ABC TECH MARKETPLACE GUIDE

Stay Ahead With Member-Exclusive Discounts on Tech Solutions From ABC-Vetted Companies

abc.org/techmarketplace

ABC | **TECH** MARKETPLACE

Associated Builders and Contractors

ABC TECH MARKETPLACE

Choosing technology can be difficult, but it doesn't have to be.

The construction industry is at an inflection point where most of the top-performing contractors of all sizes are investing in technology in multiple areas of their business. With so many technologies to choose from, ABC and its Construction Technology and Innovation Committee have led the effort to create a Tech Marketplace that showcases tech companies that make members safer, more profitable and positioned to win more work with their solutions.

ABC Tech Marketplace companies are required to offer solutions that solve a major problem, provide an exclusive discount to members, be a member of at least one ABC chapter and have a proven track record with ABC members, providing a significant return on your investment.

Take advantage of ABC-member exclusive discounts! Integrate construction technology and innovation into all aspects of your strategic initiatives.

Gain a competitive advantage with cutting-edge, cost-saving solutions.

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Foundation Software delivers job-cost accounting, project management and mobile applications, along with industry education and consulting, to help you run the business side of construction. Our sole commitment is to contractors. See why over 34 years of being different has made FOUNDATION® a leading construction accounting software company.

EXCLUSIVE BENEFITS FOR ABC MEMBERS

- 10% off FOUNDATION construction accounting software
- Free analysis of your current accounting issues
- Free access to our construction library
  (no purchase required)

abc.org/foundation

Sage Construction and Real Estate is the industry leader in construction solutions that integrate your business financials and operations, giving you the information that you need to make data-driven decisions and tightly manage your projects. Sage Construction and Real Estate solutions streamline processes and enhance communication and collaboration, both in the office and on the jobsite.

EXCLUSIVE BENEFITS FOR ABC MEMBERS

- Receive 15% off your first-year subscription to Sage 100 Contractor or Sage 300 Construction
- Receive 15% off your first-year subscription to Sage Real Estate or Sage Estimating

abc.org/sage

CUSTOMER RELATION MANAGEMENT

FollowupCRM

Followup CRM is a construction CRM software designed to manage leads and bids, get contractors organized and help you win more jobs.

Before Followup CRM, everything was in spreadsheets, projects felt scattered, leads and bids fell through the cracks, it was tough to see where projects stand, people were stressed and customer information was all over the place.

After Followup CRM, everything is organized in one place, you will never forget to follow up again, you're on top of things, sales progress is clear and you win more projects.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- $500 off onboarding

abc.org/followupcrm

CYBERSECURITY

EGNYTE

Egnyte provides a unified location for documents and data throughout each stage of a project's lifecycle, making it easier than ever before to access information securely from any device. With collaboration at your fingertips without interruption—even when you are at the jobsite or away—you can share files anywhere at any time.

Egnyte is the secure multicloud platform for content and governance that enables organizations to better protect and collaborate on your most valuable content. Improve data security, maintain compliance, prevent and detect ransomware threats, and boost employee productivity on any app, any cloud, anywhere.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- ABC members receive 15% off Egnyte services

abc.org/egnyte

KOJO

Kojo is an all-in-one system for contractors to handle all your materials and inventory needs and make it easy for your field team, purchasing, accounting and vendors to work together to get materials to the site on time and for the best price.

Kojo offers an all-in-one procurement and inventory management system, including tools to:

- Process material orders from takeoff to closeout
- Compare pricing and availability from any vendor
- Place field requests by building a shopping cart on your phone
- Track inventory and get it out to the field
- Reconcile invoices against the purchase order and proof of delivery
- Integrate with your accounting system
- Automate reporting

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 10% off subscription software, on average a $1,750 value

abc.org/kojo

TENNA®

Tenna lets you know more, with reliable tracking and a unified platform for mixed fleets built on over 100 years of combined construction experience. Tenna lets you control more with visibility from the machine level to the project, all the way up through your whole company. Make more money with better own, move and buy/rent decisions, higher utilization and more predictable days.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 15% discount on hardware

abc.org/tenna

STACK

From project evaluation to completion, contractors use STACK's cloud-based software to help run your business and maximize your profits. STACK's preconstruction solutions enable fast, accurate takeoff and estimating and provide a centralized hub where plans, specs and other documents can be stored, evaluated, measured and shared. STACK's construction solutions power real-time field and project collaboration by allowing teams to quickly and easily review, annotate, compare and share plans anywhere, from any device.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 20% discount on any STACK solution for new clients

abc.org/stack

ARCORO®
ExakTime®

Arcoro delivers the best experience in the field and the office for over 10,000 construction companies and specialty contractors. Arcoro helps contractors do HR smarter—and faster—by allowing you to:

- Accurately track time in the field and office for all employees
- Easily document time, recruiting and retention processes to support compliance
- Centralize training and certifications
- Develop employee career and succession plans
- Store all employee data in one system of record

Integrate seamlessly with the construction tech solutions you are already using, including Sage, Acumatica, Viewpoint, Foundations, Procore and CMiC. That means you get the most from your data, and your team can focus on completing projects instead of paperwork and data entry.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 10% off on Arcoro and ExakTime Solutions.

abc.org/arcoro

Field Control Analytics

Field Control Analytics offers solutions to contractors of all sizes to manage your workforce, ensure safe jobsites, understand project labor hours on and off site and comply with government worker demographics tracking. We help clients understand the true cost of labor on the project, onboard, track and manage your workforce and minimize risk.

FCA provides jobsite access control and credentials for workers to get onto project sites. FCA manages and facilitates workforce data; tracks certifications, trainings and other critical demographics; and provides workforce participation data points specifically addressing compliance. Additional offerings include drug testing and background screenings.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 15% discount on services

abc.org/fca

ABC
2023 TECH
REPORT
abc.org/techreport

POWERED BY
Milwaukee

BECK TECH

At BeckTech, innovation is our mandate. For over 25 years, BeckTech has served the construction industry by developing technology that enables efficient and effective decision-making, so you can focus on more valuable work. We are leading the way to smarter, faster preconstruction processes and decisions.

DESTINI Estimator construction estimating software is a preconstruction platform like no other, solving complex issues and giving clarity to the preconstruction data lifecycle. The integrated, single-source solution features built-in 2D and 3D takeoffs and automatically gathers and stores your cost history. This flexible software eliminates the need for multiple tools; helps create cohesive, better estimates; and speeds up the time it takes to get estimates out the door.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- General contractors will receive free base implementation

abc.org/becktech

construct connect

ConstructConnect, a Roper company, provides trusted data and specification solutions to help the construction industry start every project on a solid foundation. From its start as a publication house, ConstructConnect has grown into a multichannel solution for the entire commercial construction industry. ConstructConnect's software helps you:

- Streamline the bidding and management process, from project planning to closing out
- Simplify the bidding process by allowing you to create and send invitations to bid, to prequalify subcontractors and to ensure bid coverage for projects
- Streamline your takeoff process and reduce errors and rework by completing measurements and calculations as you mark up your drawings
- Measure footage, pitch and angles in seconds with a simple point and click, and use drag-and-drop parts and assemblies to quickly calculate material and labor costs
- Optimize your bids and improve estimating performance

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 10% discount on select solutions

abc.org/constructconnect

◢ AUTODESK
Construction Cloud

Autodesk Construction Cloud connects workflows, teams and data at every stage of construction to reduce risk, maximize efficiency and increase profits. Our products support key construction workflows, from design collaboration and model coordination, bid management and quantification, as well as project, field and facilities management—all with powerful, simple software.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 15% discount for new customers

abc.org/autodesk

> " ABC's Tech Marketplace not only provides guidance with the industry's most current technology, but the solutions are vetted by construction industry experts. The savings I receive as a company owner for using technology in the Tech Marketplace far exceeds the investment I made in my ABC membership. "
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> —Buddy Henley, president
> Henley Construction Co. Inc.

knowify

Knowify is a business management software designed to help specialty trade contractors with bidding, job costing, invoicing and project management, giving you a detailed view on project-level financial health. Knowify's business management software empowers contractors to build your business with confidence.

Knowify crunches the numbers and shows you the impact every job has on your business, then gives you the project and client management tools you need to execute every job more effectively.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 25% discount on an annual plan

abc.org/knowify

PROCORE®

Procore is a leading provider of construction management software. Over 1 million projects and more than $1 trillion in construction volume have run on Procore's platform. The Procore platform connects every project stakeholder to solutions they've built specifically for the construction industry—the owner, general contractor and specialty contractor.

Procore's App Marketplace has a multitude of partner solutions that integrate seamlessly with the platform, giving construction professionals the freedom to connect with what works best for you.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 15% discount on any new product or service

abc.org/procore

Smartapp.com™

TURN YOUR JOBSITE **INTO A SMARTSITE**™

Turn your jobsite into a Smartsite™ with Smartapp.com,™ a complete construction automation and management platform. Automate and coordinate all your daily jobsite activities through one unified platform so you can deliver your projects safely, on time and on budget.

Smartapp.com's first-of-its-kind Fusion Platform seamlessly integrates jobsite automation software with jobsite-ready hardware. Dramatically improve the way you plan, dispatch, track and status work with a host of industry-leading features:

- Real-time, multiparty digital pull plan boards, CPM schedules and 2D, BIM view and markup
- Mobile work updates
- Field documentation (RFI, punchlists, inspections)
- Multilanguage worker onboarding and qualification tracking
- Built-in safety suite (STA, JHA, permits, incidents, alerts, SOS)
- RTLS worker and equipment positional tracking
- Automated manpower reporting
- Automated daily reports
- Automated meeting minutes
- Built-in visualizations, analytics and dashboards
- No-code data collection and app builder
- And more!

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 20% discount on platform

abc.org/smartapp

smartbuild
CONNECT | COLLABORATE | CONSTRUCT

SMARTBUILD embodies the 3 p's of construction management software: price, performance and practicality. At the core, SMARTBUILD's intuitive and easy-to-use system has the necessary process and performance timelines to manage projects for success.

Whether you are managing changes, issuing progressive billings, managing your resources or creating as-built markups, SMARTBUILD has an affordable, practical and digital solution for your team. Our intuitive and easy-to-use system is designed with you and your team in mind. Take advantage of comprehensive base features, combined with an affordable subscription model, making SMARTBUILD the choice of all smart contractors.

EXCLUSIVE BENEFITS FOR ABC MEMBERS

- SMART-HR portal at no cost! (a $1,500/value)
- 10% off annual subscriptions

abc.org/smartbuild

ABC | TECH MARKETPLACE
Associated Builders and Contractors

Interested in joining the Tech Marketplace? Connect with ABC members looking for the innovative solutions you provide.

abc.org/techapplication

Questions? Contact Matt Abeles at abeles@abc.org.

SUBHQ

SubHQ is a project management software solution built specifically around the unique needs and workflows of small to midsize specialty subcontractors. Because most of the data subcontractors manage originates in the field, SubHQ is designed to be field-friendly first by collecting data intuitively through streamlined and consolidated workflows.

SubHQ empowers subcontractors to manage projects from bidding to completion through integrated processes like change order management, time tracking, safety and quality compliance, equipment and tool tracking, equipment maintenance and task and checklist management. The advantages of SubHQ are access to real-time data, streamlined processes and increased accuracy and efficiency, which all translates to reduced risks, consistency and cost savings across your entire organization.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 20% discount on software

abc.org/subhq

Trimble

Trimble Construction One simplifies your construction technology to keep projects on time, on budget and in spec. Remove roadblocks, improve collaboration and bake predictability into your construction business. Featuring product solutions including design, detailing, modeling, estimating, project management, fabrication management, field technology and financial management, take your projects from design to done with Trimble Construction One.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 10% off new products in the Construction Enterprise Solutions Division

abc.org/trimble

KPA

KPA is a leading provider of environment, health and safety software, consulting and award-winning compliance training. KPA solutions help clients identify, remedy and prevent workplace safety and compliance challenges across their entire enterprise to minimize risk and build a culture of safety across the organization. For more than 30 years, KPA has helped over 10,000 clients achieve regulatory compliance, protect assets and retain top talent.

KPA EHS software enables you to:

- Deliver customized training
- Conduct inspections
- Track incidents
- Manage assets
- Report and analyze performance

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 20% discount on platform

abc.org/kpa

SKILLSIGNAL™

SkillSignal's mission is to increase your workers' safety on site at all times, simplify your compliance program and save your resources with the power of mobile apps. SkillSignal is the only all-in-one safety, compliance and risk control platform built for construction. Trusted by 70,000 construction pros on hundreds of U.S. construction projects, SkillSignal is quickly becoming the No. 1 field solution that gives you peace of mind.

Our user-friendly mobile apps simplify and digitize all safety and compliance responsibilities on your jobs: in-app orientations, digital document management, automatic daily workforce logs, two-click reports and dashboards, certification management, toolbox talks and much more. Eliminate between seven to 11 hours per week in paperwork, obtain lower settlement costs, gain 100% compliance and win more business!

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 15% discount over regular pricing—representing an annual savings of $1,250 on average

abc.org/skillsignal

BUILD OPS

Designed by a team of specialty contractors and world-class engineers, BuildOps redefines the commercial contractor experience with its cloud-based operational platform. It eliminates the need for multiple systems to manage your business, merging smarter operations under one roof and bridging service and construction.

From dispatch to billing, project management to custom reporting, BuildOps improves efficiency, visibility and profit margins while delivering exceptional customer service and ease of use. Transform your operations with technology that takes your business to the next level.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 15% discount over regular pricing—representing an annual savings of $1,250 on average

abc.org/buildops

Interplay Learning

Interplay Learning is the leading global provider of online and VR training for the essential skilled trades. We develop and deliver scalable, highly effective digital learning simulations for the HVAC, plumbing, electrical, solar and facilities maintenance workforce. Using the digital experiential learning platform, Interplay allows you to practice hands-on learning and train to be job-ready in weeks, not years.

Interplay Learning serves the ABC community with its award-winning training solution, SkillMill.™ SkillMill is an immersive, simulation-based training platform for the skilled trades that provides employees with a more valuable and high-impact experience when compared to traditional classroom instruction. Accessible on any device (phone, tablet, desktop or VR), SkillMill houses approximately 250 hours of video- and simulation-based content that helps tradespeople gain critical workplace skills. This content has been vetted by the U.S. Department of Labor and can count toward licensing or CEU credit in some states. Additionally, SkillMill equips administrators, instructors and business owners with powerful insights into where your team is lacking skills and provides tools to bridge those gaps.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 10% off list price

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Looking for more ABC member discounts?
Visit abc.org/discounts for a complete listing of savings for your company and your employees.

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