



CAM Construction Teams Up with Eyrus for Compliance and Visibility on Bay-Brook Elementary / Middle School

"The Eyrus platform was the database for CAM's personnel tracking and the daily/weekly comparison reports allowed our team to produce the necessary compliance records for the project's Owner Controlled Insurance Program requirements," states Mike Marshner with CAM Construction. In addition, the CAM team streamlined workflows using real-time workforce data from Eyrus to support the on-time delivery of Bay-Brook Elementary / Middle School.

[About the Project](#)

Bay-Brook Elementary/Middle School School | Baltimore, MD | Workforce: 572 | total project hours: 187,732.73

[About Cam Construction](#)

CAM Construction is a privately owned construction service firm based in Baltimore, MD since 1962. By providing Pre-Construction, Cost Estimating, Design-Build, Construction Management, and General Contracting services, our staff continues to serve the Maryland community, as well as select projects along the East Coast. CAM has completed over 325 major projects in the last 57 years and has served the private, public, and non/profit sectors since our inception. Named "6th Fastest Growing Private Company in the Baltimore Metropolitan Area" Baltimore Business Journal – 2018, 50 Fastest Growing Firms.

[Project Challenge](#)

In 2010, Baltimore City Public Schools laid the groundwork for an ambitious plan to rebuild the aging school buildings throughout the city. Using combined team efforts, including the City of Baltimore and the Maryland Stadium Authority (MSA), those plans to build high-quality, future-focused schools for Baltimore are in action today through the 21st Century School Building Program. CAM teamed up with Eyrus in order to meet the OCIP (Owner Controlled Insurance Program) requirements for compliance on the Bay Brook Elementary / Middle School project established by MSA. These strict safety requirements mandated records be kept showcasing exactly who was on site at all times, as well as who had background checks and past drug testing. Another key understanding was tracking by hour how many jobs and work hours were created for Baltimore City residents and the surrounding counties through the program.

[The Solution](#)

Apex, the leading solution of the Eyrus platform for workforce visibility, provided the real-time workforce attendance, attribute tracking, and all the necessary reporting for compliance on this project. CAM compounded the value of the system by using the real-time data for their own onsite operations. They gained even more efficiency by giving MSA, the owner representative, direct access into Eyrus to retrieve reports, saving both MSA and CAM's onsite team additional administrative work. "It saves hours of time for our project administration team because of the transparency and flow of real-time information. The owner has access to the data and they easily extract the info they need into automated reports or customizable searches, saving our team valuable time and allowing us to reallocate these daily priorities," said Mike Marshner, the Business Development Manager for CAM responsible for the client's satisfaction and heavily involved with CAM's on-site OCIP administration process.

Real-Time Workforce Visibility

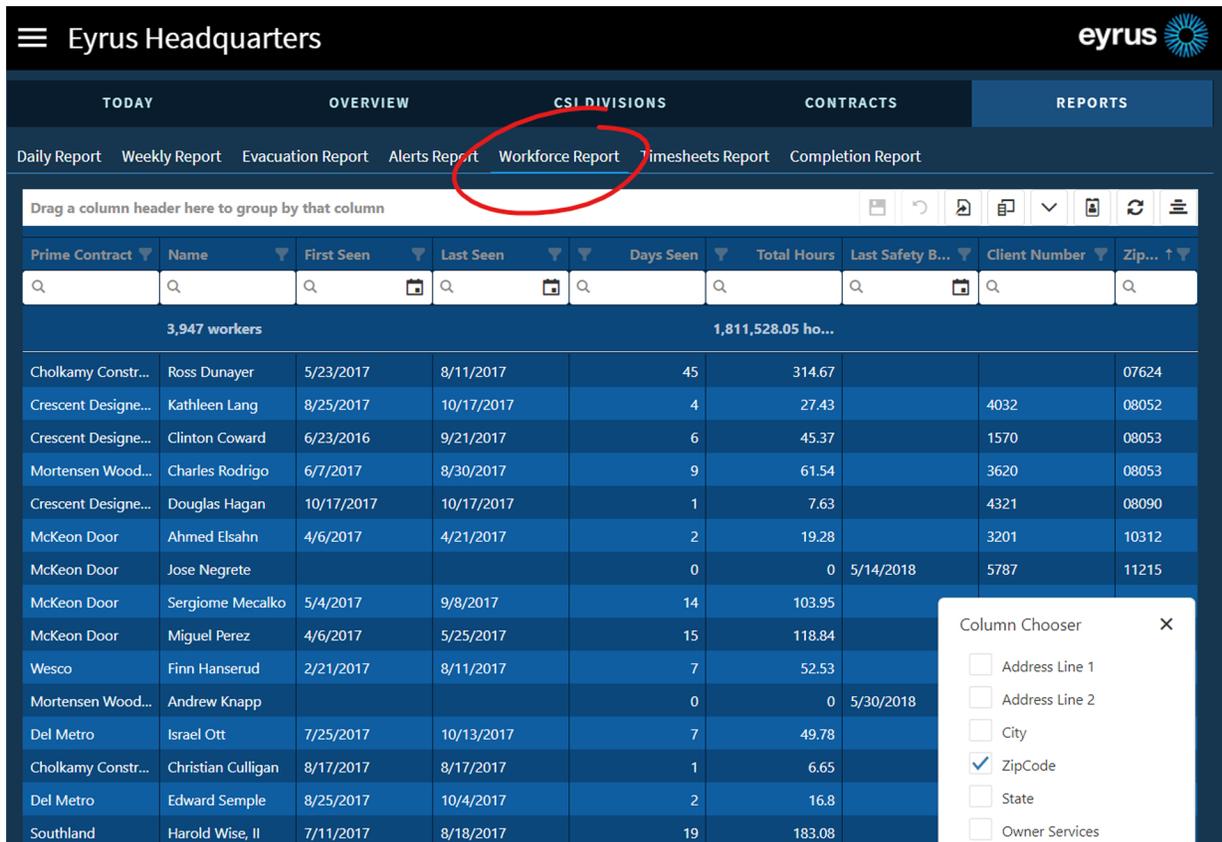
In order to have a real-time understanding of who is on your site, everyone must be registered in Apex and have a badge or beacon. For this project, CAM chose the most popular wearable Eyrus provides which is the BLE hard hat beacon. During CAM's standard on-site orientation process, the team collected the necessary information per person for the OCIP requirements and provided everyone with a beacon during the initial safety briefing. Beacons activate immediately and their signal is picked up by on-site Readers positioned at the entrances of the site. This allowed the CAM team to know who's on site in real-time, who they worked for, when they arrived and when they were last seen on site. Additionally, the recording and accessibility of this information is key to accurate on-site reporting. The Apex evacuation interface enabled the CAM team to communicate with on-site teams and understand if the site was fully evacuated in case of a drill or an unforeseen emergency.

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- Mike Marshner, CAM Business Development Manager

Attribute Reporting for Compliance

The CAM team worked with Eyrus prior to kick off to determine what data needed to be collected per individual coming on the site. The data was captured through a customized registration process that seamlessly fit into CAM's standard site/safety orientation, via a batch upload. This information creates the Eyrus interactive central database. The data is organized to quickly view high level information per subcontractor and CSI division in real-time, such as headcounts, and easily dive into details, like timesheet information when necessary.



The screenshot shows the Eyrus Headquarters interface. The 'Workforce Report' tab is highlighted with a red circle. A 'Column Chooser' dialog box is open, showing 'ZipCode' selected. The table below displays worker data with columns for Prime Contract, Name, First Seen, Last Seen, Days Seen, Total Hours, Last Safety B..., Client Number, and Zip... The table shows 3,947 workers with a total of 1,811,528.05 hours.

Prime Contract	Name	First Seen	Last Seen	Days Seen	Total Hours	Last Safety B...	Client Number	Zip...
3,947 workers		1,811,528.05 ho...						
Cholkamy Constr...	Ross Dunayer	5/23/2017	8/11/2017	45	314.67			07624
Crescent Designe...	Kathleen Lang	8/25/2017	10/17/2017	4	27.43		4032	08052
Crescent Designe...	Clinton Coward	6/23/2016	9/21/2017	6	45.37		1570	08053
Mortensen Wood...	Charles Rodrigo	6/7/2017	8/30/2017	9	61.54		3620	08053
Crescent Designe...	Douglas Hagan	10/17/2017	10/17/2017	1	7.63		4321	08090
McKeon Door	Ahmed Elsahn	4/6/2017	4/21/2017	2	19.28		3201	10312
McKeon Door	Jose Negrete			0	0	5/14/2018	5787	11215
McKeon Door	Sergio Mecalko	5/4/2017	9/8/2017	14	103.95			
McKeon Door	Miguel Perez	4/6/2017	5/25/2017	15	118.84			
Wesco	Finn Hanserud	2/21/2017	8/11/2017	7	52.53			
Mortensen Wood...	Andrew Knapp			0	0	5/30/2018		
Del Metro	Israel Ott	7/25/2017	10/13/2017	7	49.78			
Cholkamy Constr...	Christian Culligan	8/17/2017	8/17/2017	1	6.65			
Del Metro	Edward Semple	8/25/2017	10/4/2017	2	16.8			
Southland	Harold Wise, II	7/11/2017	8/18/2017	19	183.08			

Eyrus Workforce Report

Strategically important for this project, CAM was able to easily customize reports based on the attributes collected at orientation, fulfilling the requirements for the project. Apex empowers users to quickly sort and filter data (such as trade, city residency, safety briefing date, foreman, and more) for immediate answers and custom reports. With just a few clicks, compliance reporting is easily completed. In fact, when asked about his favorite feature in Eyrus, Mike Marshner tells the team, "the ad-hoc reporting capability, allowing our team to seamlessly pull up the correct answers for the task at hand and easily extract and share this information." Furthermore, reports can be automatically sent on a daily, weekly or monthly basis and per the team's needs.

Enhancing Onsite Operations

The CAM team found Apex to be useful during their own day-day onsite activities in addition to satisfying compliance requirements.

Efficiency Gains

Using the Eyrus platform to register the workforce, collect and apply the data for reporting has “reduced the amount of people needed to collect necessary information,” Crystal Lapp, the Project Administrator for Bay-Brook reports. Prior to using Eyrus, the team had to use “paper forms plus excel sheets that require multiple people to complete the extensive process of information collection.”

Productivity & Visibility

CAM’s Project Manager would use the Eyrus data every morning for an understanding of subcontractor headcounts to make sure deployment was meeting schedule needs. “It’s great for manpower visibility. We can let teams know if they need to increase their headcounts through the utilization of live data,” remarks Mike Marshner. Since everyone on CAM’s team also participates in Eyrus enrollment, Mike adds, “We used Eyrus to populate our own hourly reports to the client. The process was simple and reduced our internal efforts.”

CONTRACT	NAME AND CONTACT	FOREMANS NAME	LANGUAGE	STATUS	NOTES
AVI SPL (WAV Integrations, LLC)	Rolland Smith Horsford Phone: (301) 704-9635	Foremans Name	English	Verified	Note
Bratti Tile (W&E Tile Floor Covering LLC)	Dennis Villa Medina Phone: (240) 702-8895	Foremans Name	Spanish	Verified	Note
Bratti Tile (W&E Tile Floor Covering LLC)	Edin Rosales Cortez Phone: (301) 975-7659	Foremans Name	Spanish	Verified	Note
Bratti Tile (W&E Tile Floor Covering LLC)	Edwin Meneses Beza Phone: (240) 485-4624	Foremans Name	Spanish	Outstanding	Needs medical attention
Bratti Tile (W&E Tile Floor Covering LLC)	Pablo Ramirez Balen Phone: (240) 476-7290	Foremans Name	Spanish	Outstanding	Note

Eyrus Interactive Evacuation Report

Safety

For safety purposes, the CAM team used Eyrus data daily to monitor headcounts throughout the day. In addition, when asked if they used the interactive evacuation tool in Apex, which creates a sortable checklist of everyone on site in real-time, Crystal told us, “yes, but not for evacuations - for attendance verifications in the morning we use the interactive checklist.” The Eyrus team found this to be a creative and custom way to use a system feature for their own on-site needs! Should the CAM team have needed this feature for evacuation, the interactive evacuation report has a built-in text messaging feature allowing the user to send a custom text to everyone in the field alerting them of either the current emergency, or instructions for a drill.

EYRUS EXPERIENCE

Eyrus is a customer service driven company that focuses on connecting with their clients on a regular basis to find ways to better fulfill their goals. Over the course of the project, the Eyrus team met with the CAM on-site team, Mike Marshner, and Marc Munafo, President of CAM Construction, to discuss their experience and feedback. This process drives key improvements to the Eyrus platform which further supports our client's productivity and efficiency.

When asked about learning how to use Eyrus initially and throughout the project, the onsite team reported, "the training is very good in person and online. The Eyrus team would respond quickly and with screen shots for us to easily follow the instructions on any specific how-to questions," says Crystal Lapp. "They were incredibly helpful - on the phone and by email, everyone promptly handled any issues," adds Mike Marshner.

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ROI SUMMARY

The Eyrus platform supported CAM in keeping this Elementary / Middle school project on schedule, on budget, and in compliance. Additionally, CAM reduced the amount of people needed to meet compliance requirements due to the efficiency of Eyrus data and the ease of the registration process. Immediately, the software saved on average 10 to 15 hours a week in administrative work required by the CAM team to create reports for MSA. In Addition, the CAM project manager saved on average 1 to 2 hours a day in the management of subcontractors and site operations. With these time savings, the cost of Eyrus was covered within a few months of being on site. The ROI for the entire project was greater than 200%. Furthermore, the outcome of satisfying the Maryland Stadium Authority and Baltimore City Schools is priceless for CAM.

When asked how quickly Eyrus made an impact on their project Mike reponds "the owner was very satisfied with their ability to access information gathered on-site, in real-time, and from their own office. Our teams could converse to quickly resolve any issue." Today, Eyrus is on three additional Baltimore City school projects for the 21st Century Program and we look forward to working with CAM on their next project.