



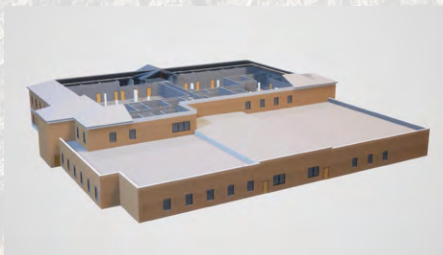
# INSIDER

EDITION 21

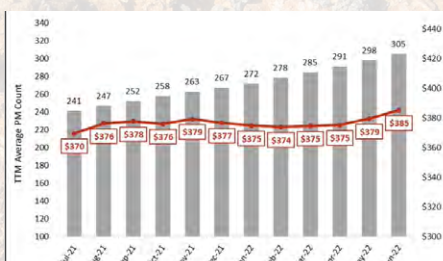


## OUR PURPOSE

Creating possibility  
for our team members  
and clients by  
intelligently visualizing  
the built world.



## EXPERIENCE FACILITY & LOCATION DATA EASILY



## SAFETY STAND DOWN

ELECTRICAL SHOCK INJURY



## LEADERSHIP SUMMIT



## Pss! Want \$100 in Free Stuff?

We've packed this issue of The Insider with great information, but just in case you needed more of an incentive to interact, read, watch, and learn all the latest GPRS news, we've got a game with a prize!

Here's how it works: There are specific words and phrases that you need to fill in the blanks on to complete the statement below. We're giving you a letter or two as a clue, but you will have to find the specific words/phrases within the content of the newsletter to complete it correctly.

The first five people to complete the puzzle and email the correct answers to [insidernewsletter@gprsc.com](mailto:insidernewsletter@gprsc.com) will win GPRS swag worth \$100.

Here's the puzzle you have to find the words to complete:

We never open (1), but we do open (2). From our new front door at (3) to the (4) inside SiteMap, and (5) is just one way we will reach the (6) of \$200 million by 2025.



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### NEW PURPOSE, NEW HORIZONS, UNLIMITED POSSIBILITY

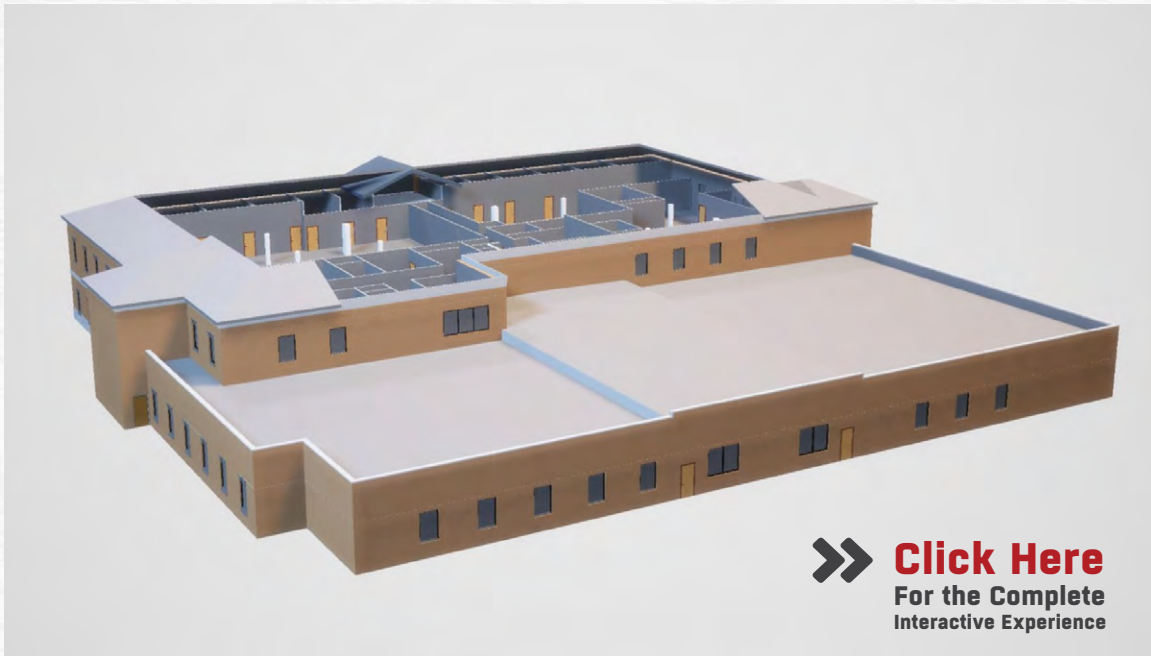
After 20 years of continual growth, we are embracing new possibilities.

To that end, we knew we had to update our existing purpose statement, so that every team member knows our priorities, our mission, and our future. Here is why we decided on the statement you see above:

- Our team members come first, always
- The possibilities are limitless for our people and our company
- Widens the vision to capture all service lines, and pushes us to imagine and achieve previously undreamed-of goals
- Focuses every service to provide intelligent solutions which anticipate our customers' needs by Visualizing The Built World™

In this new video, Matt Aston, Chris Moore, Jason Schaff, and Kelly Richards discuss how we arrived at our new purpose statement and why we anticipate the next decade with the same excitement and commitment to innovation with which we've met our first 20 years as a company. How can we help you create possibility in your GPRS career? Find out [here](#).





**>> Click Here**  
For the Complete  
Interactive Experience

## HERE WE GROW AGAIN!

When we spoke the core value of “growth mindedness” into action at GPRS two decades ago, none of us could imagine where it might lead. Our track record is unmatched in the industry, with **20 straight years of increasing revenue and team member growth.**

With intelligent visualization of the built world as the backbone of our future growth, we are poised to continue scaling. Over the next 9 months we will grow beyond 700 team members, and move into our amazing, new 66,000 sf. Indianwood Circle campus for our new Corporate Offices – and offer even more advanced technology applications for our integrated service lines and smart data solutions in SiteMap.



“I am tremendously excited for what the TruePoint team will do to enhance GPRS services and our deliverables. This acquisition fits perfectly with our initiative to **Intelligently Visualize The Built World™**. Beyond that, it will create additional opportunity for people within our company and is a gap-widening move for GPRS on many levels.”

**MATT ASTON**  
PRESIDENT/CEO AT GPRS



## That's a lot of growth!

To celebrate the new Corporate Office Campus, we are providing you with a whole new interactive experience, courtesy of the outstanding work of the amazing modeling team at TruePoint. Tap the image on page 2 to dive right into the new GPRS Indianwood Circle building, where you can navigate a 3D virtual tour of our new space, and learn how 3D laser scanning deliverables go from scan to point cloud to drawing to model.



[Click above](#) to get a glimpse of how GPRS is integrating TruePoint's expertise into our training programs and hear from our first new class of 3D trained PMs.



And check out this [amazing time lapse video](#) by our own Brennan Jeffrey that perfectly shows how adding 3D laser scanning to our portfolio will allow us to solve even more problems for our customers.





## THE \$56,000 QUESTION & THE ANSWER: SITEMAP

GPRS has been making a lot of news lately and we are particularly proud to have been able to join our SiteMap Pilot Program Partner, The University of Toledo, [in a recent NBC24 story.](#)

We have partnered with UToledo to create a complete top-down integrated utility locate, map, model, and more for the entire campus as part of the roll out of the new SiteMap platform. In exchange, the University is letting us use the campus to give our PMs valuable field training under the watchful eyes and expert instruction of our Training Team, and other elite specialists in Leak Detection, 3D laser scanning, and VPI.

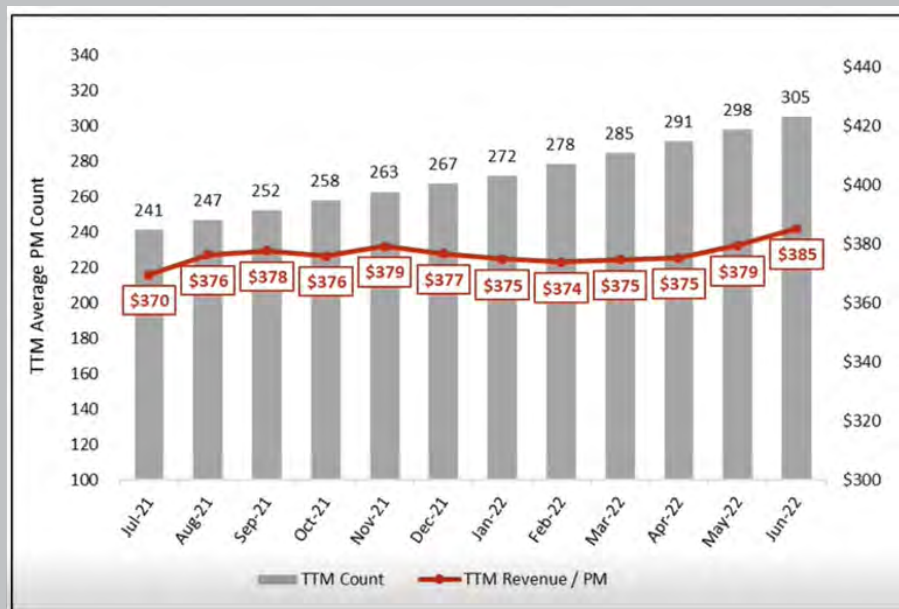
We are confident that [SiteMap will revolutionize the facility management and construction industries](#) by meeting a need that is so common that facility managers have not even

recognized how much money, time, and safety they've sacrificed without it. For instance, the average utility strike costs a facility \$56,000 and 2-3 months of downtime. And 78% of facility managers say that incomplete records and poor communication are the cause of their strikes.

SiteMap cures both problems by providing top-down utility locating, as built, GPS mapping, and modeling, all cross-referenced, taggable, and shareable to anyone the manager needs to give the information to. No more digging for out-of-date drawings. No more confusion. Just clear, concise, and complete information with SiteMap.

And this new product incorporates all of our service lines and positions us again at the forefront of construction and facility innovation, continuing to widen the gap between us and industry standards.





## WE ARE SMASHING ALL THE RECORDS WITH NO END IN SIGHT!

It's amazing that **we've had 82 straight quarters of GROWTH**, and in the most recent Town Hall with senior leadership, we celebrated how our company culture and "House Rules" have led to some incredible wins in the first half of 2022.

Here are just a few of the key takeaways from the first half of the year:

- "We've been just on a torrid pace," says Matt, with **\$63.7 million in revenue, up 36% over the first half of 2021**. We expect revenue to exceed \$75 million for the second half of 2022. Much of this growth was led by our customer service team's outstanding work
- The company has exceeded projections while investing heavily in new acquisitions and product development. The average **annual billing per Project Manager has hit a record \$385,000 [annualized]** while our incident rate is at it's lowest ever at just **0.13%**
- The VPI Division billed **\$1 million in June**, another record
- "GPRS University," the new training facility at Silica Rd., has helped us put more SIM-certified and trained PMs in the field than ever before. And our latest acquisition, **TruePoint Laser Scanning**, has graduated its first class of **[GPR cross-trained] 3D laser scanning trained Project Managers** to execute our vision to **Intelligently Visualize The Built World™**

Watch the full video with reports and updates from all divisions and an informative Q&A session with team members, [here](#).





## SAFETY STAND DOWN: PROJECT MANAGER ELECTROCUTED

On June 28, 2022, a Project Manager in the field turned a single screw ¼ of a turn and was electrocuted by a 480v – 3 Phase power line.

Environmental Health and Safety Manager, Keith Collett, called a safety stand down after he investigated the event at an abandoned wastewater treatment plant. [In this must-see video](#), Keith provides you with an overview of the incident, why and how it occurred, and how to prevent serious injuries when working around electrical utilities.



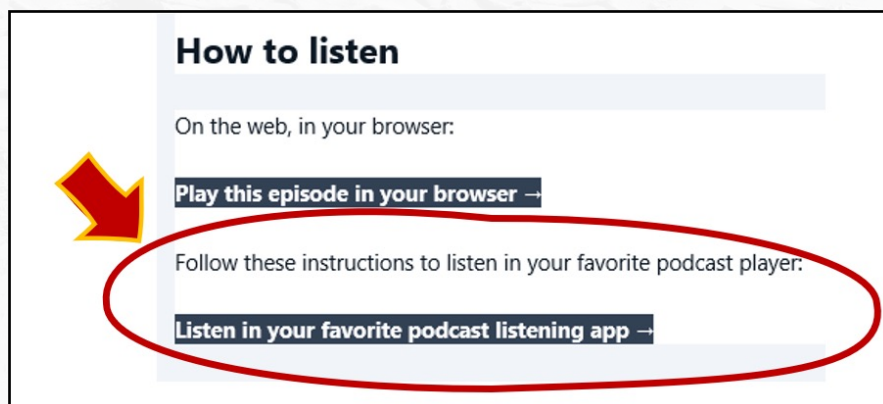




## WHAT DO YOU MEAN YOU CAN'T LISTEN TO THE RADAR GUYS? HERE'S HOW!

There is no better, low-stress way to keep current on GPRS and industry news than with our podcasts. You know, like The Radar Guys, The Upside, and The Leadership Spotlight...

What? You didn't know you could access all three of our podcasts via our private podcast channel on your favorite podcast app? Well, you can, if you have the super-secret, GPRS-team-only podcast acceptance link!



Click the image above or [this link](#) to access your private podcast subscription, so you can listen while on the road, at the gym, or whenever you need a new earworm.





## ATTENTION FUTURE GPRS LEADERS: YOU ARE ALREADY MAKING HISTORY!

To say that you've exceeded our wildest dreams would be an understatement.

When we opened registration for the 2022-2023 Leadership Development Program, we expected that maybe 75 team members total would apply. Instead, over 130 of you submitted applications to join the program at the 101 level, and another 42 applicants for the 201 and 301 levels! **That makes this year's LDP 101 class the largest by 300%** and we could not be more thrilled with your engagement.

One of the exciting opportunities offered to accepted applicants for LDP201 and 301 is the chance to attend the upcoming Leadership Summit, where we unveil some big goals, and how GPRS is ready to help you get there. If you want to know what is in store for this year's Leadership Summit, [check out this video](#).

We are excited for the new LDP201 and 301 participants, along with other leaders from around the company, to climb to new heights at the Summit on September 29th and 30th.

If you are interested in joining the Leadership Development Program, and want more information, reach out to [hr@gprsinc.com](mailto:hr@gprsinc.com).





## **CELEBRATING YOU, THE PEOPLE WHO MAKE GPRS GREAT!**

### **Eric Fish – Television Star?**

Eric Fish ends up in some unusual places. This six-year GPRS veteran and Greater Boston Area Manager can be found all over the New England and Upstate New York markets, but what you may not know is that he's also repped GPRS on television!



It's true. Just a few weeks ago, Fish and his team were featured on the CW's *Mysteries Decoded* series. The team was brought in to scan a property whose construction predated the American Revolution in search of the remains of seven soldiers believed to be buried on the site. [You can read all about it and see Eric's star turn here.](#)

Fish also just completed the challenging SEAL training as part of the Leadership Development Program and had this to say about the experience:

"What an incredible event to be a part of. Thanks to GPRS, Matt, and everyone involved for the opportunity to test our limits and grow as a team. Not many companies invest in their employees the way GPRS does."

Team members like you make investment easy, Eric. We are proud of you.



## Michelle Colella – Problem Solver!

“The tools that TruePoint technology bring to the GPRS team are very adaptable, very precise, and are right in step with the evolution of construction technology,” says 9-year TruePoint Laser Scanning veteran and Post Processing Technical Manager, Michelle Colella.



Her commitment to growth is just one of the many reasons we are delighted to bring TruePoint into the GPRS family. “My favorite part of my work is learning new applications and techniques. I like working in partnership with clients to be sure the work we do helps to solve their specific problems... It’s also exciting to save them effort and time innovating new solutions for the vast array of field construction issues.”

Volunteerism is an important part of Michelle’s free time. She also enjoys yoga, running, tennis, and pickleball to decompress.

Welcome, Michelle, and everyone at TruePoint to GPRS! Your team’s work on the interactive walkthrough and files for our new corporate location is impressive indeed and we can’t wait to see what problems we can solve together.

You can see some of the amazing problem solving TruePoint does for professional sports [here](#).



➤➤ Check Out what **TruePoint** can do, [here!](#)



## Cara Jones – Elite Leadership in Action!



Senior Accounts Resolution Specialist, Cara Jones, just went elbow-to-elbow with her LDP cohort as part of our elite SEAL Leadership Training Class 03, where she learned a lot about herself and her fellow leaders.

"I absolutely loved my SEAL training experience on many levels... I am sure it will continually serve me well for the rest of my life," she said of the training. "Getting to know the other GPRS team members and work alongside them was very rewarding."

Cara has been a standout since her very first day with us four years ago and was the first person promoted to the Senior level in her department. "I feel very fortunate for my job at GPRS... There is much to gain in our LDP program on a personal and professional level."

We're guessing one of the appeals of SEAL training for Cara was the water, because when she's not on the job, you can often find her lounging on a raft at her cottage on Long Lake.

We hope you get to the cottage a few more times before the weather turns, Cara, because you've certainly earned it. Thank you for all you do for GPRS.



## Scott Clay Knows How to Show Up!

Scott Clay embodies active leadership at GPRS. You might think the Facilities & Fleet Manager would delegate things like repairing broken office doors and hanging whiteboards, but he's the guy who'll show up, tools in hand, to fix whatever is broken.



After spearheading our growth in the Texas region for more than a decade, Scott's just as willing to share his field experience with new PM trainees as he is to make our headquarters a better place to be and expanding our fleet of over 530 vehicles across the U.S.

Scott's been a key player in GPRS senior leadership for over 13 years and understands the impact a single person can have on an organization.

When he's not helping to lead us to greater heights, Scott can be found with his family at church, on a field as an avid baseball player and coach, skiing, or traveling.

Of his time at GPRS, Scott says, "There are so many things that I love about GPRS... A great company to be part of that truly cares for its employees."

Thank you for showing us how to put that care of our team into action every day, Scott.



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(1) L \_ \_ \_ \_ \_ S

(2) P \_ \_ \_ \_ \_ \_ \_ S

(3) I \_ \_ \_ \_ \_ \_ \_ D C \_ \_ \_ E

(4) D \_ \_ \_ \_ L P \_ \_ N R \_ \_ M

(5) 3 \_ L \_ \_ \_ \_ R S \_ \_ \_ \_ \_ G

(6) S \_ \_ \_ \_ T

## Good Luck!