

Meet Adam Billmeier and Scott Wolf. Adam is the IT director, and Scott acts as senior operations analyst for Landmark Structures, an Ontario, Canada construction company.

Adam and Scott finally decided that they'd had enough of fighting their outdated and labor-intensive analytics tracking method. The truth: Landmark had no tool to mine data from their accounting system; this forced them to use Excel spreadsheets to manually reconstruct field production reports and led to big-time human errors and fouled up information.

"The data was inaccurate, repetitive, and there was a lot of duplicates, but from a metrics standpoint, we didn't have a way of tracking it," said Adam Billmeier, IT director at Landmark Structures.

Landmark Structures already had a good relationship with hh2 Cloud Services; they had, after all, been using some of hh2's data collection solutions. Adam figured, why not see if hh2 can help with Landmark's analytics tracking? He convinced Landmark to try hh2 Data Drop.

"Data Drop allowed us ... access to all of the data that comes in through hh2 Remote Payroll and hh2 Field Reports. [We] ... integrate that data with internal data analysis projects, internal reporting, alerting, and forecasting," said Adam. "We're using it for a lot of stuff."

As Landmark moved forward with Data Drop, Scott learned that they could use this tool for many previously impossible functions.

"I believe that Data Drop is the most powerful single solution hh2 has because of what we can do with the data—how rapidly the data is entered in the field, synced to hh2, then synced down to Data Drop and how quickly we can develop reports and have them emailed out to the appropriate people. They can get really rapid—not data, but information—based on the report structure we design," said Scott Wolf, senior operations analyst for Landmark Structures.

Adam says that, at present, Landmark would have a difficult time functioning without Data Drop as part of its workflow. The time-saving convenience and relief from human errors have become invaluable to the company. Adam loves how he can get unrestricted access to the data in Landmark's accounting software.

"Data Drop is crucial to our operations at this point," said Adam. "I would absolutely recommend Data Drop. You have to have a certain level of knowledge and comfort with data to use it properly. But if a company has that resource or that capability, it's an incredibly useful and important tool. For us,

it's critical. Without it, we would not be able to properly use many of the hh2 tools as they stand now."

Both Adam and Scott agree that Landmark Structures' benefits from hh2 Data Drop are well worth the reasonable price and mild learning curve required to get up and running.

- Real-time access to data entered into Remote Payroll's timesheets, equipment timesheets, and field and production reporting
- Unmatched security
- Increased compliance
- Easy interface
- Helpful support staff over at hh2

About Landmark Structures: Landmark, a set of four integrated businesses in Ontario, Canada in 1974, entered the United States market in 1985. Landmark Structures, a sister company to Landmark, specializes in water storage design, engineering, and construction. They employ 223 people. As of December 7, 2018, 88 work in support, and 135 work off-site full-time. The company's annual revenue totals \$100-120 million.

About hh2 Cloud Services: After nearly two decades, hh2 Cloud Services continues to advance cloud-based services for construction companies. hh2 offers point solutions for time entry, punch clock, invoice routing & approval, credit card transaction coding, reimbursements, human resources, daily logs, service management, data aggregation, and pay stubs. hh2 also provides robust integration for construction accounting systems with the Universal Construction Model® (UCM®).