

BC Pro and TradeTapp: The Preconstruction Solution for General Contractors

Mike Powers

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CONNECT & CONSTRUCT SUMMIT

 **AUTODESK**. UNIVERSITY



Safe Harbor Slide

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, 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

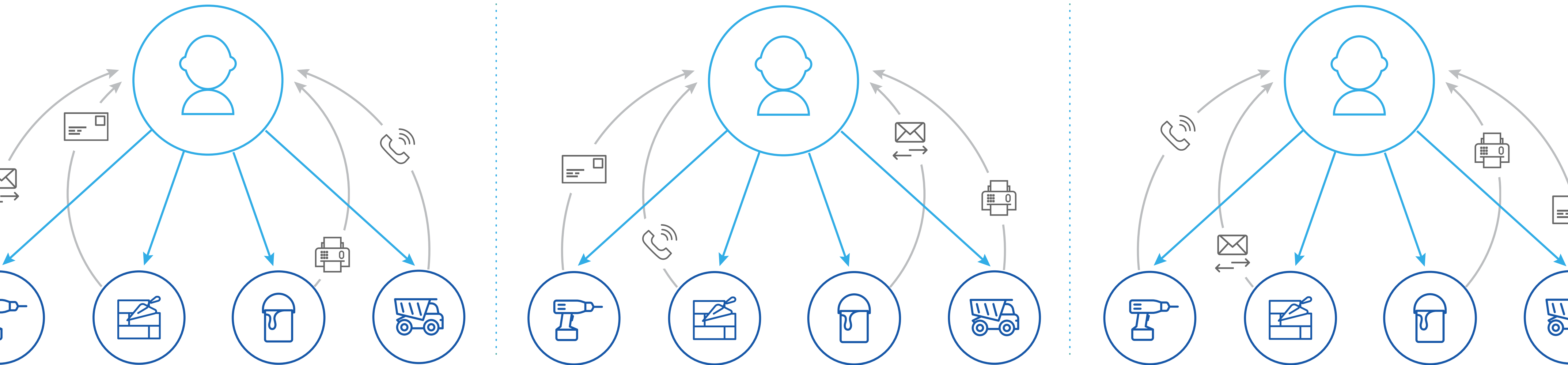
Mike Powers

Director of Sales for BuildingConnected

- Three years of experience leading and managing sales teams for BuildingConnected
- BS in Mechanical Engineering
- Construction experience

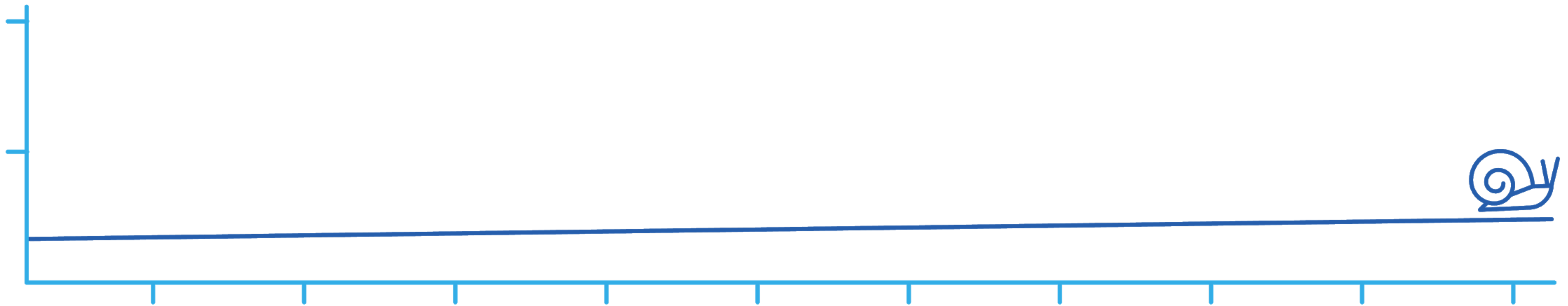
The problem

Construction is one of the most collaborative, yet fragmented industries.



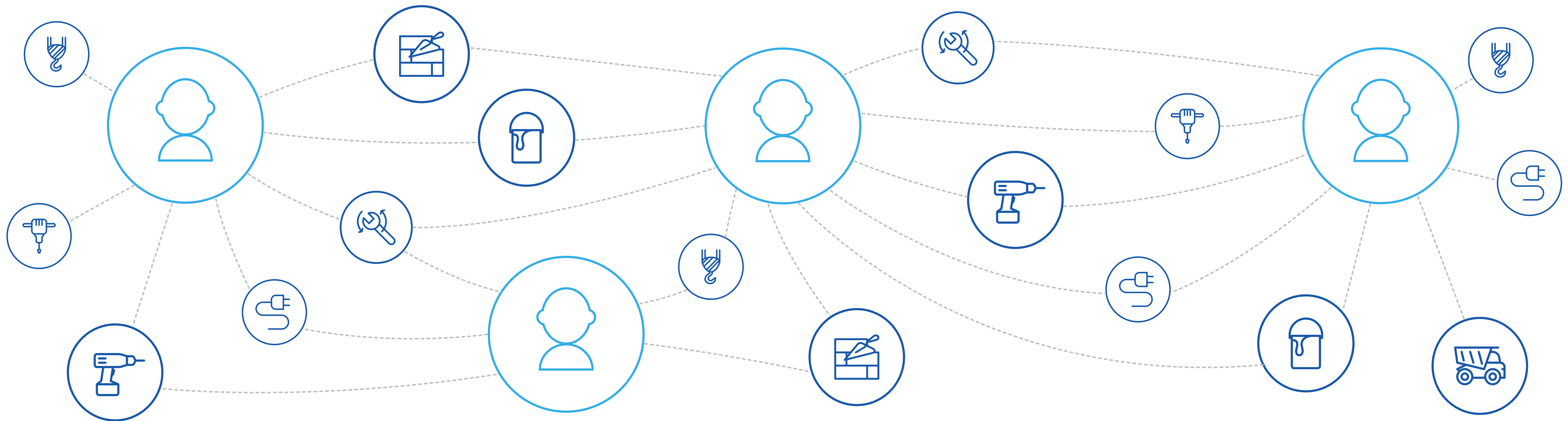
Problems with a fragmented industry

Over the past two decades, construction productivity has only grown on average 1% a year.*



* McKinsey Global report, "Reinventing construction: A route to higher productivity"

Our mission: to transform construction into one of the most collaborative *and* connected industries.



BuildingConnected history

2012

BC FOUNDED

Founded by Dustin DeVan and Jesse Pederson to connect owners, GCs, and subs through the largest construction network to streamline their bid and risk management processes.

2018

BC ACQUIRES TRADETAPP

Acquired TradeTapp, the most advanced subcontractor risk analysis tool on the market, so GCs can manage the entire precon process in one place.

2019

AUTODESK ACQUIRES BC

Acquired by Autodesk and now part of Autodesk Construction Cloud™, the industry's most comprehensive offering of construction solutions available.

3,000+

GCs and owners use the platform

300,000+

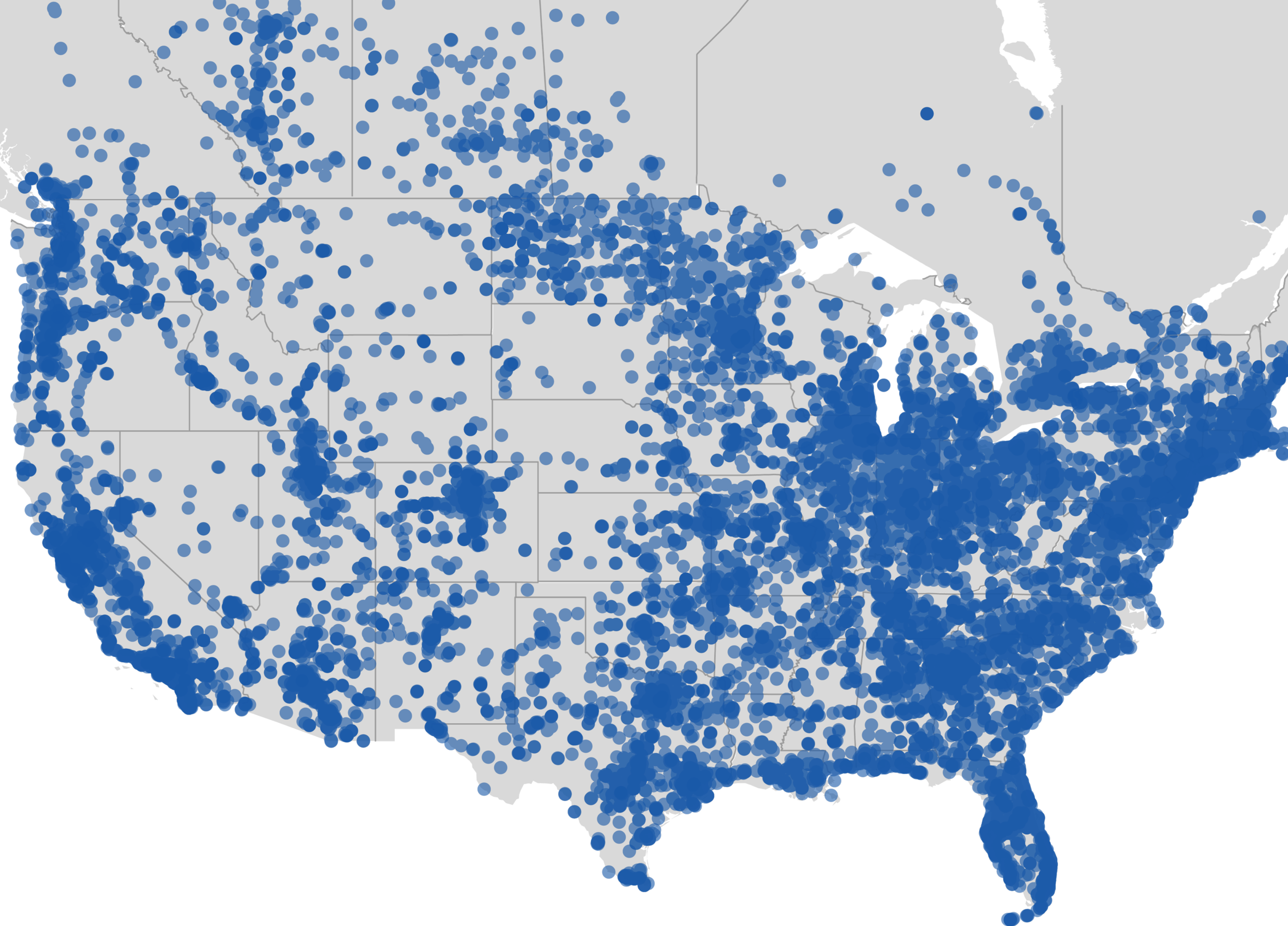
subcontractors in the network

800,000+

construction professionals

5,000,000+

invites sent every month

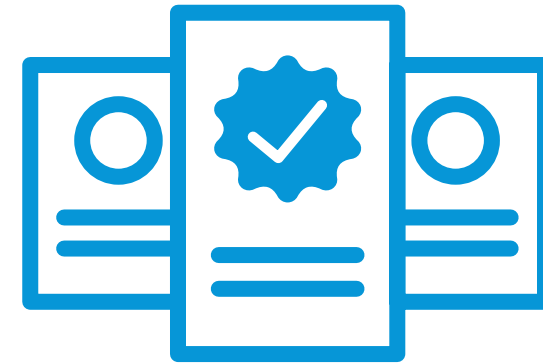


The solution



BC Pro

BID MANAGEMENT
FOR GCS



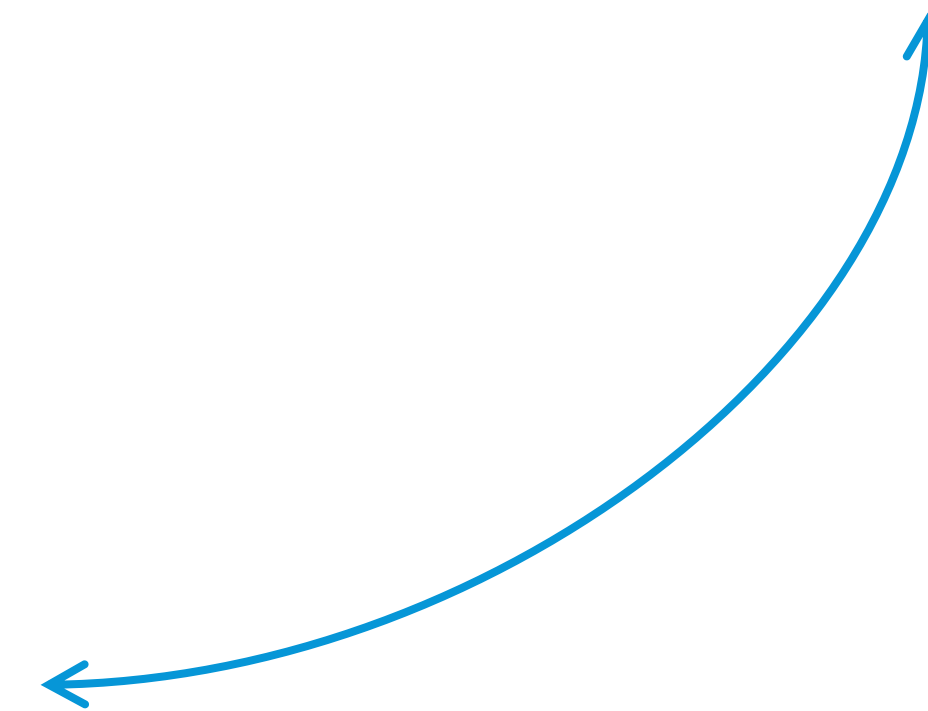
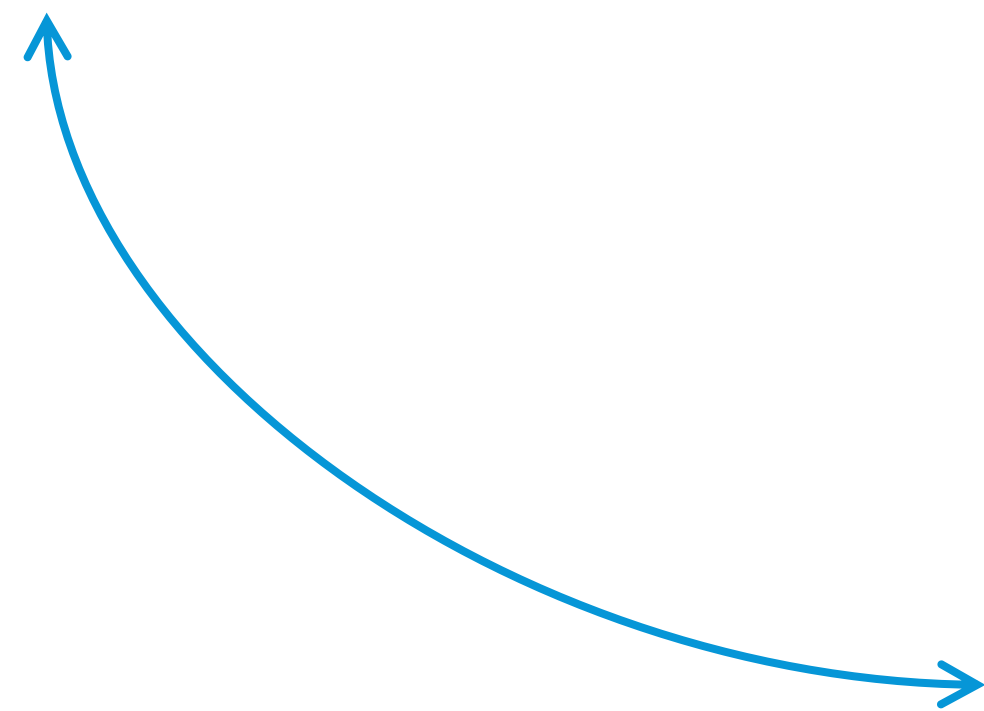
Bid Board Pro

OPPORTUNITY MANAGEMENT
FOR SUBS



TradeTapp

RISK MANAGEMENT
FOR GCS



The Network

BuildingConnected Pro

General contractors can identify the right subcontractor for the right project by collaboratively managing the bid process to choose the best bidder, faster.

- Custom bid forms and bid leveling
- Advanced analytics and reporting
- Integration with TradeTapp, PlanGrid, ERP, and accounting systems.

The screenshot displays the BuildingConnected Pro interface. At the top, a project overview for "1200 Wildcat Plaza" is shown, including a lead profile, lead number (03214), trade (Heating), and bid due date (11/17/17 at 5:00 pm edt). Below this is a table of subcontractors with columns for Lead, #, Name, Bids Due, and Invited. The table lists several subcontractors and their respective bid statuses. To the right, a detailed view of the subcontractor list is shown, featuring a list of subcontractors with their logos, names, and bid statuses. An orange button at the top of this panel reads "Invite 43 Companies to Bid".

Lead	#	Name	Bids Due	Invited
03214	03214	Heating	11/17/17 5:00 pm edt	
03215	03215	Lighting	09/13/17 3:00 pm edt	127
03418	03418	Trailer Rental	06/30/17	315
03215	03215	Aerial Photos	1/13/18	164
02990	02990	Final Clean	3/16/18	217
04521	04521	Security Guards	07/14/17	127
03215	03215	Concrete	6/21/17	85

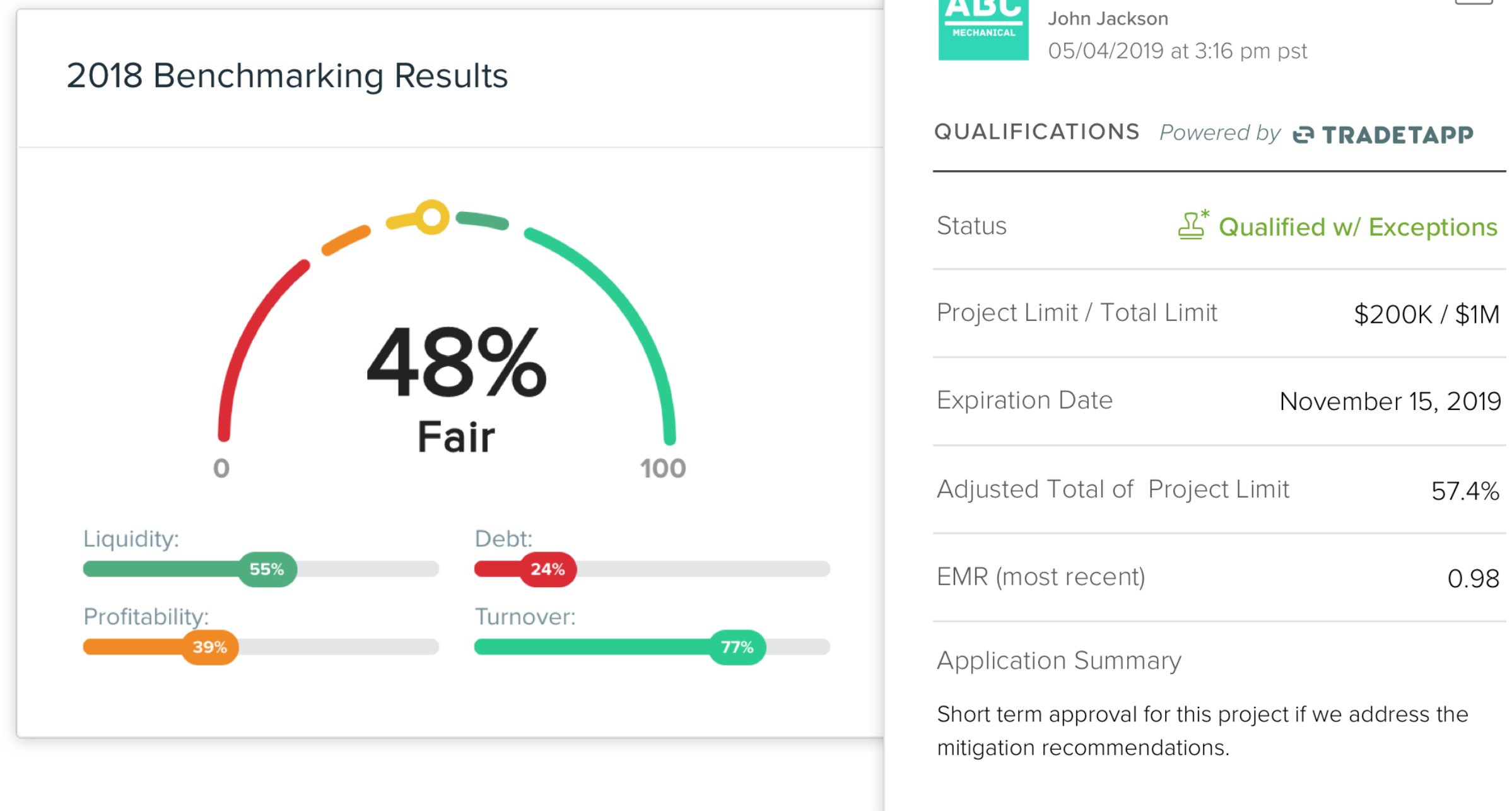
Invite 43 Companies to Bid

- Braun Tronstrom
Bidding 1
- Rubicon
Viewed
- Gilroy and Gilroy, Inc.
Bidding 1
- Golden Gate Mechanical
Bidding
- Gordon Contractors
Bidding
- QMP Heating
Bidding

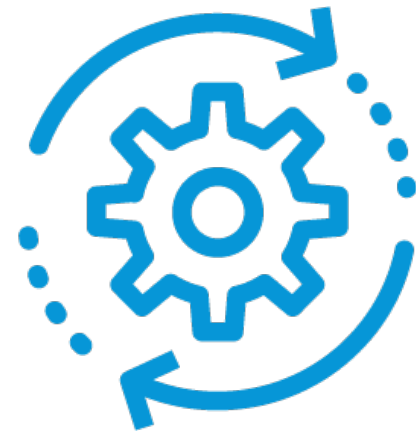
TradeTapp

General contractors can access the largest network of construction qualification data – analyze, assess, and mitigate counterparty risk.

- Continuous automated qualifications
- Project specific analysis and mitigation
- Integration with BC Pro



TradeTapp



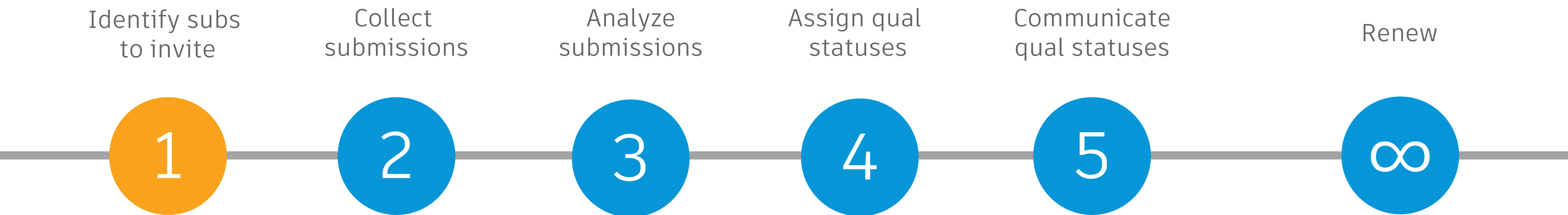
BOOST TEAM'S EFFICIENCY

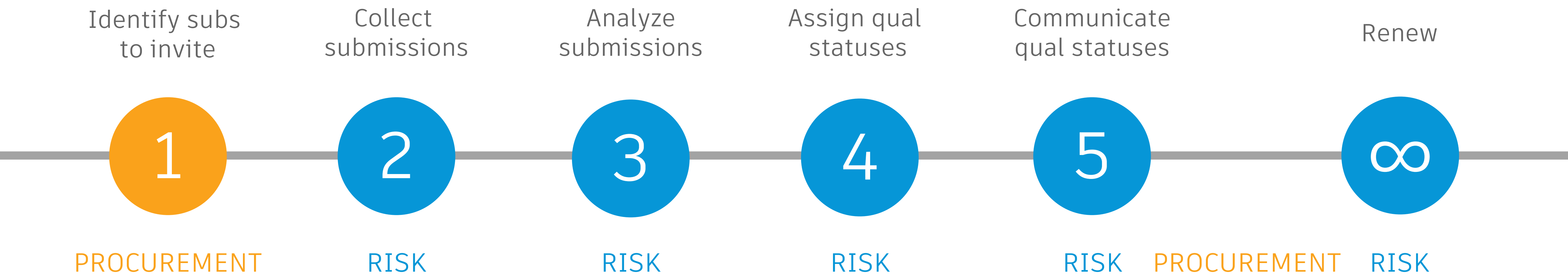


RISK-CONSCIOUS ORG



TACKLE RISK PROACTIVELY





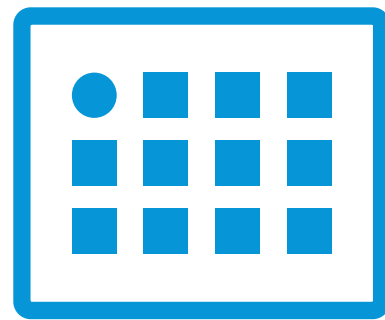
Linear workflow



Workflow in reality



Typical subcontractor prequalification



OCCURS ANNUALLY

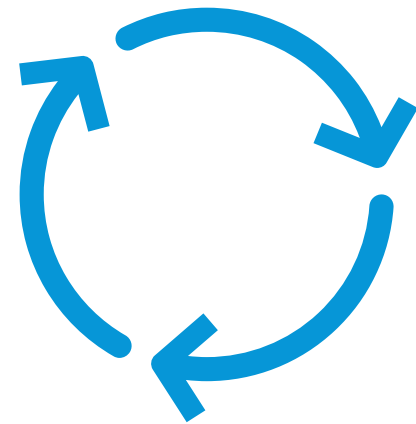


UNIQUE TO EACH
GC/OWNER

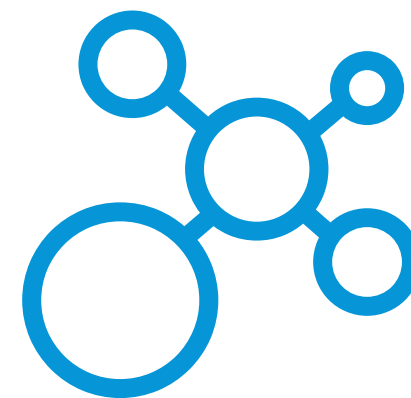


PASS/FAIL

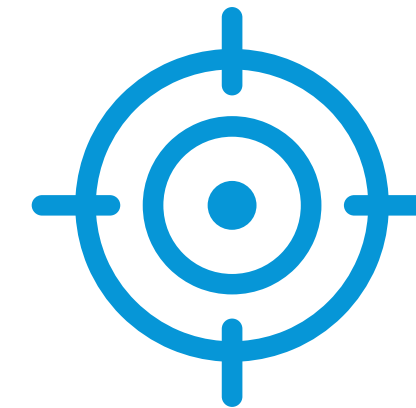
Subcontractor qualification with TradeTapp



CONTINUOUS



NETWORK STANDARDIZED



PROJECT-SPECIFIC

Invite Bidders: Painting - WeWork Tenderloin

SEARCH IMPORT EMAIL

← Back to Project

ESTIMATED COST

Search for companies

Tags

Qualification Status

- ☐ Qual invitation sent
- ☐ Application in progress
- ☐ Application submitted
- ☐ Qualified
- ☐ Qualified w/ exceptions
- ☐ Qualification denied

Labor Requirements

- ☐ Union
- ☐ Non-Union
- ☐ Prevailing Wages

Recommended companies

project's location and the bid package's work performed



Invited 0 times | Submitted 0 | Bidding 0 | Not Bidding 0

Not invited to qualify



Invited 0 times | Submitted 0 | Bidding 0 | Not Bidding 0

Not invited to qualify

TT-4772



Invited 0 times | Submitted 0 | Bidding 0 | Not Bidding 0

Not invited to qualify

Zebby Sulecki, Inc.
Broomall, PA

Invited 0 times | Submitted 0 | Bidding 0 | Not Bidding 0

Not invited to qualify

David Gallina
Allentown, NJ



+ Invite

Frank Lucarelli
estimator

+ Invite

Len Spatocco
Estimator

View all contacts



+ Invite

Bob Mason

+ Invite

Jeffrey Rebock
Chief Estimator / Sr. Project Manager

View all contacts



+ Invite

Maria DePaola
Plan Room Director

+ Invite

Francesco Zaffina

+ Invite

Aj Kothawade

View all contacts



+ Invite

Tony Romeo
President

+ Invite

Tony Romeo
VP

View all contacts



+ Invite

Carmen Della Rocca
Estimator/ Project Manager

+ Invite

James Kucera
VP Sales and Operations

View all contacts

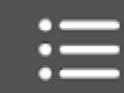


+ Invite

David Gallina
Owner



PROJECT:
201
AUTODESK NEW OFFICE

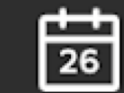


← Back to Project

Add a Bid Package



Jump to...



BID PACKAGES:



Canopy



Demountable Partitions



Painting



1: test

Painting

OVERVIEW

FILES

MESSAGES

BIDDERS

BID FORM

BID LEVELING



+ Invite Bidders

Name

Qualification Status

Bidding Status ▲



Estimated Cost



BuildingConnected

Not invited to qualify

✓ **\$217,178,134**

Joe Balancio (626) 898-5632 • and 7 more

Submitted 07/10

Testing a second note 11/19 KS



Accept a New invite

sharon@ABCmechanical.com

SE



AWAITING SUBMISSION

Jetson Construction Co.
Primary Qualification

Requested: 06/03/2019
By: Ben Holmes

New invitation

Open

Gotham Construction Group
Primary Qualification

Requested: 05/16/2019
By: Jack Dublin

Last submitted: 05/03/2018
Renewal

Open



COMPLETED

You have no completed applications

COMPANY

GR8 Builders

Moderate Risk

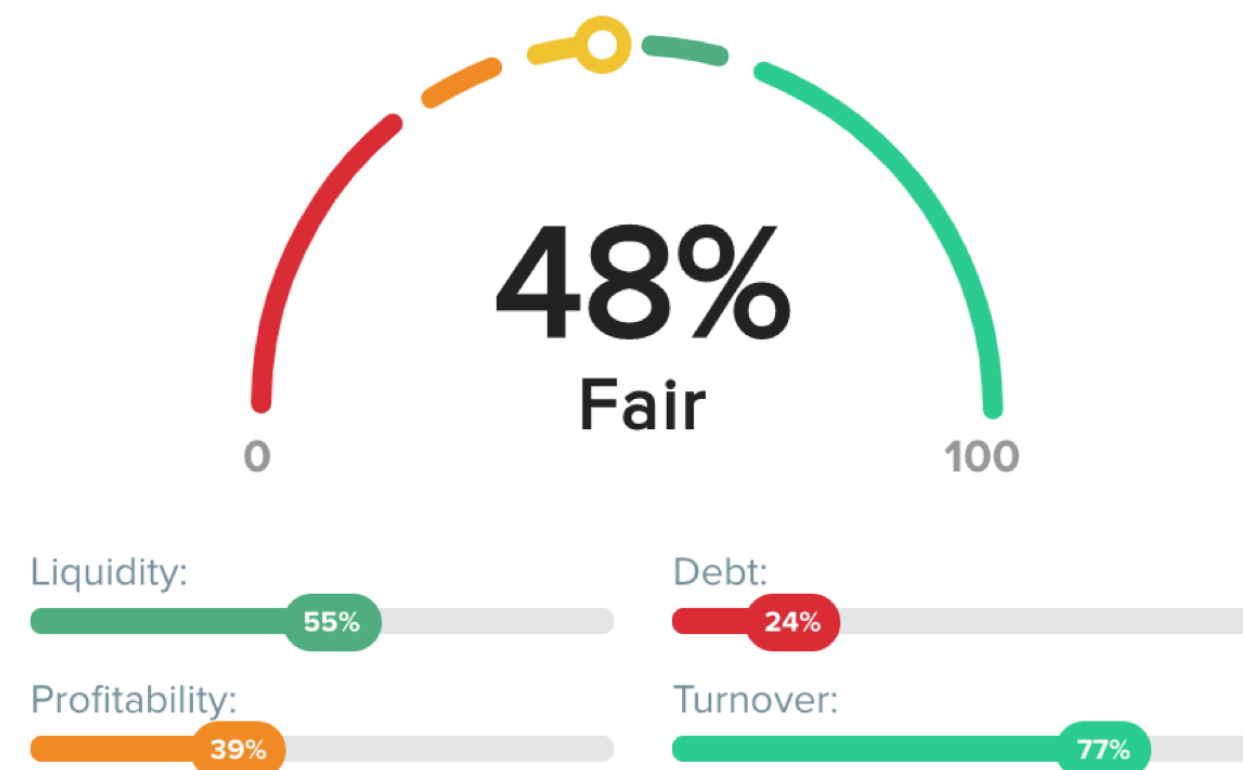
INTERNAL BACKLOG

\$5M



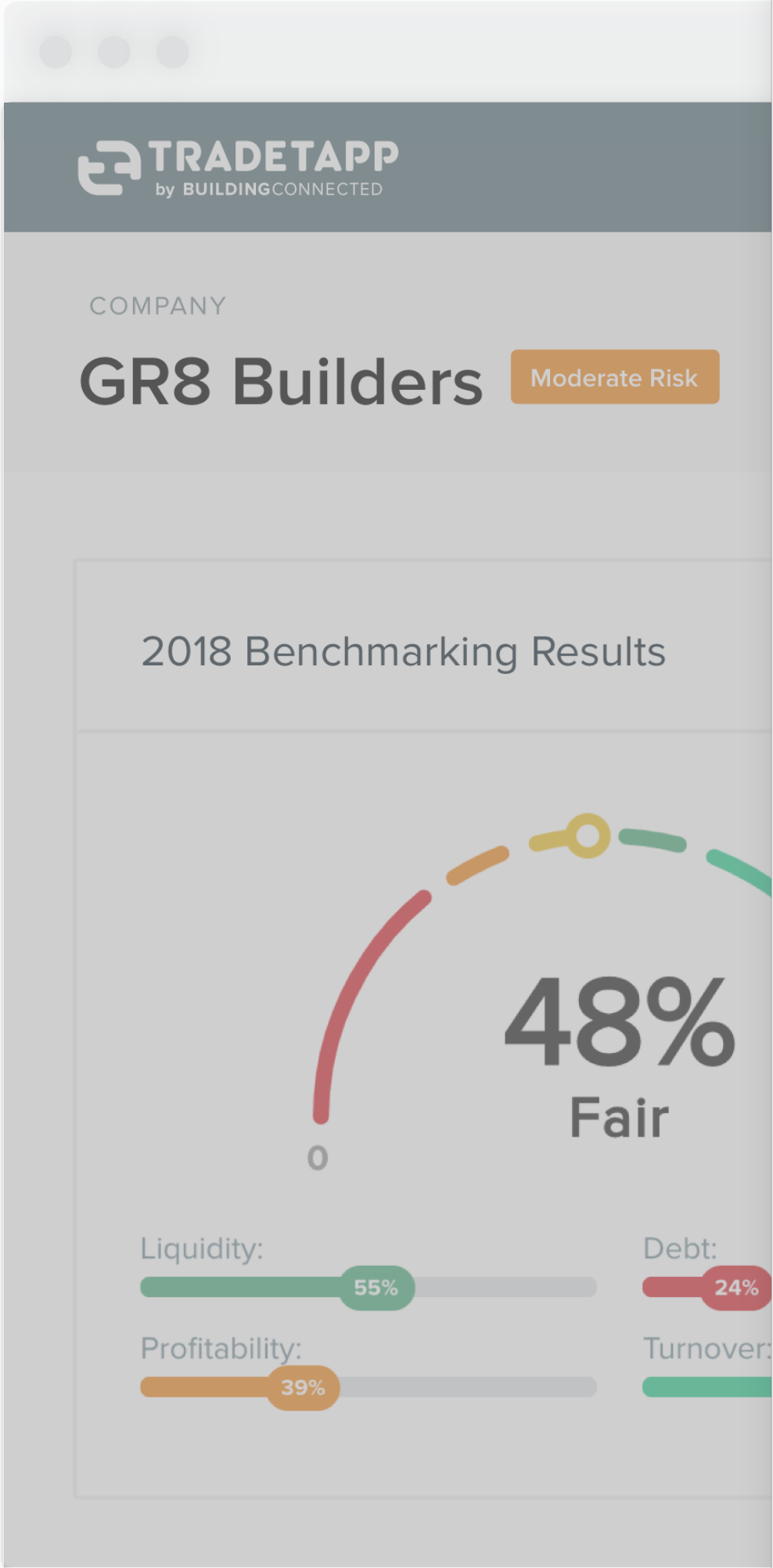
QUALIFICATION STATUS

2018 Benchmarking Results



Key Metrics

Single Project Capacity	\$15,485,000	Largest Completed Project (2018)	\$24,432,000
Aggregate Total Capacity	\$90,221,000	Net Cash Flow (2018)	\$300,000
Reported Total Backlog (2018)	\$30,500,400	EMR (2018)	1.48
Working Capital (2018)	\$3,871,250	Recordable Rate (2018)	3.51
Revenue (2018)	\$85,789,500	DART Rate (2018)	3.24



Project Assessment

High Risk

Company Risks & Strengths

Project Specific (1)

- > Award size exceeds single project capacity

Working Capital / Equity (2)

- > Strong equity position
- > Strong working capital position

Safety Metrics (1)

- > Current Experience Modification Rating (EMR) is above 1.0

Mitigation Recommendations

Safety (1)

- > Review project specific safety plan before first payment

Financial (1)

- > Collect lien waivers from secondary tier subcontractors

Jerome Jackson JJ

QUALIFICATION STATUS

Completed Project (2018)	\$24,432,000
Flow (2018)	\$300,000
8)	1.48
le Rate (2018)	3.51
e (2018)	3.24

≡ 803 approvals match

Search for an approval



Download

Invite New Vendors

<input type="checkbox"/>	COMPANY NAME	PROJECT NAME	STATUS	RESULT	REQUEST BY	DATE REQUESTED
<input type="checkbox"/>	Timms Roofing	Cabot Cove	Complete	• APPROVE	–	Aug 3, 2019
<input type="checkbox"/>	Brilliant Lighting	Cabot Cove	Complete	• APPROVE W/ RMP	VIEW PLAN	Aug 4, 2019
<input type="checkbox"/>	Connemara Marble	Cabot Cove	Complete	• APPI		
<input type="checkbox"/>	Swanson Wood	Seaglass Bay	Complete	• APPI		
<input type="checkbox"/>	Bowzer Bulldozers	Seaglass Bay	Complete	• BON		
<input type="checkbox"/>	Godfrey Electric	Cabot Cove	Complete	• APPROVE W/ RMP	VIEW PLAN	Aug 10,2019
<input type="checkbox"/>	Timms Roofing	Seaglass Bay	Complete	• BOND REQUIRED	–	Aug 15, 2019

Risk Mitigation Plan

- > Safety: perform monthly meetings with contractor principle(s) to review safety.
- > Financial: collect lien waivers from secondary tier subcontractors or suppliers as part of each payment requisition

- PROJECT:
2017-43 CABOT COVE
GALLERIA REBUILD
WITH GARAGE
- ← Back to Projects
- Add a Bid Package
- Jump to...
- BID PACKAGES:
- 02 41 00: Demolition
- 03 30 00: Structural Steel
- 08 10 00: Doors and Frames
- 08 40 00: Windows
- 09 20 00: Mechanical
- 09 60 00: Electrical
- 11 31 00: Earthwork
- 12 30 00: Shoring & Unshoring
- 12 36 00: HVAC
- 14 20 00: Electrical
- 21 00 00: Earthwork
- 22 00 00: Shoring & Unshoring
- 23 00 00: HVAC
- 26 00 00: Electrical
- 31 00 00: Earthwork
- 31 40 00: Shoring & Unshoring

08 10 00: Doors and Frames

- OVERVIEW
- BIDDERS
- FILES
- MESSAGES
- BID FORM
- BID LEVELING

Plugs ON

Export

Add proposal

<div>GR8 BUILDERS</div> <div>ESTIMATED COST</div> <div>\$123,500</div>	<div>DAWSON</div> <div>Dawson Doors</div> <div>\$117,494</div>	<div>EIDOLON</div> <div>Eidolon Doors and Frames</div> <div>\$120,411</div>	<div>RELIANT</div> <div>Reliant Door and Window</div> <div>\$145,000</div>
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ALTERNATES			
Western Extension	\$42,000	\$52,600	\$45,000

QUALIFICATIONS powered by TRADETAPP

Status	Approved w/ Exceptions	Expired	Approved
Expiration Date	June 15, 2019	October 1, 2017	December 24, 2017
Project Limit / Total Limit	\$200K / \$1M	\$200K / \$2M	\$100K / \$500K
Adjusted Total as Percent of Project Limit	57.4%	62.0%	124%
EMR (most recent)	0.98	1.05	0.97
Application Summary		Doubling previous limit.	Short term approval to fast track a project. Coordinating with Merth to do more diligent application in the new year.

% Spread from Apparent Low			
\$ Spread from Apparent Low	-	+\$6,353	+\$17,753
% Spread from Submitted Bid	0.00%	-3.61%	+13.20%
\$ Spread from Submitted Bid	\$0	-\$4,647	+\$15,753

QUALIFICATIONS powered by TRADETAPP			
Status	Approved w/ Exceptions	Expired	Approved

Identify subs
to invite



Collect
submissions



Analyze
submissions



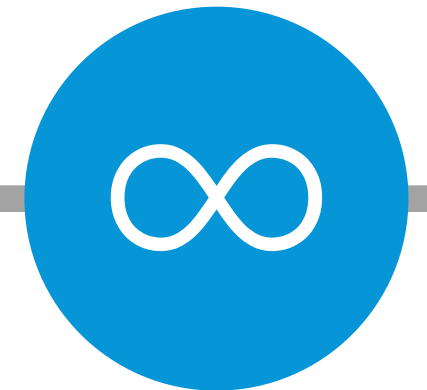
Assign qual
statuses



Communicate
qual statuses



Renew





Barton Malow

Barton Malow has already managed nearly 5,000 subcontractor applications in TradeTapp, and the team estimates that the platform has eliminated at least four weeks of work from their process, helping the team move faster than ever before.



UAG

UAG used TradeTapp to remove silos between procurement and risk management teams, and improve the budget, schedule, and safety level of every project. The integration between TradeTapp and BC Pro helped them streamline the prequalification process, manage an SDI program, and increase transparency between internal teams.



Learn about the future of preconstruction

Join Justin Levine, Head of Risk Strategy for BuildingConnected, at 9:15 a.m. to hear about how data, artificial intelligence, and machine learning can help mitigate risk in construction.

Q&A



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