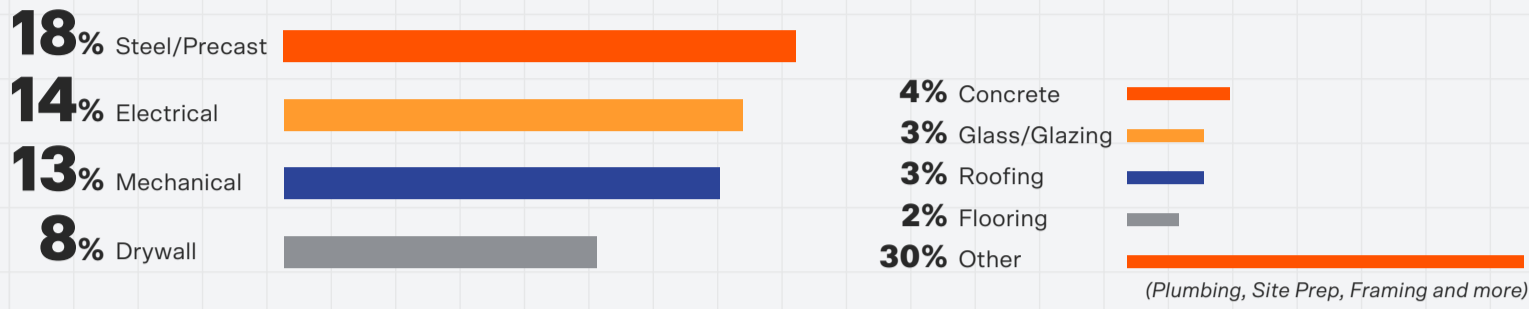


The Top 10 Challenges Facing Today's Specialty Contractors

Setting a new standard starts with understanding current trends.

We asked specialty contractors around the U.S. how projects are running and what obstacles they're facing. Here are the biggest takeaways.

— PARTICIPATING TRADES



46% say their biggest goal for this year is to win the jobs they want and increase profits.

Truth is, getting there isn't always easy. Disparate software solutions, paper-based processes, and inefficient workflows often get in the way of business goals. But finding a solution starts with first understanding what the key challenges are.

— TOP 10 CHALLENGES FOR SPECIALTY CONTRACTORS

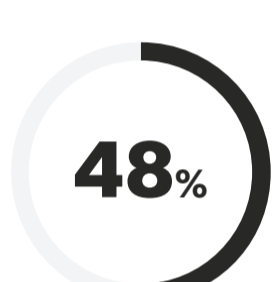
1. Poor field-to-office communication

This is the #1 problem specialty contractors want to solve, and it's often the result of minimal access to information in the field. In fact, 50% of those surveyed say this is a top priority.



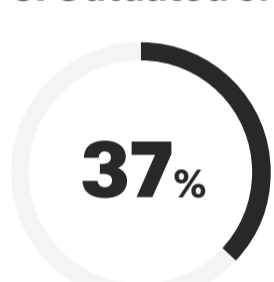
2. Too much administrative work

48% say they enter data into multiple software solutions. But for every manual data entry, there's a 1% error rate—exposing businesses to greater risk.



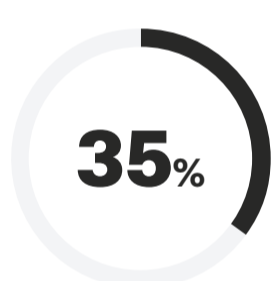
3. Outdated or misplaced documents

37% use just about anything to manage projects— paper, email, even Taco Bell wrappers—as long as it hits the desk of a project manager or accountant.



4. Inefficient timesheet tracking

35% say eliminating the need to track down timesheets is top of mind.



5. Shortage of skilled labor

Due to the labor shortage, roughly 80% of construction companies can't find the workers they need.



6. Rework and overhead cutting into profits

15% of those surveyed say a primary goal for this year is to minimize rework and reduce unnecessary overhead.



7. Not getting paid on time

39% say it may take 60-90 days to get paid by the general contractor.



8. Difficulty proving work

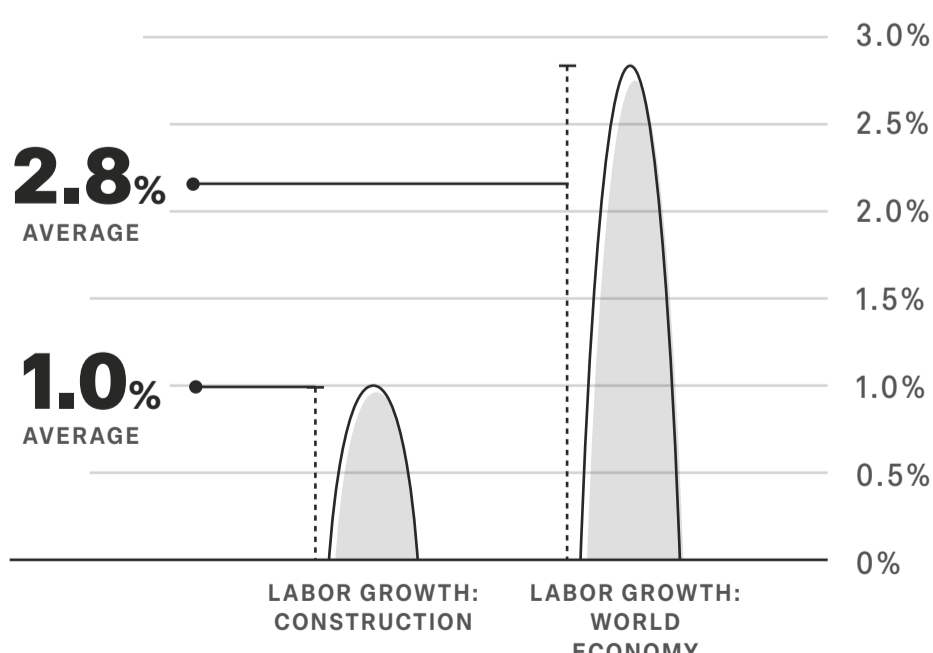
19% say that liability and litigation is a major concern for their business. But with 39% relying on phone calls with site staff to ensure work gets documented, a lot can get lost in translation.

9. Safety concerns

35% say they keep records of incidents and near misses, but find it difficult to identify what behaviors are leading to those risks.

10. Low productivity

Globally, labor productivity growth in construction has averaged only 1% a year over the past 2 decades, compared to 2.8% for the total world economy.



You work too hard to let these challenges slow you down.

Disconnected software, outdated systems, margin-shrinking inefficiencies—these issues are too important to leave unsolved. Learn how businesses like yours are tackling them head-on at procore.com/specialtycontractors.