

Latest Wireless Technologies for Construction



Jeff DeBeech, Verizon Wireless
Construction Account Manager

Verizon has the experience, 4G LTE network and strategic alliances to make the difference for your company.

PID#

Verizon & ABC Member Overview

Verizon Wireless

Business Continuity & Remote Job Site Internet Access



Industry Leading Tablet Applications



Apple Products in Construction





ABC / Verizon Offer Overview

- **ABC Companies and their entities are eligible for:**
 - 20% off Corporate Lines
 - 35 % Accessory Discount
- **Custom Plans**
 - 450 Minutes for \$31.19 (22% already discounted from plan)
 - 450 Shared Minutes for \$35.09 (22% already discounted from plan)
 - Unlimited Push-To-Talk:\$19.99 (Zero voice minutes)
 - Unlimited Business Email Feature: \$20.00
- **ABC Company employees are eligible for:**
 - 15% off Personal Lines
 - 25 % Accessory Discount





Why Verizon?

4G LTE is **America's Fastest 4G Network**. With more 4G LTE coverage than all other networks combined, you can experience the speed and power of Verizon in more places.

- Speeds that are up to 10 times FASTER than our 3G network
- Seamless integration between our 4G LTE network and the Verizon Wireless 3G network
- More bandwidth and greater throughput to handle large data loads
- Greater productivity through lightning fast access to applications
- Coverage available in **486 cities**, covering over **90% of the U.S. population**





Cisco's Machine to Machine Solutions – Construction Vertical

Joe Lucatoro
Business Development Manager
Verizon Channel Team
jlucator@cisco.com
408-894-6481

The Benefits of Connected Construction

- Market differentiation for contractor
- Process Improvements, collaboration
- Bridging communications to connect stakeholders
- Expedite time-to-market
- Jump start any construction site, remote or local



Joint Solution for Business Customers



ISR G2 Router



VZ 4G LTE eHWIC



VZ 4G LTE network

Cisco ISR G2

- Market leading Integrated Services Routing Platform
- 100's of interfaces for flexible requirements
- Complete solution for small, medium, large deployments

Cisco 4G LTE eHWIC

- Industry's first integrated 4G LTE solution
- Future proofed for emerging technology requirements (voice, video, QoS)
- Multiple antennae options

Verizon 4G LTE network

- America's largest & fastest 4G LTE network
- Integrated network support for complex network solutions
- Seamless failover between wired & wireless networks

Combining Industry Leaders in Technology Solutions

Cisco 819 M2M Integrated Services Router

Compact

Industry's Smallest Hardened and Unhardened M2M Gateway

Hardened

Built for challenging environment – shock/vibe, humidity, splash water, temperature, dust

Services-Rich

IOS-Based –ISR Compatible, Secure native SMS Gateway w/GPS Support

Mobile IP
ScanSafe
IPv6 Ready



Wi-Fi AP
Dual Radio
2.4/5 GHz

3G + 4G
WWAN

Cisco 819 M2M Gateway

BENEFITS:

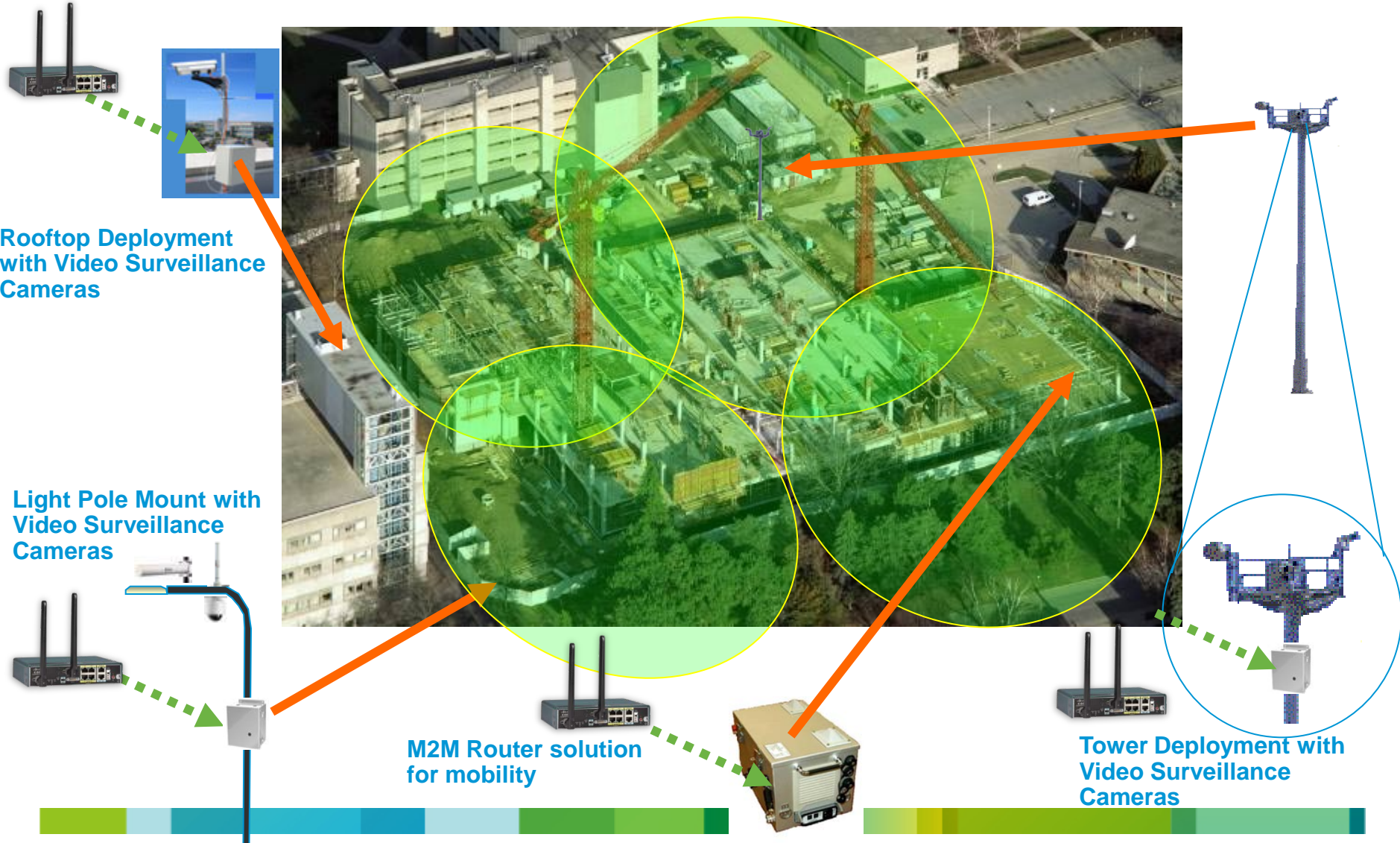
Increased revenue with new business models

Greater efficiency with remote real-time monitoring with existing management

Flexible operations with ease of deployment and lower TCO

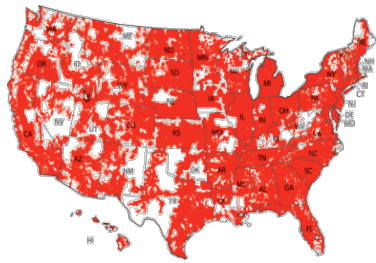
Combining 4G LTE & WiFi

Connected Construction



Our opportunity

Network Performance



America's Largest, High-Speed Wireless Network

M2M focus on customers

Verizon Private IP & Managed Services



Full Integration with Other Verizon Services

NEMO, Get VPN solution across wired/wireless

Dynamic Mobile Network Routing



Visibility to Devices Behind the Router

Only Available with Cisco

4G LTE Advantage

4G LTE

Application Performance & Scalability

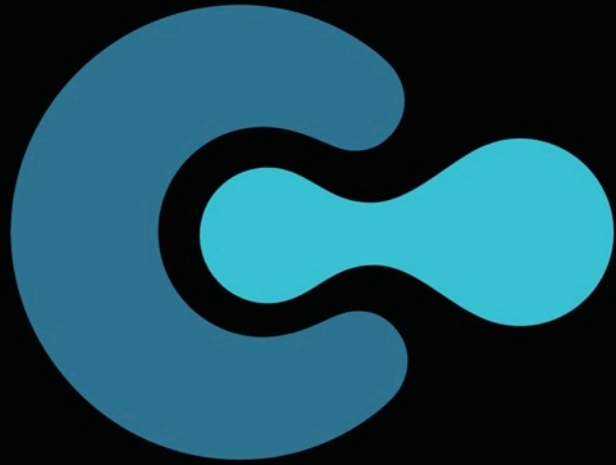
Verizon is only 4G LTE Solution available today on Cisco routers

Today

Targeting customers for alternative backup solutions to reduce OPEX costs with clear ROI savings by combining with Verizon's network backup data plans.

Tomorrow

Evolution of Cisco's ISR platform and advanced features within Verizon's 4G LTE network to provide **primary connectivity** for data, VoIP, Video services



canvas

Mobile Apps For How *You* Do Business

Joe.Gatto@GoCanvas.com

1-866-242-9334

www.GoCanvas.com

Twitter: GoCanvas

facebook: MyGoCanvas



Benefit Bags™

6420 W. 127th St. Phone: 800-872-8241
 Unit 212 E-mail: sales@baganntag.com
 Palos Heights, IL 60463 Fax: 708-489-2260

Registration/Sample Order Form

ORGANIZATION	William's Auto Repair		
CONTACT PERSON	Steven Jason		
ADDRESS	13B Brookside Avenue		
CITY/STATE/ZIP	Alplaus, NY 12008		
PHONE	703-442-8923	FAX	
DATE OF SALE FROM	12/1/11	TO	
GOAL	\$ 500.00	TARGET DELIVERY DATE	12/1/11
SAMPLES	# OF ROLLS**	PRICE PER ROLL	TOTAL
Large Trash Bags Black (20 per roll)	5	\$2.50	\$ 12.50
Tall Kitchen Bags White (40 per roll)	1	\$2.50	\$ 2.50
Total Amount of Order			\$ 15.00
			0

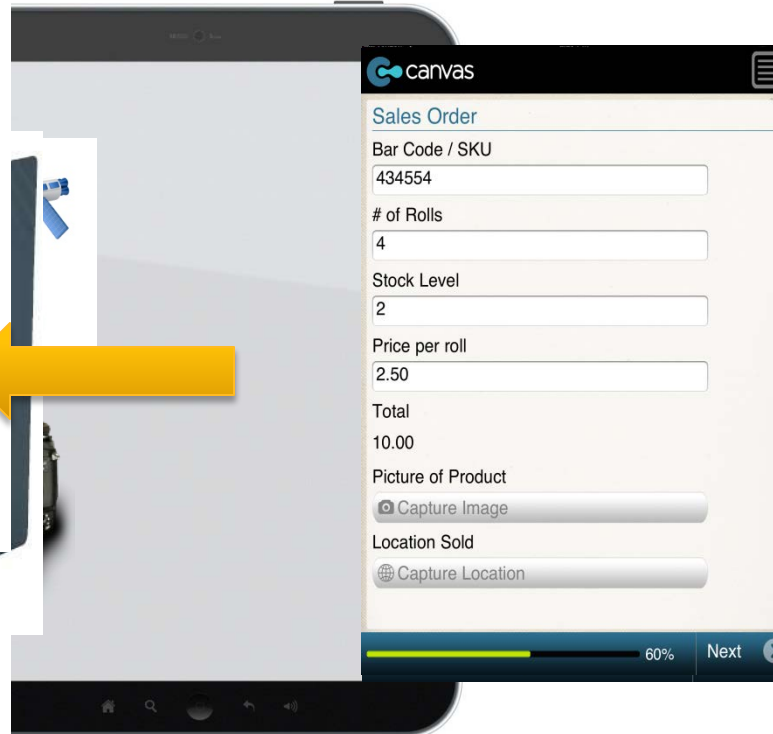
Samples are ordered at cost, \$2.50 per roll. Pull bags off master rolls and fold them to fit into kit; 2-5 bags per salesperson is a good number. Calculate the number of rolls to order.



Signature/Organization Chairman	Date
703-442-8923	12/1/11
Phone	Best time to call
	09:00AM

**Rolls must be purchased by the case (6 rolls per case)

Benefit Bags™ Benefit Everyone



Canvas App Store (8,000+ and growing...)



Find the Business App You Need

Canvas's ever-growing Application Store offers apps in a range of industries and business functions









[Get Started!](#) [Watch Video](#)

Categories

- Agriculture, Forestry & Fishing
- Construction & Contractors
- Education
- Finance, Insurance & Real Estate
- Government and NGO
- Healthcare & Life Sciences
- Hospitality
- Manufacturing

World's only consolidated source of paper forms as Mobile Apps



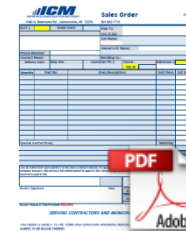
-  Work Order
-  Invoice
-  Driver's Daily Log
-  Inspection
-  Time Card
-  Survey
-  Checklist
-  IT Security Form

Canvas... Mobile Apps for Business

FIND or BUILD Your Own App



1



2



3

***HIPAA Compliant**



Quick Demonstration



JOB INVOICE

YOUR COMPANY NAME
100 MAIN STREET
YOUR TOWN, STATE AND ZIP

1001

TO: _____

DATE: _____

QTY	MATERIAL	PRICE	AMOUNT	DESCRIPTION OF WORK

OTHER CHARGES

DATE	DESCRIPTION	AMOUNT

TOTALS

TOTAL LABOR	TOTAL MATERIALS	TOTAL OTHERS	TOTAL

Thank You

iPad in Construction

Steve Prekop

Regional Sales Director

Date

A new way to work.

iPad mini



7.9-inch Multi-Touch display

Dual-core A5 chip

FaceTime HD camera

iSight camera

Ultrafast wireless

Lightning connector

iOS 6

10-hour battery

iPad with Retina display



9.7-inch Retina Display

A6X chip

FaceTime HD camera

Ultrafast wireless

Lightning connector

iOS 6

10-hour battery

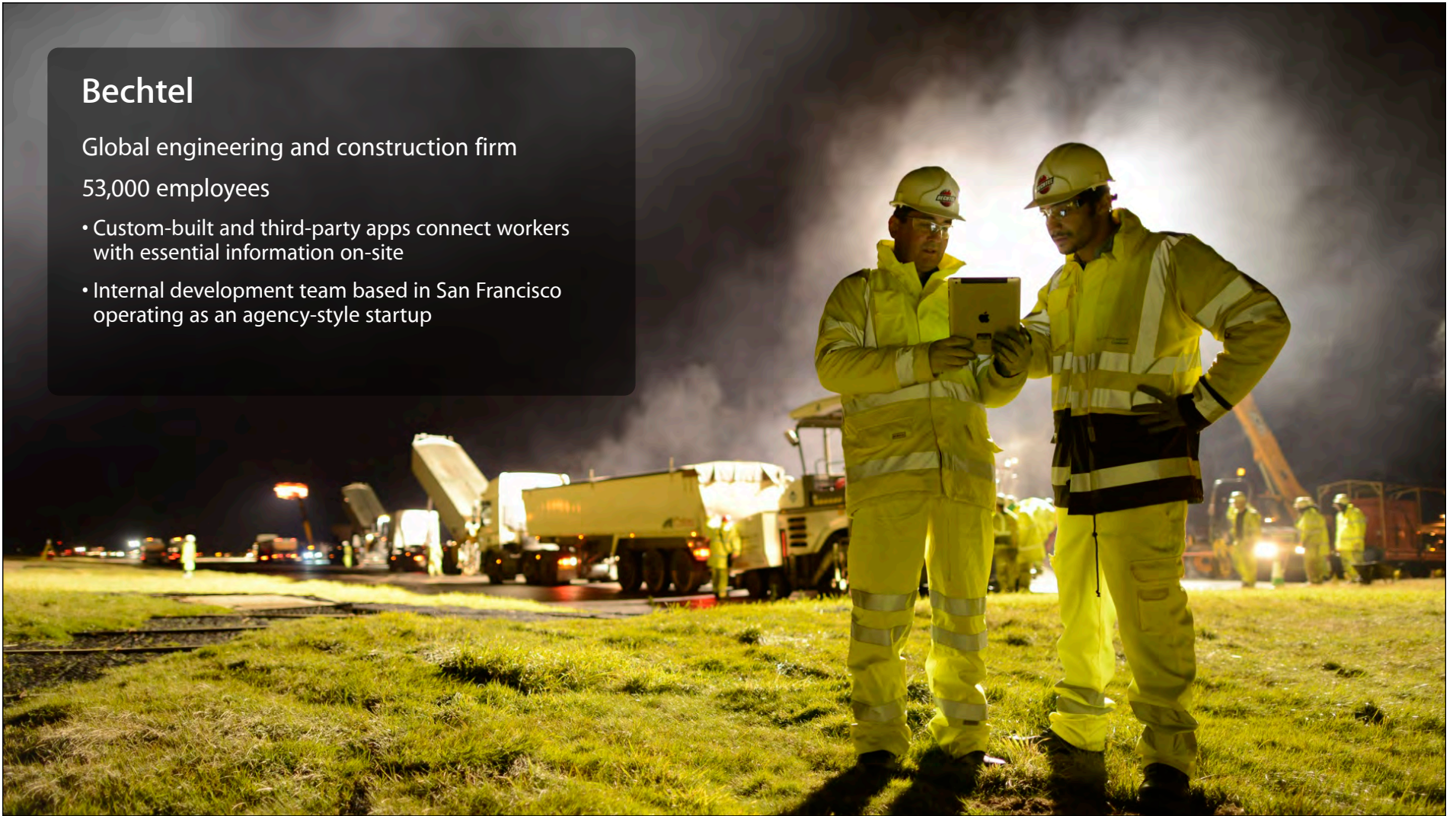
iPad in Action

Bechtel

Global engineering and construction firm

53,000 employees

- Custom-built and third-party apps connect workers with essential information on-site
- Internal development team based in San Francisco operating as an agency-style startup



A construction worker in a yellow high-visibility jacket and white hard hat is looking at a tablet at night. The worker is wearing safety glasses and has a mustache. The background is dark with some blurred lights. The worker's jacket has "YOUR LONDON AIRPORT" and "Galvini" written on it. The hard hat has "DL" on it. The tablet is held in front of him, and he is pointing at the screen with his right hand. Two other workers in high-visibility jackets are partially visible on either side of him.

Bechtel

"iPad removes what in the past has been a huge barrier for construction projects. It allows innovation to get out of the office and into the field where it belongs."

Eli Walter
Engineering Manager



16:26
Night Report 09-20-2012 15:07:17

All Forms

Save

Submit

New

DATE CREATED
20-Sep-2012 04:24 PM

DATE MODIFIED

DATE SUBMITTED

Other

CHECK BOX

PHOTO

SIGNATURE

Steve Smith



App name
In-house

Enables field engineers to fill out and submit electronic forms, streamlining project management



Crescent Construction

Construction Inspection, quality assurance

20 Employees

- Laptop replacement and paperless forms
- Mobile workforce uses iPad at survey sites
- Developing apps for common industry needs

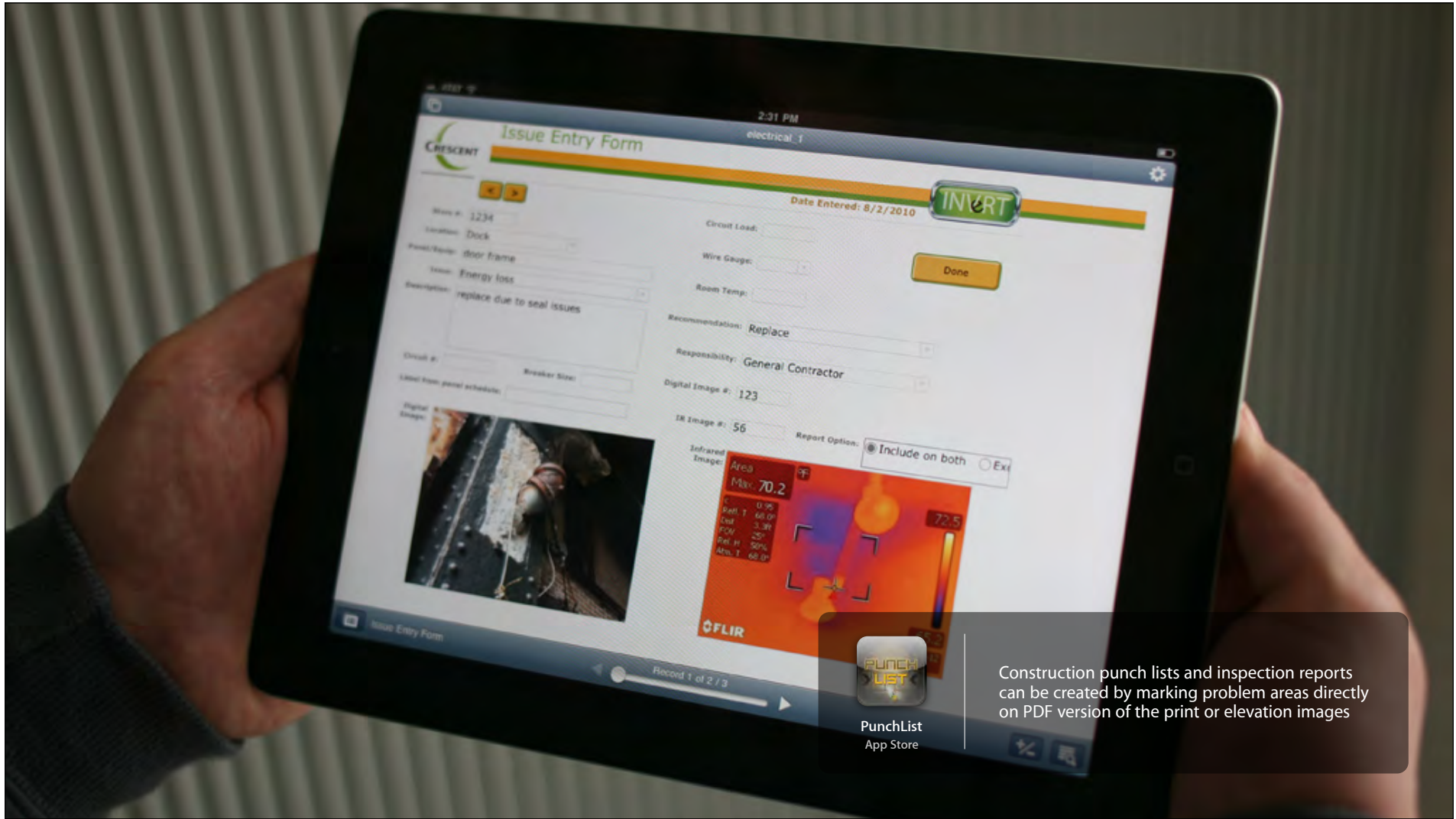


Crescent Construction

“We cut out eight hours a week per employee in paperwork by having our guys gather data while they’re performing the service, on location, using iPad.”

Julian Clayton
Co-founder and VP of Research and Technology





Issue Entry Form

2:31 PM

electrical_1

Date Entered: 8/2/2010



Issue #: 1234

Location: Dock

Panel/Panel: door frame

Issue: Energy loss

Description: replace due to seal issues

Circuit Load:

Wire Gauge:

Room Temp:

Done

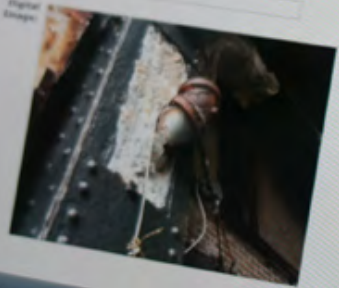
Recommendation: Replace

Responsibility: General Contractor

Digital Image #: 123

IR Image #: 56

Report Option: Include on both Exclude



PunchList
App Store

Construction punch lists and inspection reports can be created by marking problem areas directly on PDF version of the print or elevation images



Clinometer
App Store

Slope finder tool can measure slope by all edges of the device in every direction

Multi-Touch Books in Business



Create content quickly and easily

Bring static information to life

Deliver an immersive experience

Immediate engagement with employees
and customers

Build Books with iBooks Author



Publish Privately or Publicly



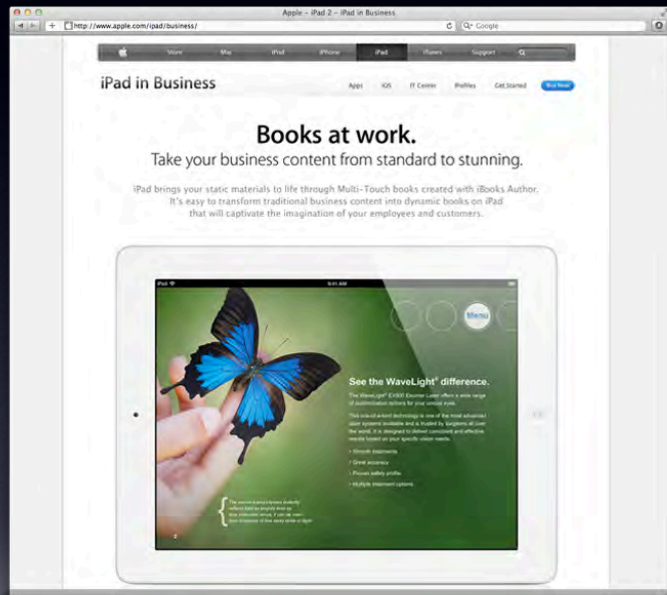
Sync from iTunes

Email link to employees

Set up an internal portal

Publish publicly to iBookstore

More Information



Books at Work

- apple.com/ipad/business/books-at-work

iBooks Author

- apple.com/ibooks-author

Support

- apple.com/support/ibooksauthor



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