

# PlanGrid Connect & Partner Integrations

James Cook – Head of Partnerships & Strategic Alliances

Jon Minick – Technical Solutions Executive

**CONNECT & CONSTRUCT SUMMIT**

 AUTODESK. UNIVERSITY



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Each of the presentations today will contain forward-looking statements about our strategies, products, future results, performance or achievements, financial, operational and otherwise, including statements about our strategic priorities, business model transition, and guidance for the first fiscal quarter and fiscal year 2020; our long term financial and operational goals; our M&A strategy; our capital allocation initiatives; and our stock repurchase program. These statements reflect management's current expectations, estimates and assumptions based on the information currently available to us. These forward-looking statements are not guarantees of future performance and involve significant risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from results, performance or achievements expressed or implied by the forward-looking statements contained in these presentations, such as a failure to maintain ARR, ARPS, subscriptions, billings, revenue, deferred revenue, margins and cash flow growth; difficulty in predicting those financial and performance metrics; failure to maintain spend management; failure to successfully integrate acquisitions and manage transitions to new business models and markets, including our efforts to expand in construction and manufacturing, and attract customers to our cloud-based offerings; failure to successfully expand adoption of our products; and negative developments in worldwide economic or political conditions.

A discussion of factors that may affect future results is contained in our most recent Form 10-K and Form 10-Q filings available at [www.sec.gov](http://www.sec.gov), including descriptions of the risk factors that may impact us and the forward-looking statements made in these presentations. The forward-looking statements made in these presentations are being made as of the time and date of their live presentation. If these presentations are reviewed after the time and date of their live presentation, even if subsequently made available by us, on our website or otherwise, these presentations may not contain current or accurate information. We disclaim any obligation to update or revise any forward-looking statement based on new information, future events or otherwise.

## Non-GAAP Financial Measures

These presentations include certain non-GAAP financial measures. Please see the section entitled "Reconciliation of GAAP Financial Measures to non-GAAP Financial Measures" in the Appendices attached to the presentations for an explanation of management's use of these measures and a reconciliation of the most directly comparable GAAP financial measures.





## About the speaker

### James Cook

James Cook is the Head of Partnerships & Strategic Alliances for PlanGrid. He works closely with PlanGrid's partners to build a best-of-breed construction technology ecosystem. Prior to PlanGrid, James developed and managed software partnerships as a Director of Business Development at Box. James has also held various roles in finance and banking at Jefferies & Company and GE Capital. He earned his MBA at the University of California, Berkeley and his BA at Stanford University.



## About the speaker

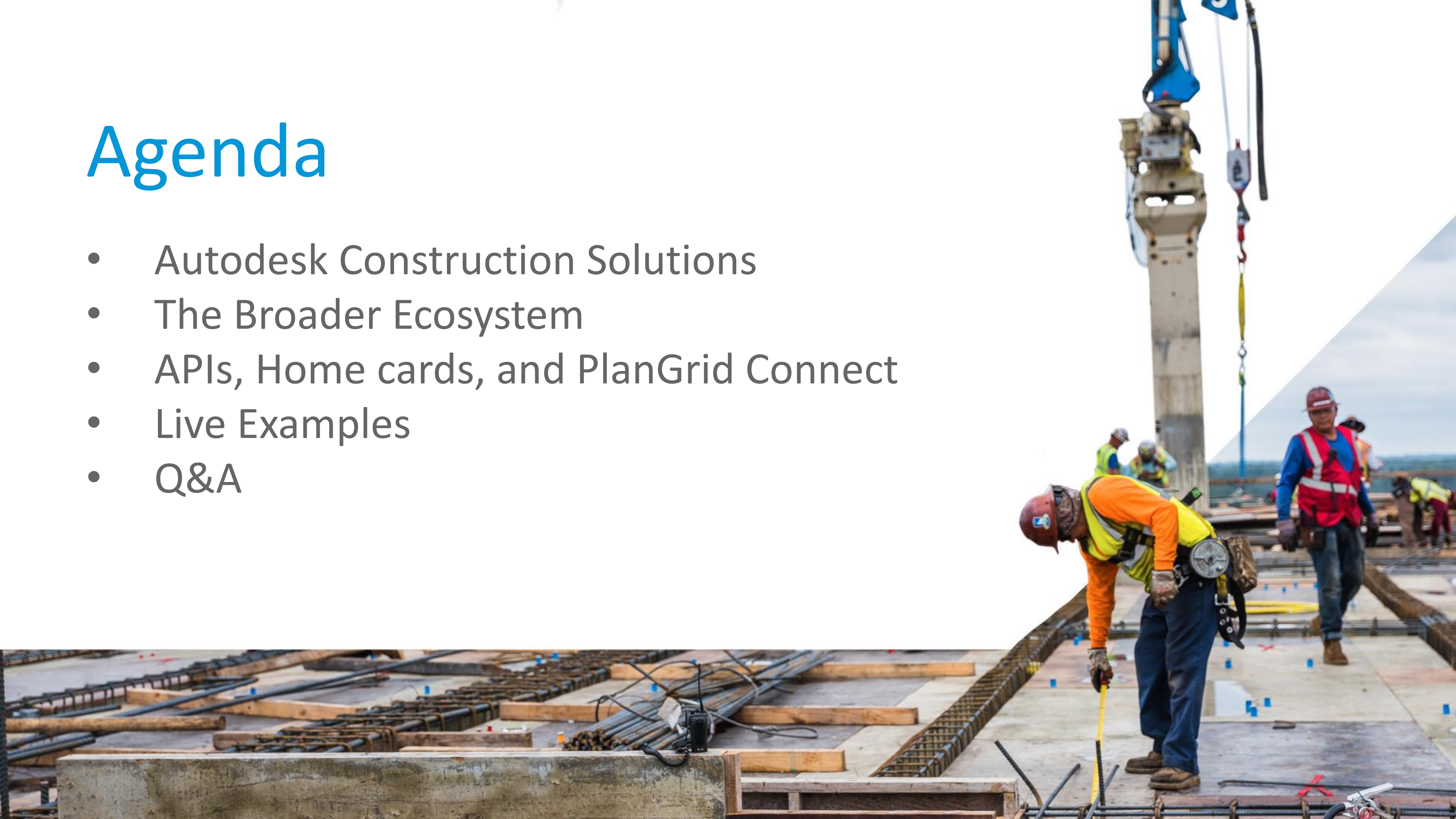
### Jon Minick

Jon Minick is a Technical Solutions Executive, working closely with our product teams and customers to drive product adoption and development. Jon naturally transitioned to Autodesk after working for several years in the field and then leading technology R&D for a large general contracting firm in Atlanta.



# Agenda

- Autodesk Construction Solutions
- The Broader Ecosystem
- APIs, Home cards, and PlanGrid Connect
- Live Examples
- Q&A





# Autodesk Construction Solutions

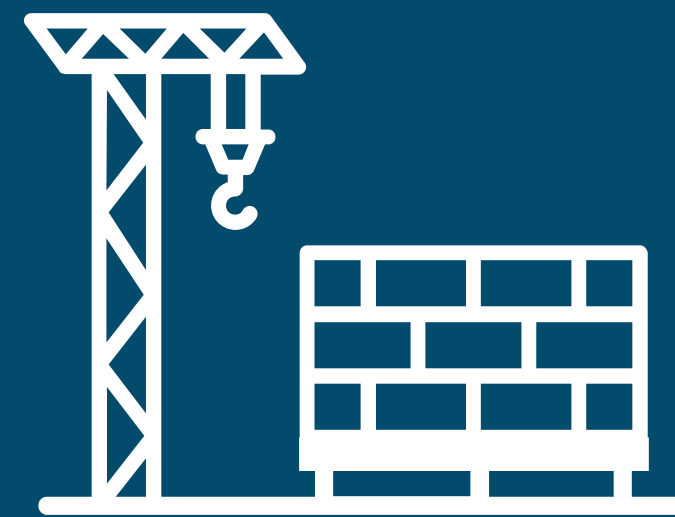
Deliver a comprehensive, integrated platform that seamlessly connects the office, the trailer and the field.



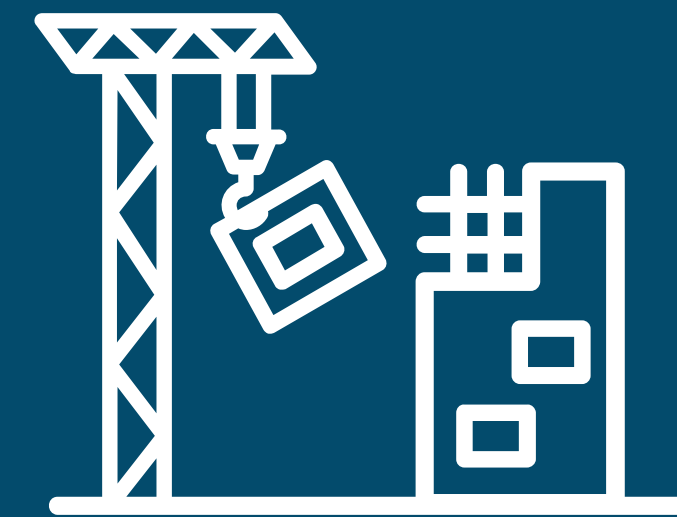
DESIGN



DESIGN COLLABORATION



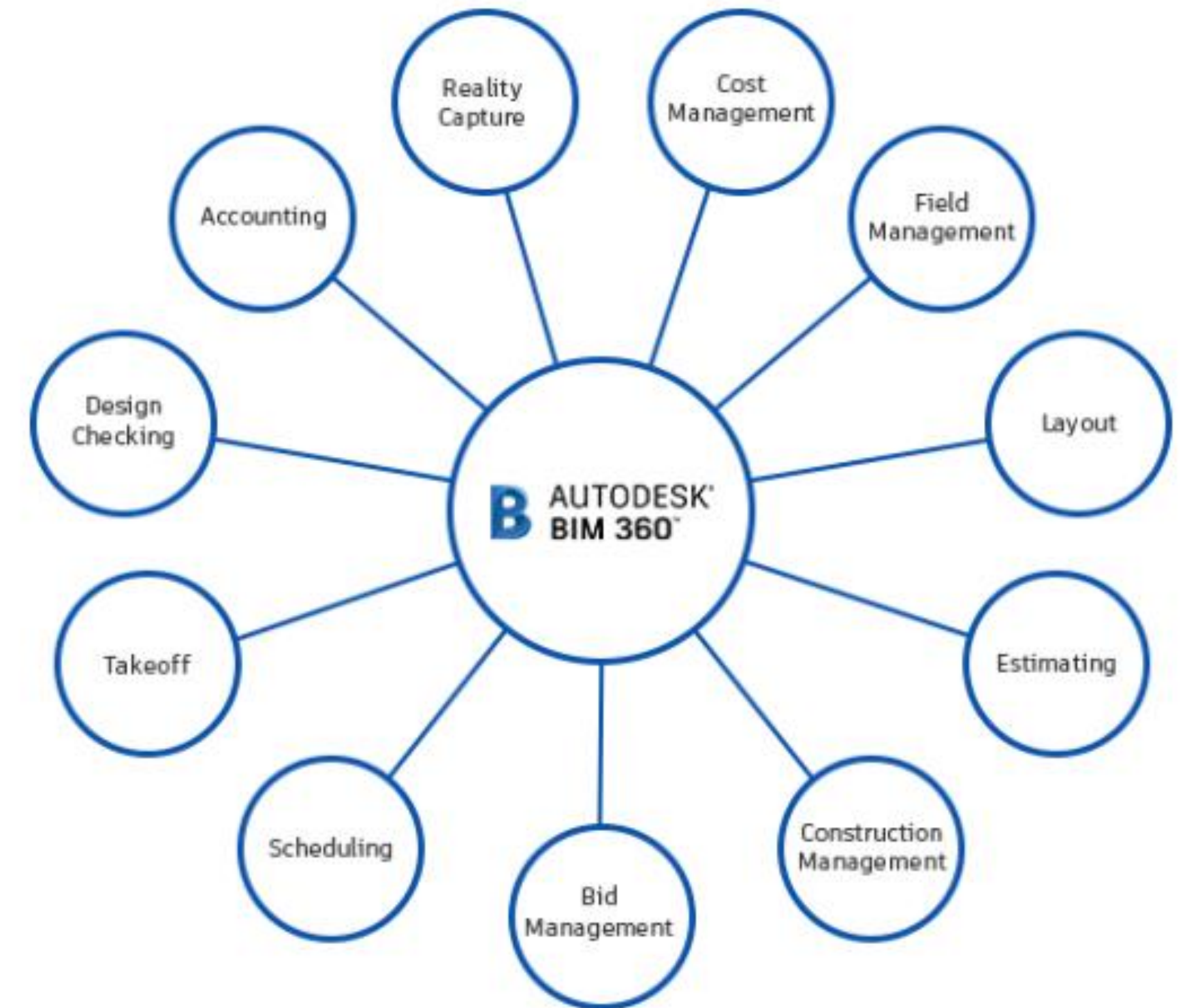
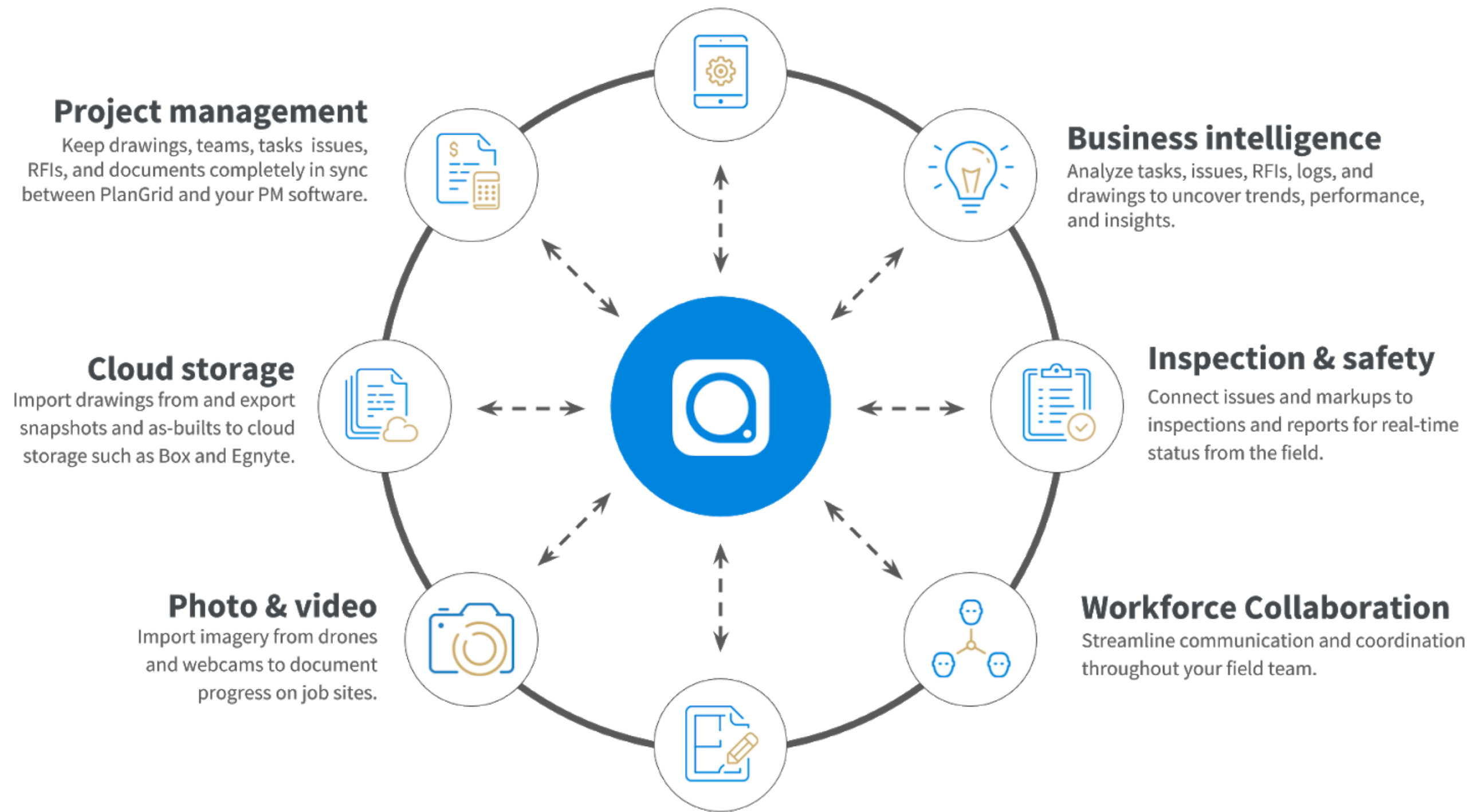
PRECONSTRUCTION

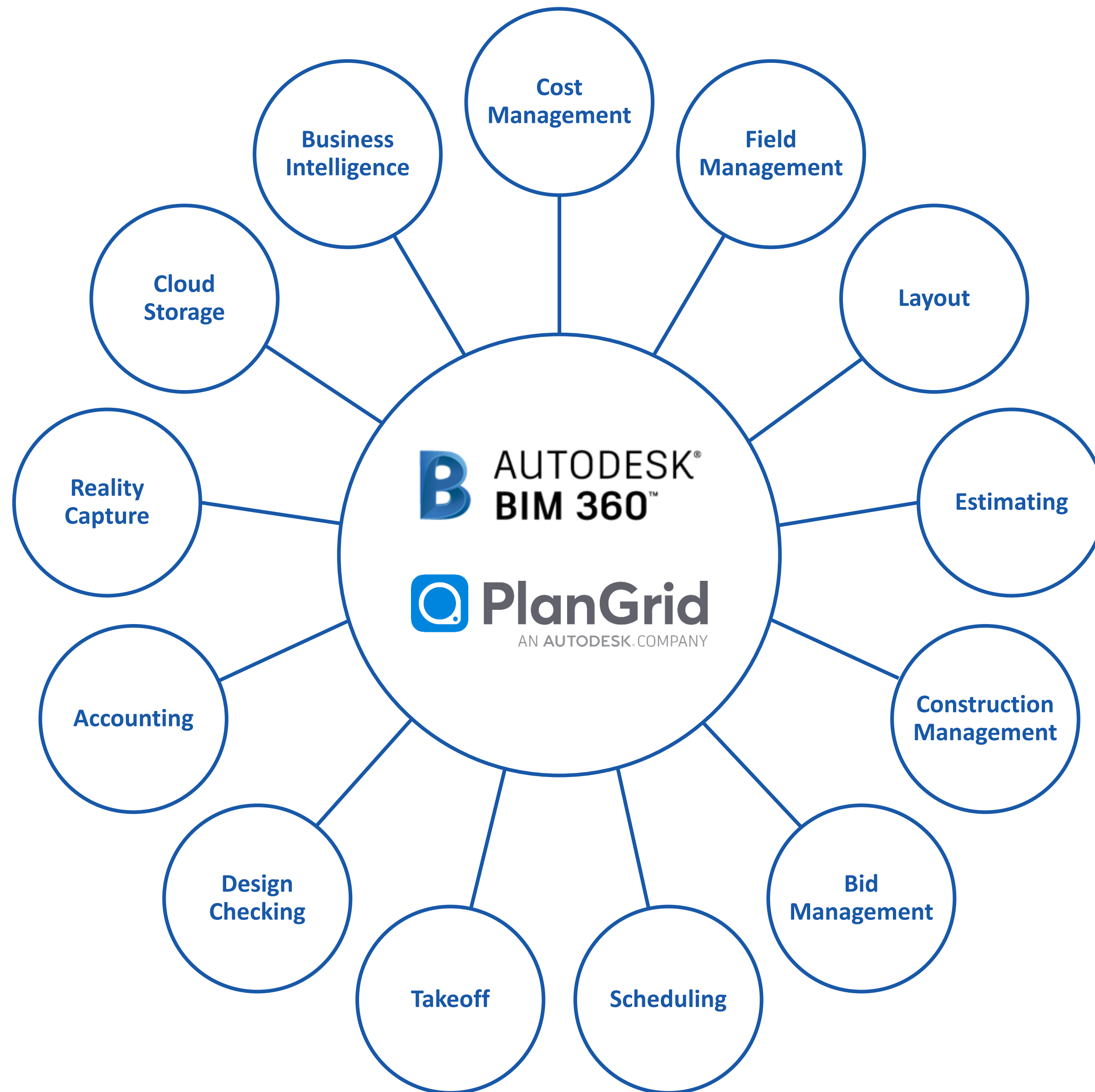


CONSTRUCTION



TURNOVER &  
OPERATIONS











# API Integrations

Partners (or customers) develop software to directly connect to

## BIM 360 or PlanGrid

## Push or pull files between apps

- Drawings
- Documents
- Photos

## Sync data objects such as

- Issues & Tasks
- Checklists & Field Reports

### Definition

[https://io.plangrid.com/projects/:project\\_uid/attachments/uploads](https://io.plangrid.com/projects/:project_uid/attachments/uploads)

### Result Format

- **201 Success**
- 400 Unsupported Content Type
- 400 Content Type Missing
- 400 Invalid Name
- 400 Invalid Folder
- 403 Insufficient Permissions
- 403 No Access

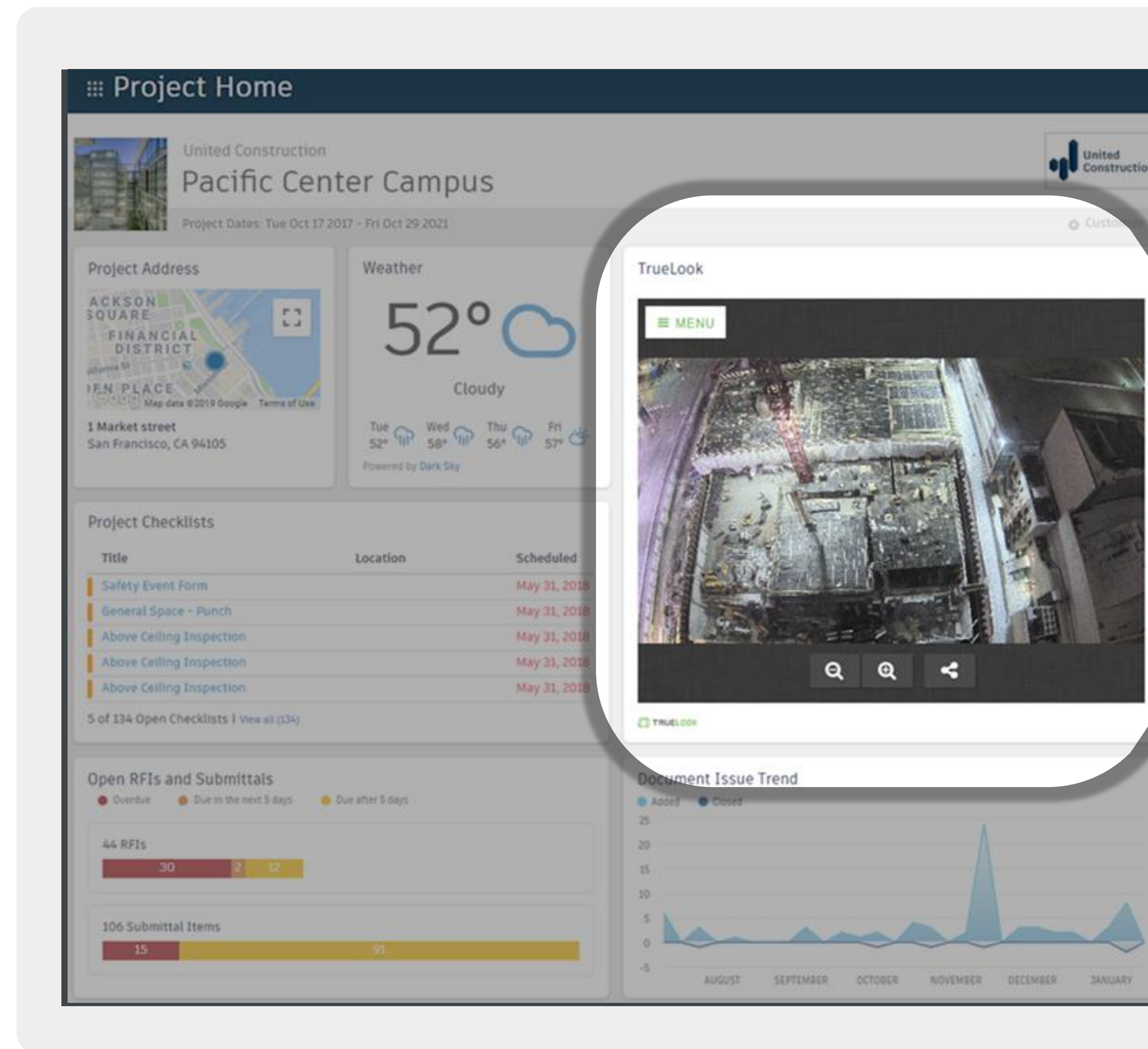


# Project Home Partner Cards

Embed partner application content directly into the BIM 360 Project Home dashboard

Available partner card types include

- BI & AI
- Jobsite Cameras
- Drone Capture
- Scheduling
- And More



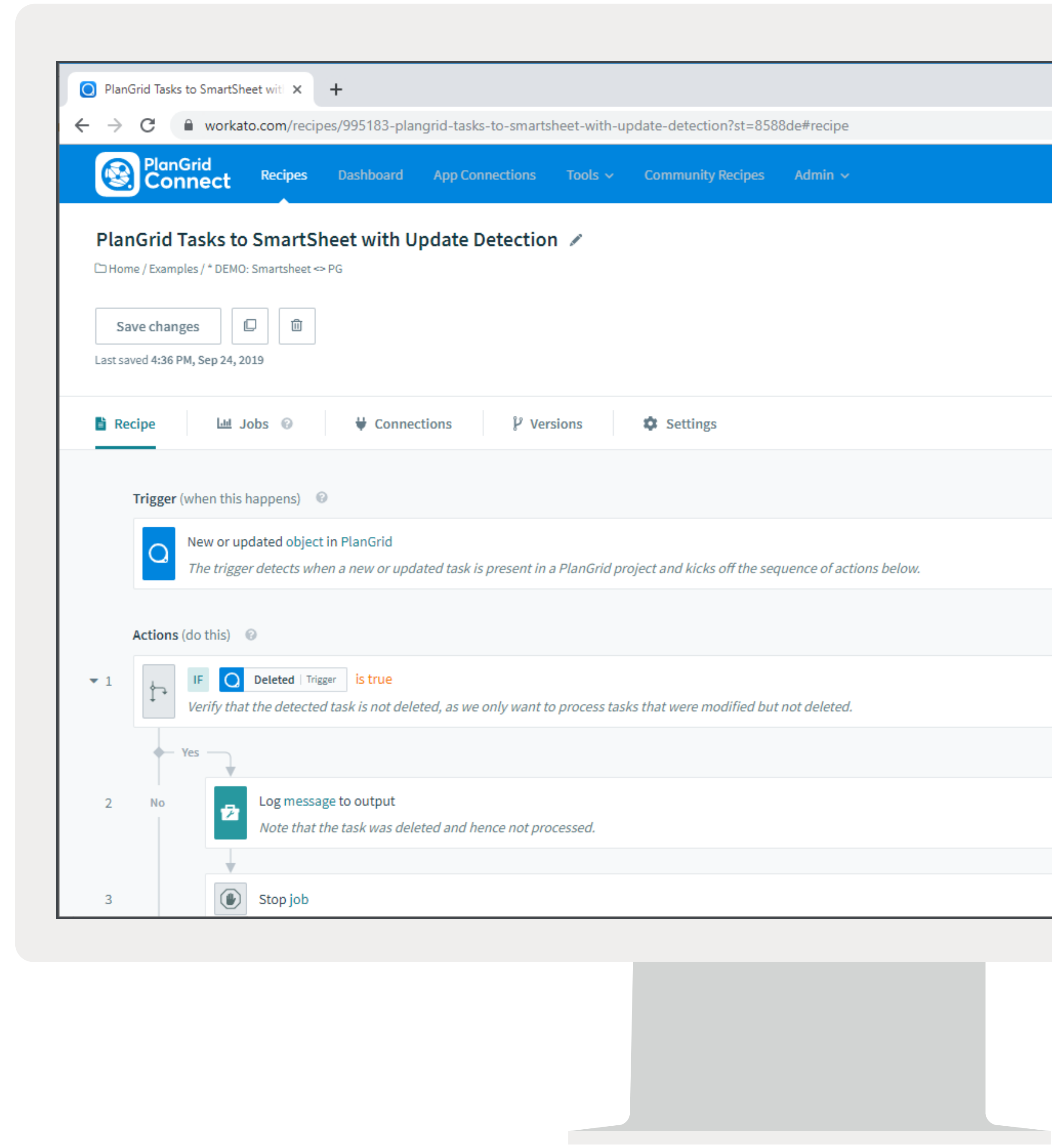


Integrate PlanGrid & BIM 360 with your critical software systems

- Cloud Storage
- PM/ERPs
- CRMs
- eSignature
- and more

Create custom workflows between systems

- Route files and data per YOUR processes
- Leverage triggers between systems
- Keep different applications up to date





# eSUB Integrations

Start

Project 1

Construction Docs

Job Cost Docs

Files

Reports & Graphs

Drawings

PRJ001 — Jefferson High School (Sample Project)

B

C

Cp

Tm

Pr

Pr

Project Summary

Weather for 4451 Sparren Lane, San Diego, CA, 92127

95°F

Sunny

Wind: WNW at 12mph

Rain: 0.0mm

Tue

69° 89°

Wed

66° 81°

Thu

66° 87°

Fri

69° 90°

Click here for a full Site Map

Project is Open

257 days until the Project Estimated Finish Date

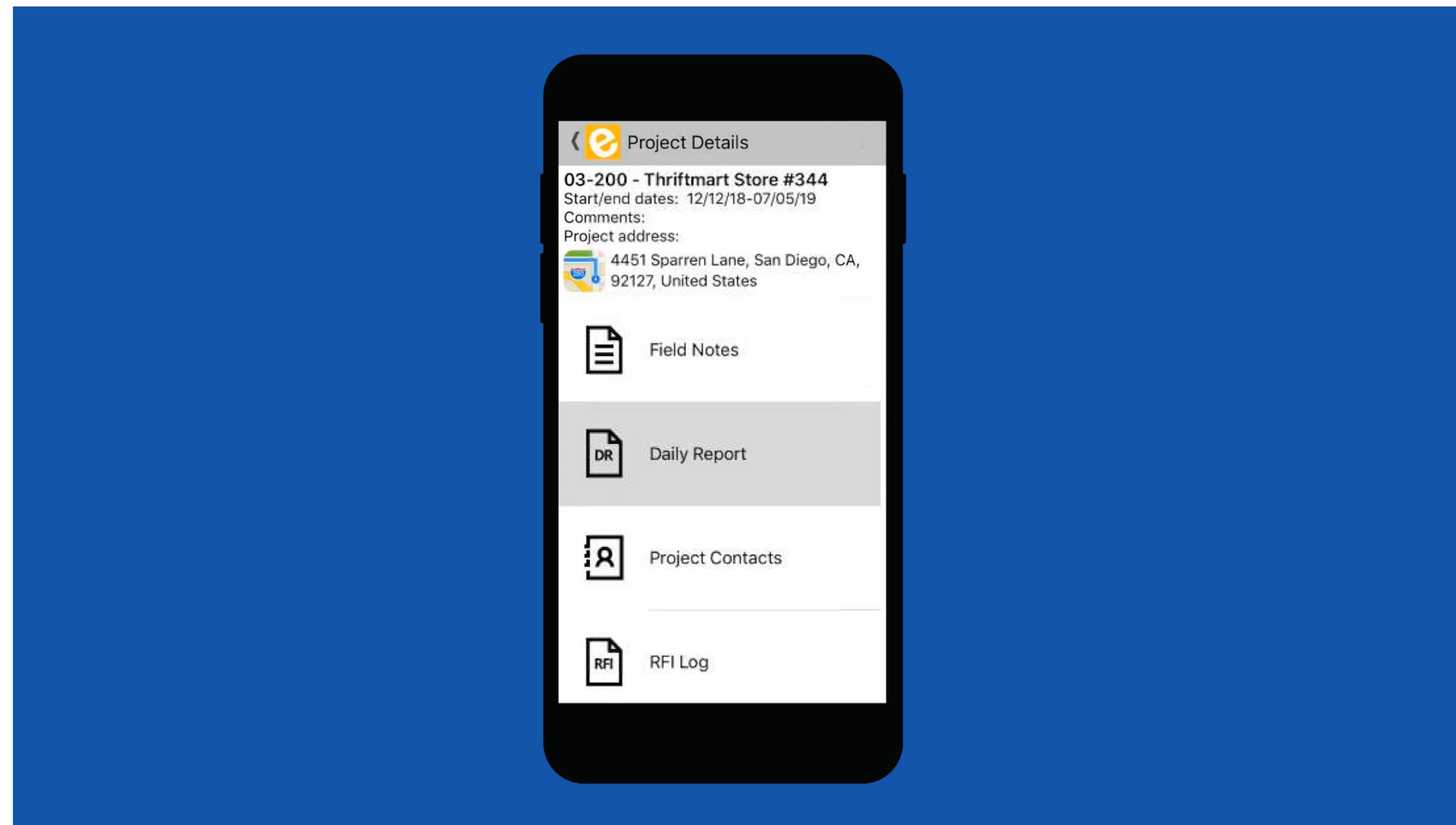
Contract			Project		
ACT START DATE	ACT FINISH DATE	TOTAL DAYS	ACT START DATE	EST FINISH DATE	EST TOTAL DAYS
2/1/2019		0	3/1/2019	7/5/2020	493
					236

CONTRACT		DAILY REPORTS		REQUESTS FOR INFORMATION	
Total Contract	\$1,245,935.50	Total DRs	29	Total RFIs	80
Orig Contract Amt	\$1,244,500.00	Total Labor	1088 hrs	Answered	23
Approved CORs	\$1,435.50	Base Contract	178 hrs	Pending	57
Revised Amount	\$1,245,935.50	Approved CORs	24 hrs	Open	2
Billed Amount	\$112,005.00	Price/Proceed	0 hrs	Past Due	55
Paid Amount	\$50,000.00	Field Work Order/T&M	0 hrs	Avg Days Late	5 days
Retainage	\$12,445.00	Work Under Protest	0 hrs		
Last Pay Date	7/10/2017	Hours Lost	9.0 hrs		
As Planned	5248 hrs	Last DR Date	7/24/2019		

CHANGE ORDER REQUESTS		SUBMITTALS		PURCHASE ORDERS	
Total CORs	7	Total Submittals	3	Total POs	4
Approved	\$1,435.50	Approved	1	Est Material Cost	\$457,000.00
Pending (4)	\$21,380.00	Pending	2	Total Amount	\$3,900.00
Price/Proceed (1)	\$1,250.00	For Approval	1	Last PO Date	8/14/2019

eSUB has integrated with both the BIM 360 and PlanGrid APIs to help customers bridge GC and subcontractor collaboration

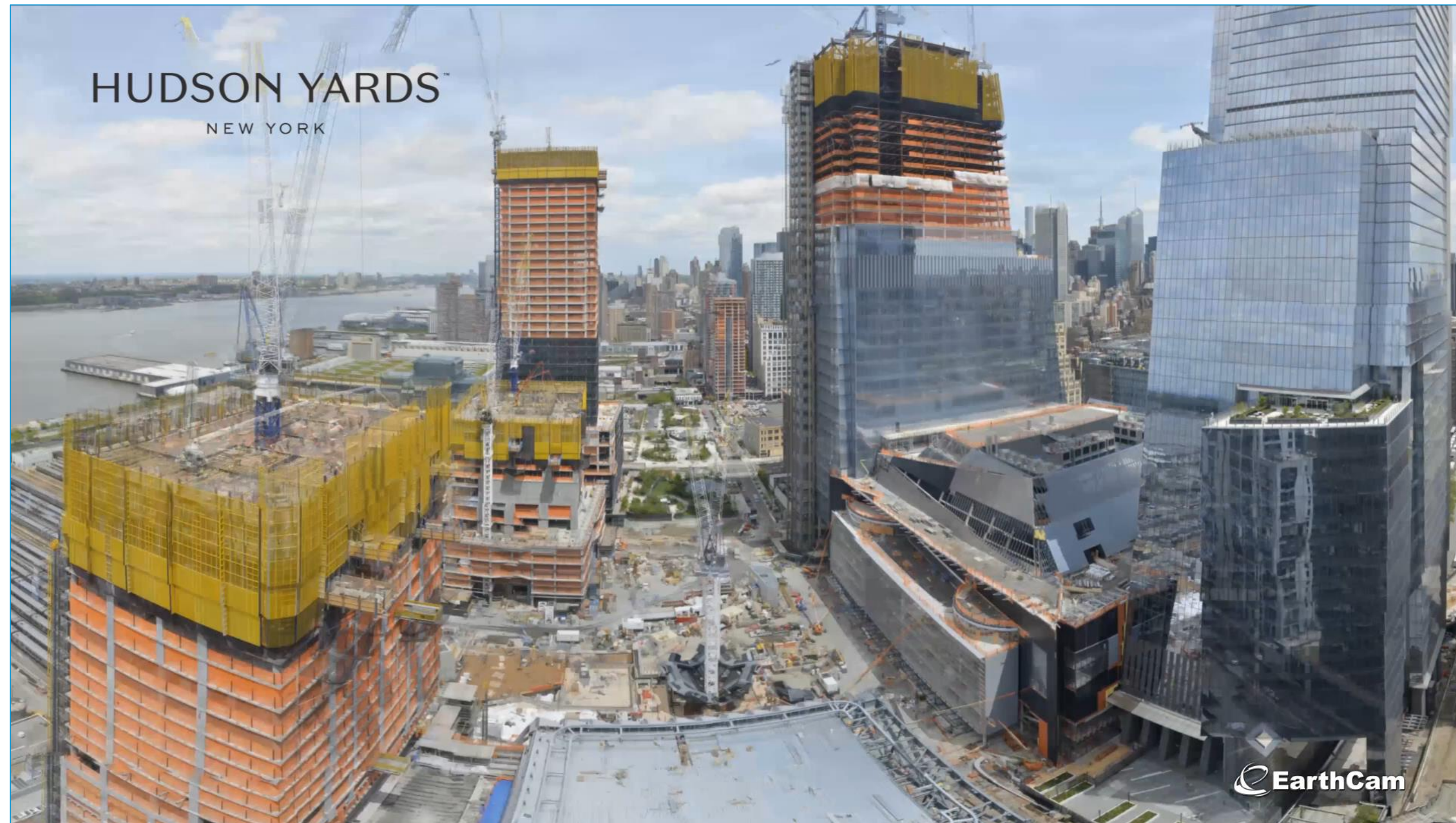
# eSUB Integrations



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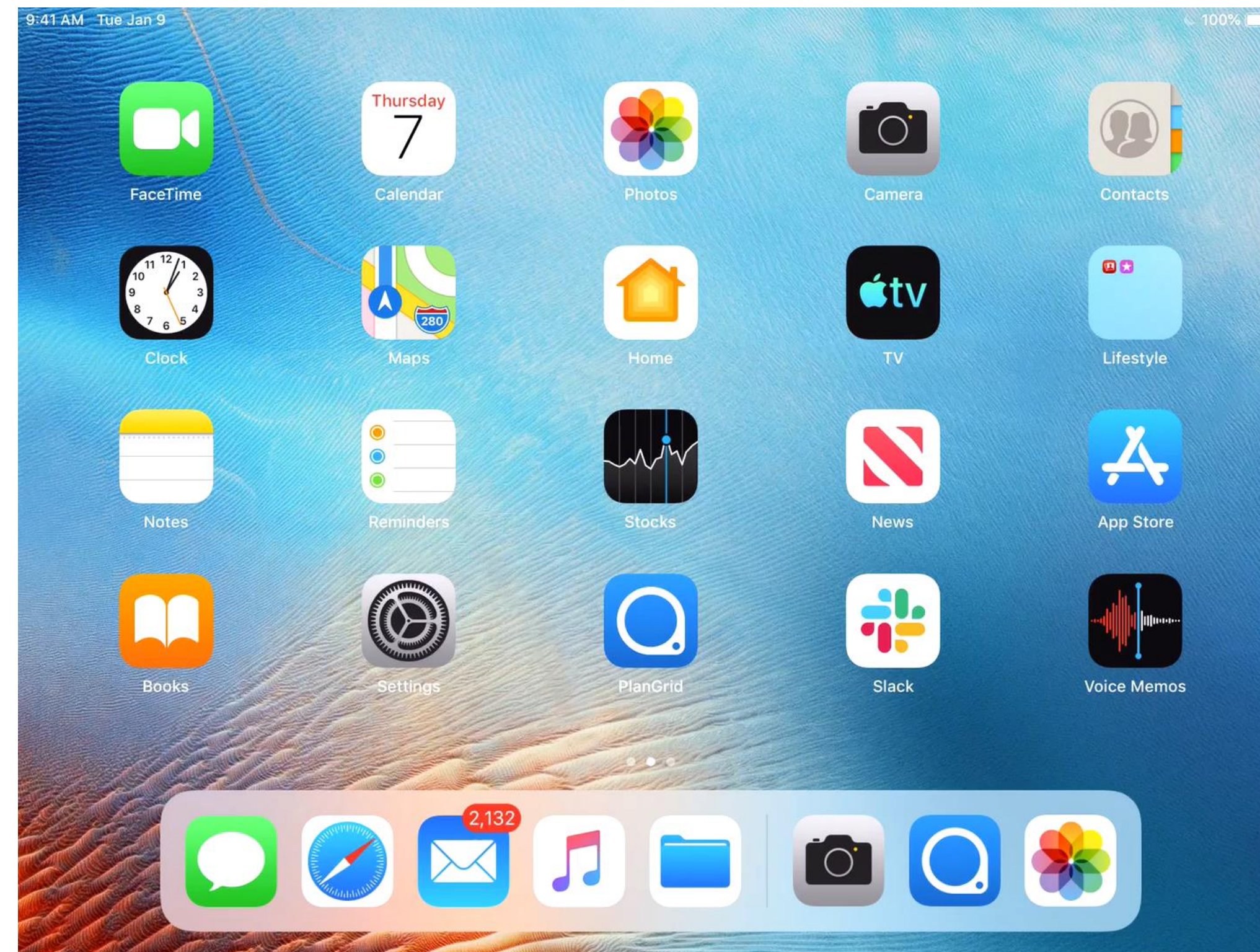
# EarthCam Partner Card



EarthCam added a partner card you can embed in your BIM 360 Project Home screen to keep constant tabs on the jobsite.



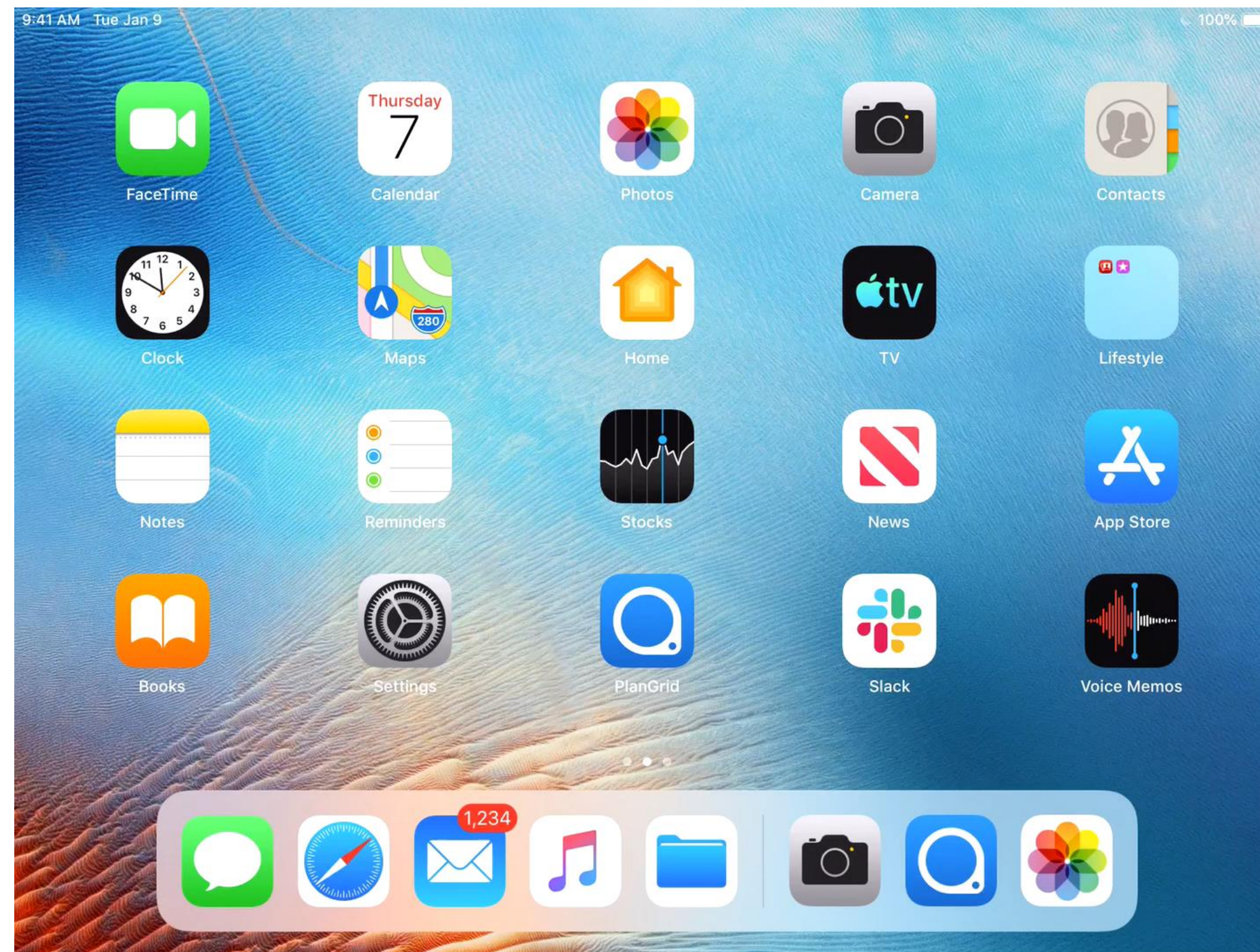
# PlanGrid & Smartsheet



With PlanGrid Connect you can share data from Field Reports directly to Smartsheet worksheets for analysis.



# PlanGrid & BIM 360



Use PlanGrid Connect for custom automations to synchronize documents, drawings, Tasks & Issues between PlanGrid & BIM 360



Q&A







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