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Welcome!
“Innovation in NDT” Webinar Series

March 25, 2021

Host: Flynn Spears

Alban NDE

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GROW YOUR KNOWLEDGE. GROW YOUR CAREER.

Replace Manual Processes, Paper, and Excel with a Digital Platform!

Nasrin Azari, President & CEO

Floodlight Software

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Who I am

- President & CEO of Floodlight Software
- 15+ years corporate leadership
- 30+ years in IT/Software Engineering
- Using technology to improve operations
- Expertise:
  - Mobile Solutions
  - Physical IT Asset Management
  - Digital Transformation
  - Digital Workflow

What we're talking about today

- Overview of NDT processes
- Expected Benefits from Digitalization
- Examples of digital processes
    - Creating Jobs or Work Orders
    - Managing your Workforce Operations
    - Collecting data
    - Tracking Job Costs
    - Creating Reports

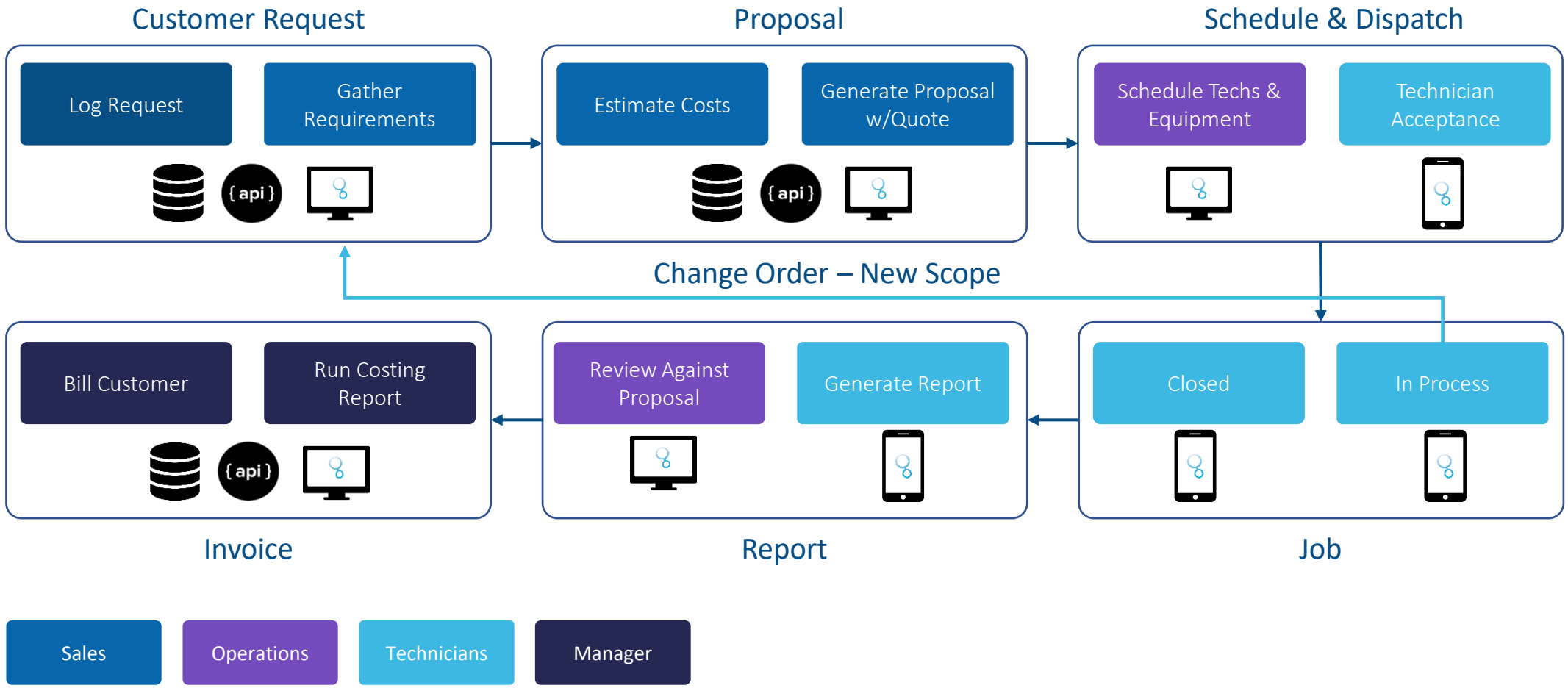
DISCLAIMER! I will be using Floodlight to demo scenarios!

POLL QUESTION 1

How mature is the digitalization of your business?

1. We are still working primarily from paper, white boards, and sticky notes!
2. Our business runs almost entirely on Excel
3. We use a hodge-podge of different tools that are not well integrated
4. We have a digital platform that we are using or currently implementing

NDT Processes



POLL QUESTION 2

How would you categorize your role in your NDT business?

1. Sales / Account Management / Customer Engagement
2. Operations / Scheduling / Dispatching
3. Field Technician / NDT specialist
4. Manager / Business owner

Benefits of Digitalizing your Processes

OPERATION	1 **Inspector Management & Utilization**	2 **Data capture and collection**	3 **Data Management**	4 **Reporting to customers**	5 **Job Cost calculating & Billing**
BENEFITS	Dynamic Scheduling; faster response to changes	Faster, more accurate, easier data collection	Trustworthy DB that is searchable in many ways	Real-time report gen; Flexible formatting	Accurate job costing and timely invoicing

5 Process Examples

1. Collecting customer requirements and creating a Job / Work Order
2. Managing technician skills and scheduling Jobs
3. Data Collection during a Job
4. Tracking Job Costs
5. Creating Output Reports

Example 1: Creating Jobs / Work Orders

Connect your customer contract to your Job or Work Order

Ensure that all agreed-upon services are included

Include cost and timeframe estimates

Replace your paper quotes, proposals, and job forms with digital versions

Floodlight Softw | Floodlight Softw | Floodlight Softw | job-report | job-report | job-report | job-report | job-report | Inbox (13,313) - | ASNT Webinar -

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- All Stages - | - All Clients -

- All Sources - | - All Owners -

Dashboard

Sales

Requests

Proposals

Clients

Operations

Admin

New Request | Export | Print | Columns | Type to filter entries...

ID	Title	Client	Source	Owner	Stage
REQ-2103-10	Magnetic Particle Inspection Request for Rocket	Company 1 -- Rocket Company	Call	Nasrin Azari	New
REQ-2103-9	MT Project for Cogsworth	Cogsworth Oil	Email	John Doe	New
REQ-2103-8	Visual Inspection Project for Cogsworth	Cogsworth Oil	Case/Import	John Doe	New
REQ-2103-7	Magnetic Particle Inspection Request	Company 1 -- Rocket Company	Chat/Voice	Nasrin Azari	Converted
REQ-2008-2	FSR Inspection Request	Company 1 -- Rocket Company	Call	Mike Bruno	Converted
REQ-2009-1	Test Request for Karla	Company 1 -- Rocket Company	Call	Mike Bruno	Converted
REQ-2007-2	Pipeline Visual and MT Inspection	Company 1 -- Rocket Company	Email	Admin Name	Converted

10 per page

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Example 2: Managing your Workforce

Tracking skills and on-the-job training / experience

Keeping track of technician schedules and assignments

Assigning jobs to technicians with appropriate skills and availability

Creating and using Teams

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Sales
- Requests
- Proposals
- Clients

Operations
- Job Projects
- Dispatching
- Billing Report
- T&E Report

Admin
- Job Types
- Equipment
- Parts
- Users
- Teams
- Rates
- Skills

Operations / Job Projects / **JOB-2103-10** Pending

Details | Content | Job Types | Skills | Documents | Job Project Report | Time & Expense | Pricing | Invoice | ...

Job Project ID *
JOB-2103-10

Job Project Name
Magnetic Particle Inspection Request for Rocket

Billing Interval (Not Started)
None

Customer Job Project Reference Number

PO Number
P-7554781

Invoice Term
30

Priority *
Critical

Owner *
Nasrin Azari

Client
Company 1 -- Rocket Company

Site
Site Three

Main Contact *
Johnny Rocket

Description

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Example 3: Collecting Data at a Worksite

Replace paper-based data collection with digital tools

Minimize errors in data collection by limiting choices

Default data entry when appropriate

Automate collection of certain data points

Create short-cuts where possible

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- Clients
- Job Projects
- $ T&E Report

Operations / **Job Projects**

Scheduled × In Progress × | - All Priorities - | - All Clients -

Assigned to Me | - All Owners - | - All Field Techs -

Export | Print | Columns | Type to filter entries...

ID	Job Project Name	Client	Priority	Owner	Lead Field Tech	Field Techs	Stage
JOB-2103-10	Magnetic Particle Inspection Request for Rocket	Company 1 -- Rocket Company	Critical	Nasrin Azari	Frank Tillman	Faith Trooper,Flynn Tardiman	In Progress
JOB-2103-1	Magnetic Particle Inspection Request	Company 1	Critical	Nasrin Azari	Fred Tanner	Faith Trooper,Felix Trendsetter,Frank Tillman	In Progress

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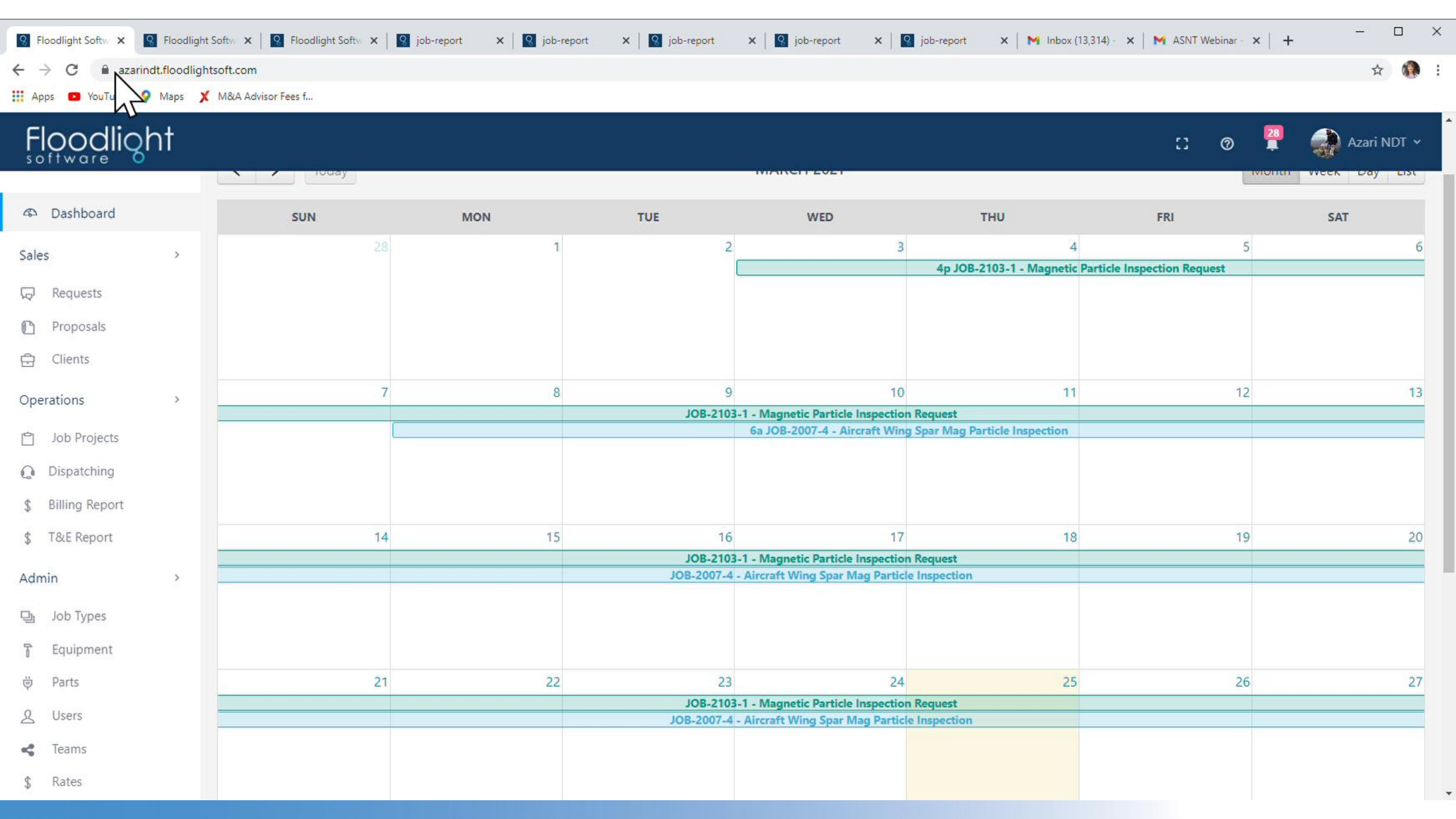
Example 4: Tracking Job Costs

- Pre-configure costs associated with various types of job resources:

  Labor **Equipment** **Consumables** **Expenses** **Travel**

- When creating each job, select pre-configured resources
- Separate resource costs & rates and from usage to easily modify
- Support various rates: hourly rates, daily rates, fixed rates
- Track actual work performed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4p JOB-2103-1 - Magnetic Particle Inspection Request
JOB-2103-1 - Magnetic Particle Inspection Request
6a JOB-2007-4 - Aircraft Wing Spar Mag Particle Inspection
JOB-2103-1 - Magnetic Particle Inspection Request
JOB-2007-4 - Aircraft Wing Spar Mag Particle Inspection
JOB-2103-1 - Magnetic Particle Inspection Request
JOB-2007-4 - Aircraft Wing Spar Mag Particle Inspection

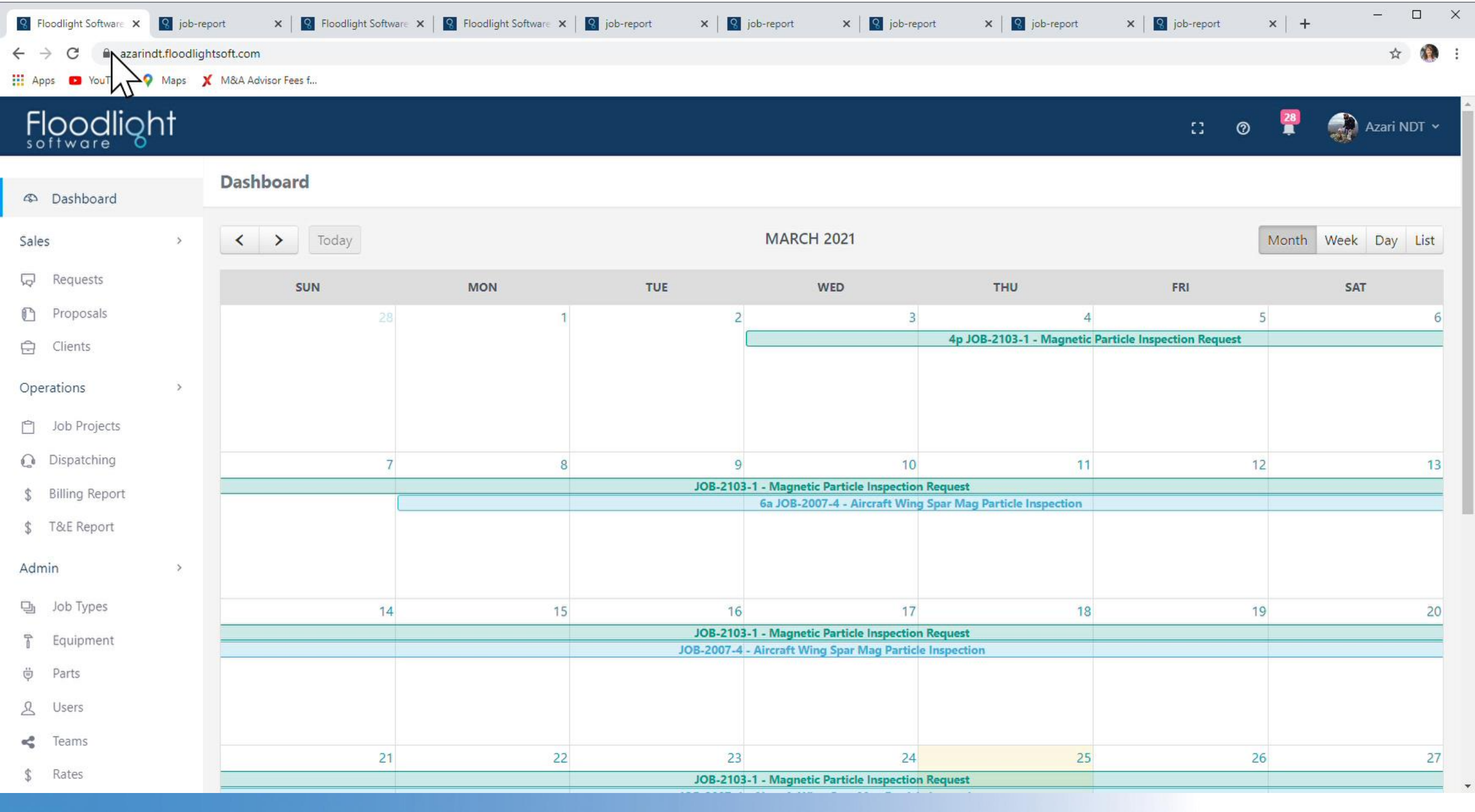
Example 5: Creating Output Reports

Standardized templates that show consistency & continuity

Dynamic data values pulled directly from your database

Flexible content formats for displaying inspection results and project details

Electronic signatures and timestamps for auditing capability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JOB-2103-1 - Magnetic Particle Inspection Request

POLL QUESTION 3

Based on what I saw today, the most interesting digital use case for me / my business, is:

1. Collecting customer requirements and creating a Job / Work Order
2. Managing technician skills and scheduling Jobs
3. Data Collection during a Job
4. Tracking Job Costs
5. Creating Output Reports

Summary!

More Effective Operations

More Value to Customers

Digitalizing Processes Means:

1. Connecting data throughout your processes

2. Changes / updates flow through your system

3. Data entry controls minimize errors

4. Better auditing thru automatic time- and geo-stamping, as well as photos

5. Faster Customer communication / response

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Additional Questions?

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Thank you for participating!

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