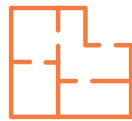


# Customer Survey: Return on Investment

## Companies that Participated in the Survey



General  
Contractors



Design-build  
Firms



Subcontractors



Construction  
Management Firms



Project  
Owners

## BACKGROUND

### Our Clients

We surveyed 273 of our clients who perform between \$1 million and \$20 million, to find out how their projects are running since they started using Procore.

Like you, our clients run complex and dynamic projects. Procore helps standardize their processes so they can focus on growing their business.

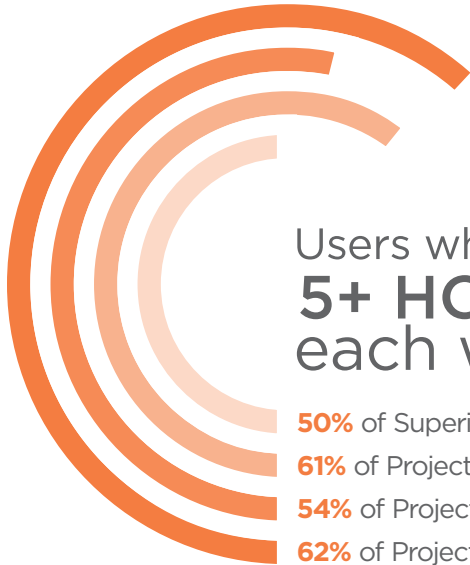
### Software Used Prior to Procore

The most common applications our clients used prior to Procore:

- + Box
- + BuilderTrend
- + Constructware
- + Dropbox
- + Email, Excel, and paper
- + Expedition
- + Newforma
- + PlanGrid
- + Prolog
- + Sage 100
- + Sage CRE 300
- + Submittal Exchange
- + Viewpoint

## DELIVER PROJECTS FASTER

### Do More in Less Time



Users who save  
**5+ HOURS**  
each week

- 50% of Superintendents
- 61% of Project Administrators
- 54% of Project Engineers
- 62% of Project Managers

### Reduce Project Duration

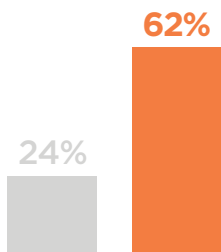


**76%**

say they have reduced project duration by at least 3 days on a 6 month project when using Procore.

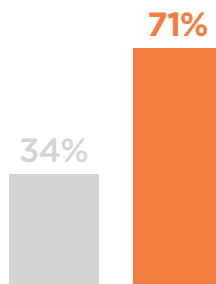
### Reduce Turnaround Time

#### Submittals



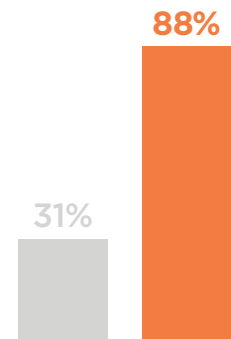
Users that **processed submittals** in less than a week on average.

#### RFIs



Users that **processed RFIs** in less than 4 days on average.

#### Punch Lists



Users that **closed punch lists** in less than a week on average.

- Before Procore
- After Procore

## PROTECT YOUR MARGINS



### Improve Communication

**58%**

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



### Increase Forecast Accuracy

**67%**

say their budget forecasts are more accurate since using Procore.



### Reduce Losses

**79%**

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

### Save on Printing Costs



Before Procore

Procore users save an average of

**40%**

on printing costs due to digitizing drawings since switching to Procore.



After Procore

### Manage More Work

We asked: Has your company been able to manage more construction volume per person since using Procore?



- 50% said Yes
- 19% said No
- 31% said I Don't Know

## WIN MORE BUSINESS AND RETAIN TOP TALENT

### Keep Customers Happy



### Attract and Retain Employees

43%

say their use of Procore has helped them attract and retain talented employees.



## REDUCE RISK AND LIABILITY



### Protect Your Company

90%

say their company is more protected against claims due to the data tracked by Procore.



### Resolve Disputes

80%

say their disputes are resolved more fairly since using Procore.

### Improve Daily Logs

We asked: Has the quality and consistency of daily logs improved since using Procore?

YES

63%

NO

8%

I DON'T KNOW

29%