

# PlanGrid Connect & Partner Integrations

James Cook – Head of Partnerships & Strategic Alliances

Jon Minick – Technical Solutions Executive

**CONNECT & CONSTRUCT SUMMIT**

 AUTODESK. UNIVERSITY



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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](http://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.



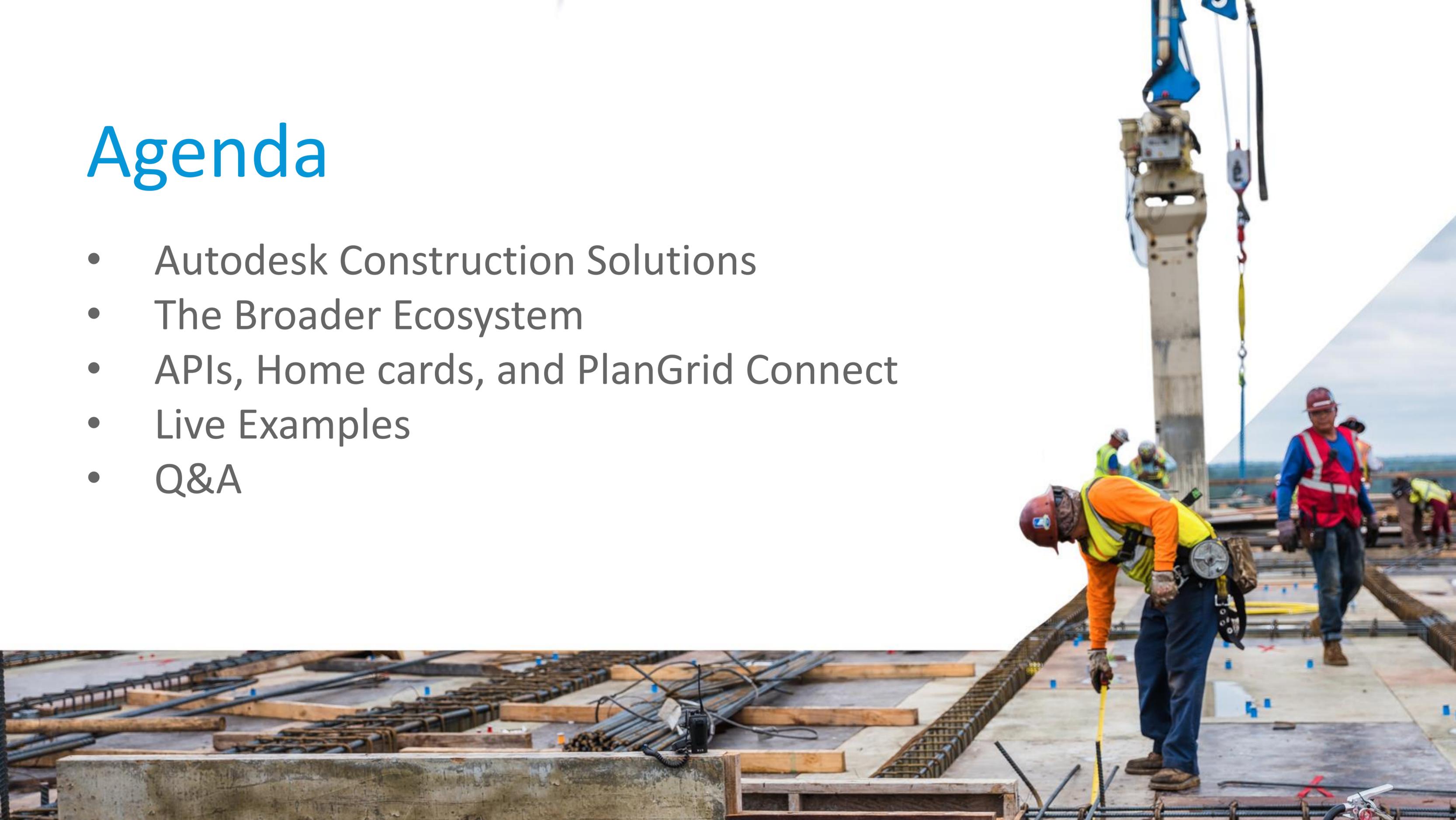
## About the speaker

### 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.

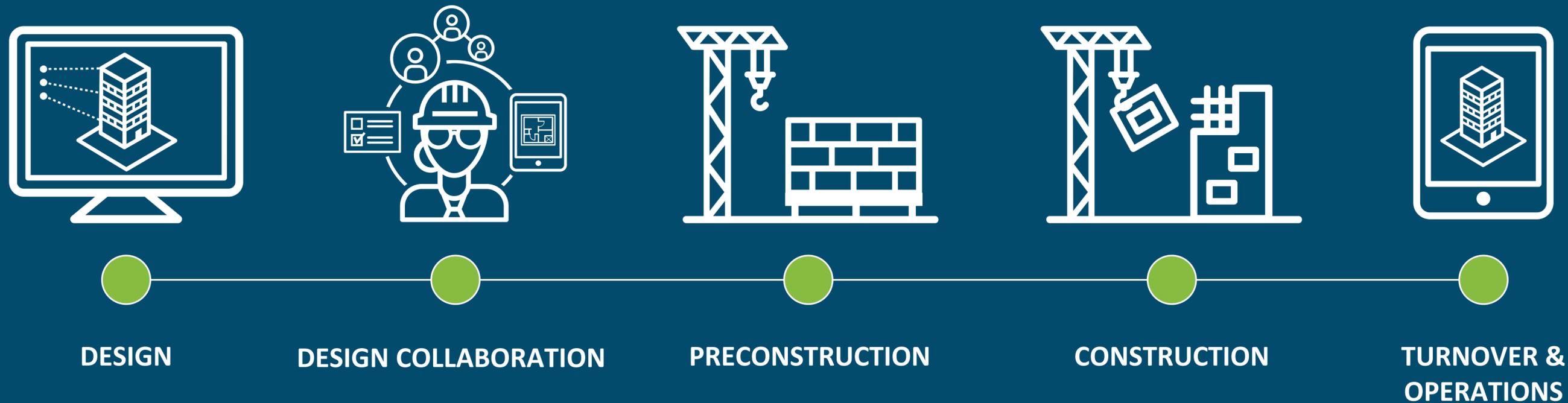
# Agenda

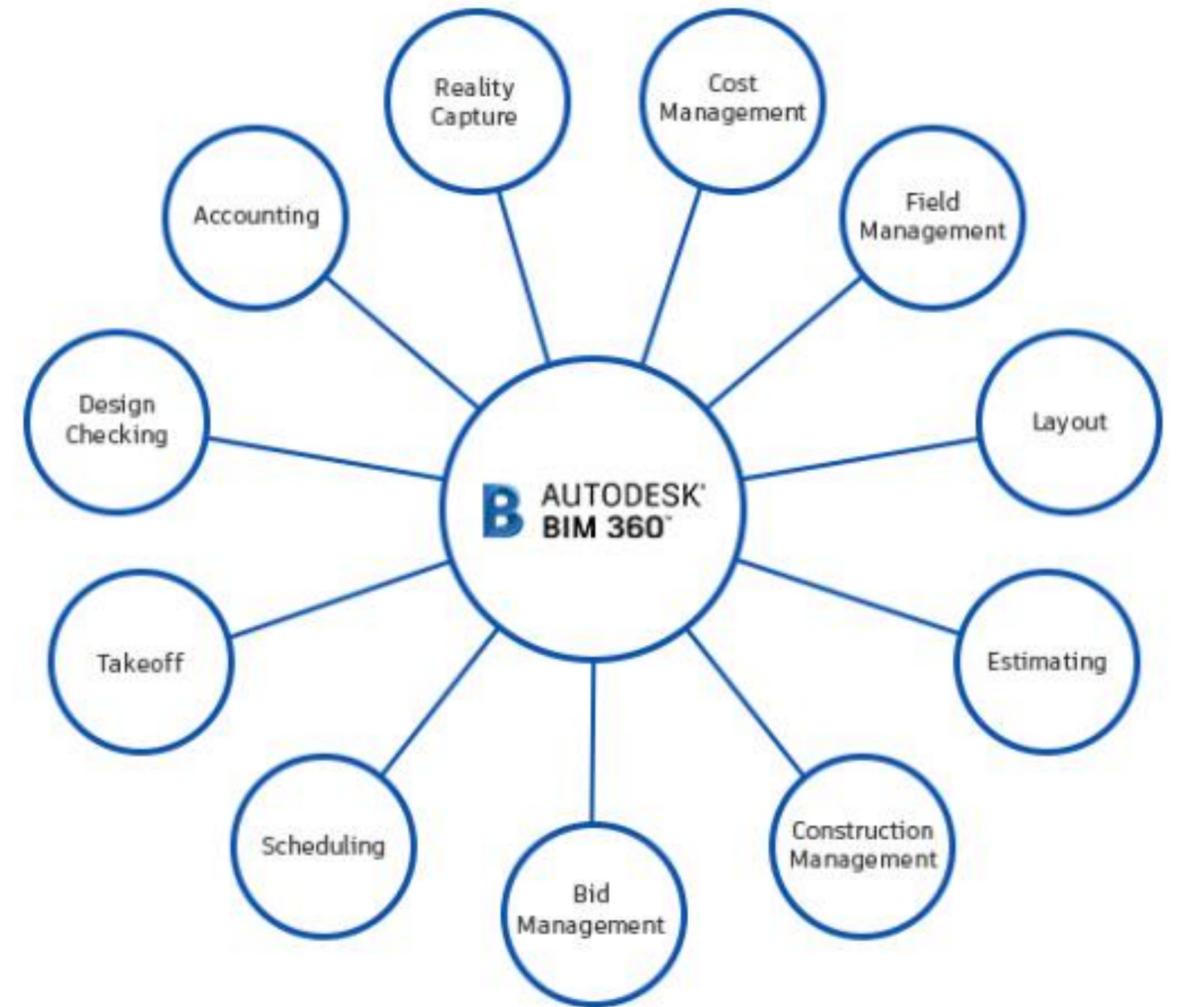
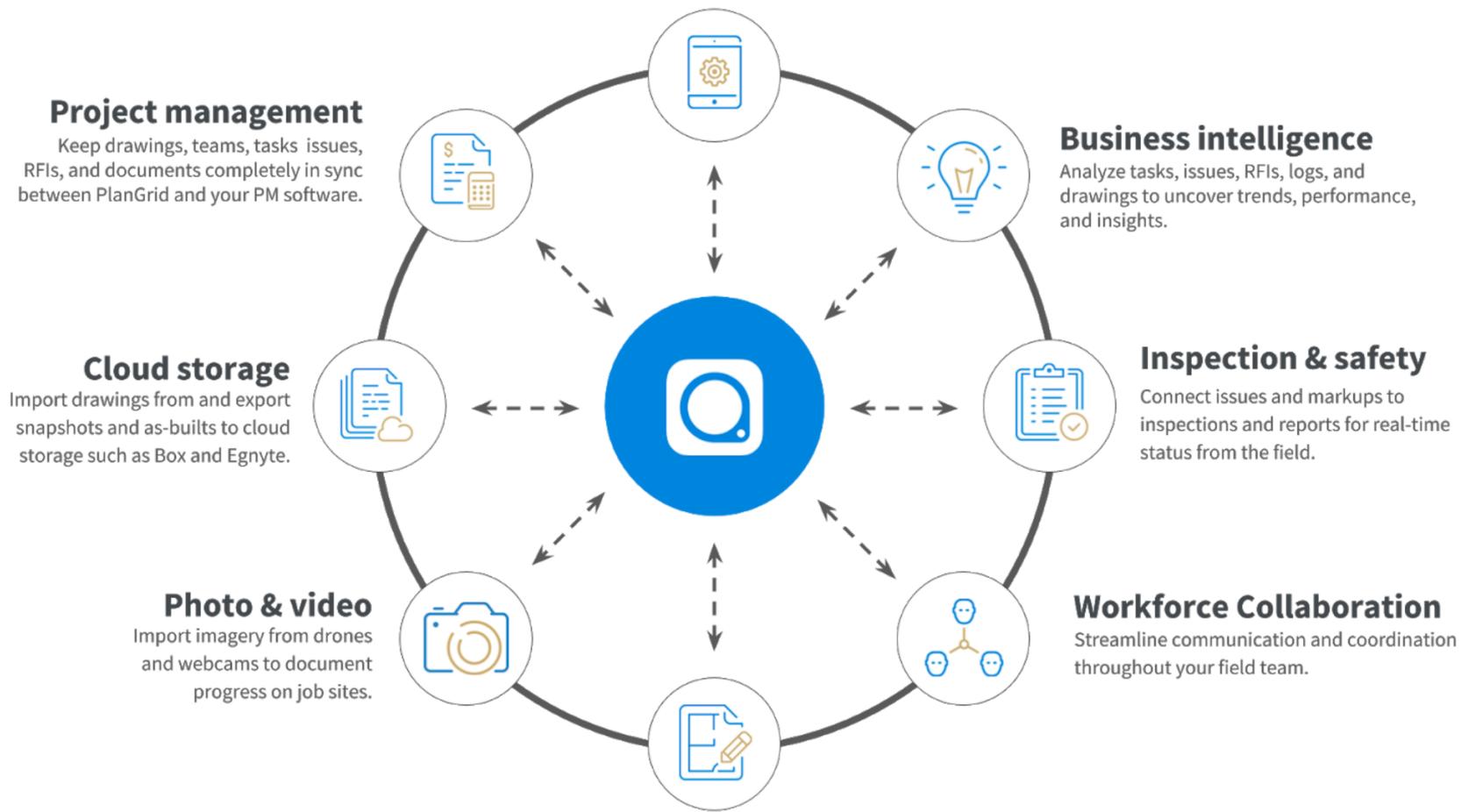
- Autodesk Construction Solutions
- The Broader Ecosystem
- APIs, Home cards, and PlanGrid Connect
- Live Examples
- Q&A

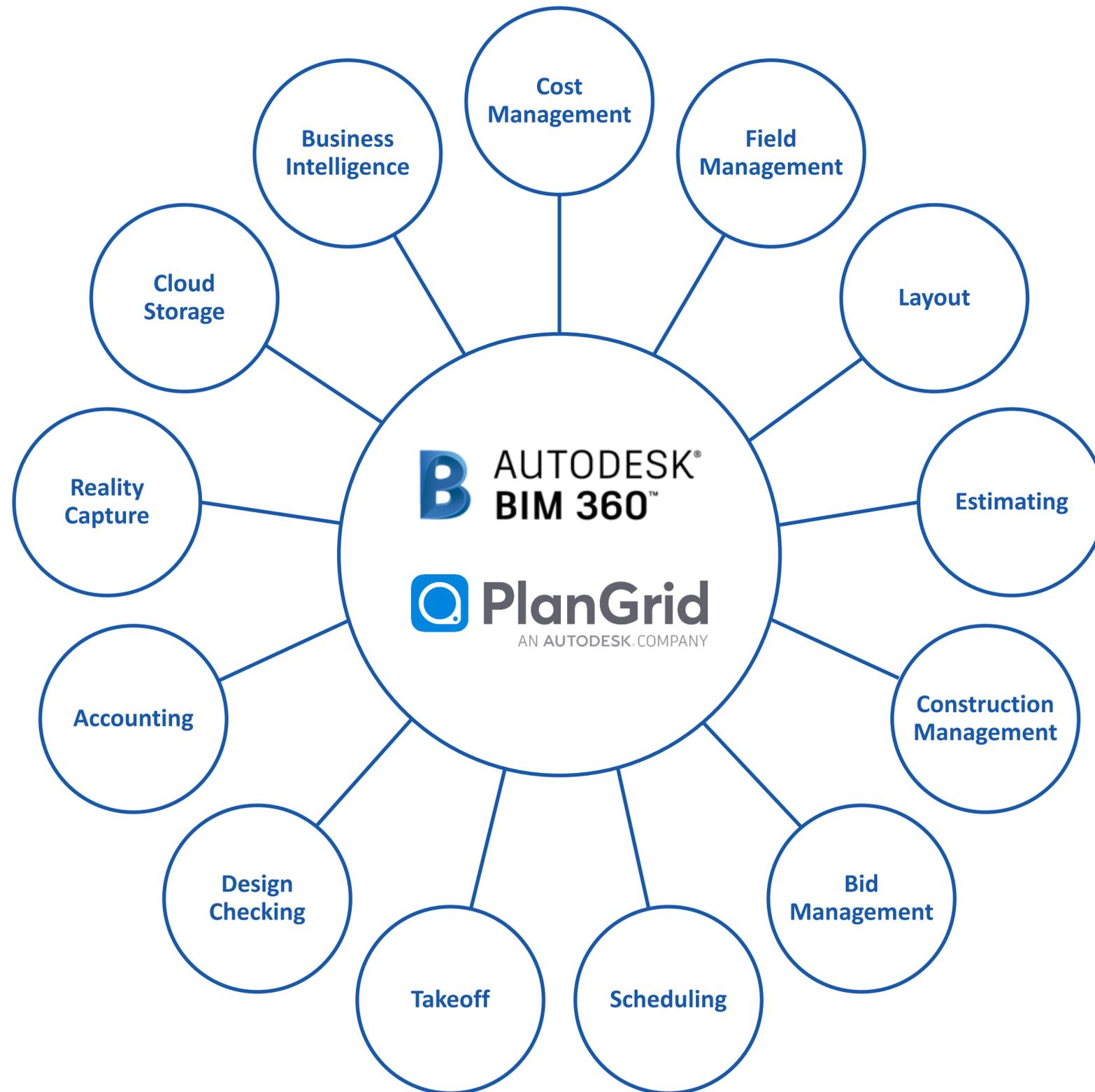


# Autodesk Construction Solutions

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











# 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

The screenshot displays the BIM 360 Project Home dashboard for the Pacific Center Campus project. The dashboard includes the following sections:

- Project Home Header:** United Construction, Pacific Center Campus, Project Dates: Tue Oct 17 2017 - Fri Oct 29 2021.
- Project Address:** A map showing the location at 1 Market Street, San Francisco, CA 94105.
- Weather:** 52° Cloudy, with a 5-day forecast (Tue 52°, Wed 58°, Thu 56°, Fri 57°).
- Project Checklists:** A table listing various checklists with their locations and scheduled dates (all due May 31, 2018).
- Open RFIs and Submittals:** A bar chart showing 44 RFIs (30 overdue, 2 due in the next 5 days, 12 due after 5 days) and 106 Submittal Items (15 overdue, 91 due in the next 5 days).
- Document Issue Trend:** A line chart showing the number of added and closed document issues from August to January.
- TrueLook Card:** A circular inset showing a TrueLook camera feed of the construction site at night.



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

PlanGrid Tasks to SmartSheet with Update Detection

Home / Examples / \* DEMO: Smartsheet ↔ PG

Save changes Copy Delete

Last saved 4:36 PM, Sep 24, 2019

Recipe Jobs Connections Versions Settings

Trigger (when this happens)

New or updated object in PlanGrid  
The trigger detects when a new or updated task is present in a PlanGrid project and kicks off the sequence of actions below.

Actions (do this)

1 IF Deleted | Trigger is true  
Verify that the detected task is not deleted, as we only want to process tasks that were modified but not deleted.

2 No Log message to output  
Note that the task was deleted and hence not processed.

3 Stop job

# eSUB Integrations

**Contract**

ACT START DATE	ACT FINISH DATE	TOTAL DAYS
2/1/2019		0

**Project**

ACT START DATE	EST FINISH DATE	EST TOTAL DAYS	ACT TOTAL DAYS
3/1/2019	7/5/2020	493	236

**CONTRACT**

Total Contract	\$1,245,935.50
Orig Contract Amt	\$1,244,500.00
Approved CORs	\$1,435.50
Revised Amount	\$1,245,935.50
Billed Amount	\$112,005.00
Paid Amount	\$50,000.00
Retainage	\$12,445.00
Last Pay Date	7/10/2017
As Planned	5248 hrs

**DAILY REPORTS**

Total DRs	29
Total Labor	1088 hrs
Base Contract	178 hrs
Approved CORs	24 hrs
Price/Proceed	0 hrs
Field Work Order/T&M	0 hrs
Work Under Protest	0 hrs
Hours Lost	9.0 hrs
Last DR Date	7/24/2019

**REQUESTS FOR INFORMATION**

Total RFIs	80
Answered	23
Pending	57
Open	2
Past Due	55
Avg Days Late	5 days

**CHANGE ORDER REQUESTS**

Total CORs	7
Approved	\$1,435.50
Pending (4)	\$21,380.00
Price/Proceed (1)	\$1,250.00

**SUBMITTALS**

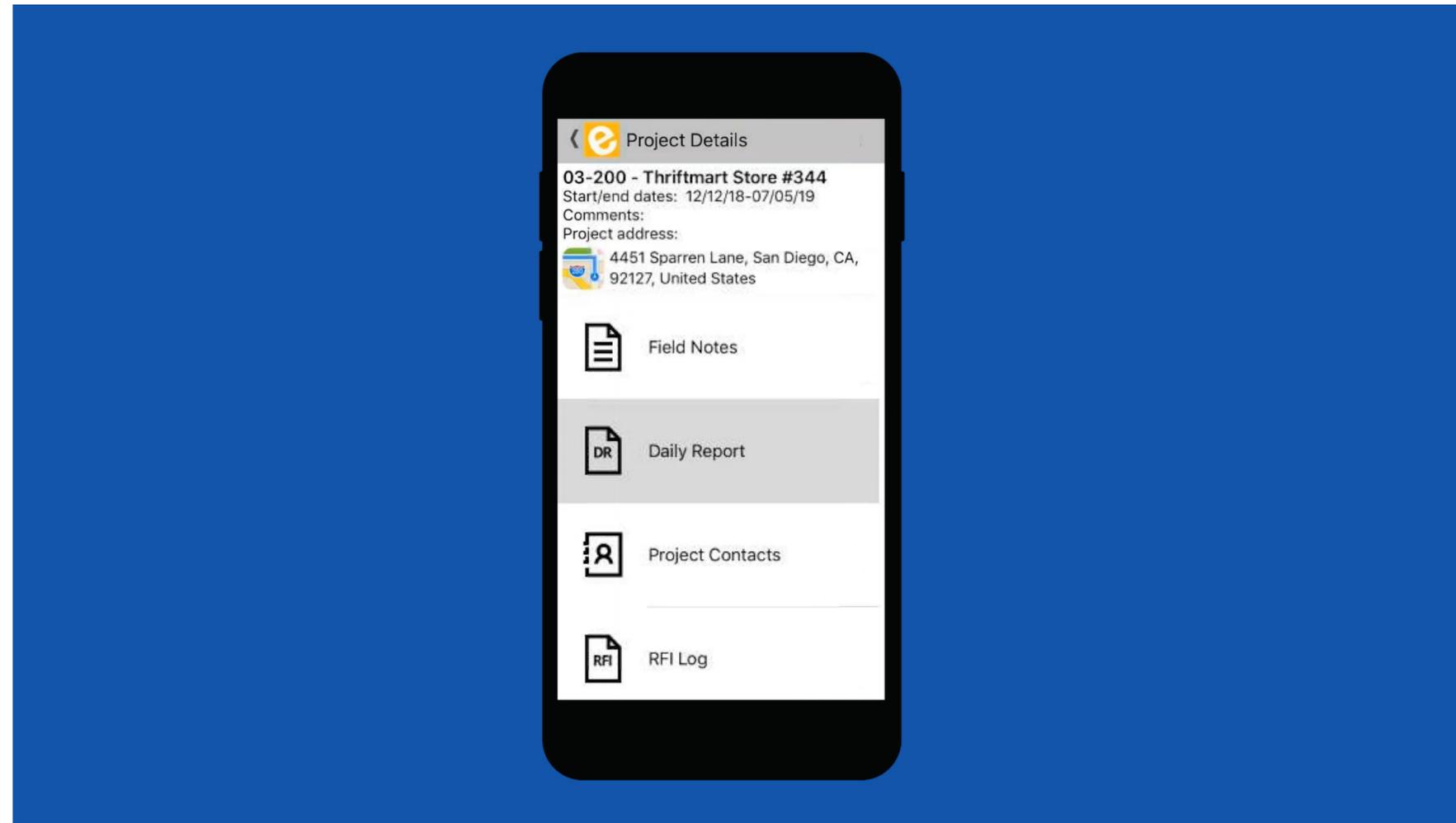
Total Submittals	3
Approved	1
Pending	2
For Approval	1

**PURCHASE ORDERS**

Total POs	4
Est Material Cost	\$457,000.00
Total Amount	\$3,900,000.00
Last PO Date	8/14/2019

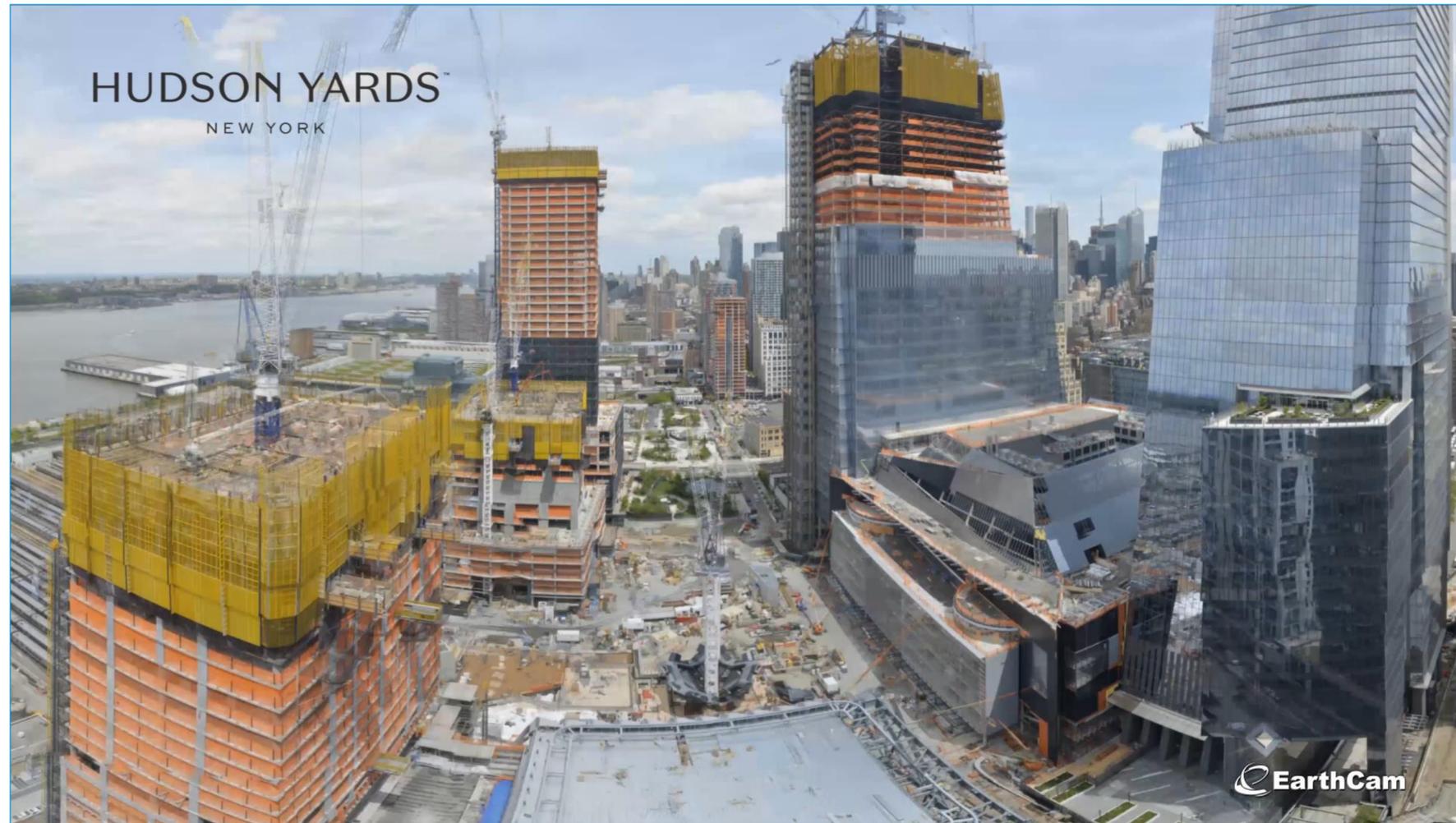
eSUB has integrated with both the BIM 360 and PlanGrid APIs to help customers bridge GC and subcontractor collaboration

# eSUB Integrations



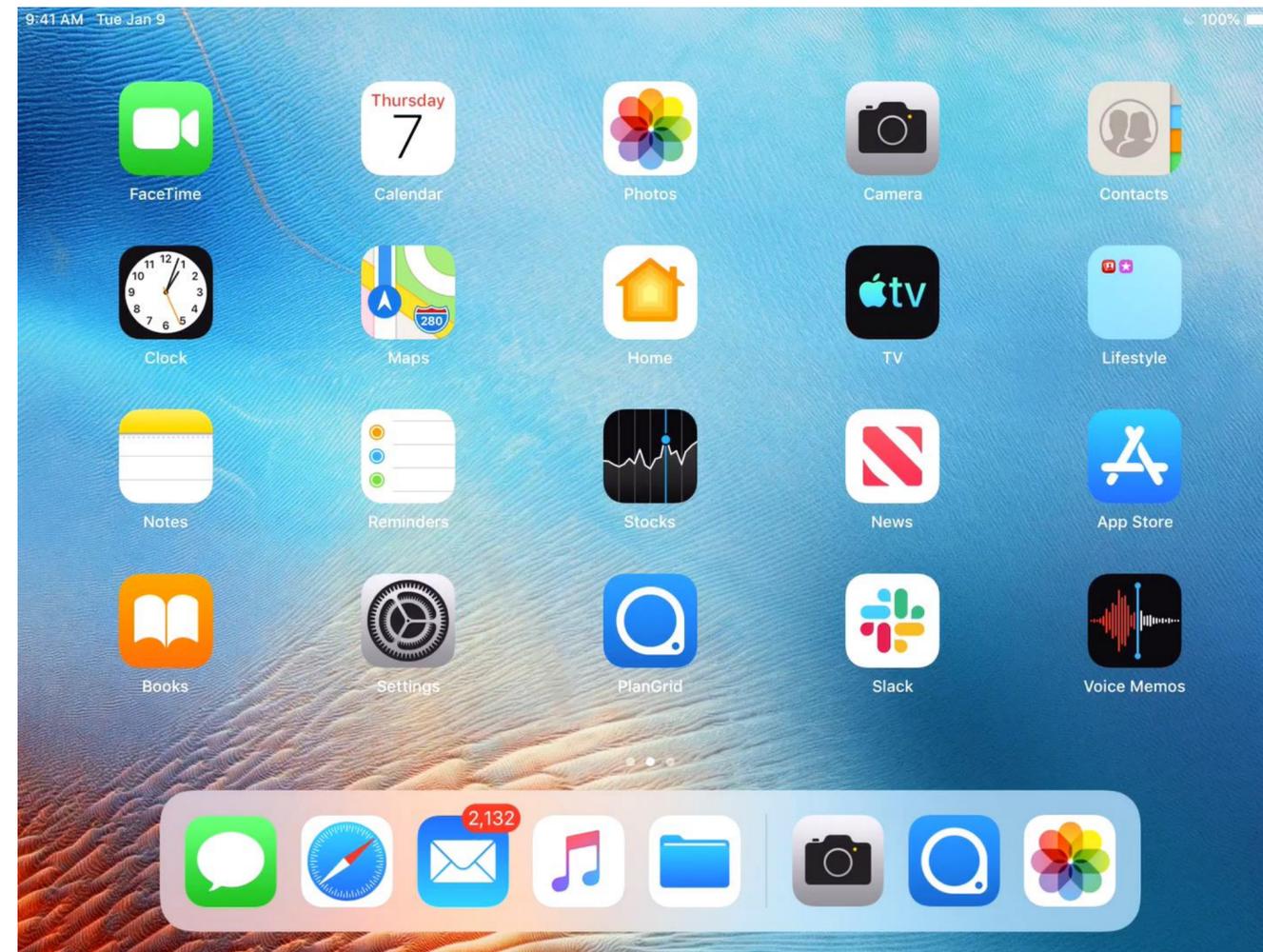
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# EarthCam Partner Card



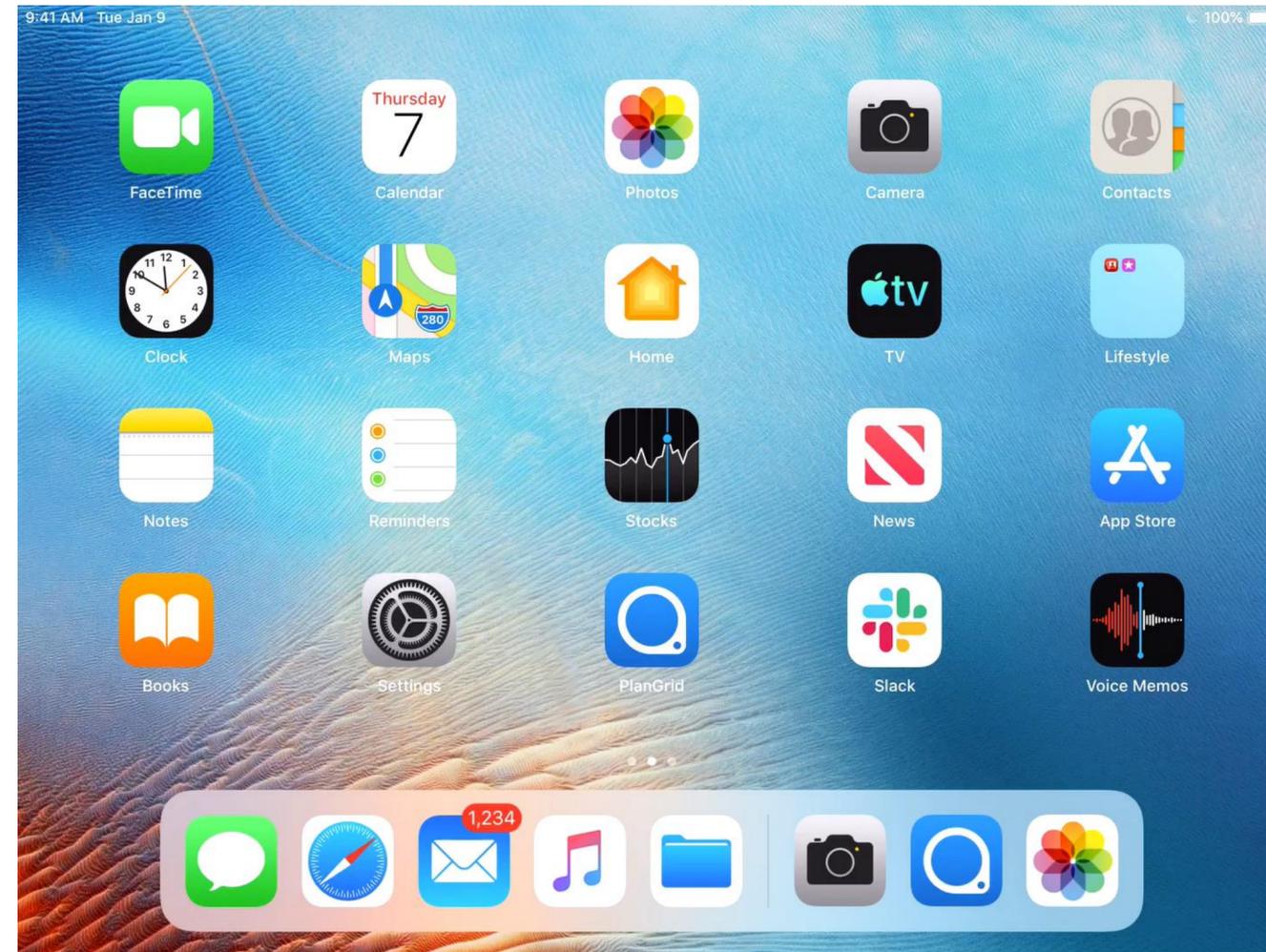
EarthCam added a partner card you can embed in your BIM 360 Project Home screen to keep constant tabs on the jobsite.

# 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

# Q&A





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