

PREVENT DATA BLACKOUTS

Digitizing Solar Operations to Connect
Field Data to the Office



INTRODUCTION

When it comes to the solar business, you're only as good as the data coming from the field. Yet, companies today still collect data using paper and pen. A supervisor then consolidates that data into a spreadsheet or csv file — or even worse onto yet another paper form that gets attached and emailed up the chain. Finally, at some point in time, all this data gets uploaded into one of many systems at the office.

“...88% of all spreadsheets have errors in them, while 50% of spreadsheets used by large companies have material defects.”¹

– CNBC

Within paper and spreadsheet-heavy processes, breakdowns are inevitable. As a result, you get incomplete, inaccurate, and inconsistent reporting for important, cost-containing matters.

Solve the problem at the source — the field.

It's time for solar energy companies to ditch paper and spreadsheets and digitize their operations to connect the field to the back office.

“...companies that fall short on meeting employee mobility needs miss out on a fundamental opportunity to better serve customers, support employee productivity, and ultimately, grow revenues.”²

– FORRESTER

In this eBook, we'll discuss how digitizing operations with TrackVia, a mobile-friendly workflow platform for operations, delivers three critical business benefits:

1. More complete, consistent, and accurate data from the field **(ACQUIRE)**
2. Faster time-to completion and on-time performance **(ACT)**
3. Timely and informed business decisions **(ANALYZE)**

¹ <https://www.cnbc.com/id/100923538>

² Forrester Research. The State Of Enterprise Worker Mobility, 2017 Use Forrester's Employee Mobile Mind Shift Index To Inform Your Mobile Strategy. April 21, 2017

1. ACQUIRE DATA AT THE SOURCE

With the fast pace and many moving parts of solar, companies have a vested interest in acquiring accurate data quickly. Unfortunately, manual processes, such as using pen and paper to collect data, hold back your entire organization due to time gaps, rework, inconsistencies, and errors.

*Underperforming organizations are 30% more likely than best-in-class to have paper-based processes in place for the field*³

— ABERDEEN

With TrackVia, acquiring business-critical data becomes an easy and efficient process. TrackVia replaces paper and spreadsheets with dynamic mobile apps, enabling you to capture information from any device — online or offline. Your teams can use standardized forms to enter data, scan barcodes, geotag locations, attach photos, and document weather conditions using any iOS or Android device.



CASE STUDY: Energy and Utility Asset Management and Services Company

With TrackVia, this company automated their manual processes and cut their project rework rate by 50% and improved their bid win rate. [Watch the full story.](#)



ACQUIRE

³ http://v1.aberdeen.com/launch/report/research_report/11000-RR-mission-critical-mobility.asp

2. TAKE IMMEDIATE ACTION

A standard rule of thumb for workflows: tasks that require three or more people to complete take seven business days. When someone is working in the field, this days-to-complete only increases. Can you imagine the improvement to on-time performance rates and the resulting profits if you could cut the time-to-completion down?

Employees who use mobile applications to perform work are 34% more productive.⁵

Companies gain an extra 240 hours of work per year from employees due to mobile working.⁶

TrackVia eliminates manual steps in a process and frees your employees to take immediate action. Through event- or data-based triggers, TrackVia automates tasks, work and change orders, notifications, and alerts that you configure for your

specific processes. For example, when you complete one step in a workflow or process, the application automatically triggers the next step in your process to begin. Additionally and importantly, your TrackVia applications can also sync with your other systems in real-time, so you can immediately share data.

The result? Improved on-time performance. And as we all know... time is money.



CASE STUDY: Coldwell Solar – Increasing Resource Utilization, Improving On-Time Performance, and Achieving Greater Customer Satisfaction

Coldwell Solar, leading builder of solar power systems, reports a significant increase in project efficiency — resulting in better resource utilization, improved on-time performance, and greater customer satisfaction. [Read the full story.](#)



ACT

4 <https://www.itbusinessedge.com/slideshows/show.aspx?c=83113>

5 http://www.digitalstrategyconsulting.com/intelligence/2014/05/apps_boost_worker_productivity_34.php

6 https://www.ipass.com/wp-content/uploads/2011/05/iPass_MWR_Q2_2011.pdf

3. ANALYZE REAL-TIME DATA FROM A SINGLE SYSTEM

Think of all the back-and-forth emails from coworkers that include spreadsheets or reference disparate systems. You simply cannot analyze data effectively with disparate systems, innumerable versions of spreadsheets, and emailed updates floating around the company.

Of companies that rank quality as a top performance measure, 47% say their project reporting involves separate systems that require manual reconciliation and updates

– KPMG ⁷

By digitizing field data acquisition and integrating it with your other systems, TrackVia offers accurate, real-time visibility across your entire organization. View all your data in real-time via charts, graphs, and record-level details. Create custom dashboards and reports and publish those for executives, supervisors, and managers so you're all on the same page. With

TrackVia, you can equip your employees with the information they need, when they need it, uniformly across the business.

The result? Timely and informed business decisions that improve quality, reduce safety incidents, and boost the bottom line.



CASE STUDY: KS Industries – Boosting Margins with Better Visibility in the Field

KS Industries (KSI), a single source service provider in the energy sector, centralized safety compliance data for better, faster reporting, and on-site workers are more productive — leading to an overall increase in project efficiency, safety, and compliance.

[Read the full story.](#)



ANALYZE

⁷ <https://assets.kpmg.com/content/dam/kpmg/xx/pdf/2017/10/global-construction-survey-make-it-or-break-it.pdf>

MAKING THE IMPOSSIBLE, POSSIBLE

Simply put, paper and spreadsheets are thwarting you. By digitizing your field operations with TrackVia, you can gain capabilities that were once impossible.



Acquire more complete data in real-time using multiple features.



Take action in a fraction of your current response time.



Analyze all your data from multiple systems in real-time using customizable dashboards and reports.

These three business-critical capabilities can't be more compelling. It's time for TrackVia.



TRACKVIA: THE LEADING OPERATIONAL WORKFLOW PLATFORM

TrackVia is a workflow platform for operations to build powerful applications that help you eliminate manual processes (such as paper and spreadsheets) and extend your legacy systems. Within weeks, you can build applications according to your company's specifications, workflows, and business rules with limited-to-no resources required of IT — while being IT approved.

You can build applications according to your company's specifications, workflows, and business rules with limited-to-no IT resources required — all while being IT approved

What are the results you and your company can realize with TrackVia? Improved on-time delivery, quality, and safety --- all while reducing costs.

GET STARTED WITH A CONVERSATION

TrackViaTrackVia helps solar companies to acquire, act on, and analyze data like never before. Learn specifically how your company can benefit by [contacting us today!](#)

TrackVia, the leading workflow platform for operations, helps companies build applications that improve on-time performance and reduce costs. TrackVia offers operations leaders the fastest and easiest way to build powerful applications that are business led and IT approved. Companies like Honeywell, Leidos, and KS Industries, rely on TrackVia to digitize their operations. Learn more at: www.trackvia.com.