



Making AI a Reality for Your Firm: Where to Start, How to Use It, and What Comes Next

Perry Currin & Tyler Kubsch | August 7, 2024

Our Speakers



Perry Currin

Construction Industry Lead

About

Perry works with clients to develop the technology strategy for information management and AI implementation through process improvements, application development, reporting, and analytics.



Tyler Kubsch

Business Development Director

About

Tyler helps construction firms with the adoption of the Microsoft solution stack, including data and cloud strategy, BI, ERP, CRM, and project operations. He advises on process improvement, change management, and ongoing support of their Microsoft solutions.



Agenda

- Introductions
- Where do you start? – a well-defined data strategy
- How AI and low-code development can benefit your firm
- Construction-specific use cases that boost efficiencies and save time
 - Self-service GPT AI
 - Resource management tool
 - Digital safety site visit report
 - Identifying objects and handwriting
- Next steps: How to get started with AI today

Introduction to HSO

2,500+
employees

20+
years ERP/CRM experience

100+
AEC Clients

BUSINESS APPLICATIONS SOLUTIONS



MARKETING



BUSINESS
DEVELOPMENT



RELATIONSHIP
INTELLIGENCE



PROJECT
DELIVERY



FINANCE &
OPERATIONS



HUMAN
RESOURCES

POWER PLATFORM



POWER APP
DEVELOPMENT



APP
MODERNIZATION



CENTER OF
EXCELLENCE



ENTERPRISE DATA
MANAGEMENT



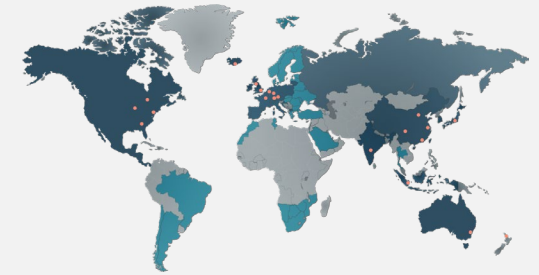
BUSINESS
INTELLIGENCE



MICROSOFT
AI

DATA & ANALYTICS

GLOBAL FOOTPRINT



CREDENTIALS

2022/2023
INNERCIRCLE
for Microsoft Business Applications

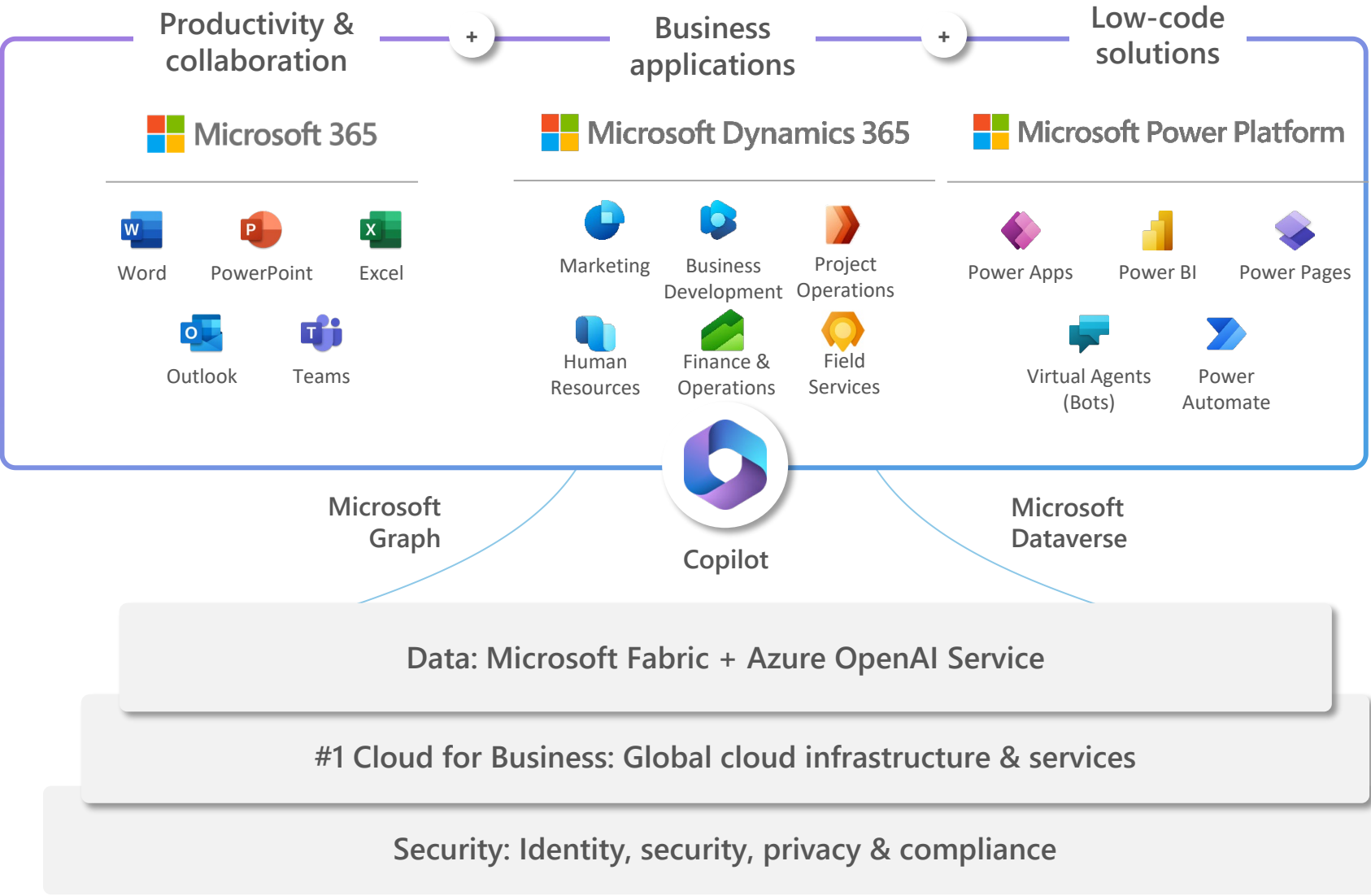
*23 Partner of the
Year Awards*



Azure Expert MSP

construction360
by Hso

Microsoft's Strategy in the Construction Industry



Before We Dive In...

- **How many of you have a plan for AI adoption?**
- **Have you determined how AI can benefit your business today?**
- **Have you started implementing AI?**

Disruptive Times in Human Innovation

89%



of organizations
surveyed say low-
code is effective in
**increasing
efficiency**

87%



of organizations
say increased AI and
automation
embedded into low-
code platforms
would **help them
better use the full
set of capabilities**

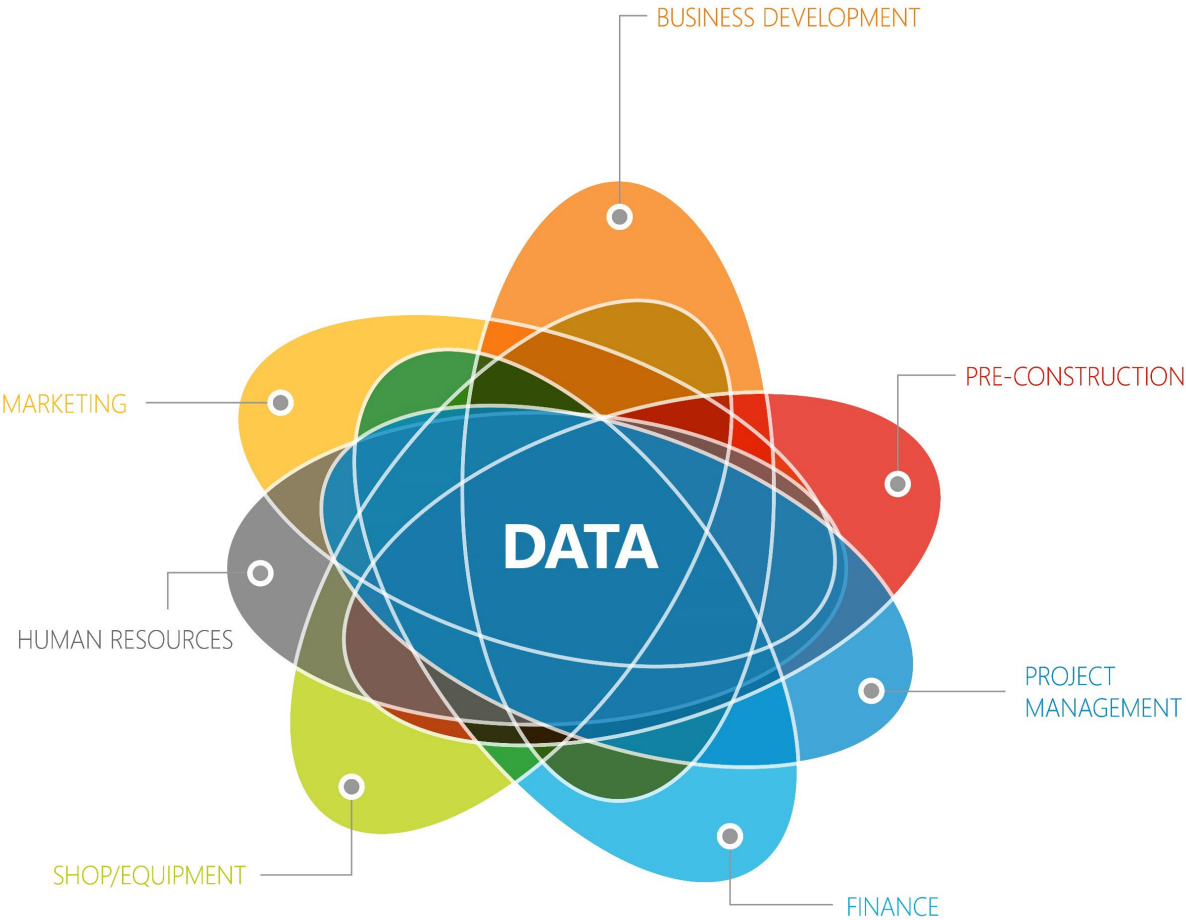
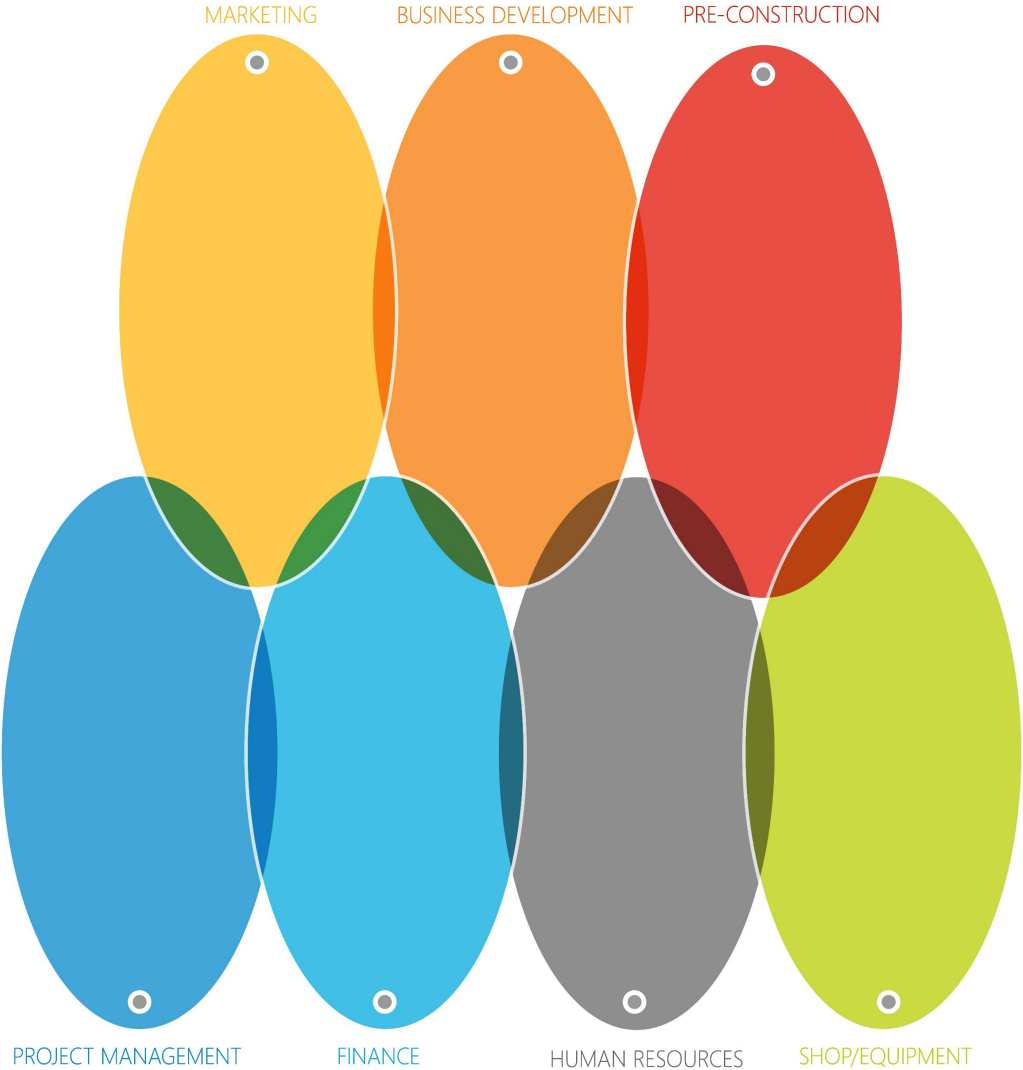
86%



of organizations
say low-code helps
their organizations
**generate more
accurate insights
from their data**

Information Life Cycle Management – THE DATA

Departments and Technology



Microsoft Power Platform

 AI Copilot Studio Enabled 



Virtual Agents



Automations



Apps



Pages



BI



Power Fx



Managed
Environments



Dataverse



1000+
Connectors

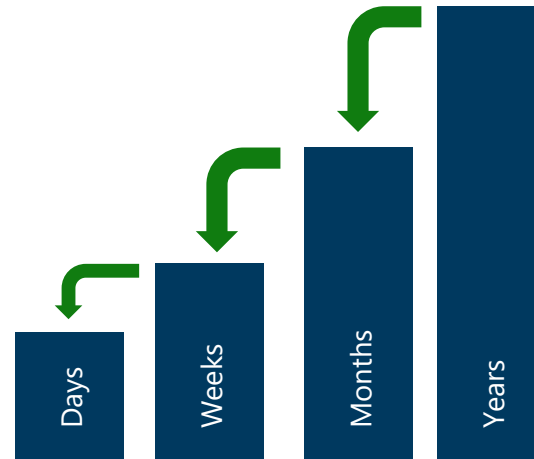


AI Builder

microsoft.com/PowerPlatform

Why Power Platform?

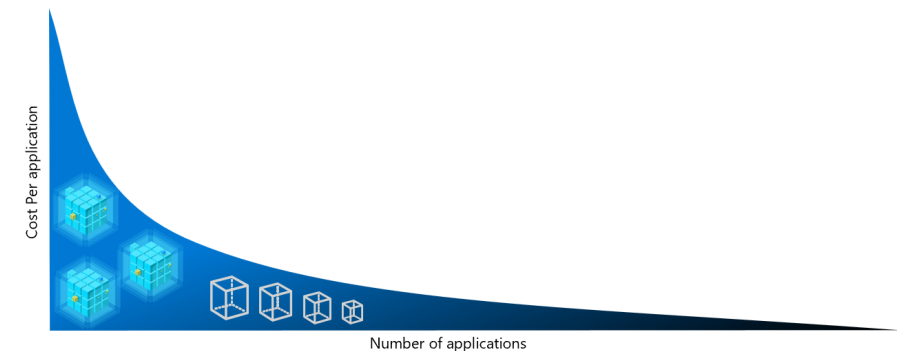
Deliver Projects Faster



- Projects that historically may take years to complete commonly finish in months
- Months long projects reduce to weeks and weeks turn into days

- Each application you build on the platform costs less
- This is an incentive to build and deploy applications on the platform more quickly – the faster you go, the more you benefit
- Drives cost out, drives risk out, drives employee experience up

Drive Cost per App Near Zero



AI Data Utilization Approaches



Network

*Documents, recordings,
and images*



Database applications



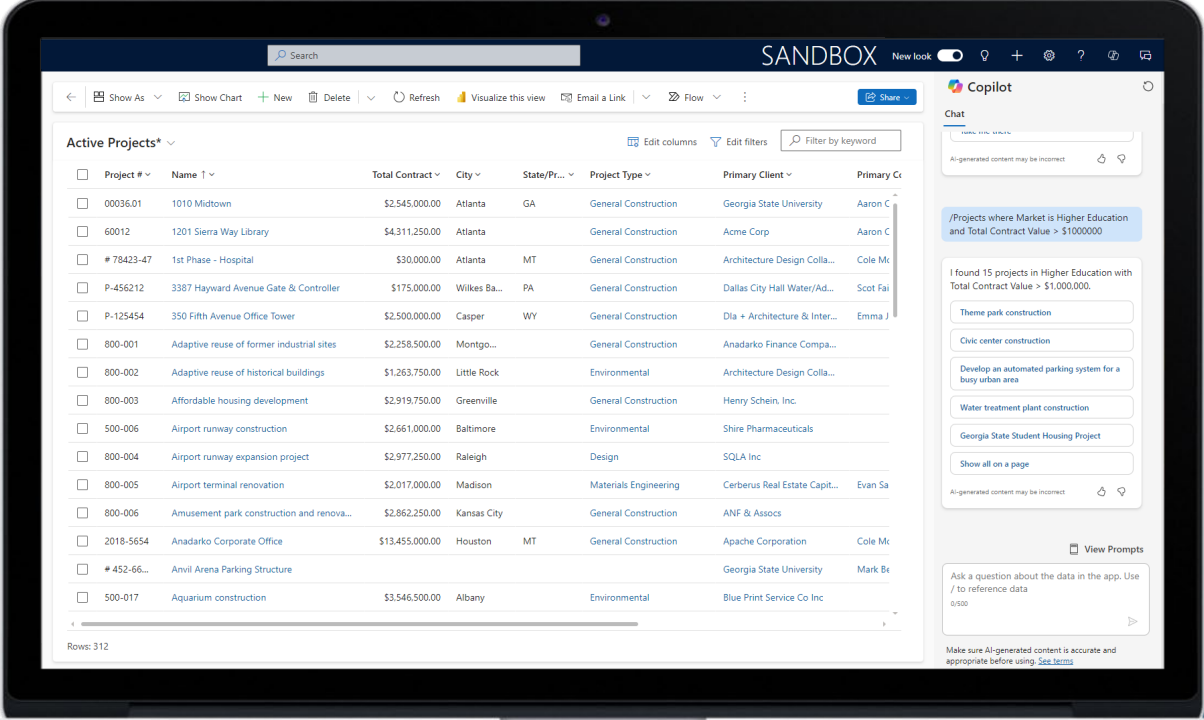
AI Data Analysis



Internet

Public information

Demo 1a: Search employee and project experience



Project #	Name	Total Contract	City	State/Pr...	Project Type	Primary Client	Primary C...
00036.01	1010 Midtown	\$2,545,000.00	Atlanta	GA	General Construction	Georgia State University	Aaron C
60012	1201 Sierra Way Library	\$4,311,250.00	Atlanta		General Construction	Acme Corp	Aaron C
# 78423-47	1st Phase - Hospital	\$30,000.00	Atlanta	MT	General Construction	Architecture Design Colla...	Cole Mc
P-456212	3387 Hayward Avenue Gate & Controller	\$175,000.00	Wilkes Ba...	PA	General Construction	Dallas City Hall Water/Ad...	Scot Fai
P-125454	350 Fifth Avenue Office Tower	\$2,500,000.00	Casper	WY	General Construction	Dia + Architecture & Inter...	Emma J
800-001	Adaptive reuse of former industrial sites	\$2,258,500.00	Montgo...		General Construction	Anadarko Finance Compa...	
800-002	Adaptive reuse of historical buildings	\$1,263,750.00	Little Rock		Environmental	Architecture Design Colla...	
800-003	Affordable housing development	\$2,919,750.00	Greenville		General Construction	Henry Schein, Inc.	
500-006	Airport runway construction	\$2,661,000.00	Baltimore		Environmental	Shire Pharmaceuticals	
800-004	Airport runway expansion project	\$2,977,250.00	Raleigh		Design	SQILA Inc	
800-005	Airport terminal renovation	\$2,017,000.00	Madison		Materials Engineering	Cerberus Real Estate Capit...	Evan Sa
800-006	Amusement park construction and renova...	\$2,862,250.00	Kansas City		General Construction	ANF & Assocs	
2018-5654	Anadarko Corporate Office	\$13,455,000.00	Houston	MT	General Construction	Apache Corporation	Cole Mc
# 452-66...	Anvil Arena Parking Structure					Georgia State University	Mark Be
500-017	Aquarium construction	\$3,546,500.00	Albany		Environmental	Blue Print Service Co Inc	

What You Will See

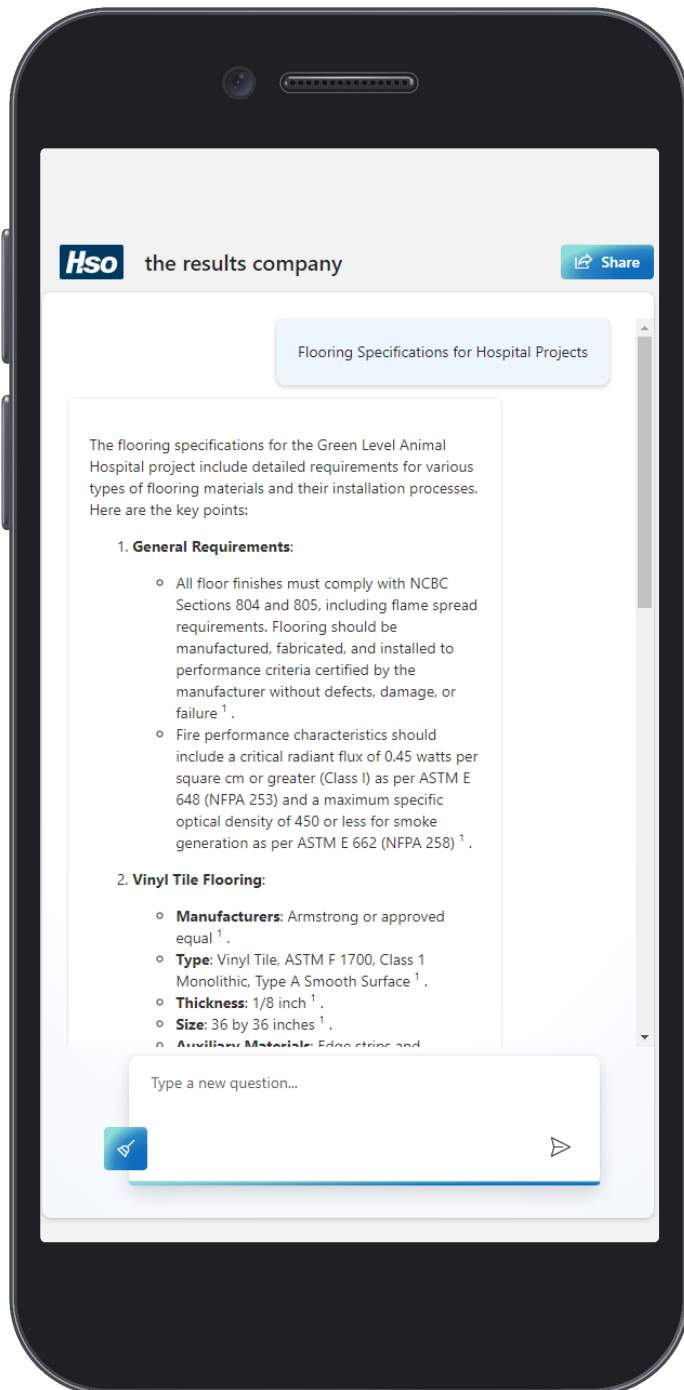
- An AI-enabled virtual agent that helps employees find answers to questions they have about the firm's project and employee experience
- No CRM access – accessing the database using Copilot
- Takes you back to the CRM if access is enabled

Demo 1b. Navigate Design Specifications

What You Will See

A custom application with GPT capabilities that:

- Searches hundreds of pages of specifications
- Provides answers to specific questions about design/construction requirements
- Offers reference to the original document(s) where the data was obtained

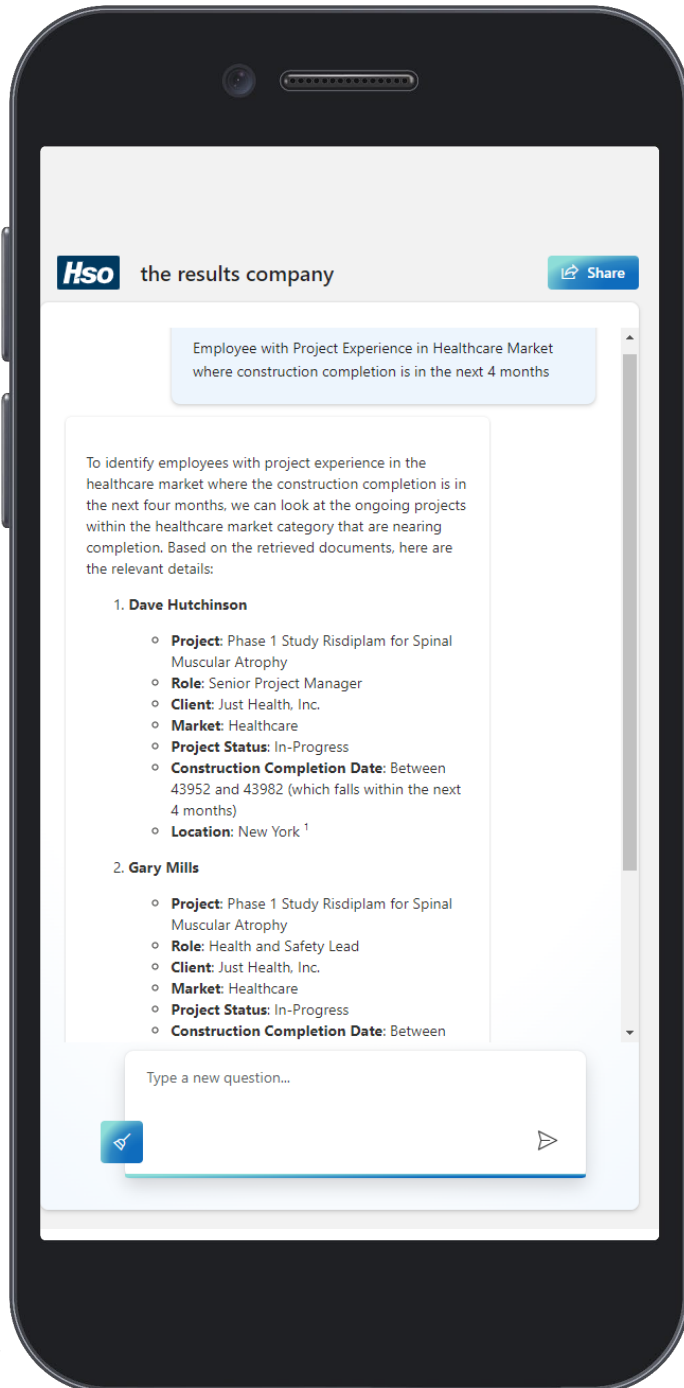


Demo 2: Resource Management

What You Will See

A custom application to lookup available staffing resources:

- Works on desktop as well as mobile (in the field)
- The data can be accessed outside of the ERP/CRM systems
- Search employees by multiple criteria (role, seniority, market, geography, availability, etc.)



Demo 3: Safety Site Visit Survey

What You Will See

A custom application to easily record different types of site surveys:

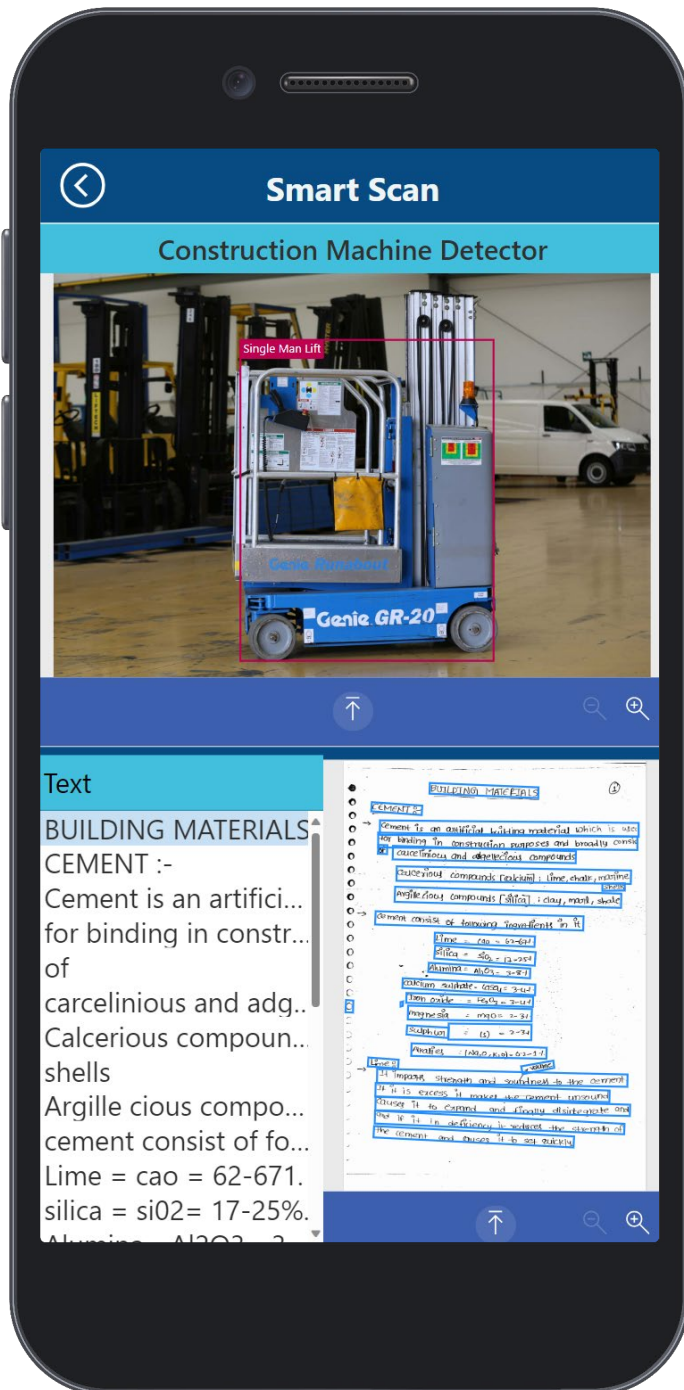
- Custom questions and answer format
- Available on mobile/in the field
- Notes fields for comments
- Ability to take multiple pictures/videos if needed

The screenshot shows a mobile application interface for a 'New Site Survey'. At the top, there is a blue header bar with a back arrow icon on the left, the text 'New Site Survey' in the center, and a save icon on the right. Below the header, there is a text input field labeled 'Input Survey Name'. Underneath this, there are four tabs: 'Environmental Aspects' (highlighted in light blue), 'Safety Aspects', 'Housekeeping Observations', and 'PPE Observations'. The main content area displays four survey questions, each with a text input field, radio buttons for 'Yes' and 'No', and a camera icon for taking pictures. The questions are: 1. 'Have the potential environmental impacts on the project been identified?' 2. 'Are all soil & Erosion control operational controls currently in place and maintained?' 3. 'Are there any energy or water conservation measures in place on the project?' 4. 'Are the waste diversion goals being' (partially visible). Each question has a '0 image(s)' label and a camera icon to its right. Below each question is a text input field labeled 'Input Comment'.

Use Case Example: AI for Identifying Objects & Handwriting

What else is possible?

- Trained AI will learn to identify virtually anything, allowing you to change the user experience and embed this functionality in the applications you design and deploy.
- This example uses images and text.
- Possibilities include recognizing potential safety issues through analysis of on-site photos or videos.





What Have We Discussed Today?



> One


Generative AI in a self-service environment and your ability to provide better service to your employees (or your clients) without incurring additional cost

> Two

How today's low-code development tools give your firm the power to **develop your own applications, mobile or otherwise**. You don't always have to compromise and use out-of-the-box software that might not behave the way you want. One of the best things is your ability to modify the software as you use it – **make it work exactly the way you want**.



Three



How we can utilize **all of our various data environments** in low-no code and/or AI scenarios to communicate information and experience across the organization.

How to get there



Q&A and Wrap Up



Any Questions?



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