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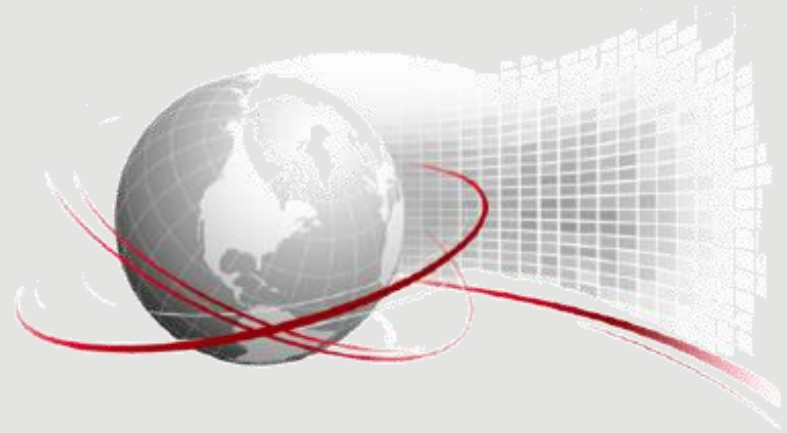
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# The Connected Workplace

**Presented by:**

**Jennifer Johannis, Verizon Wireless**

**February 24, 2016**



# Agenda

- ✓What is the Connected Workplace
- ✓State of the Construction Industry/Challenges & Trends
- ✓Construction Management Solutions
- ✓Considerations Around a Successful Mobile Strategy
- ✓Verizon's Vision & Enabling Business Transformation
- ✓Q&A

# What is the Connected Workplace ?

# The Connected Workplace

Businesses are realizing a new vision where constant connectivity and communication plays a major role in every aspect of operations



# Business is Changing

Companies depend on wireless networks to optimize:

- ✓ Smart, connected devices
- ✓ High-level applications
- ✓ Big data
- ✓ Mobile workers
- ✓ Remote offices
- ✓ Machine-to-machine connections
- ✓ Alternatives to physical assets
- ✓ Business continuity plans

# Mobility Is The Growing Trend

Devices



Workers



Machines



# State of the Construction Industry



# State of the Construction Industry



# Key Challenges

- ✓ Minimize risk on major contracts
- ✓ Enhance competitiveness
- ✓ Manage cash flow
- ✓ Implement project management systems
- ✓ Scheduling & Tracking Equipment
- ✓ Hiring seasonal staff
- ✓ Implementing safety programs
- ✓ Prospecting for new business
- ✓ Winning Repeat Business
- ✓ Availability of Land



# Industry Opportunities

- ✓How do I reduce time on administrative projects?
- ✓How do I reduce fuel costs?
- ✓How do I keep better track of my equipment?
- ✓How do I prevent theft & vandalism?
- ✓How do I get quick connectivity on a job site?
- ✓How do I ensure I always have internet connectivity?



# Construction Industry Solutions

# Administrative Paperwork/Mobile Time Clock

## Challenges

- ✓ Mobile workers need to drive to the office to fill out paper timesheets
- ✓ Manual entry into payroll & job tracking systems
- ✓ Error-ridden paperwork is hampering efficiencies and bottom line of your operations

## Benefits

- ✓ Job data collected in real time & sent directly to backend office
- ✓ Error prone paperwork is eliminated
- ✓ Timecards are stamped with time, date & location so you know they're accurate



## Verizon Services

- ✓ Verizon Network
- ✓ Cloud Services
- ✓ Fleet Management,
- ✓ Networkfleet Support



# Real Time Vehicle Tracking

## Challenges

- ✓ Better manage fleet efficiency.
- ✓ Control costs and help increase revenue.
- ✓ Improve customer service.
- ✓ Strengthen competitive advantage

## Benefits

- ✓ Complete more jobs in less time – for more satisfied customers
- ✓ Help prevent costly overtime and reduce fuel usage with improved dispatching and routing.
- ✓ Manage driver behaviors and promote improved performance and productivity.



## Verizon Services

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# Fleet Tracking Features



Vehicle and Driver Management and Diagnostic Reporting



Fleet Maps



Safety & Security Management



Maintenance Alerts



DOT Compliance Integration



Fuel Card Integration

# Mobile Compliance

## Challenges

- ✓ ELD compliance regulation
- ✓ Risk management
- ✓ Ensure driver safety
- ✓ Strengthen competitive advantage

## Benefits

- ✓ Eliminate paperwork
- ✓ Maintain FMSCA Compliance
- ✓ Saves time (IFTA tax reporting, E-logs & DVIR are automated)
- ✓ Manage & improve CSA scores
- ✓ Driver ID/management



## Verizon Services

- ✓ Verizon Network
- ✓ Cloud Services
- ✓ Fleet Management
- ✓ Supply Tablets





# Asset/Equipment Tracking

## Challenges

- ✓ Require greater control over operations
- ✓ Help prevent and recover from theft and vandalism
- ✓ Monitor conditions of assets in transit

## Benefits

- ✓ Help reduce theft, vandalism, and unauthorized use through automated alerts.
- ✓ Help reduce loss and damage of expensive equipment.
- ✓ Maintain control by tracking, locating, and monitoring equipment.

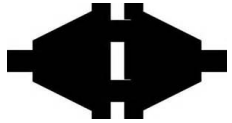


## Verizon Services

- ✓ Verizon Network
- ✓ M2M Platform
- ✓ M2M Management Center
- ✓ Private Network
- ✓ Cloud Services



# Asset Tracking Features



Connect Assets. Customize Data. Cut Costs



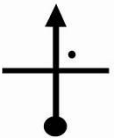
Reliable cellular & GPS locators



Customized Dashboards



Automatic alarms via email or text



Landmarks & Geo-fencing features



Dormancy, utilization & performance reports

# Remote Video Surveillance

## Challenges

- ✓ Projects spread throughout the state/US
- ✓ Need a flexible & cost effective way to monitor job sites
- ✓ A solution quick to deploy & easy to move

## Benefits

- ✓ Monitor assets at multiple job sites using minimal IT resources
- ✓ Receive instant messages on your PC and/or smartphone so you know if security is breached
- ✓ Set up new sites quickly, easily & with minimal expense



## Verizon Services

- ✓ Verizon Network
- ✓ Cloud Services
- ✓ Private Network



# Mobile Job Site Connectivity

## Challenges

- ✓ Projects spread throughout the state/US
- ✓ Massive work areas
- ✓ Multiple crews & jobs that keep you moving

## Benefits

- ✓ Save time & money shipping the wireless access equipment with your construction supplies
- ✓ Crews work faster & more efficiently
- ✓ Speedy, reliable connection back to the main office and to each other



## Verizon Services

- ✓ Verizon Network
- ✓ Cloud Services
- ✓ Private Network



# Business Continuity/Wireless Backup Routers

## Business Challenges

- ✓ Reduce potential impacts of natural disasters and other unpredictable connectivity disruptions
- ✓ Access to economical, secure, high-bandwidth, and reliable primary connection for small businesses, retail stores, and temporary offices
- ✓ Reduce connectivity costs, easily integrate with existing systems and machines

## Benefits

- ✓ Coverage on America's largest 4G LTE network
- ✓ Full-time or fail-over capabilities
- ✓ Robust security, including support for VPNs, network segmentation, and PCI compliance assessments
- ✓ Helps maintain mission-critical business operations

**verizon**✓



## Verizon Services

- ✓ Verizon Network
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- ✓ M2M Management Center
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- ✓ Cloud Services



# Considerations Around a Successful Mobile Strategy

# Why Mobility?

- ✓ Increase communication/collaboration
- ✓ Boost productivity
- ✓ Reduce response time
- ✓ Interact quickly with customers
- ✓ Streamline processes
- ✓ Anticipate and adapt to the next wave of technology

# Steps to A Successful Mobile Strategy

- ✓ Business needs and goals
- ✓ Security and mobile device management
- ✓ Deployment
- ✓ Support
- ✓ Positioning for the future



**BUSINESS  
NEEDS**



**SECURITY AND  
MOBILE DEVICE  
MANAGEMENT**



**DEPLOYMENT**



**SUPPORT**



**EVOLUTION**



# Business Needs and Goals

Do you need to:

- ✓ Access sensitive info from the field?
- ✓ Quickly respond to changing conditions?
- ✓ Use CRM or SFA systems remotely?
- ✓ Capture signatures or accept payments offsite?
- ✓ Stimulate communication/collaboration?
- ✓ Get data from M2M connections?

STEP 1

# Security & Mobile Device Management (MDM)

Approaches to security vary:

- ✓Data Security
- ✓Device Security
- ✓Bring-your-own-device policies
- ✓Backup
- ✓Identity and access security



# Deployment

Steps to consider:

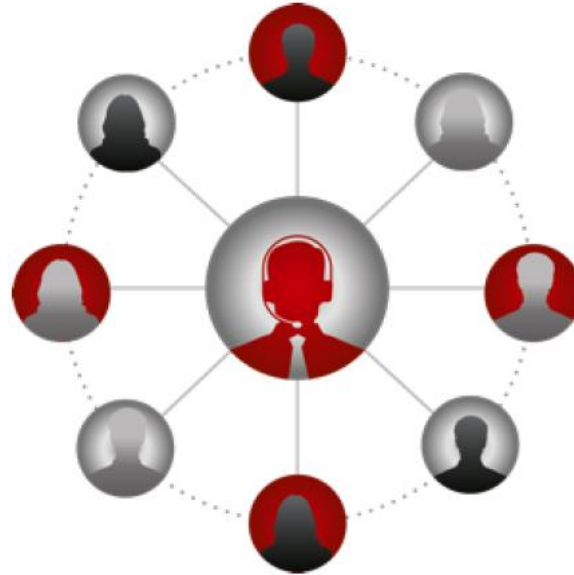
- ✓ Configuration
- ✓ Logistics
- ✓ Asset tracking
- ✓ Policies
- ✓ Training



# Support

Tech Support Challenges:

- ✓ Customization creates problems
- ✓ Prepare for remote troubleshooting
- ✓ Set expectations
- ✓ Plan for repair and replacement



# Evolution & Positioning for the Future

- ✓ Develop a strong mobile strategy
- ✓ Keep a finger on the pulse of innovation
- ✓ Hardware considerations
- ✓ Choose the right partner for connectivity
- ✓ Keep moving forward



STEP 5

# Verizon's Vision

# Business is Changing Quickly

Today's enterprise infrastructure is expected to be able to change and adapt quickly to meet business demands.

## Ready for Tomorrow, Today

Quickly adapt to new business models and opportunities.

## Scale on Demand

Meet the demands of the business and enable greater operational efficiency.

## Mitigate Costs

Reduce costs regardless of increasing performance demands.



## **Strengthen Communication s**

Improve communications with intuitive interfaces that allow users to quickly use and adapt

## **Increase Connections**

Engage global coverage for virtually any device, from any locations

## **Improve Productivity**

Boost productivity by enabling secure real-time communications with colleagues, customers & partners

← **Businesses need to connect their employees** →



# Customer Interaction

Customers expect to find you and interact with you easily online, by desktop, by mobile—anywhere, anytime.

## Personal

They expect you to know them—past interaction history, purchases, challenges, channel of choice, etc.

## Fast—Really Fast

They want media-rich digital experiences, streaming instantly—not in a few seconds.

## Secure

They want peace-of-mind knowing that their sensitive information is safe and secure.



## Growing Connected Machine Trends

The Internet of Things (IoT) predicted to reach 26B devices by 2020.<sup>1</sup>

Connected platforms are introducing an era of social machines.

Smart wearables to grow from 9.7 million in 2013 to 135 million in 2018.<sup>2</sup>

Big data helping to detect patterns, identify trends, and predict future behavior.



## Business Is All About Connecting

Connected Machines Market Trends



**95%**

of C-level executives expect their company to be using the IoT within three years;

**63%**

believe that companies slow to integrate IoT will fall behind the competition.<sup>3</sup>



<sup>1</sup>Forecast: The Internet of Things, Worldwide, Gartner, 2013.

<sup>2</sup>CCS Insight, 2014.

<sup>3</sup>The Internet of Things Business Index: *A Quiet Revolution Gathers Pace*, The Economist Intelligence Unit, 2013.

# Internet of Things

**Increase  
Operational  
Efficiencies**

**Improve  
Customer  
Experience**

**Create New  
Revenue Stream**



**SENSE**



**TRANSPORT**



**STORE**



**ANALYZE**



**CONTROL**



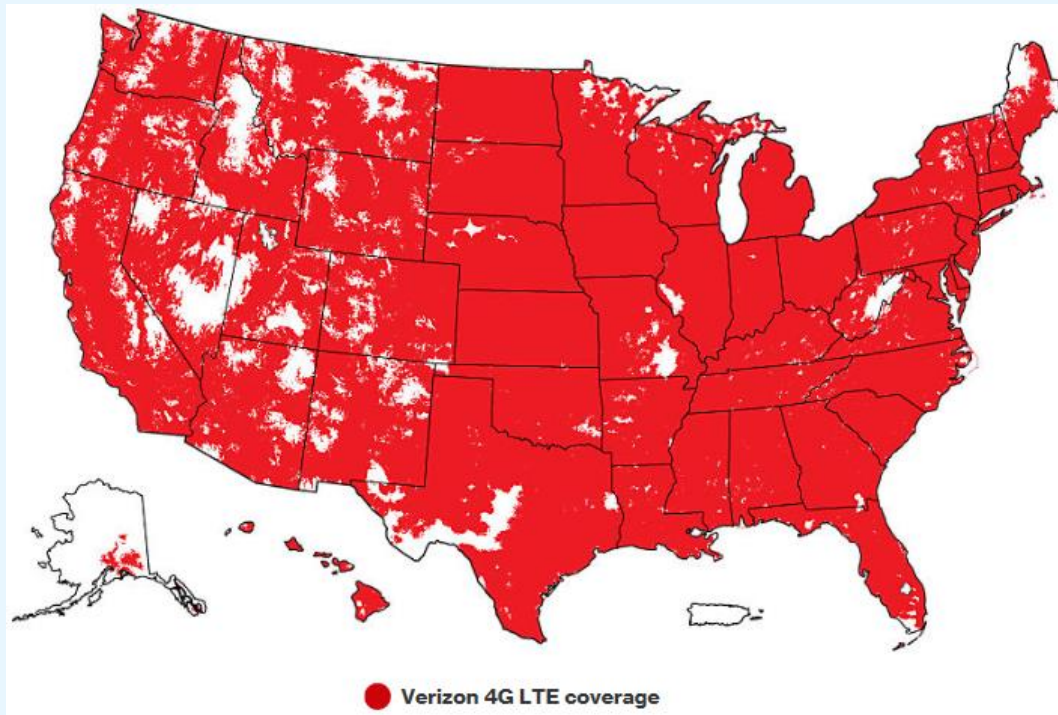
**SHARE**

**Innovate To  
Compete**

**Maintain Security**

**Lead The  
Industry**

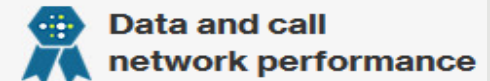
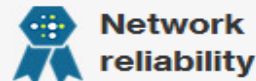
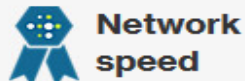
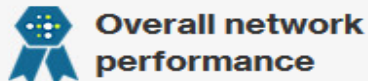
# The Network



## Don't take our word for it.

Take it from one of the industry-leading authorities on network performance, RootMetrics'. They rate our network as #1 in these important categories.

#1



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# Your Trusted Global Technology Partner for Construction



## **The chosen partner for the enterprise**

We serve 99% of the Fortune 500 and manage more than 4000 customer networks.



## **Global scale**

We have operations in more than 150 countries, service 2700 cities and operate 50+ data centers.



## **Technology leadership**

We continuously invest each year in R&D, operate 2 dedicated innovation centers and have a long track record of investing in technology innovation.

## **Strong foundations**

Verizon Communications has more than \$120 billion in 2019 revenue and more than 176,900 employees. We're here to stay.



## **The importance of trust**

Security is at the heart of business. We run 7 security operations centers and publish the acclaimed Data Breach Investigations Report (DBIR) annually.



# Q&A



**Thank you.**