

## WORCESTER AIR CONDITIONING COMPANY.

Tracking a project before it goes off track sees a significant increase in savings.



### Sheet metal HVAC fabrication and installation for commercial and industrial construction.

Worcester Air conditioning company, inc. provides sheet metal solutions for commercial and industrial projects. They offer designing, fabrication, and installation on a full range of commercial ductwork in galvanized steel, stainless steel, aluminum and black iron. Worcester Air prides themselves on delivering exceptional quality utilizing knowledge, the latest technology and industry innovations. The company is based in Ashland Massachusetts, serving customers throughout eastern New England and has been in business for over 50 years.

#### Challenge.

Worcester wanted increased project visibility and to understand where they were on projects. They were unable to analyze labor productivity and determine why some projects were taking longer or were less productive than others.

Challenged with a manual process where the foreman performed a physical markup in the field on 2D pdfs on a tablet, was just not working. Data was collected only once per month and with approximately 15 projects running at any given time, and the need to transcribe the data into the number of pounds installed, made this process both time consuming and inefficient. Business decisions are based on accurate information and the current manual method made it difficult to translate the markup into data that could be easily shared and understood by all project stakeholders.

*“The manual process was ridiculous. The time to manually take off data and make necessary calculations reduced us to analyze data only once a month.”*

Bob Mahoney  
Outside Superintendent  
Worcester Air



Framingham State University,  
Framingham, MA

## Solution.

Worcester was eager to address the problem of their manual progress tracking processes; their management team wanted an easy-to-use solution that their team would quickly embrace and apply. Worcester discovered from the very first live demo that ICT Tracker was the right solution. In less than a week, Worcester had ICT Tracker up and running in the field on a major office tower project in downtown Boston. The team was delighted with the solution, finding it easy to learn and easy to use while providing key data to improve productivity.

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*"With ICT tracker, we finally have an easy and accurate process to verify when a project is on track. But more important, the data to identify and act when a project is off schedule."*

Bob Mahoney, Outside Superintendent, Worcester Air

*"We are very pleased with ICT tracker."*

Jim Morgan, President, Worcester Air

## Results.

With ICT Tracker, the field superintendent now automatically measures multiple units of measurement with pounds, pieces, linear feet to calculate square feet by simply selecting from the 3D model on an iPad. By using ICT Tracker, Worcester collects and reports on correct assets in real-time to verify the project is tracking to the estimate. More important, they can now identify early warning signs if a project is off schedule.

On the initial project, Worcester Air realized a reduction in labor and time and materials by collecting data automatically vs. the manual methods used previously. By taking timely action as issues arose, the savings were substantial!

Worcester has since started using ICT Tracker on two additional projects and intends to fully deploy it on all projects and provide a positive significant measurable financial impact on the bottom line.

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*"With labor and materials being the largest cost factor in construction, it needs to be carefully managed. With ICT Tracker, we improved the utilization rates and were able to limit re-work and saw immediate productivity gains."*

Bob Mahoney  
Outside Superintendent  
Worcester Air

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Innovative Construction Technology (ICT) is an augmented reality (AR) software company that delivers innovative and empowering products to easily solve problems and transform the use of technology in the construction industry. ICT is built on knowledge through experience and the desire to foster authentic and genuine relationships by sharing the outcome in partnership with our customers.

866.ICT.TRKR 866.428.8757 [www.icctracker.com](http://www.icctracker.com)