Construction Technology and Business Development:
How Technology Can Improve Your Pre-Construction Process and Help You Win Work
AGC BUSINESS DEVELOPMENT FORUM QUICK FACTS
www.agc.org/bd

900 Forum Members
230 LinkedIn Showcase Followers
11 Steering Committee Members
UPCOMING BUSINESS DEVELOPMENT EVENTS

AGC’s Annual Convention, April 1-4, 2019 Denver, Colorado

**Business Development/Marketing Check-Ups**

Tues., Apr. 2, 2019, 1-4 pm & Wed., Apr. 3, 2019, 1-3 pm

Colorado Convention Center

- Industry experts available
- Content consultations
- Registration with Convention’s
- More information to come...

**Business Development Networking Happy Hour**

Wed., Apr. 3, 2019, 5:30 – 6:30 pm

Former Saint Bar, Hyatt Regency Denver at the Colorado Convention Center

Sponsored by Small Giants
Construction Innovations for Today, Tomorrow and the Future

Kristopher M. Lengieza
Director of Business Development
March 14th, 2019
A little bit about me

Kristopher M. Lengieza
Director of Business Development
Procore
Construction’s Historic Past
Construction Innovation over time

Today’s Problem

+ Highly Under-Digitized
+ Lack of Structured Data
+ Aging Workforce
IT SPENDING AS A PERCENT OF REVENUE, BY INDUSTRY

- Cross-Industry Average: 3.3%
- Software Publishing and Internet Services: 6.7%
- Banking and Financial Services: 6.3%
- Media and Entertainment: 5.0%
- Education: 4.7%
- Professional Services: 4.2%
- Healthcare Providers: 4.2%
- Telecommunications: 3.8%
- Insurance: 3.2%
- Pharmaceuticals, Life Sciences and Medical Products: 3.2%
- Utilities: 2.8%
- Transportation: 2.6%
- Industrial Electronics and Electrical Equipment: 2.5%
- Consumer Products: 1.9%
- Industrial Manufacturing: 1.7%
- Retail and Wholesale: 1.5%
- Chemicals: 1.3%
- Food and Beverage Processing: 1.3%
- Energy: 1.1%
- Construction, Materials, and Natural Resources: 1.0%

Source: IT Key Metrics Data 2014, Gartner Benchmark Analytics
Why Construction Has to Change

- Labor Shortages
- Stagnant Productivity
- Rising Safety Concerns
Help From the Outside

Construction startup and venture capital activity

- **Funding Amount ($M)**
- **Number of Deals**

![Graph showing growth in construction startup and venture capital activity from 2009 to 2018.](image)

- **$4.34b**
  - Total funding in ConTech since 2009

- **478**
  - Funding deals in ConTech since 2009
How Technology helps win more work

+ Transparency
+ Reliability
+ Acceleration
+ Differentiates
The Internet of Things on the Jobsite

45 companies and tools making the connected jobsite a reality.

1. Drones/Satellite
   - Hangar
   - LightP Dark Partners
   - SiteAware
   - AirWorks Innovations
   - Unorth Lab
   - Hangar Technologies

2. Tools & Equipment
   - 3D Robotics
   - Apis Cor
   - Construction Robotics
   - ShovelBot
   - Palenstrack
   - Deadls Robotics
   - Car Weight
   - TruckFit
   - Digital Fleet
   - MixID

3. People
   - Markable
   - Tria Technologies (spot-it)
   - GuardKnox
   - Daxari
   - HoloWeave
   - RedWear
   - Polygon Technologies
   - Xpel
   - Realpoint Positioning

4. Materials
   - Intellihot/Cythe
   - Altus RTO Solutions (drivT)
   - Bellrock Systems
   - R unc
   - TrackKorm
   - Concrete Score
   - Tencity

5. Environment Monitoring/Camera/Gate Monitoring
   - GeoFence Technologies
   - WeatherBuild
   - Global Contractor Guardian
   - TrustCore
   - Sensi
   - MORE
   - Solarisight

6. Ground Level Scanners
   - Hojikator
   - Placecore
   - TruTrack Geo
   - Matterpoint
   - Inversion

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A Better Jobsite Assistant
Required framing block out to allow for plumbing insulation above ceiling

Sarah Jensen
XIA Construction
5:07 PM

@Jim Please advise on why blockout does not follow partitioned wall
Robot testing at Takenaka Corp. construction site.
Tech that succeeds fixes small problems for the largest number of people

Rob Sloyer, 
*Kast Construction*
HELLO
my name is

Opportunity
How You Can Connect With Me

Kristopher M. Lengieza
Director of Business Development
Procore
@gieza0527
Kris.Lengieza@procore.com
Contact Paige Packard with AGC of America if you are interested in any of the following opportunities:

• Authoring a one-page best practice article
• Participating in an internally developed webinar
• Joining the Business Development Forum Steering Committee
• Discussing new ideas or initiatives that would benefit the Forum

Paige Packard  
Associate Director, Building Division  
The Associated General Contractors of America  
Direct line: (703) 837-5387  
Email: Paige.packard@agc.org

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