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CASE STUDY

## Building connected solutions at Donseed

**W**orking in the construction industry often means working without the infrastructure companies take for granted, such as broadband internet. To keep its customers online and working efficiently, Donseed relies on 3G Mobile Broadband from Vodafone.

Traditionally, the construction industry has operated on a paper/hard copy basis. Even when the method of recording data is electronic, there may be multiple systems in use which do not talk to each other. This leads to inefficiencies in tracking and monitoring attendance on site, hours worked and the accuracy of safety training records for health and safety compliance.

Donseed Limited has developed a system which addresses these problems. Based in Kerry, Donseed provides a suite of internet-hosted construction industry management services called Donseed workplace manage-

ment services (WMS). WMS enables contractors and sub-contractors to track and control all personnel on their sites, while allowing the contract team to share information in a secure environment and enable all parties to comply with Health and Safety requirements.

While a lot of other companies provided some or all of these services, Donseed were able to develop an offering that was mobile, wireless and that includes a mobile-enabled finger scanner biometric solution.

"Making it mobile-enabled was key," said Vincent Lynch, chief executive officer of Donseed. "The product is very useful for construction sites. However most construction sites operate on a short term basis and often it is not cost effective to install a phone line or broadband on a site that is only going to operate for a few months."

However, Donseed got around this problem by building the Vodafone 3G Mobile

Broadband datacard into their product offering, resulting in a plug-and-play tool kit that can be installed in minutes and easily moved from site-to-site.

"Vodafone have enabled us to make our hardware solution mobile and wireless. It allows us to offer a unique product. Being able to access mobile data services gives our product the leading edge.

"Now we can offer clients a service that can instantly and accurately provide them with a full attendance record of who is on site and when. Clients can also eliminate time leakage by tracking exactly when employees are on site and when they aren't," said Lynch.

"Other uses include enabling companies to support the management of health and safety obligations to employees and the public; keeping companies informed as to the status of employees' health and safety and training. The system allows the company to manage and

share all documentation such as drawings relating to a particular project across the business. All of this is combined into one web-based unit, which can be accessed instantly on any construction site, anywhere.

"Vodafone have been very helpful and reliable in their dealings and they've facilitated us by getting Mobile Connet Cards to us at short notice, which is vital for any client focused business," Lynch said.

In the six months their new product has been available, Donseed has seen its client list grow quickly and now includes a cross-section of the construction industry in Ireland and Britain. Donseed is receiving orders from client organisations, ranging in size and complexity from specialist sub-contractors to industry recognised main contractors.

Now that Donseed is well established, the company plans to expand into the US and Europe.