

Embedding Tech into Your Business for Efficiency and Growth



Bob Armbrister 



**President/CEO
SPARK Business Works**

CIO 20 MOST PROMISING CONSTRUCTION TECH SOLUTION PROVIDERS

Review



Free Resources



Use a Custom Software Planning Survey
sparkbusinessworks.com/survey



Get ROI Estimating Tips
sparkbusinessworks.com/ROI-tips



Use the Implementation Checklist
sparkbusinessworks.com/implementation



[Join the LinkedIn Group](#)

See what software other companies are building: sparkbusinessworks.com/construction



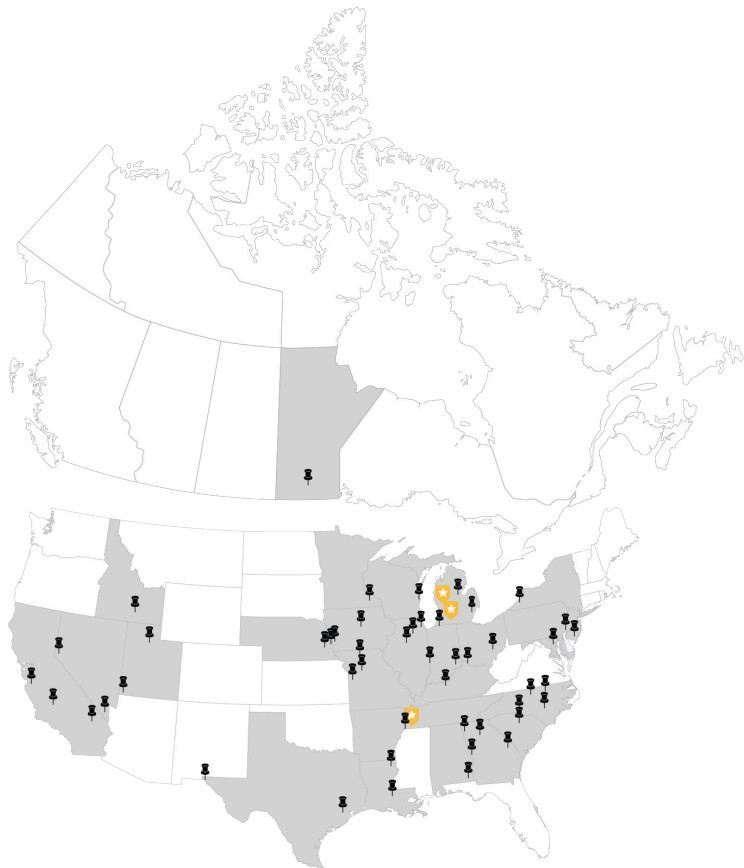
Josh Rohs, CHST
Vice President

CSMGROUP



CSM GROUP

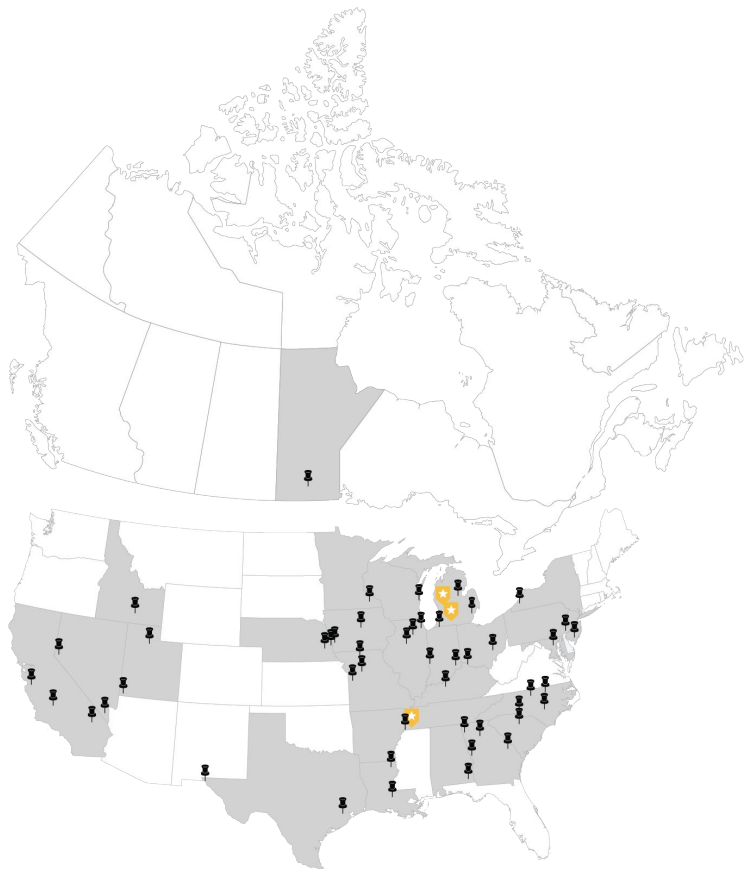
As a nationally-ranked, **safety-focused**, and talent-driven organization, CSM Group focuses on delivering construction management services through **tailored** delivery models.



CSM GROUP

Our professionals manage projects in:

- Food and Beverage
- Industrial manufacturing
- Healthcare
- Pharmaceutical
- Education
- Commercial



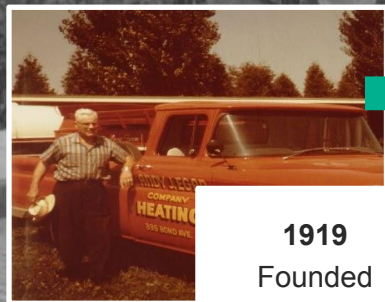


Chris Weaver, CM-Lean
Director of Technology

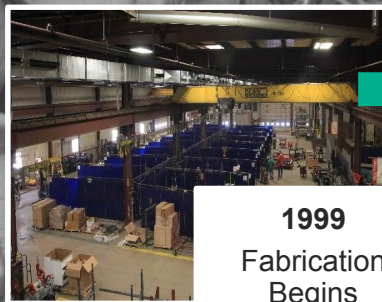


Andy J. Egan Co., Inc.

Egan's History



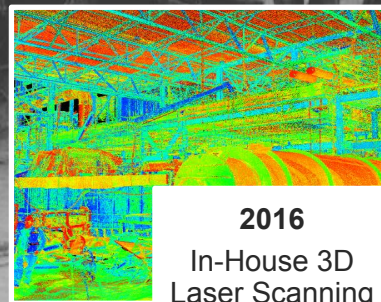
1919
Founded



1999
Fabrication
Begins



2001
First BIM Project



2016
In-House 3D
Laser Scanning



Alex Juncker
Regional Sales Manager



What Sets Us Apart



An ENGIE company

Cost Savings

- Up-front pricing
- Factory labor & efficiencies
- Less field labor
- Efficiently designed systems save operating and maintenance costs

Time Savings

- Shorter lead time
- Built in parallel with other construction
- Simplified field installation

Space Savings

- Pre-planned and engineered
- Designed with smallest footprint
- Space for maintenance and expansion

Quality & Reliability

- Industry leading construction standards
- Most respected suppliers
- Designed and built by professionals
- Factory tested and UL certified

Customization

- Component choice
- You retain control over design and implementation

Single Source Responsibility

- Systecon sources and manages all components
- Less risk
- Easier project management
- Single-source warranty



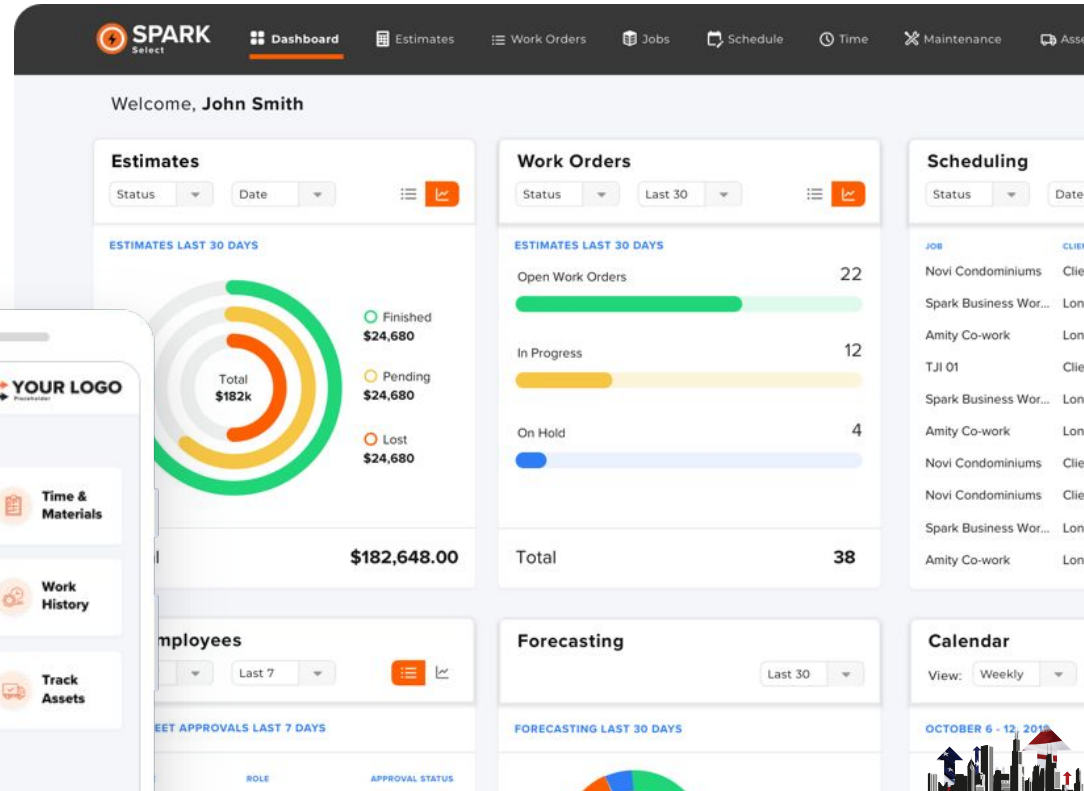
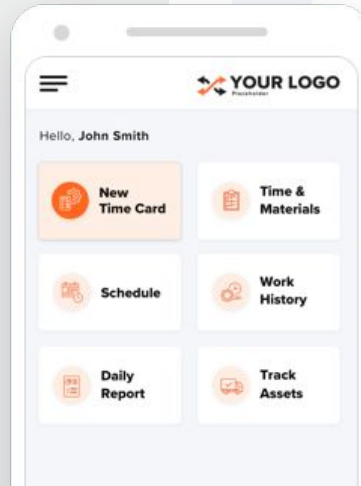
SPARK

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.

Just Right for the Way You Work



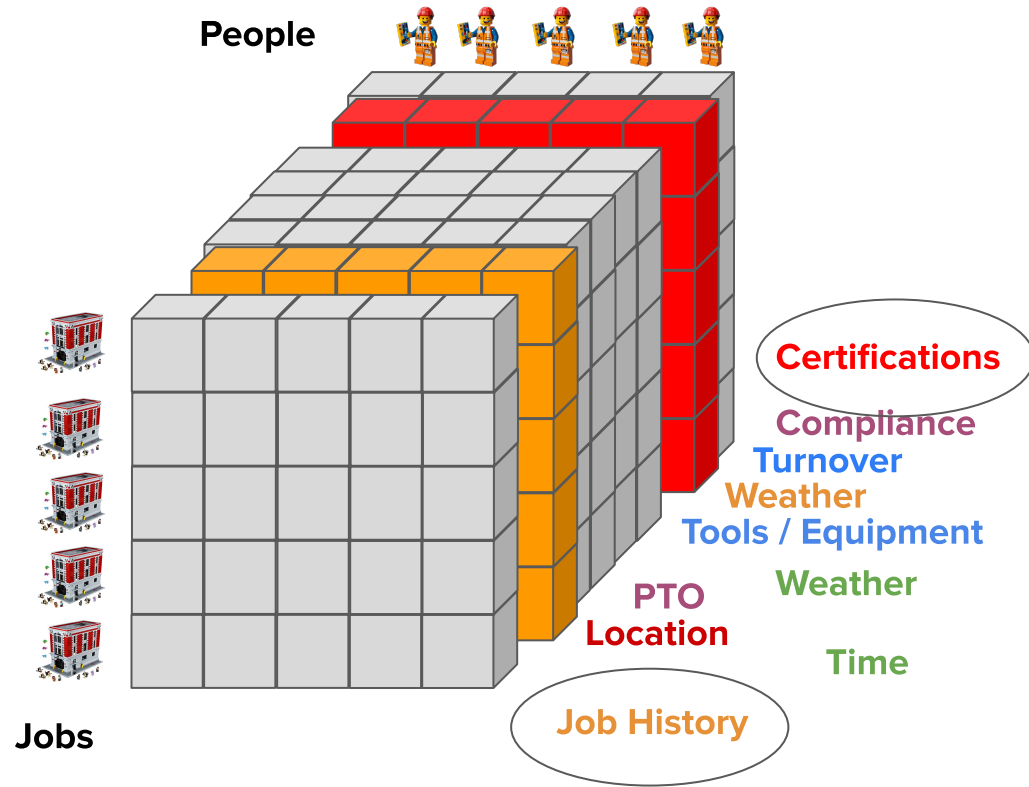
What's **blocking** you from growth?

- ✗ Missed Schedules
- ✗ Double Booking Employees
- ✗ Labor Overruns
- ✗ Material Overruns
- ✗ No Forecasting
- ✗ Missed Margins

Why is it so hard?

You deal with:

1. Difficult environments (weather, dust, etc)
2. Challenging users (don't want to adopt new things)
3. Project Mix (this is the biggest - every project is different)



INTERNAL

Post Fisher 1/2
1 2 3 4

Post Dryer 1/2
1 2 3 4

Post Z-Lift June 30-31
1 2 3 4

Post Rail Modification ASAP
1 2

Post July 10 Zushill plb/Ann 4/20/11
1 2

Post shaker Pan 3 Building
1 2 3

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

Post Tuesday Setup A Frame 2A Building
1 2

White Cash
Days 1. Nick Shufar
Nights 1. Seb/Tom 15-25

WKKI 6-19 BUNLFR REMOVAL
1. Dave D
2. Derel D
3. Paul Guber

Ox Paper June 11

- 1 Rob Wolf
 - 2 Paul Guber
 - 3 Derek D
 - 4 Seba
 - 5 D Daddy
 1. John Haley
 2. Steve Walkers
- Kurt Munk

JAC 7-16-22

- 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 Mank
- 3) Dalt

DA3 Epic
1. Hayden Case
2. Dave Case

Randy Sample

Dr. Laramie
Tuesday June 5, 2018 1:43 PM
Randy Sample, Bart Mank, David Case
Subject: Sample for all work

Project:
Dustin Morgan - Will be gone on an AFM job 9-11-18 returning to NAA 6-18-18
Duffy Austin - to school this week
Luke Anderson - in school this week
David Case - in school this week
Tyler Casan
Michael Bellman
Andrew Laramie - Working for Pro today and next Tuesday
Mike Mank - just started back today
Steve Mank - Working today then Friday and possibly the weekend. Not sure going forward
Charlie James - Here for 24 hours re-call. Scheduled for Williams re-call starting 7-9 and APC re-call @ 11-1-18

Line Crew
Scott Meyer
Tom Meyer

D. S. Laramie
Project Management
Shoshone Industrial Manufacturers and Contractors, Inc.
Cell: 209-438-4024
Cell: 209-942-5570 Fax: 209-942-8114
D.Laramie@shoshoneindustrial.com
www.shoshoneindustrial.com

Multipal Machine Moves

- 1) Dustin Morgan
- 2) Duffy Austin
- 3) Luke Anderson
- 4) Charlie James
- 5) H...



29%

are investing in technology to
automate processes

92%

of construction workers using mobile
technology **daily**.

It's still difficult to succeed.

We discovered
how to
successfully
embed
technology
across **700 job
sites** in **90 days**.



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**

We thought like a
“software company”.

BLOCKBUSTER

VS

NETFLIX

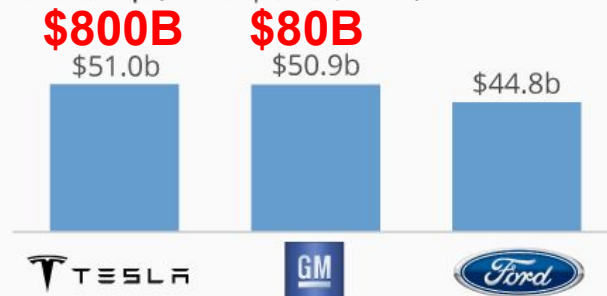
BORDERS®



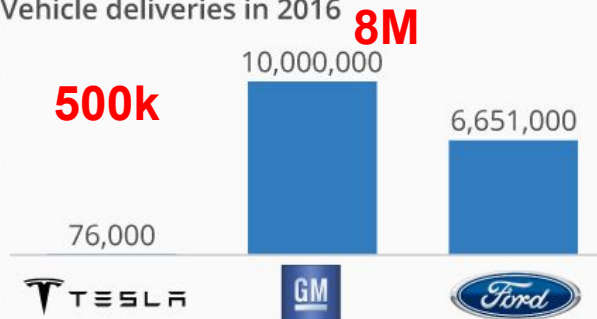
amazon

The Numbers Behind the 'New Big Three'

Market cap (as of April 10, 2017)



Vehicle deliveries in 2016



Revenue in 2016



Net income/loss in 2016



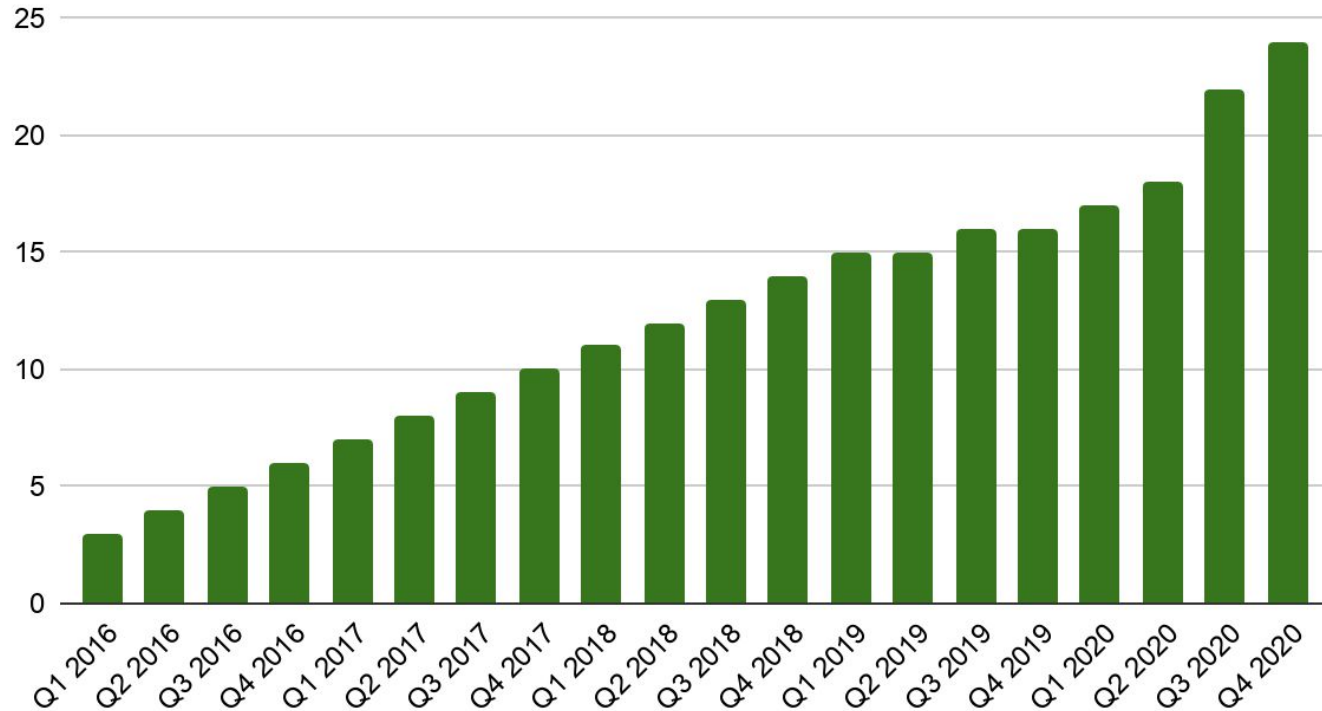
@StatistaCharts Sources: Ycharts, Company reports

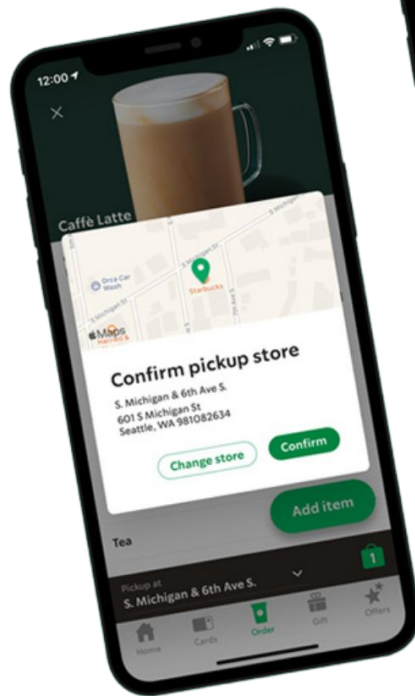
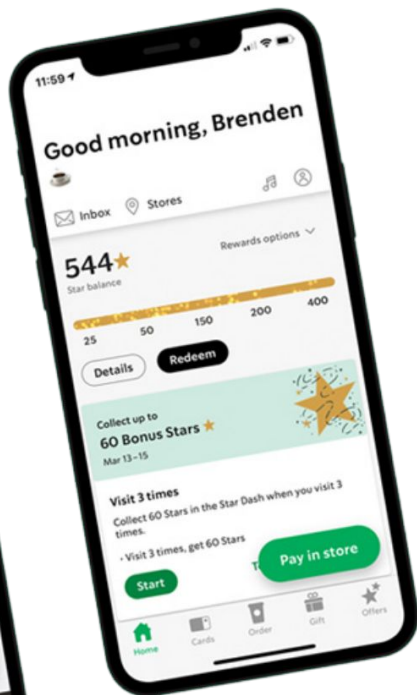
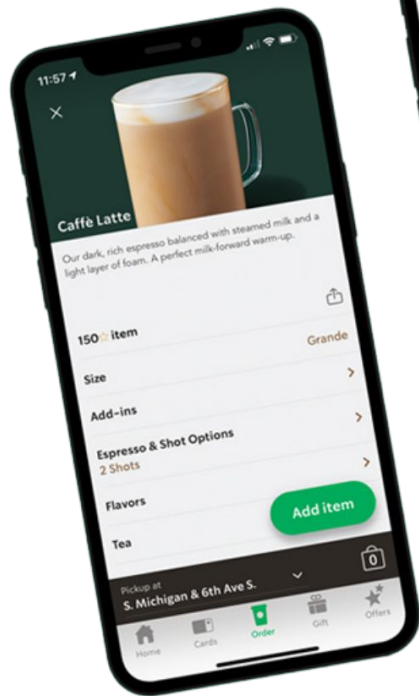
statista

OK everybody knows these...



Starbucks mobile orders as % of total transactions:







1. Think Like a Software Company

2. Embed Technology that is
Easy, Fast, and Simple

The companies on this panel
think like software companies.

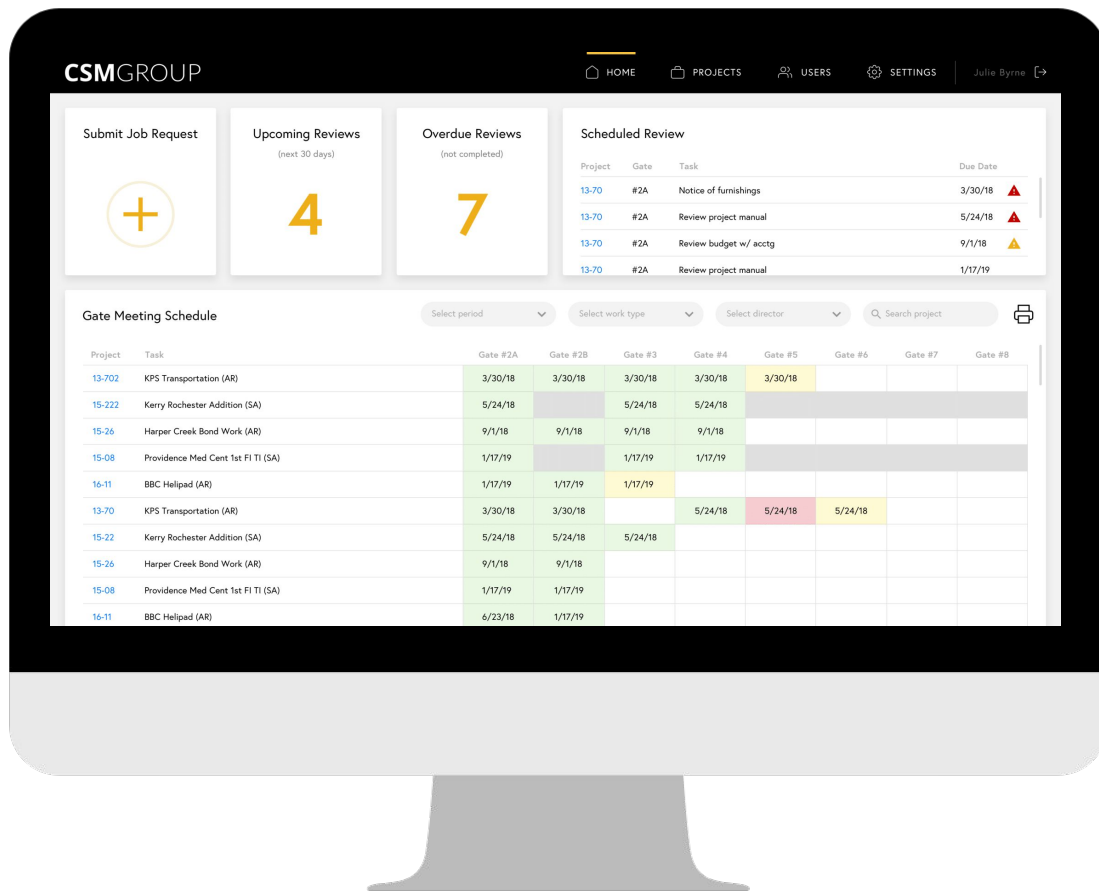
Let's get started!



For Josh at CSM Group–

As a Construction Management firm that operates in 26+ states, you deal with customers with various technology levels...how has CSM Group embedded technology that can serve your entire client base?

A.





For Chris at Andy J. Egan–

Andy J. Egan has always been on the forefront of technology. However, exploring the latest technology and successfully adopting it across your teams are two different things.

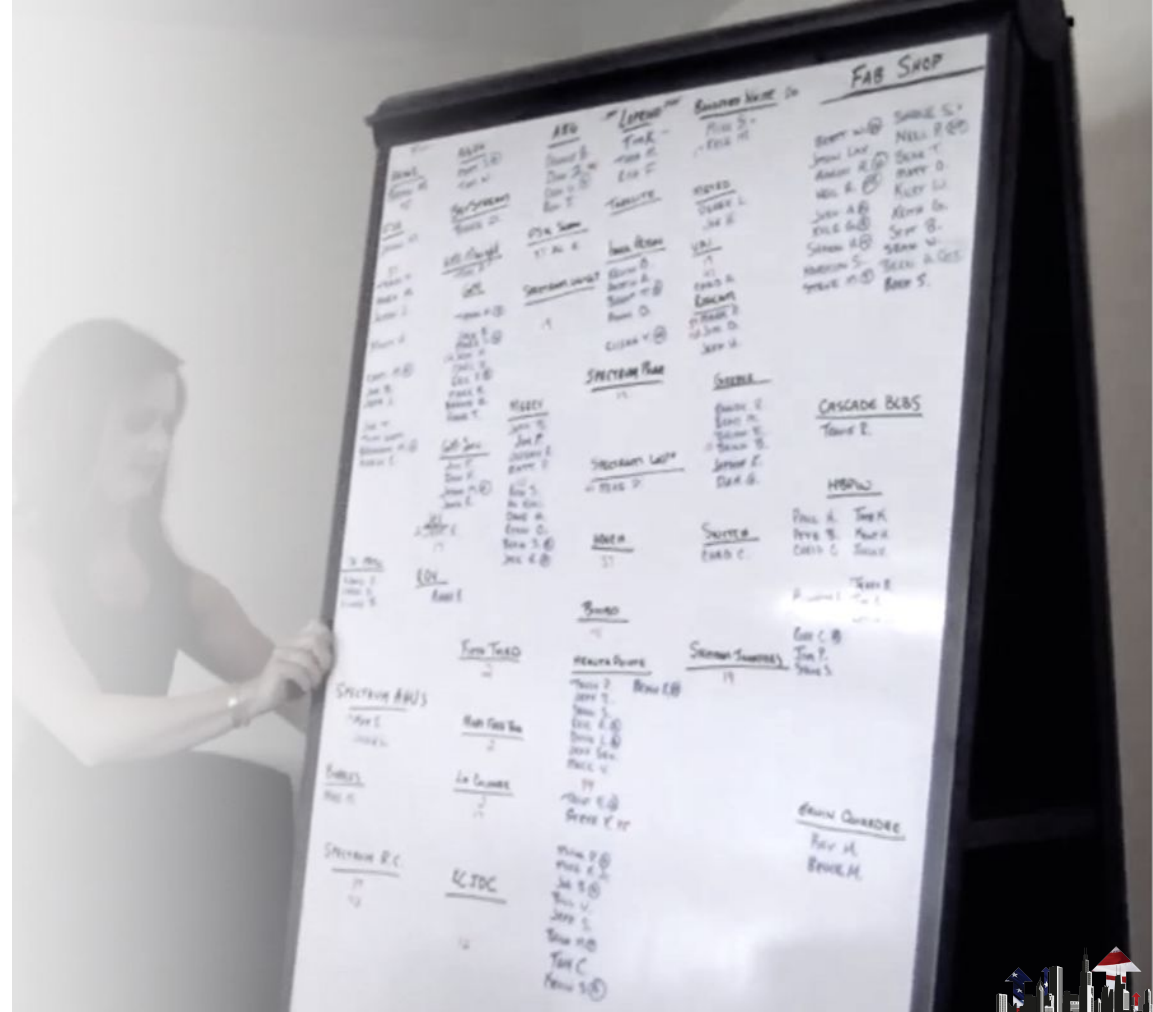
Can you give me an example of a recent success at Andy Egan and how you used your past experience to make this a success?

A.



How we assigned project teams...

- **Dry Erase Boards**
- **Spreadsheets**
- **Post-It Notes**



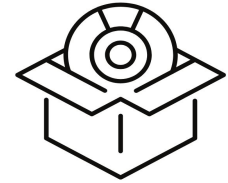
More than 200 field employees...

Each with different certifications, training, skills and specialties.





CUSTOM VS OFF-THE-SHELF BENEFITS



Designed for your goals

**Works with existing
processes**






**Can integrate with legacy
systems or other tools**

**Easy to add functionality as
you grow**

Fast access

**Documentation from other
users**

**Regular upgrades by software
provider**

1	2	G	C	DE	DT	OLB	ILB
		DEFENSIVE TACKLE					
		Aaron Donald					
		PITTSBURGH					
		Ra'Shede Hageman					
		MINNESOTA					
		Timmy Jernigan					
		FLORIDA ST					
		Louis Nix III					
		NOTRE DAME					
		DaQuan Jones					
		PENN STATE					



There has to be a better way!

The image shows a digital whiteboard with a complex organizational chart. The chart is divided into several sections, each representing a different company or department. Handwritten notes and red circles highlight specific individuals and their relationships. A software interface overlay is visible on the right side of the whiteboard, showing a list of users and a profile card for Keith Hawkins.

Organizational Chart Sections:

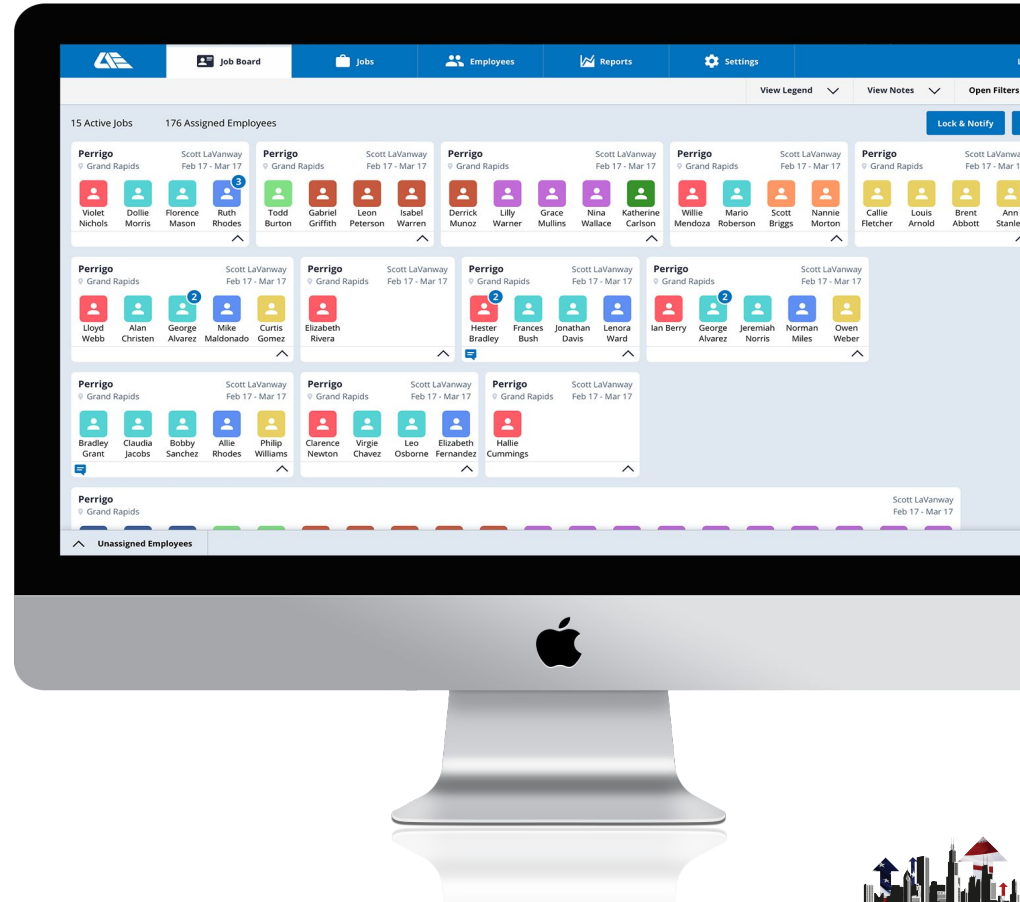
- Clinton J.**
 - Jordan T.
 - Mike L.
 - Helen C.
 - ~~Robert T.~~
 - Wendy K. ①
 - Alex K.
 - ~~Nick T.~~
- Conrad**
 - Albie J.
 - Vincent S. ⑦
 - Brenda T.
 - Ananda S.
- Prisoners**
 - Virgie C.
 - Ashley R. ④
 - Sophie N.
 - Shane B. ⑦
 - Kevin H.
 - Conrad B.
 - Philip V.
 - Joe B. ②
 - Helen M. ②
- Joseph. Conkado**
 - Dominic B. ②
 - Vera C. ②
 - Clifford M. ①
 - Fannie W.
 - Jessy K. ①
 - ~~Jonathan M.~~
- K&K systems**
 - Chris M.
 - Dennis N. ①
 - Allen D.
 - Theresa R. ②
- Constance LLC**
 - Katharine G.
 - Michael S.
 - Shane C. ①
 - Louise P.
 - Ashley P.
 - Constance H. ③
- D.S. Systems**
 - Allen R.
 - Shane H.
 - Philip V.
- Evans Mph**
 - Charlie P.
 - ~~Jonathan D.~~
 - Bruce M. ③
 - Daniel B.
 - Chris C.
 - Dean C.
 - Cal M. ④
 - Florence H.
- HH Group**
 - Joie B. ④
 - Jimmy Z. ①
 - Alexander M. ③
 - Ollie B.
 - Wendy S. ④
 - Timothy W.
- Kypon Electric**
 - Dustin L.
 - Jordan F.
 - Gibson Q.
 - Leon B.
 - Chad R. ③
 - Kurt M.
- R.F.**
 - Luia G.
 - Levi M.
 - Sarah F.
 - Rosetta C.
 - Katharine
 - Eddie K.
- Amosd. Fownd**
 - Helen V.
 - Katharine
 - Joan P.
 - Andrew
 - Nancy
 - John

Software Interface Overlay:

- Reports** | **Settings** | **Log Out**
- Formatting Mode** | **View Legend** | **View Notes** | **Open Filters**
- Cornell Mfg.** (Muskegon)
 - Willie Mendoza
 - Mario
 - Scott
 - Nannie
- Michael Peters** (Feb 2 - Dec 21)
 - Scott
 - Nannie
- Reynolds Systems** (Wyoming)
 - Callie Elacher
 - Louis Arnold
 - Brent Abbott
 - Ann Stanley
- Keith Hawkins** (Available)
 - View Profile
 - Move to Job...
 - Copy to Job...
 - Remove
- Bright Green Inc.** (Grand Rapids)
 - Ian Berry
 - George Alvarez
- Soylent Corp.** (Grand Rapids)
 - Gary Bowen
 - Jonathan Cross
 - Keith Hawkins
 - Gordon Poole
 - Trevor Wells
 - Ophelia Klein
 - Chester Saunders
- Wayne Enterprises** (Grand Rapids)
 - Hester Bradley
 - Frances Blush
 - Jonathan Davis
 - Lenora Ward
- Initech** (Grand Rapids)
 - Ian Romero
 - Halle Cummings
- Frederick**
 - Virgie Chavez
 - Leo Osborne
 - Elizabeth Fernandez
- Johnson S.**
 - Rose N.
 - Lydia
 - Lenora
- MNS LLC.**
 - Marian Wells
- Micro Systems**
 - Rosie Martinez
- Air Controls**
 - Elnora Watkins
- BMV**
 - Edward Reyes

Features

- Fast, Easy Importing
- Custom Filters
- Mobile-Friendly, Web-Based Platform
- Custom User Settings
- Integration with our other tools



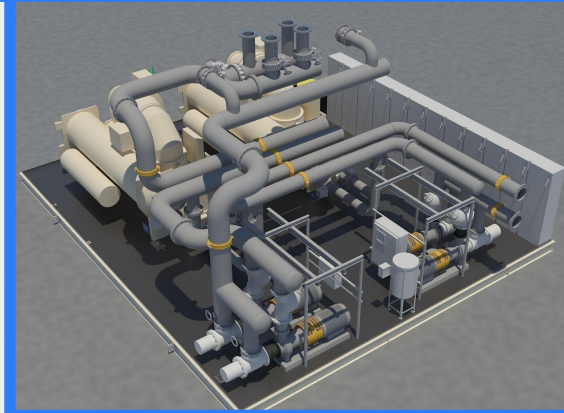
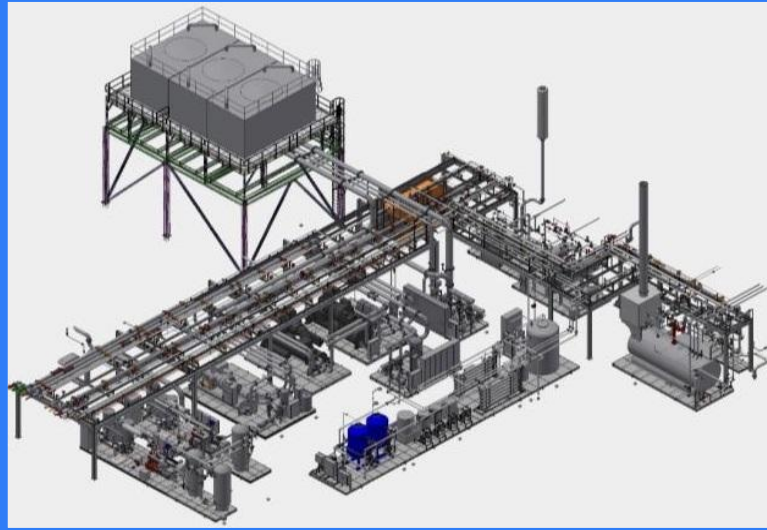


For Alex at Sysstecon –

Can you talk about how Sysstecon has embedded technology into your operations?

How do you measure/track it's success/ROI?

A.



Systecon[™]
An ENGIE company

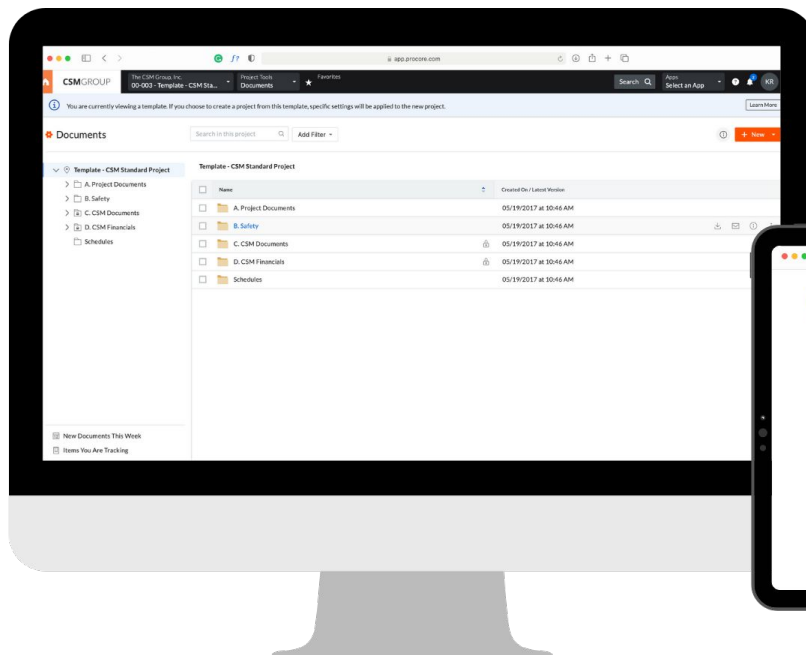


For Josh at CSM Group —

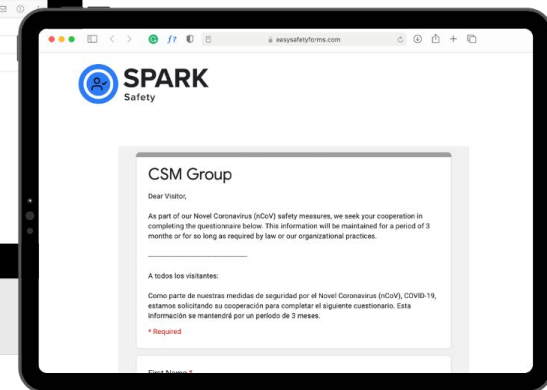
Let's talk about some real world examples. How has CSM worked with your clients to embed technology together?
What is a real world example?

What did you learn that other companies should know?

A.



CSM GROUP





For Chris at Andy J. Egan —

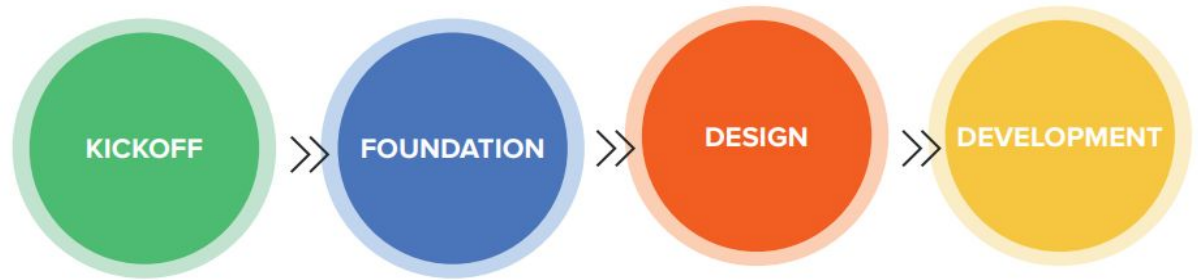
Earlier you explained WHY you decided to go down the road of building your software?

Can you explain your experience in regards to HOW the software was created?

A.



Steps to *Launch*



Process

The screenshot shows a web application interface for employee management. The top navigation bar includes links for Job Board, Jobs, Employees, Settings, and Logout. Below the navigation bar, there are statistics: 35 Active Jobs, 173 Active Employees, View Legend, View Notes, and Open Filters. A 'Multi Select' button is visible. The main content area displays a grid of employee cards, each representing a different business group. The cards are arranged in two rows. The first row includes 'Access Business Group', 'Amway Grand Plaza Hotel', 'BevStream', and 'Bradford White'. The second row includes 'Bubbles', 'Cascade BCBS', 'CE - Campbell', and 'Erwin Quarder'. Each card shows a list of employees with their names and a small icon. Some cards have a red 'X' over them, indicating they are not active. A yellow callout box with a red border is overlaid on the left side of the interface, containing five numbered steps explaining the process of marking employees. The callout box is titled '1 Formatting Tools will be bottom pop up just like Unassigned Employees pool.' and lists the steps for selecting shapes and colors to mark employees.

1 Formatting Tools will be bottom pop up just like Unassigned Employees pool.

2. User will first select the shape, and then color, and then Employee to mark it with that shape

3. User can do combinations of shapes and Colors.

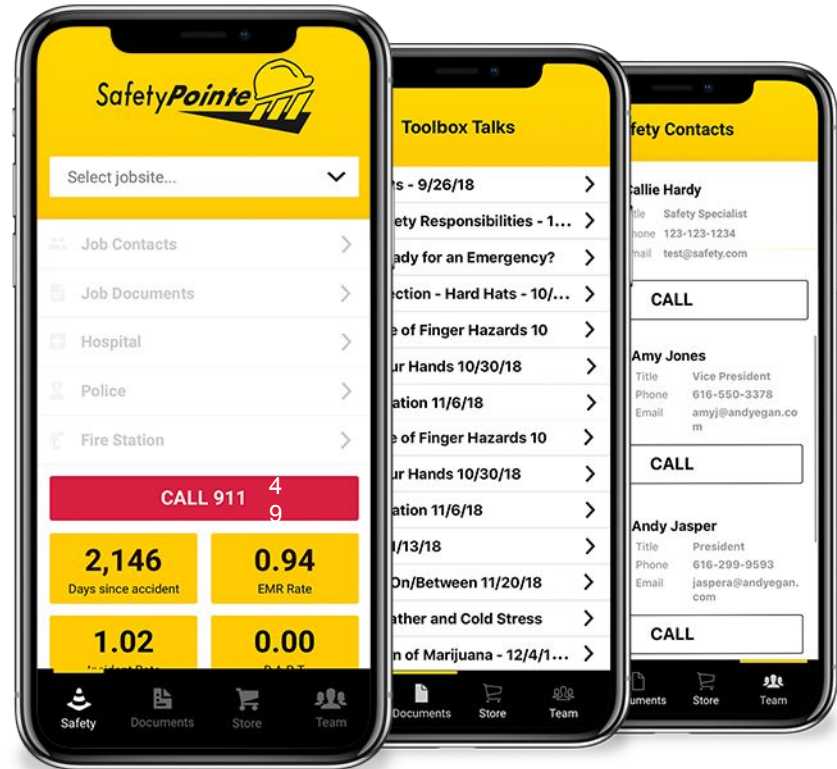
4. By Default, there will be no highlight

5. To stop marking employees, user will click on the current shape in Formatting tool menu.

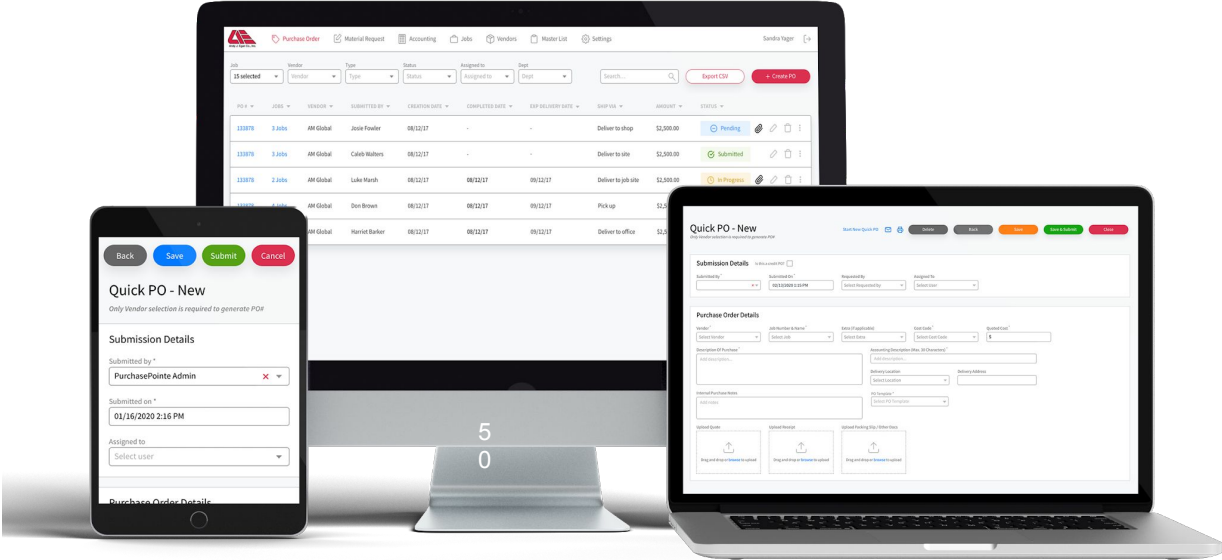
The interface also features a 'Shapes' section at the bottom with icons for a square, rectangle, triangle, and a red 'X'. A 'Colors' section at the bottom right displays a grid of color swatches for 'Shapes Color' and 'Highlight Color'.



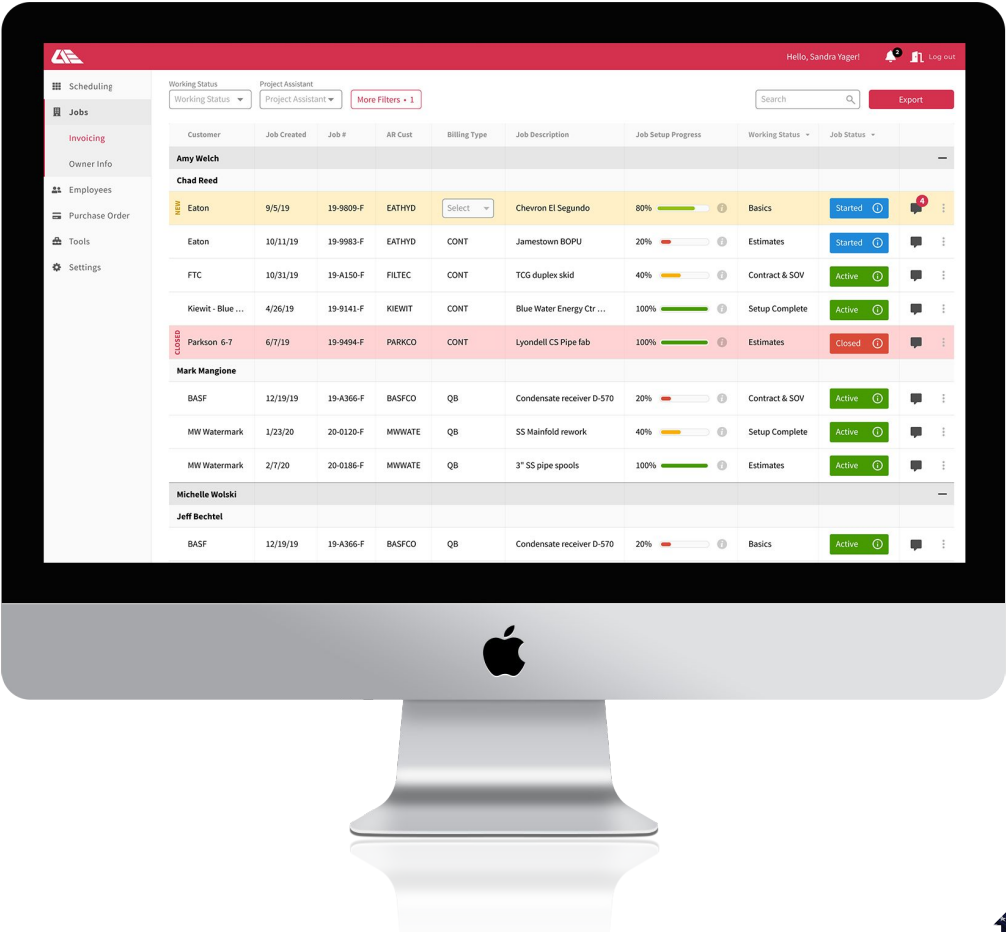
SafetyPointe



PurchasePointe



EganHUB





For Alex at Sysstecon —

Give me a real world example where the technology saved your project/client?

What did you learn?

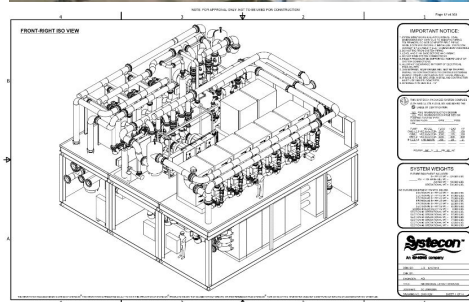
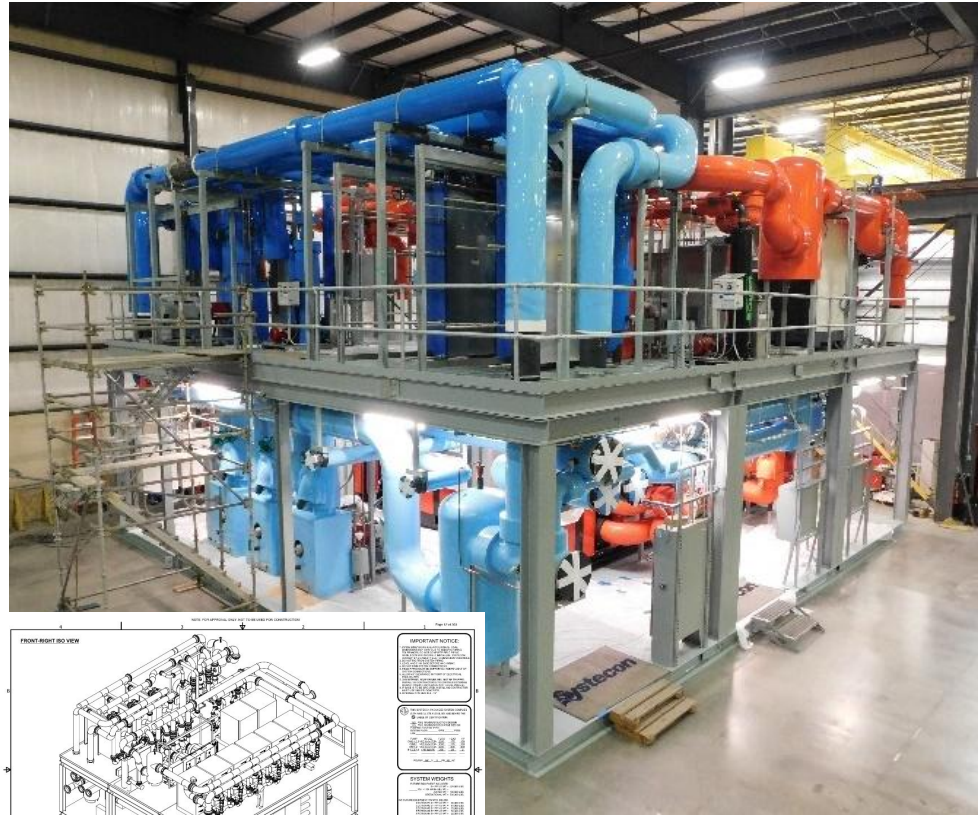
Project Location: Racine, WI

Project Description

- Modular Central Geothermal Plant
- Designed and manufactured a two-story indoor, modular central geothermal plant that included modular chillers, boilers, heat exchangers, pumps and all associated power distribution and controls.

Facility Size: Global HQ Campus

Delivery Method: Design/Bid/Build



SysconTM
An ENGIE company

Great stories! Now let's dig deeper...

What do we need to look out for
when embedding technology into
our businesses?

Risk Factors

Address these early on!

1

Not getting buy-in

Bring the users to the table

2

Not clearly defining the ROI

Set metrics for success

3

Scope creep and improper time/budget constraints

Have an open and transparent relationship with your solution partners.

Every company has battle
wounds from failed technology
deployments.

How do you move a company
forward in these scenarios?

Be Intentional about Getting Input and Buy-In!

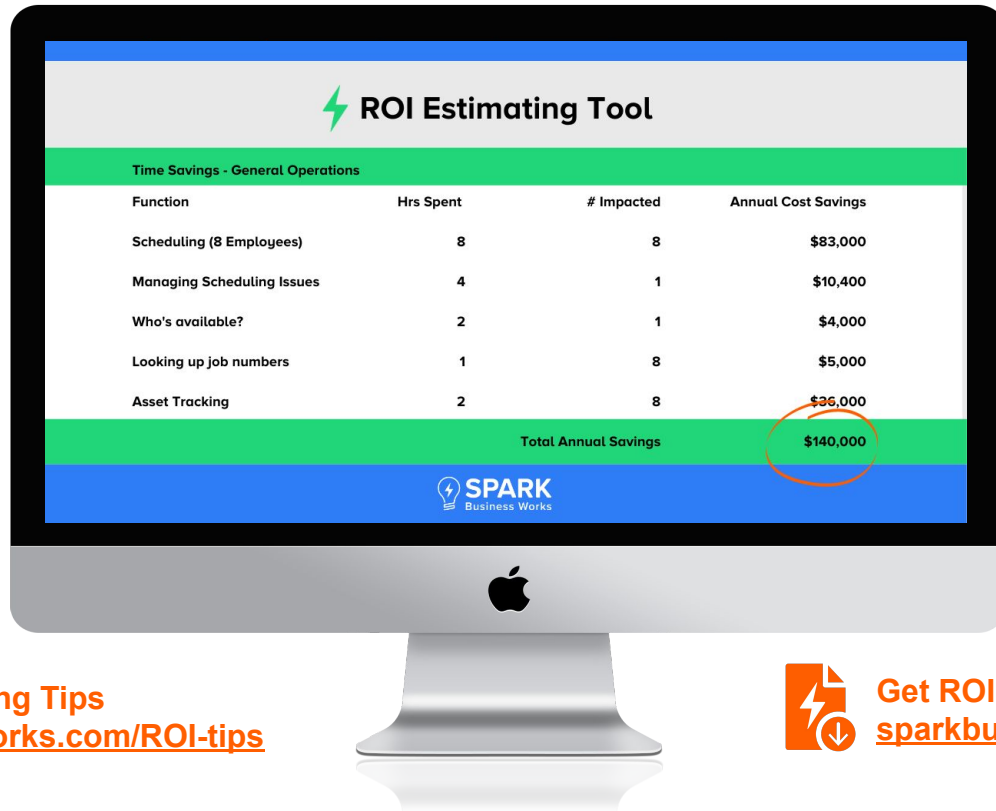


Get Custom Software Planning Survey
sparkbusinessworks.com/survey

How do you sell your idea up the chain?

(how to convince the 'non tech folk')

Make the Business Case for Your Solution



Get ROI Estimating Tips
sparkbusinessworks.com/ROI-tips



Get ROI Estimating Calculator
sparkbusinessworks.com/ROI-tool

With what you know now....
looking back, what should you
have told yourself to invest in /
develop **5 years ago?**



**Connect with other like-minded
“practical innovators”.**

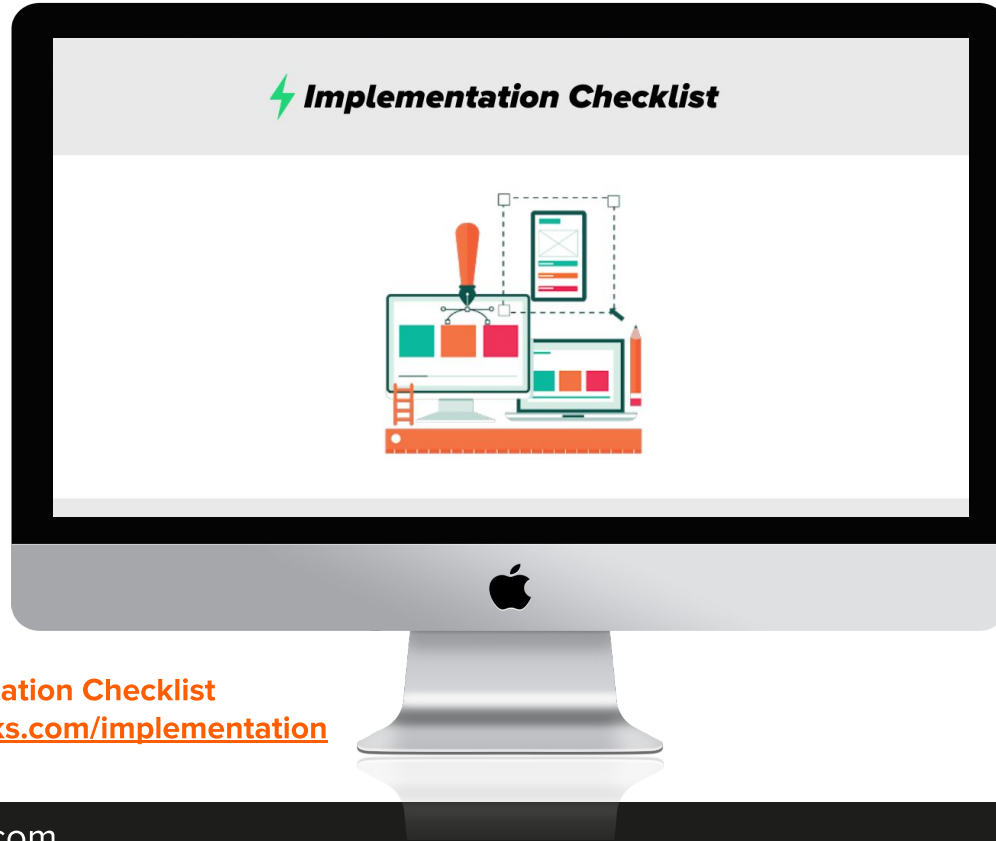
We're a network of construction leaders and professional helping our industry navigate the complexity of investing in technology for our teams and projects – by sharing our own stories and insights.



[Join the LinkedIn Group!](#)

How do you pull the project
across the finish line?

Make sure it's clear who OWNS each part of implementation.



Use the Implementation Checklist
sparkbusinessworks.com/implementation

Easy, Fast & Simple

Think like a software company!

Free Stuff!



Self-declaration and alert
system for COVID-19.

EasySafetyForms.com



Insight articles and free
downloadable tools.

SPARKBusinessWorks.com



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

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