



# From Chaos to Control:

## Mastering Labor Management with Software

Labor is the highest cost in your business and impacts every area of your operation. Unfortunately, it's too easy to mismanage your labor force if you're using multiple software systems and employing broken or inconsistent workflows. The right software can power your ability to manage your and your team's time and productivity—and grow your business to new heights.

### A SOLUTION TO SCALE YOUR LABOR FORCE

As your landscape business scales, your workforce expands, and your needs get more complex, you might consider adding single-purpose software solutions for your significant challenges, like scheduling software or a time-tracking app. This stop-gap solution may help you day-to-day, but it isn't scalable in the long term.



A ServiceTitan Company

Aspire Software, a ServiceTitan company, offers business management solutions built specifically for companies in the landscape and commercial cleaning industries. Aspire makes a real difference in customers' lives with cloud-based software that offers the end-to-end functionality contractors need to gain full visibility into their business, make better decisions, and increase profit margins.

An end-to-end software platform encompasses all the vital information to run your business, making it easier to maintain your target profit margins by ensuring your hours are allocated to the right jobs.

For a scalable, profitable business, the top-performing software platforms include mobile apps that offer:

- User-friendly clock-in/clock-out app with GPS technology for accurate time and location tracking
- Seamless time-capture for labor costing and easy payroll review and approval
- Instantaneous two-way communication between the office and crews in the field, enabling quality customer service.

Real-time, cloud-based reporting and dashboards in these platforms provide an instant glimpse into your progress and pipeline and arm you with the intel to make educated and impactful decisions when it counts.

"We sell labor hours, so in our world, efficiency is paramount for our profitability," says Dana Shaw, CTO of Property Works, a property maintenance company in West Palm Beach, FL.

Property Works runs their operation on Aspire and integrates FleetSharp with the platform. In addition to seeing the individual clock-ins of the crew, the team can view the truck entering the job site with FleetSharp's GPS technology.

"We get multiple data pieces that help us determine if we're doing things efficiently. The geofence, the time entry screen, and the integration with FleetSharp help us keep efficiency on target," he says.

### TRAINING FOR SOFTWARE SUCCESS

Trey Brock, CEO of LMC Landscape Partners, headquartered in Houston, TX, cautions that having a sophisticated plat-

**"We sell labor hours, so in our world, efficiency is paramount for our profitability."**

— DANA SHAW, CTO of Property Works, West Palm Beach, FL

form to access robust labor data is insufficient—you must train your employees to use it effectively and consistently.

"Aspire manages a labor-driven service business, and it has all the capabilities," he says. "But with Aspire or any other system, it's really about the standard operating procedures you use to ensure that your team is putting the right inputs into it, doing the things you need to ensure integrity and understand that it's good data."

The most successful landscape businesses value ongoing software training and education, easily accessible customer care, and foster a strong strategic partnership with their software provider. Leveraging these resources can make the difference between the platform you use to execute and invoice jobs and the one that provides the structure and support to help you build the business you've never thought possible.

FOR MORE INFORMATION, VISIT [YOURASPIRE.COM](http://YOURASPIRE.COM)