



Future-Ready Construction Harnessing Technology

February 6, 2025

 **Trimble** Construction

forv/s
mazars



Built for Forward

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Top 10

U.S. Public Accounting Firm*

\$2bn

Revenue (2023)

28

States

600+

Partners & Principals

7,000+

Employees

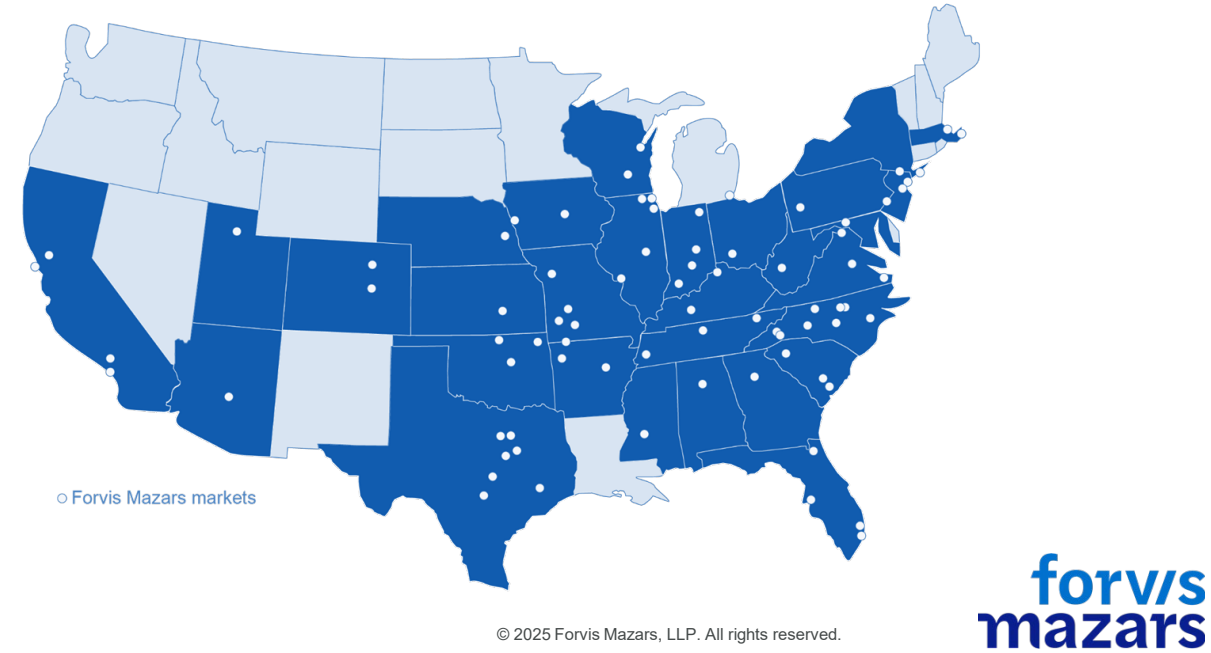
Forbes 2024

AMERICA'S BEST LARGE EMPLOYERS

POWERED BY STATISTA

*Source: Inside Public Accounting, based on most recent rankings

2023 combined revenues: FORVIS \$1.7bn, Mazars USA (expected) \$305m



Today's Presenters



Steve Maddox
Managing Director

Kathryn Schneider
Director



“Digital transformation is having a major impact on our industry & is a huge focus area for many of the clients we serve. We have a deep understanding of both the challenges & opportunities of technology adoption & implementation. Forvis Mazars is investing in our capabilities & our team so we can help our clients unlock their full potential as they invest in themselves at this critical time.”

– Jason Myers, National Industry Leader, Construction & Real Estate

Construction Technology Services

UNMATCHED CLIENT
EXPERIENCE

 **185+**
Dedicated
Resources

 **1,000+**
Successful
Implementations

 **100+**
Years Serving
Construction



Top 3
Ranked top 3 in CE's Top 50
Construction Accounting Firms

What & Why

Business & Technology Analysis

How

Business Process & Technology Design

Build

Business Process & Technology Implementation

Maintain

Support & Training Services

Grow

Consulting Services & Firm Offerings

Microsoft Partner

ORACLE
NetSuite
Solution Provider Partner

Sage Partner

salesforce **PARTNER**

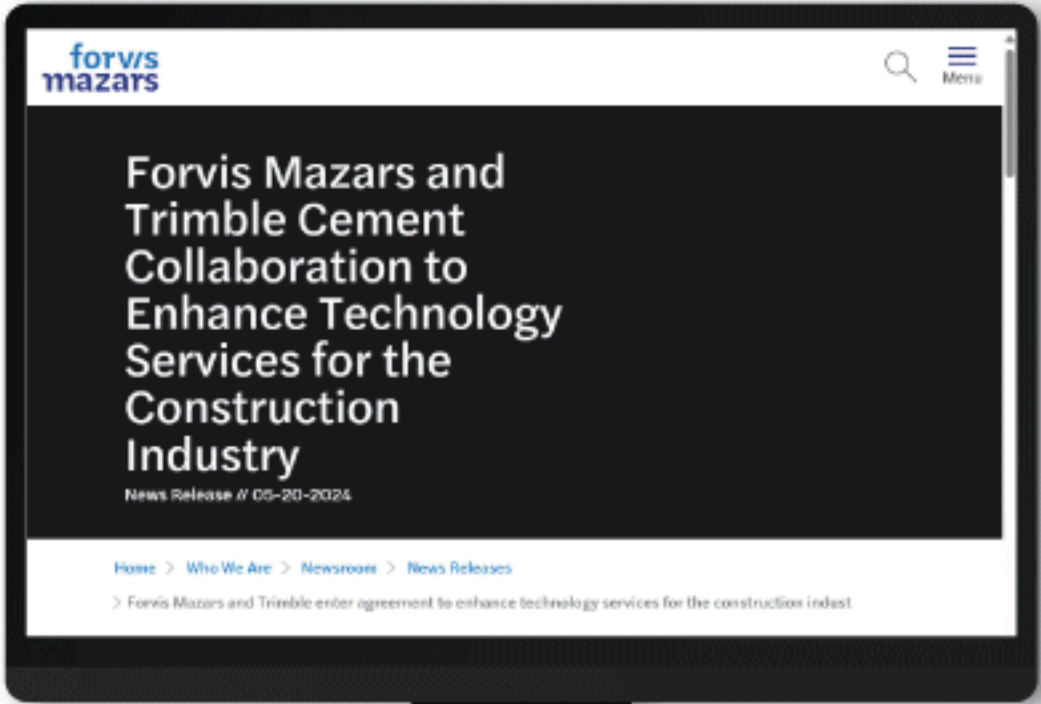

solver

Trimble
Construction One™

Construction Technology

Helping clients chart a strategic approach to digital transformation.

Construction Technology

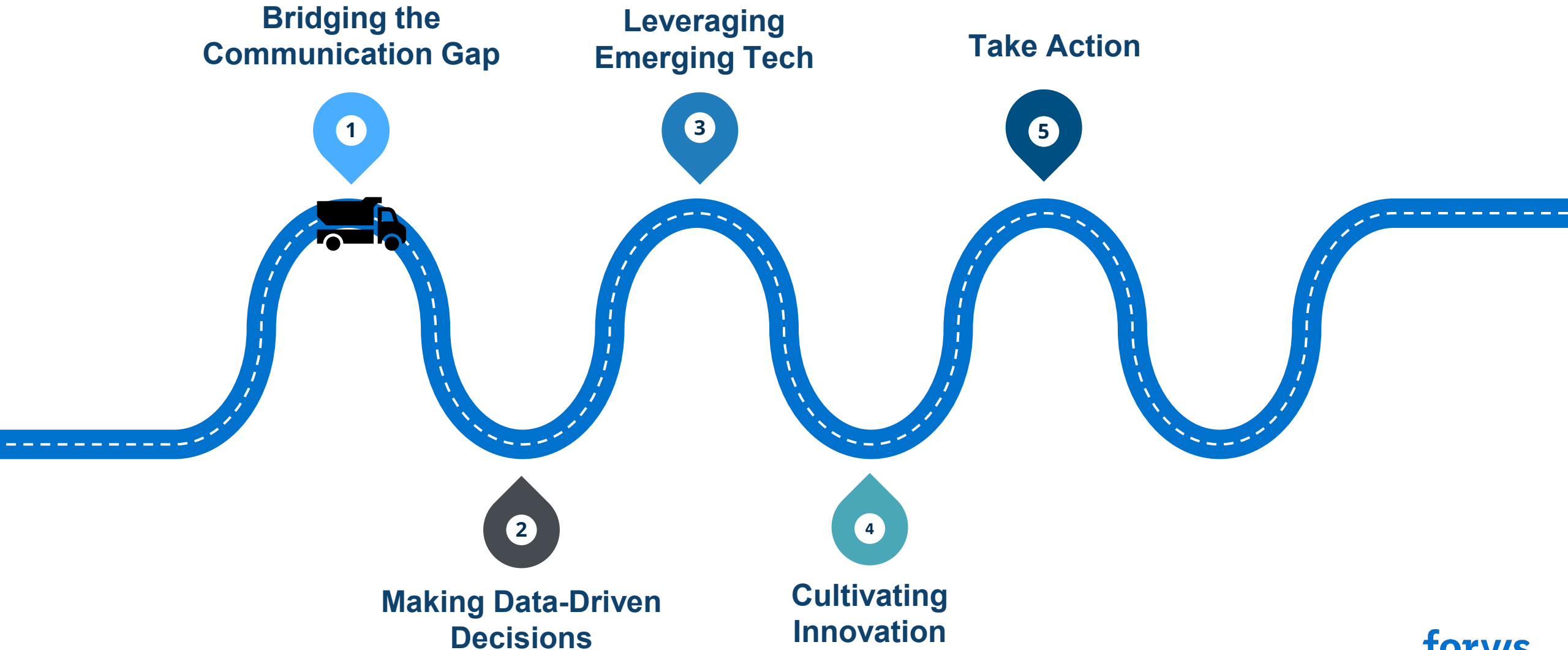


Objectives

- 01 Recognize what it means to be forward-looking in the construction industry
- 02 Evaluate whether your organization exemplifies best-in-class characteristics
- 03 Understand how to leverage construction technology & data to influence decisions & drive change
- 04 Employ strategies & processes to help elevate your role in the organization & enhance business outcomes



The Road to Becoming a Technology Leader



“The difference between mere management & leadership is communication.”

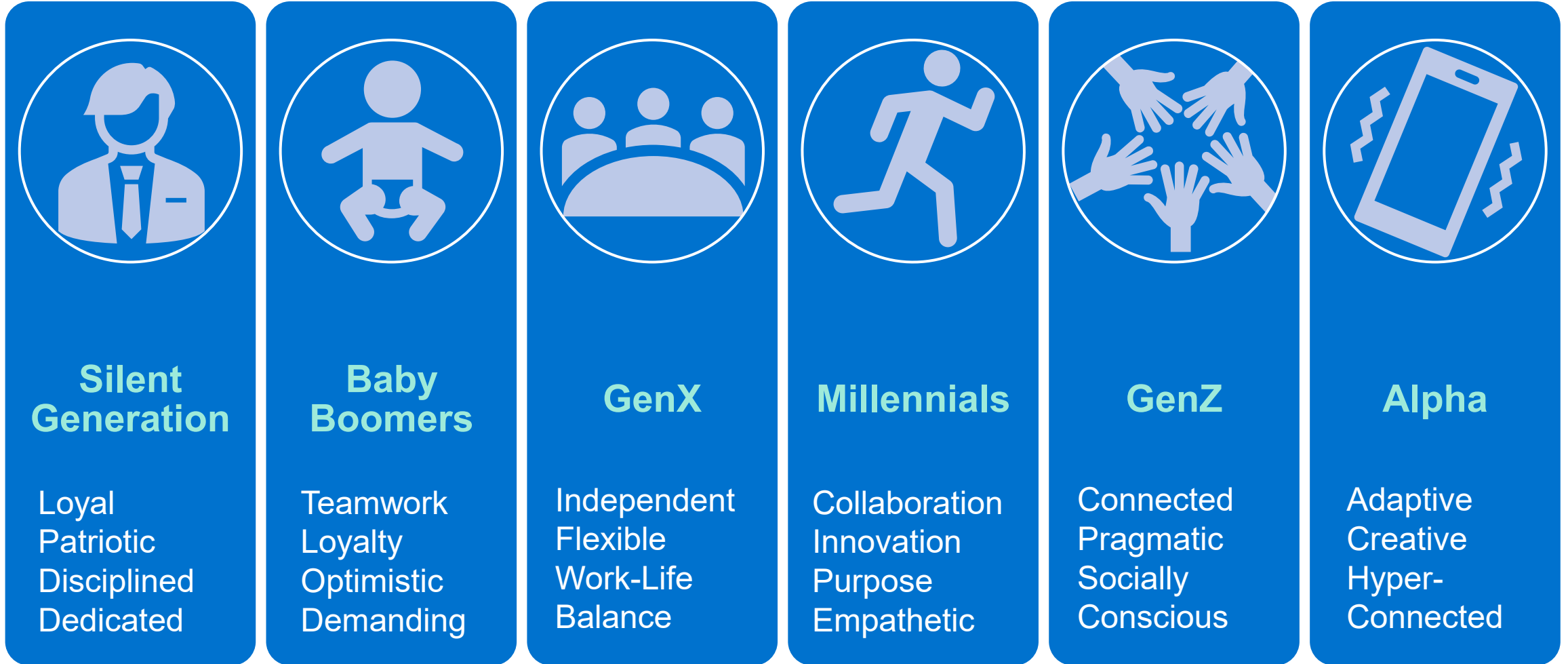
– Winston Churchill

Bridging the Communication Gap

1. Recognize the communication differs among roles & generations
2. Speak the language: Tailor your message to the audience
3. Communicate early & often
4. Listen to understand
5. Put the moose on the table



Bridging the Generation “Communication Gap”



Strategies for Fostering Understanding & Communication



Silent Generation

Face-to-face, phone calls,
lead with wisdom, inspire with
experience



Millennials

Digital-first methods,
collaborate for change, harness tech
savviness & fresh perspectives



Baby Boomers

In-person, phone calls,
Mentor with knowledge, adapt
with flexibility



GenZ

Digital & social media,
embrace inclusivity, give them a voice
to participate in panels or forums



GenX

Balance in-person & digital,
bridge generations, build teams &
solutions



Alpha

Digital,
cultivate curiosity, foster
flexibility

Who said it? ...

“That meeting should have been an email!” Millennial

“Roll up your sleeves.” Baby Boomer

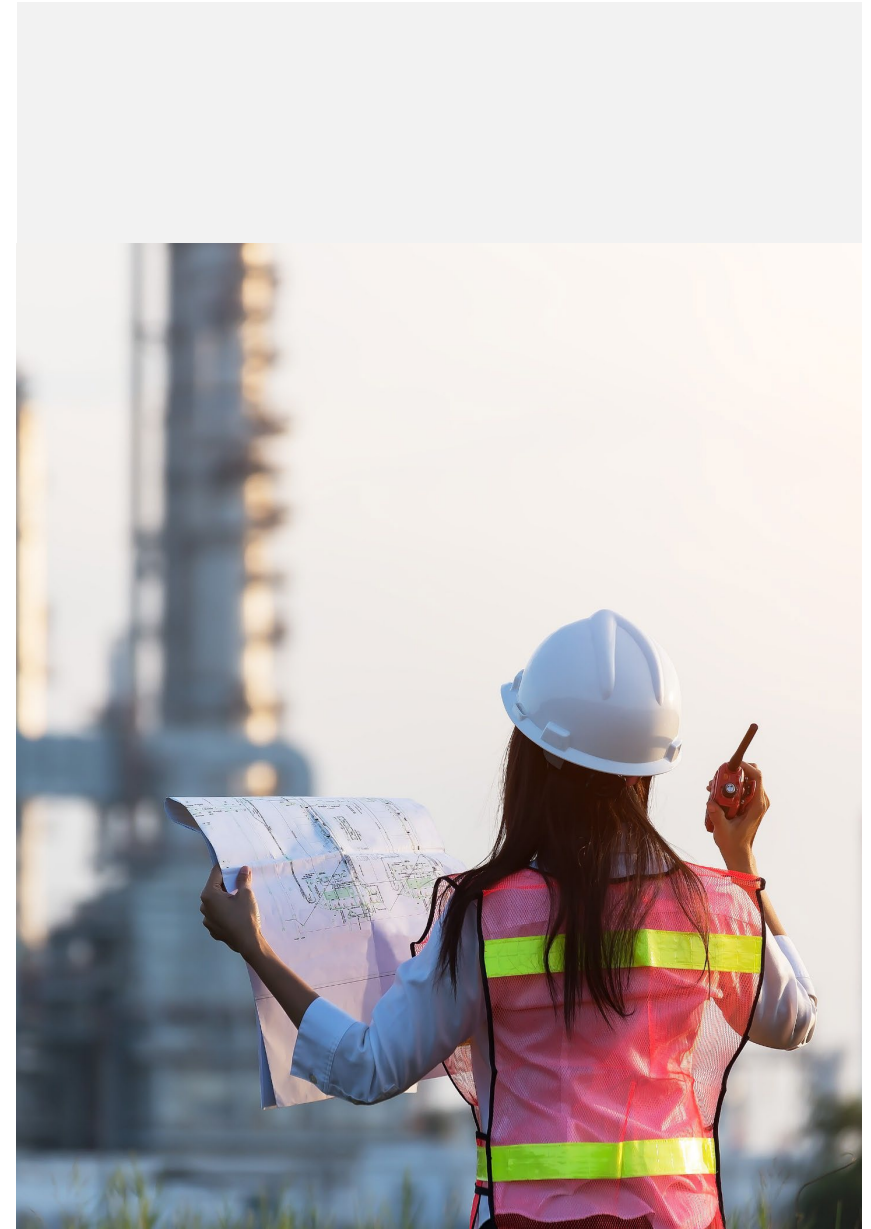
“Let’s circle back.” GenX

“That’s fire.” GenZ

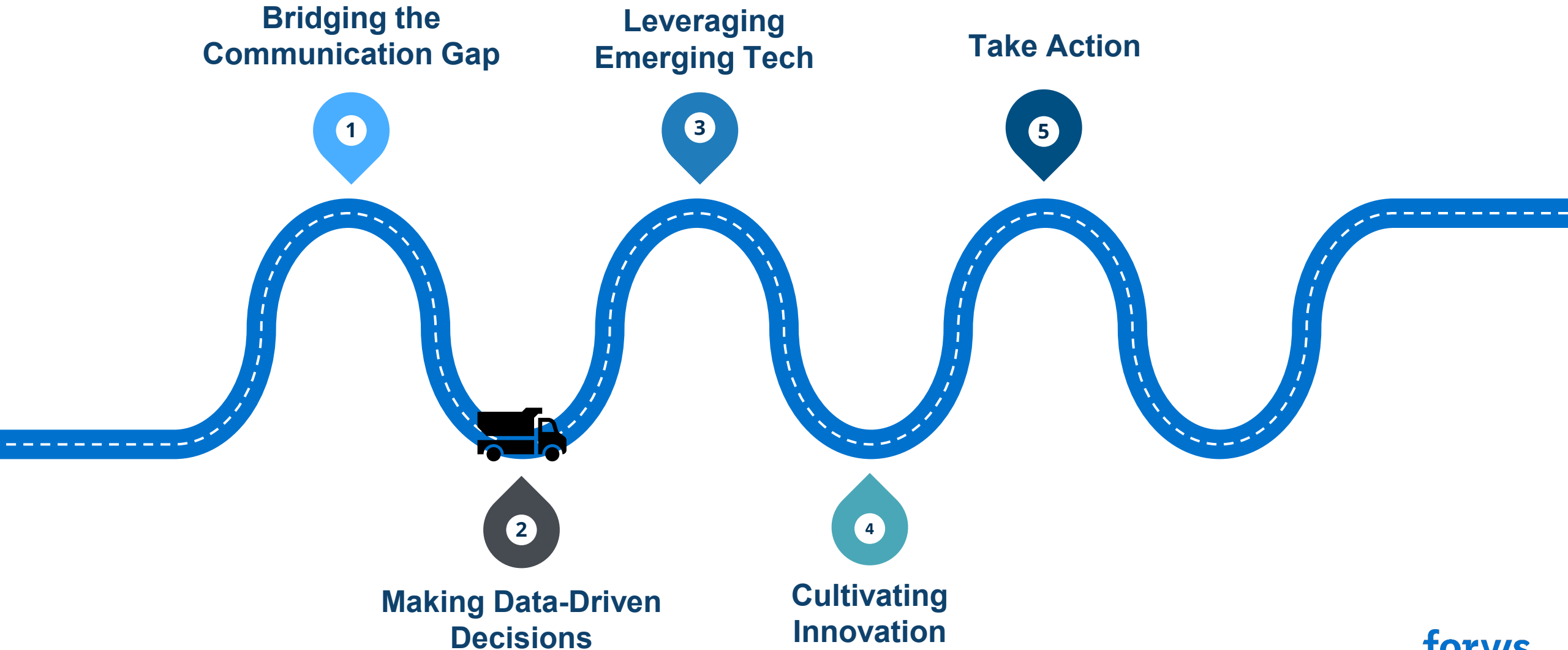
“A hard day’s work is a good day’s work.” Silent Generation

Get Out of the Office & Into the Field

- Experience Job Sites: **Visit job sites** to gain a deeper understanding of operations
- **On-site = Insight:** Uncover inefficiencies, on-site visits reveal inefficiencies & opportunities to streamline processes
- **Listen** to understand: Educate & engage



The Road to Becoming a Technology Leader



Making Data-Driven Decisions?

- **Gut decisions:** Letting experience drive decisions
- **Seeing the field:** Observing what is taking place
- **Interactions:** Discussions & ad hoc conversations
- **Tradition:** Strategy & adjustments based on prior situational outcomes or previous leadership
- **Basic information:** Measurements that made sense through observation
- **Sound familiar**



Are you ready for some data?



Real time & actionable data ...



62% of data
captured in the
construction &
engineering industry
goes unused

- Over reliance on spreadsheets
- Considerable use of email for workflow
- Disparate disconnected systems of different vintages
- No enterprise architecture available
- Lack of standardized processes & accountability
- Reporting driven by Excel or add-on report writing tools
- Lack of time to analysis

Are You Making Data-Driven Decisions?

- BIM – **visualization** of a project before it's built
- Reviewing project performance to **forecast** project timelines, budgets, & risks
- Analyzing equipment **utilization & productivity** for asset purchase & maintenance opportunities
- Labor productivity tracking to **optimize** workforce allocation & performance
- **Monitoring** materials to ensure the field has what they need, when they need it
- Collecting & analyzing safety incident data to predict high risk areas & times so **proactive measures** can be implemented
- Stakeholder performance dashboarding so data is **visible & actionable**

Making Data-Driven Decisions

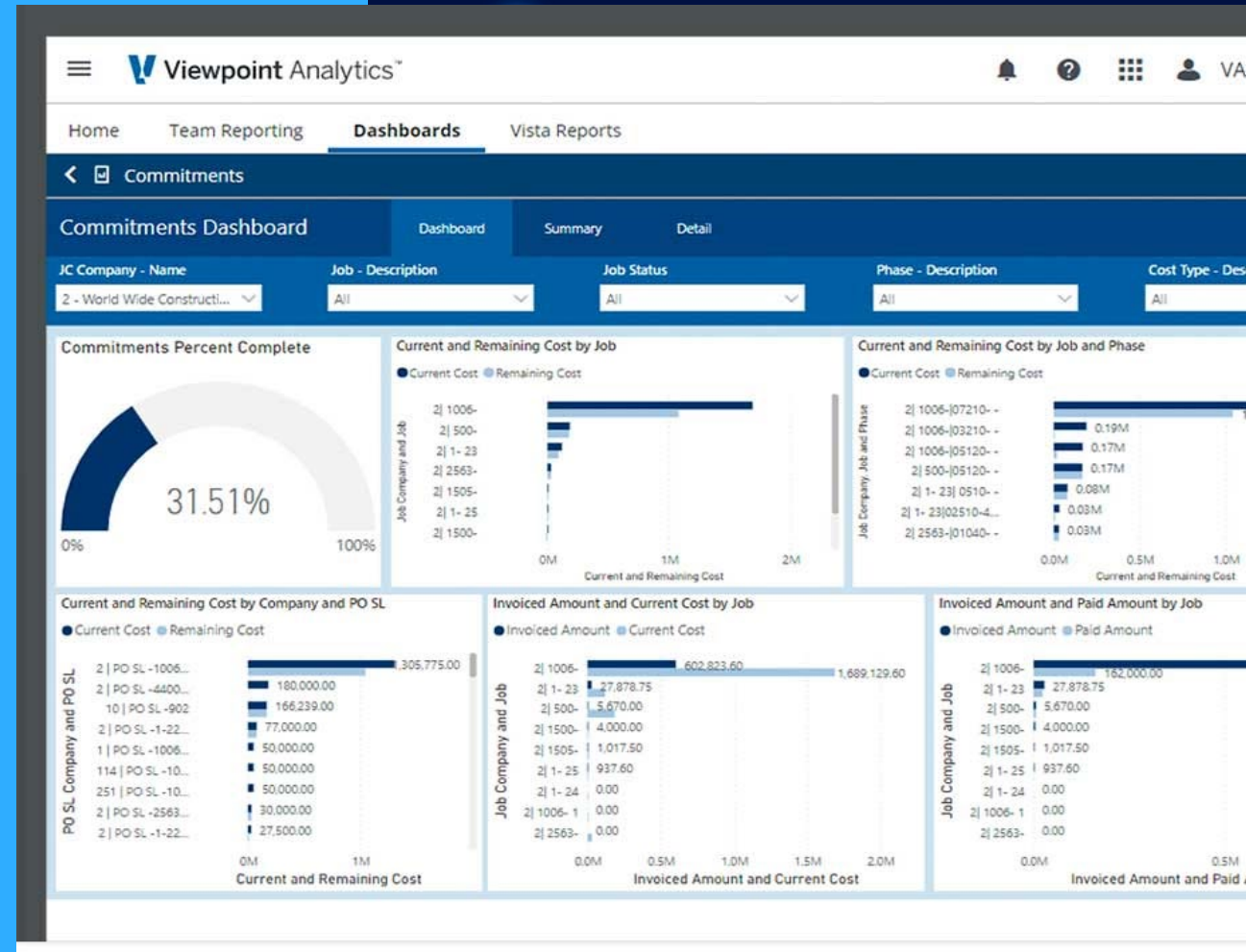
Information should be timely & accurate

Connect the dots across the business

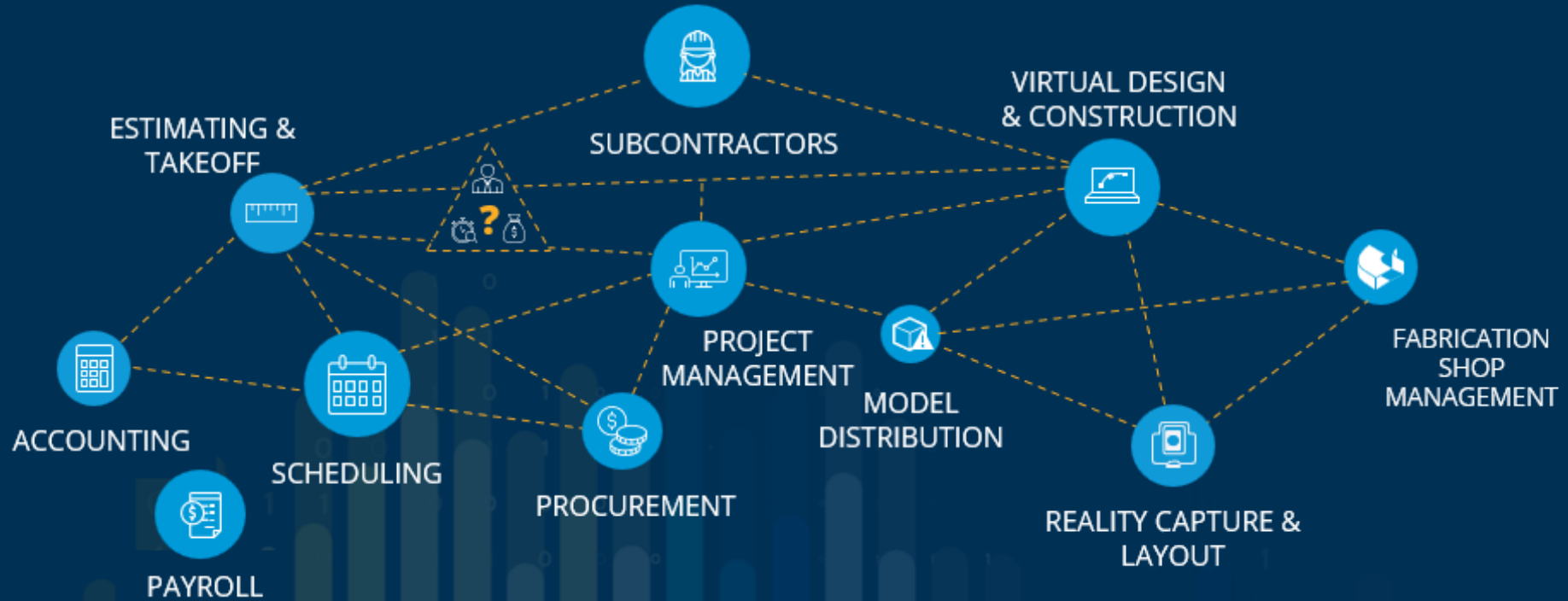
Measure what matters by role

Make construction analytics widely available

Big data needs big security



Managing Construction Tech Is Hard



Different products, many vendors, multiple license agreements, & siloed data

Trimble Construction One

A connected solution suite that simplifies your technology stack & streamlines the way you work.



Connected solution suite
Create & collaborate more efficiently



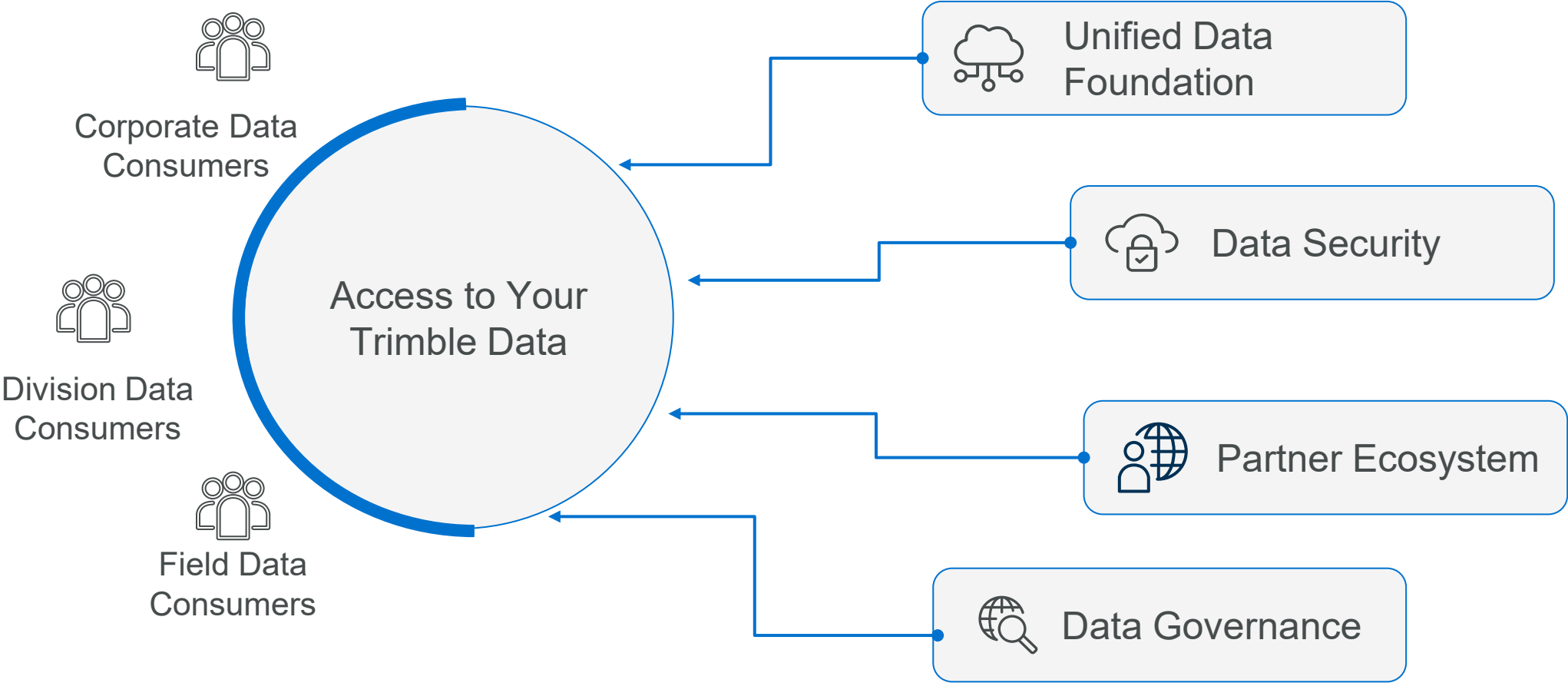
Connected workflows
Run a better business



Connected data
Make more informed decisions

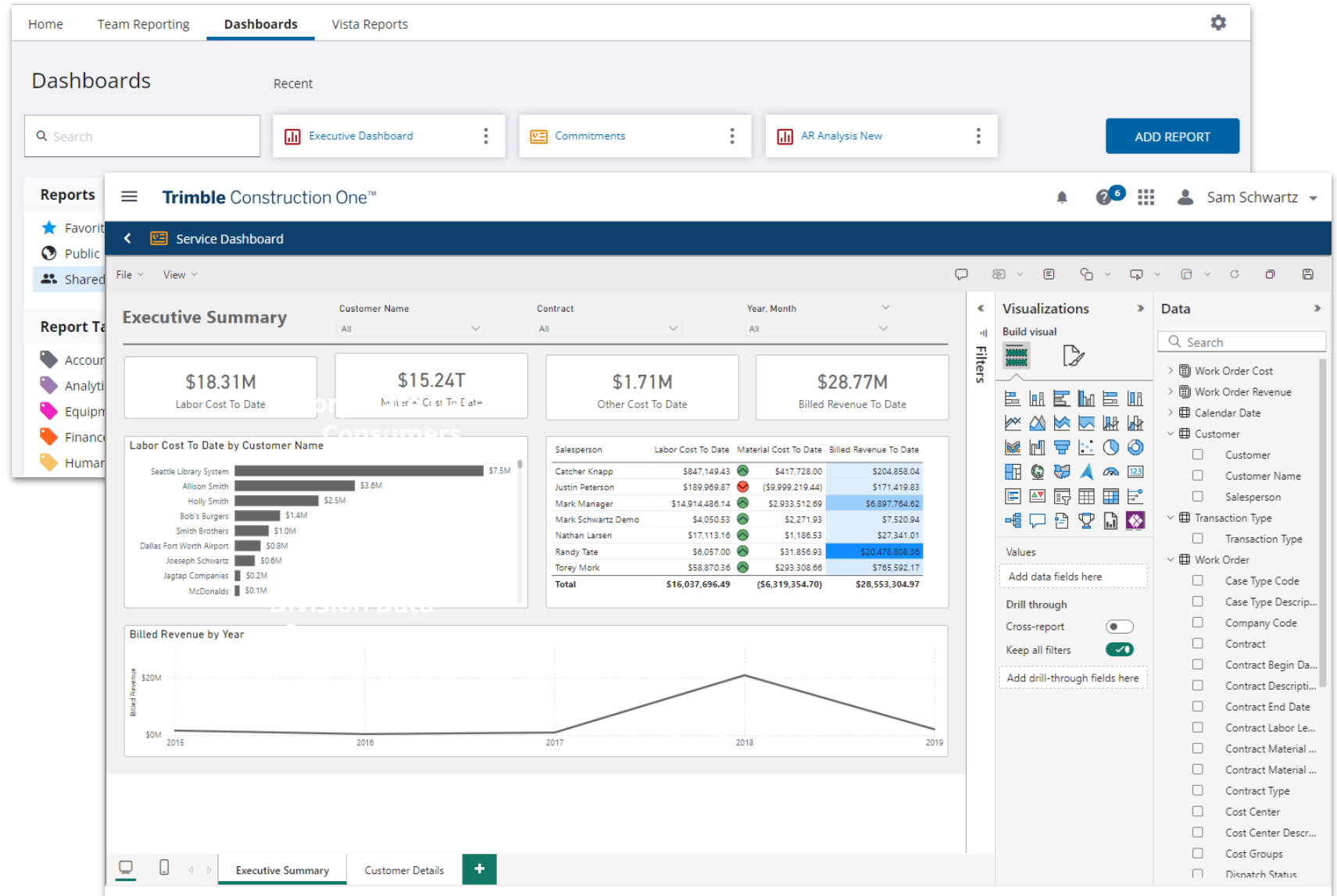


Enabling Data Access



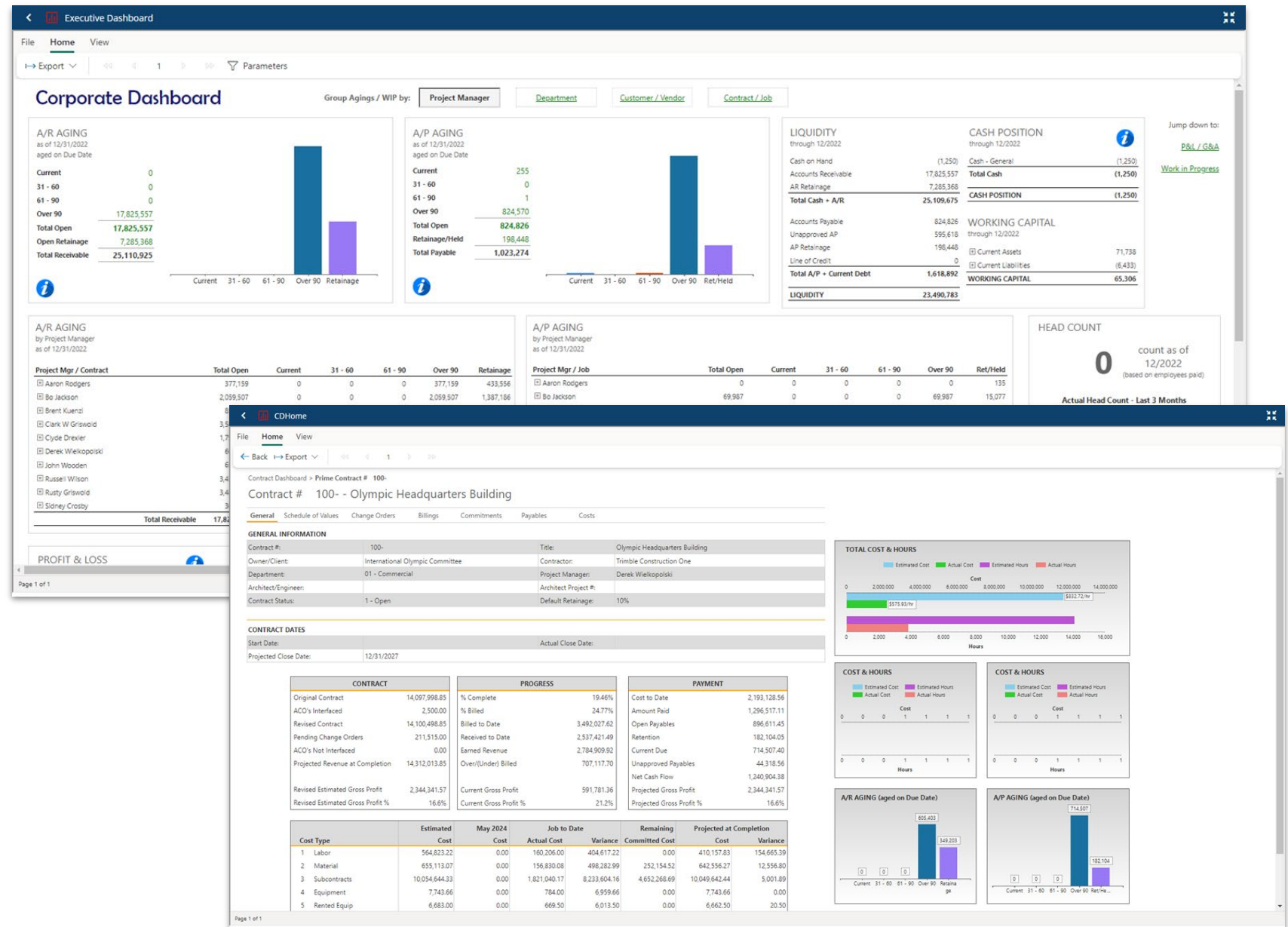
Power BI Custom Dashboards

- Create custom, interactive Power BI reports
 - Available for both Vista (almost) & Spectrum
 - More data in progress
 - Expanding beyond ERP
- Permissions sensitive for all users



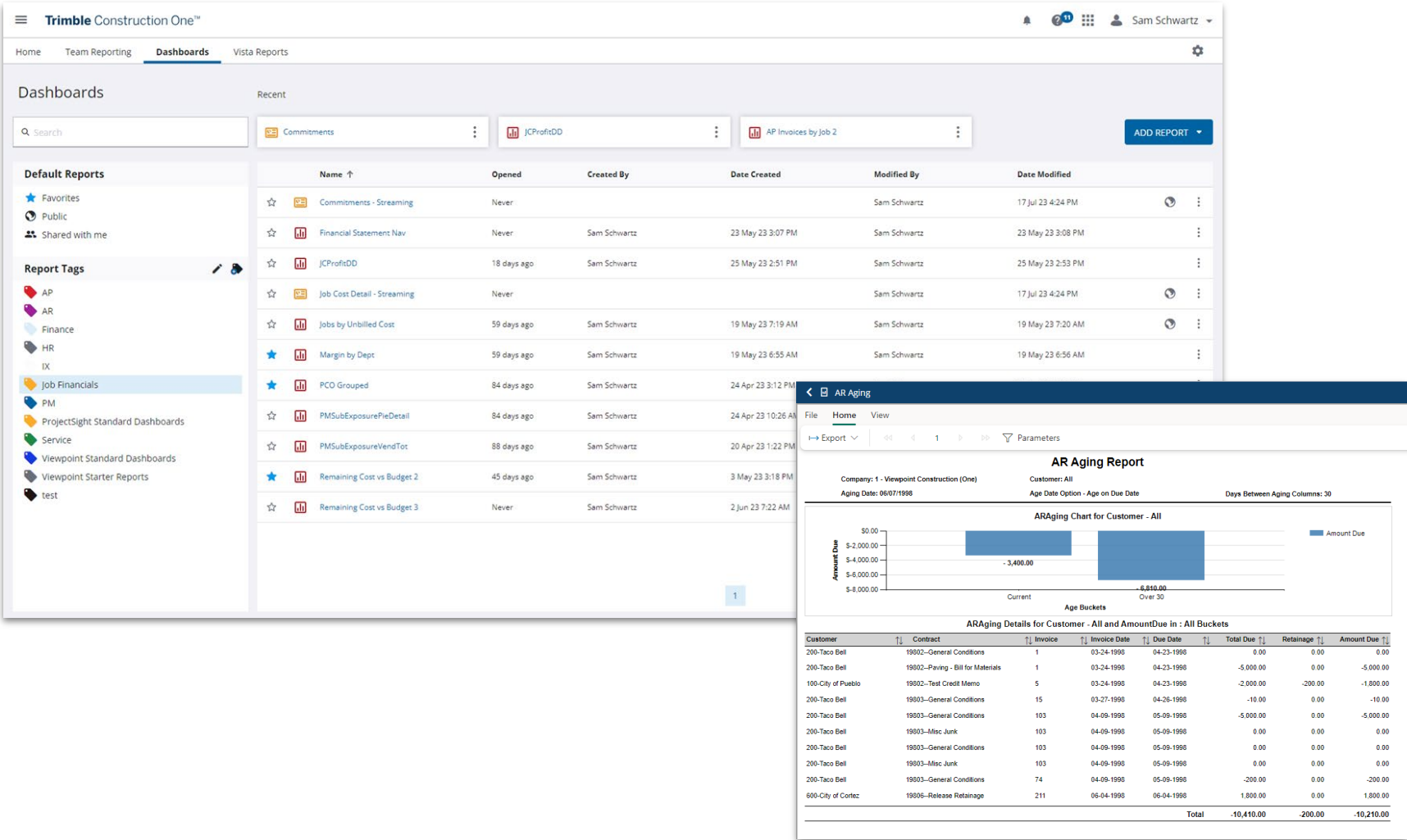
Analytics Interactive Dashboards

- Comprehensive, interactive dashboard suite allowing intuitive point-&-click reporting across Vista
- Permissions sensitive for all users

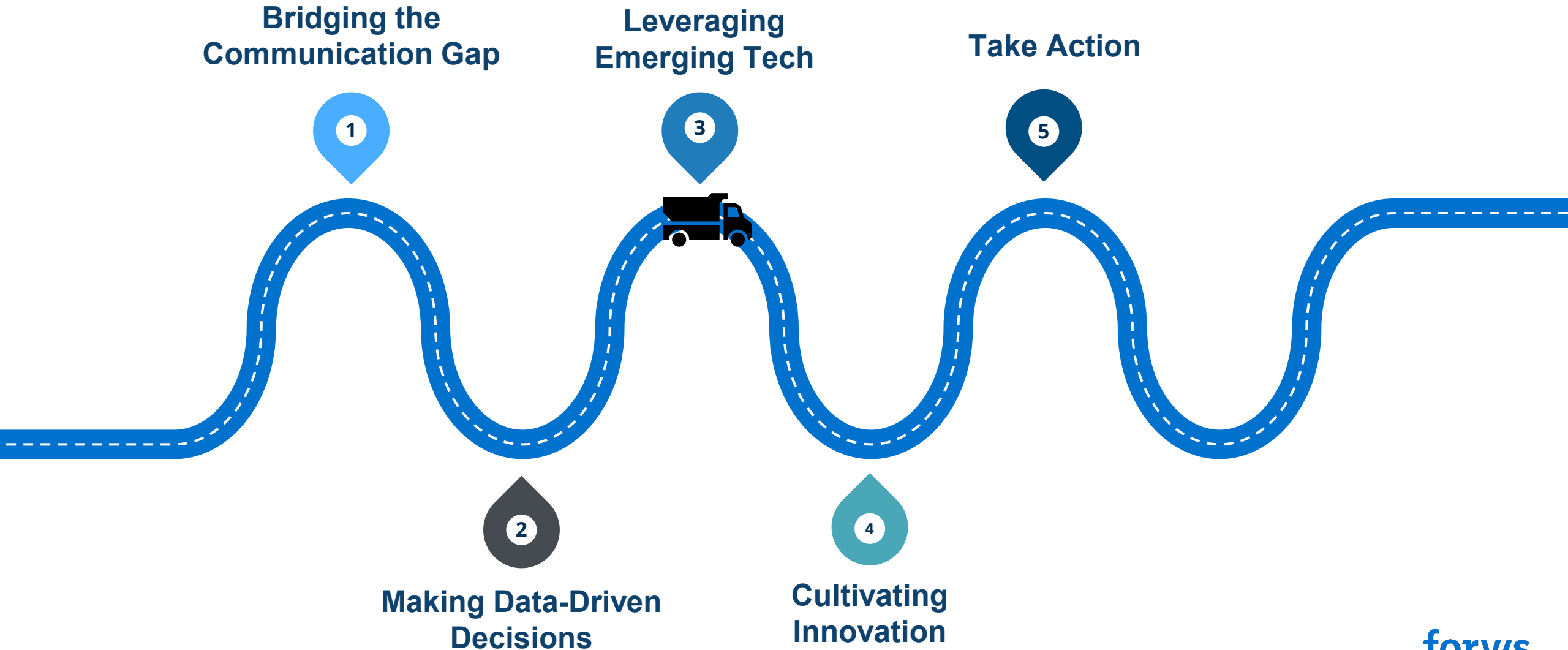


Power BI Paginated Reports

- Live, customizable reporting on any device
- Permissions sensitive for all users
- Supports pre-existing standard & custom SSRS reports

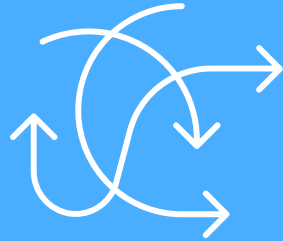


The Road to Becoming a Technology Leader



The Case for Leveraging Technology

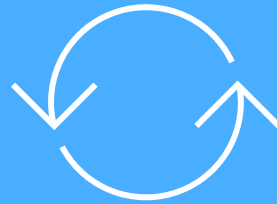
Inefficient Processes



On average companies lose **20–30%** of revenue each year due to inefficient processes ¹

¹ [How Inefficient Processes Are Hurting Your Company](#)

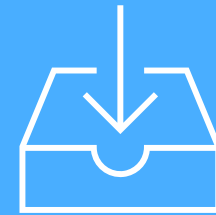
Opportunity Automation



On average workers spend **520 hours** annually on tasks that could be automated ²

² [How Repetitive Tasks are Hurting Your Business](#)

Work Overload



On average **68%** of workers suffer from work overload in which they have too much to handle daily ³

³ [Key Business Automation Statistics You Should Know](#)

Technology Adoption Challenges



Silent Generation

Slow adoption of new tech, often uncomfortable with digital tools



Millennials

Tech-savvy but can become frustrated with slower adoption by older colleagues



Baby Boomers

Often hesitant with new tech; slower to adopt digital tools



GenZ

Grew up in the digital world, expect technology to be intuitive & seamless



GenX

Adaptable but can struggle with the pace of change

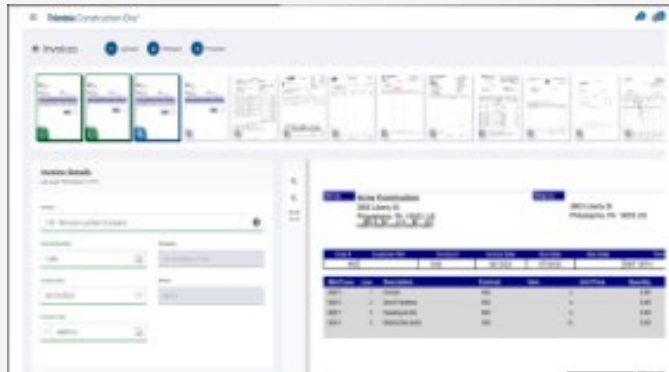


Alpha

Reliance on technology; potential challenges with attention span & information overload due to constant digital simulation

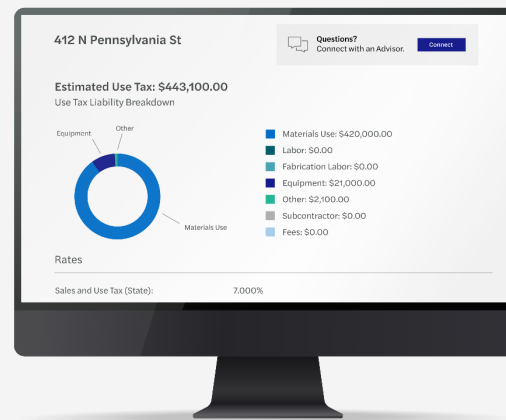
Opportunities for Automation

Order-to-Cash



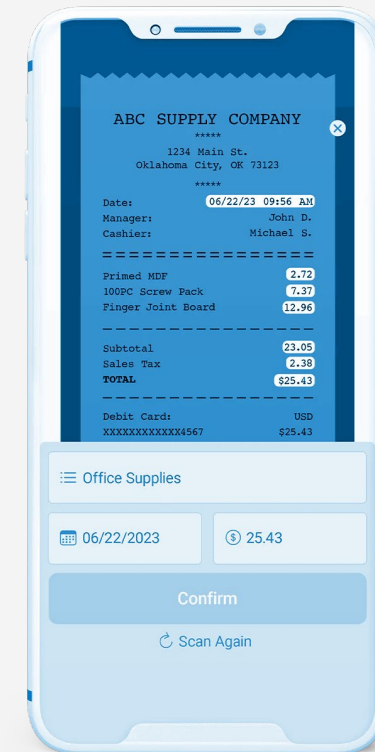
Gain greater visibility & transparency over your business finances through insights on spend

Sales & Use Tax



SALT Explorer™: Empowers multistate contractors with quick & accurate project-specific sales or use tax liability estimates using the latest tax rates

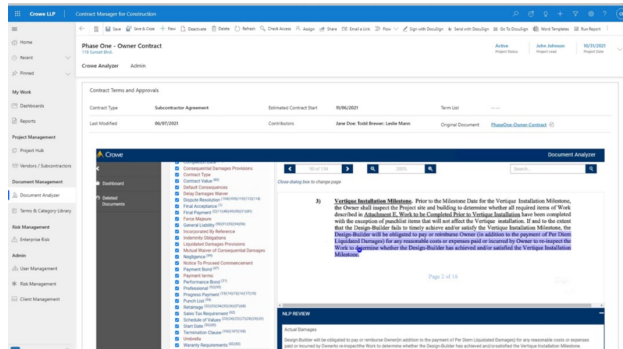
Credit Card Expenses



Reduce the manual work of processing & allocating credit card expenses

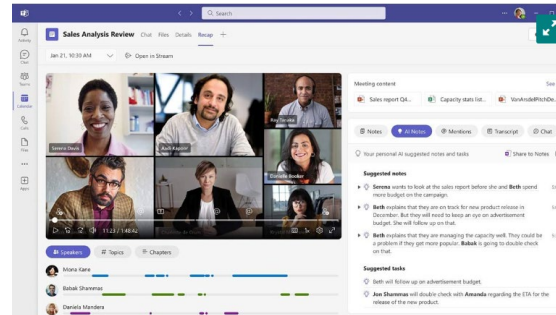
Opportunities for GenAI

Contract Review



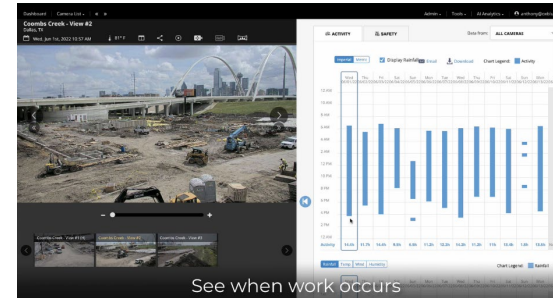
Combines the power of artificial intelligence (AI) & your own expertise to help target & manage risk in the contract review process

Microsoft Copilot



Extract key information & create actionable items from notes captured

Productivity & Progress Tracking



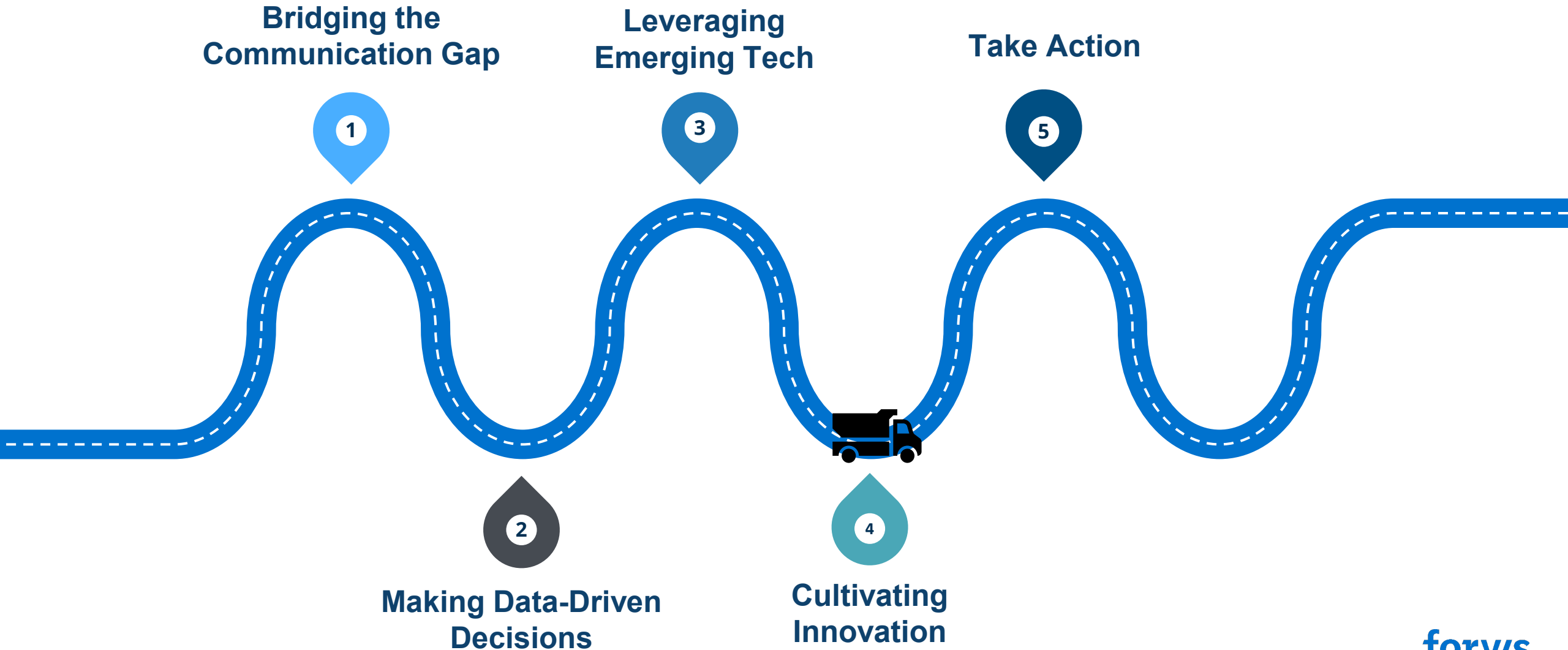
Trained to identify construction objects, workers, equipment, & movement patterns; the software identifies current jobsite activity to enhance productivity

Safety & Risk Management



Develop safety plans, identify potential hazards, & recommend safety measures

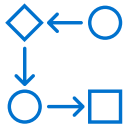
The Road to Becoming a Technology Leader



Cultivating Innovation

Building an Innovation Team

Key Benefits



Increase Efficiency & Productivity



Gain a Competitive Advantage



Reduce Costs & Increase Profitability



Manage Risks



Cultivating Innovation

Building an Innovation Team



Key Considerations

Dedicated Resources: Allocate budget, personnel, & time for innovation

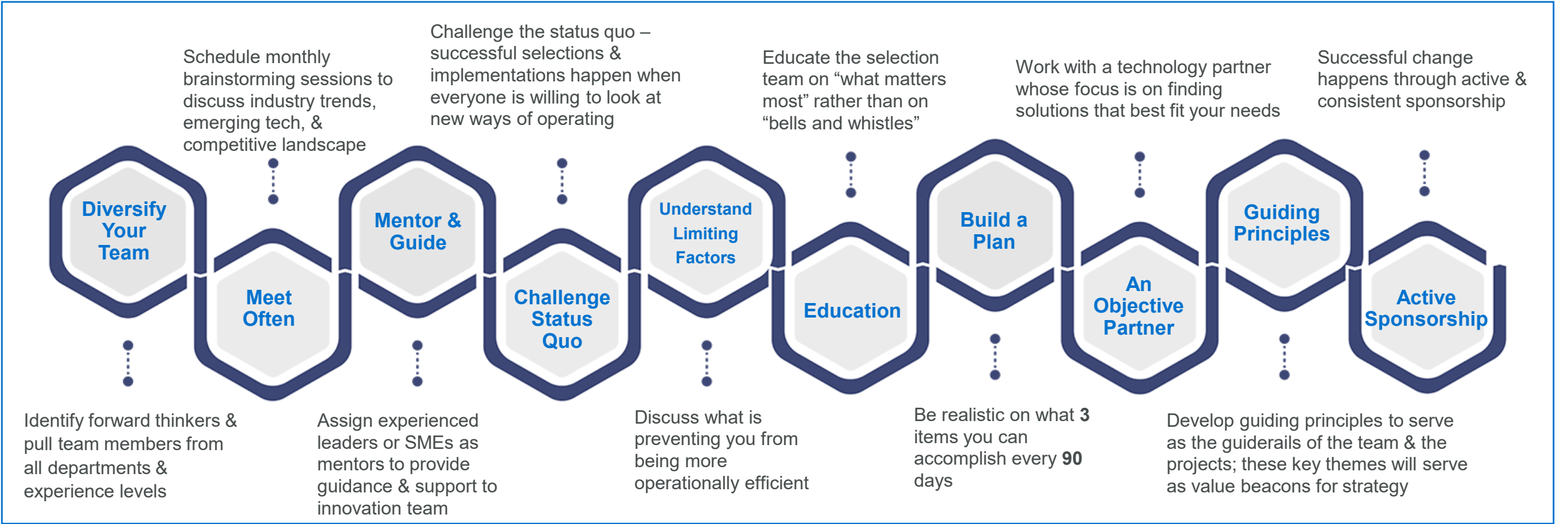
Cross-Functional Collaboration: Include representatives from various departments

Focus on Practical Solutions: Prioritize innovations that deliver tangible value

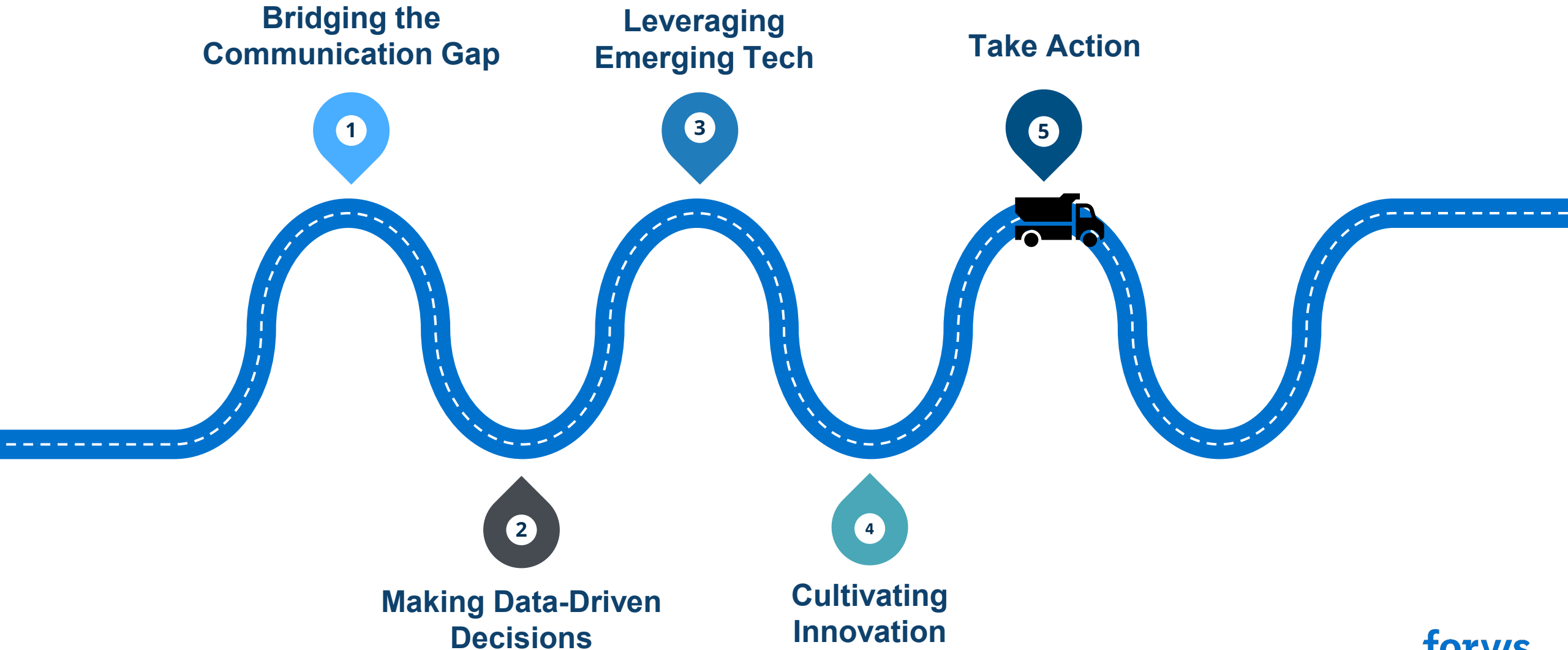
Continuous Learning: Encourage ongoing learning & upskilling

Cultivating Innovation

Best Practices



The Road to Becoming a Technology Leader



Going the Extra Mile

- Learn from others
- Pursue career development opportunities
- Build partnerships with industry experts – surety, accountant, banks
- Surround yourself with innovators
- Attend industry events
- Leverage peer groups
- Be curious



Call to Action

- Forward-Thinking Fosters Trust & Vision
- Speaking the Team's Language Enhances Understanding
- Data & Automation Can Improve Workflows & Allows Action & Scalability
- Strategic Alliances Help Ensure Success



Contact

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