

# WORKSHOPS OFFERED AT TRADESHOW

## The Top Technology Challenges That Make-or-Break Profits for Trade Contractors 10:15 - 11:15

Digital tools are reshaping construction both in the field and in the office. Learn about industry best practices that can eliminate operations headaches and give you a competitive advantage!

- Review top 5 technology trends in construction and building trades.
- See how leaders automate business processes without wasting money on tech that won't get used.
- Learn how to plan for and measure ROI of digitization efforts of any size.
- Hear real-world stories from trade contractors in the region who have eliminated paper, increased productivity, and improved operational speed/accuracy in the field.
- Learn about leveraging Tax laws for custom mobile apps and dashboards.



**Instructor:** Robert Armbrister, President of SPARK Business Works and CIO of the CSM Group of Companies. Bob has led CSM, a construction management company in Kalamazoo, MI, through the digital revolution and also launched technology solutions for more than 50 other trade contractors.



SPARK Business Works is a software development company focusing on improving Business Management and Operational Flow by building Mobile Apps, Dashboards, and Workflow Tools.

SPARK serves trade contractors that want to maximize gains from the use of technology to improve workflow, process, and overall business management. SPARK has offices in Metro Detroit, Kalamazoo, and Grand Rapids.

[SparkBusinessWorks.com/Construction](http://SparkBusinessWorks.com/Construction)

## Grow Your Business With Smart Scheduling and Mobile Time Tracking 2:15 - 3:15

Hear from savvy Trade Contractors who are reducing costs by automating scheduling and forecasting! You'll also learn how time tracking innovations provide benefits across the organization – and to the bottom line.

- See how to ditch the clunky paper, whiteboards or spreadsheets systems used to organize/plan your job schedules.
- Learn how to recruit and schedule workers with text messages.
- See top case studies for how technology can help you avoid costly delays and lower risk of compliance violations.
- Compare several examples of Smart Schedules and Time Tracking apps used by local trade contractors in the office and by their team on job sites.
- See how existing Data can be leveraged for 1-click reporting, visualizing key metrics, and simplifying operations.



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