ABC and Dexter + Chaney
Strategic Partner Launch
Construction Continues to Grow

Source – Census Bureau
The Need For Fully Integrated Construction ERP’s

<table>
<thead>
<tr>
<th>ANNUAL REVENUE</th>
<th>NUMBER OF COMPANIES</th>
<th>EMPLOYMENT</th>
<th>AVERAGE EMPLOYEES</th>
<th>ANNUAL PAYROLL ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>01: Total</td>
<td>640,951</td>
<td>5,260,942</td>
<td>8.2</td>
<td>275,201,822</td>
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<tr>
<td>02: &lt;100,000</td>
<td>119,538</td>
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<td>0</td>
<td>1,780,676</td>
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<tr>
<td>03: 100,000-499,999</td>
<td>262,870</td>
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<td>15,760,501</td>
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<td>04: 500,000-999,999</td>
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<td>16,874,564</td>
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<td>05: 1,000,000-2,499,999</td>
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<td>8.7</td>
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<td>06: 2,500,000-4,999,999</td>
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<td>07: 5,000,000-7,499,999</td>
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<td>08: 7,500,000-9,999,999</td>
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<td>214,777</td>
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<tr>
<td>09: 10,000,000-14,999,999</td>
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<td>17,656,742</td>
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<td>10: 15,000,000-19,999,999</td>
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<td>1,503</td>
<td>969,694</td>
<td>645.2</td>
<td>70,009,354</td>
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</tbody>
</table>

Source – Census Bureau
As a strategic partner, Dexter + Chaney will focus on providing ABC members with technology products and services to help them streamline business practices as they grow and navigate the ever-changing technology landscape.
Dexter + Chaney has been providing business management solutions for the construction industry since 1981. Thousands of contractors rely on Dexter + Chaney software to manage all aspects of their business, from accounting to field operations.

“We continue to grow our business while maintaining our high customer service levels. Our philosophy of ‘customers for life’ has sustained our company’s growth for 3 decades. We are committed to this philosophy and will always listen to our customers’ needs and deliver them the latest technologies to help make our customers productive and efficient. That was true in 1981, and it is still true today.”

- John Chaney
Our customers

Construction Companies Across Multiple Verticals

- 28% Heavy / Hwy
- 24% Electrical
- 21% GC
- 19% Specialty
- 8% Mechanical

Heavy / Hwy
Electrical
GC
Specialty
Mechanical
Spectrum® Version 14 is the first complete construction software system available in the cloud and using a completely browser-based user interface.

Dexter and Chaney is the Leader in Cloud Based Construction Management Solutions
Why Cloud Technology

The way we use software is changing

So the way software is designed and delivered must change as well
What Spectrum® does

Construction-specific:

Accounting
Project Management
Job Cost
Document Management
Talent Management
Purchasing & Inventory
Equipment Management
Material Management
Service Management
Much More…

We Replace Multiple Systems With One Fully Integrated System
Integrated design

Core
- Job Cost
- Accounting
- Payroll

Resources
- Equipment and Fleet Management
- Inventory Management
- Material & Aggregates Management

Projects
- Project Management
- Project Document Sharing & Control
- Custom Reporting

Business
- Equipment Tracking and Management
- Purchasing & Inventory
- Human Resources
- Customizable dashboard and reporting

Integration
- Spectrum Data Exchange (web service templates, tools, and an Excel plug-in)
- Built-in Connection to HCSS and B2W
- ODBC Query Tools for MS SQL

Integration between applications is seamless - both in data structure and throughout the user interface
Commitment to R&D

Average R&D Investment

25%
20%
15%
10%
5%
0%

Software Industry

Dexter + Chaney

*On average, the software industry re-invests less than 8% in research and development. Source: Science & Engineering Indicators
Our support

Leading the Industry with:
An average answer time of 30 seconds
90% of calls answered in one minute or less
70% of issues resolved after first call

+ Unlimited live support from product experts
+ 24/7 critical issue support
+ Regular software updates
+ Year-end tax table updates
+ At least 3 feature releases per year
+ Access to online training, documentation, user communities and more

We are more than software providers. We are your business partner!
What Does This Partnership Do For the Chapters?

- Technology Partner for ABC National
- Revenue Share to Local Chapter
- Source Of Training on Best Practices For:
  - Talent Management
  - Equipment Management
  - Project Management
  - Service Management
  - Inventory Management
  - Construction Technology
  - Construction Accounting Principles

We look forward to engaging with ABC chapters as a resource for technical knowledge and as a consultant for change management and growth
Benefits to ABC Members

- 10% Discount on Software
- Leading Cloud Based Construction ERP System
- Construction Best Practices
- Current Technology To Manage All Aspects of Their Business
- World Class Support
- Business Partner They Will Not Outgrow

We Help Construction Companies Grow
Questions?

Dexter + Chaney is Honored to Be Partnered with ABC