



# AGC

THE CONSTRUCTION  
ASSOCIATION

*How to get value from Gen AI! Leverage the power  
of cloud platforms to drive digital business process  
transformation and modernize your business  
operations*

Volker Schaberg

Shirin Arnold



**AGC**  
THE CONSTRUCTION  
ASSOCIATION

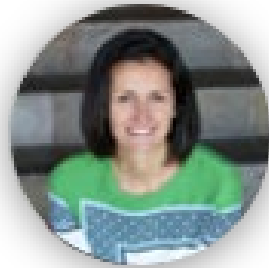
# Trends Driving Construction Management in 2024





**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Today's Speakers



**Shirin Arnold**

Principal Industry Lead Construction  
shanthi@dropbox.com



**Volker Schaberg**

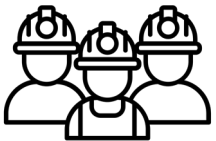
Chief Technology Officer  
Volker.schaberg@teamim.com





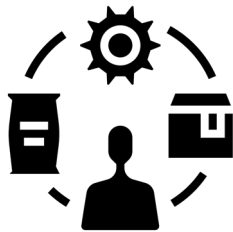
**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Top Trends in CM in 2024



## Labor Shortages

Globally labor shortages are a continued issue



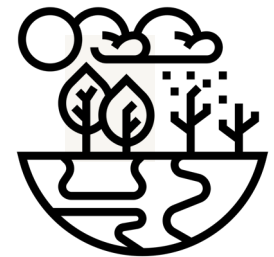
## Digitization & AI

Working smarter not harder



## Market Uncertainties

Necessity to remain agile



## Sustainability

Increase in ESG (environment, social, governance) requirements



**AGC**  
THE CONSTRUCTION  
ASSOCIATION



## Labor Shortages

- Invest into automation and robotics
- Increase in adoption of technology
- Collaboration with educational institutions





**AGC**  
THE CONSTRUCTION  
ASSOCIATION



## Digitization & AI

- Invest in AI software
- Automate where possible
- Digitize processes
- Continuously educate on AI
- Test AI solutions where possible



**AGC**  
THE CONSTRUCTION  
ASSOCIATION



## Market Uncertainties

- Agile business models
- Diversification of company portfolios
- Advancement in digital transformation journey to mitigate risk exposure





**AGC**  
THE CONSTRUCTION  
ASSOCIATION



## Sustainability

- Embrace sustainable construction practices
- Adopt green materials
- Design with energy conservation in mind
- Water conservation
- Get certified with your projects





Navigate to [Slido.com](https://www.slido.com)

How would you prioritize these trends for your company?

# **Audience Survey**

## **Code: #1316346**



**AGC**  
THE CONSTRUCTION  
ASSOCIATION

Navigate to [Slido.com](https://www.slido.com)

How are you using AI today in your company?

# **Audience Survey**

## **Code: #1316346**





**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Business Transformation Through Digitization



# Digitization Approaches

## Simple : Cloud Platform

**Applicable to:** Contractors with smaller IT departments

**Approach:** Leverage a cloud storage platform with collaboration features.

## Advanced: Adopt a Construction Mngt Platform

**Applicable to:** Contractors with a greater IT / system configuration team

**Approach:** Adopt a specific construction management platform

## Custom : Own Platform

**Applicable to:** Contractors with a large IT organization

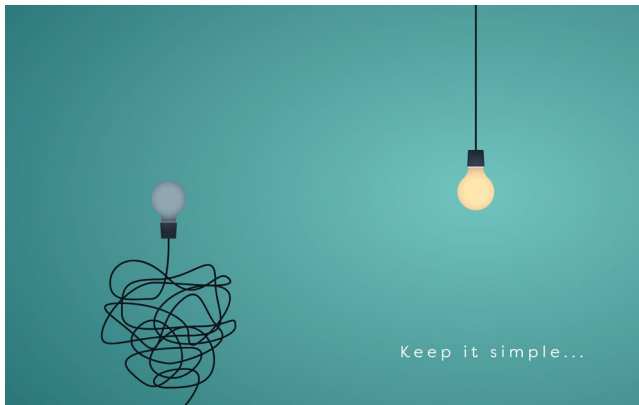
**Approach:** Develop own system / avoid vendor lock in





**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Simple



**Applicable to:** Contractors with smaller IT departments

**Approach:** Leverage a cloud platform with file collaboration features.

**Cloud Platforms to consider**

- Dropbox
- SharePoint
- Egnyte
- M-Files
- Box

**Impacts:** Single source of truth, Processes still largely manual, ERP still does a lot of the heavy lifting

**Key to success:** Support for construction specific file viewers, large file support, file request and transmit capability, vendor should have AI strategy



**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Advanced



**Applicable to:** Contractors with a greater IT / system configuration team

**Approach:** Adopt a specific construction management platform

**Cloud Platforms to consider**

- Procore
- Autodesk Construction Management
- Aconex
- InEight
- CMiC

**Impacts:** Can be costly – typically charge a % of construction value,  
Requires configuration, training and change management to implement,  
Requires continuous maintenance, Significant process automation  
opportunity, consider longer term record storage

**Key to success:** Look for strong ecosystem of partners and integrations,  
field support, AI strategy of the platform.



# Custom



**Applicable to:** Contractors with a larger IT organization

**Approach:** Develop own systems or blend systems in order to avoid vendor lock in.

**Impacts:** Avoid vendor lock-in, avoid construction value fee basis, long term records management, more suited for contractors that are vertically integrated.

**Key to success:** Custom configured to your processes, ensure can integrate with LLM for knowledge, typically built on a platform



**AGC**  
THE CONSTRUCTION  
ASSOCIATION

Navigate to [Slido.com](https://www.slido.com)  
What tools are you using at your company?

# **Audience Survey**

## **Code: #1316346**





**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Customer Case Study



**AGC**  
THE CONSTRUCTION  
ASSOCIATION



## DeMaria Building Company

DeMaria is a construction management and general contracting firm based in Michigan that has cultivated an impressive reputation by successfully completing innumerable institutional, commercial, healthcare, and federal government projects throughout the United States

### Profile

- Industrial, Healthcare, Commercial, Higher education, K12, federal government and municipal.
- 40-50 projects per year
- 2 Technology related staff out of a total 120 permanent staff
- Major technology in use: Sage. Procore. Dropbox Sign. Autodesk AEC tools and add-ins BuildingConnected, Trade Tapp, Pype. DroneDeploy.



**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Initiatives & Observations

- Small internal IT support therefore focus is on leveraging technology partners.
- Current Digitization strategy
  - Currently adopting Procore as Construction Management platform to automate construction management processes.
    - Approach has been to introduce one tool at a time (as practical), ensure it works, find a business champion for that tool/ subject area before moving on to the next tool.
    - Selected due to breadth of ecosystem, financial and project management capabilities.
    - Deployed Dropbox Sign across all business processes, leveraging integration with Procore
      - Supports more tools, more intuitive, TEAM IM is a very responsive partner.
  - Autodesk AEC tools, have been using these for a long time, keeping abreast with Autodesk updates
  - DroneDeploy. Aerial 360 Imagery used for site inspections, mapping and marketing.
- Future Projects
  - Adopting Dropbox for long term record (drawing and specifications per project) storage and large file storage.(site photo's and video's, drone footage).
  - Working out how to leverage Gen AI.





**AGC**  
THE CONSTRUCTION  
ASSOCIATION

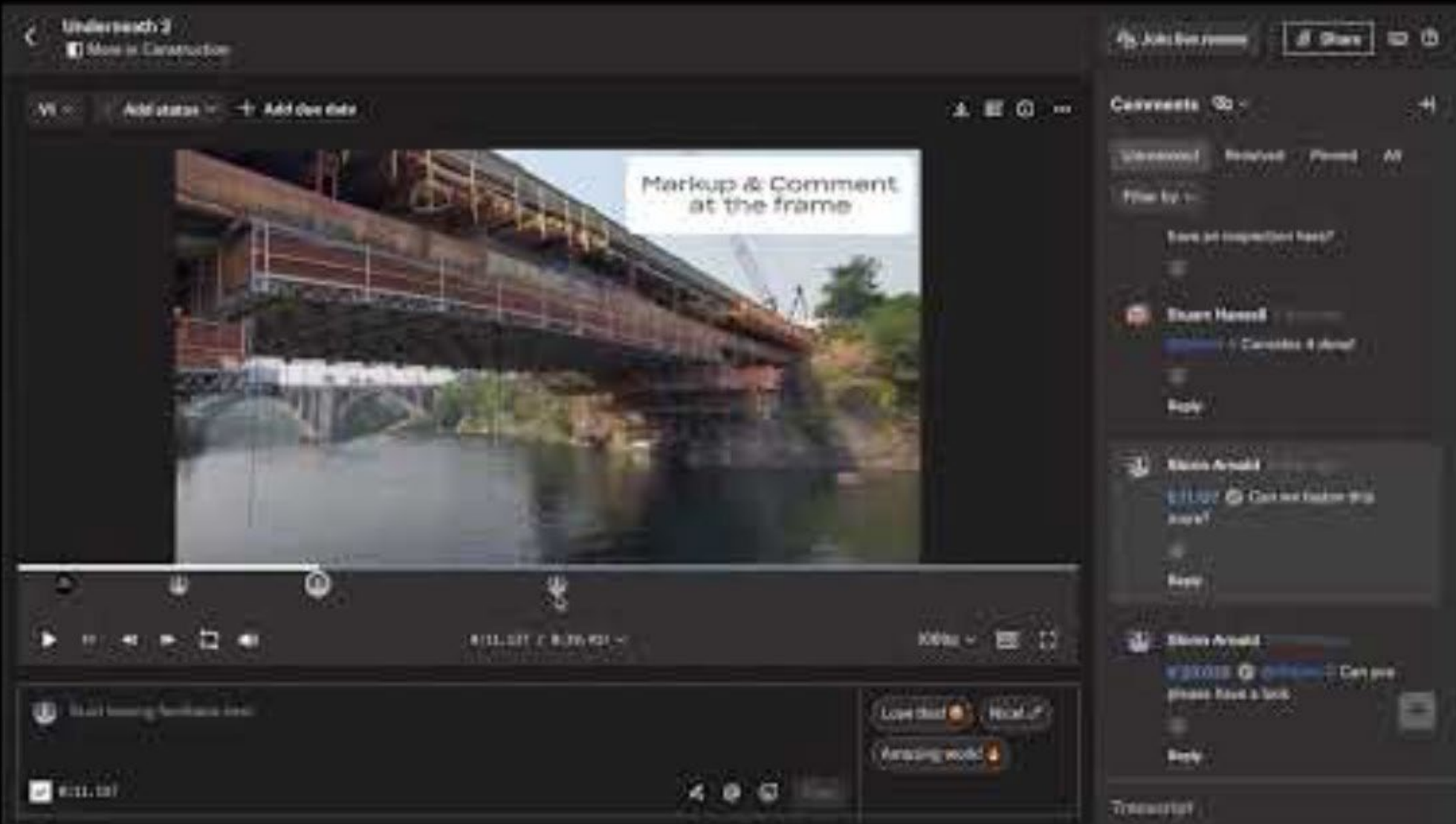
# Technology Demonstration



# Dropbox Sign

**PROCORE**

team







**AGC**  
THE CONSTRUCTION  
ASSOCIATION

# Q&A

