Integrating Construction Project Management & Accounting Platforms - CS467189

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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.

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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)

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

brands: SAP, Oracle, Microsoft Dynamics, sage 300, Viewpoint, CMIC
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**

**GENERIC ERP (TIER 1)**
- Highly Customizable
- Unique to Each Customer
- Expensive
- DBA (Database Admin)

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

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

Venture Investment in Private Construction Technology Companies

Source: CREtech
One Customer's Tech Stake
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
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
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