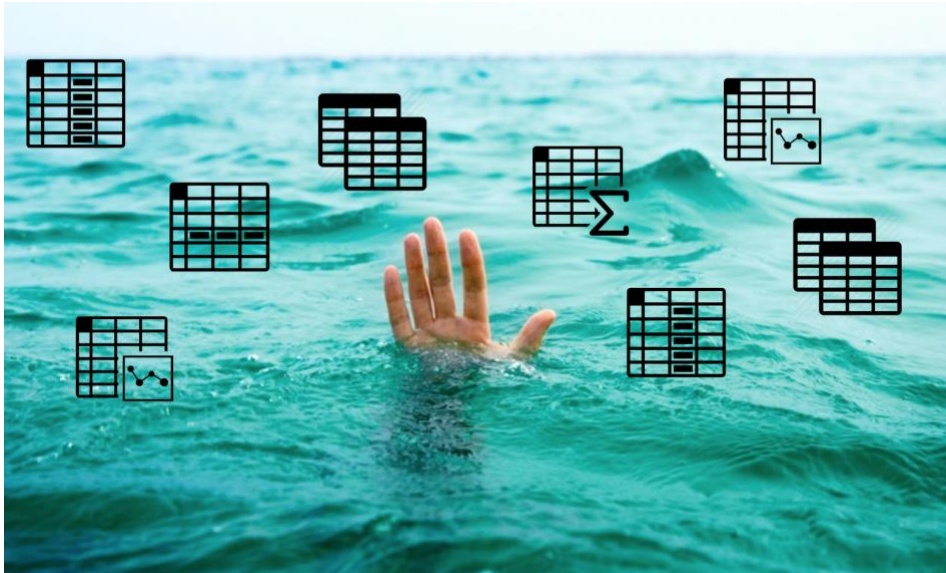


Get Your Staff Out of Spreadsheets and Back to Building Projects



Attention all Project Leaders ...

Take a moment to sit back and reflect. Ask yourself a simple question: “why did I pursue a career in Project Management or Construction?”

Was it for the fulfillment of seeing a world-class facility spring up from a barren field based on your sweat, talent, and leadership? Was it for the thrill of traveling the globe and immersing yourself in exciting new cultures? Was it for the promise of seemingly limitless career advancement and competitive pay? Or ...

Was it to sit in a premanufactured single-wide trailer, seven days a week, 12+ hours a day, pecking at a keyboard and staring at a dusty computer monitor while you mindlessly enter data into a spreadsheet to produce a status report that is out of date the second you publish it, riddled with errors, understood by few who read it, and appreciated by no one who demanded it?

Now I am not insinuating that all projects, companies, and positions are this bleak. But if you take an honest inventory of the time you and your employees spend each day compiling and aggregating data versus deriving value-added insights and taking concrete actions based on these findings, what is the split? Most organizations report that 80% or more of their time is spent on clerical and administrative tasks. This leaves less than 20% of the time for you to actually “do your job” and help guide the organization and drive the project to success.

If this 80:20 imbalance were flipped and your team spent less than 20% of their time on data entry ... how much better would your projects perform? How much would team morale improve? How much more fulfilled would you be at the end of each day?

So where is all the time wasted? In a word, Spreadsheets!

Issues with spreadsheets are well documented and increasingly advertised. A 2008 study conducted by the University of Hawaii discovered that 88% of spreadsheets used in industry contain errors. I'm sure each of you have horror stories and countless examples of how a broken link, a forgotten cell drag-down, or a bad formula led to last minute scrambling, fee erosion, inaccurate estimates, and ultimately lost credibility.

Don't worry, you aren't alone. In 2008, Barclay's mistakenly acquired 179 additional contracts in their purchase of Lehman Brothers assets due to a hidden cell oversight. An analyst hid cells containing unwanted contracts instead of simply deleting them. Once the spreadsheet was converted to PDF, the cells were unhidden and included in the submission to the bankruptcy court. Ultimately, Barclays had to swallow undisclosed losses on 179 distressed deals they never intended to buy.

Not wanting to be outdone, JP Morgan Chase suffered a \$6.2B trading loss in 2012 due to a manual copy and paste error between two spreadsheets. The list is endless, and I encourage you to do a web search for "embarrassing and costly spreadsheet errors". It is certainly time well spent instead of perpetuating the problem further.



Despite the demonstrated risks of data errors, lost productivity, and reduced collaboration, organizations continue to cling to spreadsheets based purely out of familiarity.

What can we do about it?

Like most well intentioned companies, you hire qualified, highly motivated, and talented project managers, construction managers, superintendents, engineers, and project controls professionals with the goal of improving the performance of your project portfolio.

Hamstringing your staff with spreadsheets to produce progress reports, generate productivity trends, and package work is akin to strapping a boat anchor to an Olympic swimmer. The Olympian may possess all the talent, conditioning, and training in the world, but it is impossible to remain competitive with the other athletes that are not encumbered with this burden. In short, they cannot efficiently and economically "do their job".

Companies don't think twice about providing the right tools and equipment to support their craft in the field, so why not extend this practice to the project management staff? Ultimately, these goals are mutually aligned as the staff's primary objective is to serve the field by proactively eliminating barriers, assisting in workface planning to improve efficiency, and identifying performance outliers to recognize the outstanding and reinforce the struggling. It is time to equip your project Olympians and unleash their full potential by selecting the best tool for the job.

Technical Software | Built for Builders

The FCM (Field Construction Management) software suite was designed by project professionals for project professionals who were tired of drowning in spreadsheets and unable to get out of the project trailer and properly support the field.

- Why continue to manually key punch project budgets, estimate take-offs, schedule IDs, and WBS information when you can directly import this data in seconds and start tracking project performance from day 1 onsite?
- Why spend days inputting progress, recording actual hours, and generating status reports when this can be done real-time and instantly with a click of a button?
- Why invest months pre-building work, testing, and turnover packages when they are inevitably going to be thrown in the trash or broken apart at the first engineering delay, design change, material shortage, or procurement hiccup? Why not have the flexibility to bundle and re-bundle scope for construction, test systems, and turnover packages without ever losing a progress entry and with clear foresight on the work available to execute?

“If you can count or measure it ... FCM can track it.”

The FCM asset-centric model is a breakthrough approach to distill any project down to its core tangible widgets (i.e. pipe spools, instruments, cables, equipment, foundations, steel piece marks, etc.) that are estimated and bought in the bid, identified via change orders, and remain after substantial completion.

“What Gets Measured, Gets Done!”

This design philosophy enables project owners and contractors to control their project's destiny by quickly and easily monitoring progress and productivity at the individual asset level. Projects are complex and ever-changing; your software should be nimble, intuitive, and powerful in its simplicity. FCM empowers teams with the right data and metrics so that you always know “where your project is today” to determine “where your project is headed tomorrow”.

[Contact](#) the [HexBolt](#) team today for a live demonstration of FCM and let's work together to ...
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