

Subscribe to  
a new way of  
**purchasing  
construction  
technology**



Facing a shallow labor pool, limited availability of capital for technology investments and stiff competition, civil construction contractors are looking for solutions that can give them an edge. Construction technology delivers this advantage by mitigating the risk of errors, improving productivity and reducing costs. But it can also have a downside: a substantial upfront investment.

That's why the subscription payment model for technology is quickly shifting from being a convenient option to a preferred choice for many construction companies. Acquiring construction hardware and software on a subscription, instead of purchasing it outright, enables contractors of all sizes to reach new levels of efficiency and productivity.



# Scale your technology, not your expenses

According to [Construction Coverage](#), the benefits of subscription-based pricing models are numerous and help eliminate many barriers to acquiring the latest technology for some or all of the machines in your fleet.

With a construction technology subscription, gone are insurmountable upfront costs. You no longer have to decide which machines to upgrade or bypass innovative tech altogether. Financial barriers are replaced with predictable, affordable regular payments that streamline budgeting.

Unlike traditional purchasing models, you don't have to worry that your new technology will become outdated the day you start to use it. Instead, costly technology updates and warranties have become things of the past. Your hardware and software are kept current with the most up-to-date and advanced features, so you won't have to play catch-up with technology innovations again.

Getting your construction technology via a subscription is an established, proven and affordable way to modernize and standardize hardware and software across your fleet. With your entire team working from the latest technology, your jobsites are more productive, communication flows from office to field more smoothly, and projects are delivered on time and on budget.



**Your hardware and software are kept current with the most up-to-date and advanced features.**

# Trimble tech, your terms

The Trimble® Works Plus Subscription makes it easier than ever to acquire and manage construction technology. The industry's first and only subscription that combines hardware, software and support in one fixed-price package, Works Plus helps you improve productivity and profitability so you can grow your business.

Because every contractor is different, a Works Plus subscription gives you the freedom to choose the mix of machine control, site surveying systems and office software that you need, along with the term length and payment option that meet your budget.

Every Works Plus subscription bundle includes a single license of Trimble WorksManager and Trimble WorksOS field-to-office software, so you can easily transfer data to and from devices over the internet and remotely troubleshoot field operator issues from anywhere. Additionally, WorksManager's jobsite monitoring functionality helps you keep track of machine and device locations and operations.



**Choose the mix of machine control, site surveying systems and office software that you need.**

## Peace of mind included

Along with hardware upgrades and automatic software updates, Works Plus enables you to stay up and running with accidental damage repair and replacement. Trimble authorized dealers help you get started with installation and training — and they'll keep you productive with best-in-class support, calibration and maintenance services.



Stay up and running with accidental damage repair and replacement.

## Eliminating the barriers to purchasing construction technology

Stutsman-Gerbaz plays an instrumental part in the growth and development of the Roaring Fork Valley on Colorado's western slope. In recent years, increasing customer needs and an ongoing labor shortage led Stutsman-Gerbaz to look to incorporate higher levels of GNSS technology to help them get jobs done right and minimize rework. However, the initial capital investment required to update the entire fleet was financially daunting.

Works Plus subscriptions opened new doors. *"This subscription option was a real opportunity for our firm to equip the majority of the fleet with some additional benefits that go well beyond the availability of 3D grade control on a job,"* explained Shay Stutsman, president, Stutsman-Gerbaz. *"We are always current with all the new sensors, harnesses and cables along with software updates on desktops, rovers and tablets — and it's all done automatically."*



*"It was a no-brainer for us to go with the subscription."*

Shay Stutsman, president,  
Stutsman-Gerbaz



## Taking a progressive path to enterprise-wide GNSS

**Eagle River Construction & Excavation**, a Montana-based earthworks and demolition contractor, uses subscription-based machine control to compete with larger contractors. The enhanced efficiencies and productivity gained from their always up-to-date construction technology enable them to upskill their talent.

They now have GNSS base stations and rovers along with Trimble Earthworks Software licenses through Works Plus subscriptions. Company founder Corey Hale's goal is to enable all his machines with grade control and train his team on all the tech. *"I see that happening with help from the Works Plus subscription,"* he said.



# Predictable. Productive. Profitable.

A Works Plus subscription gives you the tools to mitigate restrictive labor shortages, deliver more value to your customer and be more nimble and proactive in this competitive environment.

The value of a construction technology subscription is undeniable — and it will transform your business.



Minimize downtime and rework.



Enhance productivity and upskill your operators.



Generate more accurate bids.



Reduce maintenance and operating costs.



Take better control of technology-related costs.



Simplify technology management.



Complete projects faster.

# Take your business to the next level in three easy steps.

1. Pick the combination of site surveying systems, machine control and office software that's right for your business and your fleet.
2. Increase your productivity with Trimble technology, while making low, fixed monthly payments.
3. Realize efficiencies and minimize errors by monitoring your operations from the office or on-site.

**Learn more** about Works Plus subscriptions or **request a quote** today.



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