#ITCon22

IT's Role In Building a Connected Construction Environment

Panelists: Gay Lynn Anderson, IT Director, McAlvain Companies; Chris Betlach, IT Director, UMC

Moderator: Rachel Blair Winkler; Vice President & Category General Manager, Trimble Viewpoint

IT CONFERENCE
FOR CONSTRUCTION PROFESSIONALS

Rachel Blair Winkler

- Vice President and Category Manager for Trimble Viewpoint
- Trimble Viewpoint is the leading global provider of connected construction management software solutions that connect the office, team and field operations to:
  - Improve project profitability
  - Increase visibility
  - Enhance productivity
  - Collaborate effectively across the construction ecosystem

Gay Lynn Anderson

McALVAIN COMPANIES INC.
A BIG-D COMPANY

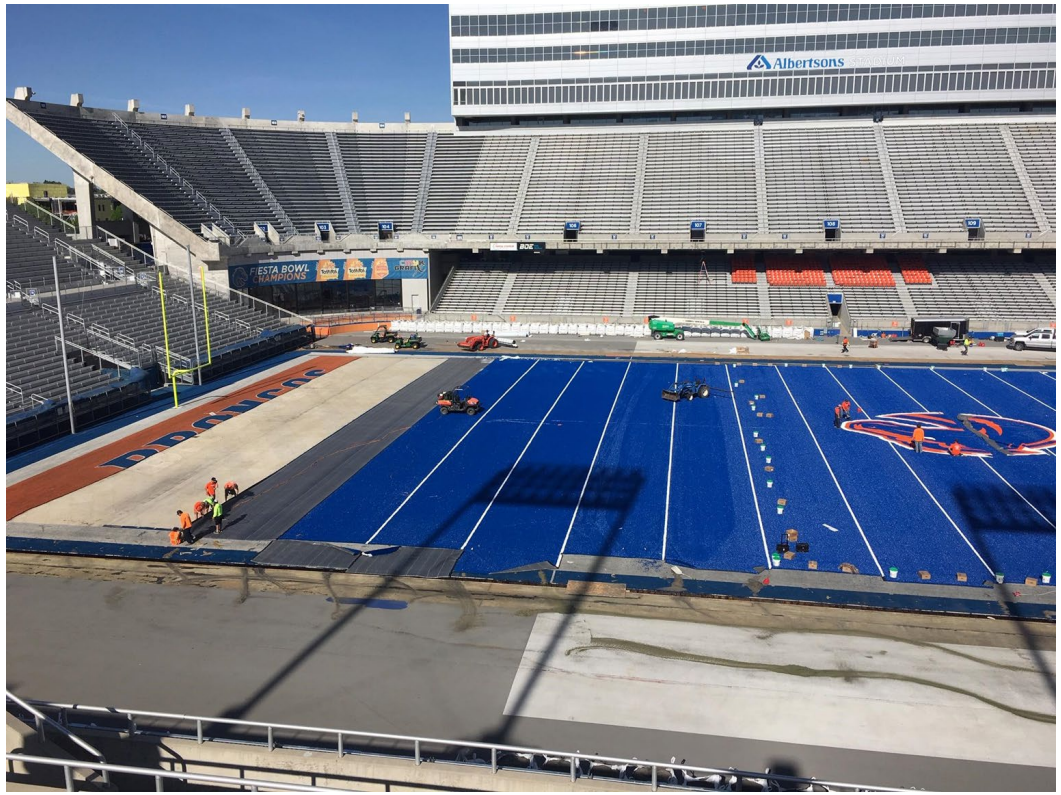
- IT Director at McAlvain Companies since 2000
- Is the sole IT person for 160 employees
- Implemented Viewpoint Vista in 2009, moved from on-prem to the cloud in 2018

Chris Betlach

- IT Director at UMC for 1.5 years; IT Director at Haldeman-Homme, Inc. for 17 years
- Manages IT team of 4, overseeing 194 office employees, and 166 field staff
- Implemented Viewpoint Vista on-prem at Haldeman-Homme in 2012.
- UMC moved to Vista cloud in 2019

Q: How many people in the audience have moved to the cloud?

Why A Tech Upgrade Now?



How did you know a tech upgrade was needed?

- Server uptime, security and accessibility not optimal
- Simplify administration and remote access
- Streamline workflows, enhance productivity, reduce duplications
- Free up IT time

Tech Upgrade Process – Best Practices

Tech Upgrade Process

Making the case:

- Align with business goals
- Enables staff to work easier/smarter
- Helps stay online via cloud, redundancies and backups
- Better security protects uptime, reputation and brand

Tech Upgrade Process

Budgeting:

- Focus on ROI/how it will help company meet business goals
- Build regular budget for upcoming FY
- Include wish list (3-4 years out) to get them on radar

Tech Upgrade Process

Gaining Approvals:

- Steering committee and product selection matrix helps manage process
- Downsell to staff - everyone's job will be easier
- Deep dive demo & POC

Tech Upgrade Process

Steering Committee Purpose:

- Team of business leaders who are most impacted
- Gives them a voice, improving buy in
- Approve major projects, timeline and resources

Tech Upgrade Process

Steering Committee Process:

- Focus on how tech will make business more profitable, streamlined, scalable and competitive
- Survey for pain points/opportunities for improvement
- Review process prevents rogue IT, unwanted risks and data silos

Tech Upgrade Process

Product Selection Matrix:

- Scientific approach to find best tech solution
- Company requirements on columns, vendors on rows
- Scorecard compares vendors based on company needs, not vendor features

Requirements	Weight factor	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Score (0-NA, 1-OK, 2-good)					
Requirement 1	1	1	0	1	2
Requirement 2	1	2	1	1	0
Requirement 3	2	0	2	4	2
Requirement 4	1	2	2	2	2
(Please add your requirements					
Total Score		5	5	8	6
Cost per user					
Development Cost					
Total Cost 1st year		$0.00	$0.00	$0.00	
Total Cost 3 years		$0.00	$0.00	$0.00	
Total Cost 5 years		$0.00	$0.00	$0.00	

Tech Upgrade Process

Change Management:

- Steering committee spreads decision making beyond IT dept
- Reduce risk introduced by change
- Simplify integrations, security and support
- Prevent vendor sprawl

Implementation

Implementation Process:

- Over communicate
- Train the trainers (experts from each department)
- Create step-by-step training docs
- Have recurrent training schedule
- Post implementation meetings key

Cloud Challenges

Since moving to the cloud, what challenges remain?

- API integrations
- Relinquishing old systems
- External stakeholders require different systems

Q: What would you have told yourself when you first started?

Audience Questions?