

SAMSUNG



Making construction more mobile

Phil Pomerance, Director of OE Consultancy Ltd, tells us how he runs multi-million pound construction projects from his Samsung phone.

Phil runs a London-based construction, project management and consultancy company.

He's a one-man-band who spends his days juggling tight deadlines, demanding clients and a network of tradesmen – and he does it all via his trusty Samsung phone, tablet and Galaxy Watch devices.



Cementing teams

Phil's office is in his pocket.

"If I didn't have my phone," says Phil, **"I wouldn't have any business. I wouldn't be able to organise anyone."**



Phil schedules and updates all his projects using Google Calendar. **"I'll share the key dates to my calendar,"** he explains, **"then I'll share those dates with electricians, plumbers, plasterers and so on."** This way, everybody knows the important deadlines and what's expected of them. Plus, if dates shift – which they often do in the construction world – everybody is automatically updated, saving a lot of emails, calls and hassle.

Phil also uses Google Calendar to share a more detailed list of tasks and deadlines with site foremen, and to schedule reminders for them.



Keeping cash flowing

Phil's Samsung devices aren't just invaluable for helping him manage his teams – they're also crucial for helping him to monitor and manage the business' cash flow.



"Cash flow is one of my biggest bugbears: people not paying the right money, at the right time." Despite putting payments schedules in place (and working with very wealthy clients) Phil reveals that, in reality, he rarely gets the money that's been agreed on time. **"I'm usually behind from day one."**

It's little surprise that Phil is always logging on to his online banking. **"It's of paramount importance. I'm always checking it, day in, day out,"** says Phil. **"Every hour I'm checking to see if someone's paid or what money's going out, what money's coming in."** With materials costs to cover and tradesmen to pay, it's essential that Phil stays up to speed.



Paper-free project management

Luckily for Phil, businesses like his no longer need to rely on pieces of paper – or even computers – to manage their projects.



Thanks to the cloud, estimates, emails, plans, bank statements and so on, are just a tap away. And because all Phil's devices are in sync, any updates he makes on one, will update on the others – so no need to switch devices. With all the facts to hand, it means that he can resolve customer conflicts faster and easier, keeping project delays to a minimum.



Speed marketing

With his day devoted to managing projects, Phil doesn't have much time for marketing.



But with his webpage and Instagram page directly accessible via his phone and tablet, he can seize ad-hoc opportunities to make quick updates. **"I'll take pictures of jobs and if I'm doing a nice, prestigious job I'll put some videos up there, maybe a bit of live streaming."**



Shareable spreadsheets

Phil also spends a big chunk of his day checking spreadsheets on his phone or tablet.



"I have three elements," he explains. **"One is the initial estimate or quotation. Then there's another spreadsheet that I break that estimate down into a subcontractor spreadsheet, so it's got all the costs on it. Then, the third one is all amounts of material that are bought or labour that I spent."** This way, Phil's always got a running total to hand for each project.



The ultimate checklist

In his quest to stay paper-free, Phil also uses spreadsheets to create snagging sheets – a list of bits that are left to be done.



"I then convert that to a spreadsheet, which I'm able to send to the contractors. They're able to look at it on their phone as a PDF." Phil can keep the spreadsheet 'live' on his tablet, so he can update it when jobs are completed or added, either on the move, or at home using Samsung DeX to connect to a monitor for when he wants a more PC-like experience.



Securing success with Samsung

It's easy to see why Phil's Samsung mobile devices are invaluable to his business.



Whether they're being used to browse contractors, check his bank balance or keep in touch with customers, the role they play is essential. Phil also finds his mobile devices to be highly reliable, especially in tough construction environments. **"They can take the knocks that come with my job,"** he says. Water and dust resistant to IP68 standards and with defence-grade security built-in, Phil can rest-assured his business documentation is safe while he's on the move.

With his connected Samsung devices, Phil finds he has access to all the same resources as bigger businesses – but without the big overheads. And, in the world of small business, that's a big deal.

Phil uses the following Samsung devices

Galaxy S | Tab S | Watch



See how Samsung mobile technology can help your business at www.samsung.com/uk/business