

Integrating Construction Project Management & Accounting Platforms - CS467189

Josh Cheney - Autodesk

Sr. Manager – Strategic Alliances

Guy Barlow – Morpheus Technology Group

Director, Strategy and Business Development

Mark Bennett – Querp.io

CEO and Founder

Safe Harbor

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 2021; 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

Josh Cheney – Sr. Mgr. - Strategic Alliances

Josh Cheney help manage the Integration ecosystem for Autodesk Construction Solutions. Josh has over 16 years of construction/construction tech experience, and a focus on ENR 400 firms.

Relevant Experience and Highlights:

- Viewpoint Construction Software** – Construction-Specific ERP
- ISEC, Inc.** – Div. 5 - 14 Specialty Subcontractor
- BuildingConnected** – Bid Management
- Procore** – Project Management

Session Agenda

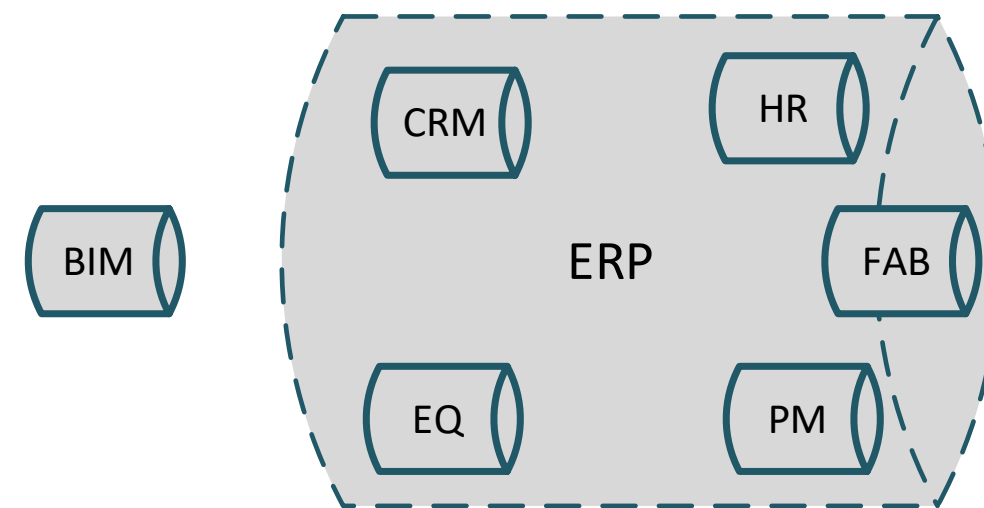


- ERP + Project Management Software – Quick Review
- Rise of Platforms and Middleware
- Bringing it All Back Together

Past ERP + Operations Options

GENERIC ERP (TIER 1)

- Highly Customizable
- Unique to Each Customer
- Expensive
- DBA (Database Admin)

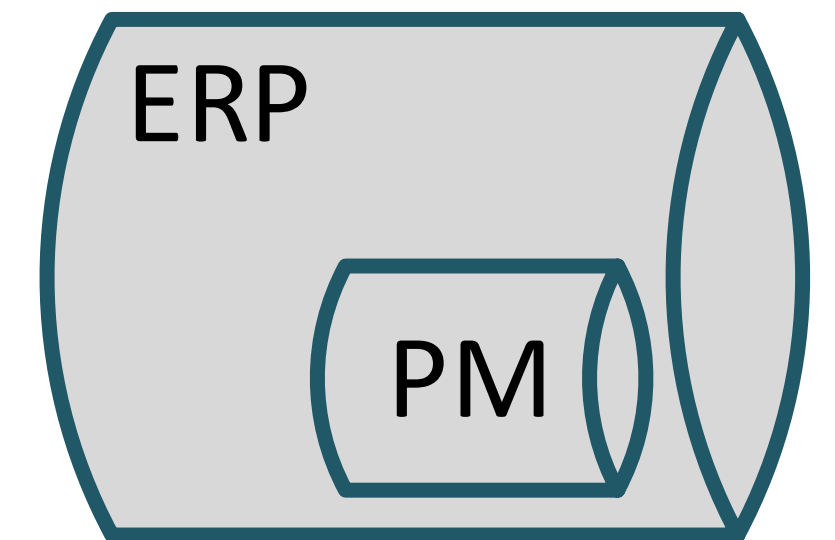


ORACLE



NATIVE MODEL

- Often One Vendor
- Tailored vs. Customized
- Bolt-on Modules | Diluted Focus
- Less Expensive



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VIEWPOINT

CMiC
CONSTRUCTION SOFTWARE. EVOLVED

ERP and PM Environments Not Static

ERP is changing

- Consolidation
- Footprint
- Deployment
- View towards PM



PM Apps and Platforms

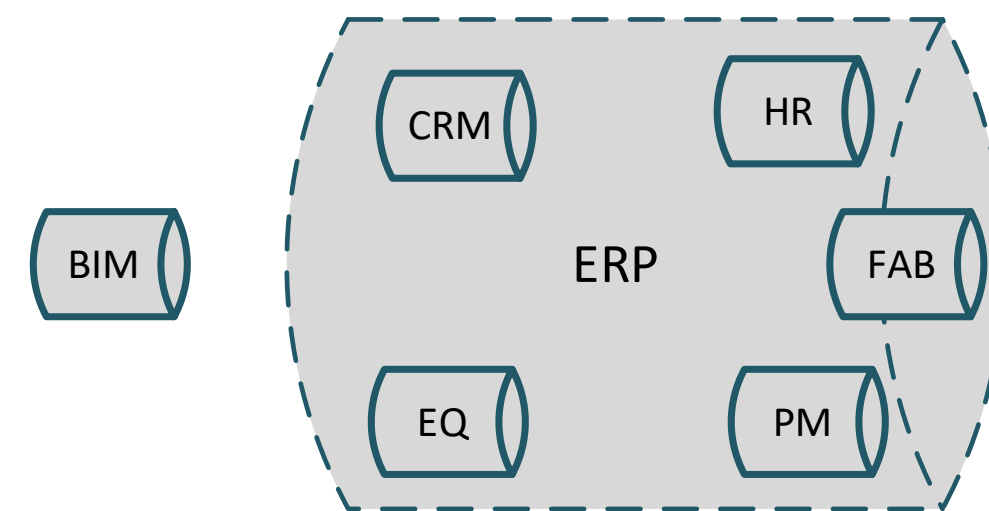
- Owner-oriented
- Cost management
- Field focused
- Plan-centric
- Point solutions
- Document management



ERP + Operations Options

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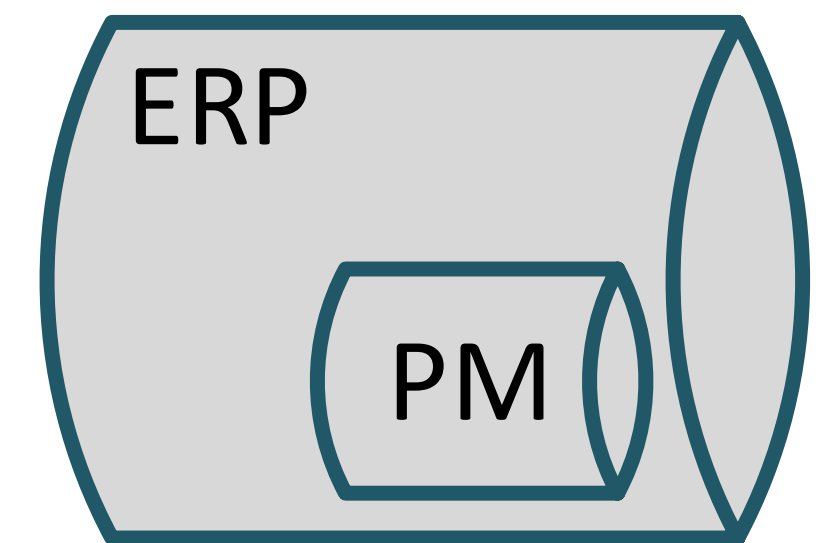


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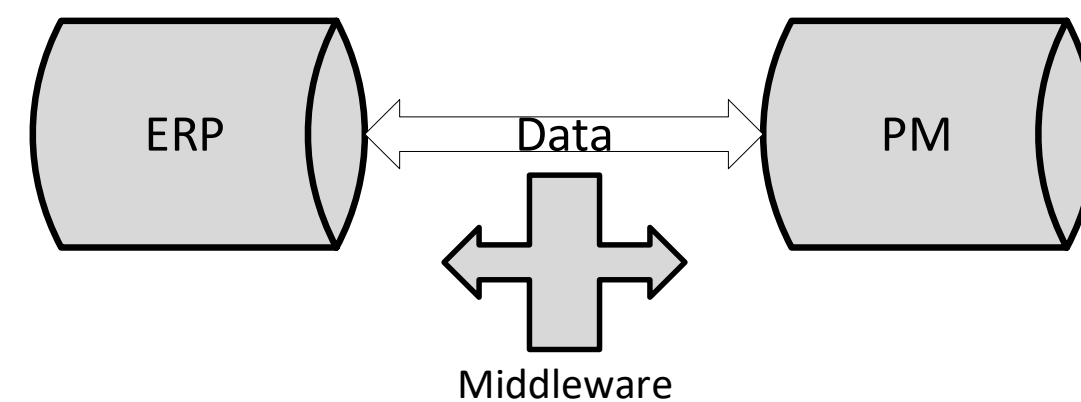
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VIEWPOINT

CMiC
CONSTRUCTION SOFTWARE. EVOLVED

MIDDLEWARE

- Multi-vendor Dependent
- Additional Cost
- Empower Customers
- Connect Multiple LOB Apps



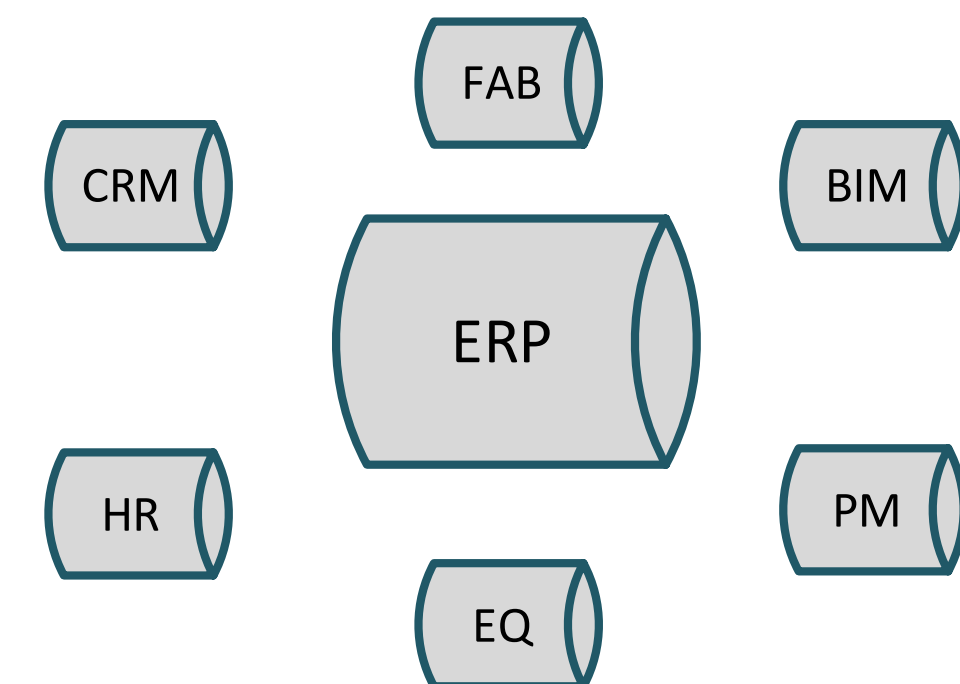
Querp.io

AUTODESK
CONSTRUCTION
CLOUD™ CONNECT

boomi
A Dell Technologies Business

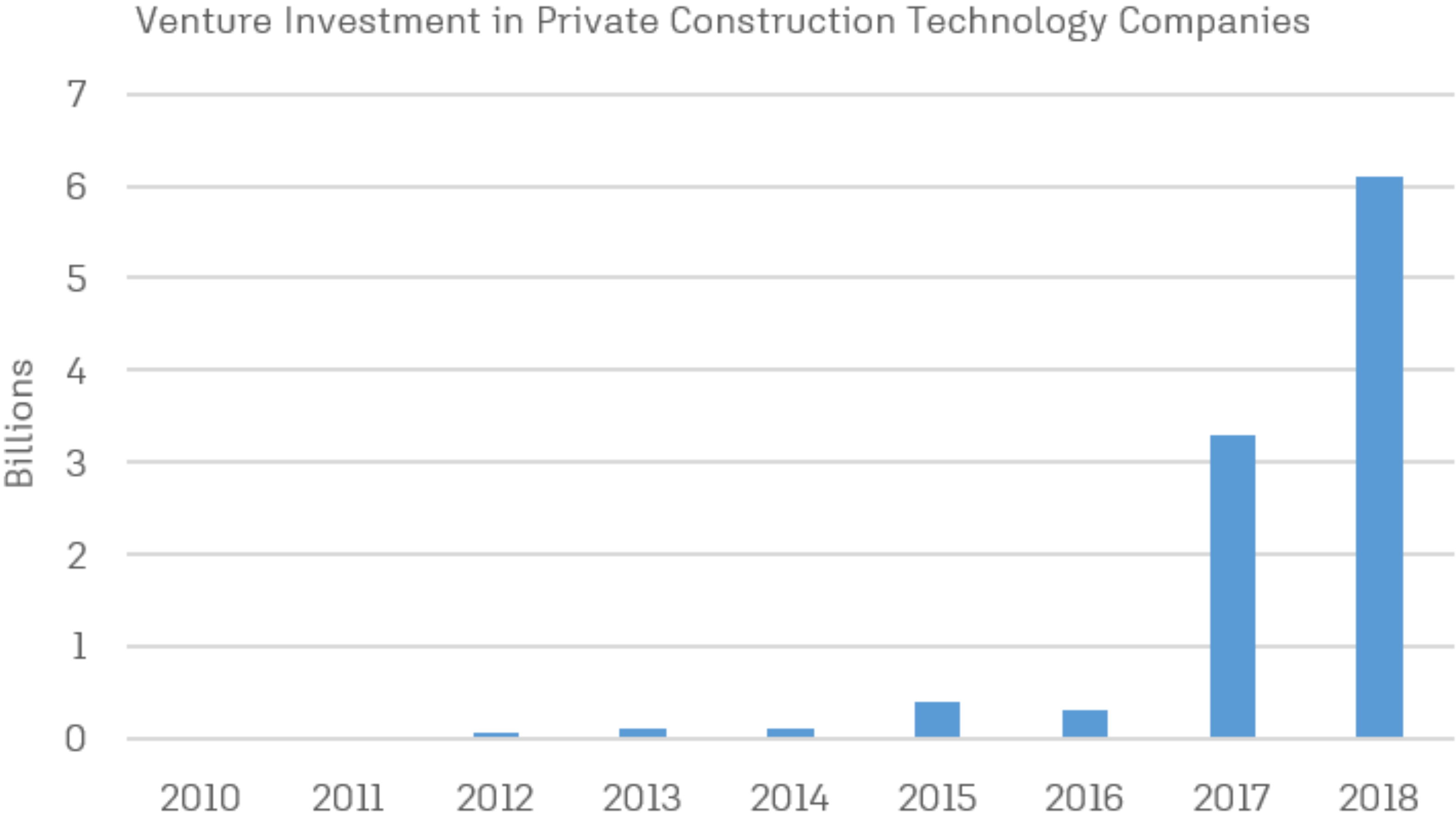
POINT-TO-POINT

- Frenemies – Competing Interests
- Must Own Both Applications
- One-sided Development
- Laser-focus on App Objectives



Construction Technology Investment is Skyrocketing

The ConTech Revolution Continues

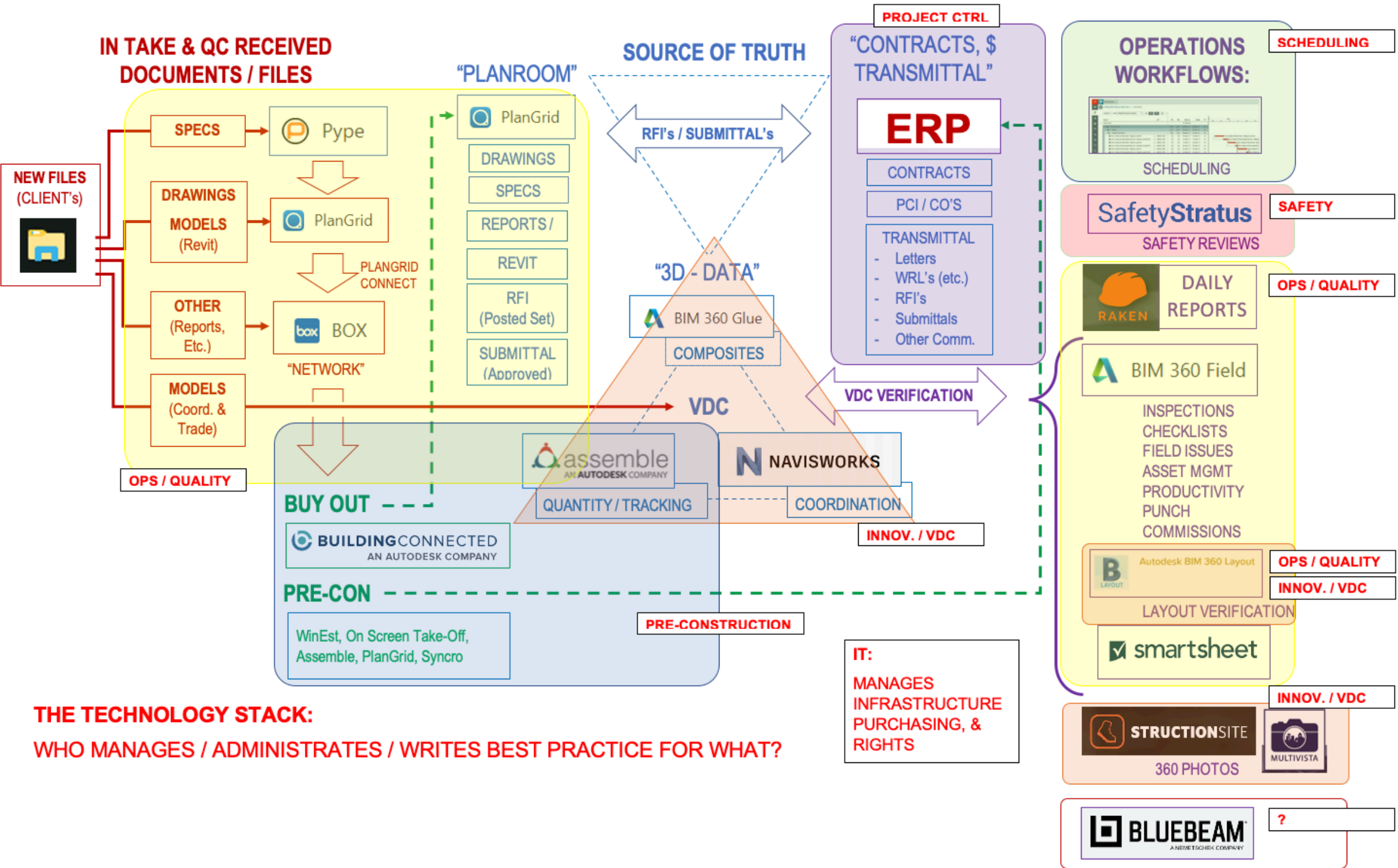
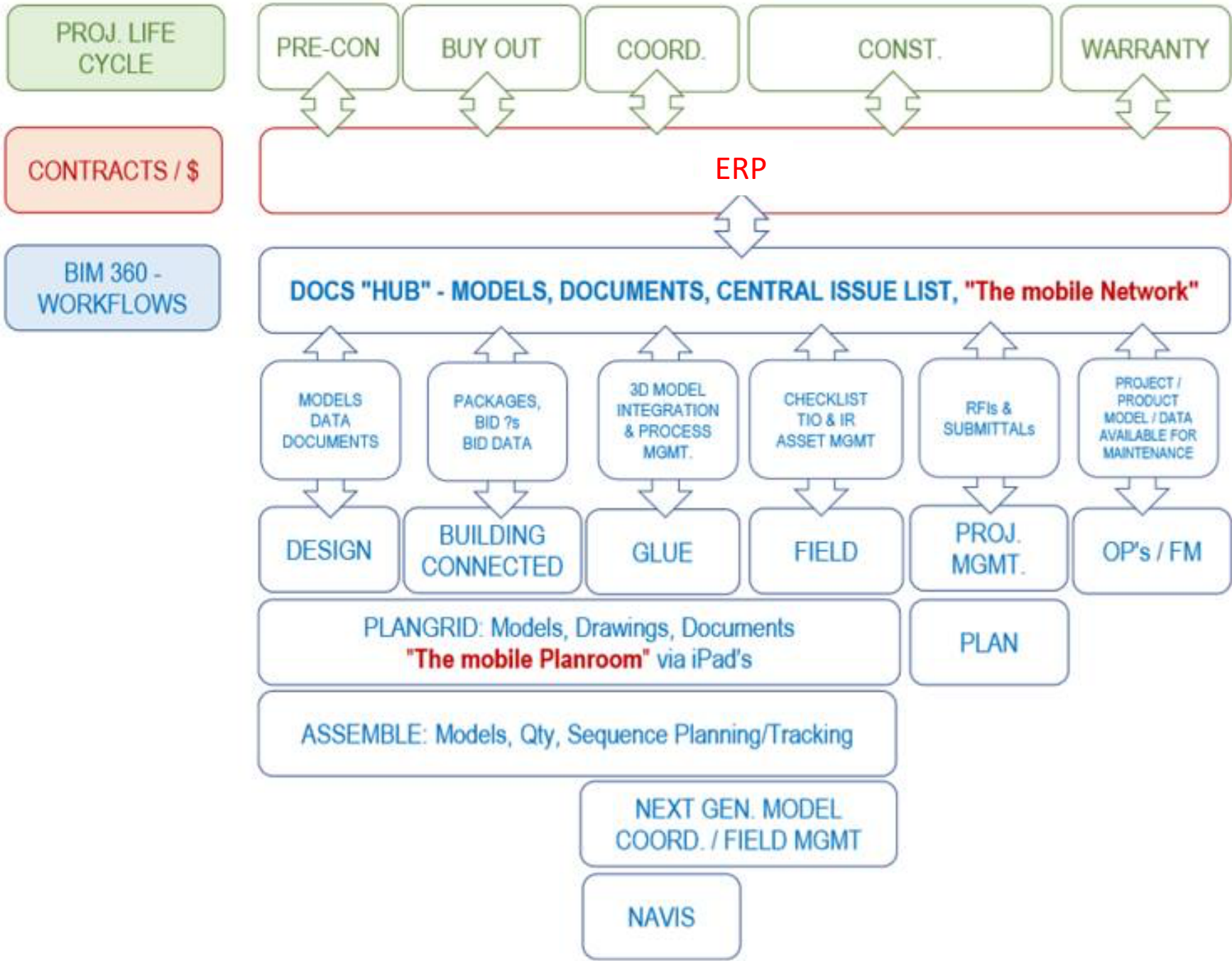


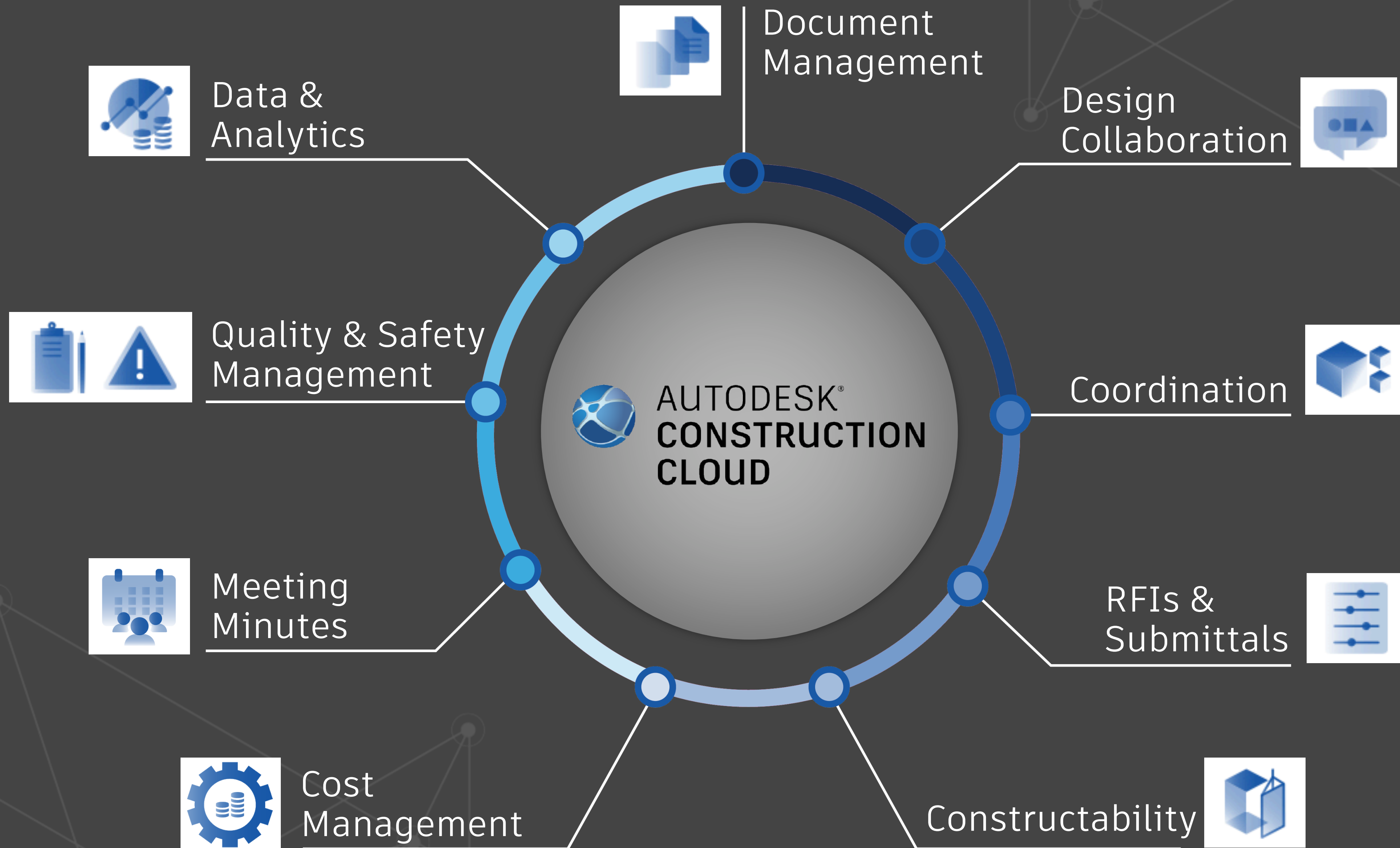
Source: CREtech



One Customer's Tech Stake

FUTURE TOOLBOX WHAT DOES IT REALLY LOOK LIKE?





COST MANAGEMENT

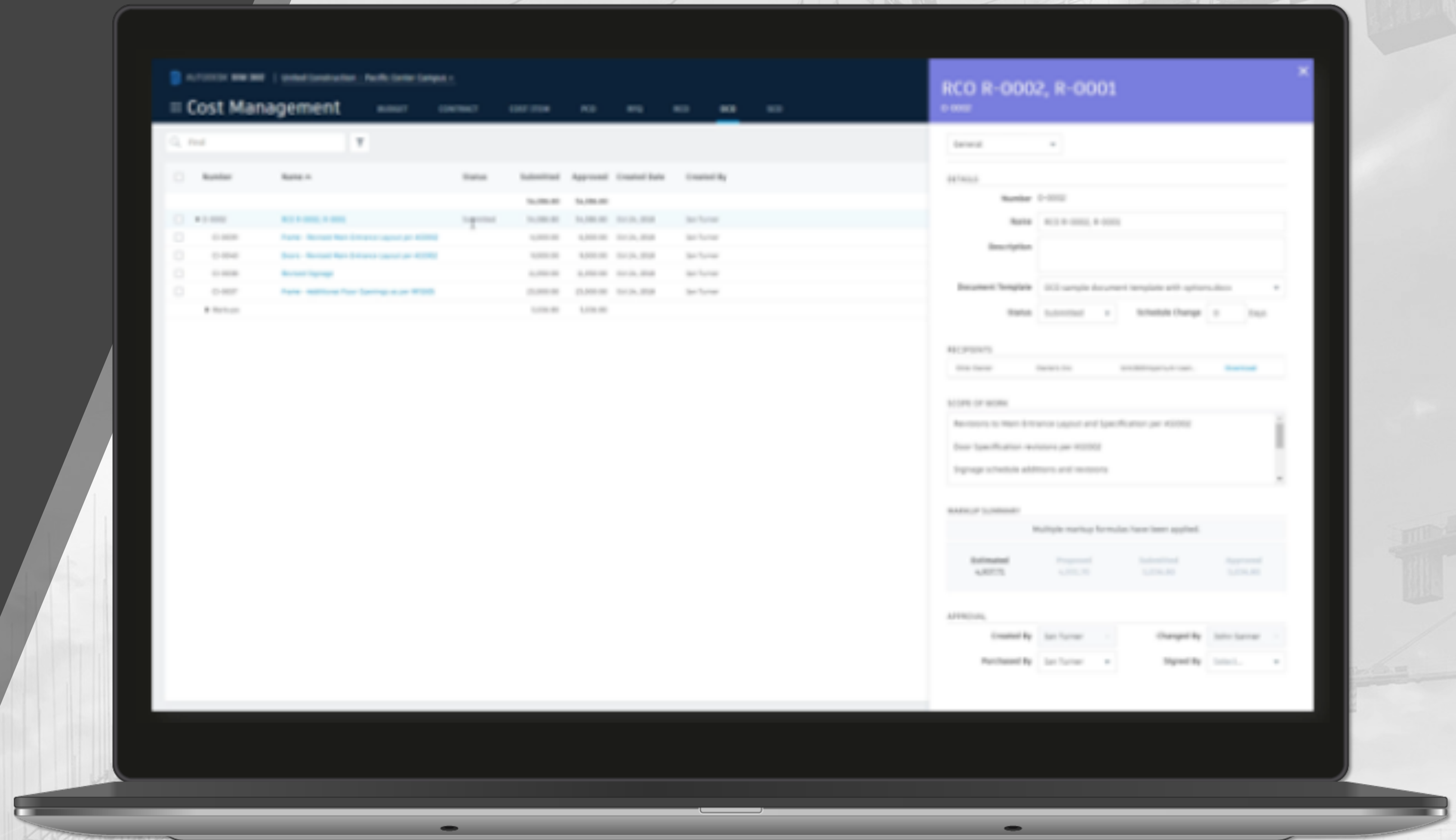
Maintain Transparency

Improve Collaboration

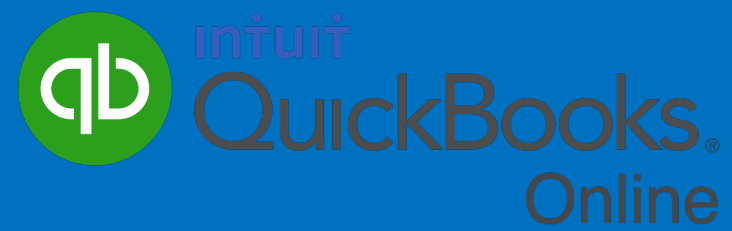
Centralizing Cost

Single Platform

- Flexible Budget Structures
- Full Change Order Workflow
- Payment Applications
- Contract Generation Tool
- Financial Markups
- Fundamental Forecasting



AUTODESK CONSTRUCTION CLOUD CONNECT

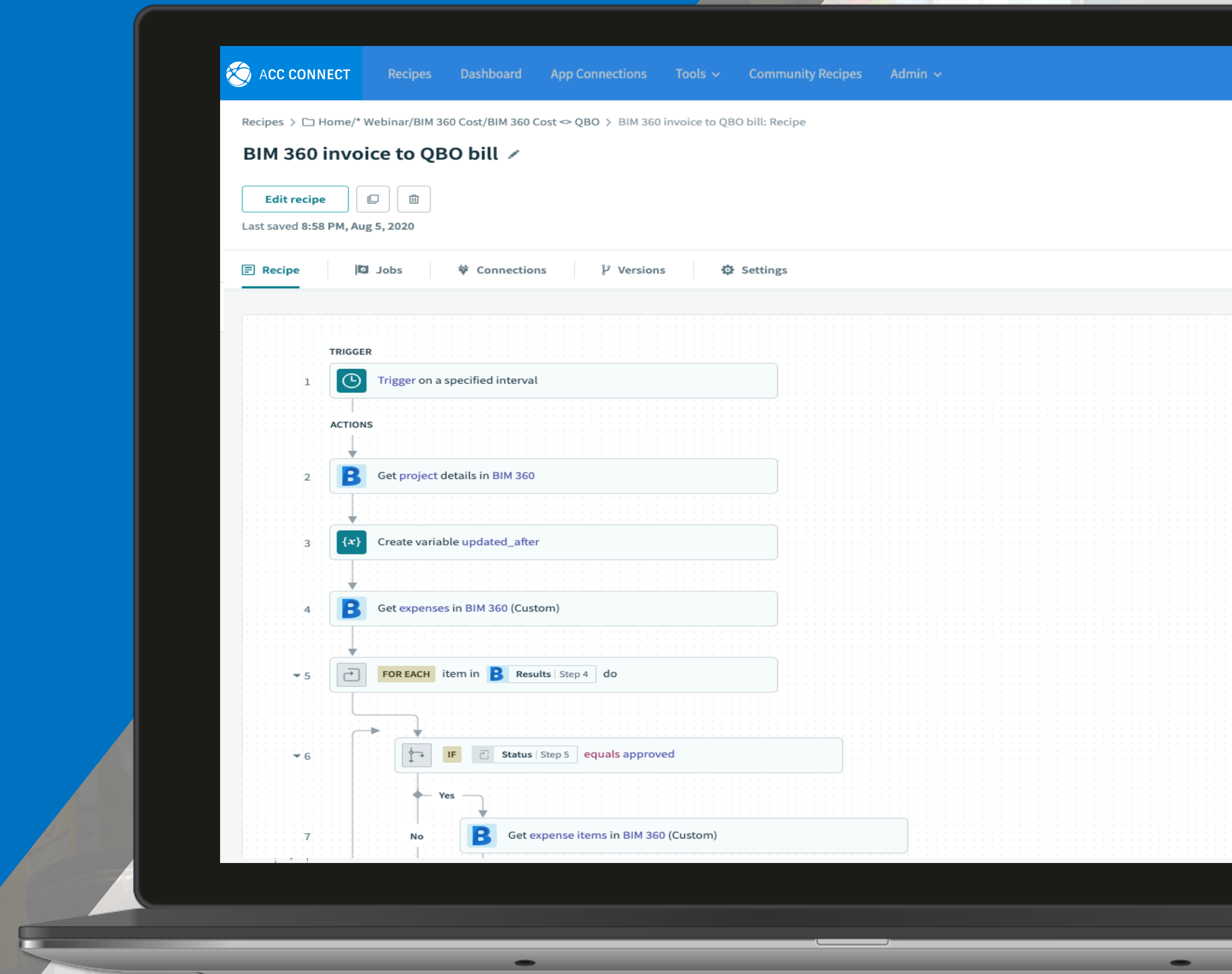


KEY BENEFITS

- Library of 200+ applications
- Create integrations in minutes, not months
- Automate daily tasks & reduce error
- Drive productivity

For more information visit:

<https://construction.autodesk.com/connect>



ERP Integration

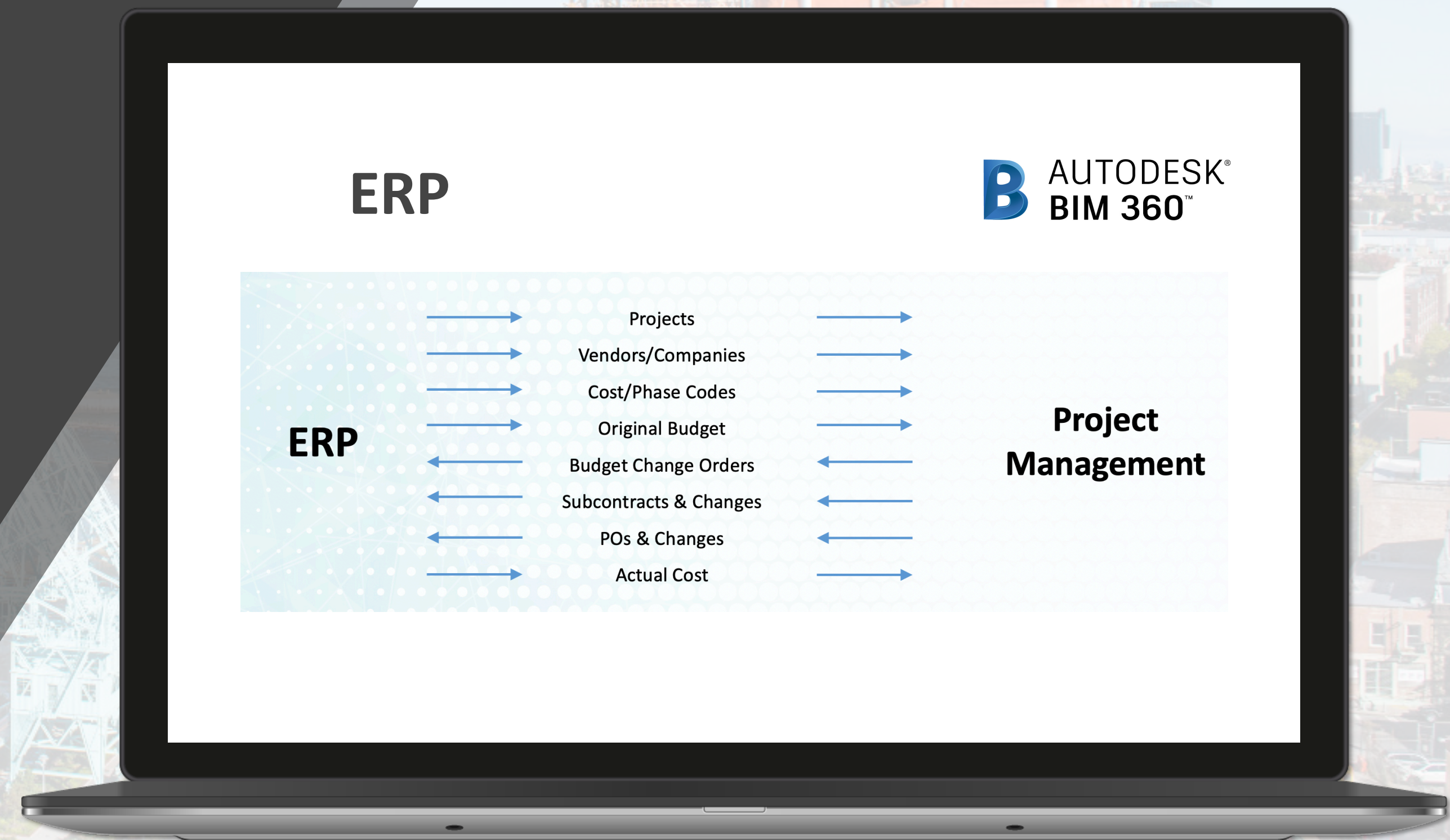
Purpose-built Functionality

Dedicated Integration Teams

Flexible Functionality

BENEFITS

- Reduced Redundancy of Data
- Quicker Decision-making
- Minimized Risk



Josh Cheney - Autodesk

josh.cheney@autodesk.com

Guy Barlow – Morpheus Technology Group

gbarlow@morpheustechgroup.com

Mark Bennett – Querp.io

mark@querp.io



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