

e-Builder Acquisition Highlights

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e-Builder improves project outcomes through trusted insight, process control and faster cycle times across the entire project lifecycle of construction projects and capital programs

Common Business Challenges



Cost & Schedule Overruns



Process Inconsistency



Uninformed Decisions Due to Disparate Data



Manual Processes, Creating Waste



Poor Stakeholder Integration



Limited Transparency



Business Results



Optimized Productivity & Efficiency



Enhanced Collaboration & Communication



Reduced Costs & Higher Profitability



Increased Automation & Lowered Cycle Times



Improved Risk Management & Compliance

e-Builder Acquisition Highlights

e-Builder provides purpose-built, SaaS-based, project management applications for Owners and Project Managers / Construction Managers

- Top owners managing over \$300 billion in capital programs and 200,000+ individual projects contractually specify e-Builder to their GCs, Architects and Engineers
- Headquartered in Ft. Lauderdale, Florida, USA; >225 employees and approximately \$53 million in 2017 revenue
- Case Study ROI examples with E-Builder:
 - [University of Southern California](#) tripled average project expenditures handled by project managers
 - [Inova Health System](#) reduced construction progress payments from 29 days to less than 3 days
 - [NM Public School Facilities Authority](#) saved \$200 million in maintenance and capital costs

e-Builder solution stack differentiates with configurable workflow



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Trimble's Connected Site vision has guided strategic and tactical actions for over 20 years

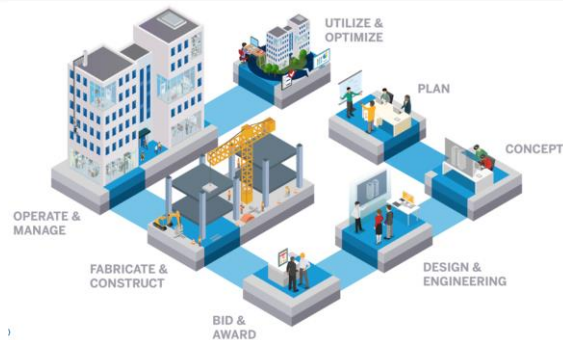
- Transform the way professionals work from planning, design, engineering, construction to operational management of built assets

Trimble's Construction Strategy is unique and differentiable

- Trimble's solutions enable a constructible process across office and field, transforming all phases of the lifecycle
- The constructible process eliminates inefficiencies, improves coordination and visibility to deliver higher levels of confidence for all stakeholders

Trimble's Buildings and Infrastructure lifecycle solutions enable productivity, quality and safety for all stakeholders

Buildings & Facility



Civil Infrastructure



e-Builder Acquisition Highlights



Global reach with deep domain knowledge and field expertise across civil and building construction continuums



The #1 North American firm for Owners and Program Managers connecting teams on >200,000 projects and >\$300B of construction value

A Combination of Complementary Strengths

Industry's most comprehensive field to enterprise construction technology platform

Market Segment

Trade & General Contractors (Projects)

Owners and Program Managers (Programs)

Connecting Owners / PMs to Contractors (Projects <> Programs)

Workflow

Model (geometry + attributes) centric

Cost, Workflow & Content Centric

Shared, cloud-based platform for GCs (deeper project controls) and Owners (deeper project visibility)

Value Proposition

Constructability

Cost & Process Control

Increased trust & performance. Faster pay. Better project outcomes

Go to Market & Partners

Global distribution, direct sales & best in class partnerships

Direct sales and program management partners

Accelerate global adoption of construction technology



Best-in-class integration with enterprise applications