

DJN



LEB

- **HERE AND NOW**
- **WHATS COMING?**
- **LETSBUILD**
- **INSIGHT**



Ulrik Branner
Board & Executive

Linked in

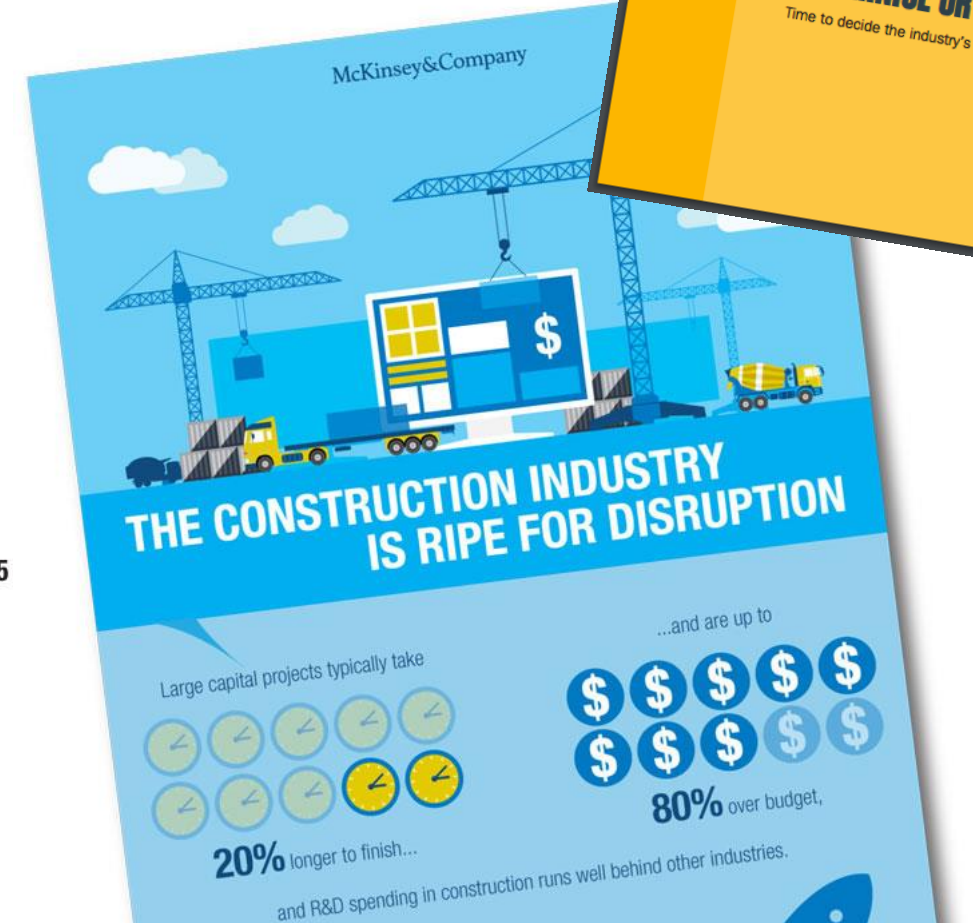
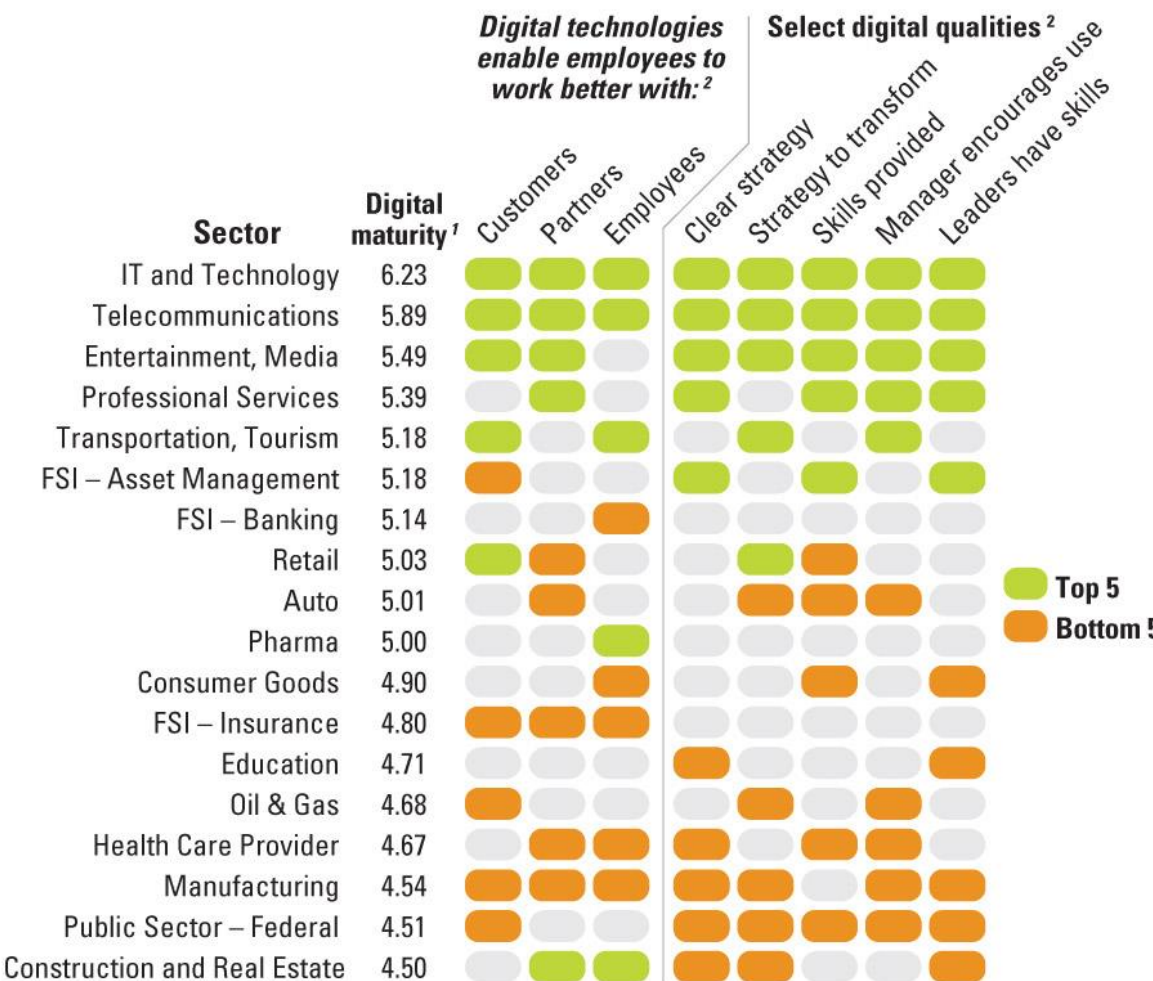
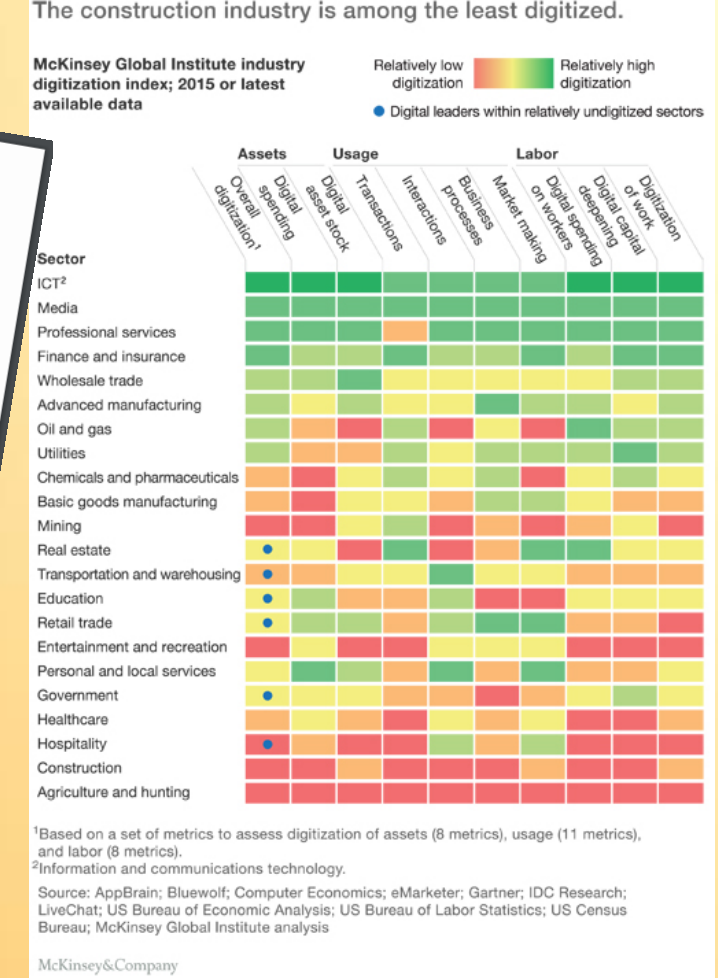
ulrik@geniebelt.com

+45 3065 4390

WE MEET IT EVERY DAY!

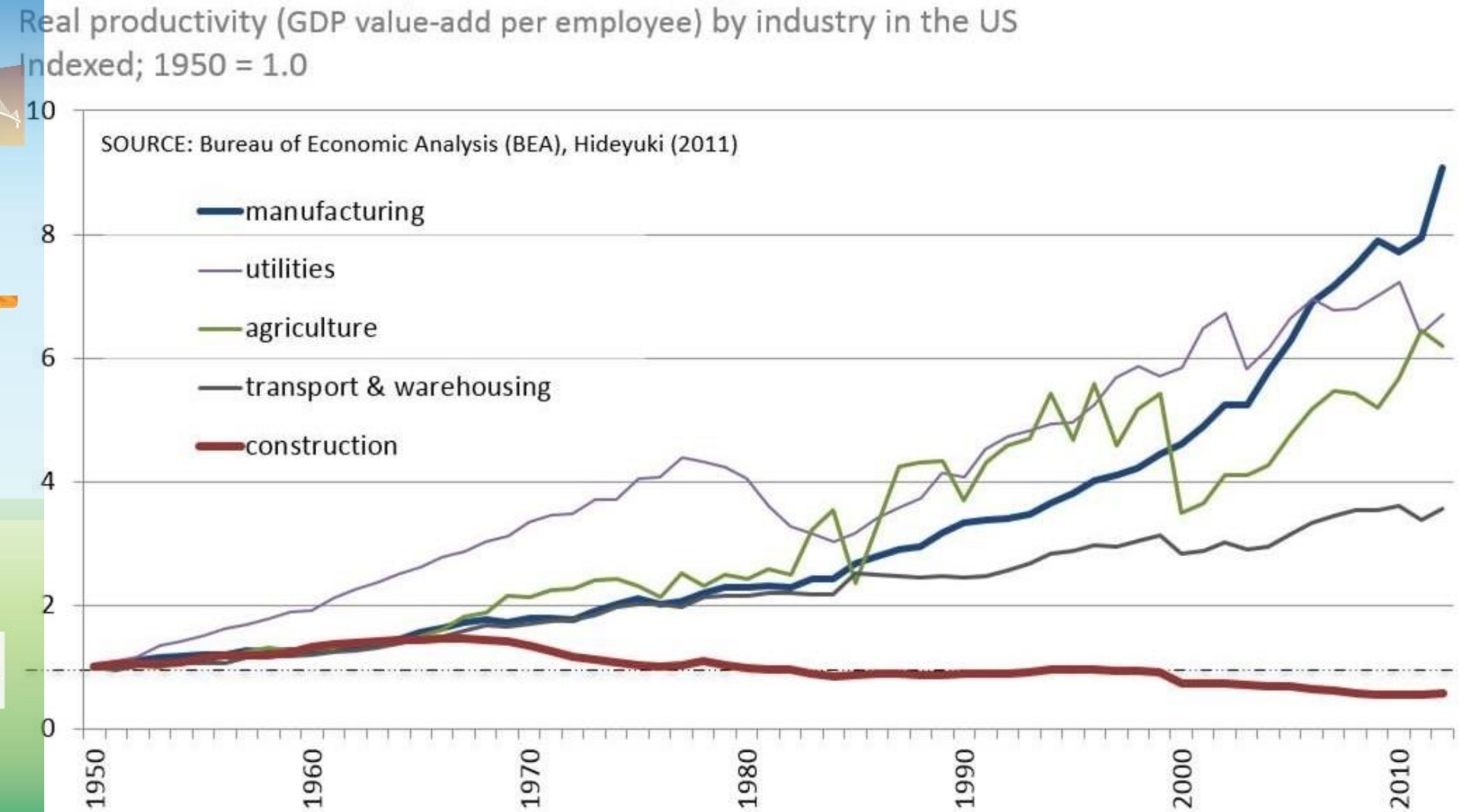
Digital solutions for construction need to deliver a seamless, real-time experience across eight use cases.

| Design management | Scheduling | Materials management | Crew tracking |
|--|--|---|--|
| <ul style="list-style-type: none"> Visualize drawings and 3-D models on-site, using mobile platforms Update blueprints in the field with markups, annotations, and hyperlinks | <ul style="list-style-type: none"> Create, assign, and prioritize tasks in real time Track progress online Immediately push work plan and schedule to all workers Issue mobile notifications to all subcontractors | <ul style="list-style-type: none"> Identify, track, and locate materials, spoils, and equipment across the entire supply chain, stores, and work front | <ul style="list-style-type: none"> Provide real-time status updates on total crew deployed across work fronts, number of active working hours, entry into unauthorized areas, and so on |
| Quality control | Contract management | Performance management | Document management |
| <ul style="list-style-type: none"> Offer remote site inspection using pictures and tags shared through app Update and track live punch lists across projects to expedite project closure | <ul style="list-style-type: none"> Update and track contract-compliance checklists Maintain standardized communication checklists Provide updated record of all client and contractor communications | <ul style="list-style-type: none"> Monitor progress and performance across teams and work areas Provide automated dashboards created from field data Offer staffing updates and past reports generated on handheld devices | <ul style="list-style-type: none"> Upload and distribute documents for reviewing, editing, and recording all decisions Allow universal project search across any phase |



1. Digital maturity is calculated as the average maturity of responses from a given sector. Respondents were asked to rate their organization's digital maturity on a 10-point scale with 1 being least mature and 10 being most mature.
 2. Correspond to specific survey questions in the study. Percentage of respondents who agree/strongly agree their organization has the relevant digital skills or capabilities.

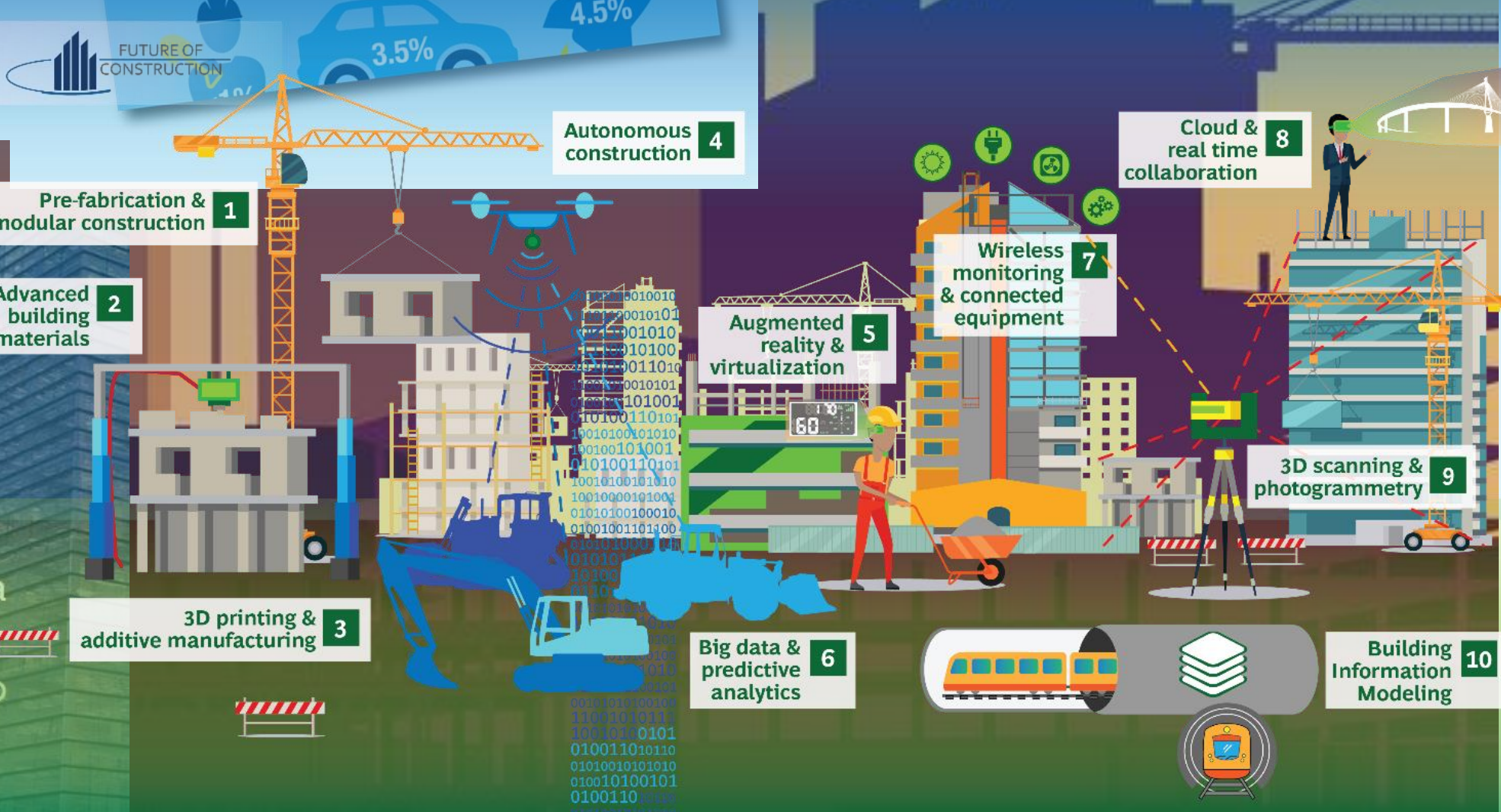
Construction productivity 1950-2012



2030 Global Construction

Global Construction 2030 is the forth in a series of major global studies of the construction and engineering industry to be published by Global Construction Perspectives and Oxford Economics.

A global forecast for the construction industry to 2030



THE STATE OF CONSTRUCTION

It's **HUGE**, it's **IN TROUBLE**, it's not changing **FAST ENOUGH**

\$10 Trillion spending less than **1%** of revenue on IT (nr 20 of 20)

>35% World Waste comes from Construction

>40% Global Energy used by houses - rising to 60%

8%-11% Global GDP

30% Efficiency rate / **7%-15%** Re-work

80% Global Average Budget overrun

**AGE OF THE
CUSTOMER**

**SOCIAL
RESPONSIBILITY**



CITY-STATES

**TECHNOLOGY
LEAP FROGGING**

DIGITAL

DATA !!!

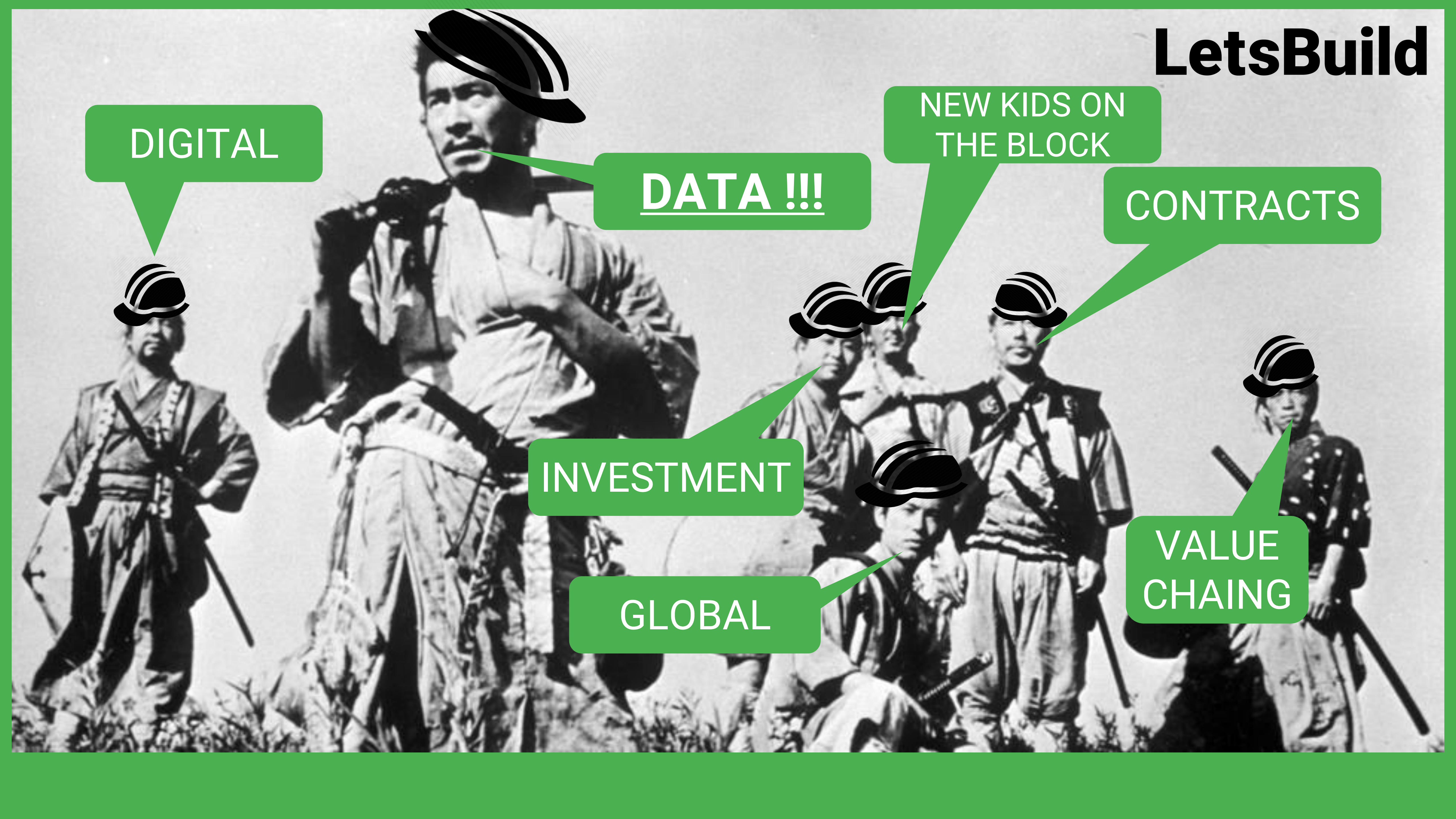
NEW KIDS ON
THE BLOCK

CONTRACTS

INVESTMENT

GLOBAL

VALUE
CHAING



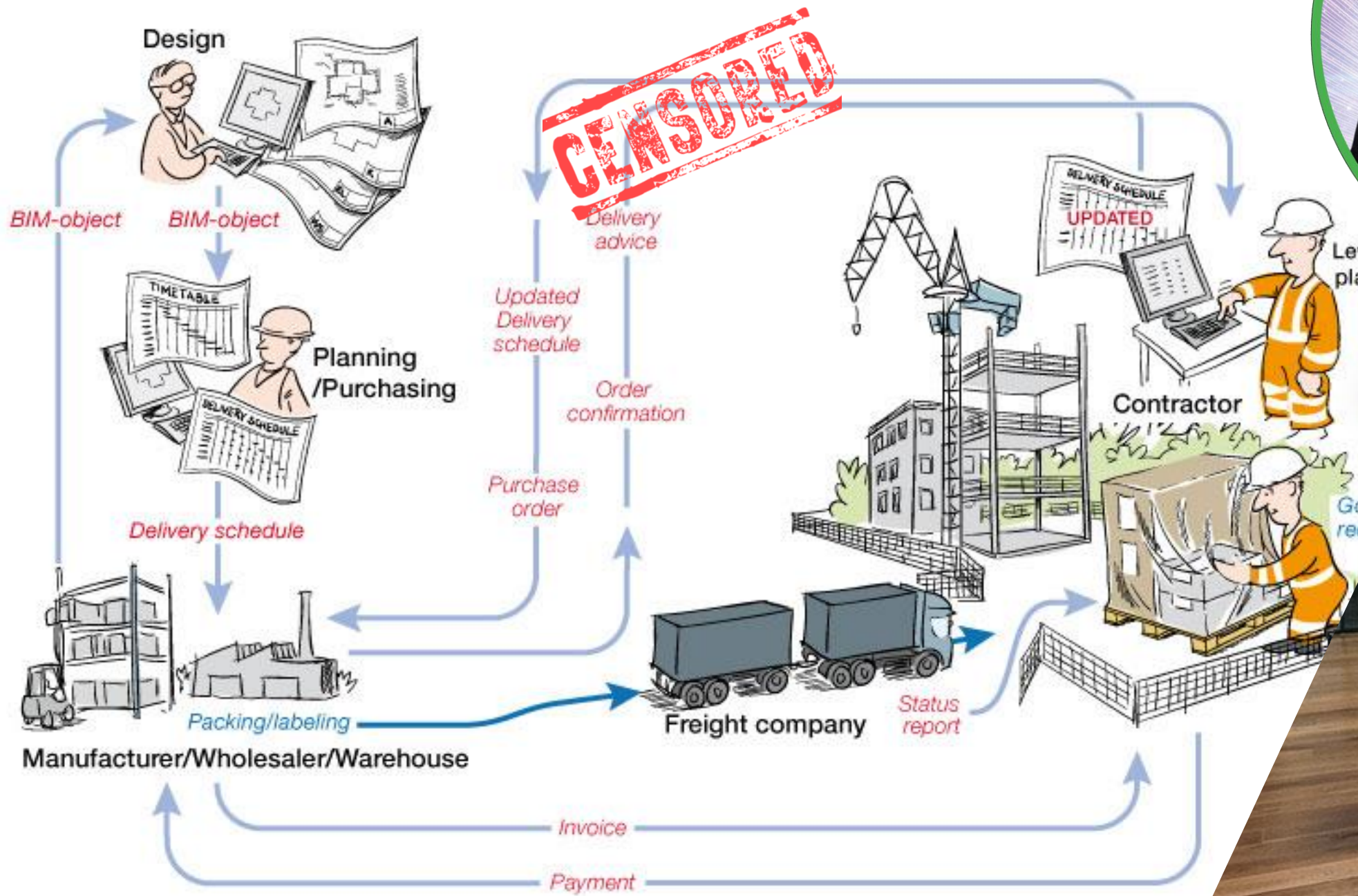
Architecture, Engineering & Construction

Harness the power of the world's most extensible and widely used real-time development platform to lower costs, save time, and streamline workflows across the design, build and operate lifecycle.

[Learn about the AEC bundle](#)

[Subscribe](#)

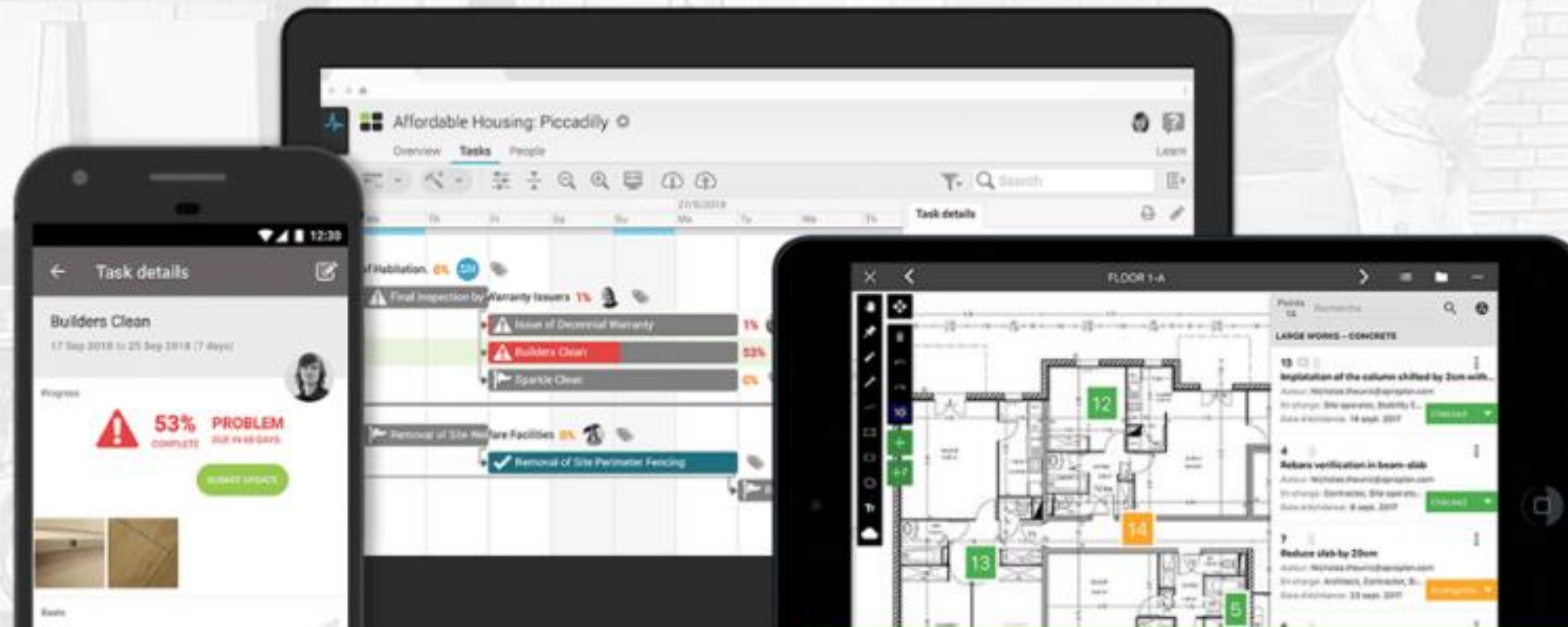
4



The end-to-end digital platform for the construction phase

By combining the strengths of GenieBelt and APROPLAN, LetsBuild offers two products that complement each other into an end-to-end solution for the construction phase.

LetsBuild



The digital platform for the construction phase

- 130 employees in 7 countries
- 20+ Nationalities
- >50.000 construction projects on platform
- Customers in >30 countries


THE 3 C's

CUSTOMERS
CULTURE
CASH

LetsBuild – 2 STEPS AND A LEAP

Step 1: ADOPT NEW DIGITAL HABITS

Step 2: LEARN & PREDICT

THE LEAP: CONNECTED CONSTRUCTION

We expect the industry as a whole will take a **transformative leap** from working in silos and not sharing data, to a modern industry where all companies, all machineries, all construction sites, all occupied buildings share data by default.

We will be able to provide individual companies a platform that effectively collects site data and use them for learning, predictions and connecting with the BIM Model.

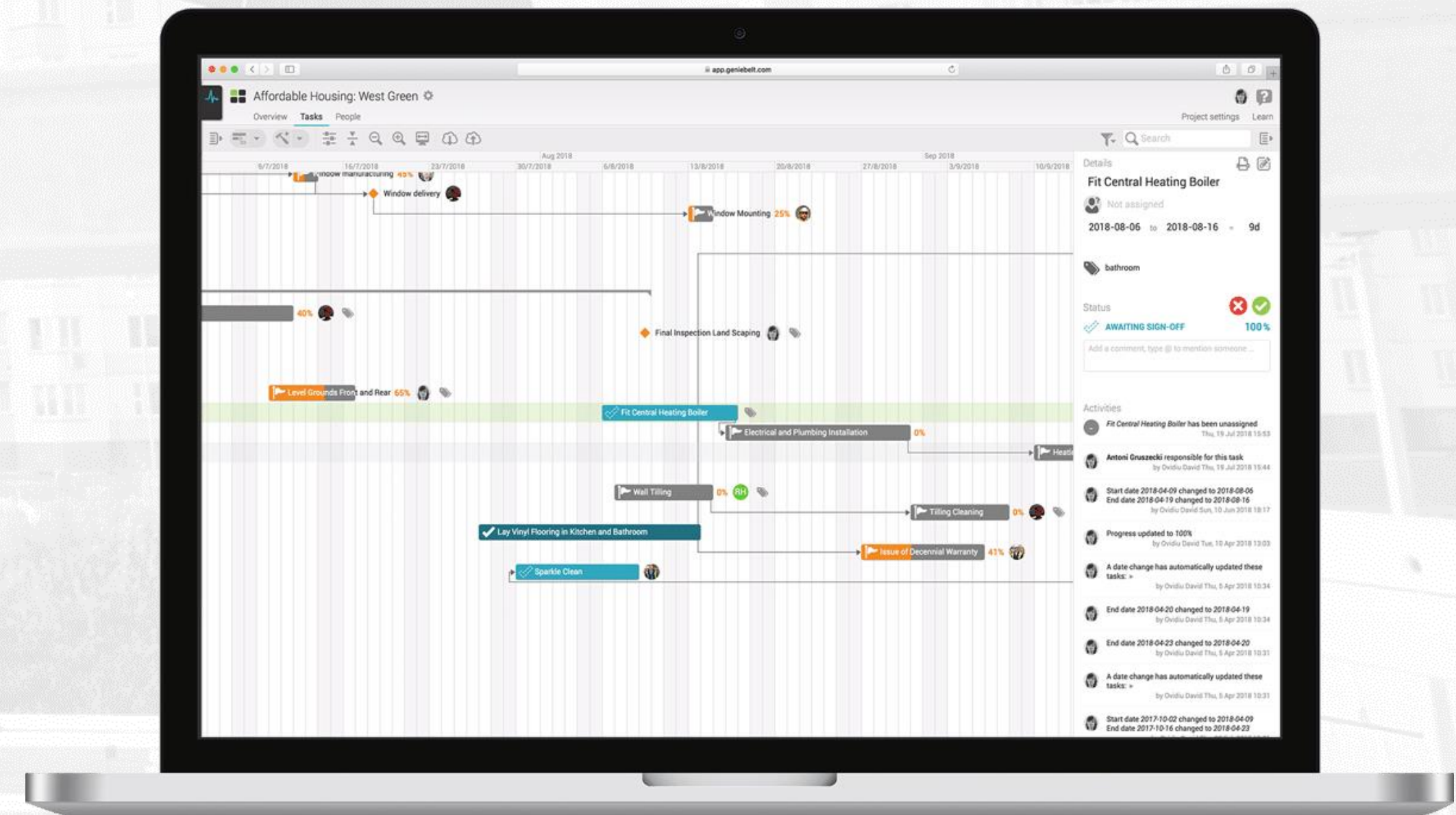
The construction industry will be safer, more efficient, more transparent and generally *more awesome!*



LetsBuild Project Controls - Realtime Schedule

With our shareable schedule, any changes made are reflected instantly and members can have text based conversations in real time against each scheduled task.

- Interactive & shareable Gantt chart for desktop & mobile
- Assign tasks to project members and teams
- Schedule importing from MS Project / Primavera / Powerproject
- Full audit trail for each scheduled task
- Real-time resource management





LetsBuild Project Controls - Field Reporting

With our mobile field reporting app, updating progress straight into the project schedule has never been easier.

- Instant communication from site to office
- Bring the schedule into the hands of the field workers
- Report progress, changes and problems from smartphones
- See immediately where workflows are ahead or behind.
- Get the right information to the right people, fast





LetsBuild QHSE - Snagging/Punchlists

Easily add new snags using photos, comments and annotations on the latest version of the plan. With an exhaustive view of all current and future snags, improve visibility and communication on your site.

- Tracking the statuses of your snags/punchlists
- Assign statuses and levels of urgency to the various issues
- Distribute tasks to responsible stakeholders
- Get the complete and detailed history of your tasks
- Close out projects





LetsBuild QHSE - Checklists & Forms

All of your field reports, forms and checklists on your tablet. Collect accurate information through an automated checklist process.

- Library templates of forms
- Standardised inspections
- Customisable inspection forms
- Mobile inspections on site
- Task relevant checklists
- Notifications on the status of checklists in real time
- Immediately show checklists status across projects

Incident
Question 0/3

1. Who was involved ?

None

N/A

2. When ?

Select a date

N/A

3. Which material was used ?

Bulldozer

Excavator

Response 1

N/A



LetsBuild Connect & API

Connect is LetsBuild family of integrated technologies, as well as full access to the API's and the foundation for building bespoke integrations.

- Bespoke integrations into your existing IT architecture
- Enable the data created across systems
- Activate the increasing number of existing integrations
- Leverage on LetsBuild Technical Consultancy

PROCORE®





LetsBuild Stargate - Portfolio Overview

With our Portfolio overview, you establish your real-time overview across your full company portfolio, and build up the management overviews critical to your monitoring and risk mitigation

- Overview across all projects
- View project and portfolio progress
- Visualise for easy understanding
- Milestone tracker
- Portfolio Trees

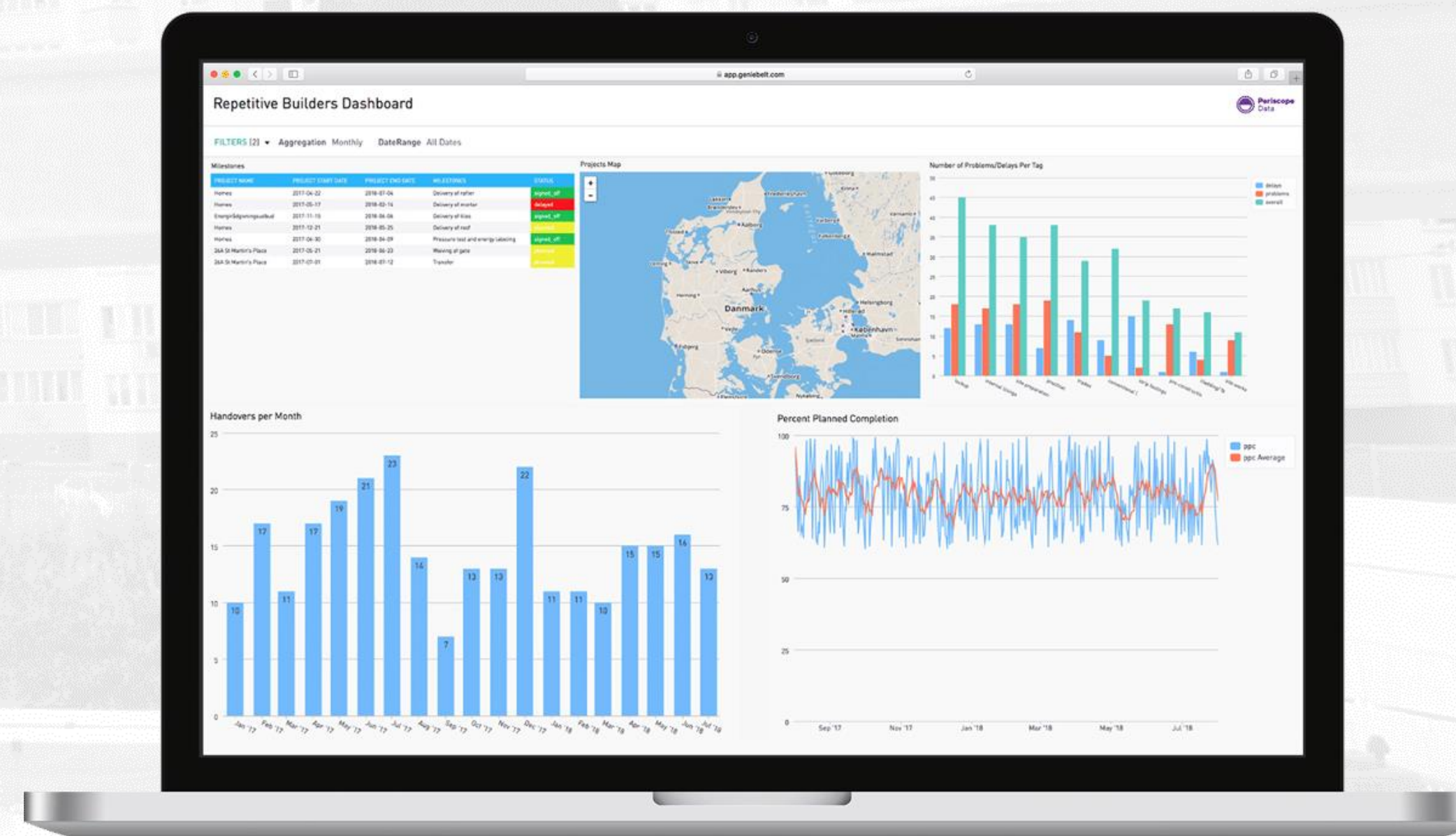




LetsBuild Stargate - Dashboards & Data

With our Business Dashboards you get a top-down overview of all your projects and gather all your data into actionable reports and insights.

- Overview across all projects
- View project progress, delays and red flags in real time
- Complex data presented simply
- Decision making made easy
- Widget Library of Best Practice Graphs
- Integration of data into your BI and DWH
- Foundation for CDE



LetsBuild Professional Services

Senior & Director lvl Consultants to anchor the digital transformation



LetsBuild **Onboarding Services**

- Services aimed at securing the smoothest transition onto a new digital platform, anchoring the change management, project management, training and support



LetsBuild **Integration Services**

- Delivery of technical integrations, IT architecture mapping and planning, development of customer specific apps and dashboards.



LetsBuild **Consulting Services**

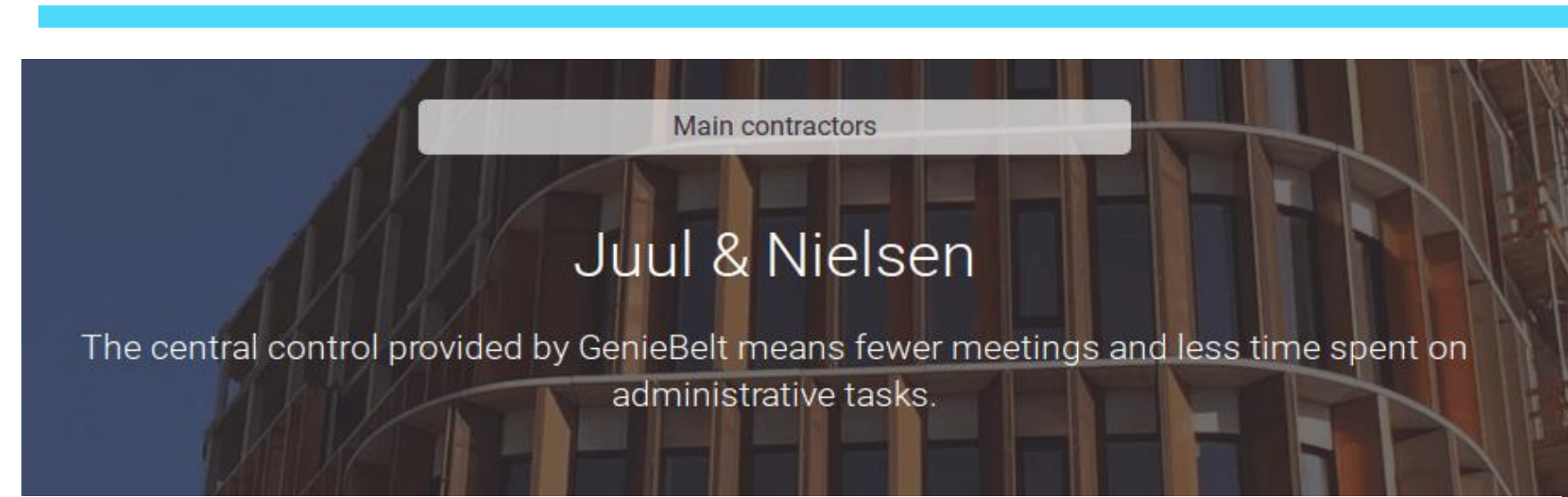
- Strategy and Business consulting - usually in the initial phases before Proof of Concept



LetsBuild **Managed Services**

- Longer term consultancy, typically on-site or at customer offices

Voice of the customer:



Make it a deliberate decision

"One of the biggest derivative effects of using GenieBelt is that, as a company, you start considering how you will manage your subcontractors and considering what an open and transparent project management means for your customers.

In addition, one must be prepared to accept a little effort in the beginning, to get everybody on board and trained" evaluates Managing Director Tommy Nielsen. He expects to achieve an optimisation gain of around 2-4% across all processes at company level, and GenieBelt helps support this development.

RESCON
BUILDERS

About Designs Gallery

SYDNEY • NEWCASTLE • CENTRAL COAST

The thing that excites Timothy about GenieBelt, is the way that you can bring project managing and field work updates so closely together. "Geniebelt is the first application that our team on the ground find extremely useful, tracking their projects and keeping real-time notes without the need for clunky laptops or iPads. We are saving literally hundreds of thousands per year through improved efficiencies, reduced management and improved delivery." This is what gives Rescon Builders an unfair advantage. "Geniebelt gives our company an unfair competitive edge. Its ease of use has meant it's been readily adopted, allowing our team to finish more projects, on time and on budget."



NEWS

DANISH HOUSEBUILDER LINKS CONTRACTORS AND SUPPLIERS ACROSS 2,000 SITES

14 MARCH 2018 | BY BIM+ STAFF

0 Comments

"GenieBelt will form the digital backbone of our construction processes and will be integrated with our existing digital tools. We will be able to benefit from further efficiency gains and secure the data we generate on approximately 2,000 projects in 2018.

"In the short term, we will build faster and better, but we also have a platform for analysing and learning – all in all a huge benefit to our customers," concludes Chrono.

The company hopes to make efficiency savings of 10-15%.

The partnership covers all of HusCompagni's activities in Denmark, Sweden and Germany. It built 2000 homes in 2017.



bimobject

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Search

NEWSLE

CONSTRUCTING EXCELLENCE

RIBA

BIFM

CIAT

PERFORMANCE MANAGER

ECA

PLE

PROJECTS

TECHNOLOGY

MANAGEMENT

EDUCA

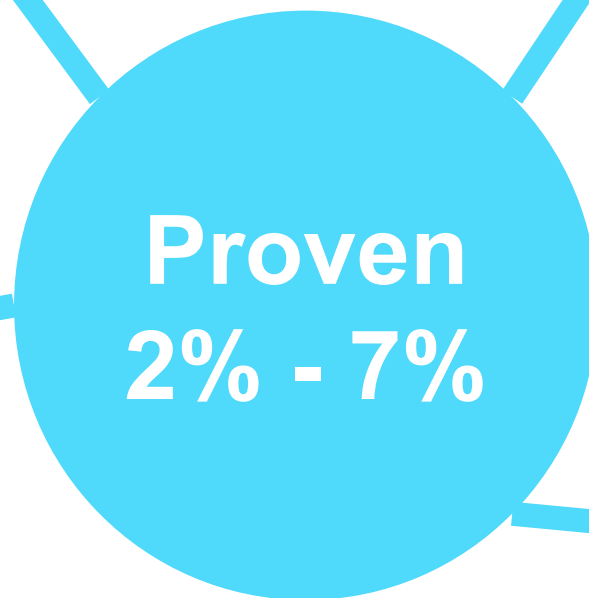


NEWS

STUDY SHOWS 7% COST SAVING ON DIGITALLY SHARING INFORMATION

30 OCTOBER 2017 | BY BIM+ STAFF

0 Comments



GenieBelt

A faded background image of a construction worker wearing a hard hat and safety vest, standing on a concrete structure of a building under construction. The worker is looking towards the right side of the frame.

LB

LetsBuild

2,421 followers

47m

Recently, [Grupo Provivienda](#) celebrated one year working closely together with our team! 🎉

We were excited to hear that with the help of GenieBelt, they managed to complete large building projects 50% faster and cut the construction time of housebuilding projects from 369 to 75 days!

These numbers prove that with the right tools and a healthy digital culture the construction industry can build faster and more efficiently! 🧑‍🏭📱

Our efforts are now empirically acknowledged and that is an extra motivation for us here at LetsBuild to keep working hard in order to set new productivity standards for the construction industry!

[#digitaltransformation](#) [#construction](#) [#innovation](#)









HOW DOES BEST IN CLASS LOOK?

ARE THERE OTHERS "JUST LIKE ME"?

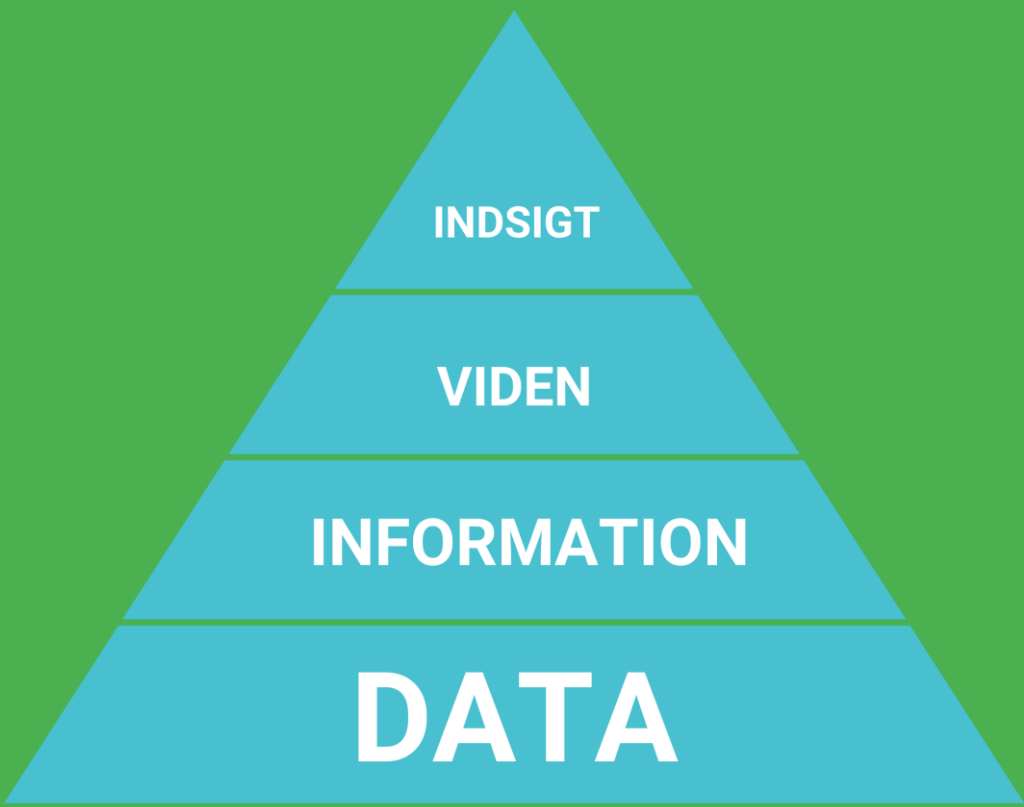
WHERE CAN I SEEK INSPIRATION?

WHICH TECHNOLOGIES SOLVE WHICH DEMANDS?

HOW DO I FORMULATE MY DIGITAL NEEDS - AND TURN THEM INTO FUNCTIONAL DEMANDS

CAN YOU MEASURE DIGITAL MATURITY – AND CAN YOU COMPARE IT?

WHAT ARE MY DIGITAL OPTIONS, AND HOW ARE THEY INTER-CONNECTED?



TALK!

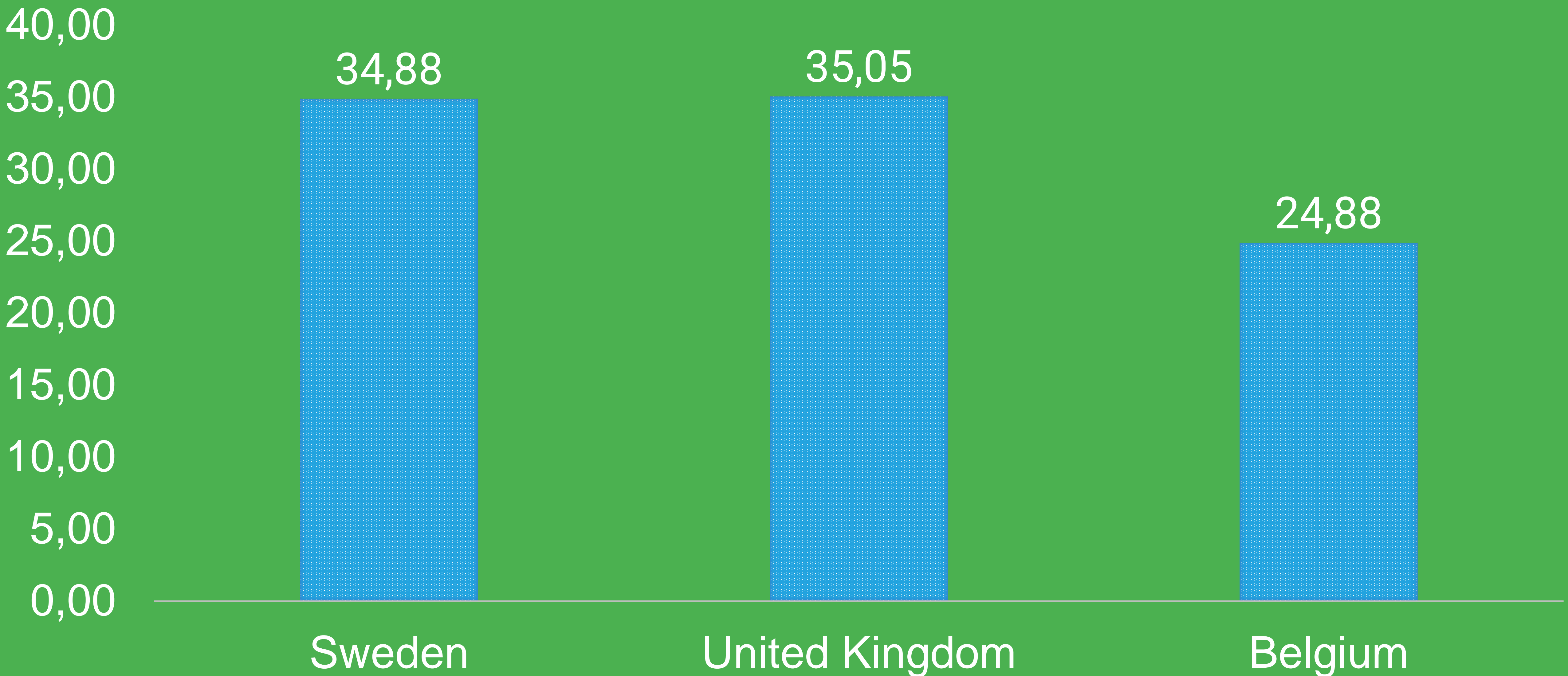
DIGITAL MATURITY INDEX

SOURCE: LETSBUILD CDML SURVEY

(MAX SCORE 96)

LetsBuild

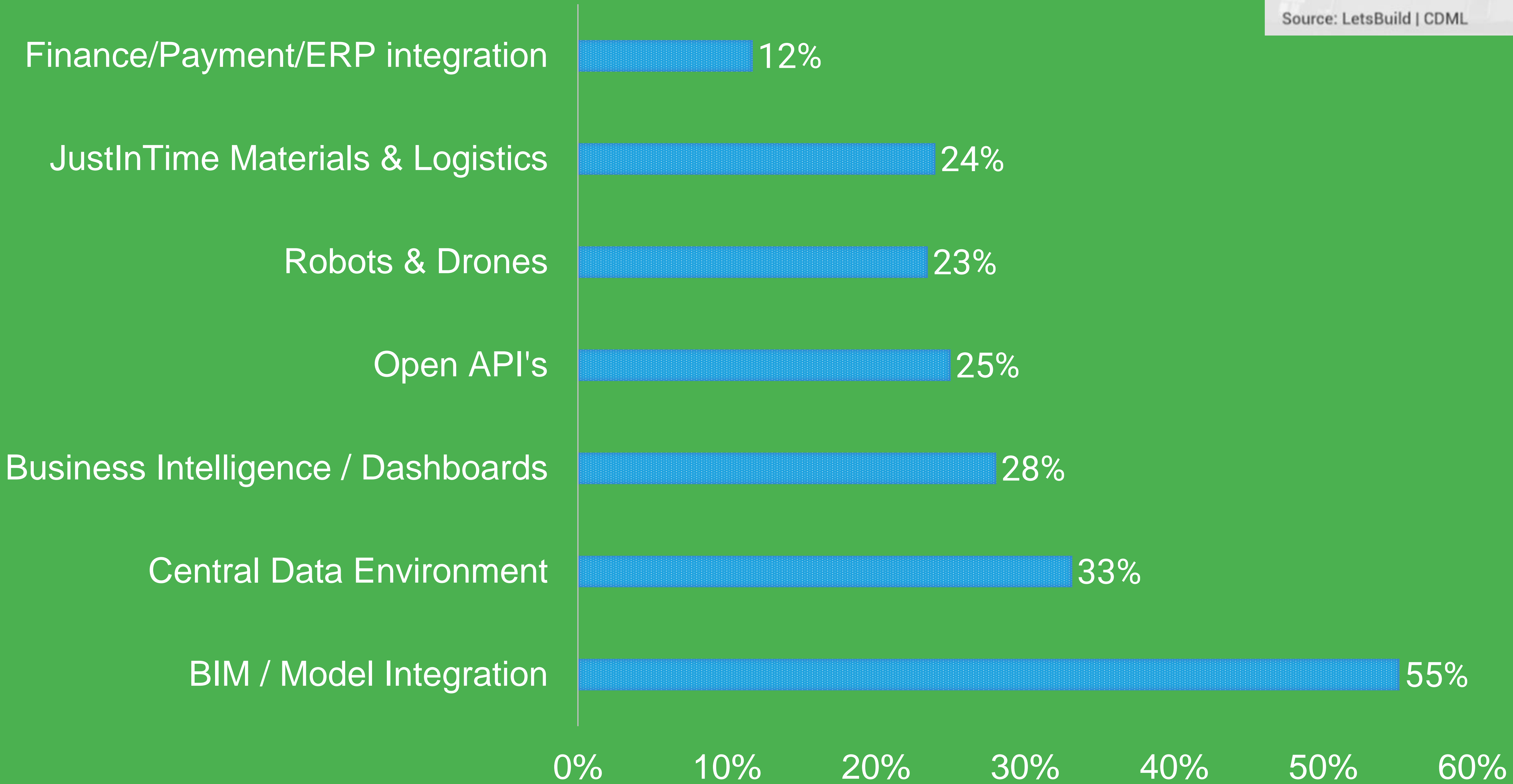
Source: LetsBuild | CDML



TOP TECHNOLOGY - NEXT 3 YEARS?

LetsBuild

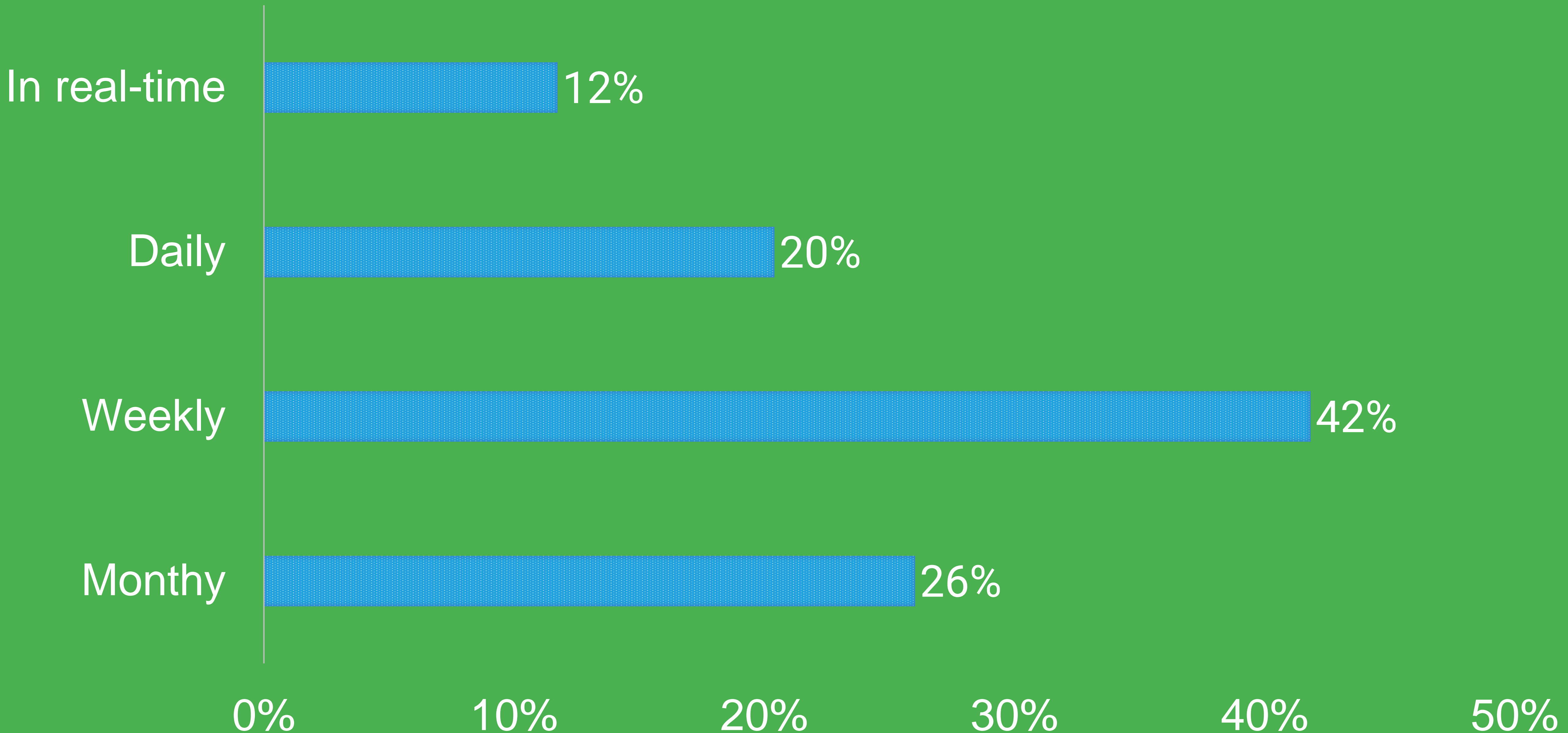
Source: LetsBuild | CDML



HOW OFTEN DO YOU REPORT UPDATES FROM SITE TO OFFICE?

LetsBuild

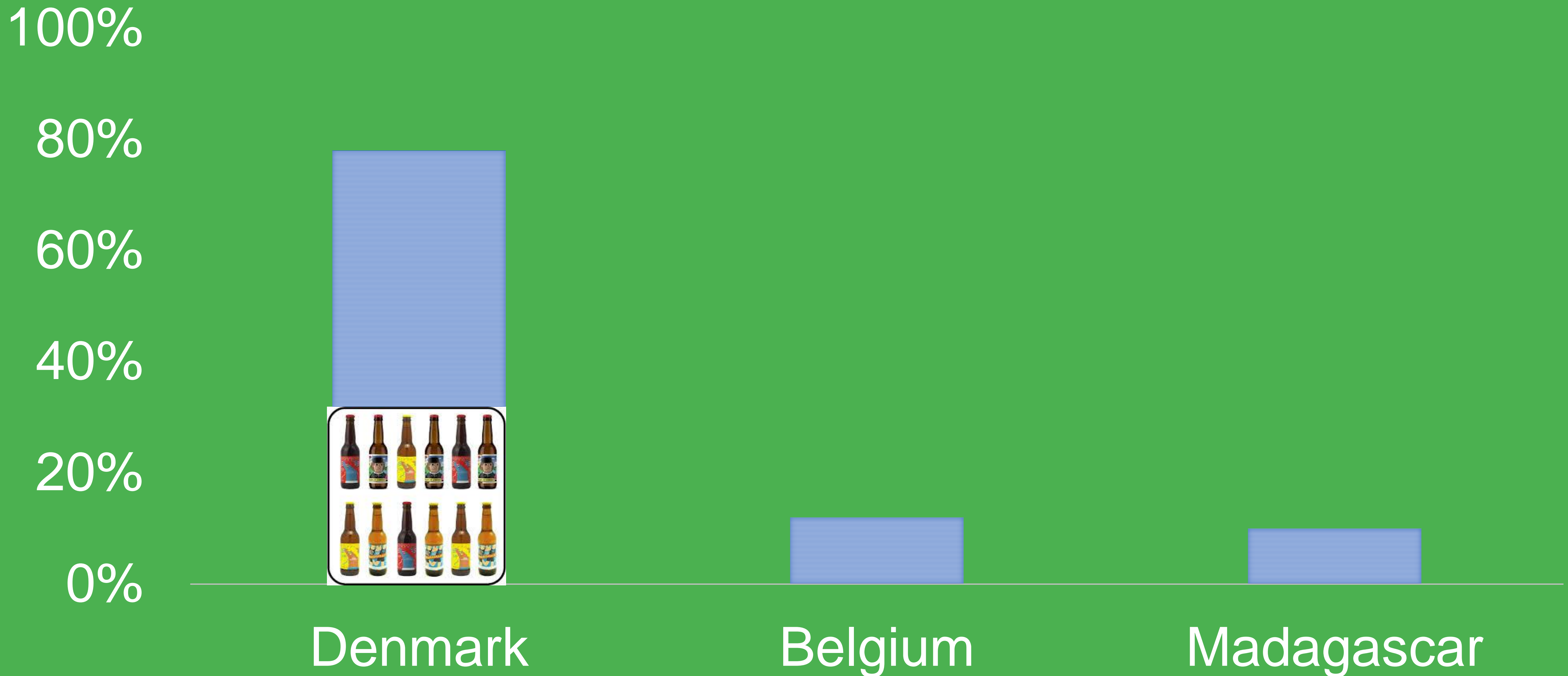
Source: LetsBuild | CDML



WHICH COUNTRY HAS THE BEST BEER?

LetsBuild

Source: LetsBuild | CDML



Your Score



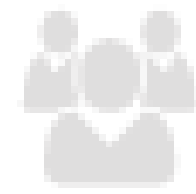
Sector average

32,24



Your score

28,1



Size average
500+

31,8



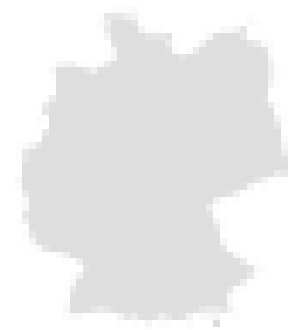
Global average

32,4



Regional average
Nordic

33,7



Country average
Denmark

32,6

Source: CDML - LetsBuild

YOUR
COMPANY

LetsBuild

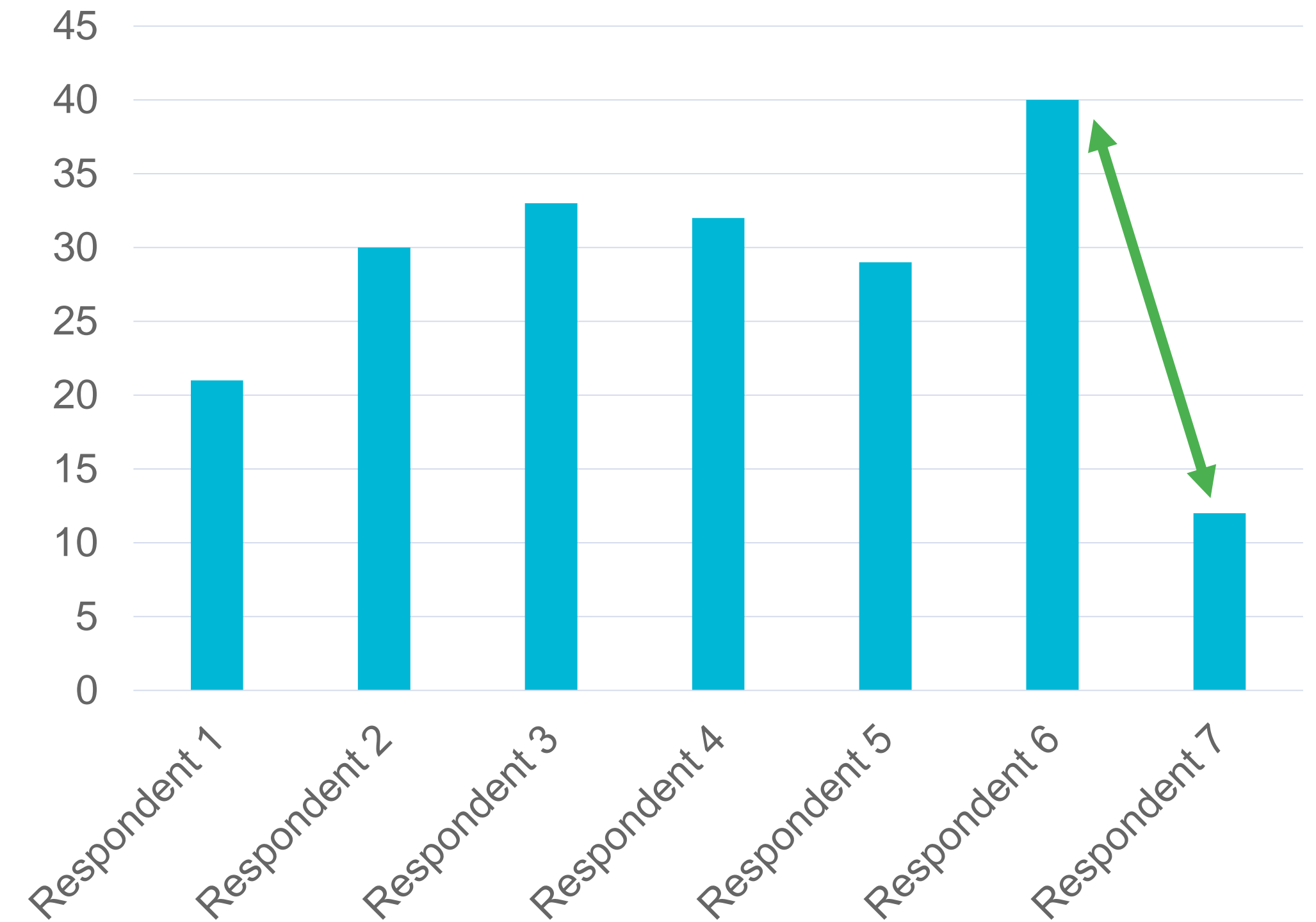
Source: LetsBuild | CDML

1

**BUSINESS AS
USUAL**

Undefined digital strategy, independent tool kit choices.
No or limited structured data gathering

RESPONDENTS



geniebelt.com/cdml

QUESTIONS?

Ulrik Branner

Linked 

ulrik@geniebelt.com

+45 3065 4390



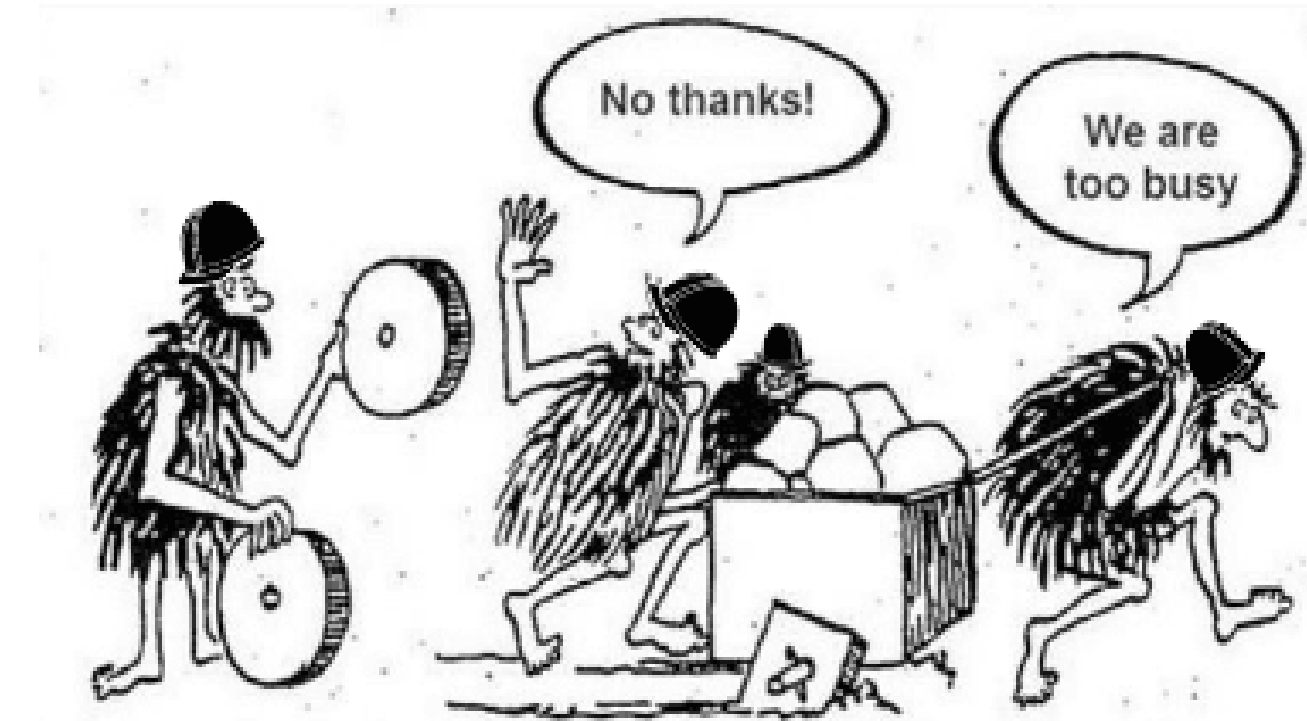
**LOOKING AHEAD....
WHAT SEEMS TO
BE COMING?**

CONSTRUCTION INDUSTRY LEADERS ARE SYSTEMATIC & DATA DRIVEN



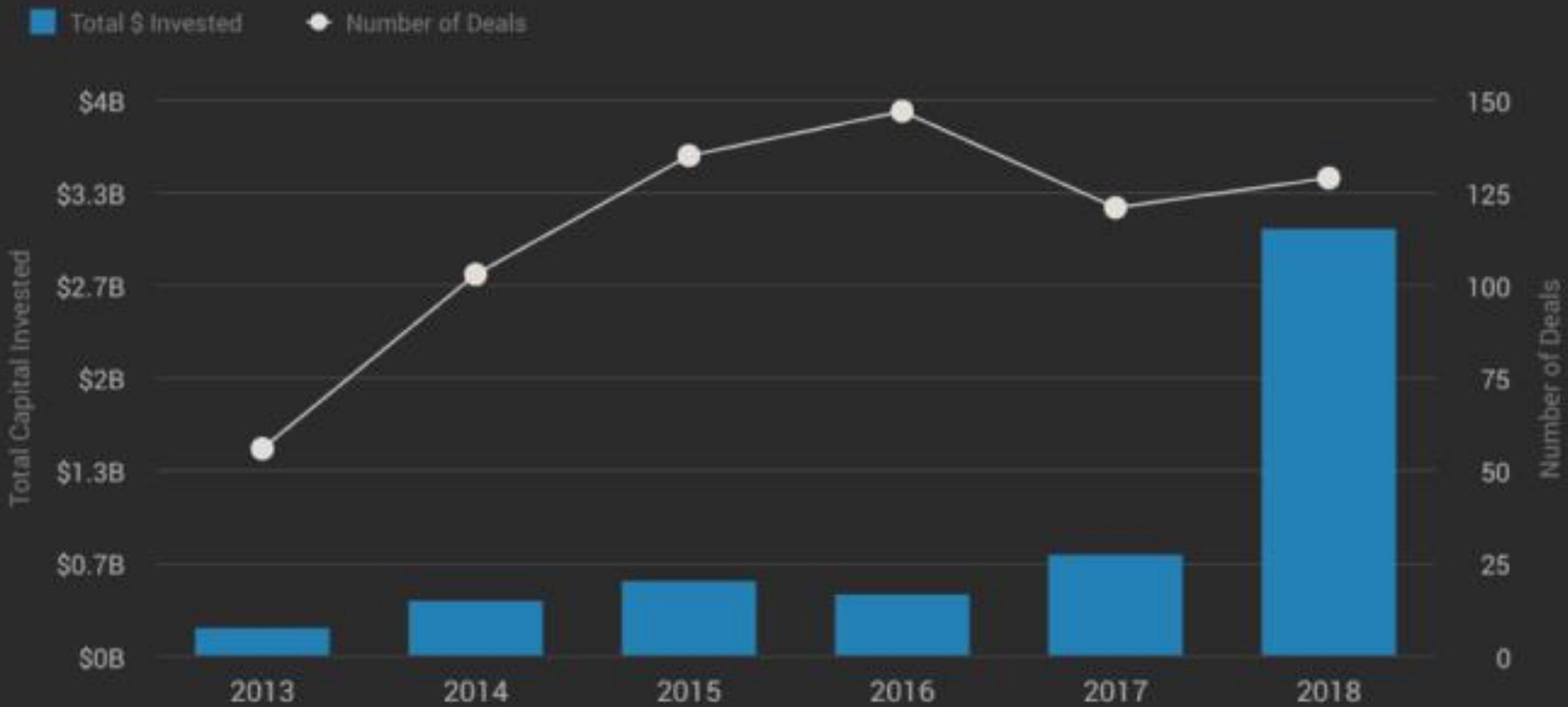
YOUR COMPANY?

OPPORTUNISTIC &
GUT FEELING DRIVEN



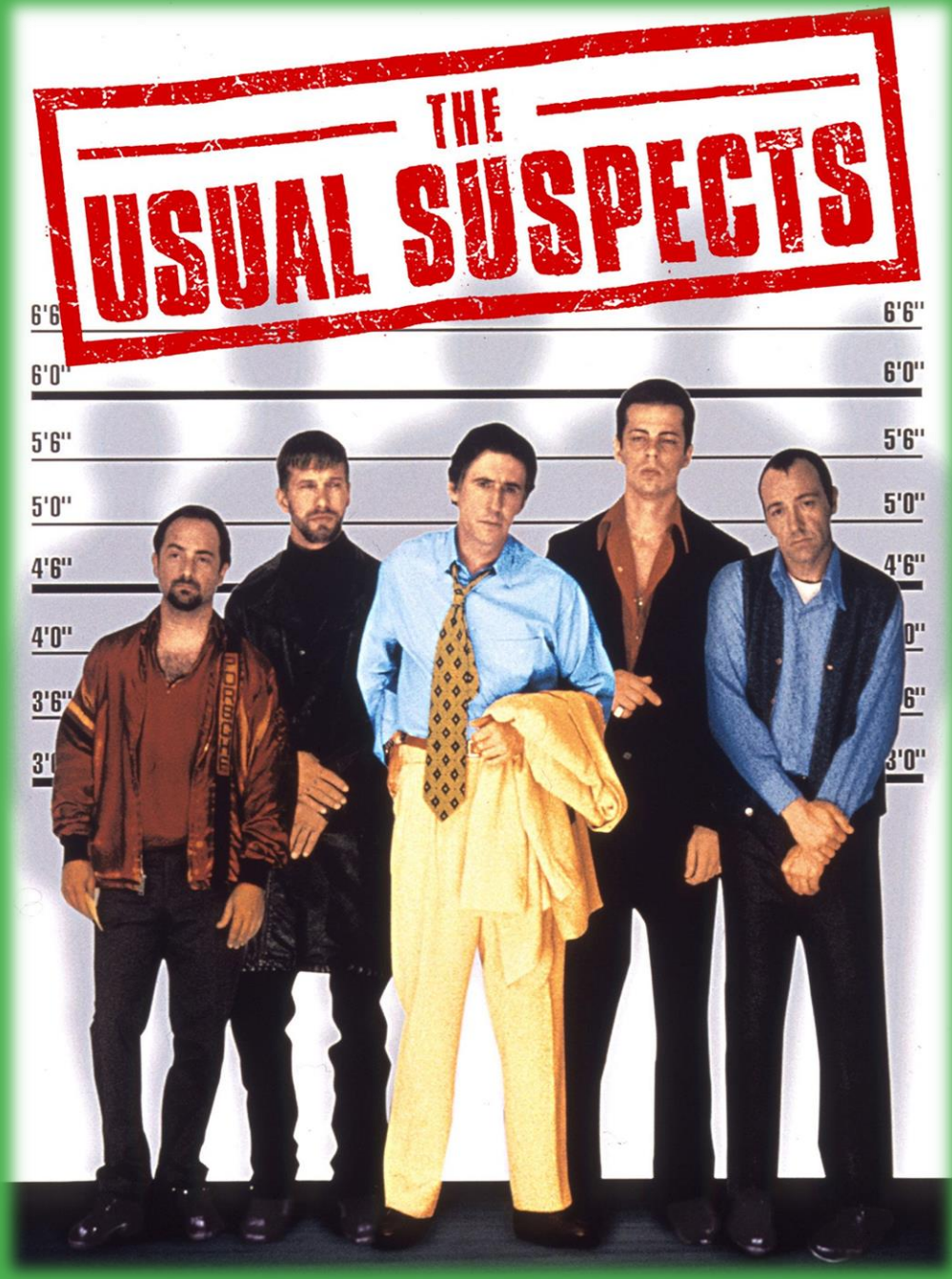
VC Investment In U.S. Construction & Building Companies

Based on reported venture funding data for companies in Crunchbase's construction, building material, smart building, and green building categories. Excludes PE, debt, post-IPO, and non-equity transactions.



USUAL SUSPECTS

- Oracle // Primavera.....\$580M
- Oracle // Textura.....\$780M
- Oracle // Aconex.....\$1.2B
- AutoDesk // PlanGrid.....\$875M
- AutoDesk // BuildingC.....\$275M
- AutoDesk // RhumBix.....\$8M
- Trimble // Viewpoint..... \$1.2B
- Bentley // Synchro Software.....?



NEW KIDS ON THE BLOCK

- Google's SmartCity Toronto.....?
- Amazon // Plant Prefab.....\$6.7M
- WeWorks // SoftBank.....\$11.7B
- Katerra // Softbank.....€890M
- Microsoft // PLC Construction.....?

