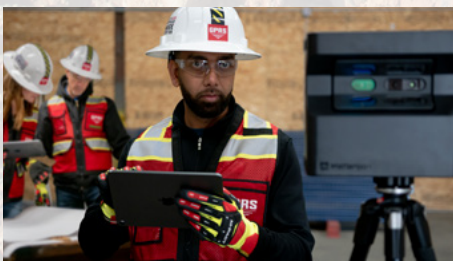
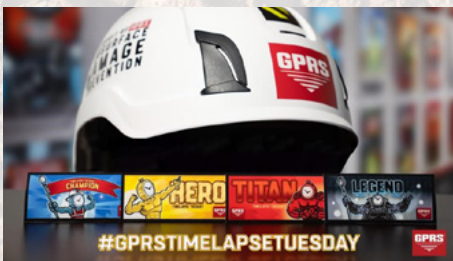




# INSIDER

EDITION 20









## Driver Safety Awareness

Our field team members throughout the country spend an incredible amount of time behind the wheel. In Q1 of 2022, we drove 2,727,448 miles company-wide, up 577,623 miles from Q1 last year! This is an impressive accomplishment and a signpost that our risk continues to rise. Our most significant risk is not the job sites we work on, although they present many different hazards, but rather the sheer amount of time we spend driving to and from these sites.

In mid-April, to address these increased risks and in support of National Distracted Driving Awareness Month, we hosted a series of Driver Safety Webinars where we focused on three main things: education, humility, and commitment.

We learned that 80% of accidents involve distracted driving, which means approximately 4.8 million accidents could be avoided every year. It is so easy to ignore the fact that there is a problem, but instead, we asked you to choose humility and commit to proactively being part of the solution. Many of you have already done so via our Driver Safety Pledge. If you have not yet filled out and submitted your pledge, we encourage you to do so here:

**» Take the pledge – Commit to driving Safely.**



## Construction on the new GPRS office (Silica Building) is complete!

The new Silica facility includes a larger, state-of-the-art, world-class training center. We're excited for our new Project Managers to practice their skills on an industry-leading concrete training slab measuring over 3,000 square feet and outfitted with post-tension cables, rebar, and conduits. We've achieved greater than 99.8% subsurface scanning accuracy through our exceptional Field Service Team Members, and this facility empowers even better training, pushing us closer to 100%.



Not only that, but the Customer Service Team has found a long-term home in the new space. Thank you to everyone who helped make this happen! We're excited about how this office and training facility will benefit GPRS' team members and our future.



## Q1 Quarterly Wrap Up Podcast

Historically, the Leadership Team has hosted a Town Hall Meeting to provide an update on business performance at the end of each quarter. This year, we want to continue to leverage the podcast format for updates yet still offer the Town Hall Meeting format. The Q1 Wrap Up Podcast recently produced covers everything from finance goals, business initiatives, and stories of our team members from Q1 2022. At the close of Q2, we will provide a Town Hall Meeting for the GPRS Team to join.

Our goal in providing this update is for you to understand the business happenings and how they impact each of our team members. If you have questions or feedback that you want to share, please reach out to [matt.aston@gprs.com](mailto:matt.aston@gprs.com), [chris.moore@gprsinc.com](mailto:chris.moore@gprsinc.com), or any member of the Leadership Team. We want to hear from you.

**>> Listen to the Q1 Podcast.**





## The Future of Netsuite – Project Neo

As many of you already know, we will be delaying the launch of Project Neo (NetSuite – C1 – ServicePro). This delay will allow us to confirm that the technology is ready to serve our business and effectively train each of you to use the system. As our previous communications indicated, we planned to go live with the new system early this summer. Given our commitment to not push the new system live if there is a moderate risk to our business or team members, we've decided to move the go-live date back.

➤➤ **Want more information?** You can listen to this 5-minute audio update.

While we are disappointed with the delay, the new system's functionality impresses and excites the many team members who have seen the platform. We are excited to get it launched later this summer! If you have any questions, please reach out to [neo@gprsinc.com](mailto:neo@gprsinc.com).



## SiteMap

Most of you have heard of SiteMap by now but do you understand the problems this innovative platform addresses or the value this platform brings to our clients? Below is a quick introductory video highlighting what SiteMap is and the impact it will have.

### »» **Watch SiteMap Video**

In short, SiteMap is GPRS' answer to a present and growing challenge in facilities and construction management; "Where do we store all our infrastructure data and maps?" SiteMap is the solution; it's an infrastructure mapping application that allows users to visualize their facility and location data easily. This geospatial solution also acts as an all-inclusive digital storage space for blueprints, as-built drawings, maintenance logs, permits, etc.

We're excited about the future of GPRS and SiteMap, and we can't wait to see what the future holds!



## **The Movement to GPRS Partnership Plus**

As some of you may have seen in our promotional material, we've created an innovative customer service platform purpose-built to serve our high-potential customers called 'GPRS Partnership+.'

When our clients join the Partnership+ program, they get exclusive benefits that keep their projects on time, on budget, and safe on a national level. The Partnership+ program also benefits GPRS because it acts as an exclusive service agreement funneling our customers' work to us and away from our competitors. In addition, clients who choose the Partnership+ program agree to use GPRS whenever they need utilities located or concrete scanned.

The clients receive the best service in the industry, and GPRS adds more consistent work to our schedules. It's a win-win for everyone!





## Time-Lapse Tuesday – Follow us on our Socials!

Some Project Managers may remember participating in this initiative. Essentially, Project Managers can create a time-lapse of their projects using their phones and send them to be featured on our social media. However, this time we want to encourage our Project Managers to show off their fantastic work, so we've created a rewards system.

It's all about showing the world the excellent and exciting work you do every day!

Project Managers who submitted Time-Lapses before this rewards program will be rewarded with a special exclusive tier. We appreciate Project Managers who choose to go above and beyond, and we want to recognize that.

Email [Liz.Liber@GPRSinc.com](mailto:Liz.Liber@GPRSinc.com) with a link to your previous post to claim an exclusive Champion reward!

For everyone else, we need your help! Let's show the world the great work you do!

**>> Submit your timelapse: [liz.liber@gprsinc.com](mailto:liz.liber@gprsinc.com)**

Also, make sure you take a moment to follow us on [Facebook](#) and [LinkedIn](#). We're constantly posting about the exciting projects happening at GPRS.

[FACEBOOK](#)[LINKEDIN](#)



## Google Local Review

Recently, our Marketing Director Vince Palko sent an email that was very revealing about the importance of Google Reviews. After pushing for Google Reviews, we saw some staggering statistics on the increased web traffic. Ohio's local traffic was up over 50%, and Michigan was up 60%. These numbers are essential, as the more web traffic we generate, the more likely we are to be seen by customers who need our services!

Matt Aston recently encouraged our efforts in an email, saying, *"Team - if you have not jumped on this train, please do. We have been on the leading edge of search for a long time, and as Google changes what is important to them, we need to stay out front."*

We want everyone to encourage our customers to leave Google Reviews, so we can be seen by the people who need our services. Thank you for helping us in this effort, and thank you for helping us continue to widen the gap!





## More than just a Locate & Mark Company

It's incredible to think about how GPRS has added three new services over the past three years. With the completion of the TruePoint Laser scanning acquisition, GPRS will offer 3D laser scanning along with our video pipe inspections, leak detection, and exceptional utility locating and concrete scanning services.

If you need a refresher on any of these services, or if you have a client who is asking what GPRS does, feel free to use our all-services brochure.

We're more than just a locate and mark company. GPRS is mapping and visualizing all data, both seen and unseen! And the future is only looking brighter. As we continue to expand and master our crafts, GPRS is on its way to creating something the world has never seen before. Thank you for joining us on this mission!

**➤➤ Click here to [Download the All-Services Brochure](#)**



## Person Feature – Brendan Rafko-Roberts

### **Tell us about yourself!**

I started at GPRS a little over a year ago and currently work as a Marketing Artist. I do a lot of work in illustration and design for the company. At home, I've been doing a lot of housework. Lately, since the weather has gotten nicer, I've focused mainly on my yard. A gazebo build is our next big project.

### **What is an exciting project you've been working on recently?**

I enjoyed making the superhero illustrations for our hallways. Also, all the artwork that we're producing for the new building has been fun to work on as well. We've been working on new training posters and illustrations and developing them together as a team.

### **What are you most excited about for the future of your department at GPRS?**

We have developed a new Shock & Awe box to send to potential SiteMap customers. Our Shock & Awe boxes are packages that we send to prospective clients to put our best foot forward and impress them with what GPRS is capable of. Our first marketing package was really successful, and I'm interested in seeing how this new box is received!