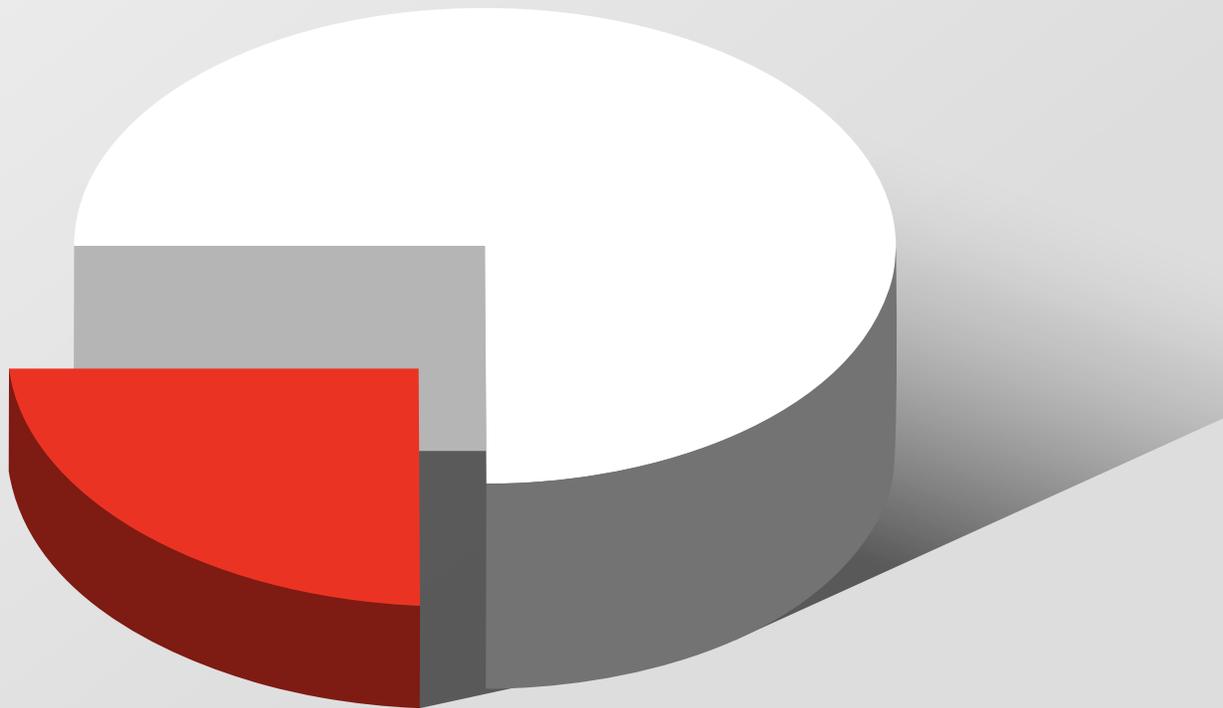




GUIDE

Protecting Projects — and Profits — with Fulcrum



How our mobile data collection and workflow automation platform enables teams to improve the quality of their work and their processes — without writing a line of code

You get what you measure.

On-time, on-budget project delivery demands constant attention to details: quality inspections, asset maintenance, safety management, process execution, and more.

Managing all of this by instinct isn't enough. In fact, it's often harder and causes more stress than putting in the work to measure your processes and outcomes. Whether you're building out infrastructure, performing maintenance, or conducting in field-based installations, better data will drive better performance.

Focus for a moment on one aspect of your projects: quality.

Many of us are old enough to remember Ford Motor Company differentiating themselves in the 1980s with the slogan “Quality is Job 1.” Today, with the range of options consumers have to choose from, quality is more important than ever for companies to set themselves apart from their competitors.

But how are you ensuring that it remains the focus of your attention? And how do you know that your quality improvements are paying dividends in terms of things like rework and lost time?

When you look across your projects, consider how your processes, quality inspections, safety inspections, and SOPs are ensuring that you’ll realize a profit rather than a loss.

Knowing these things requires data. It requires the ability to measure quality and to measure your processes — and the people who are performing them. It requires Fulcrum.



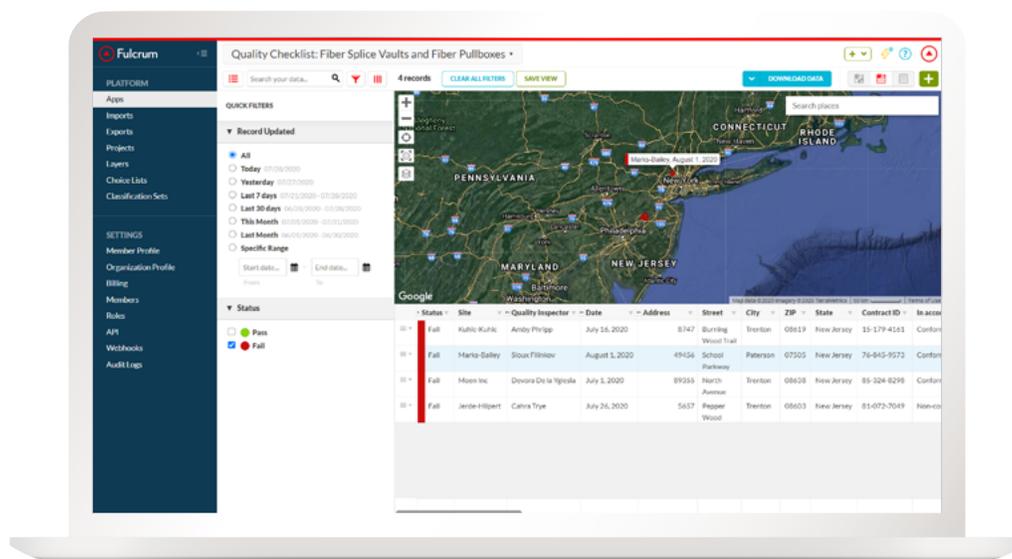
Know your data

When you look across your projects, consider how your processes, quality inspections, safety inspections, and SOPs are ensuring that you’ll realize a profit rather than a loss.

What Projects Need, Fulcrum Provides

Whether your team is conducting utility pole maintenance or building an apartment complex, completing projects on-time requires, in every step of the process, a delicate balance of:

- ▶ **Consistency** — because you can't know if you're going to be on time or on budget for a project if you don't know how long and costly the individual steps are.
- ▶ **Quality control** — because you need to avoid rework and ensure that every action along the way is good enough to enable the next.
- ▶ **Safety** — not only because it's the right thing to do, but because every mishap drives efficiency down and costs up.
- ▶ **Oversight** — because you're responsible, and some people perform better when they're being measured.
- ▶ **Participation** — because your team members are at their best when they're taking responsibility for their own work.



Fulcrum gives you and your mobile workforce the power to monitor all of these things — in real time — with no-code mobile apps.

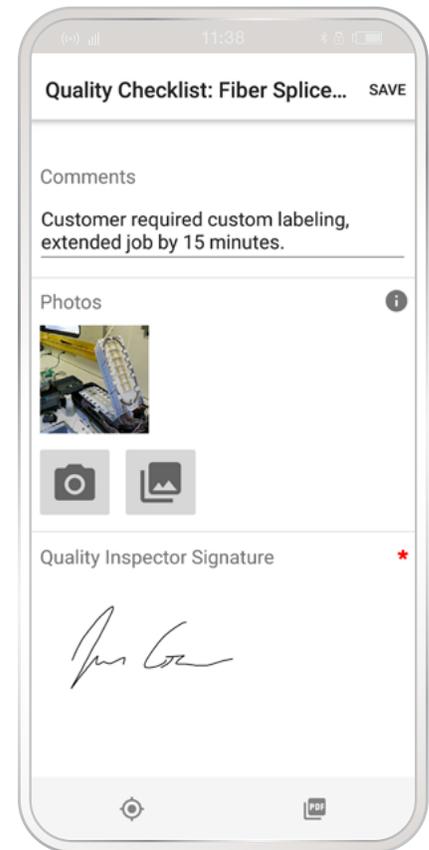
Measure and document

With Fulcrum, you can remotely monitor your teams in real time (or near-real time, if they're working in a disconnected environment) to track the progress and quality of your projects, whether they're happening down the street or seven states away. You don't have to be there in person. Your team members can simply open the app and:

Take a record. By helping you create a process where each person collects consistent data on what they're doing, how long it took, where and when they did it, and other factors, Fulcrum helps you track progress and identify blockers.

Take a picture. Stop interpreting what your team member means when they say that something “looks good.” Use Fulcrum to take photos that show the job was done right — that a completed installation is up to code, for example, or that trees surrounding power lines have been pruned correctly.

Take a video. Don't limit yourself to snapshots in time. Fulcrum can capture a video of a team member following a correct procedure, which eliminates any question about whether your team is doing work safely and properly.



As soon as that data syncs, it's instantly available to you — or anyone with access to your Fulcrum dashboard — to sign off on. The sooner you sign off on one project, the sooner your team can move onto the next.



Efficient Data Collection

Fulcrum makes it easy for every team member to quickly document their work using their own phones or tablets, without slowing them down.

Optimize and economize

Not only does Fulcrum enable your mobile workforce to improve the quality of their work, it empowers you to improve their processes, seamlessly and continuously.

Improve the inspection process. Whatever you're inspecting, you want to make sure that the measurement process itself is efficient and economical. Fulcrum enables rapid inspections, dynamic workflows, and automated inspection reports that let you share results quickly and efficiently — without ever leaving the app.

Improve consistency. As you make process improvements, you'll want to push them out to people as quickly as possible so everyone is working the same way.

Fulcrum lets you be sure that your entire mobile team is using the latest checklists, apps, reports, and workflows, without desktop sync or paper-based issues.



Improve quality. Enabling your mobile workers to demonstrate the quality of their own work will help you monitor their job quality without babysitting them. Fulcrum makes it easy for every team member to quickly document their work using their own phones or tablets, without slowing them down.

Every record, photo, video and audio recording is automatically time-stamped and geotagged so you know exactly when and where it was collected. That way, if a street light needs to be reinspected, for example, you'll have no problem finding it.

Demonstrate your value

Records collected in Fulcrum are stored safely in the cloud where stakeholders can access it instantly to understand the efficacy of their mobile workforce.

Prove the work was done right. Fulcrum's automatically generated reports immediately document that your project work is complete, meets standards, and is ready for acceptance.

Prove the effectiveness of your safety efforts. By helping each team member collect data throughout their work processes and consistently document their safety efforts, Fulcrum provides the baselines and evidence necessary to show how your safety program is protecting the company's people and profits.

Prove the value of your programs. Fulcrum opens up the data you've collected for further analysis in analysis tools, reporting systems, geospatial platforms, and more. And the more ways your data gets used, the more valuable it — and your team — becomes.

Fulcrum enables new levels of visibility into the work and worth of your mobile workforce.

Level up with Fulcrum

The Fulcrum platform empowers novice developers to build mobile applications that enable organizations to modernize their safety and inspection processes to protect their people, property, and projects.

Check us out and find out how our no-code platform can help you:

- ▶ Digitize mobile data collection
- ▶ Deploy new forms, apps, and reports, without writing code
- ▶ Deliver automated safety and inspection workflows
- ▶ Drive business optimization with unique geospatial and AI-based data insights

▶ If you're interested in learning more about how Fulcrum can help your next job, start a [free trial today](#).