



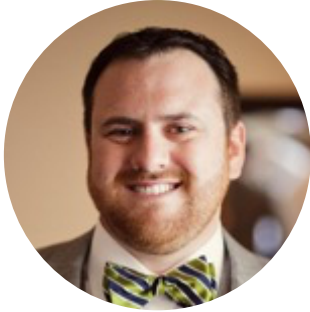
Integrated Systems to Streamline Workflows & Reduce Risk

Presented by
Kristopher Lengieza, David Luker & Kyle Watt

Sponsored by
PROCORE



Today's Presenters



Kris Lengieza,
Director of Business
Development, Marketplace
Procore Technologies



Kyle Watt,
Product Manager
Acumatica



David Luker,
Director, Business Risk
Consulting - Construction
RSM

“

Large projects across asset classes typically take **20%** longer to finish than scheduled and are up to **80%** over budget.

”





**THE CONSTRUCTION INDUSTRY
IS RIPE FOR DISRUPTION**

The Project Construction Cycle - The Tree Swing



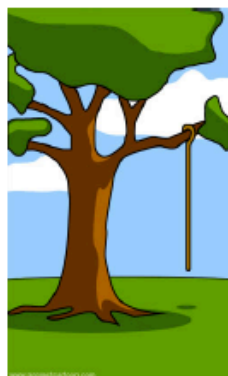
How the client described it



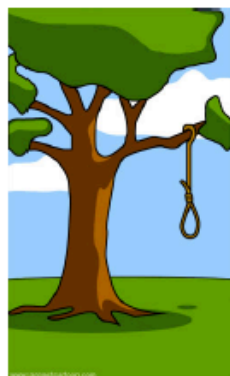
How the architect envisioned it



How the engineer designed it



What the budget allowed



How the liability insurance agent described it



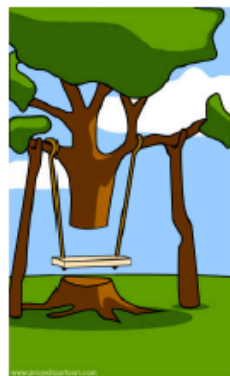
How the estimator bid it



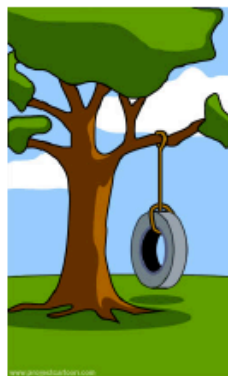
How the manufacturer made it



What the building inspector expected



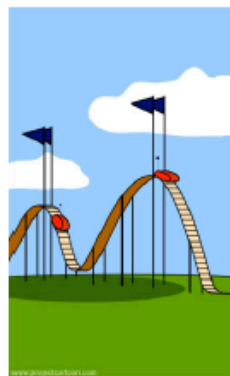
How the contractor installed it



What the customer really wanted



How the project was documented



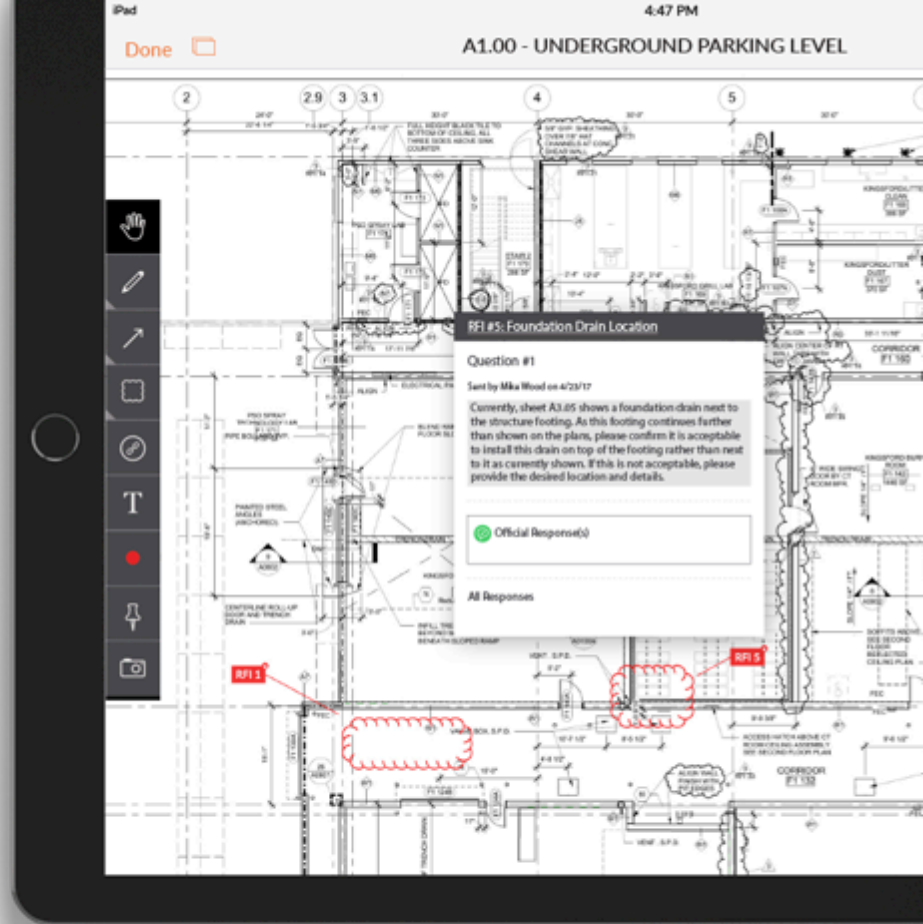
How the customer was billed

Tell me what you really think



Better Together

Connect your devices, team, and tools through a platform that also manages a seamless communication flow. Missteps through siloed efforts are yesterday's news.





A Platform Built for Innovation

Procore's platform is a toolbox of integrated cloud-based applications for construction. Your project challenges now have one place to go for solutions.

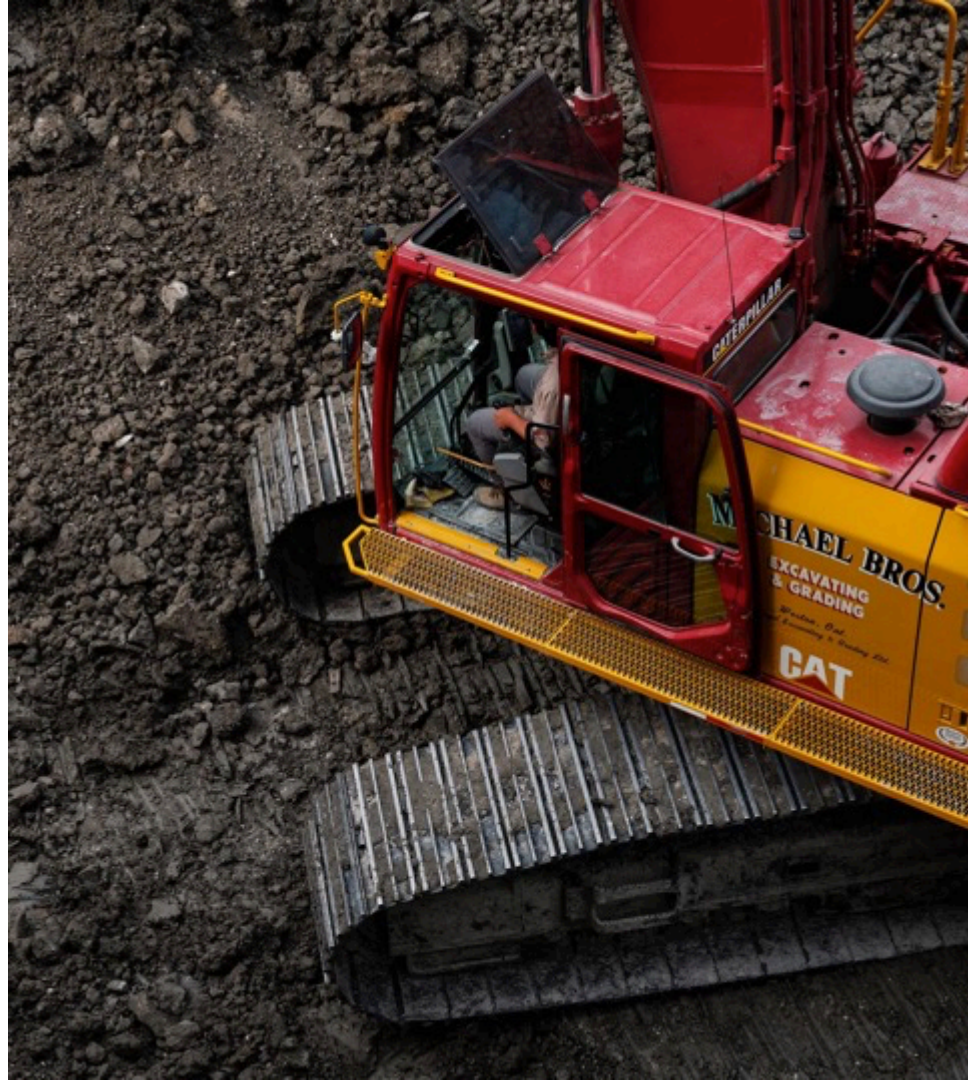
PROCORE



Construction Project Transparency

Procore's founder was an owner. His inability to remotely track his project's progress frustrated him into a fit of invention.

Today, Procore's platform can bring transparency to your project teams.



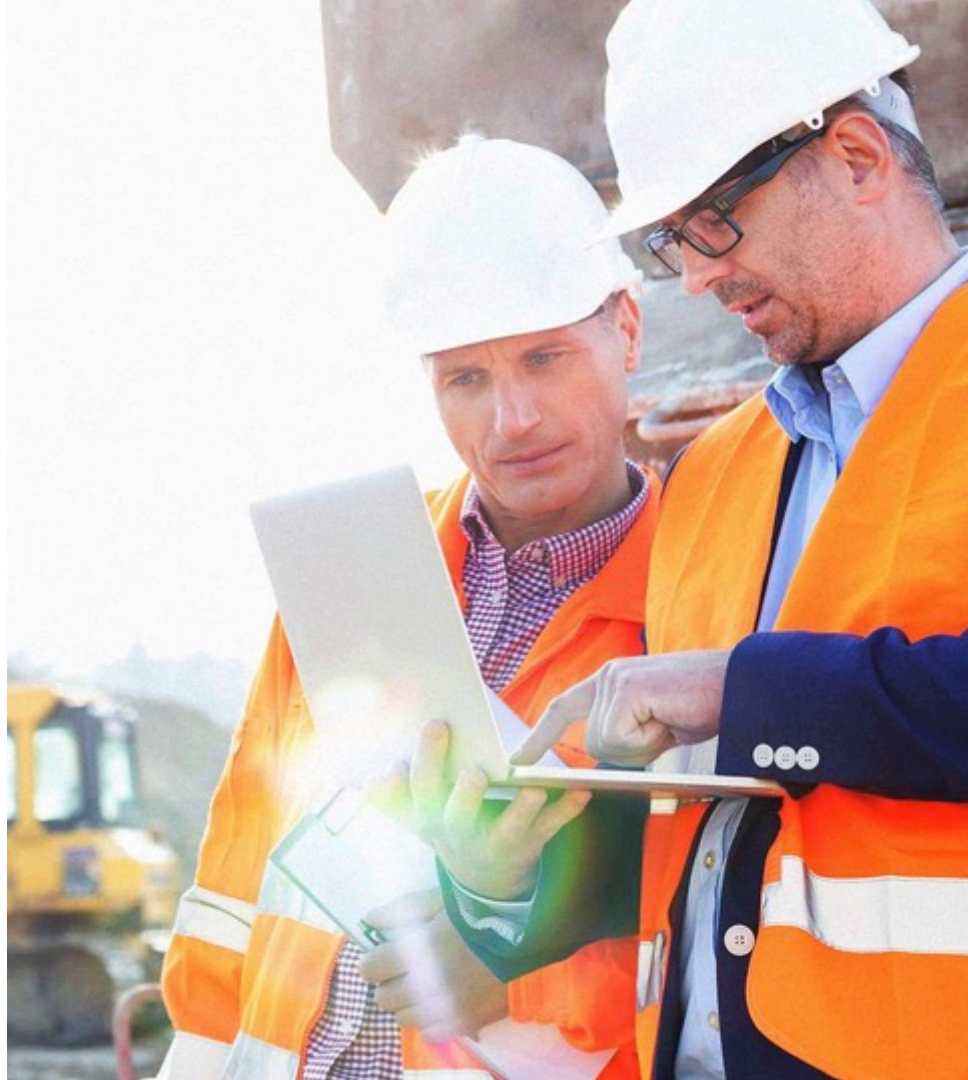
Integrated ERP Systems for Construction Companies

- + Reducing Risk
- + Improving Value



Project Management and Accounting ERP Integration Advantages:

- + Accounting Controls and Oversight
- + Reduce Double-entry and Streamline Processes
- + Improved Risk Management
- + Clarity of Roles and Responsibilities





Project Management and ERP Integration Advantages in Action:

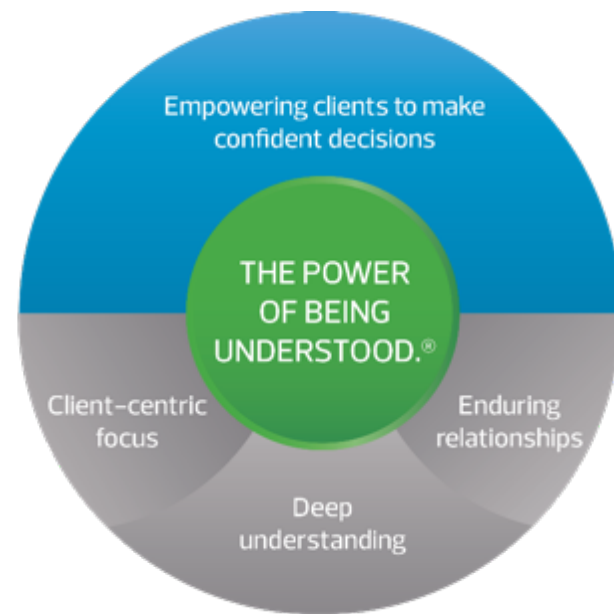
- + Field Operations
- + Commitments
- + Direct Costs
- + Change Orders



RSM



RSM US LLP is the **leading provider** of audit, tax and consulting services focused on the **middle market**.



PROCORE™



Inefficiency and Intercompany Conflict

Project Management

- + Why does it take so long to get information from accounting?
- + Why is the data I get from accounting always wrong?
- + How much have we paid that subcontractor?
- + Are all accountants as angry as ours?

Accounting

- + Why are the PMs always asking me questions?
- + Why is the data project management presents to leadership always wrong?
- + Why does this subcontractor keep calling me instead of the PM?
- + Are all project managers as stupid as ours?

Integrated Model



Phase 1

Subcontracts
General Conditions &
Requirements
Labor
Burden
Insurances



Phase 2

Prime Contract
Invoices / Billing
Accounts receivable



Phase 3

Cost to Complete
Budgeting
Cash Flow

Collaboration

Integration results in a reduction of non-value added communication between accounting and project management teams. This facilitates an environment where these two business units can spend less time on day to day tactical matters, and more time strategizing on how to improve operations and profitability.

Reporting automation

Invoicing strategies

Contracting improvements

Fee enhancers

Risk mitigation

In Practice

Facts:

- + \$150M General Contractor
- + Procore / Viewpoint
- + Cost integration
- + Burden hitting jobs at cost
- + Contracted rates for labor

Project management and accounting collaborated to modify the way burden was calculated within Viewpoint. New job cost reports now reflect contracted rates instead of actual cost. Contractor gives their owners access to cost reporting via Procore, improving transparency and creating environment of trust with their owner. Contractually allowed fee enhancement due to burden is never discussed.

Accounting



What my friends think I do.



What my parents think I do.



What society thinks I do.



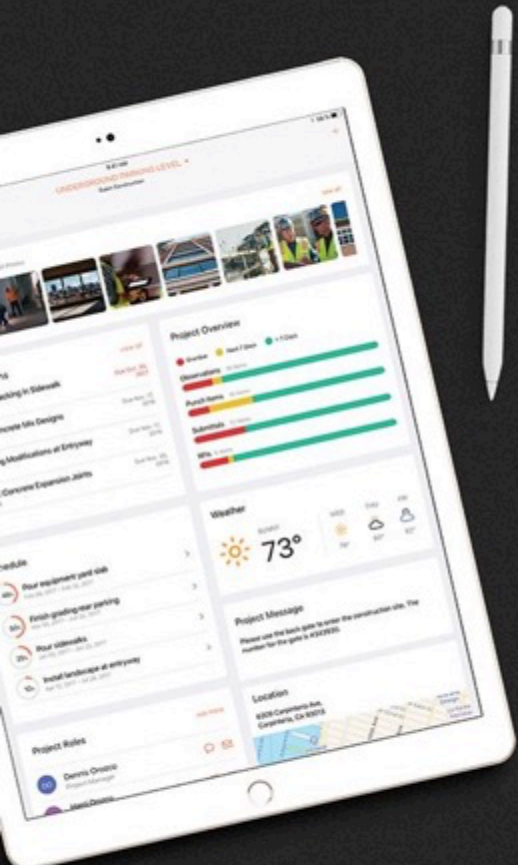
What I should be doing



What I think I do.



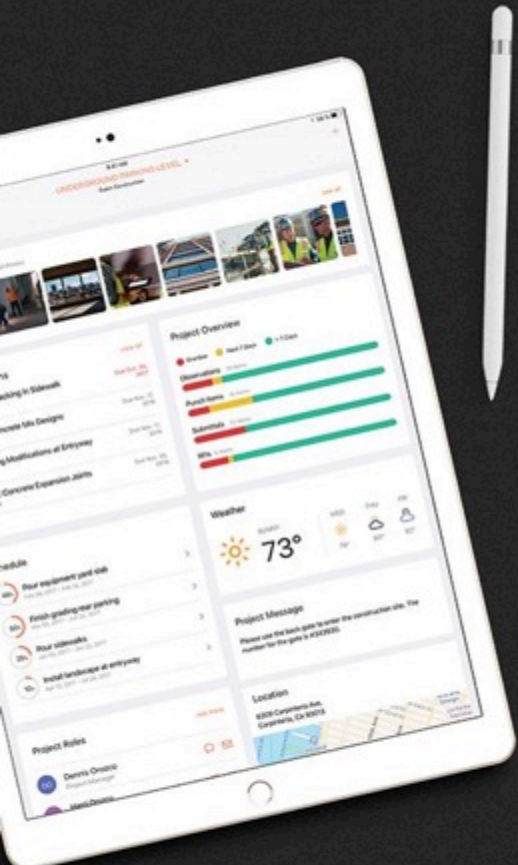
What I actually do.



QUESTIONS?

Have a question for today's presenters?
Type it into the chat feature!





THANK YOU FOR ATTENDING!

Please visit constructionbusinessowner.com in the coming days to access a recording of the webinar and download a copy of the presentation.

