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The **Aspire** 
Software Company

**Crew Mobile...
Getting Connected**

INTEGRATE YOUR SYSTEMS WITH CREW MOBILE

You are only as good as your crew leaders. You make or lose money everyday based on how well they perform. Today's technology can increase crew productivity significantly — but only if it connects everyone in the company: sales, production, purchasing, billing and accounting. Software that connects all of these functions on a single platform is far more effective and cost-efficient than a single stand-alone crew app. Why?

Integration: All job information on one software platform reduces redundant data entry and simplifies project management and job costing.

Accuracy: Estimates are linked to schedules on a smart device with the foreman, which minimizes communication errors that cause blown budgets, rework and missed invoicing.

Immediacy: Connected information allows real-time decision making that maximizes the customer service experience resulting in referral and renewal opportunities.

The bottom line: Crew mobile applications are game changers when they connect everyone in your company.

To keep their companies and customers connected, these three businesses have implemented The Aspire Software Co.'s Crew Mobile app and business management software.



CHRISTIANNA
DENELSBECK

BUSINESS BREAKDOWN

Company: Landscape Workshop

Annual Revenue: \$42 million forecasted for 2018

Clients: 90% commercial, 10% residential

Areas Served: Lexington, Kentucky; Little Rock, Arkansas; Knoxville, Memphis & Nashville, Tennessee; Gulf Coast, Birmingham, Huntsville & Montgomery, Alabama

Services: Maintenance, Enhancements, Snow & Ice Management, Facility Services, Construction

INTEGRATION

Christianna Denelsbeck, vice president of finance at Landscape Workshop, headquartered in Birmingham, Alabama, says having Aspire's Crew Mobile app creates a streamlined system among managers and crews.

Denelsbeck's team uses the mobile app to snap photos of a task that needs extra attention on a property and notifies the account manager in real time. Then, proposals for out-of-scope tasks can be written up accurately, detailing information and photos from the crew that is on-site.

"Clients like when we are more proactive in telling them about issues on their property, or things they could be doing better," she says.

Holding the crews and managers accountable for accurate information helps drive ownership of the work the employees do. "We want everyone to be able to see the data and be



TIM MARTINEZ

BUSINESS BREAKDOWN

Company: LandCare

Annual Revenue: \$160 million

Clients: 100% commercial

Areas Served: Washington, Oregon, California, Nevada, New Mexico, Texas, Oklahoma, Kansas, Tennessee, Missouri, Florida, Georgia, North Carolina, South Carolina, Virginia, West Virginia, Pennsylvania, Delaware, New Jersey, Maryland

Services: Maintenance, Enhancements, Snow & Ice Management, Design Consultation/Installation, Irrigation, Turf Management, Sports Turf Management, Tree Care, Insect Control, Exterior Lighting & Holiday Décor

A MOBILE APP THAT CONNECTS. Aspire allows LandCare to increase accuracy and efficiencies on jobs.

accountable for their own properties and their own crews,” she says.

ACCURACY

Mobile timekeeping is the primary way crews at LandCare take advantage of Aspire’s Crew Mobile app, according to Tim Martinez, executive vice president of LandCare’s west division.

“Clocking in and out on the app reduces the amount of paper from timesheets, which in turn increases accuracy in generating employees’ paychecks,” he says.

Not only has the administrative staff saved time from a payroll processing perspective, Martinez says the app has also allowed the teams to focus on job performance instead.

“Any time you’re not focused on the administrative components of the business, it frees up time to focus on job quality and job performance,” he says.

IMMEDIACY

Hank Wilson, president of Sunscape Landscaping in Austin and San Antonio, Texas, says Aspire’s Crew Mobile app is the main communication tool at his company. Using mobile devices, crews at Sunscape use the app to manage time, log opportunities and create site reports — in real time.

“We’re constantly entering information into Aspire, and constantly reviewing that information,” Wilson says. “There’s so much we look at on a daily basis.”

Wilson says the transparency of shared information between the clients, his company and its employees is what ultimately helps with client retention.

“It’s a two-way communication tool from management to the field and back,” he says. “With the Crew Mobile app, we are collecting accurate, accessible information that allows us to make more informed decisions and quickly resolve issues.” •



HANK WILSON

BUSINESS BREAKDOWN

Company: Sunscape Landscaping

Annual Revenue: \$5.5 million forecasted for 2018

Clients: 100% commercial

Areas Served: Austin & San Antonio

Services: 75% Maintenance, 25% Enhancements



►
**Download
the app
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The Power of Crew Mobile

Aspire increases crew productivity with features like...

- ☐ Real-time scheduling
- ☐ Payroll reporting
- ☐ GPS tracking
- ☐ Photos
- ☐ Issues
- ☐ Route mapping
- ☐ Job documents
- ☐ Equipment tracking
- ☐ Material reporting
- ☐ Custom forms
- ☐ Auto-weather reports
- ☐ Two-way communication
- ☐ English and Spanish

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