

The background of the slide is a cityscape at dusk or dawn, with various skyscrapers and residential buildings. The scene is overlaid with large, abstract geometric shapes in yellow and orange, and a pattern of dark blue dots on a black background in the lower-left corner.

# SMARTSHEET TECHNOLOGY SOLUTIONS

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FOR THE  
CONSTRUCTION INDUSTRY

# ABOUT COTNEY



Cotney Consulting Group (CCG) is a leading business consulting firm serving the roofing industry that is focused on helping contractors achieve operational success through a concentration on four main solution offerings.

“Each client’s journey is different, but the destination is always the same: successful transformation,” continued Kenney. “To increase revenues and profitability, Cotney Consulting Group helps roofing contractors find success by focusing on the operational review of their companies combined with industry-specific online and in-person training resources.”

Cotney Consulting Group’s online training is the fastest-growing segment of the business. Current offerings consist of a full range of estimating training from the beginner level through advanced, with participants earning their roofing industry estimating certification upon completion. Operationally, CCG offers project manager and superintendent training. Future courses include executive-level business leadership and management, strategy, sales and marketing, accounting, human resources, and more. We also offer in-person Operational and Service Department training.

“We did not learn business consulting from a book but with real-world experience. CCG brings 45+ years of experience running eight-figure, multi-million-dollar roofing companies. This positions us ahead of other business consultants solving the problems roofing contractors face daily,” stated Kenney.

# SMARTSHEET SOLUTIONS

John Kenney's first introduction to Smartsheet was in 2015 when he was the Chief Operating Officer of a Top 30 – 8 figure Roofing Contractor looking for a better way to schedule projects efficiently. John's first impression was that it was the easiest to learn of all the solutions he'd been reviewing. Then he explored its full potential to transform nearly every aspect of the company's business operations. John knew that in order to grow, they had to have accurate data in front of them, and they wanted to have confidence in that data.

Business profitability depends on accurately scoping and pricing each new job. Underestimating the labor hours, materials, or time required can lead to overtime costs, supply shortages, or missed deadlines, all of which impact the bottom line. John and his team used to rely on spreadsheets to track business data but couldn't maintain the accuracy they needed. Different stakeholders would save conflicting versions of a document, and it took time to tell who had made edits or which versions were the most current to use for estimating and scheduling. With John's industry knowledge of what was needed and Smartsheet's ability to transform this knowledge to help his teams stay on top of projects, centralize resources, and report to stakeholders on performance. Reduce duplicate work by automating repetitive tasks and empowering teams to update project plans right from the field through the Smartsheet mobile app.

Click on Images Below To Read More:



[The Original Journey Story](#)



[John Kenney Presented at ENGAGE '19](#)

# WHY SMARTSHEET FOR YOUR CONSTRUCTION BUSINESS

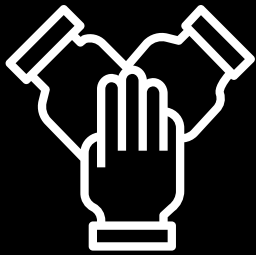
**Cotney Consulting presents you with a webinar about Why You  
Should Use Smartsheet for Your Construction Business.**



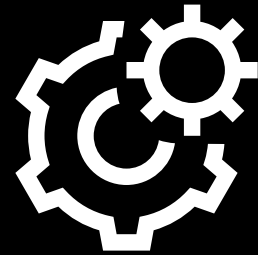
[Watch Our Webinar](#)

# CONSTRUCTION IS THE "GET IT DONE" BUSINESS

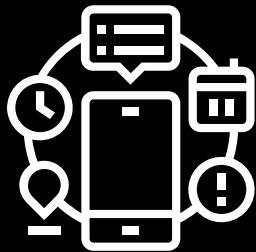
**Smartsheet is the tool that, as a contractor, you can rely on to stay productive, communicate among teams, and document every step of every project.**



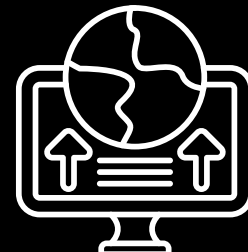
**Super-charge collaboration with the solution that complements the people, processes, and technology you already have in place - easily.**



**Automate, schedule, and work with intuitive scheduling and automation that results in more projects staying on time and within budget.**



**Accessing real-time data anywhere with mobile workflows allows teams to access and act on real-time information from anywhere — from schedule updates to safety incidents.**



**Deploy, integrate, scale, and grow your business with solutions for construction businesses and projects.**

# SMARTSHEET FOR YOUR CONSTRUCTION BUSINESS

## GETTING STARTED

Let's talk about how we can help your business.  
Contact us to learn more about:

- Requesting a Demo
- Product Capabilities
- Business Solutions
- Software Integrations
- And More

**SCHEDULE MY CONSULTATION**





# CONTACT US



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**WE LOOK FORWARD TO WORKING WITH YOU AND YOUR TEAM**