

ABC TECH MARKETPLACE GUIDE

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

abc.org/techmarketplace

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.

Interested in joining the Tech Marketplace?
abc.org/techapplication

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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



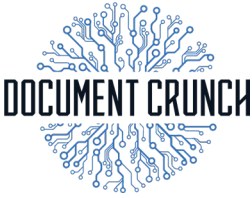
With a legacy of leading construction technology, Sage understands the issues that companies face today, and is poised to tackle the challenges of tomorrow. Sage offers a complete native cloud construction suite with preconstruction, operations and financial management solutions, plus integrations with other popular software so you can work more efficiently and scale your business.

Make informed decisions, protect profitability, drive sustainable growth and feel confident you're choosing a software solution that delivers the critical capabilities, flexibility and support you need to thrive.



abc.org/sage

CONTRACT COMPLIANCE



Document Crunch's AI-driven risk analysis platform helps identify areas of high risk in your critical documents (construction contracts, insurance policies, spec sheets and more). The result is easy-to-consume insights and summaries of documents for the back office, project teams and anyone in between, helping keep everyone educated and compliant with all aspects of their project.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- Free 30-day trial of Document Crunch with up to 20 documents crunched

abc.org/documentcrunch



CYBERSECURITY



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, track inventory and get it out to the field, automate reporting and more.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- Free implementation

abc.org/kojo



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 — an average savings of over \$1,100

abc.org/stack





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, centralize training and certifications, dDevelop employee career and succession plans and more.

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



MobiClocks® helps manage time in construction by using facial recognition for clocking in and out, making it secure and efficient. The system also simplifies payroll with digital timesheets and improves accuracy. Contractors can manage remote teams effectively, get useful reports and use GPS breadcrumbing and geofencing for better jobsite management.

MobiClocks ensures compliance with labor laws through accurate timekeeping and helps simplify certified payroll for compliance purposes.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 10% discount on software until Dec. 31, 2024

abc.org/mobiclocks



JOBSITE TRACKING



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



PROJECT MANAGEMENT

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





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 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





TURN YOUR JOBSITE INTO A SMARTSITE

Automate and coordinate all your daily jobsite activities through one unified platform with Smartapp.com™ 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. Improve the way you plan, dispatch, track and status work with a host of industry-leading features including real-time, multiparty digital pull plan boards, mobile work updates, multilanguage worker onboarding and qualification tracking, automated manpower reporting and daily reports, and more.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 20% discount on platform

abc.org/smartapp



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. Take advantage of comprehensive base features, combined with an affordable subscription model, making SMARTBUILD the choice of all smart contractors.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

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

abc.org/smartbuild



“ 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. ”

—Buddy Henley, president
Henley Construction Co. Inc.



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 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



POWERED BY



ABC AI TECH REPORT





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

SALUS

SALUS' platform empowers businesses to streamline safety processes, reduce risks and ensure compliance with industry safety regulations. The platform can create a safer and more efficient work environment by helping contractors effectively implement and manage safety programs, using the STEP Safety Management System.® Workers can access safety-related forms and documents via a mobile app or web browser as well as through a QR code. SALUS' offline feature also allows workers access to forms and documentation.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- Six free months on one project
- Three customized safety forms
- 10 free users
- Unlimited training and support



abc.org/salus



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 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.™ 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. 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

abc.org/interplaylearning



Verfico Technology empowers businesses, particularly in commercial construction, by offering cutting-edge solutions that ensure wage protection, visibility and compliance in complex labor environments. Its dedicated team provides essential tools for accurately documenting and authenticating wage-related information, fostering transparency and accountability in the multitiered labor landscape. Positioned as a key partner, Verfico enables companies to strengthen operations, instill fair compensation practices and proactively address liability concerns.

EXCLUSIVE BENEFIT FOR ABC MEMBERS

- 10% off Verfico Technology solutions

abc.org/verfico



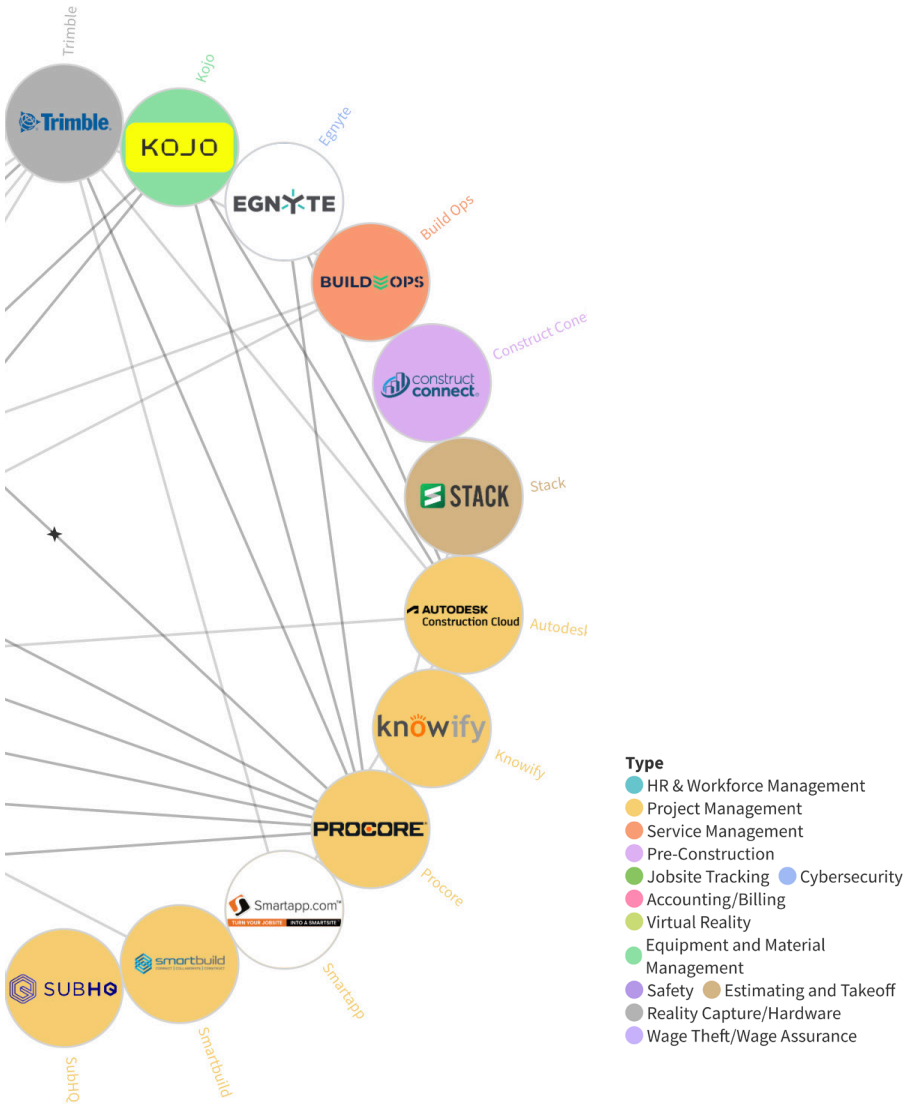
TECH MARKETPLACE SOFTWARE INTEGRATIONS

Software integrations play a pivotal role in the construction industry by streamlining operations, enhancing communication and improving project outcomes. In an industry characterized by complex projects and numerous stakeholders, the ability to integrate various software tools allows for seamless data flow and collaboration across different phases of construction. This interoperability reduces data silos, enabling real-time access to project information, which is crucial for making informed decisions that will allow you to be proactive. It also facilitates better resource management, from materials to manpower, optimizing schedules and budgets. As an example, integrating software solutions like building information modeling with project management tools enhances the precision in planning, design and execution, leading to reduced errors and rework.



Ultimately, software integrations in the construction industry contribute to increased efficiency, higher quality outcomes and greater competitiveness in a fast-paced market. The goal of this resource is to not only educate ABC contractors on the importance of software integrations, but to also highlight the connections between our Tech Alliance and Tech Marketplace members. This will allow contractors, whether they are starting their tech stack journey or not, to quickly see which of these software solutions tie into one another.

abc.org/techintegrations





ABC Convention 2025
February 25-27 | Las Vegas

Celebrate 75 in 2025!
ABC—Building America for 75 Years

Don't miss the ultimate merit shop event, where industry leaders from across the nation come together to connect, celebrate and propel their businesses forward with cutting-edge industry, political and technological insights. Be part of the excitement and innovation at this electrifying event!

Secure your spot today to join ABC at this historic event!
Early Bird Registration Deadline: Dec. 13, 2024

abcconvention.abc.org





abc.org/techmarketplace

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



440 First St. NW, Suite 200
Washington, DC 20001
abc.org