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Excellent Improvements in Payment Cycle Time

Receiving payment for goods and services is the lifeblood of any company. With timelines often at 90 days (or longer), making sure your projects are approved in a timely manner is essential to company cash flow. Most telecommunications contractors are quite adept at planning and performing the contracted work, but there can be a gap between work completed and work documented in a manner acceptable to the customer. The latter gets the project into "approved for payment" status and a check in your company's account. This approval is usually completed with a "Close-Out Package".

The Close-Out Package (COP): Experience teaches us that work done well is work measured and recorded properly. COPs have become a mainstay in most industries, including telecommunications, and their usefulness in logging accomplishments and providing historical documentation is without question. The COP must be in the format the customer requires and must demonstrate the contractor completed all tasks satisfactorily. However, despite the COP's importance to the project and customer, wireless contractors report their customers still find incorrect data in staggering 89% of their COPs![1]

89% of wireless contractors said that something incorrect in a closeout package delays their payment – January 2019

"Survey Uncovers some startling financial statistics that trigger a 5G train wreck", Wireless Estimator
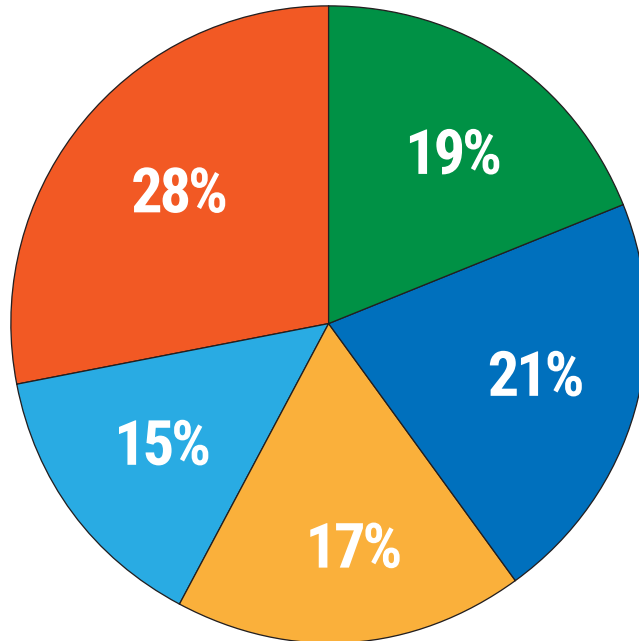
In fact, CEO and Founder Subbu Meiyappan of ECSite, a Bay Area-based company offering an end-to-end platform for fully automated COPs says, "automated COPs are becoming an essential part of the immediate future."

Managing, developing, and delivering accurate COPs and gaining quick acceptance is a detailed, costly task often overlooked during bidding and operations. Incorrect COPs may result in return visits to the site, re-work by project managers and administrators, strain on business relationships, and a concurrent delay in payment. These delays can account for significant losses in time and profit for your business.

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[1] Source: http://wirelessestimator.com/articles/2019/contractor-survey-uncovers-some-startling-financial-statistics-that-could-trigger-a-5g-train-wreck/

2019 Contractor Survey[2]

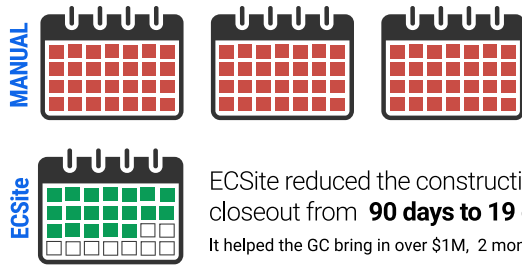## Average number of days it takes a turf vendor, carrier, or vertical realtor to approve a closeout package:

Legend:
- 5 Days (green) — 19%
- 10 Days (dark blue) — 21%
- 15 Days (yellow/orange) — 17%
- 20 Days (light blue) — 15%
- 30+ Days (red) — 28%

Vendors report ~ **60% of COP approvals take 15 days or longer**. ECSite Solutions reduces this greatly.[2]
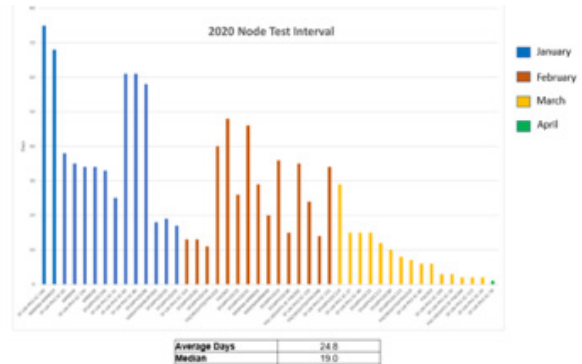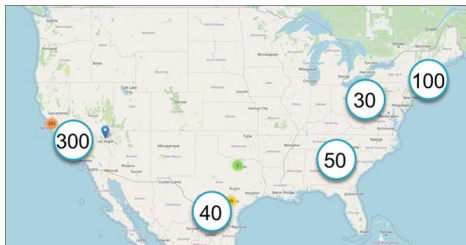
ECSite offers real-world, software-based, **automated solutions** for your testing documentation and close-out package requirements. Our solutions will increase efficiency, get the COP accepted the first time, and increase profit by reducing your cycle time. ECSite's engineers build Android-based applications to your specific SOW/MOP, and we customize your COPs to your clients' needs. This resulting increase in efficiency, coupled with high accuracy, resulted in a 79% improvement in cycle time with one of our valued clients (construction start to payment received).

[2] Source: http://wirelessestimator.com/articles/2019/contractor-survey-uncovers-some-startling-financial-statistics-that-could-trigger-a-5g-train-wreck/

Case Study:
ECSite's Automation Improves Small Cell Construction to Payment by 90%

MANUAL

ECSite

ECSite reduced the construction to closeout from **90 days to 19 days**.
It helped the GC bring in over $1M, 2 months quicker!

No Rejections

No Go-Backs

Small Cells -Nationwide

300
30
100
50
40

2020 Node Test Interval

- January
- February
- March
- April

Average Days	24.8
Median	19.0

Upon implementing the ECSite Solution, this vendor saw cycle times reduce from 90 days to 19 days! Even greater efficiencies are expected![3]

ECSite can be successfully deployed for any automated COP solution, and we are currently supporting vendors in Small Cells, oDAS, large venues/iDAS, Public Safety, Macro site new builds/modifications, and PIM Mitigation efforts. ECSite solutions can increase your efficiency and save you time and money. Schedule a no obligation demo today! **https://ecsiteapp.com/schedule-a-demo/**

[3] Source: http://wirelessestimator.com/articles/2019/contractor-survey-uncovers-some-startling-financial-statistics-that-could-trigger-a-5g-train-wreck/

Reporting takes up significant time

Creating reports to communicate progress remains a significant pain for those not using purpose-built telecom project management solutions.

48 HOURS
Many are not capable of generating their own reports without IT help. Often, it takes 48 hours or more to generate the requested reports.
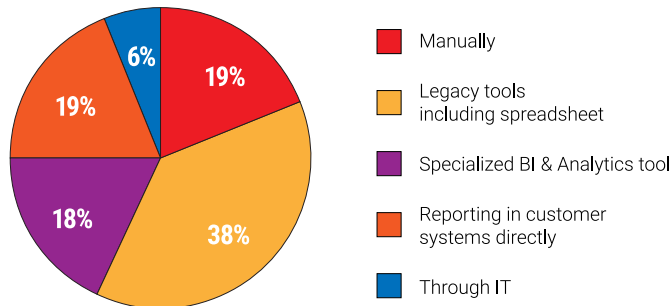
30%
of people aren't confident in the data underlying their reports.

Time spent running reports:

9% (1 hr)
spend less than 1 hr a week

34% (6 hrs)
spend 6 hrs or more a week

Methods of reporting progress to leadership and customers:

- 19% Manually
- 38% Legacy tools including spreadsheet
- 18% Specialized BI & Analytics tool
- 19% Reporting in customer systems directly
- 6% Through IT

■ Manually
■ Legacy tools including spreadsheet
■ Specialized BI & Analytics tool
■ Reporting in customer systems directly
■ Through IT

COPs demand significant time, headcount, and money to complete. ECSite solutions optimize all three.[4]

GENERAL OVERVIEW

ECSite's solution utilizes an industry leading synthesis of automation, cloud services, data analysis, and report generation. If you are looking for the next generation solution to move into the future, this is it! At a high level, the ECSite solution is two parts that provide a clear path to accomplish the requirements of the project. To start, users download an Android-based application for field use that syncs all photographic, instrumental, and test data with a cloud server. The second part takes this cloud-based database to provide an engineering and project management view of the status and work in the field. ECSite provides excellent visibility to your projects at any stage: during construction, during testing, post-testing, and historical.

MOBILE APP

The Android application is tailored to the individual project. Your crews will download this application from a project specific link onto any Android device (supplied by you or ECSite). It can even be loaded on the technician's actual phone if so desired. This application will be used to control test devices and store test plots and their underlying instrument files. When the technician syncs with the cloud, all data is stored and labelled appropriately for use by project managers and engineers. The included checklists provide visibility for both technicians and project managers as to what remains for completion. There are no missed items in the field, and no re-visits needed!

PORTAL

The portal is a web-based interface that allows project management and engineering to see the results for any project. It provides labelling and organization to keep data at a high-level, yet the user can also dig deeply into any aspect of the testing (e.g. can download the actual file behind a sweep or PIM test to see all aspects of the data if desired). The same field checklists are synced here allowing the "office" to track the progress of field crews.

SME GUIDANCE and VERSATILITY

Newer technologies and projects often come with a learning curve. Let ECSite flatten that curve by utilizing the synergy of the ECSite solution! As an example, one benefit of the portal/field app solution is that a technician can talk to a SME real-time about what is happening in the field. Utilizing uploaded photos and tests, the technician can get guidance from engineers and project managers while still on the tower. Additionally, go cutting-edge and use our 360 photos to get a real "feel" for what is on the tower without ever leaving the office. ECSite solutions allow SME's to assist crews anywhere, even thousands of miles away. The solution also allows SMEs to assist many more crews than if they were only bouncing between office and field supporting one project at a time. In addition, the ECSite solution allows SMEs to see myriad cases in the field developing their SME expertise to a world-class level. In the era of COVID-19, automation and remote guidance are essential to success!

Utilize the ECSite solution to become the dominant vendor in your field.

https://ecsiteapp.com/schedule-a-demo/