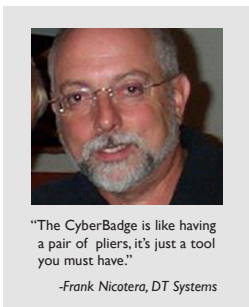


MANAGING INDEPENDENT CONTRACTORS VIDEX CASE STUDY

“VIDEX AND THE INTERNET OF THINGS HAS TURNED EVERYTHING AROUND FOR THIS INDUSTRY”

FRANK NICOTERA, DT SYSTEMS



"The CyberBadge is like having a pair of pliers, it's just a tool you must have."

-Frank Nicotera, DT Systems

Frank Nicotera, owner of **DT Systems** out of Tampa, Florida, has found himself a niche market. From years as a project manager and engineer, Nicotera saw a need for a tracking system for large multi-million-dollar road construction projects, specifically for tracking shipment delivered by independent truck drivers.

Nicotera dedicated his time and efforts and built a business around the needs of these project managers. With the capability of Videx's CyberBadge, he has delivered Sonitrac – a system which allows for tracking when and where shipments are dropped off, enabling project managers to better control budget and to go paperless in their solution.

TRACKING INDEPENDENT CONTRACTORS

While working as a project manager in charge of building a new runway for a large international airport in Florida, Nicotera's assessments came to an alarming conclusion; if the project continued at the same rate, they would run over budget with



two feet still left to build up in elevation. Nicotera went to the operations trailer to discuss the issue and found dozens of people knee high in stacks of tickets. These tickets were used to sort and track the dump truck loads being delivered to the runway. A whole staff was needed just to count and organize all the tickets but still most of them were lost or filed incorrectly and not entered. He quickly noticed a need for a more effective and modern tracking system.

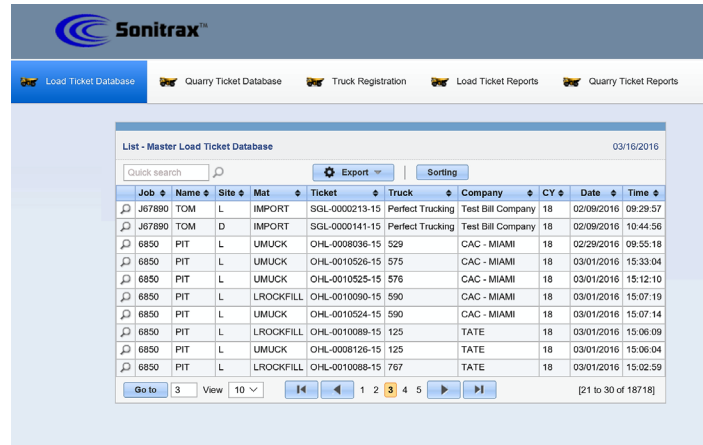
Before, everything was done on paper. The contractor would hire the independent truck drivers, sometimes hundreds at a time, and issue tickets to a quarry for the drivers to pick up and deliver loads of material to the construction site. The drivers would then turn in their tickets to receive their pay, but it was very common for theft to take place during this process. After receiving a ticket and loading up their truck, some of the drivers would sell the material to a third party who pays cash. Then they return to the quarry, get a second ticket and load but deliver this one to the construction site and turn in both tickets to the contractor, effectively receiving triple the pay for only delivering one load. Since the only thing connecting the independent truck driver and the project was a piece of paper, tracking stolen goods was a nightmare. In fact, most large construction companies add an extra 2% to each bid, estimating the cost of product and material loss automatically. Budgets and deadlines were not being met and millions of dollars were going untracked. With paper tickets stacking knee high and the need to hire more onsite employees just to sort and separate these paper tickets, there was an enormous amount of loss and huge need for a tracking system.



SOLUTION: VIDEX CYBERBADGE

Nicotera knew that papers had to go, so he developed an application which used barcodes and RFID tags to track the dump trucks delivering material. Word spread and other project managers started asking for Nicotera's help.

Using the Videx CyberBadge, Nicotera programmed his own data tracking solution, Sonitrax, to sell to project managers experiencing these kinds of issues. Nicotera installs the program onto the CyberBadge himself or can even install the CyberBadge manager web server remotely on existing hardware in the contractor server room. With the CyberBadge's touch screen technology and data capacity, it can hold many programs in the palm of an employee's hand allowing a company to set up for the day's work, depending on the project, without having to reach out to DT Systems. With Sonitrax, contracting independent truck drivers is now much more streamlined and productive. The Cyberbadge scans an RFID tag on the truck and then the barcode on the paper ticket (with an encrypted barcode that cannot be duplicated) stating what materials need to be delivered. When the materials are delivered to a site, the barcode is scanned again as well as the RFID tag on the truck. The CyberBadge is then synced with a web server via a Wi-Fi hotspot at each site. The CyberBadge is an Internet of Things endpoint device which communicates with the CyberBadge Manager gateway to push the data to a Scriptcase web-application. This means that data from two sites, which are miles apart, end up in the same database, providing timely and accurate information. As simple as this solution may seem, it has been a huge success among DT Systems' customer base. Contractors are able to receive real time data consistently in the field and drastically reduce material loss. "My customers are winning bids and billing



| Job | Name | Site | Mat | Ticket | Truck | Company | CY | Date | Time |
|--------|------|------|-----------|----------------|------------------|-------------------|----|------------|----------|
| 367890 | TOM | L | IMPORT | SGL-0000213-15 | Perfect Trucking | Test Bill Company | 18 | 02/09/2016 | 09:29:57 |
| 367890 | TOM | D | IMPORT | SGL-0000141-15 | Perfect Trucking | Test Bill Company | 18 | 02/09/2016 | 10:44:56 |
| 6850 | PIT | L | UMUCK | OHL-0009036-15 | 529 | CAC - MIAMI | 18 | 02/29/2016 | 09:55:18 |
| 6850 | PIT | L | UMUCK | OHL-0010526-15 | 575 | CAC - MIAMI | 18 | 03/01/2016 | 15:33:04 |
| 6850 | PIT | L | UMUCK | OHL-0010525-15 | 576 | CAC - MIAMI | 18 | 03/01/2016 | 15:12:10 |
| 6850 | PIT | L | LROCKFILL | OHL-0010090-15 | 590 | CAC - MIAMI | 18 | 03/01/2016 | 15:07:19 |
| 6850 | PIT | L | UMUCK | OHL-0010524-15 | 590 | CAC - MIAMI | 18 | 03/01/2016 | 15:07:14 |
| 6850 | PIT | L | LROCKFILL | OHL-0010089-15 | 125 | TATE | 18 | 03/01/2016 | 15:06:09 |
| 6850 | PIT | L | UMUCK | OHL-0008126-15 | 125 | TATE | 18 | 03/01/2016 | 15:06:04 |
| 6850 | PIT | L | LROCKFILL | OHL-0010088-15 | 767 | TATE | 18 | 03/01/2016 | 15:02:59 |

jobs due to profitability. Because they are able to curtail the extra loss, they can bid lower, positioning themselves in the top ten on the bid list, awarding them bigger projects," states Nicotera. "This is one of the great advents of working through the internet, my customers can meet project timelines and make more money."

Benefits/ROI:

- » Immediate ROI once implemented
- » No need to bid higher to compensate for material loss
- » Lower bids allow for larger and more competitive projects
- » Over 1 million dollars in protected revenue
- » Labor savings - no need to hire staff for ticket entry and sorting
- » Projects completed on time - never missing materials
- » Application currently being introduced to the government will save tax payers millions
- » Companies earning bonus money due to timely project completion

CYBERBADGE

"MY CUSTOMERS ARE WINNING BIDS AND BUILDING JOBS DUE TO PROFITABILITY. BECAUSE THEY ARE ABLE TO CURTAIL THE EXTRA LOSS, THEY CAN BID LOWER, POSITIONING THEMSELVES IN THE TOP TEN ON THE BID LIST, AWARDING THEM BIGGER"

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