

An ERP-to-Jobsite Partnership Born at FutureTech

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Co-founder & CEO

Smartapp.com

Johnny Clemmons

*Global VP & IBU Head -
Real Estate & Construction*

SAP

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Smartapp.com™

TURN YOUR JOBSITE

INTO A SMARTSITE™

#ENRTech



Smartapp.com™

The Ultimate ERP-to-Jobsite Partnership Born @ FUTURETECH

Bridging the gap between
FINANCE and FIELD



TURN YOUR JOBSITE

INTO A SMARTSITE™





What we'll cover

- A partnership journey that began at FutureTech 2022
- The Industry Challenge
- Bridging the gap between **FINANCE** and **FIELD**
- A sneak peak into the resulting Industry Cloud Application



Let's get started

Introductions



Michael Colapietro

**Co-founder & CEO,
Smartapp.com™**

**SAP**

Johnny Clemmons

**Global VP & IBU Head -
Real Estate & Construction, SAP®**



SAP Provides the Leading Transformational Platform for Construction

The Americas

Turner

HATCH

CLARK
CONSTRUCTION

Day & Zimmermann
We do what we say

Kiewit

GRAHAM

AECON FLUOR

TOMLINSON
FOUNDED ON STRENGTH GUIDED BY VISION

ZACHRY

Europe

VINCI
CONSTRUCTION

bam

HOCHTIEF

EUROVIA
VINCI

BOUYGUES

Middle East

wasl
وطل

ACCO
ARABIAN CONSTRUCTION CO
الفنار
alfanar

Asia-Pacific

UGL

BROADSPECTRUM

LARSEN & TOUBRO

CHIYODA

- **25+** years of dedicated Construction practice
- **3000+** Construction customers worldwide
- **\$6.1bn** R&D spend annually

The SAP customers for Engineering, Construction, and Operations represent over **\$200 Billion** in annual revenue & more than **250,000** employees.

- **Complete** Construction Lifecycle support on a single platform
- **Deep** industry-specific capabilities
- **Embedded** preconfigured best practices
- **Clear** industry road map



Smartapp.com Provides the FIELD data automation for Construction Projects

Gilbane

conEdison nationalgrid

WT
WHITING-TURNER

Canon

The Americas

SKANSKA

N Nextwave

CONSIGLI
Est. 1905

STAPLES



Asia-Pacific

AECOM

BAM DIGITAL REALTY

Hines BRIGADE Group

DrRedd
y's

SUZLON

PVR
Developers

LANDBASE
CONSULTING

- **\$300** Billion Operations
- **75k+** Automated Projects
- **100k** Active users

A first-of-its-kind Platform that **Consolidates & Connects** all your project execution automation (**PLANNING, FIELD, SAFETY, FINANCE**) for the jobsite team in **ONE place**.

- **LEAN Last Planner** with full CPM, P6 and Finance integration to plan & track Trade progress in real time
- **SAFETY** first; The most comprehensive Safety solution on the market today.
- **Jobsite Hardware** automating worker ID badges, access control & real time positioning of workers & equipment data
- **Mobile** - online or offline, Android or iOS, tablet or phone.
- **No code / Low code** to automate the way you work.

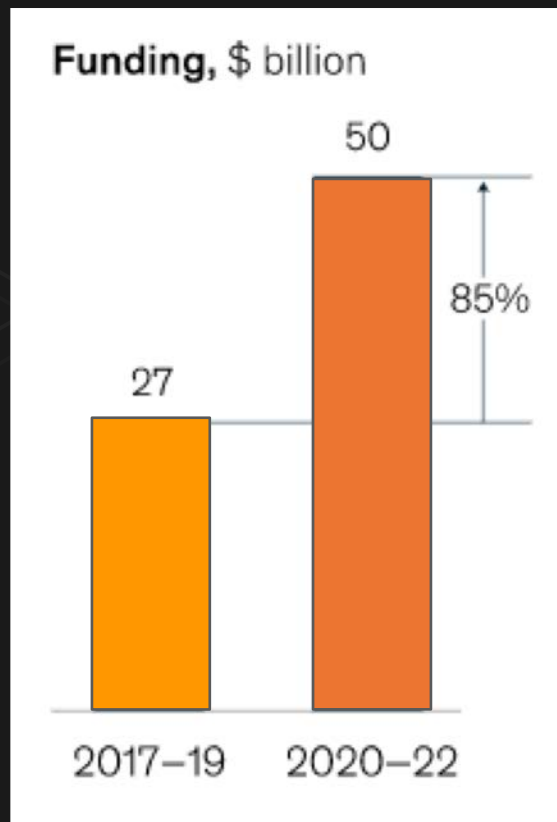


The Engineering, Construction & Operation Industries Today



EC&O Market: Current Size and Potential

At \$12 Trillion, this industry is one of the biggest in the world but historically has been one of the slowest to digitize and innovate. But that's changing fast.



Global investment in Architecture, Engineering and Construction tech grew to **\$50 Billion** between 2020 & 2022.

85% higher than the previous 3 years.

Source: McKinsey & Co.

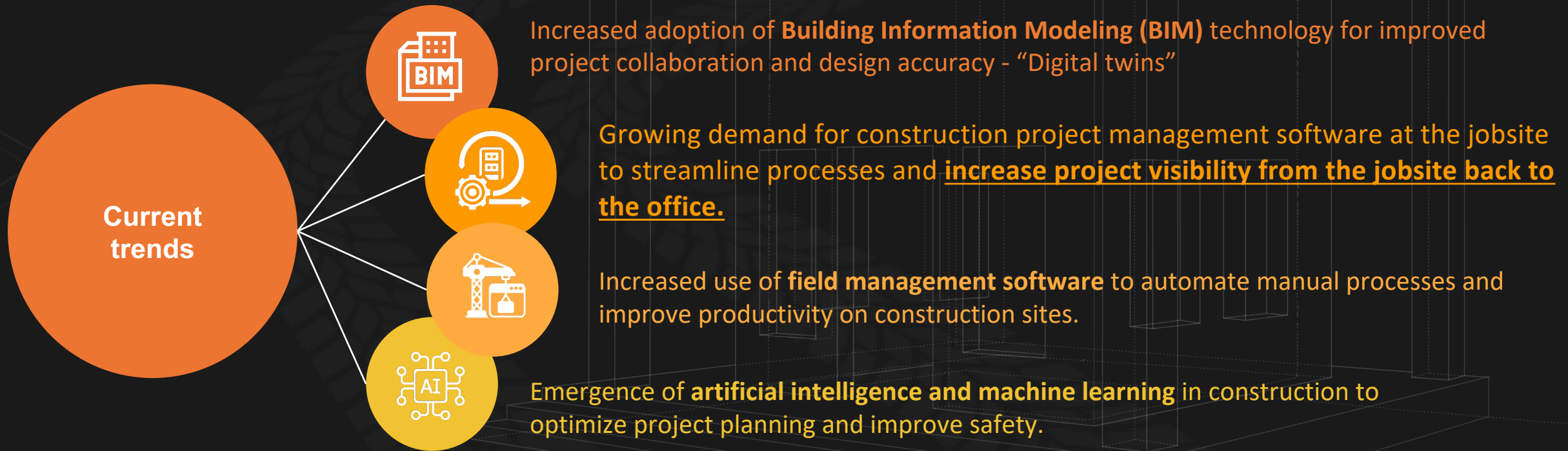
- Strong demand for infrastructure
- A shortage of skilled labor
- Increased stakeholder pressure for data transparency & integration

These are the factors accelerating digital adoption. **As a result, the tech ecosystem has experienced an explosion of investment.**



EC&O Market Trends & Opportunity

The engineering, construction and operations (EC&O) industry is undergoing significant transformation, with a growing emphasis on digitization and automation. The use of software and job automation technologies has become increasingly critical in improving efficiency, reducing costs, and enhancing project delivery.



Industry Goal & Challenge

**To build something somewhere
on time on budget and safely.**



Industry Goal & Challenge

**To build something somewhere
on time on budget and safely.**

**How do you
represent that
something?**



Industry Goal & Challenge

To build something somewhere
on time on budget and safely.

By focused data efforts in
the **back office**

How do you represent that something?

- ✓ **BIM**
- ✓ **Drawings & Specs**
- ✓ **Schedules & Budgets**
- ✓ **Bids & Contracts**
- ✓ **Safety Plans**



Industry Goal & Challenge

**To build something somewhere
on time on budget and safely.**

**How do you build
that something
somewhere?**



Industry Goal & Challenge

To build something somewhere
on time on budget and safely.

CHALLENGE: To effectively
bridge the data gap from the Jobsite
to the Back Office

How do you build
that something
somewhere?

✓ By shifting efforts from
the back office to the
jobsite.



EC&O Market today

It's estimated that construction teams in the US
alone will lose **\$177 billion!** in non-productive
labor activities. The loss includes looking for project data &
information, conflict resolution and dealing with mistakes &
rework, especially between the **FIELD and FINANCE teams.**

Source: McKinsey & Company



Project Owners are likely overpaying for projects due to poor productivity.

It's estimated that construction teams in the US alone will lose **\$177 billion!** in non-productive labor activities. The loss includes looking for project data & information, conflict resolution and dealing with mistakes & rework, especially between the **FIELD and FINANCE teams.**

Source: McKinsey & Company



Project Owners are likely overpaying for projects due to poor productivity.

General Contractors suffer increasingly low profit margins due to inefficiencies & Trades are often delayed getting paid.

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Source: McKinsey & Company



Project Owners are likely overpaying for projects due to poor productivity.

General Contractors suffer increasingly low profit margins due to inefficiencies & Trades are often delayed getting paid.

And every single wasted step causes lost TIME, delays & cost overruns to the project.

It's estimated that construction teams in the US alone will lose **\$177 billion!** in non-productive labor activities. The loss includes looking for project data & information, conflict resolution and dealing with mistakes & rework, especially between the **FIELD and FINANCE teams.**

Source: McKinsey & Company



An idea that began
@ FutureTech 2022...



Can we bridge the gap? Jobsite data **disconnected** from Finance!

SAP & Smartapp.com met at **FUTURETECH 2022** where the idea & collaboration was born to integrate at the deepest levels the leading Construction ERP Platform with the most comprehensive Jobsite automation Platform - seamlessly **BRIDGING** the **DATA** gap between the back office & the Jobsite teams in **ONE** solution.



Bringing together the best of 2 powerful products



**Jobsite
Construction
Management
Automation**



**Backoffice
Enterprise
Resource
Planning
System**



The result is a partnership that created a revolutionary Industry Cloud Application for EC&O that solves a known, current & recurring problem: Bridging the gap between **FINANCE** ↔ **FIELD**

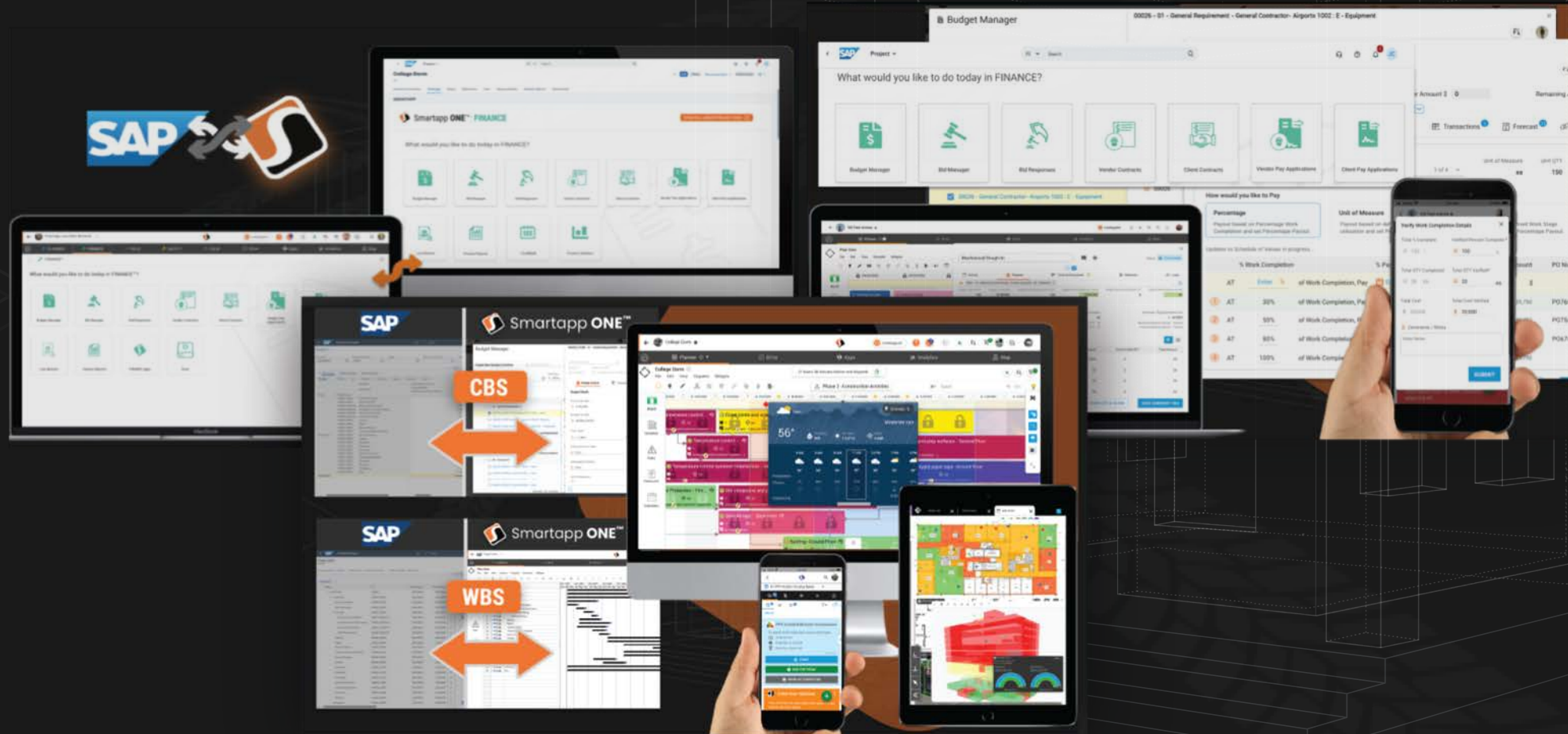
**An idea that began
@ FutureTech 2022...**



**Comes to Market
@ FutureTech 2023 !**



Introducing Smartapp ONE™ for SAP - Bridging FINANCE to FIELD



Smartapp ONE™ for SAP Industry Cloud Application is available in the SAP Store.



Bridge FINANCE to FIELD and seamlessly connect your SAP S4/HANA to your jobsite.

A screenshot of the SAP Store search results page. The browser address bar shows the URL: store.sap.com/dcp/en/search?sortCode=createdat-desc&query=:createdat-desc:certifications:SAP%20Endorsed%20App:industries:Engineering,%20Constr... The page header includes the SAP Store logo, a search bar, and navigation icons. Below the header, there are filter tabs for 'Category', 'Industry' (selected), 'Works With', 'Solution Type', 'Publisher', 'Certification', and 'More Filters'. The search results section shows '4 Results' and a 'Sort: Recently Added' dropdown. The first result is 'Smartapp ONE™' with the description 'Bridge FINANCE to FIELD and seamlessly connect your SAP S4/HANA to your jobsite.' and is marked as a 'SAP Endorsed App' with a 'Free Trial' badge. Other results include 'Time Tracking for Service Organizations' and 'Sodales for Enterprise Health, Safety and Employee Relations', both also marked as 'SAP Endorsed App' with 'Free Trial' badges. A 'Have a Question?' button is visible on the right side of the results grid.

1

Smartapp ONE™

Easily install from the SAP Store to quickly **Connect** your SAP S/4HANA EC&O projects to a Smartapp JobSite projects.



Project Central

Manage Connector and Subscriptions

Smartapp.com, Inc. License: Enterprise Search Projects

LINK SAP TO SMARTAPP PROJECTS		SELECT SMARTAPP EDITION AND OPTIONAL HARDWARE (HW) ADD-ON			
SAP PROJECTS	SMARTAPP PROJECT	ONE™ FOR SAP	PLANNER BOARD (HW)	SAFETY BADGE (HW)	ACCESS CONTROL (HW)
Project Illumiti (SA0003)	Project Illumiti OPEN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Project Jupiter (SA0004)	Project Jupiter OPEN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Project Fluor (SA0006)	Project Fluor OPEN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not Licensed (28)					
<input type="checkbox"/> Smartapp Test 2 (R.0)	<input type="radio"/> New Project <input type="radio"/> Link to Existing Project	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> 11 Main St (SA0001)	<input type="radio"/> New Project <input type="radio"/> Link to Existing Project	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> College Dorm (P2)	<input type="radio"/> New Project <input type="radio"/> Link to Existing Project	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Existing Connected Projects		Total Projects to connect			
12		0			

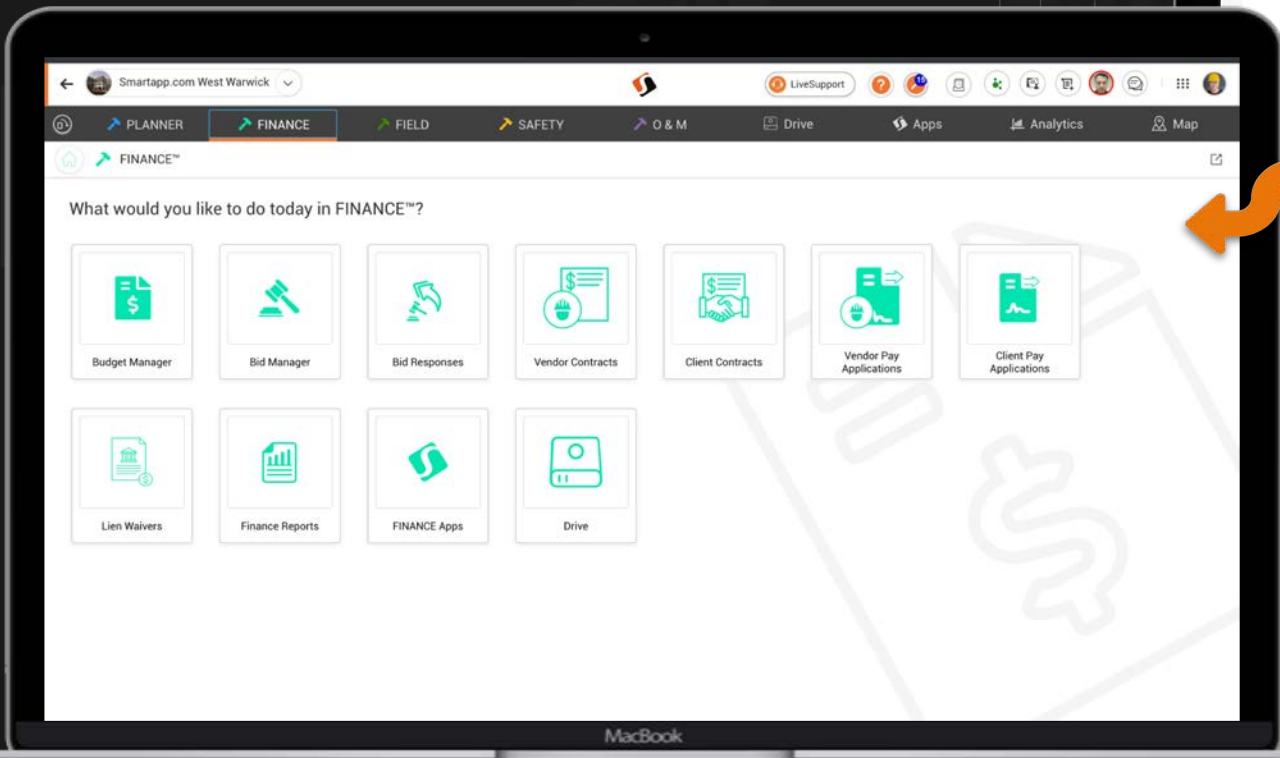
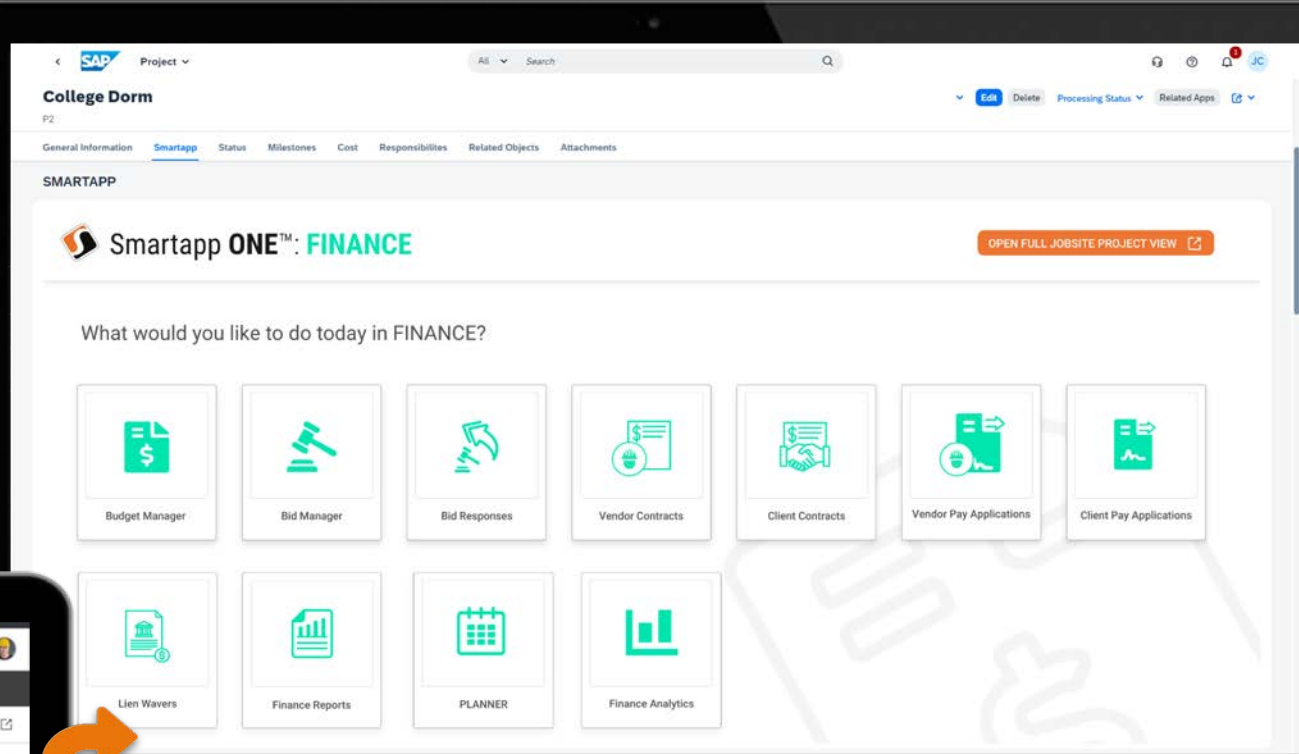
CONNECT



2

Smartapp ONE™

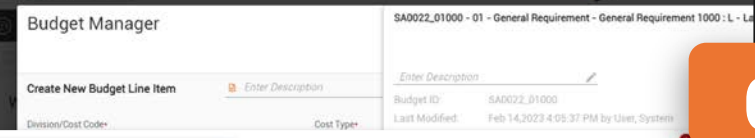
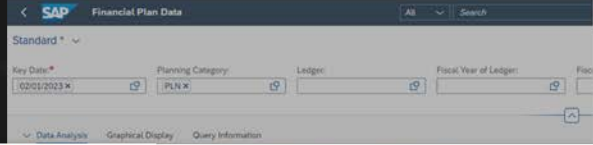
Once connected, Smartapp ONE seeds a FINANCE landing console **right inside** your SAP CORE project - purpose built **industry-centric interfaces** built for EC&O projects - **WBS, CBS, Bids, Contracts, & Pay Application.**



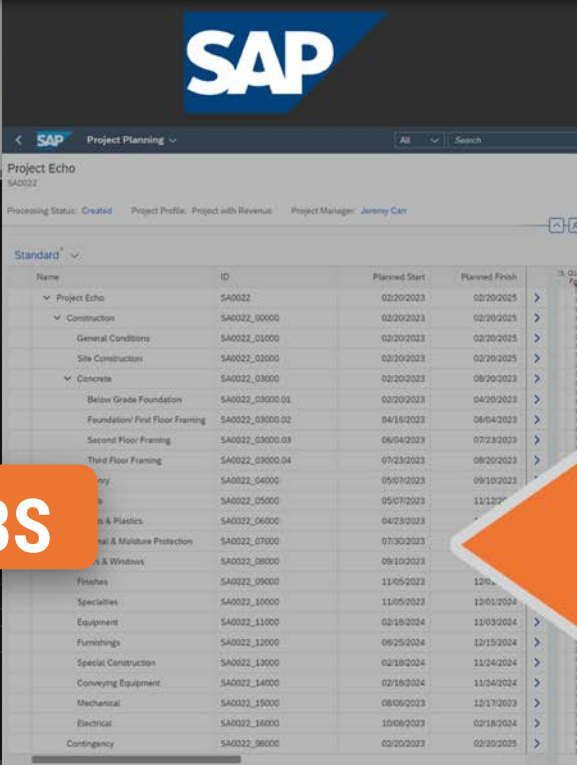
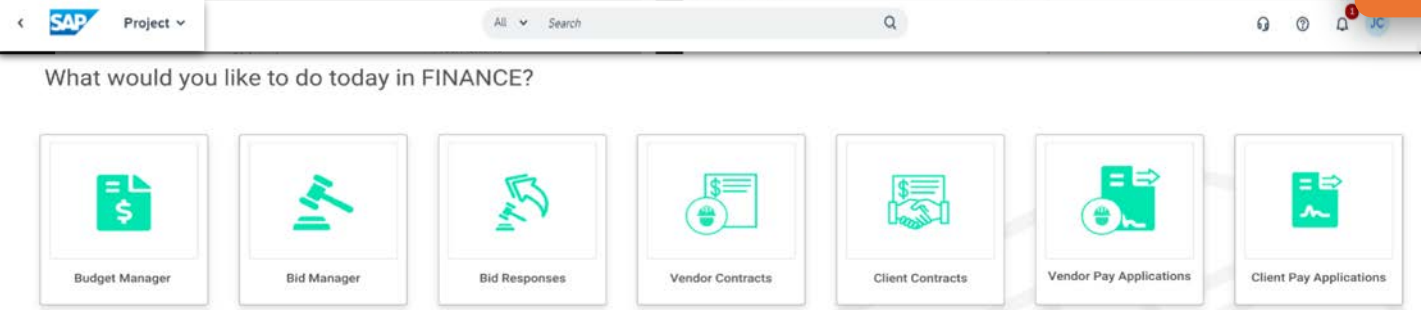
3

Smartapp ONE™

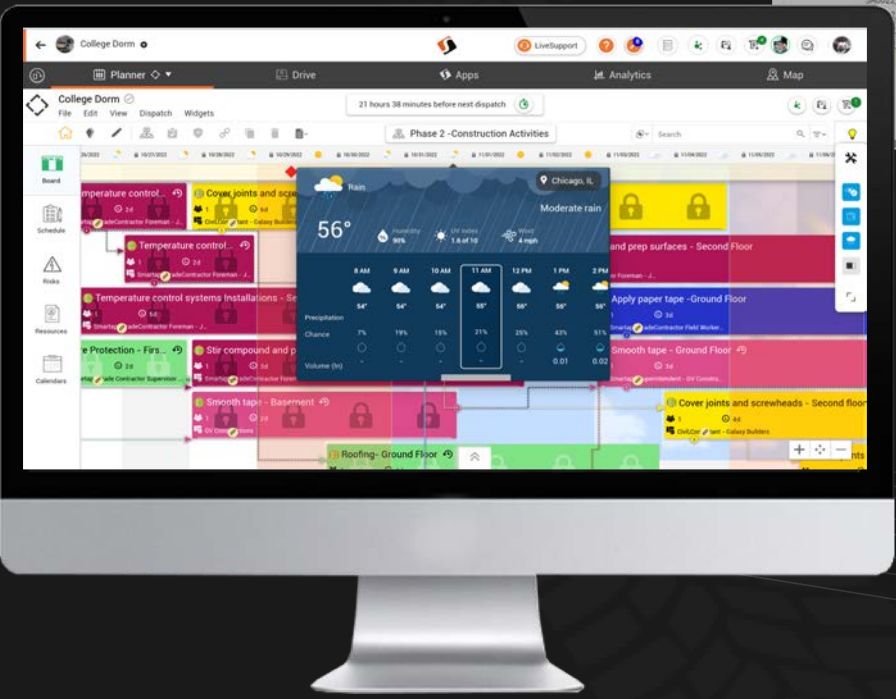
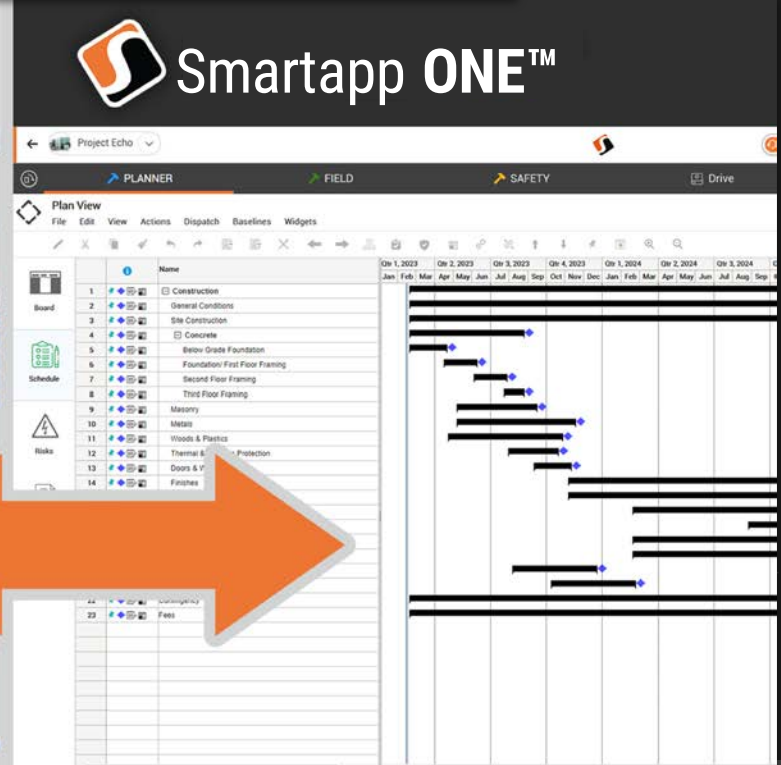
NOW you can easily & visually BUILD or sync your project Budget (CBS) & (WBS) between SAP S/4HANA & Smartapp ONE™



CBS



WBS



4

Smartapp ONE™

Then have your FIELD project team leverage our built-in realtime **LEAN LAST PLANNER** to get real time **FORECASTS & ACTUALS** directly from the field to your SAP ERP.

College Dorm

21 hours 38 minutes before next dispatch

Phase 2 - Construction Activities

Chicago, IL

56° Rain

Moderate rain

Humidity 90% UV Index 1.6 of 10 Wind 4 mph

Temperature control...
Cover joints and scre...
Temperature control...
Temperature control systems installations - S...

and prep surfaces - Second Floor

Apply paper tape - Ground Floor

Smooth tape - Ground Floor

Masonry

Status: In Planning

Details Finance

Finance

Budget Line Item

SA0022_04000 - Masonry 4000 - 04 - Masonry - L - Labor

Budget Total Unit QTY	Budget Total Amount	Budget Remaining Unit QTY	Budget Remaining Amount	Budget Forecast Balance QTY	Budget Forecast Balance Amount
7,500	\$750,000	0	\$0	0	0

Rollup Tag

Unit of Measure	Unit Cost	Summary Tag Quantity	Summary Tag Estimated Cost
LF	\$100	7,500	\$ 750,000.00

Associated Work Tags

Status	Tag Count	Est. UOM QTY	Est. Amount	Actual UOM QTY
PLANNED	7	125	\$12,500	0
ACCURED	38	4,200	\$420,000	0
COMPLETED	12	1,250	\$125,000	0
VERIFIED	15	1,925	\$192,500	1,925

Created: Erica Sinclair, 2/14/2023
Company: The Whiting-Turner Company

SAVE & COMMIT SUMMARY

IT PPP Student Housing Bailey

May 25

PPC-Install Bathroom Accessories

To install at the lobby back rooms north gate.

Trade Activity

01:00 PM to 6:00 PM

Sixth Floor-Bailey Hall

START

END FOR TODAY

MARK AS COMPLETED

Install Door Hardware

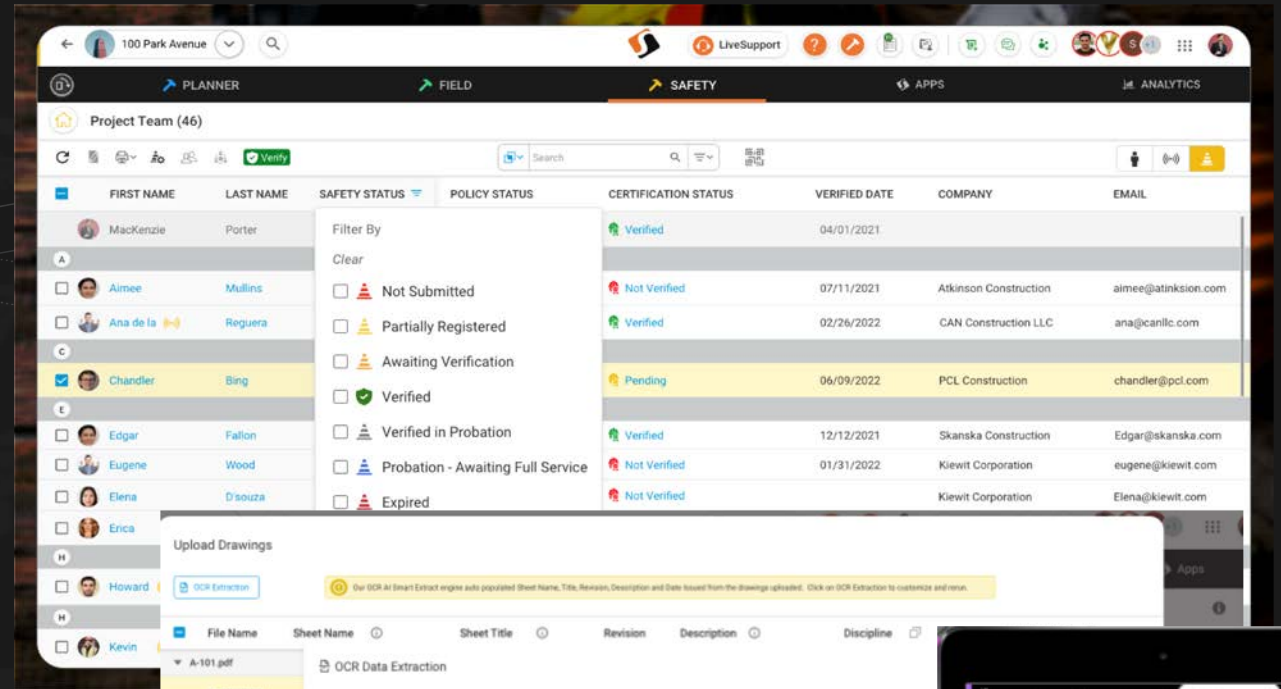
This is for the main lobby back gate security lock for the door knob.



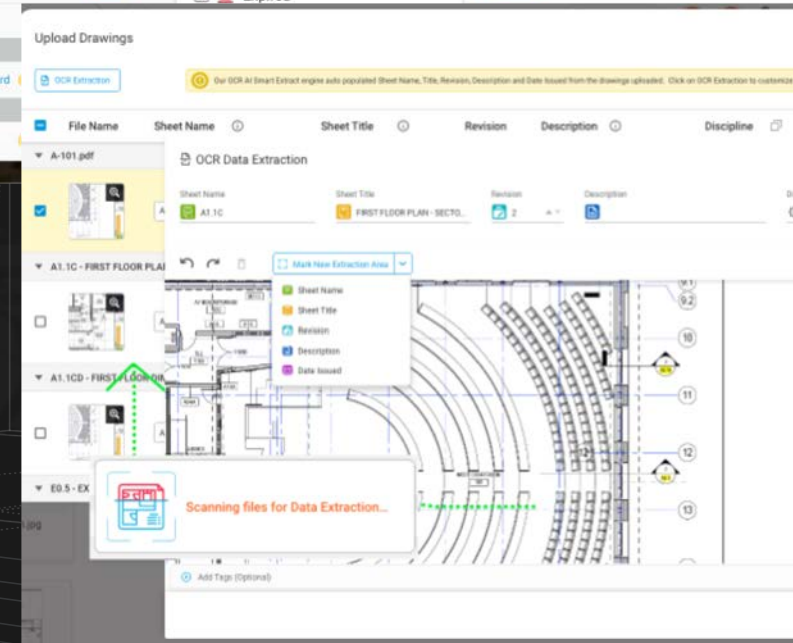
5

Smartapp ONE™

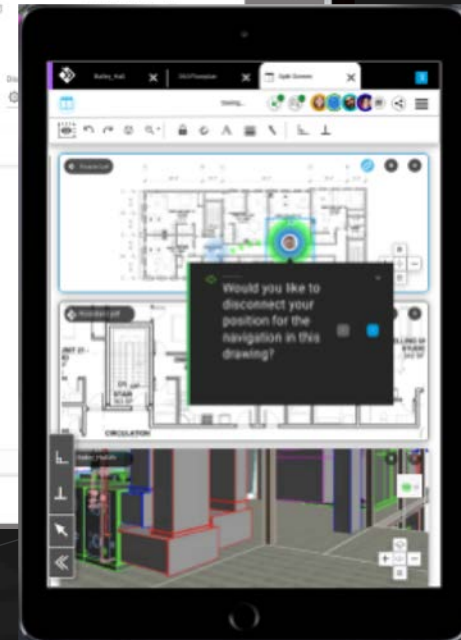
Then leverage the rest of our platforms capabilities to automate ALL your Jobsite **FIELD & SAFETY** needs such as; worker onboarding, **Document Control, RFI's, Submittals, Safety & Quality** and more... ALL in **ONE** place.



FIRST NAME	LAST NAME	SAFETY STATUS	POLICY STATUS	CERTIFICATION STATUS	VERIFIED DATE	COMPANY	EMAIL
MacKenzie	Porter	Verified		Verified	04/01/2021		
Aimee	Mullins	Not Submitted		Not Verified	07/11/2021	Atkinson Construction	aimee@atinkson.com
Ana de la	Reguera	Partially Registered		Verified	02/26/2022	CAN Construction LLC	ana@canllc.com
Chandler	Bing	Awaiting Verification		Pending	06/09/2022	PCL Construction	chandler@pcl.com
Edgar	Fallon	Verified		Verified	12/12/2021	Skanska Construction	Edgar@skanska.com
Eugene	Wood	Verified in Probation		Not Verified	01/31/2022	Kiewit Corporation	eugene@kiewit.com
Elena	D'souza	Probation - Awaiting Full Service		Not Verified		Kiewit Corporation	Elena@kiewit.com
Erica		Expired					



File Name	Sheet Name	Sheet Title	Revision	Description	Discipline
A-101.pdf	A1.1C	FIRST FLOOR PLAN - SECTO.	2		
A1.1C - FIRST FLOOR PLAN					
A1.1CD - FIRST FLOOR PLAN					
ED.5-EX					



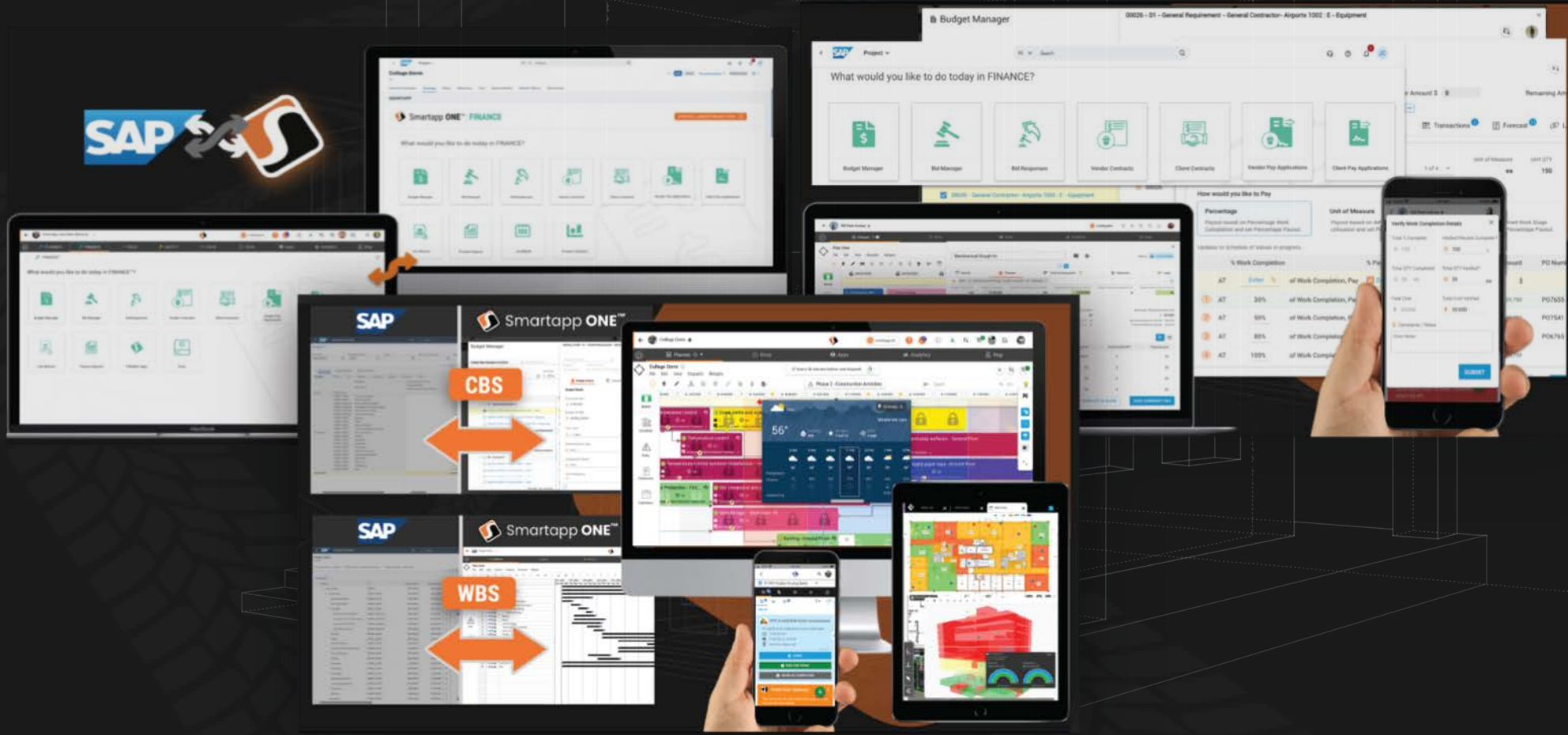
Would you like to disconnect your position for the navigation in this drawing?





**TURNING YOUR JOBSITE INTO
A SAP DATA FACTORY**

Interested? We are seeking early co-innovation adopters to bring it to the next level.





Smartapp.com™

TURN YOUR JOBSITE

INTO A SMARTSITE™

SAP

Come talk
to us at
Table #4

Learn more about
Bridging the gap between
FINANCE & FIELD



ENR FutureTech

Engineering News-Record

CONSTRUCTION'S LEADING TECHNOLOGY FORUM

HILTON UNION SQUARE
SAN FRANCISCO

