



“Comet Tracker allows me to collect more accurate payroll data resulting in saving us thousands of dollars per year. It has completely eliminated keyed entries and unnecessary errors.”

Dennis Snead, Operations Manager

## Shamrock Environmental Corporation (Shamrock)

Service. Solutions. Safety

### PROFILE

Shamrock was founded as a grass roots industrial services and wastewater treatment company. Today, Shamrock operates as the premiere, full-service environmental service company in the southeastern and mid-Atlantic region of the United States. The company has invested significant capital in facilities, equipment, safety programs, training, regulatory compliance, new technology, and the dedicated, talented employees of Shamrock.

### CHALLENGES

Shamrock had technicians that worked in the field for weeks at a time. Each employee submitted a written time sheet that had to be manually entered into a backend accounting and payroll system. Shamrock was looking for a business solution that had GPS tracking and wireless time entry that could be integrated with their backend accounting software. In addition, Shamrock wanted to verify the employee’s identification upon clock-in via photo capture, collect job site location, assist with asset tracking, and collect specific task information for more accurate billing and invoicing

### SOLUTION

Comet Tracker and Advanced Wireless Forms met all of Shamrock’s business requirements and were able to exceed their expectations, as Actsoft does not require a long-term service contract. The ability to use their existing BlackBerry® devices did not require a large initial investment or a lot of training for field technicians, allowing them to rollout quickly and easily.

### BENEFITS

Comet Tracker’s ability to integrate with Shamrock’s backend accounting system, Solomon, was the most important component for the success of this account. Actsoft had to work with multiple departments including IT, Accounting, and Human Resources to ensure that all of the system requirements were ready for implementation. “Quality personnel is the most important asset a company can have and Actsoft has provided us with amazing quality and support,” said Dennis Snead, Operations Manager. The system integration with Solomon allows Shamrock to wirelessly obtain and download all of the company’s pertinent data without the hassle of manual data entry.

Wireless data collection has completely transformed the way Shamrock manages business and its field technicians. “Actsoft has made a huge difference in our daily operations,” said Snead. Using Comet Tracker, an employee wirelessly clocks-in, captures his/her photo on the job site along with specific tasks for the job. Shamrock imported landmarks of specific jobsites to ensure that employees clock-in from the job site and not from a hotel or from home. “We saw clear change in employee accountability almost immediately,” said Snead.

Asset tracking was also a large concern for Shamrock, as heavy equipment and machinery required a large capital investment. They needed a system that could collect data, but also hold employees accountable for usage. If a large piece of equipment was required, the technician uses Advanced Wireless Forms to collect the mileage, hourly readings/status, job site location, and employee ID along with photo capture for asset tracking. These new processes have helped job costing/estimates and invoicing become more accurate, and has improved cash flow for Shamrock.