



DECK LEM

INTRODUCING Spieker Point's DECK LEM

Reducing risks to
productivity and
profitability



Successful businesses do three things well:

1. They simplify systems and processes
2. They eliminate waste
3. They keep cash flowing

Spieker Point's new *DECK LEM* (labour, equipment and materials) helps the construction industry and its contractors and service providers do all three.

More than a million Spieker Point users already attest to the simplicity of Spieker Point's DECK DecisionWare, "the software that speaks your language." This flexible platform adapts to business needs, so businesses don't have to adapt to the software.

DECK DecisionWare features easy-to-use Jelly Data visualizations Chat, Dashboards and Reports, and engines for query building, analytics, workflow, dynamic case management, and policies.

It can do a lot. So Spieker Point helps clients understand the *how's*, *why's* and *when's* of each feature, so they can pick only what they need.

DECK LEM is the first Spieker Point product designed to meet the needs of the construction industry by bundling the DECK DecisionWare features that most directly address the industry's risks of unnecessary complication, waste of effort and materials, and constricted cash flow.

It does this with an intuitive **Project Scheduler** that reduces both complexity and cost, a **Daily Diary** to make communication and issues tracking easier, and by going to the dark side...of data that is.

Software that speaks your language.

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DECK LEM Smart Informed Invoicing

In the software industry, we call unused data, “dark data.” (because taking on dark data makes us feel a bit Jedi knight as we work with code all day.) Dark data is simply data a business has but isn’t using. You might also call it waste. *DECK LEM* shines light on this data and makes it do some of what you’re currently paying a person to do.

Here’s how.

When you start a new project in *DECK LEM*, you drop a pin on a map to identify the project site and its radius. *DECK LEM* then uses the GPS devices you already have on your fleet to track what equipment is on the project site for how long and match that to your billing rate.

Similarly, *DECK LEM* ties into the mobile app your employees use to track time. (Don’t have one? We do.)

This frees project managers from complicated record keeping and Herculean paper shuffling efforts, which are later input by admin staff for invoicing. Instead, the project manager simply reviews the report prepared by *DECK LEM* and verifies or edits the information as needed.

This ensures equipment and labour costs aren’t inadvertently left off invoices, while reducing labour, shortening the timeline for invoicing and ultimately improving cash flow.

DECK LEM Mobilization Module

Does your equipment mobilization team need a better view of the “yellow iron” moving between project sites? *DECK LEM*’s Mobilization Module gives your team a unique visualization to ensure optimal equipment movement. The virtual views can easily show opportunities – such as a spare 12 feet at the back of a trailer where a bobcat could hitch a ride which translate into savings in fuel and time.

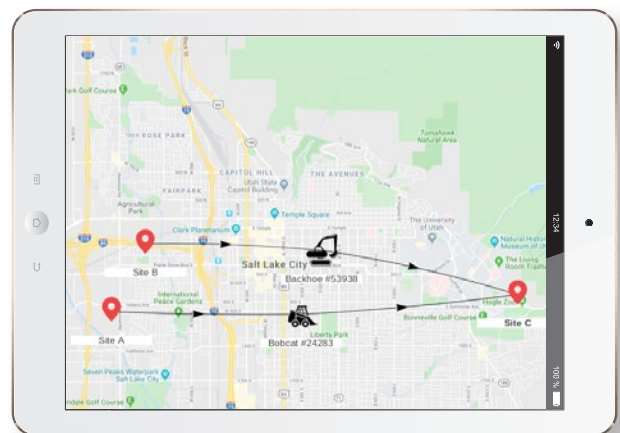
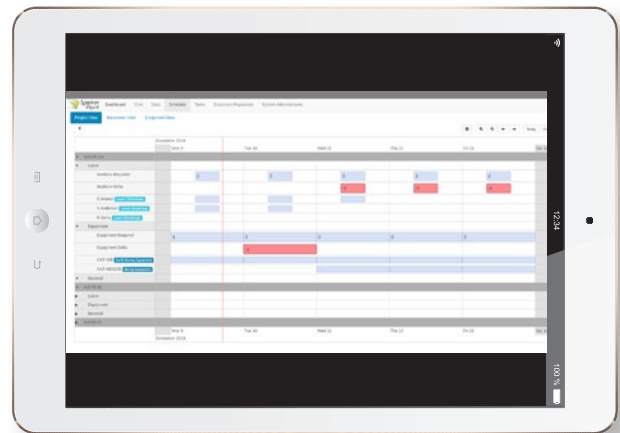


DECK LEM Project Scheduler

DECK LEM’s Project Scheduler is designed to provide all the functionality needed, without the bells and whistles that drive up cost. It has a modern, intuitive visualization design that’s easy to learn and easy to use.

Project Scheduler allows companies to

- Build schedules quickly to ensure the right people, with the right skills, and the right equipment are where needed, when – and only when – needed.
- Examine projects from four angles: people, equipment, materials, and the project as a whole.
- Review the most up-to-date project cost based on the people and equipment scheduled to be on site.
- Assess expected project revenue based on your billing rates for people and equipment.



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Future Cashflow Projection

Cashflow is as important to a business as blood flow is to a body. That's why *DECK LEM* collects valuable data in *Project Scheduler* and in the Smart Invoicing module, which can be probed to determine when you will most likely be paid.

It does this by letting you play with and visualize "what ifs." You may have a number of clients paying monthly invoices and a lump sum at project completion. Others may pay an initial lump sum and the remainder upon completion. All have 30-day payment terms. But in reality, some pay earlier, some later.

With the *Future Cashflow Projection* module, you can develop best- and worst-case scenarios for when you will be paid. If clients, on average, pay in 45 days, how does that affect cash flow and what does it allow us to do? What situation would we be in if they all wait till 60 days to pay?

If you want your predictions to be even more accurate, you can have Spieker Point connect *DECK LEM* to your accounting system. The module will then examine clients' payment history and use machine learning to predict cash flow with even more accuracy.



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Daily Diary

DECK LEM's Daily Diary allows your team to record events on site and communicate with each other both on site and off. Features include:

- **Toolbox Safety Meeting** – a place to record safety meeting attendance and keep notes on issues discussed.
- **Site pictures and comments** – a picture really is worth a thousand words, so workers are spared having to write those words with tiny mobile-phone keyboards.
- **Notes** – We're not sure how you'll use the notes section, but we know you will. It's there for you when and where you need it.
- **Issue registry** – Too much sand in the corner of a site just cleared? Register an issue so everyone's aware and understands how it'll affect the job, then track the issue through to resolution.
- **Injury registry** – An apprentice cut a finger opening their Starbucks breakfast container? Apply a bandaid as needed and quickly record the incident in the injury registry, so you're onsite with OH&S and able to get back to work.

You might want to think of *DECK LEM* as a unique bundle of power tools that help build your competitive advantage. *Smart informed invoicing, Project Scheduler, Daily Diary* and *Future Cashflow Projection* work together to simplify construction processes while improving cash flow and reducing wasted data, time and effort.

Let us show you how.

DECKDecisionWare.com

OUR COMPANY



Established in 2011, Edmonton, Alberta

Speiker Point is named for the great 19th Century German mathematician and teacher Theodor Speiker who determined the centre of mass of a triangle, the balance point between all sides.

He inspired our name and inspires our work daily as we commit to delivering the balance point for our customers: the area of highest value that delivers the greatest improvement to processes and profitability while informing both insight and foresight.

DECK DecisionWare is the engine we've created to deliver on that commitment.

SpeikerPoint.com

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DECK DecisionWare is the one operations management platform you need to connect all of your data and transform information into insight for the right people at the right time.

DECK DecisionWare is Speiker Point's premier product designed to provide extensive core functionality while "drinking in" your processes. DECK DecisionWare adapts to the way you do business instead of asking you to change your business to fit the software.

You can start small with industry specific bundles that just make life easier or transform the way your data works for you across your entire enterprise. Either way, better information flow and management will translate into better decision making and better business.

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