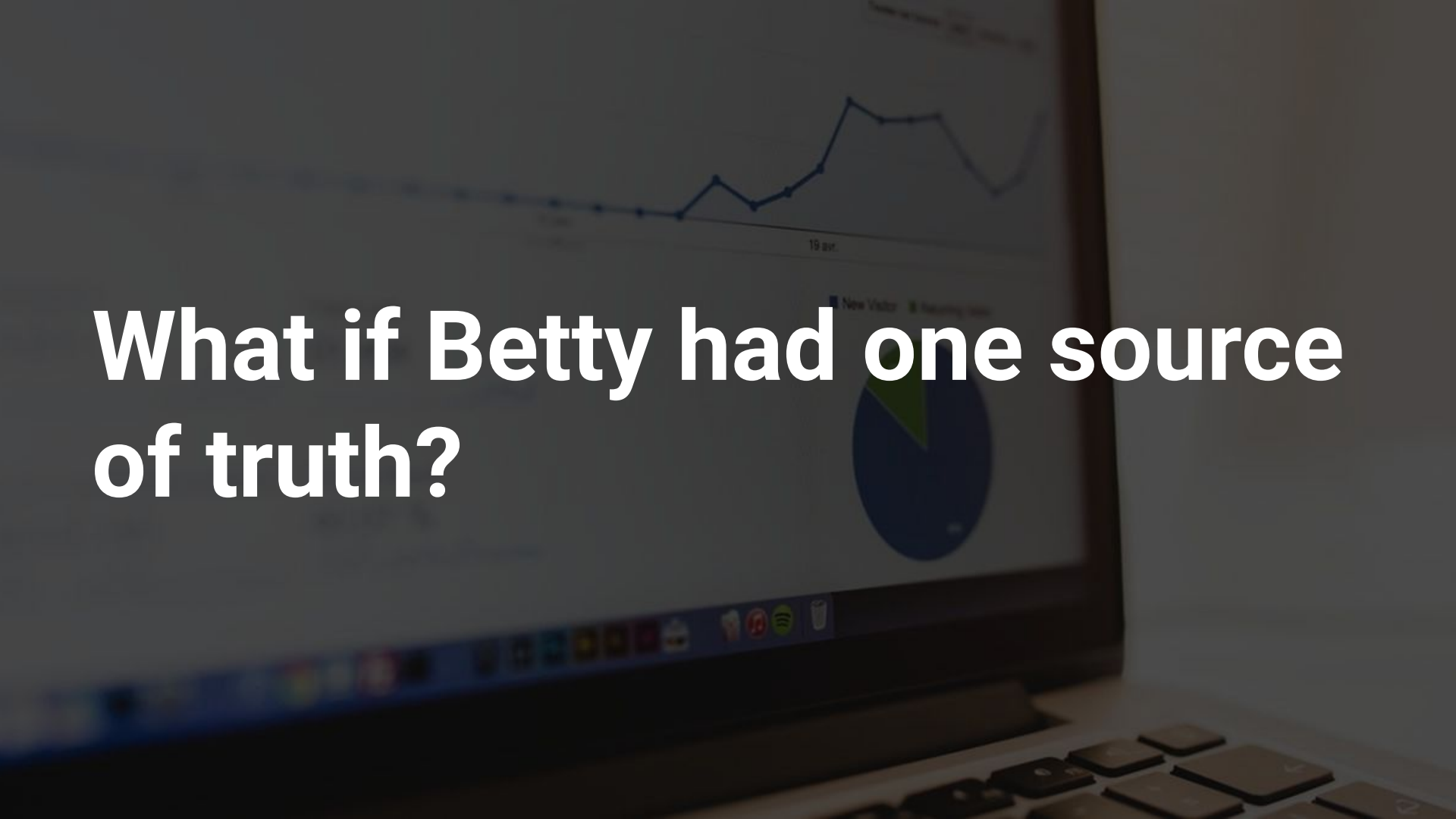
**It feels like she is  
babysitting to make sure  
crews are paid.**

A laptop screen is shown with a dark overlay. On the screen, there is a line graph with a blue line and a pie chart with a green slice. The text "Time is wasted from double-entry and follow-up" is overlaid in white. The text is in a bold, sans-serif font and is centered on the screen. The background is a blurred image of a laptop keyboard and screen.

**Time is wasted from  
double-entry and follow-up**

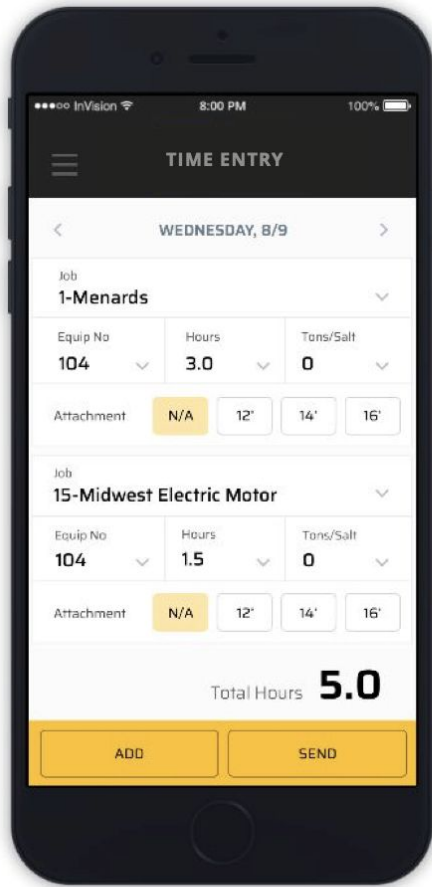
# Betty needs to get rid of the many ways time is reported...



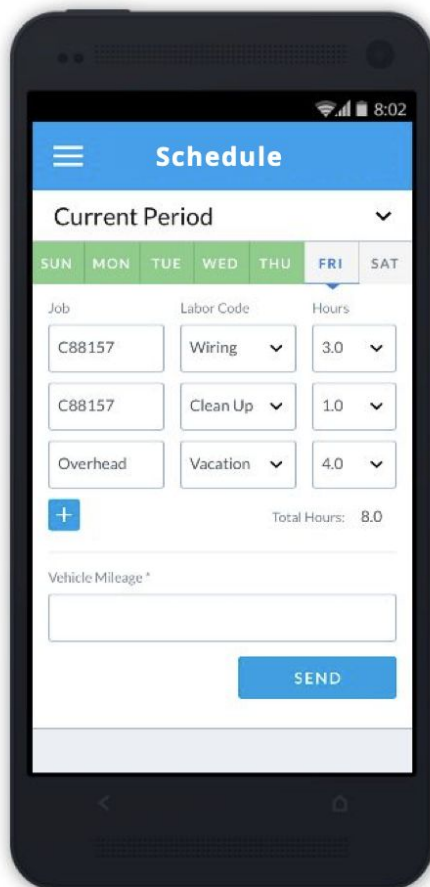
A laptop screen is shown in a dark, dimly lit environment. The screen displays a data dashboard. At the top, there is a line graph with a blue line and several data points, showing an overall upward trend. Below the graph, there is a pie chart with a large blue section and a smaller green section. The text "New Visitor" and "Returning Visitor" is visible above the pie chart. The laptop's keyboard is partially visible at the bottom of the frame.

**What if Betty had one source of truth?**

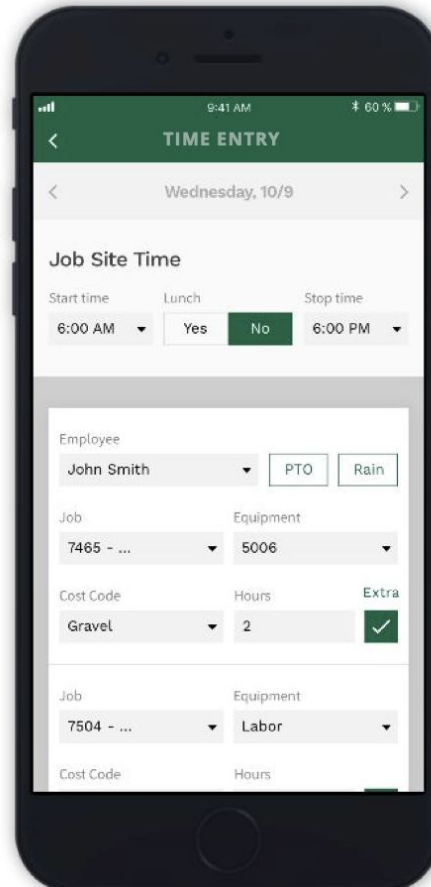
**Digital time tracking is a starting point**



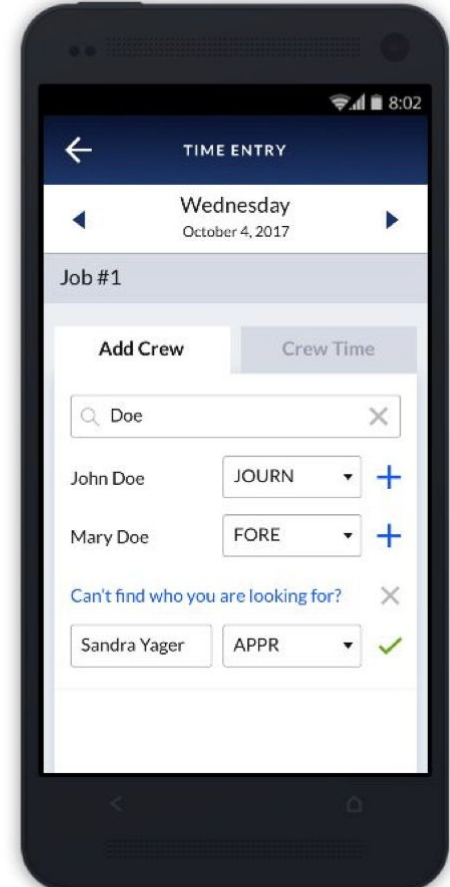
Equipment, Maintenance & Quantity



Multiple Jobs



Cost Codes & Multiple Jobs



Team Entry

# One-Click // Real-Time Reporting for Time

## WHO OWES TIME?

Show only employees who owe time

Nov 1 - 7

EMPLOYEE NAME      MON 2      TUE 3      WED 4      THU 5      FRI 6      SAT      SUN

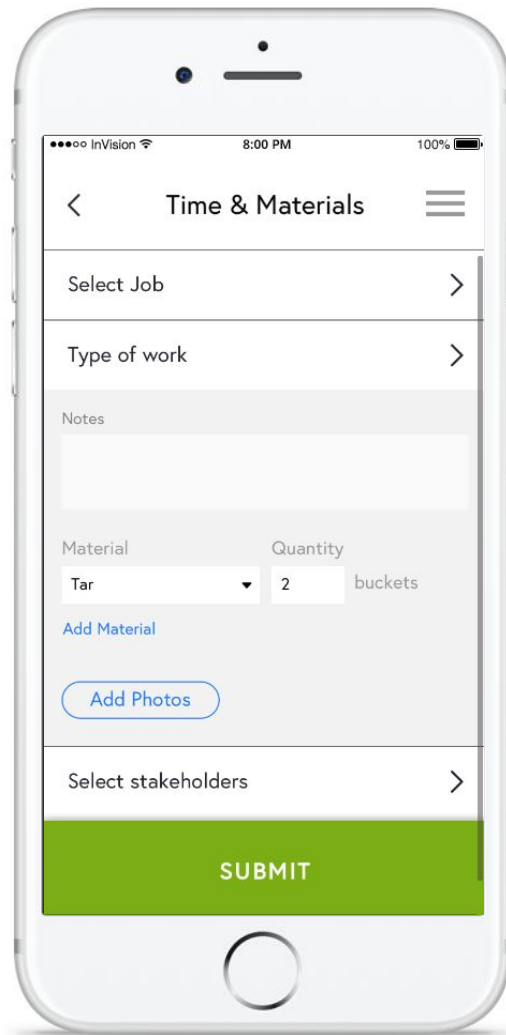
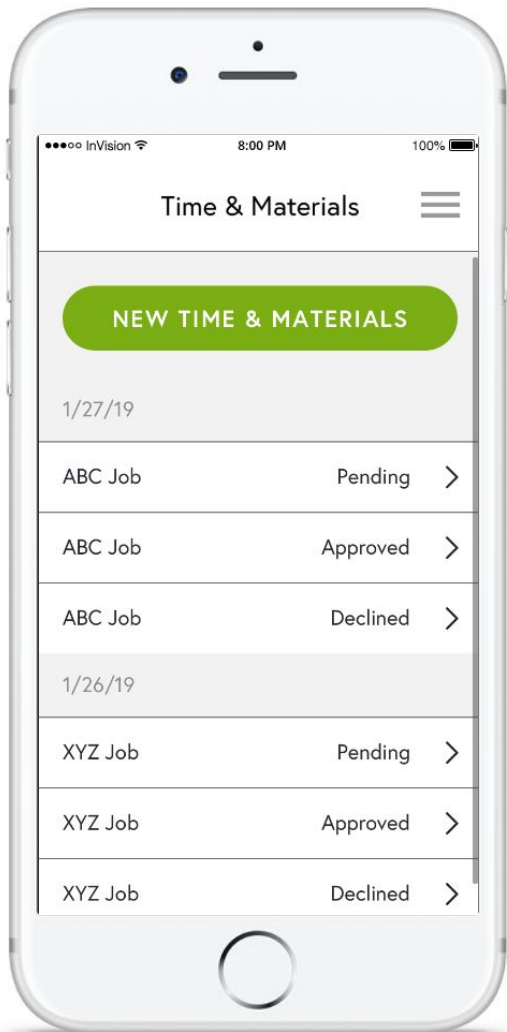
AY Aaron Yager	12.25		1.00				
AM Abby Munoz	8.00	6.00	1.00	7.50	1.00		
BW Betty Webster				8.25			
CW Cindy Wilkerson							
JM Jerry Martinez					1.00		
JP Johanna Park					1.00		
NS Nina Simpson					1.00		

AM Abby Munoz Tue Sept 3 [edit](#)

	ST	OT	DT	TOT
1577-17-01 Boldt: ND Powerhouse	3.00	0.00	3.00	6.00
1577-17-01 Boldt: ND Powerhouse...	1.00	0.00	3.00	4.00
1577-17-01 Boldt: ND Powerhouse...	0.00	0.00	0.00	0.00
1577-17-01 Boldt: ND Powerhouse...	2.00	0.00	0.00	2.00



# Tracking time & materials



# One-Click // Real-Time Reporting

[Dashboard](#)[Jobs](#)[Clients](#)[Time Manager](#)[Time & Materials](#)[Employees](#)[Schedule](#)[Settings](#)[Super Admin](#)[Sign out](#)

Job

All

Select Date

11/17/2019 - 11/23/2019

Submitted By

All

Add T&amp;M


T&M #	Job	Submitted On	Submitted By	Total Labor	Total Material	Total Equipment	Status
9-27	<a href="#">Novi Condominiums</a>	09/23/19	rlogical rlogical		20.40	102.00	Approved
9-26	<a href="#">Novi Condominiums</a>	09/02/19	Stormtrooper #1	6.75	252.00	143.00	Declined
9-25	<a href="#">Novi Condominiums</a>	06/11/19	Stormtrooper #1		247200.00	12.00	Pending
9-24	<a href="#">Novi Condominiums</a>	06/12/19	Stormtrooper #1	3	424.00	101.00	Approved
9-23	<a href="#">Novi Condominiums</a>	06/14/19	Darth Vader				Approved
9-22	<a href="#">Novi Condominiums</a>	07/23/19	Darth Vader	0.75	2276.30	38.25	Pending
9-21	<a href="#">Novi Condominiums</a>	08/20/23		1.5			Pending
9-2	<a href="#">Novi Condominiums</a>	06/06/19	Stormtrooper #1	0.75			Pending
9-19	<a href="#">Novi Condominiums</a>	08/21/26		9	725.00	43.00	Pending

**KNOWLEDGE IS POWER**

**FALSE DATA ENTRY IS POWER**

A close-up, slightly blurred photograph of a laptop screen. The screen displays a data dashboard. At the top, there is a line graph with a blue line showing an overall upward trend with some fluctuations. Below the graph, there is a pie chart with a large blue section and a smaller green section. The text 'So, how is technology being leveraged?' is overlaid in large, white, bold font across the center of the screen. The laptop keyboard is visible at the bottom of the frame.

**So, how is technology being leveraged?**

A laptop screen is shown with a dark overlay. On the screen, there is a line graph with a blue line and a pie chart with a green slice. The text is overlaid in white, bold font.

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

amazon prime

Arriving today by 8PM  
The driver is currently 5 stops away



Map showing delivery location (red pin) and driver location (green pin) on a street grid. Streets labeled include Clark St, Douglas Rd, Brookings St, Marston St, Chester Ave, and Hume Ave. A scale bar indicates 200 ft. Updated now

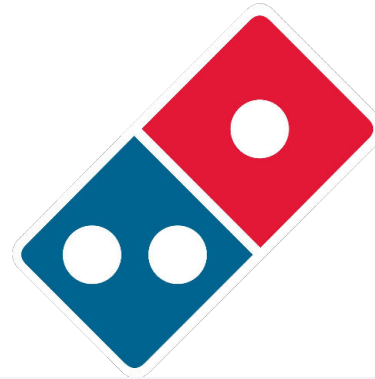
Change your delivery

# amazon

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

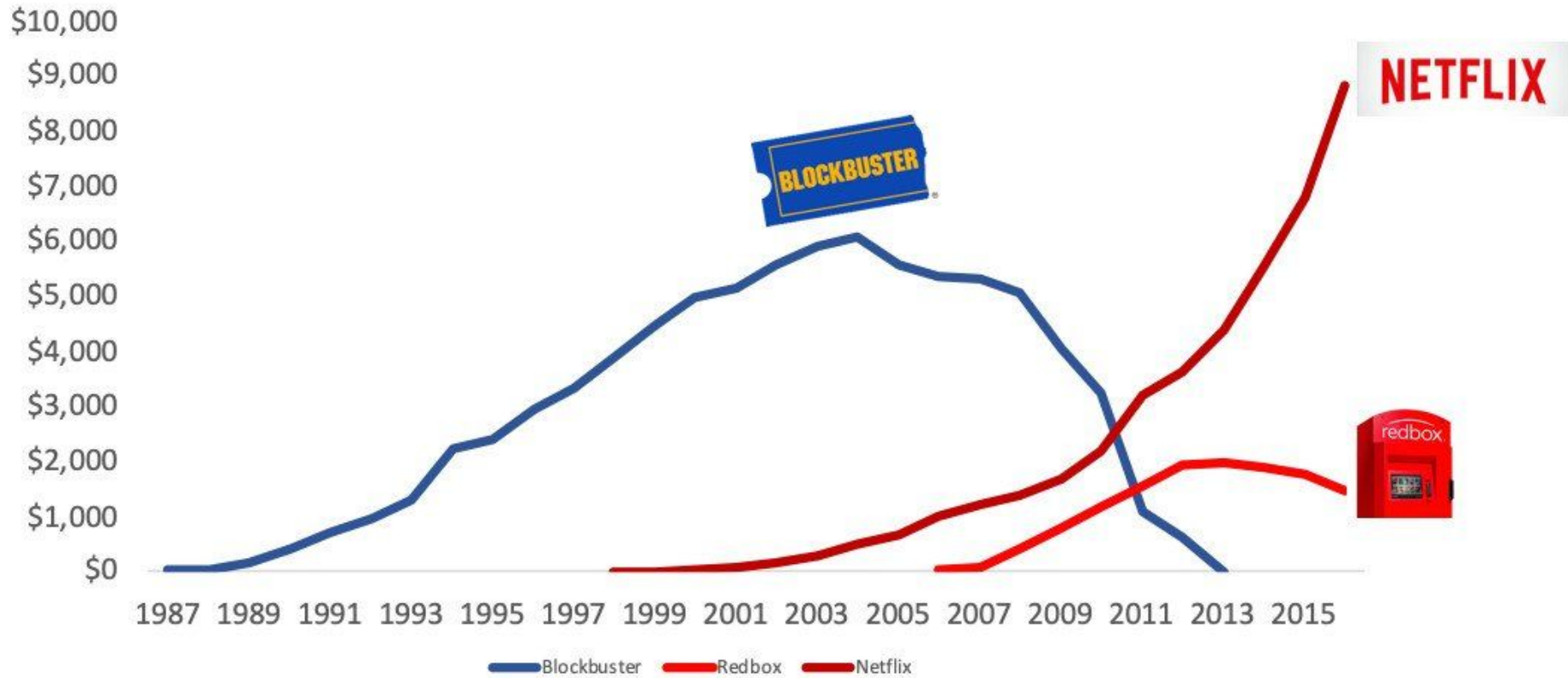
Total Projects




An aerial view of a city skyline at dusk, featuring numerous skyscrapers and a prominent tower with a red and green spire. The sky is dark with some clouds, and the city lights are visible. The text "What happens if technology is not leveraged?" is overlaid in white, bold, sans-serif font.

**What happens if technology  
is not leveraged?**

Revenues (Millions)

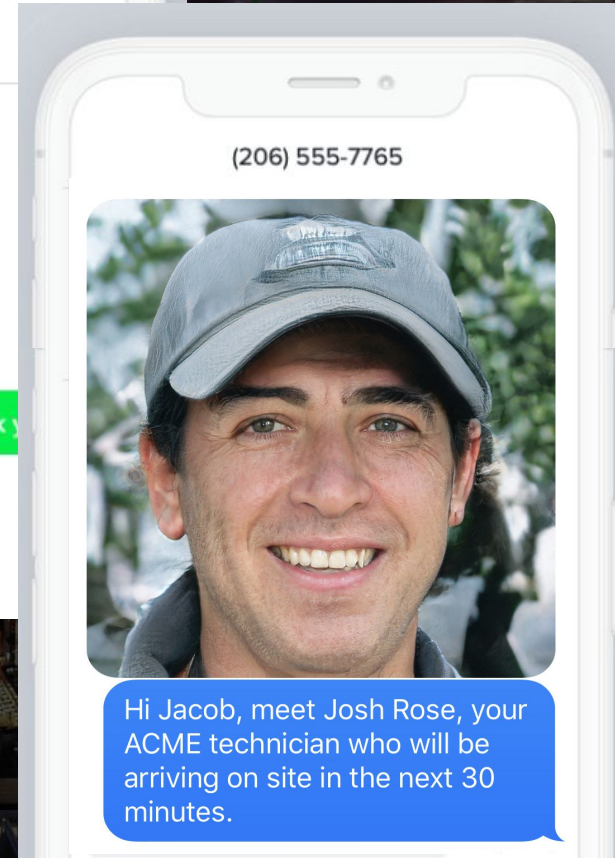
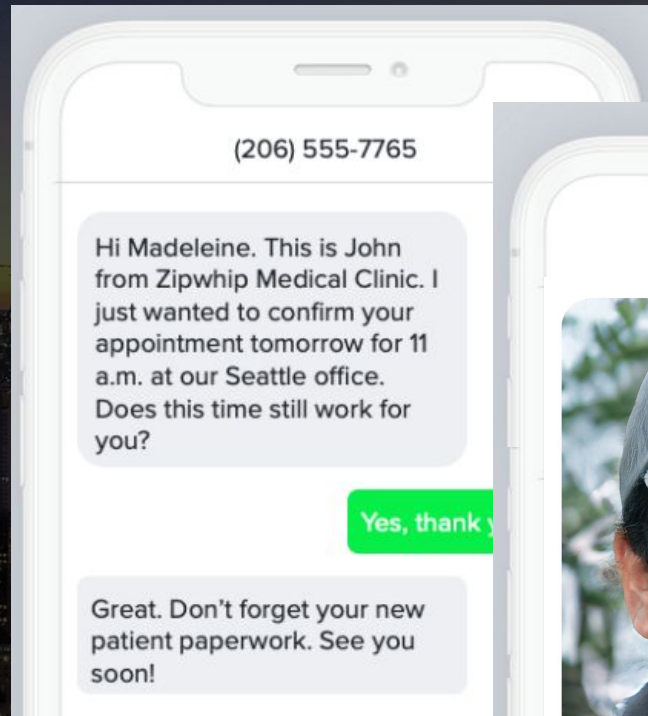


An aerial view of a city skyline at dusk or dawn, with numerous skyscrapers and buildings illuminated. The sky is dark with some clouds, and the city lights are visible. The text is overlaid on the left side of the image.

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



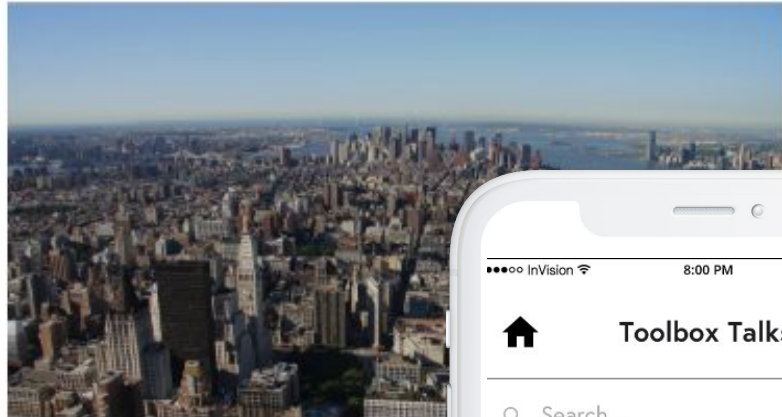
# Text Messaging



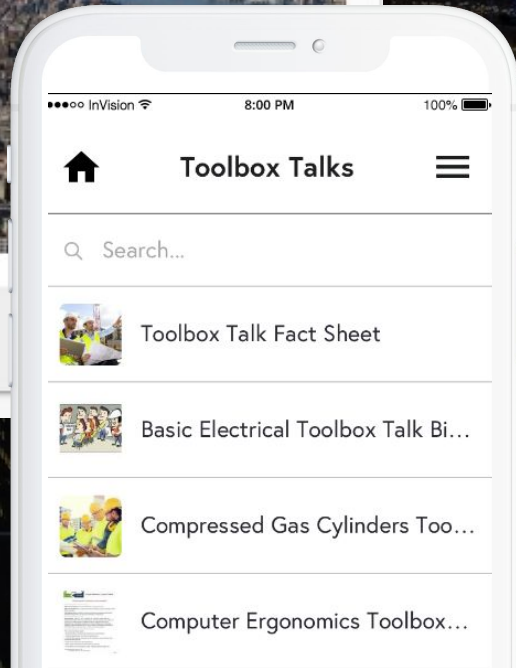
# Push Notifications

 Crew Time Entry 

Please submit your time entry for your crew.  
Be sure to report your mileage and any

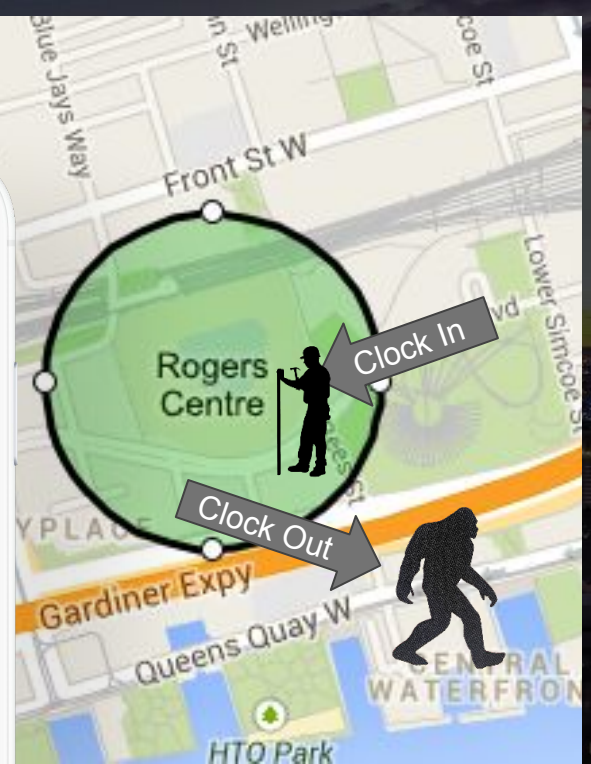
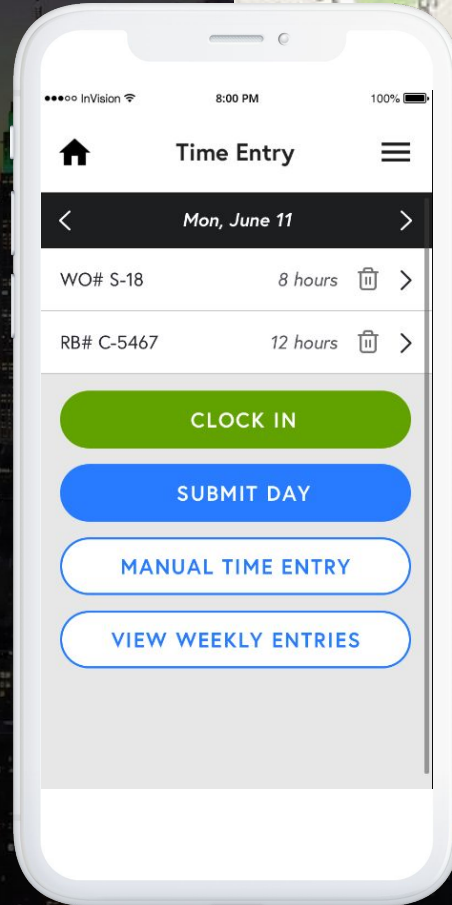


[Reply](#) [Ignore](#) [Cancel](#)





# GPS & Geofencing



An aerial view of a city skyline at dusk or dawn. The sky is dark with some clouds, and the city lights are visible. The text is overlaid in the center of the image.

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



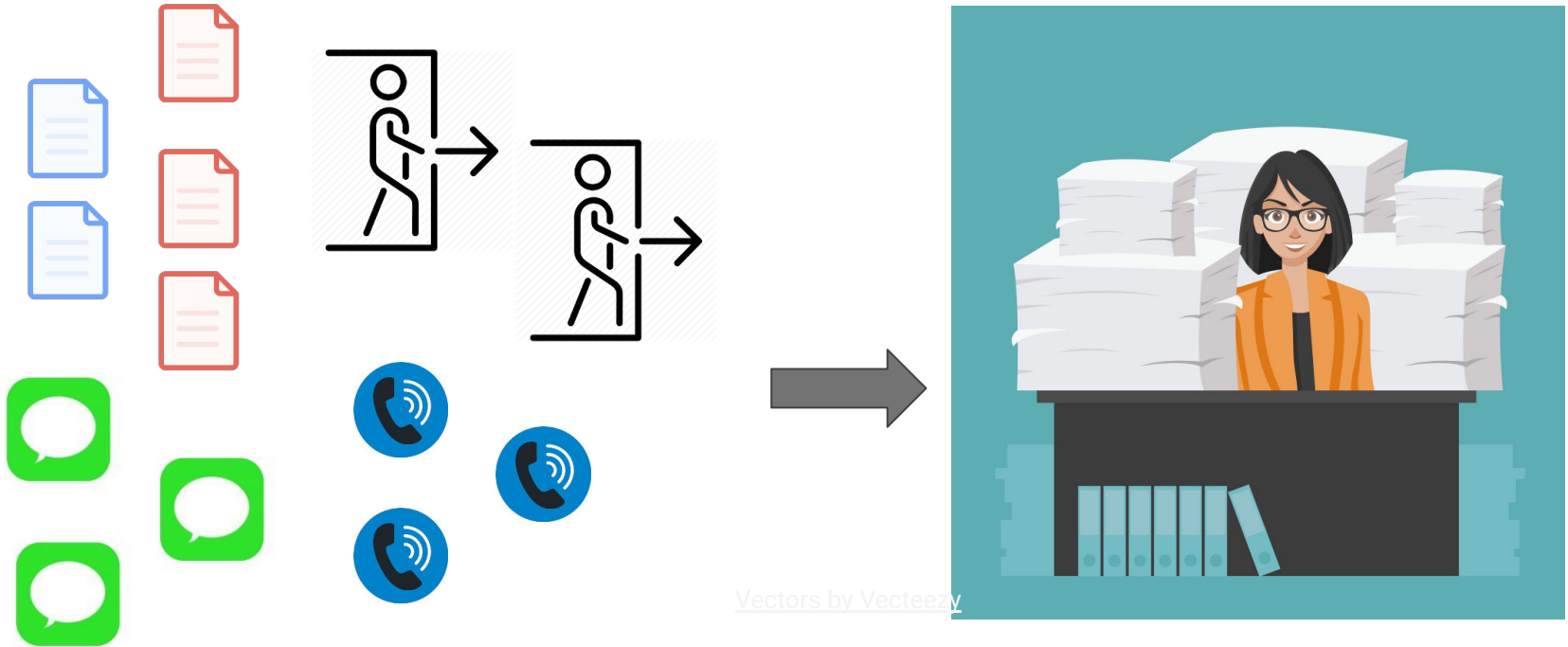
**How could your company  
use these tools?**



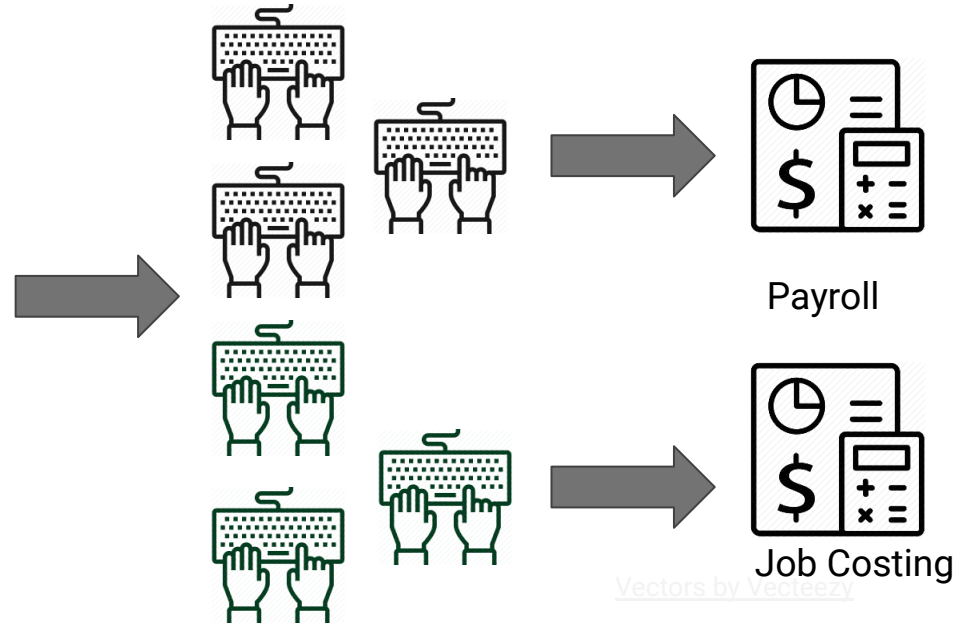
**Let's imagine this for a moment...**



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



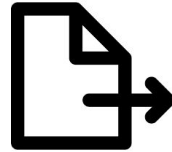
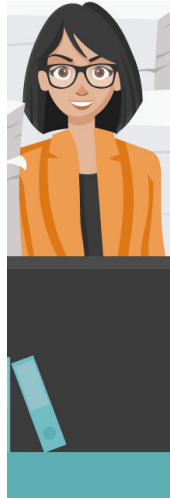
# And manually entering Payroll and Job Costing...



# It could be like this...



One Source  
of Truth



Export  
Button




Payroll and  
Job Costing


# Payroll & Accounting Integrations

**EXPORT TIME DETAILS**

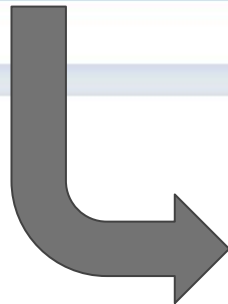
SELECT DATE RANGE



SELECT JOB NEW



SELECT EMPLOYEE(S)



sage

50, 100, 300



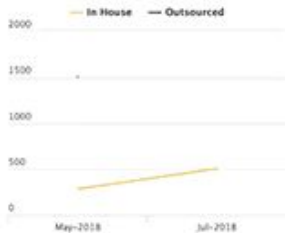
ComputerEase



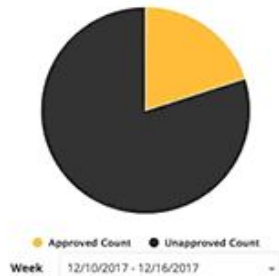
50, 100, 300



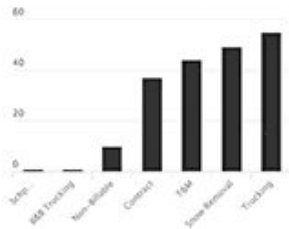
### Monthly Maintenance Costs



### Approved Time



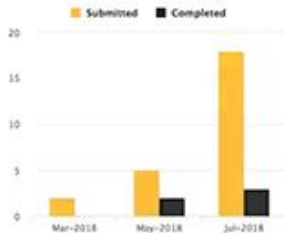
### Job Count by Type



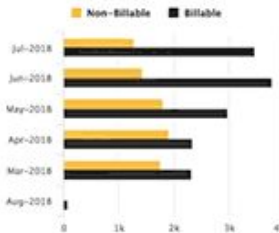
### Quick Reports

- 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

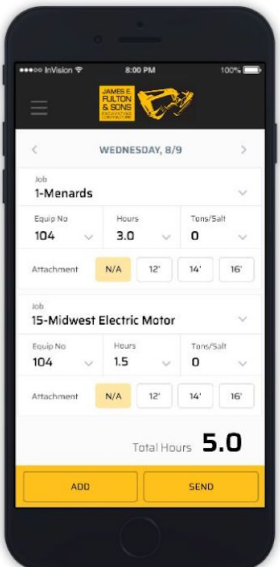
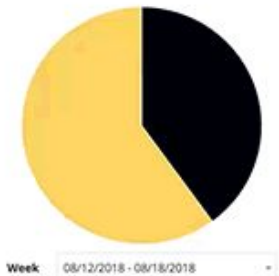
### Maintenance Requests



### Hours to Job vs Non Billable



### Hours by Job Type







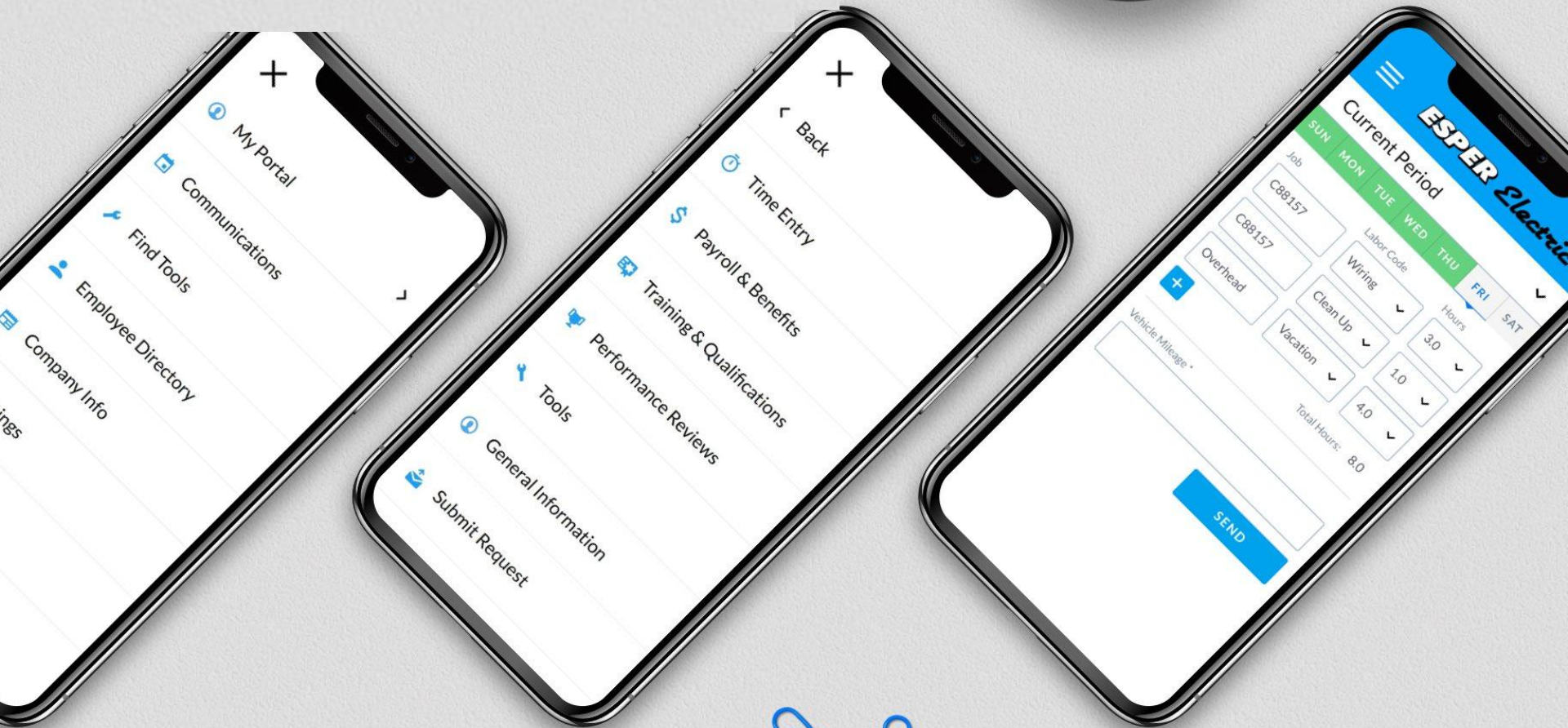
**34 Years in Business**

**Diamond ABC Safety Award Winner**

**Services:**

- Residential
- Commercial Construction
- Industrial Services
- Facilities Maintenance





My Portal

Communications

Find Tools

Employee Directory

Company Info

ings



Back

Time Entry

Payroll & Benefits

Training & Qualifications

Performance Reviews

Tools

General Information

Submit Request



Current Period

ESPER Electric

SUN MON TUE WED THU FRI SAT

Job

C88157

Labor Code

C88157

Wiring

Clean Up

Vacation

Hours

3.0

1.0

4.0

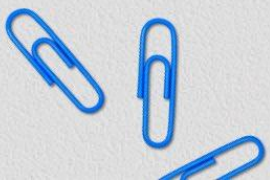
Total Hours: 8.0

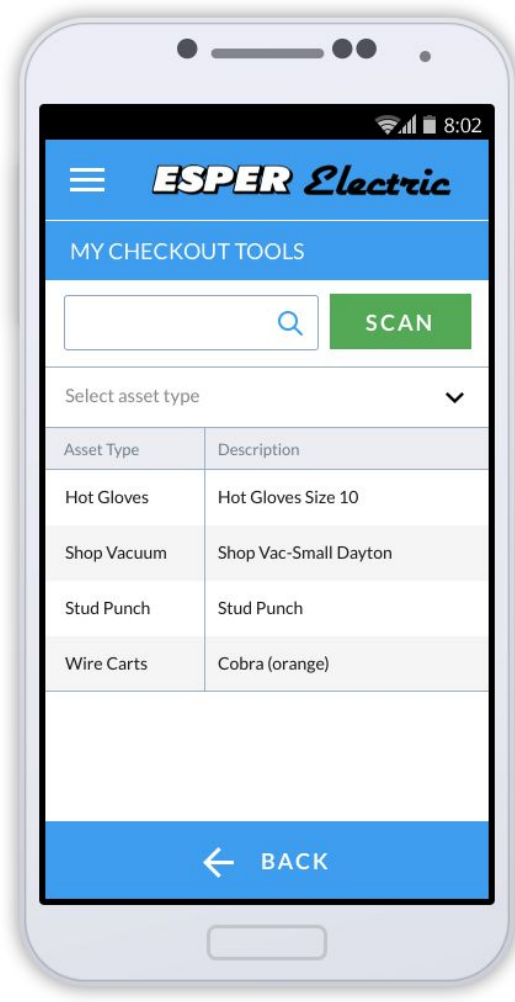
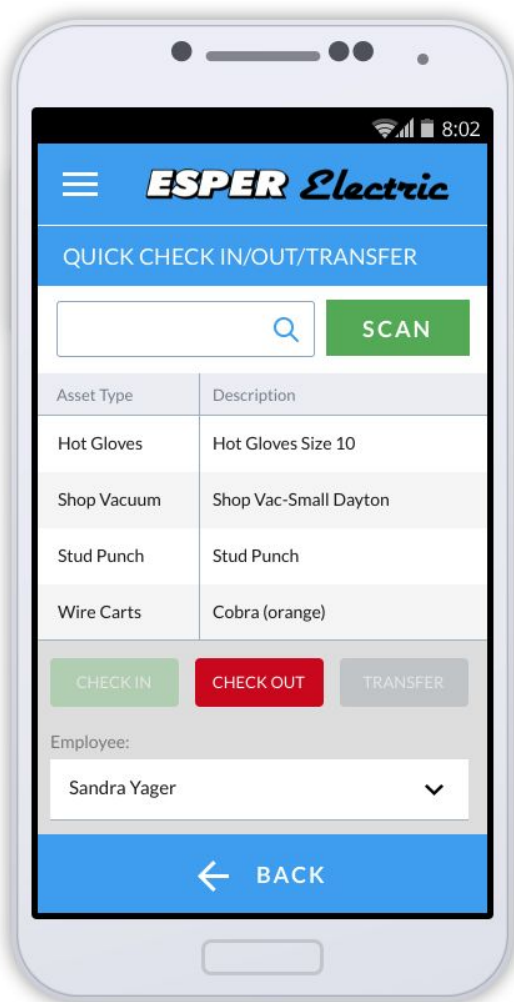
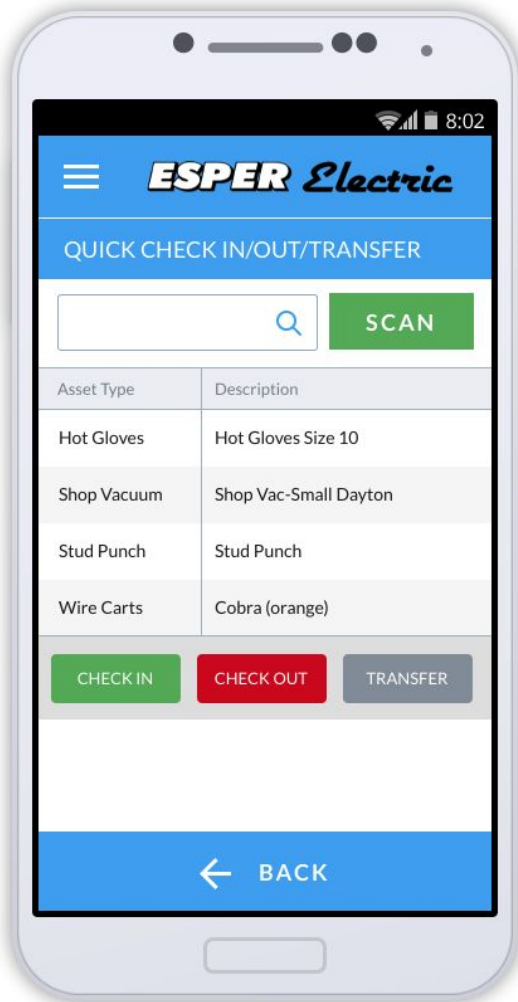


Overhead

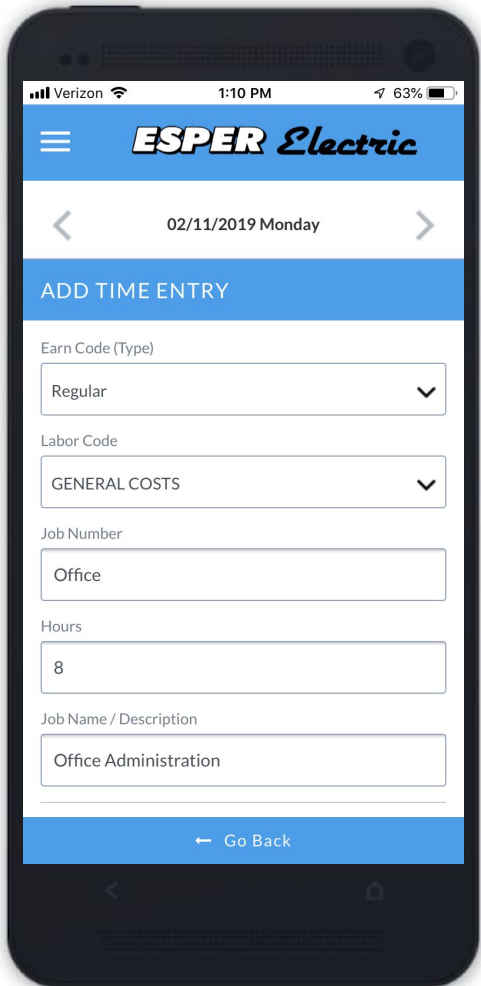
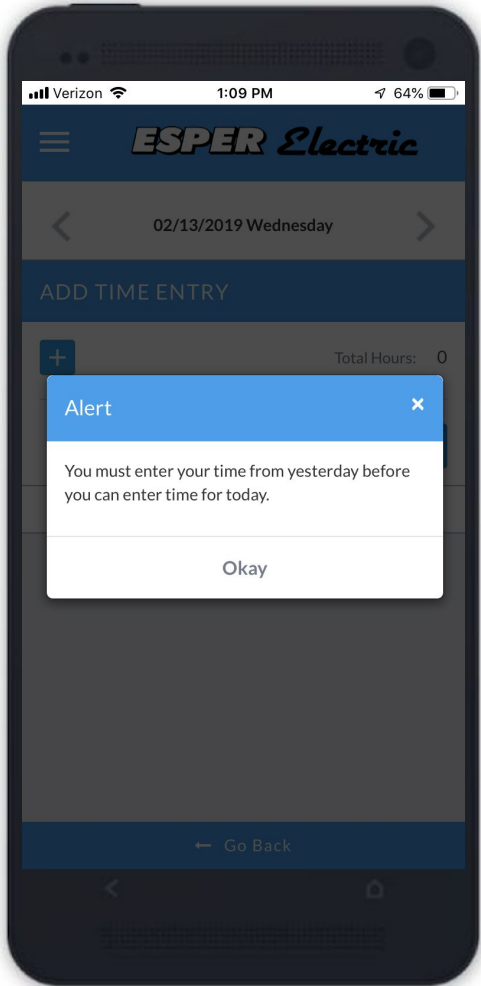
Vehicle Mileage \*

SEND

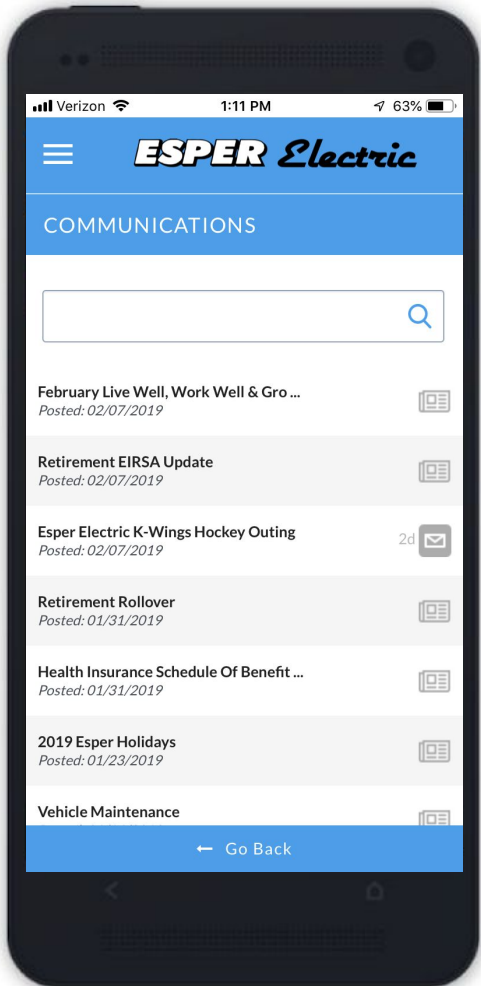
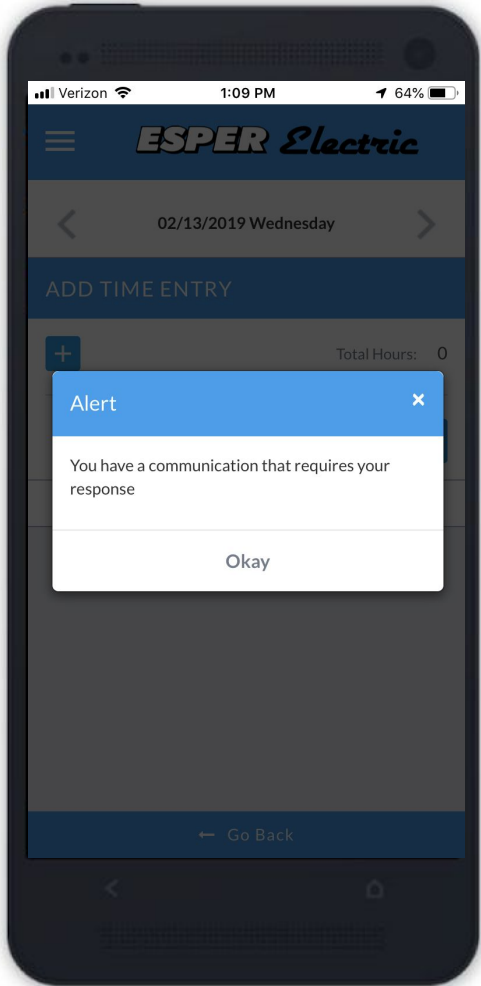


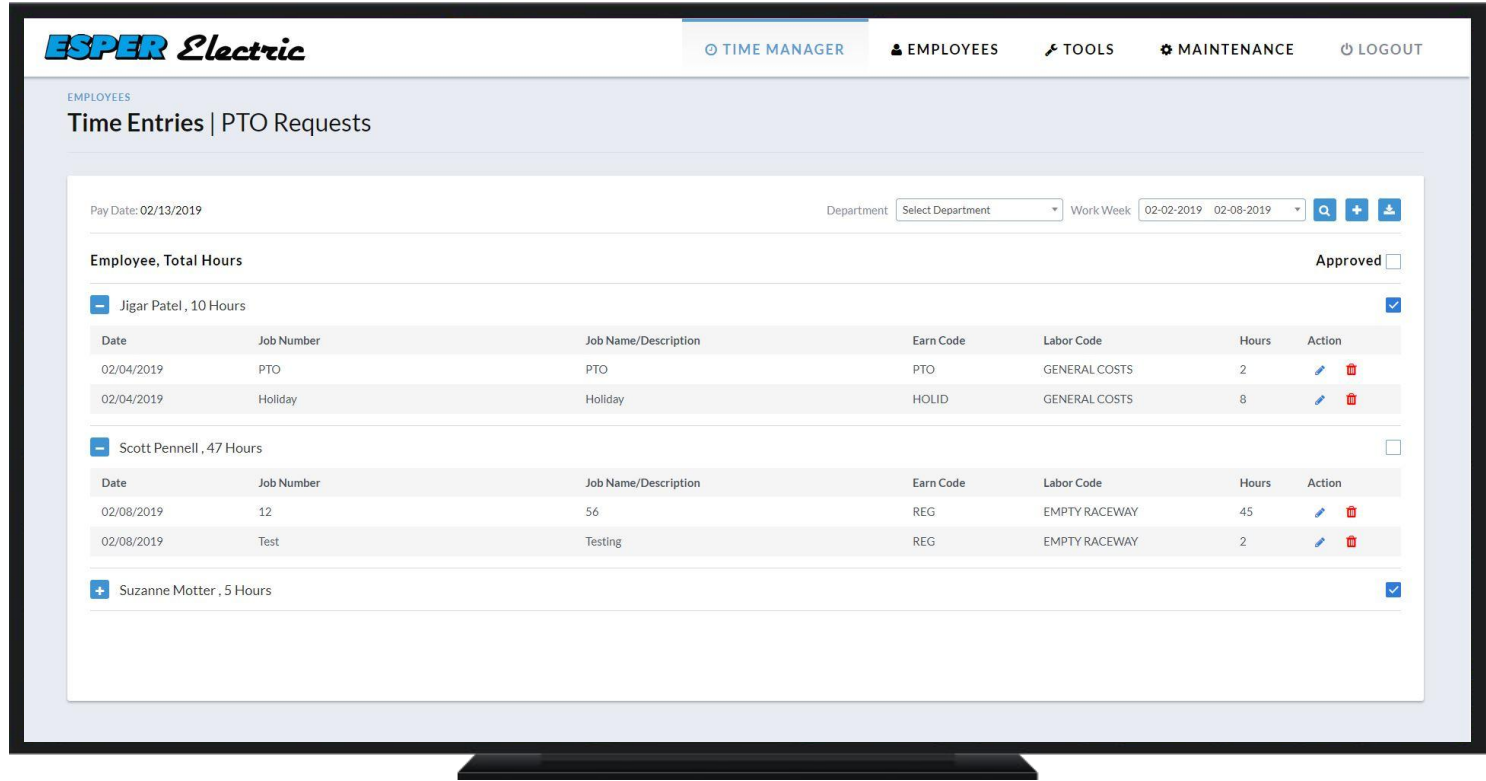
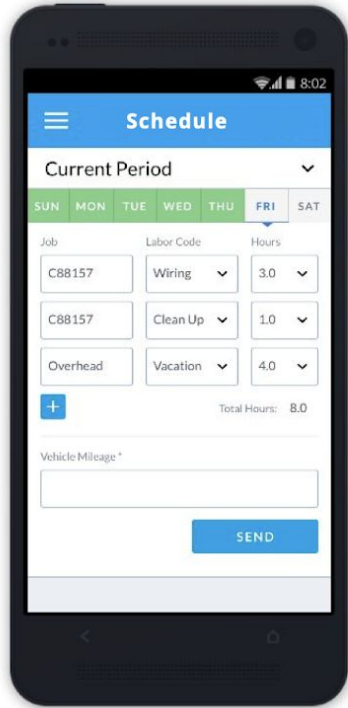


# Require Time



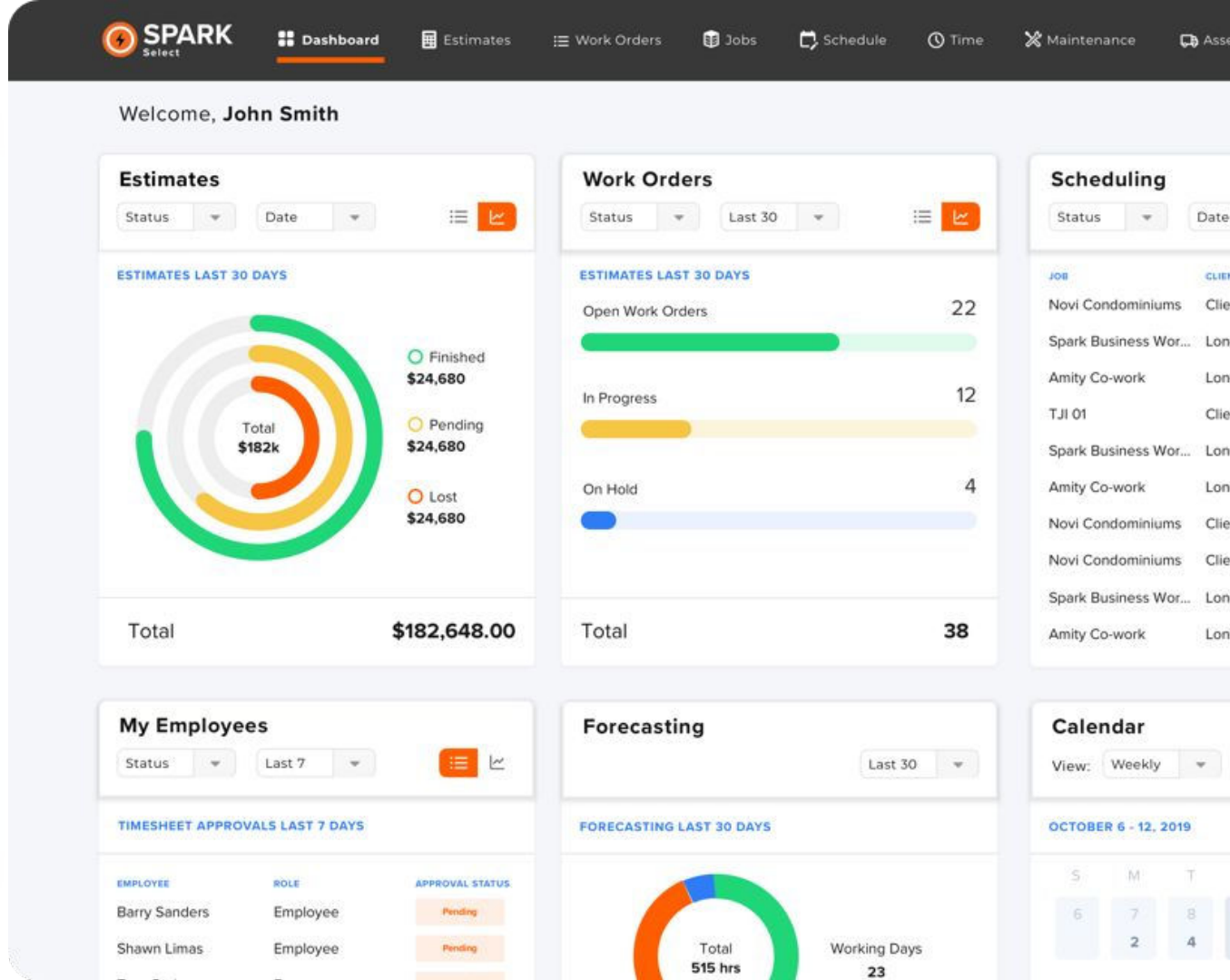
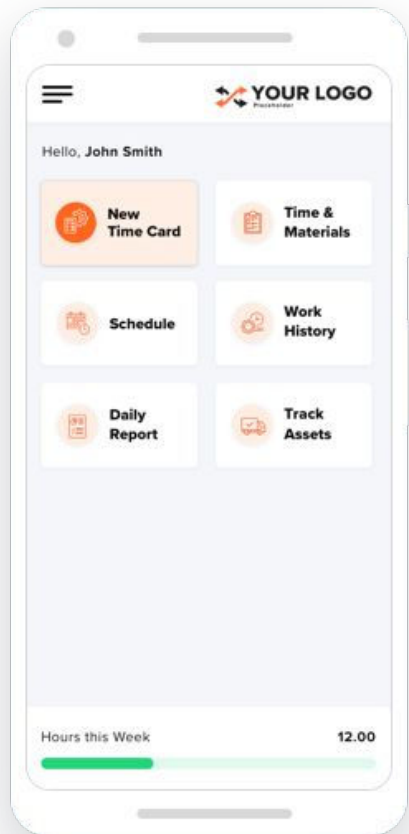
# Alerts











Welcome, **John Smith**

### Estimates

Status:  Date:  ☰ 📄

ESTIMATES LAST 30 DAYS



Total **\$182,648.00**

### Work Orders

Status:  Last 30:  ☰ 📄

ESTIMATES LAST 30 DAYS



Total **38**

### 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**

### Scheduling

Status:  Date:

JOB	CLIENT
Novi Condominiums	Client
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

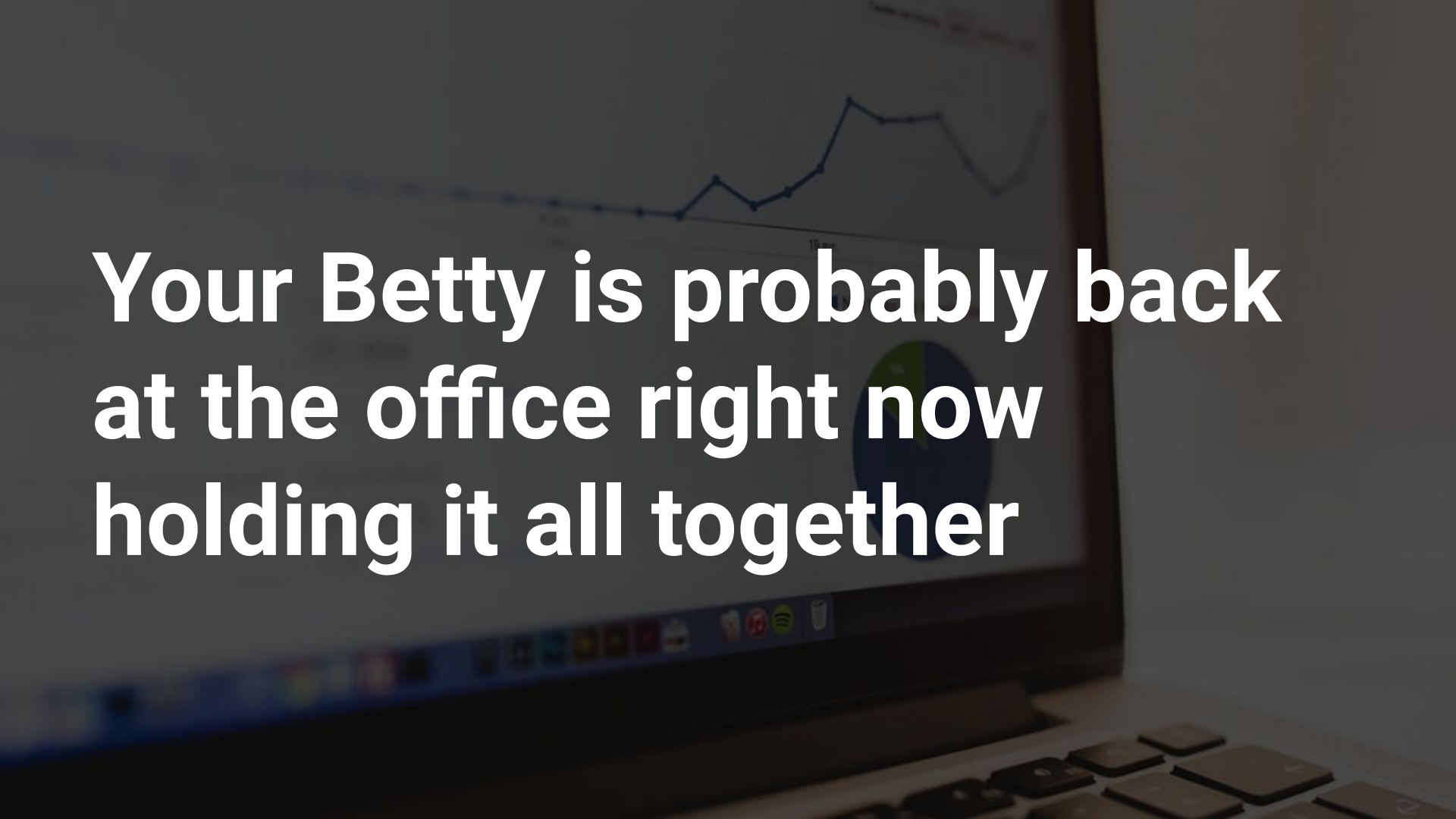
### Calendar

View: Weekly

OCTOBER 6 - 12, 2019

S	M	T
6	7	8
	2	4



A close-up, slightly blurred photograph of a laptop screen. The screen displays a line graph with a blue line and a globe icon. The text is overlaid on the screen in a large, white, bold font. The background is dark, and the laptop keyboard is visible at the bottom.

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

A laptop screen is shown in a dimly lit environment. The screen displays a data dashboard. At the top, there is a line graph with a blue line showing fluctuations. Below the graph, there are some text elements, including "19 av." and "New Visitor". To the right of the text, there is a pie chart with a blue and green segment. The overall scene is dark, with the laptop screen being the primary light source.

**Who's your Betty?**

**Maybe it's your Tom?**

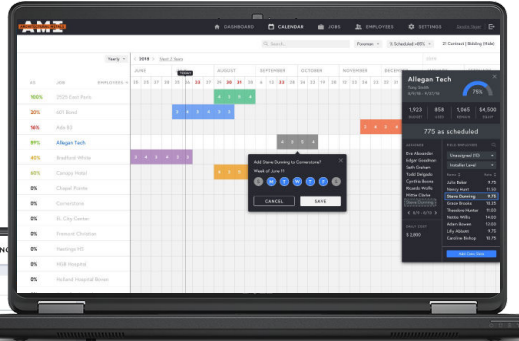
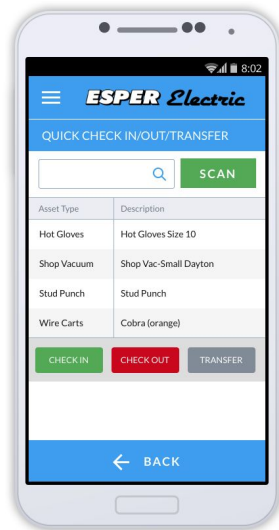
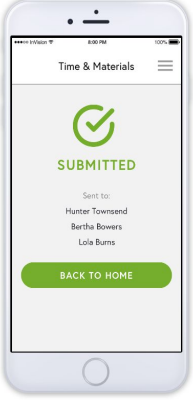
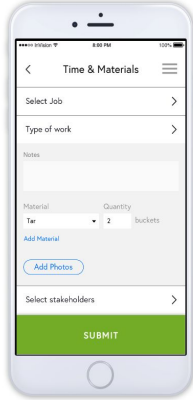
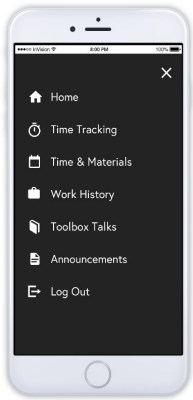
**Maybe it's you.**

Are you investing in automation?



Your crew is ready

INTERNAL



**SPARK** Dashboard | Estimates | Jobs | Work Orders | Schedule | Time | Assets | Job Costing | Log out

Welcome, John Smith

### Project Progress & Consumed Budget

PROJECT	PROGRESS	CONSUMED BUDGET
SPARK Business Works	62%	\$9,009,337
Anvil Co-Work	50%	\$3,474,722
T.J. GI	12%	\$2,500,000
New Condominiums	46%	\$2,402,864
Anvil Co-Work	50%	\$3,474,722
SPARK Business Works	62%	\$9,009,337

Total Projects: 12

### Estimates

ESTIMATES LAST 30 DAYS

Finished	\$24,680
Pending	\$24,680
Lost	\$24,680
<b>Total</b>	<b>\$74,040</b>

Total: \$182,648.00

### Scheduling

Status: Last 7

### Forecasting

Forecasting Last 30 Days

### Calendar

View: Weekly

OCTOBER 6 - 12, 2019

**ESPER Electric** CONTACTS | BIDS | EMPLOYEES | TOOLS | MAINTENANCE

### EMPLOYEES

NAME	POSITION	Status
Kathryn Pleganski	Aspenites	✓
Austin Proch	Accounting	✓
Geoffrey Sauer	Accounting	✓
Casey McLaughlin	Aspenites	✓
Jordan Vahlsborn	Aspenites	✓
Heather Rice	HR Specialist	✓
Bill Hopkins	Aspenites	✓
Morgan Collins	Personnel	✓
Bertha Bowers	HR Specialist	✓
Jenna Kruger	HR Specialist	✓
Michael Rivera	Accounting	✓
Gene Vayner	HR Specialist	✓
Donald Farway	Personnel	✓
Joan Walker	HR Specialist	✓
Lena Thompson	HR Specialist	✓
Steven O'Neil	Aspenites	✓
Anthony Murray	HR Specialist	✓
Sabrina Harrison	Inventory Manager	✓

### REMEMINDERS

DESCRIPTION	WHO	DATE
Training	Jim Foye	10/24/2017
Employee Birthday	Sandra Yeager	10/24/2017
Work Pools	All Employees	10/25/2017
Training	Kevin Doe	10/25/2017
Training	Jim Foye	10/30/2017
Employee Birthday	Sandra Yeager	11/19/2017
Work Pools	All Employees	11/25/2017

### ADD EVENT

Event Name: [ ]  
 Date: [ ]  
 Description: Annual family picnic in the park (food, drinks and entertainment) bring the whole family. Please register by 11/15/17.  
 Send To: All employees  
 Send On: [ ]  
 Repeat as Recurring: [ ]  
 Custom Mail: [ ]  
 SEND

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

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

**Happy clients lead to an  
increase in cash flow**

**and for Betty...**

**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](https://EasySafetyForms.com)



**SPARK**  
Business Works

Insight articles and free  
downloadable tools.

[SPARKBusinessWorks.com](https://SPARKBusinessWorks.com)

[SPARKBusinessWorks.com/Construction](https://SPARKBusinessWorks.com/Construction)

Q&A



# 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](https://sparkbusinessworks.com/construction)

(866) 277-2752