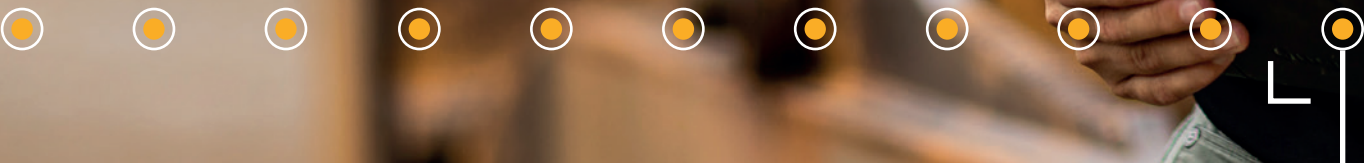




# Transforming the Business of Civil Construction

How Trimble Construction One™ helps contractors work smarter and faster





# Owner / Executive Leadership

Owner, CEO, President, Vice President of Operations, Chief Operating Officer, Principal, Partner, General Manager, Managing Director

## What they need

- » Strategy and vision for deploying and connecting technology
- » Consolidated and detailed reporting to inform strategic and day-to-day operational decisions
- » Collaboration across workflows to maximize performance
- » Return on technology investments
- » Technology buy-in from managers and employees
- » Reliable suppliers that are well resourced for long-term support and continuous product development



# What Trimble Construction One delivers.

## Owner / Executive Leadership

- » Best-in-class applications for managing the most critical workflows impacting profitability
- » Applications that leading contractors across all heavy civil specialties trust and excel with
- » The backing of a large, proven construction technology leader with \$3.5+ billion in annual revenue, nearly 12,000 employees and a \$500+ million annual R&D investment
- » Intuitive technology that is easy to deploy, learn and use in a construction environment
- » Proven, methodical and reliable implementation, training and technical support capabilities
- » Flexible purchasing and deployment options
- » Scalable technology and the ability to start with any Trimble solution or combination of solutions and expand as a company grows and requirements change
- » A way to attract, retain and inspire talented employees by providing the best available technology

## Trimble advantages over point solutions

Connected construction through technology solutions that work together

Insight and collaboration via data sharing and reporting across applications and workflows

Multiple applications from one supplier for lower cost and simplified purchasing and management of technology

Open systems that can be integrated with non-Trimble applications

# Financial Management

CFO, Vice President of Finance, Controller,  
Treasurer, Contract Administrator, Accountant,  
Accounting Manager, Payroll Manager

## What they need

- » Efficient, accurate applications to manage financial, accounting, HR and IT workflows
- » Visibility into, and reporting capabilities for, project and business performance
- » Timely, accurate job costs, including labor hours, from the field, coded to the proper accounts
- » Return on technology investments
- » IT performance and security; applications that are easy to deploy and manage in a construction environment



# What Trimble Construction One delivers.

## Financial Management

- » Best-in-class financial management application that leading contractors trust and excel with
- » A comprehensive solution for profit/loss, job cost analysis, cash flow, accounting, tax compliance, AP/AR, forecasting, budgeting and payroll
- » Immediate reporting on project performance versus plan to adjust operations while there is time to impact profitability
- » Customizable daily electronic logs to capture accurate production quantities, labor hours, equipment and material utilization, and other data from crews and individual employees
- » Equipment maintenance and utilization data to manage costs and inform decision to repair, retire or add assets
- » Proven, fast return on investment for individual Trimble applications
- » Intuitive technology that is easy to deploy, learn and use in a construction environment

### Trimble advantages over point solutions

Lower cost, higher return on investment, and simplicity of multiple applications from a single vendor

Data sharing and consistent coding across estimating, operations and financial management workflows

Streamlined payroll processing to assure accuracy and eliminate redundant data entry

Integrated functionality to document and manage change orders and time and materials work

Parts purchasing and inventory management capabilities integrated within equipment maintenance application



# Information Technology

CIO, Vice President of Information Services,  
IT/IS Director, System Analyst, Software Project  
Manager, External IT Consultant

## What they need

- » Data security
- » Strategy and vision for deploying and connecting technology; system interoperability
- » Reliability and performance of individual applications
- » Ease of use to expedite deployment, minimize training and support, and ensure end-user acceptance
- » Efficient management of employee access, licenses and updates
- » Reliable and responsive technical support
- » Documentation of infrastructure requirements
- » Minimization of IT costs and personnel requirements



# What Trimble Construction One delivers.

## Information Technology

- » Enterprise-class performance and reliability
- » A modern architecture, including .NET and SQL Server
- » A secure, high-performance Cloud hosting environment
- » Intuitive technology that is easy to deploy, learn and use in a construction environment
- » Proven, methodical and reliable implementation, training and technical support capabilities
- » Modern, online resources for documentation, updates, case resolution and feature requests

## Trimble advantages over point solutions

Multiple applications from one supplier for lower cost and simplified purchasing and management of technology

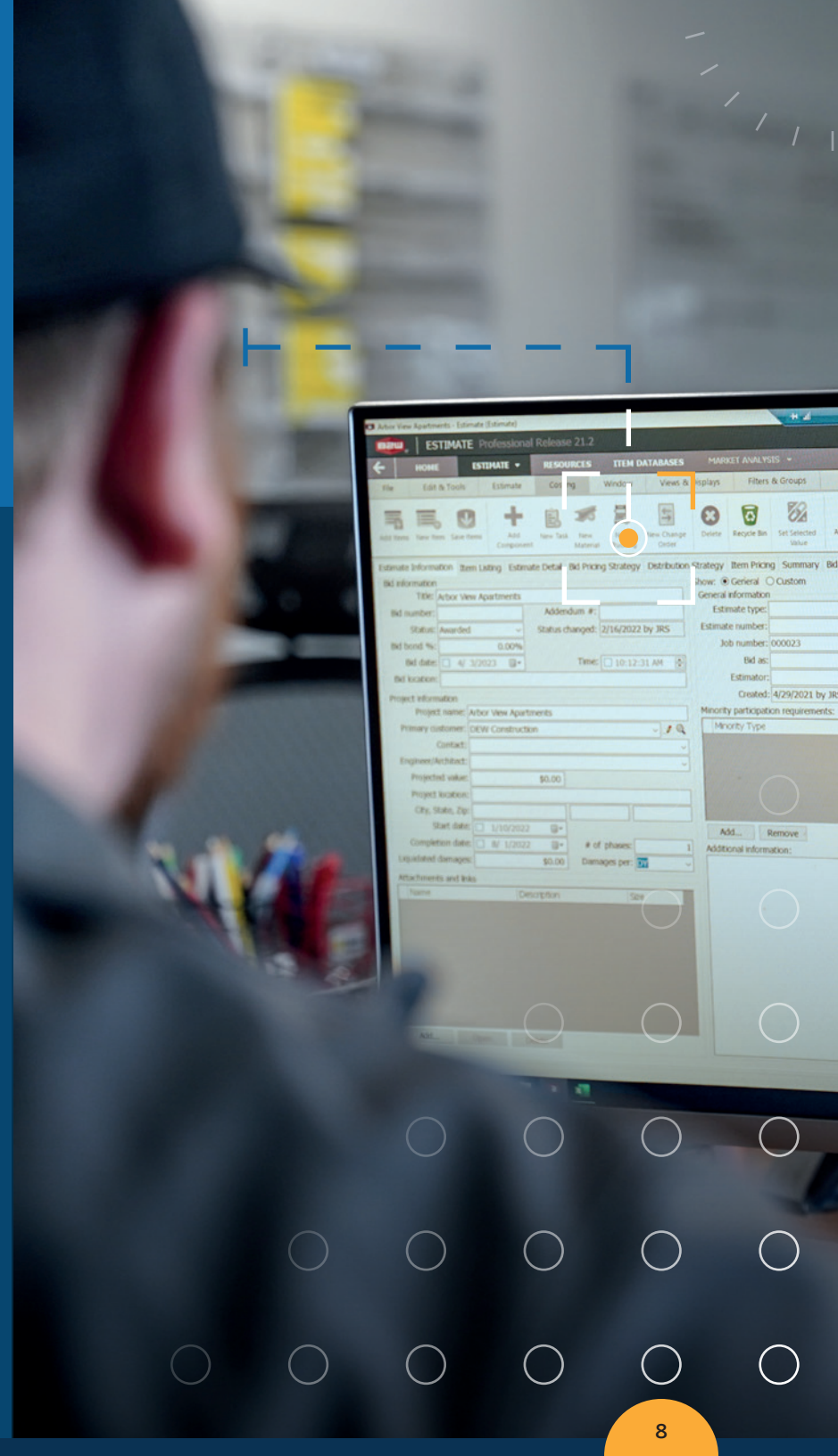
Open systems that can be integrated with non-Trimble applications

# Estimating

Chief Estimator, Estimator, CAD/Estimating Manager, Takeoff Manager, Preconstruction Manager, Business Development Manager, Estimator and Project Manager/Engineer

## What they need

- » Complete the highest possible number of bids in the shortest possible time frame, often under deadline pressure
- » Ensure cost estimate and calculation accuracy while applying pricing strategies to meet work volume and margin requirements
- » Create detailed and accurate site models to verify and calculate bid quantities
- » Communicate how bids were created and jobs were envisioned to other teams so resources can be scheduled and work can be planned and executed accordingly





# What Trimble Construction One delivers.

## Estimating

- » Central, accurate, pre-populated resource database(s) with cost data
- » Specialized functionality to complete bids quickly from database, templates and cost structures
- » Easy access to historical estimating data, bid analysis reporting and production rate actuals
- » Tools to create detailed 3D models for accurate, optimized earthwork and material quantities to generate takeoff and mass haul reports
- » Capacity to process increasingly large data sets reliably at high speeds
- » Ease of use; logic compatible with estimating processes
- » Integrated change order and vendor/subcontractor management
- » Simultaneous, secure access – including remote/mobile access – for multiple users
- » Ongoing development; responsiveness to requests for new features, including to match specific requirements

## Trimble advantages over point solutions

Automated data transfer with Trimble B2W resource scheduling and performance tracking applications

Digital takeoff and estimating solutions from one supplier

Integration of electronic takeoff and estimating solutions from one supplier

Strong, well-resourced supplier that develops civil estimating solutions in the context of a platform covering the civil construction ecosystem

Open API to automate live data sharing between estimating and supporting systems, including non-Trimble systems (accounting, CRM, bid collection, etc.)

# Field Management/Operations

Project Manager, Project/Field Engineer, Superintendent,  
Site Supervisor, Operations Manager/Director, Foreman,  
GPS Manager, Surveyor, Equipment Operator/Manager

## What they need

- » Timely, accurate data on the status and costs of project(s) versus plan
- » Technology to collaborate and report daily on project status, including production, labor, and material and equipment utilization
- » Data transfer from estimating to operations to establish production targets, operational plans and schedules
- » Validation that construction is done according to design
- » Efficient systems to manage resource allocation and scheduling, including unforeseen changes
- » Creation of as-builts for progress payments
- » Up-to-date hardware and software across all assets in the field, with seamless connectivity to the office; streamlined installation, updates and support
- » Document management and distribution for plans, RFIs, submittals, forms, etc., including updates and version control



# What Trimble Construction One delivers.

## Field Management/Operations

- » Best-in-class applications to track performance, plan and schedule operations and resources, create accurate quantity estimates and manage documents
- » Customizable daily electronic logs to capture accurate production quantities, labor hours, equipment and material utilization, and other data from crews and individual employees
- » Creation of accurate, integrated 3D constructible models quickly and easily
- » Immediate, field-centric reporting on project performance versus plan to adjust operations while there is time to impact profitability
- » High-precision machine control and surveying/positioning technology for productivity, efficiency and the ability to get to grade faster
- » Configurable electronic forms and reporting
- » Real-time alerts and notifications delivered in-application or via email and text messaging
- » Intuitive technology that is easy to deploy, learn and use in a construction environment

## Trimble advantages over point solutions

Integrated and innovative field solutions to increase speed, productivity, quality and profitability throughout project life cycles

Resource needs created in the performance tracking application instantly and automatically visible and actionable in the scheduling/dispatching application

Integrated functionality to document and manage change orders and time and materials work

Automated population of field logs based on bid data from the estimating application and resource assignments from the scheduling application

Visibility of equipment status across maintenance, performance tracking and resource scheduling applications for coordination of maintenance and utilization

Streamlined payroll processing to assure accuracy and eliminate redundant data entry



# Resource Management

Scheduler, Dispatcher, Project Manager



## ● What they need



» Visibility into employee, equipment, material and trucking requirements across job locations and over time



» Real-time availability and location of resources



» Timely, unambiguous communication with field management and equipment maintenance teams for awareness and fulfillment of resource requirements, including unexpected and urgent changes



# What Trimble Construction One delivers.

## Resource Management

- » A centralized, online application for scheduling and dispatching employees, crews, equipment, materials and trucking
- » Real-time, role-specific visibility and enterprise-wide access to manage assignments, needs and orders with easy, intuitive interfaces
- » Options to filter the schedule for employee-, crew-, equipment- or material-centric views
- » Assignment of resources and fulfillment of requests with drag-and-drop simplicity
- » One-day, multi-day or longer-term schedule views
- » Automated identification and notification of conflicts, and suggested resolution options
- » Immediate alerts and notifications
- » Live Map View with integrated GPS, telematics, traffic and weather information to assist with scheduling and logistics

## Trimble advantages over point solutions

Resource needs created in the performance tracking application instantly and automatically visible and actionable in the scheduling/dispatching application

Real-time visibility for scheduling personnel of asset status and maintenance schedule from the maintenance application

Real-time visibility for field personnel of resource availability and assignments from the scheduling/dispatching application

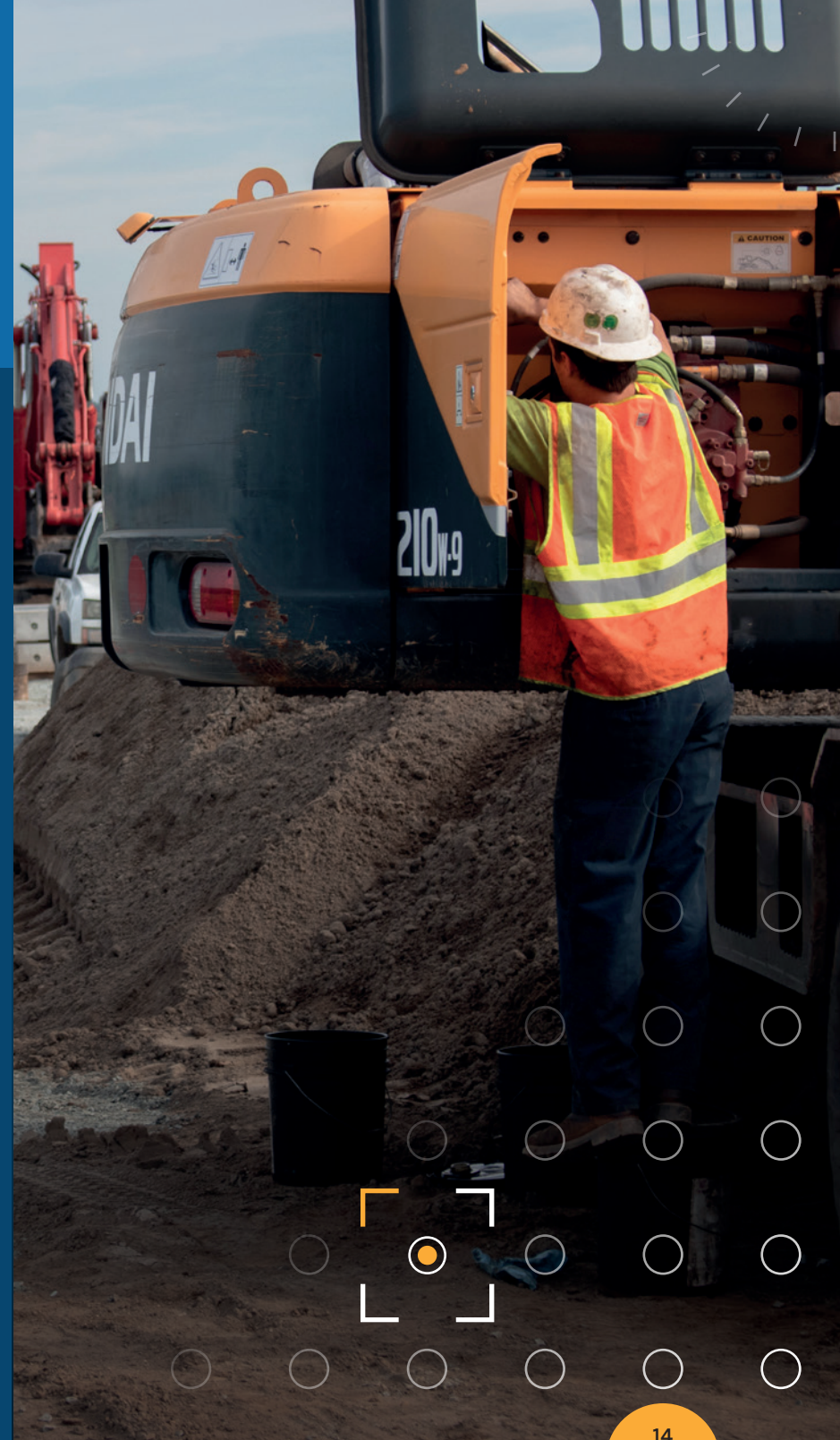
Automated population of field logs based on resource assignments from the scheduling/dispatching application

# Equipment Maintenance

Fleet/Asset Manager, Director of Fleet, Equipment Manager,  
Shop Manager/Foreman, Mechanic

## What they need

- » Process efficiency to minimize equipment maintenance and ownership costs while maximizing uptime, safety and reliability
- » Technology to keep up with proactive preventive maintenance across a large fleet
- » Data on maintenance performance and costs to guide continuous improvement and decisions on whether to replace, continue maintaining or rent assets
- » Timely communication with operators, field managers and schedulers for awareness of maintenance requirements and scheduling coordination
- » Visibility into equipment status and location
- » Best-practice and process improvement guidance to optimize maintenance software
- » Intuitive, easy-to-use and mobile technology that mechanics will embrace





# What Trimble Construction One delivers.

## Equipment Maintenance

- » A comprehensive, full-featured CMMS that automates processes and enhances efficiency
- » Maintenance data available and accessible digitally for reporting and analysis
- » Full desktop and mobile tablet capabilities for maintenance scheduling, work order processing, timecards and access to documentation
- » Automation of preventive maintenance notification to adhere to prescribed maintenance intervals and establish a proactive preventive maintenance culture
- » Electronic equipment inspections with customized forms to expedite inspections and capture rich, asset-specific data
- » Reporting on maintenance performance for KPI tracking and continuous improvement
- » Reporting on historical maintenance activity and costs to support repair/replace/rent decisions

### Trimble advantages over point solutions

Visibility of equipment status across maintenance, performance tracking and resource scheduling applications for coordination of maintenance and utilization

Immediate visibility of equipment inspection form data in maintenance application and automated generation of repair requests to reduce time-to-repair cycles

Automated communication of repair request from performance tracking application to maintenance application

Integration between maintenance and financial management systems for cost analysis, payroll, and management of parts inventory/purchasing