

Inspire Tour

Powered by Sage



Construction

How to Mobilize Your Company

PORTLAND| NOVEMBER 12, 2013

BARBARA NELSON, VP OF MARKETING



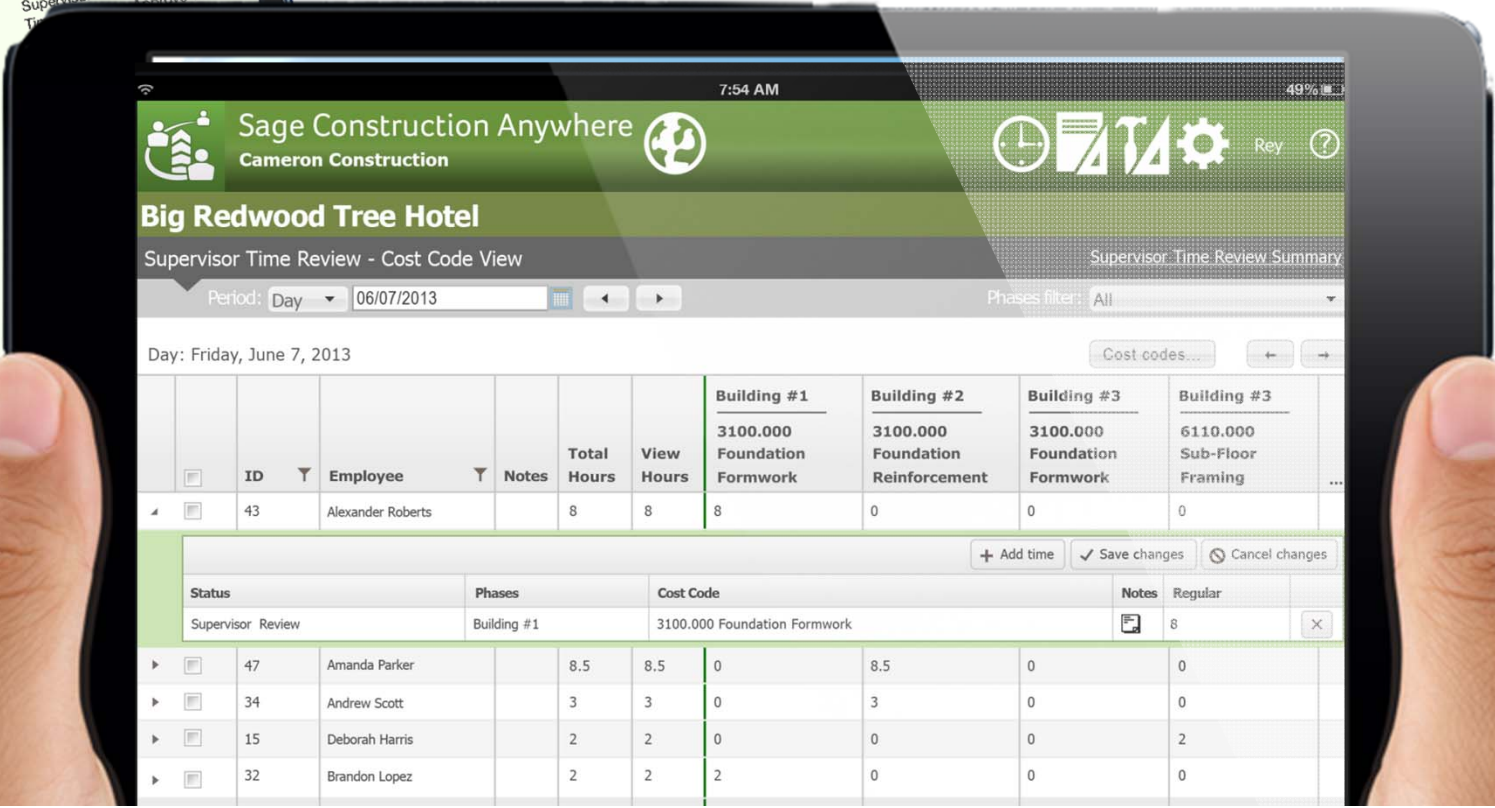
@SageConstruct, @SageBarb

Inspire Tour

Powered by Sage

sage





Inspire Tour

Powered by Sage

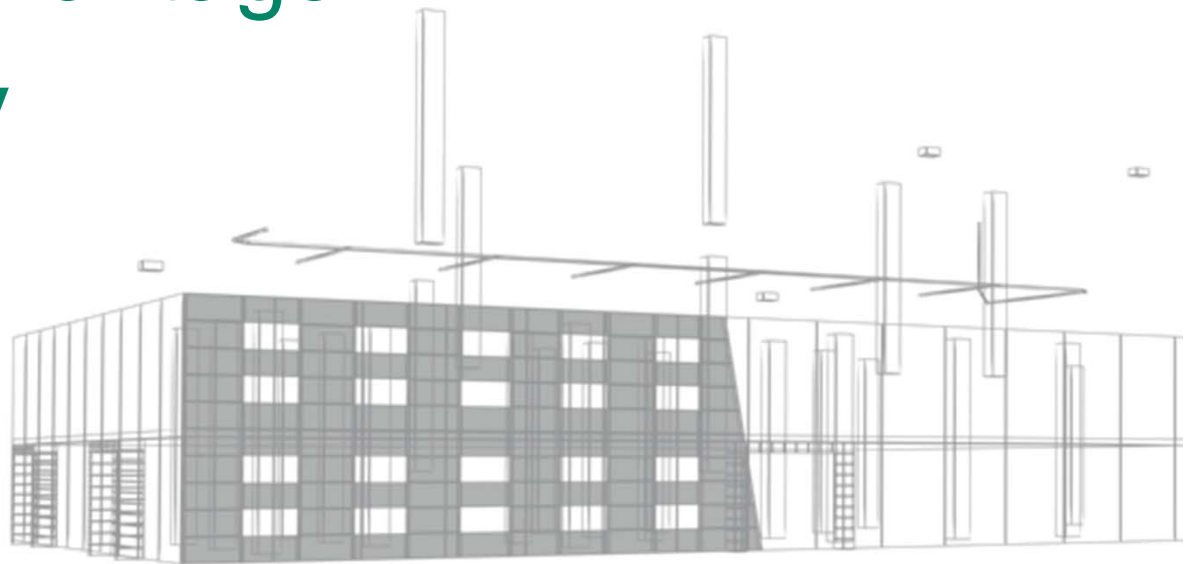


Challenges

Competitive advantage

Mobile strategy

Practical tools



Inspire Tour

Powered by Sage

sage

Why
Why not
Why now



Inspire Tour

Powered by Sage

sage

Why



Inspire Tour

Powered by Sage

sage

“

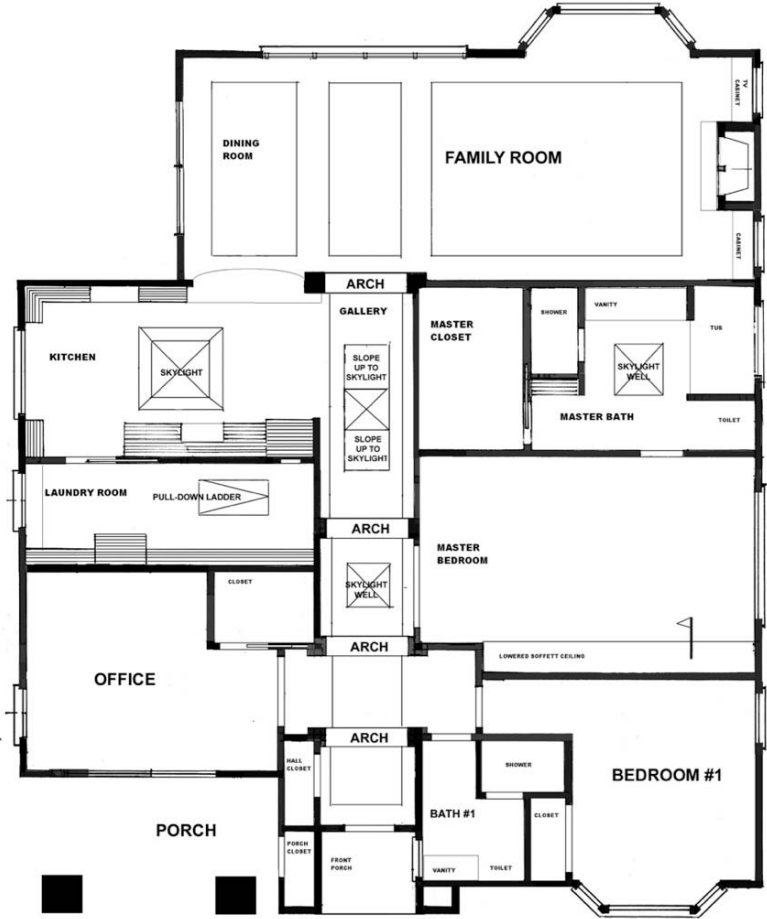
What problems
are you trying to
solve?

”



Inspire Tour

Powered by Sage







Inspire Tour

Powered by Sage



Discussion Project files at the job site



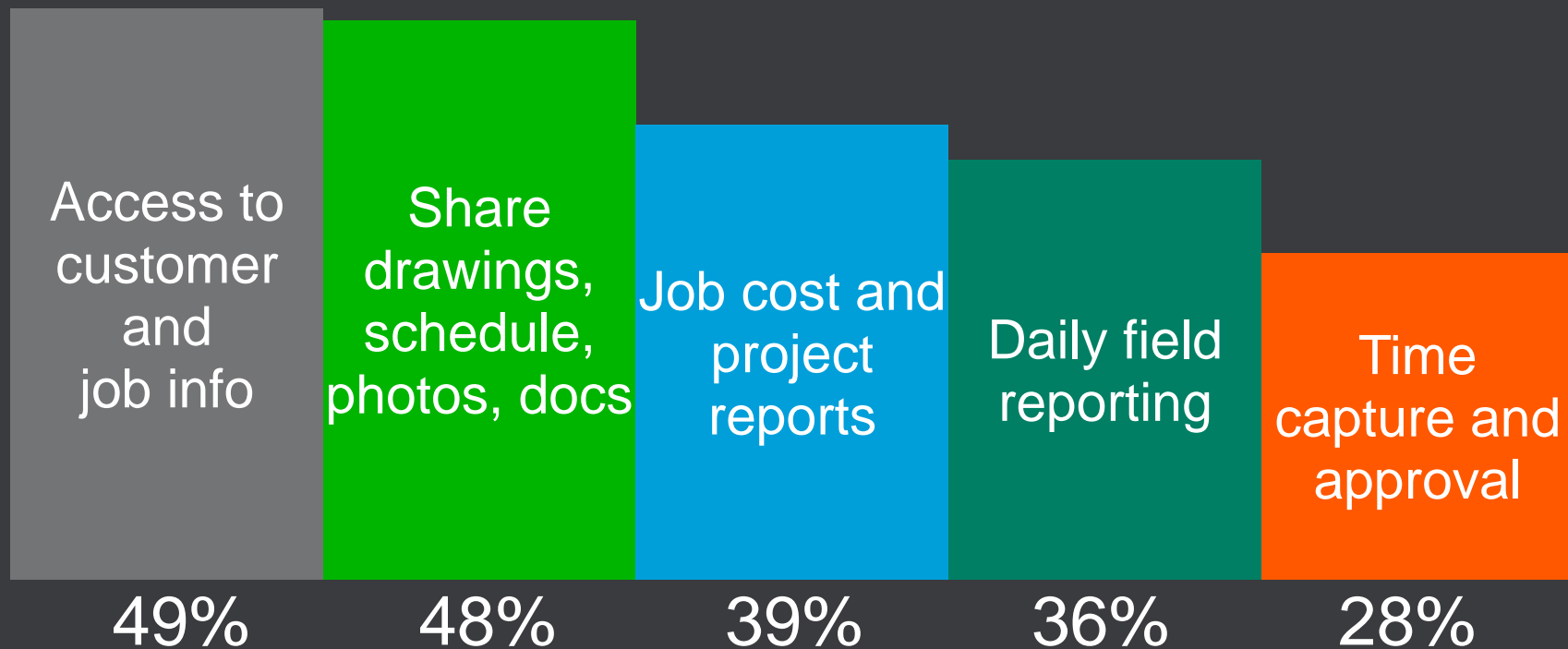
Types of documents

How they are used

What's missing

What would the
coolest feature be

Top Priorities in 2013 to Go Mobile



Source: 2013 Sage Construction and Real Estate Technology Trends Survey

Inspire Tour

Powered by Sage

sage

“

“Why” is easy.

”

Inspire Tour

Powered by Sage

sage

Why
not



Inspire Tour

Powered by Sage

sage

“

We tried that.

”

Inspire Tour

Powered by Sage

sage

“

It's not secure.

”

Inspire Tour

Powered by Sage

sage

“

We don't have
time.

”

Inspire Tour

Powered by Sage

sage

“

It's too
expensive.

”

Inspire Tour

Powered by Sage

sage

“

I don't know
anything about it.

”

Inspire Tour

Powered by Sage

sage

“

It's too hard.

”



Inspire Tour

Powered by Sage

sage

“

Labor is one of the largest components of a construction job. And yet, it is one of the weakest links in job management.

Leslie Shiner, The Shiner Group

”

Inspire Tour

Powered by Sage



Discussion Collecting time



How do you do it
today

How often

What works

What doesn't work

What would the
coolest feature be

Inspire Tour

Powered by Sage

sage

Why
now



Inspire Tour

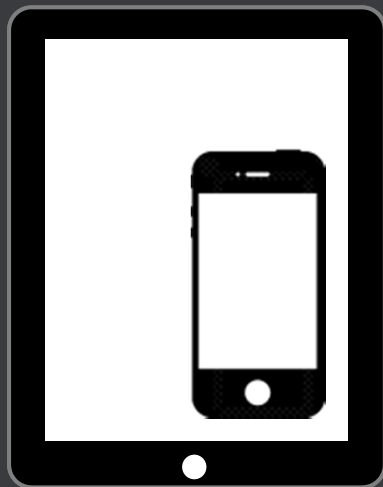
Powered by Sage



Your peers are mobilizing



Mobile devices on the jobsite



97%

GCs

87%

Subs

Source: 2012 McGraw-Hill Survey

Inspire Tour

Powered by Sage

sage

Cloud services make “going mobile” more affordable





Inspire Tour

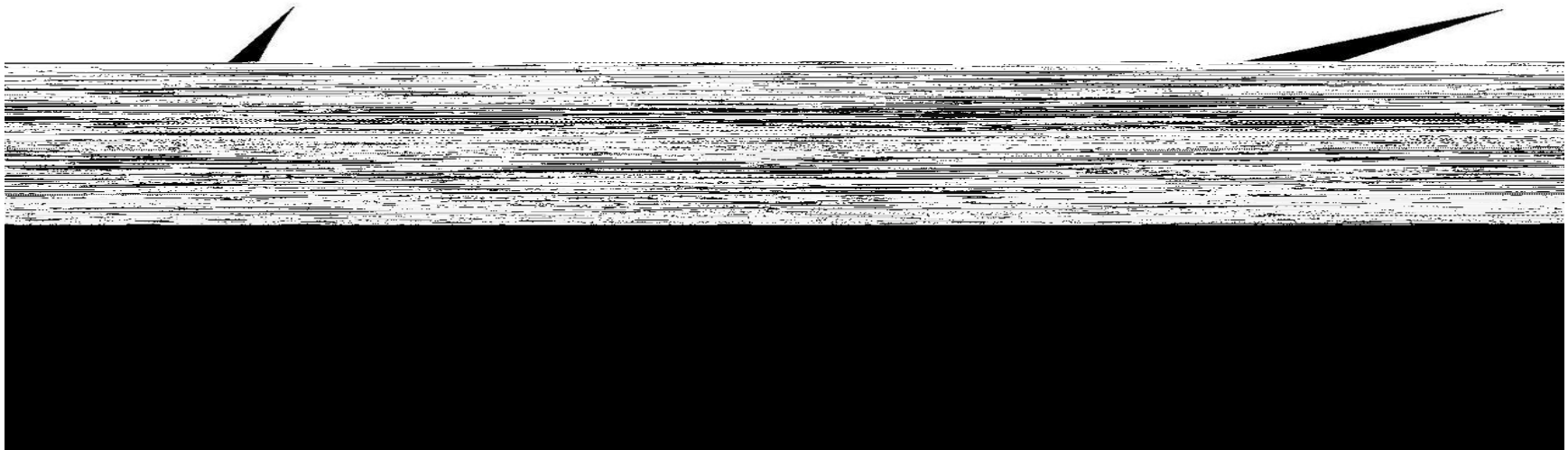
Powered by Sage

sage



Inspire Tour

Powered by Sage



Inspire Tour

Powered by Sage

sage

Mobilize for Competitive Advantage



Construction companies seeking work outside their geographic region



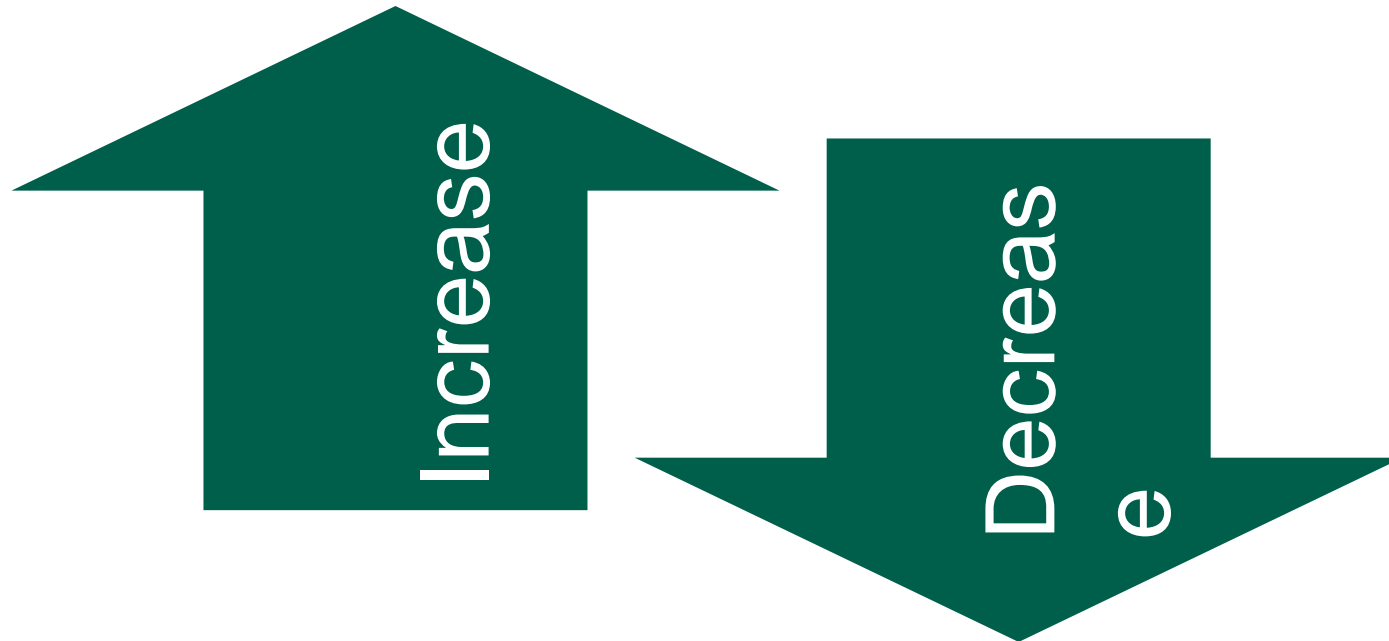
32%

Source: 2013 Sage Construction and Real Estate Technology Trends Survey

Inspire Tour

Powered by Sage

sage



Increase customer service



Increase collaboration



Increase efficiencies



Decrease payroll administration

A close-up photograph of a person's hand holding a silver and black ballpoint pen, poised to write on a "Weekly Timesheet" form. The form is tilted diagonally across the frame. It features columns for days of the week (Wednesday, Thursday, Friday) and rows for employees. Headers include "Job", "Employee", "Extras/SubJob", "Cost Code", "Pay Type", and "Notes". The background is a dark wooden surface.

A close-up photograph of a hand holding a silver and black pen, writing on a 'Weekly Timesheet' form. The form is tilted and features a grid for recording hours. The columns are labeled 'Job', 'Employee', 'Extras/SubJob', 'Cost Code', 'Pay Type', and 'Notes'. The rows are labeled with days of the week: 'Monday', 'Tuesday', 'Wednesday', 'Thursday', and 'Friday'. The word 'administration' is written in large, white, sans-serif font across the top left of the image, partially overlapping the form and the background.

Decrease time
to solve problems



Decrease profit erosion



Photo by Benoit Rochon

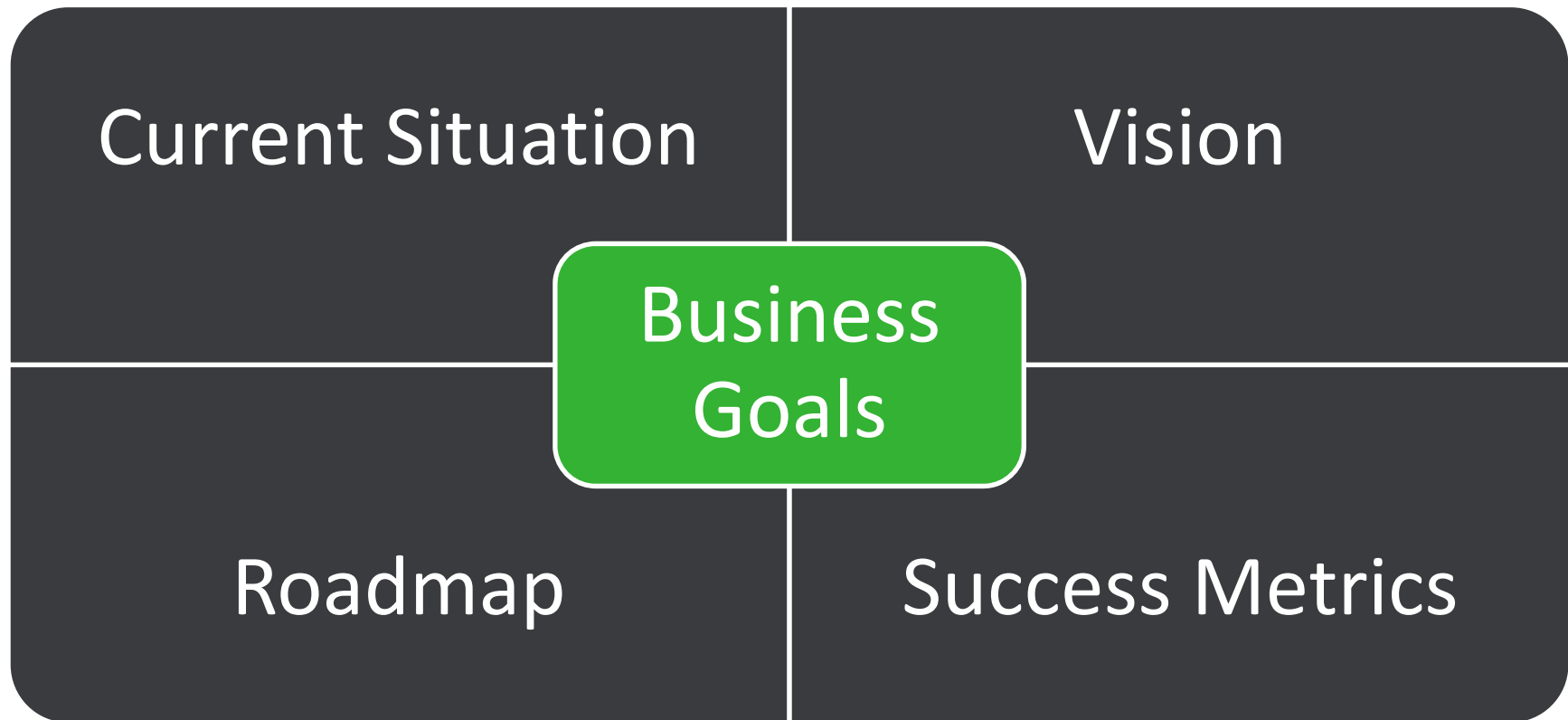
Inspire Tour

Powered by Sage

sage

Create a Mobile Strategy



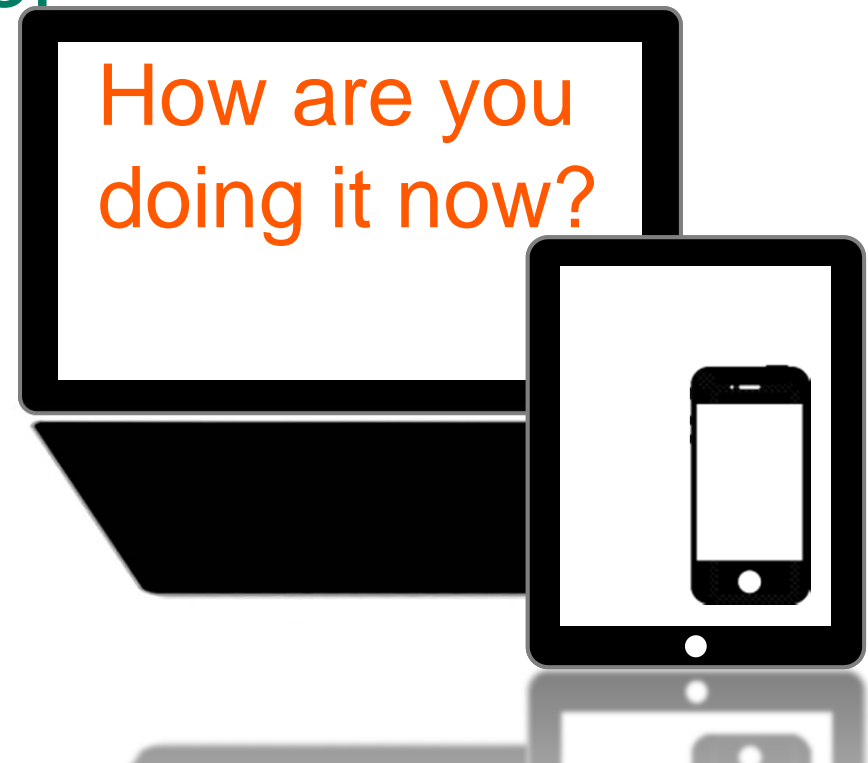


Roles



Key areas to consider

- ✓ Email
- ✓ Project files
- ✓ Reports
- ✓ Labor collection
- ✓ Team collaboration



Mobile device considerations

sage



Mobile device considerations



Only
company-
owned
devices

49%

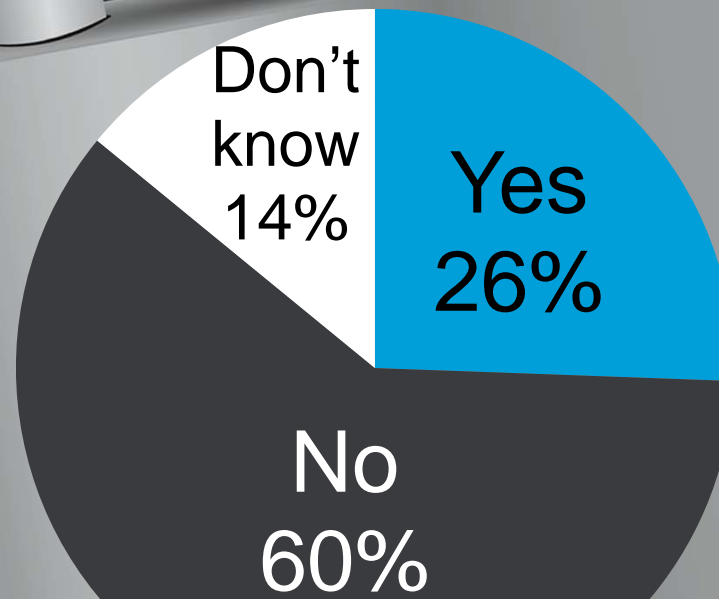
Combination
of
company-
owned and
BYOD

40%

Source: 2013 Sage Construction and Real Estate Technology Trends Survey


Mobile security policy

sage



Source: 2013 Sage Construction and Real Estate Technology Trends

You
need a
mobile
security
policy!

- 
- A black clipboard with a silver clip at the top, holding a white sheet of paper. On the paper is a numbered list of six items. A black pen with a silver tip lies on the bottom right of the paper.
1. Set ground rules
 2. Involve employees
 3. Provide a list of approved technologies
 4. Develop a security plan
 5. Publish a policy
 6. Enforce security policies



Inspire Tour

Powered by Sage



Sage Construction
Anywhere

Building Business
Wherever You Go

Inspire Tour

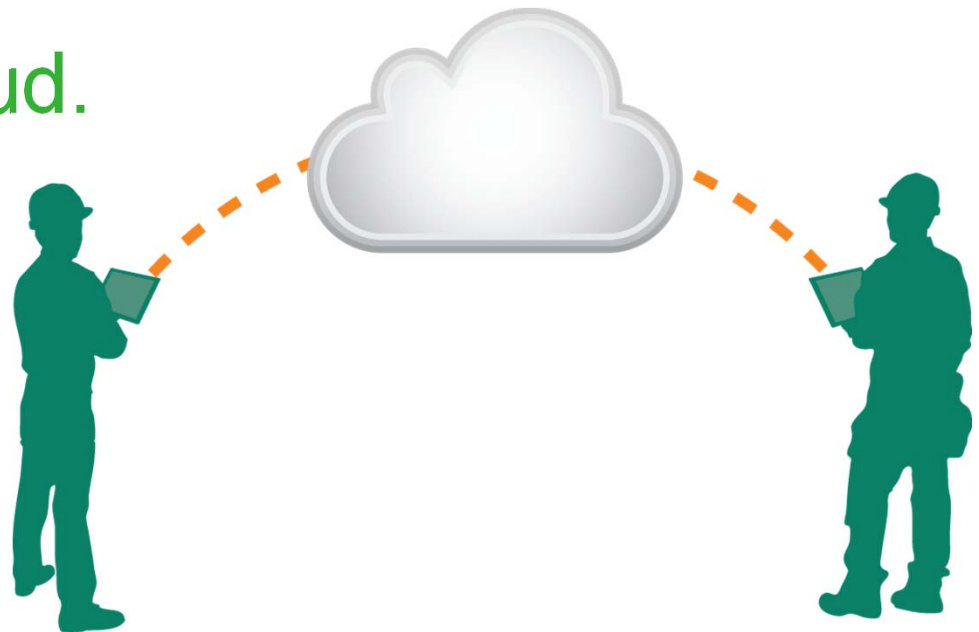
Powered by Sage



Sage cloud strategy

The reach of the cloud.

The richness of
on-premise.





Inspire Tour

Powered by Sage



Discussion Mobile strategy



What is the best thing
you're doing today

What's the biggest
challenge

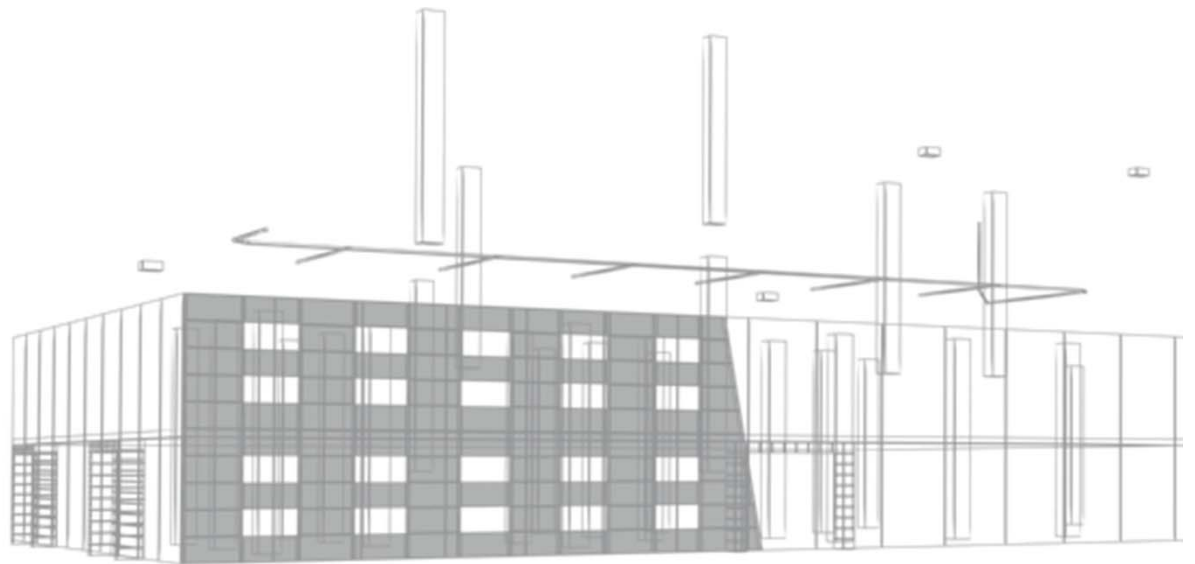
What is preventing
you from wide
adoption of mobile
technology

Inspire Tour

Powered by Sage

sage

Practical Tools





Job Ready

Tools and resources to help construction and real estate professionals **think boldly** and **act decisively**.

HOME

VISIBILITY ▾

IT ▾

COLLABORATION

RISK MITIGATION

IT

Learn how to deploy technology where it delivers the largest and quickest return.

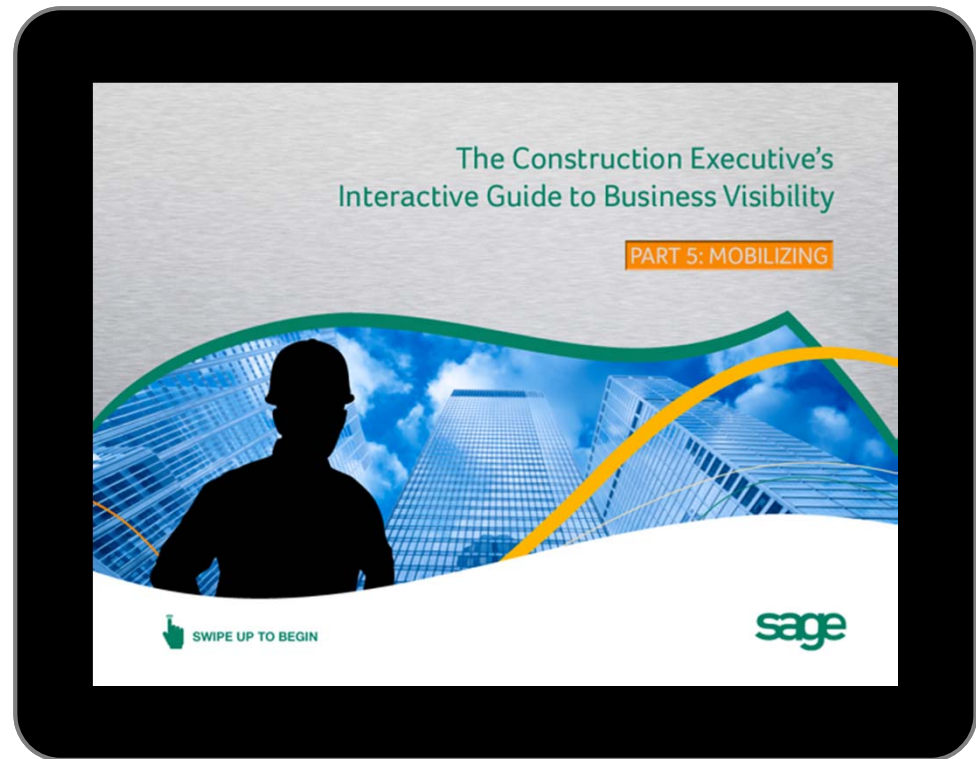
- IT Fundamentals
- IT e-book
- IT Resource Center ▶
- IT Video



Job Ready eBooks



Sage-Job-Ready.com
or search
Sage Mobilizing
in Apple app store



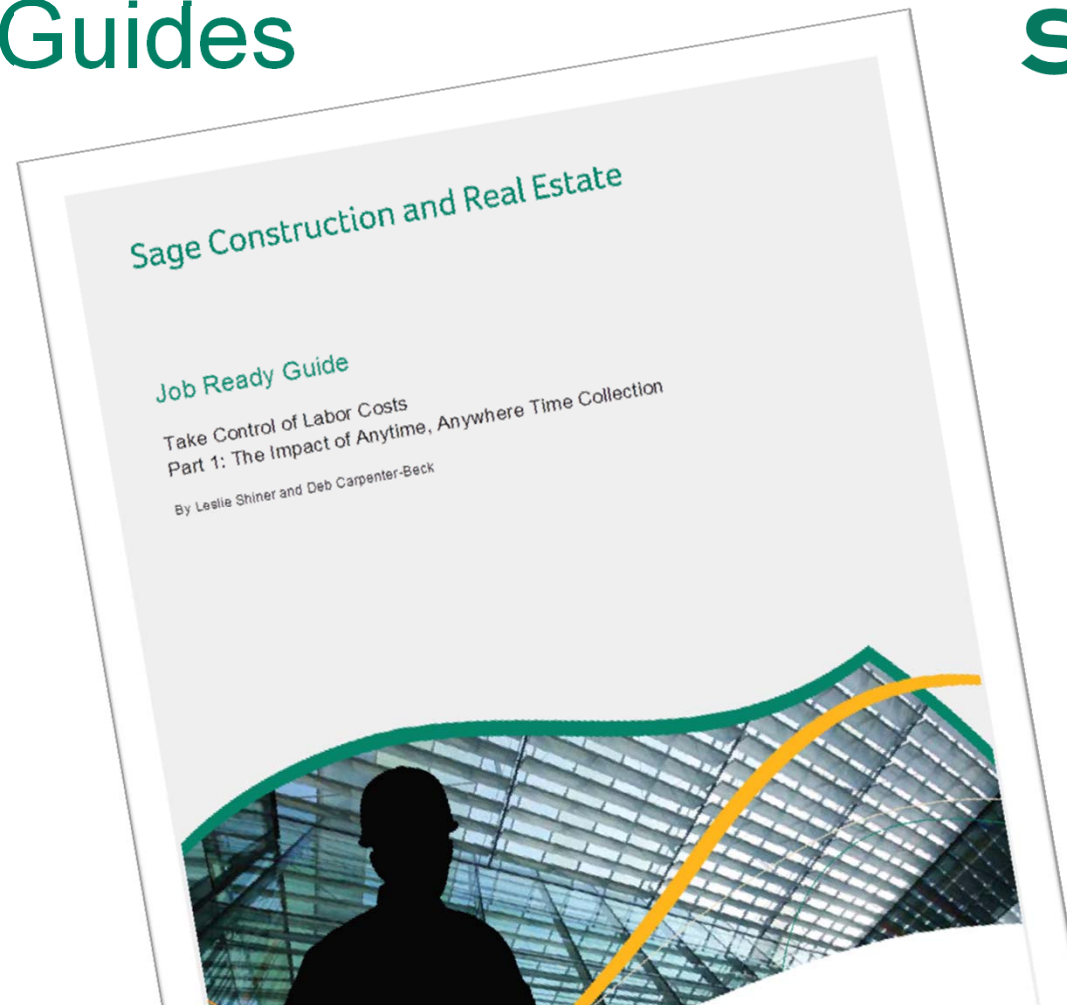
Job Ready eBooks



Sage-Job-Ready.com
or search
Sage IT
in Apple app store



Job Ready Guides



Strategic IT planning templates



Sage-Job-Ready.com



Basic Annual IT Strategic Plan



Cloud-Based Mobile Technology

Inspire Tour

Powered by Sage

sage



Q&A

Closing
thoughts



Inspire Tour

Powered by Sage



Mobilize your company now!

1. Download Job Ready tools
2. Refine your mobile strategy
3. Learn more about Sage Construction
Anywhere

Inspire Tour

Powered by Sage



Reach out if you have any other questions



Barbara.Nelson@Sage.com



Linkedin.com/in/barbaragnelson



@SageBarb