



Operational Efficiency and
Team Utilization



SkySpecs Powers Renewable Energy Operations with Strategic Time Intelligence

Introduction

SkySpecs dominates the renewable energy sector with integrated software, hardware, and services optimizing wind farm operations globally. Managing \$42B in assets and 130 gigawatts of capacity, their turbine inspection, predictive maintenance, and financial asset management services demand surgical precision in resource allocation. As growth accelerated, legacy systems crippled operational visibility. This case study reveals how SkySpecs turned time tracking - a routine administrative task—into a strategic growth lever through PK4 TimeTracker’s Salesforce-native platform.



The Challenge

SkySpecs' expansion exposed critical gaps in workforce intelligence:

- **Project-Finance Disconnect:** Legacy tools couldn't map time to Salesforce projects/milestones, obscuring COGS and profitability analysis .
- **Adoption Barriers:** Complex interfaces led to inconsistent data entry—especially for field teams managing blade inspections and drivetrain diagnostics .
- **Strategic Impairment:** Zero visibility into pre-sales, internal R&D, or unpaid innovation work hindered capacity planning .
- **Reporting Fragmentation:** Siloed data required manual aggregation, delaying board-level insights by weeks.

We needed a solution taking 5–10 minutes/week per employee—without sacrificing accuracy. Our old system was a tax on productivity.



DONNY PASLOWSKI,
VP OF DELIVERY,
SKYSPECS

Solution

Started Small, Scaled Strategically

- **Action:** SkySpecs began with just 8–10 licenses for their Delivery Team.
- **Why it mattered:** This allowed them to test adoption and workflow fit before expanding across the organization.
- **Result:** Smooth scaling into CMS, Financial Asset Management, and Performance/SCADA teams without disruptions.

Weekly View with “Copy from Previous Week”

- **Action:** Employees could quickly replicate the previous week’s time entries.
- **Why it mattered:** Reduced manual entry time, making time logging a 5–10 minute weekly task.
- **Result:** Higher adoption rates because the process was effortless.

Custom Fields for Complete Context

- **Action:** PK4 allowed custom fields for account owner, project name, milestone, work type, and notes.
- **Why it mattered:** This gave leadership granular visibility into how time was spent on specific deliverables and clients.
- **Result:** Better project tracking and accurate reporting across paid, unpaid, internal, and pre-sales work.



Future Week Time Logging

- **Action:** Ability to log time for upcoming weeks.
- **Why it mattered:** Ideal for resource planning and forecasting, especially for long-term projects.
- **Result:** Proactive staffing decisions and more accurate project timelines.

Impact

By implementing PK4 TimeTracker, SkySpecs unlocked a new level of operational visibility and data-driven decision-making.

Utilization & Resource Planning

- Gained clear visibility into employee utilization across different work categories.
- Accurately forecasted staffing needs and made informed hiring decisions based on real data.

Project Margin Tracking

- Integrated time data with cost analysis to understand true project margins.
- Improved profitability tracking by linking labor hours directly to COGS.

Post-Mortem Analysis & Customer Insights

- Leveraged detailed time records to review completed projects and identify opportunities for improvement.
- Captured valuable insights into client engagement patterns and service demands.

Advanced Data Visualization

- Seamlessly exported data into Salesforce, Excel, SiSense, and Databricks for deeper analysis and reporting.

Employee Experience

Adoption was fast and frictionless. PK4's intuitive interface meant employees could log their time in minutes, and new team members were onboarded with virtually no training. This ease of use boosted compliance and ensured data accuracy without burdening the workforce.

“The PK4 team, especially Chandan, was always just a call away. That level of support made a huge difference ”



Fraser Gallop,
CEO of Onware

Turning Insight into Impact

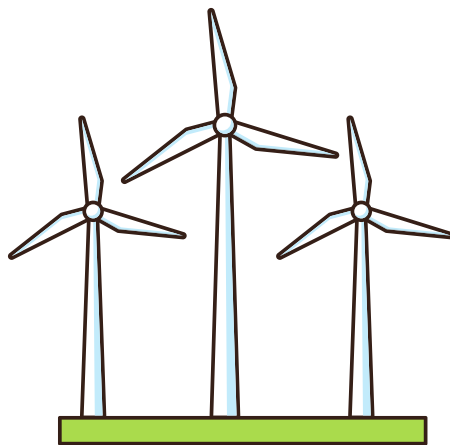
SkySpecs didn't just adopt a new tool — they reshaped how their teams understand and manage work.

PK4 TimeTracker gave them the ability to see the story behind the numbers:

- Which projects truly drive value
- Where time investments deliver the biggest returns
- How to align people, projects, and priorities with business goals

In the renewable energy sector, efficiency isn't just about cutting costs — it's about empowering teams to focus on what matters most.

For SkySpecs, that means keeping turbines turning, clients confident, and operations ready for what's next.



[Click here for more information about Skyspec.](#)

