Breaking Down Barriers: How Technology and Business Stakeholders are Working Together to Drive the Business

AGC Technology Conference



Speakers





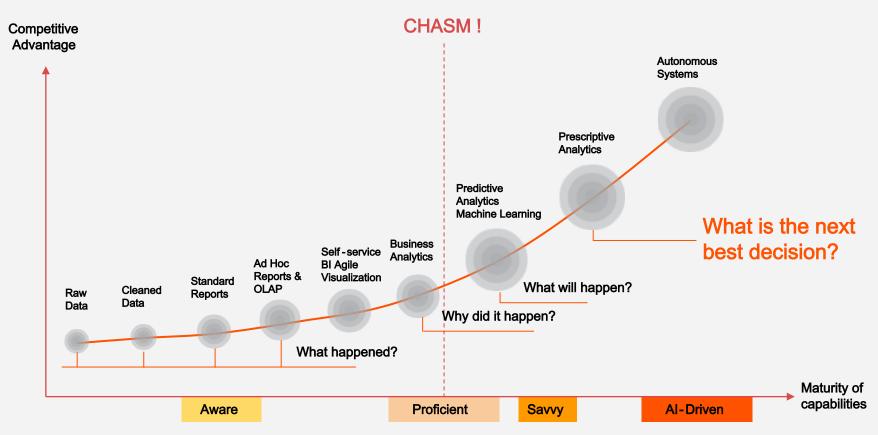
Kris Lengieza VP, Global Tech Evangelist Procore Jit Kee Chin Chief Technology Officer Suffolk





feel they could make better decisions if they had greater access to real time and historic data.

The Journey to Being Data - Driven





CONFIDENTIAL & SUBJECT TO NDA

Data Maturity

Competitive Advantage



How can you start your data-driven journey?

Data Maturity



Data Processes

Data Integrity





Enabling the education of "data" for all levels of understanding within your organization Creating processes for collecting, organizing, reporting on data that make sense for your business needs and objectives Enabling the collection of good, clean and accurate data through established processes, and the power of the Procore platform

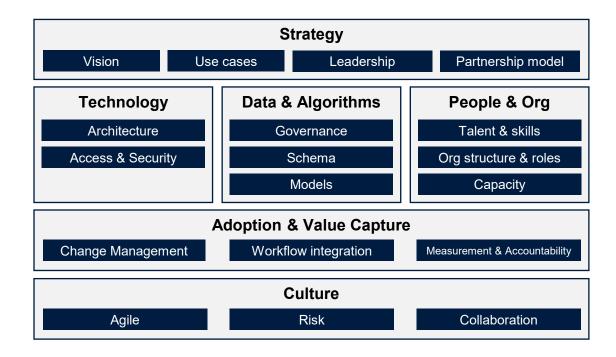
A Tangible Example

Drive Cleanliness

Build Trust

PROCORE

How Suffolk has created a data-driven culture successfully: The Building Blocks

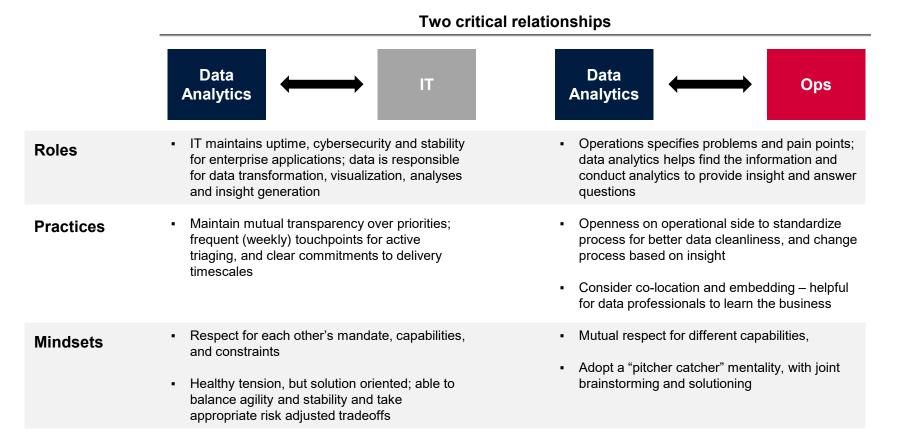




How Suffolk has created a data-driven culture successfully: Charting the Path

	2017	2018-2020	2020-2023	2023 to present		
1	Diagnose	2 Build Momentum	3 Programmatic Change	4 Value Capture at Scale		
	Understand state of the data, systems, tech stack Understand the people landscape	 Build the central team Select quick wins, deliver well, and build business sponsorship Communicate success widely Invest in the tech stack 	 Systematically put all building blocks in place Generate business "pull"; allow the business to own Invest in training, comms, and enable the front line Systematize the change management, rollout, and value capture processes 	 Evolve the organization - build capability and capacity in different business lines; decentralize capabilities Systematic roadmap of use cases Clear accountability for value capture 		
•	Found 10+ core systems with no unique identifiers Lacked clear data definitions and had uneven process hygiene Found uneven data literacy across the business	 Picked Safety as the "quick win" – collected digital data, built dashboards and explored predictive analytics Used Project Dashboard to drive improvements in data architecture, governance and process hygiene 	 Expanded team from 4 to to 15 with specialized capabilities Transformed the data analytics stack, from SQL extracts to AWS and DBS Implemented agile development processes and tight demand management Launched data literacy training 	 Operationalized delivery by embedding data FTEs in Ops Documented backlog of use cases by business area Invested in Operations Excellence to drive change management and process standardization 		

Understand the need to collaborate across the organization



The Payoff

Better information and analysis for better decision making...

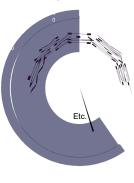
Project Dashboard

Market Opportunities



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Safety Risk Predictions





....in order to build better



Ritz-Carlton Residences; Sunny Isles Beach, FL

Boston Children's Hospital; Boston, MA



Yahoo Data Center; Lockport, NY



Hard Rock Hotel & Casino; Hollywood, FL



PROCORE