

EBOOK

Not-So-Risky Business

Investing in Software? Procore is Your Safest Bet.

PROCORE



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Risk versus reward. Properly assessing the gap between the two is often a matter of success or failure in any new endeavor.

Why should technology be any different?

The truth is, if you've been burned before by complicated solutions or you are relatively new to construction management software, the thought of implementing new technology can seem overwhelming.

But it doesn't have to be. In fact, finding the right solution that both reduces risk and increases reward will be beneficial for employee well-being and business as a whole.

In this ebook, we will address exactly what investing in Procore's all-in-one solution looks like and show you just how simple the process can be.

01

Let's Start with the Basics

Whether you are a tech-genius or just starting out, Procore's all-in-one platform provides a simple, yet comprehensive solution that is customizable to your company's unique needs. Procore understands that jumping all in to a packaged deal can be daunting, and yes, risky. Yet single point solutions can be even riskier with fragmented systems and siloed data that lead to lack of communication and scattered information.

That's why Procore provides a full suite of tools and allows you to select the ones that are the most impactful for your business.



02
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Who Can Benefit

While Procore initially grew out of a need for top tier project management software specifically designed for general contractors, it has since evolved to approach industry challenges in a more holistic way. As Procore expanded its product lines, its tools became increasingly valuable for both owners and subcontractors who faced similar challenges. As a result, Procore now offers innovative construction management solutions for all construction stakeholders.

03
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Tackle Your Biggest Challenges First

When business challenges arise, you want to be able to address them efficiently and effectively. Single-point solutions only allow you to address isolated business needs one at a time. They also cause you to jump from vendor to vendor, each time requiring a new implementation, training, and employee learning curve—draining both company time and money. On the other hand, packaged deals that make you go all-in often come with an array of tools that may not be relevant to your team's specific needs.

Instead, Procore's all-in-one solution allows you to tackle your biggest challenges first.

You choose the tools that matter the most to you now, with the option of adding more tools at any time. Better yet, if you do decide to expand your toolset, all information will be added to the same simple, easily-accessible platform.

Benefits

You and your team already have enough to manage. That's why Procore simplifies the project management process by giving you the flexibility to customize your toolset how you see fit. By offering unlimited user licensing, collaborators can seamlessly communicate with information that is up to date and accurate. Instead of spending hours on tedious administrative tasks, teams can focus on solving meaningful business challenges.

Furthermore, as you grow as a company, key business goals and challenges may change. Procore's platform allows you to easily scale your business without outgrowing your system. With a successful proof of concept (one on which employees have already been trained), implementing additional tools is not only easy, but less risky as well. Procore's platform offers:

- + Comprehensive Toolset
- + Mobile Functionality
- + Over 100 Third-Party Integrations
- + Training Tools & Resources
- + Procore Certifications
- + Robust Reporting & Dashboards
- + One Centralized Platform
- + Offline Accessibility
- + User-Friendly Interface
- + Unparalleled Customer Support
- + Automated Workflows
- + Greater Functionality
- + Increased Internal Adoption
- + Improved ROI

05

Busting the What-If Myths

In spite of the benefits, many companies remain hesitant to implement construction software—often because of the “What Ifs.” What if we have low employee adoption? What if it’s not easy to use? Yet all too often this results in no action at all, and instead, a continuation of the same slow, inefficient processes—a costly move that companies cannot afford to make in today’s competitive market. When faced with the alternative, they are presented with a somewhat contrary, but equally sobering question: the reality is, how can they afford not to invest in top tier technology?

Just like the structures you build, mapping out potential concerns before you begin can help you better understand potential What-If scenarios to ensure a successful outcome. Let’s address some of these concerns and how Procore’s all-in-one solution offers less risk and more reward.

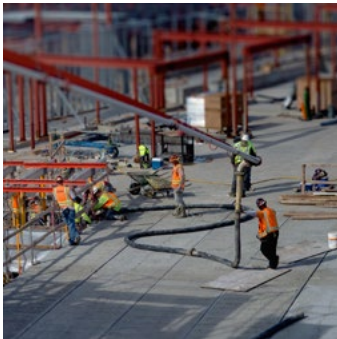


EMPLOYEE ADOPTION

Whether it's because of employees being apprehensive of change or technology in general, employee adoption can be a challenge for companies looking to implement new software solutions. Often times this results from not having the proper tools and resources to help educate team members.

Or worse, single-point solutions that create disjointed systems can make it difficult, if not near impossible, to remember what information goes where. Trying to convince employees of yet another single-point solution often results in low buy-in. Consequently, onboarding becomes

a struggle, employees lose interest, and the software soon becomes the technological equivalent of a kitchen junk drawer. But luckily, there's a better way.



With Procore's certification courses, informational videos, and helpful support resources, employees are up-and-running in no time. Procore provides the training for you, and employees are able to

complete their certification courses whenever is most convenient for them. What's more, with Procore's Training Center, leadership teams have the ability to create customizable training tools for employees so that they can refer to one source of truth and view procedures at any point in time without having to jump back and forth between programs.

FUNCTIONALITY

Software is only useful if it is easy to use. (Remember the kitchen junk-drawer tech solution?) Unlike multiple single-point solutions that can leave employees feeling overwhelmed, Procore's intuitive interface creates a simple, user-friendly experience that allows seamless communication between teams. With unlimited users, all collaborators have access to important data whenever and wherever they need it. Additionally, with over 100 partners in our App Marketplace, third-party integration solutions ensure you are able to create a construction management toolset that is specifically designed for your company. All in one easily accessible location.

ROI

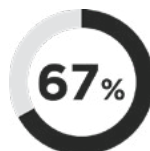
In a recent Procore client survey of 967 companies, 76 percent said they have reduced project duration by at least 3 days on a 6 month project when using Procore. In the same survey, 90 percent said their client satisfaction had increased since using Procore. Below are some additional stats from our 2018 Customer ROI Survey. For more examples of savings from real Procore customers, or to find out how much you can save, visit [Procore's ROI webpage](#).

Improve Communication



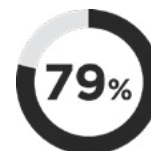
say that communication has improved between the project staff and Accounting since using Procore's financial tools.

Increase Forecast Accuracy



say their budget forecasts are more accurate since using Procore.

Reduce Losses



say they have reduced the number of non-recoverable change orders since using Procore.



COST

Your team is busy. Between the field and the office, the last thing they (or you) have is time. You want a solution that will make everyone's lives easier. Something that is both simple and efficient. But... what will it cost?

With any investment, ROI comes down to value. But "value" can be a vague benchmark. You want to see numbers, facts. Let's take a look at a real example from one of Procore's customers, a general contractor that found that their project engineers could save 2-3 days per project simply by using Submittal Builder—a tool that scans each page of a spec book and automatically generates a submittal register within minutes. With just under 450 jobs, this translated into \$274,560. As a Project Management Essentials user, the Submittal Builder Tool was free for the customer. With such a significant ROI on just one tool, "value" suddenly became quite clear.

06

Product Lines

Whether streamlining your project's financial data or monitoring your team's productivity, Procore offers a comprehensive toolset to support your team—both in the office and the field.

Within each of the products below are a unique set of tools specially designed to help you tackle specific industry challenges. You have the ability to select the ones that have the biggest impact on your team with the option to add to your selection at any time. With various product lines that align with your company's unique needs, Procore helps you streamline processes and gain valuable insights to ensure successful project outcomes.



PROJECT MANAGEMENT

Procore's Project Management product line helps your teams manage multiple projects, in one centralized location. With ultimate project visibility, unlimited licensing, and real-time data, all users can easily collaborate anytime, anywhere. Whether onsite or off, you can rest assured that all teams can easily view, update, and track important project data including drawings, submittals, RFIs, photos, and more.

QUALITY & SAFETY

With Quality & Safety, you can pinpoint issues and expedite resolutions that occur on the jobsite, even when you are remote. Using real-time data and reporting dashboards, you can identify trends so that you eliminate the things that put your teams at risk and focus on what makes you excel. With tools that allow you to document incidents, inspections, and observations, Procore's Quality & Safety helps you gain important insights and mitigate risk to ensure a quality build.

CONSTRUCTION FINANCIALS

Keep your office and field teams in sync with Construction Financials. With Budgeting, Change Management, Invoice Management, and more, you can easily manage costs while giving executives visibility into company health at any given moment. With real-time information, you can stay within budget, make better data-driven decisions, and ensure more accurate forecasting.

FIELD PRODUCTIVITY

Procore's Labor Tracking tools help you monitor progress in the field from any device, at any point in time. With simple mobile tools, you can manage your team's productivity and utilization of labor on the jobsite. It's simple, integrated, and provides data in real time so that you can stay on schedule and within budget.

Still Have Questions?

For more information or to schedule a free demo visit www.procore.com or call 866 477 6267.

Produced by
PROCORE TECHNOLOGIES,

Procore is a leading provider of cloud-based applications for construction. Procore connects people, applications, and devices through a unified platform to help construction professionals manage risk and build quality projects—safely, on time, and within budget. Procore has a diversified business model with products for Project Management, Construction Financials, Quality & Safety, and Field Productivity. Headquartered in Carpinteria, California, with offices around the globe, Procore is used to manage billions of dollars in annual construction volume.

If you have any questions,
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