PlanGrid Connect & Partner Integrations

James Cook – Head of Partnerships & Strategic Alliances
Jon Minick – Technical Solutions Executive
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 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

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

Autodesk Construction Solutions
**Project management**
Keep drawings, teams, tasks, issues, RFIs, and documents completely in sync between PlanGrid and your PM software.

**Cloud storage**
Import drawings from and export snapshots and e-bullets to cloud storage such as Box and Egnyte.

**Photo & video**
Import imagery from drones and webcams to document progress on job sites.

**Business intelligence**
Analyze tasks, issues, RFIs, logs, and drawings to uncover trends, performance, and insights.

**Inspection & safety**
Connect issues and markups to inspections and reports for real-time status from the field.

**Workforce Collaboration**
Streamline communication and coordination throughout your field team.
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

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**Definition**

[https://lo.plangrid.com/projects/project_uld/attachments/uploads](https://lo.plangrid.com/projects/project_uld/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

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