quickbase

All together now.

Construction Innovation

Fall/Winter 2022

Thanks for picking up this edition of *All together now* by Quickbase. We're excited to share a little bit about us and how the landscape of construction software is putting you at the center of innovation efforts. **So, who are we and what do we believe?**
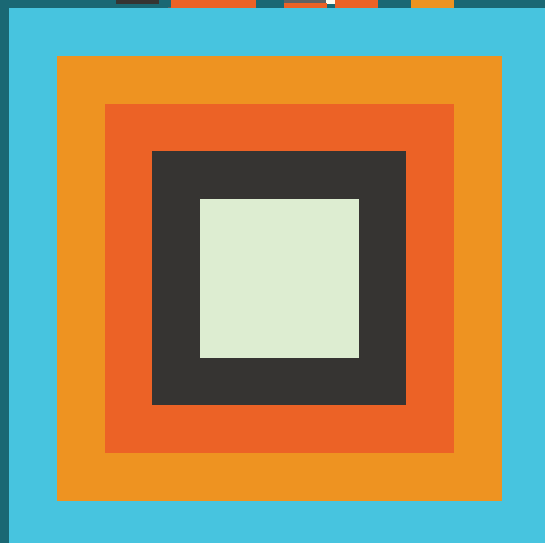
Our approach to solving these challenges is different and more holistic. Rather than taking on the struggles of teamwork piecemeal, we specialize in dynamic program delivery. This focus keeps teams operating in lockstep, but also enables operations to scale and grow as challenges evolve.

Our no-code platform allows you to see information that flows to your teams and collaborators in concise dashboards, connect data and processes across all systems, and control data and workflows with permissions and governance. Most importantly, you can do it all in hours instead of weeks without the contribution of professional developers.

With the ability to see, connect, and control your people, processes and data, you can trust and enable those closest to the work to innovate. And you'll be able to not just adapt as changes come but also see changes coming from miles away.

Take a look through our magazine, and you'll find how leaders in construction are accomplishing their most complex projects and overcoming their most significant hurdles. All with Quickbase.

The Quickbase Team

Contents

The New Era of Productivity

The way you currently work? It doesn't work.

By Ryan Duguid, VP of Product Management, Quickbase

The last two and a half years have seen an explosion of new technology, all aimed at improving efficiency, collaboration, and productivity. Yet, the more solutions businesses have, the more manual processes stack up to deal with them.

Whatever industry you're in, think about how you work compared to three years ago. Does anything feel any easier to you? While complexity is continuing to rise, and the labor market shrinks, there is an imperative to handle more data, people, and systems effectively without creating siloes.

Look around—we're seeing a productivity crisis. This is especially true in sectors that deliver complex portfolios of projects, like construction, real estate, energy, and manufacturing—projects that organizations across industries have to deal with. These challenges are ones with large, complicated, timebound projects with endless moving parts. Think of building a new 5G infrastructure—it involves technology, physical assets, and lots of coordination.

The result is the need to find a new way of getting work done. People have more on their plates, amid even more disruption than usual. And the work at hand is more complex—working with data from multiple systems, people from across your company, and even collaborators at other organizations.
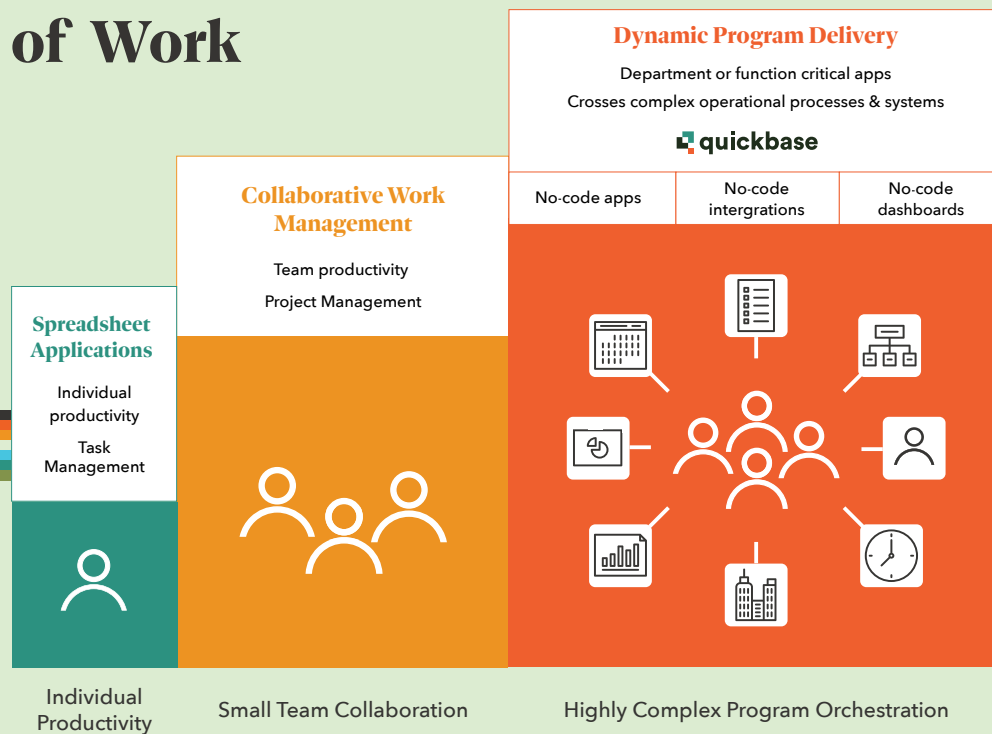
Because of all this change, no single process is going to have the same set of requirements or specific needs every time. Until now, organizations have got away with working on spreadsheets or fitting core systems into their work, like jamming a square peg into a round hole. But the amount of necessary complexity makes that impossible today.

Where Collaborative Work Management falls short

As a result, there is a need to find a new type of platform that goes beyond the complexity we've seen in the past. It is no longer confined to the individual productivity needs of yesterday, nor the small team collaboration that many tools currently do so well. It is the cross-functional, dynamic programs that are the stickiest and hardest to solve, involving more systems, data, and teams than before.

The Evolution of Work

Software solutions that power productivity

Dynamic Program Delivery
Department or function critical apps
Crosses complex operational processes & systems

quickbase

| No-code apps | No-code intergrations | No-code dashboards |

Collaborative Work Management
Team productivity
Project Management

Spreadsheet Applications
Individual productivity
Task Management

Individual Productivity

Small Team Collaboration

Highly Complex Program Orchestration

What these challenges require is the right people to have the right information at the right time. Siloed teams, systems, and even companies need to be in lockstep. And innovators across your entire business need to manage their information and processes, while IT securely controls who sees and does what.

The simple productivity tools designed to enable collaborative work are great for individuals managing tasks, sharing and reviewing documents, and understanding progress at a high level. Similarly, collaborative work management (CWM) tools can improve the way you manage individual teams and projects. These fall short of what modern work needs, unfortunately. Despite the recent success of CWM platforms, companies delivering complex programs still find themselves looking for more.

What they are looking for is the biggest opportunity a company has for scale and growth: managing highly complex programs that impact your functions

and departments across your business every day. The cross-functional supply chain management, the real estate portfolios that require collaboration, the building projects that include multiple departments. The big, sticky work that drives your success.
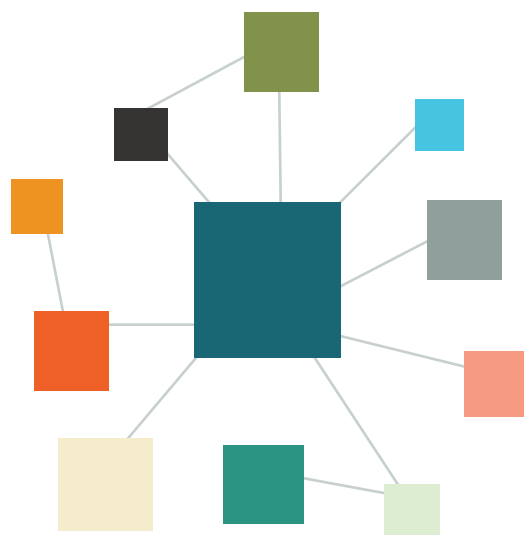
> Look around—we're seeing a productivity crisis. This is especially true in sectors that deliver complex portfolios of projects

Empowering teams with no-code

To get across these complex operational processes and systems, standard technology won't fit the bill. And investing in a new platform or tool for every single unique, complex project in your portfolio doesn't make sense.

That's where no-code comes in, unlocking the potential of your people and empowering teams to customize how they manage each of their projects—all while keeping the control in IT's hands through overnance controls. It goes beyond the ability of a 'super-spreadsheet.' It gives business innovators the ability to build enterprise applications and integrations without code. At the same time, IT can retain control over who builds and sees what.

Imagine if you had 10 different systems that all have data relevant to a particular set of projects. This means 10 different sets of information, and at least 10 different ways of interpreting what's actually happening. Effective collaboration is nearly impossible. Quickbase's no-code platform simplifies this, letting you connect your existing technology and create a single place where your people can find exactly the information they need, from any system at any time – without the clutter.

A partner to tackle your most critical work

At Quickbase, we want to help you accomplish your goals – particularly the ones that drive the focus of your functions and departments. Our platform helps you address the challenges at this level: those that impact the most people and processes across your business, but are underserved by existing technology in the market. We believe that solving the critical challenges in this space will usher in a new era of productivity.

And we think we're on to something here—with over 20 years' experience and nearly 6,000 customers, we've been able to deliver incredible results for our business (including over 20% growth rate year over year that's helped us become a $200 million+ revenue business in 2022) and our customers. The more we see our customers succeed with their projects, from innovating prefabrication projects to managing complex order management, the more we feel confident in our vision.

We're not concerned with being the best software in the current existing categories. In fact, there isn't yet a category for that critical set of work that bridges your organization's gaps. We're more concerned with understanding the way modern work gets done, the gaps that a growing number of solutions creates, and filling those gaps.

That starts with clarity on goals, the people best equipped to solve them, and the ways that everyone's work can impact them. And then attacking that work, as we like to say, All Together Now.

The right tools will let you do your work. Connecting those tools and the people using them with Quickbase will truly power this new era of productivity.

"

As we move people to different jobs, they know how it works there. Someone didn't create some spreadsheet on that job that they now have to learn and figure out. I am able to put some stuff into our departments' hands and say, 'Why don't you try to pilot something?' I can be comfortable that it's repeatable, it's secure, it has something we can control and integrate to instead of them finding some tool that may or may not work, or may or may not be secure.

**Anthony Chiaradonna,
CIO, Consigli Construction**

on the benefits he's experienced from adopting no-code project management tools (InformationWeek)

Spreadsheets are Crushing Construction Project Managers

For many people, Microsoft Suite is a staple of their working lives. When drafting an email, creating a presentation, organizing data, and more, professionals go to those familiar icons on their desktop. However, the friendship between construction project managers and Excel is tenuous.

Many construction management software platforms offer much more flexibility and customization than Excel provides. Project managers are saving time and intuitively bolstering their complex processes by adopting platforms like Quickbase.

Here are four reasons that flexible construction management platforms are leading project leaders to end their reliance on spreadsheets.

Customizable visualizations and dashboards

Visualizations do the heavy lifting for any raw data set. They supply context, make data digestible, and give clear indications of operational trends. Spreadsheets can contain thousands of pages of data but creating a clear visualization of what data matters is limited.

Flexible construction management software gives project managers the ability to easily and quickly build visualizations and dashboards that present the exact information they need in a singular view. A flexible platform prevents project managers from needing to scroll through tabs and tabs of data by assembling all project and portfolio information in a central location. Construction software can also surface valuable information from the field in real-time, allowing stakeholders to make informed decisions anytime.

Integrations with existing system

Many companies have different systems of record for HR, contract management, compliance, project coordination, logistics, inventory management, scheduling, and more. Data housed in each of these places is critical to operations and paints the picture of organizational health. So naturally, lines of business export data from each system of record, place it in spreadsheets, and try to manipulate it to tell a cohesive story. This is incredibly time-consuming and creates data visibility and reliability problems.

Construction project management software will integrate directly with ERPs (Enterprise Resource Planning), CRMs (Customer Relationship Manager), and construction point solutions. A platform like Quickbase easily integrates with systems like Procore, Autodesk, Primavera, Teams, Outlook, and more and surfaces data directly from those sources. Project stakeholders

> The problem is a typo or errant press of the 'delete' key in Excel can result in entire systems of record being ruined.

save time normally spent pulling data and can find real-time results in a singular location.

Mobile accessibility

One of the most critical functions that a construction management software plays is keeping project teams in the field connected with stakeholders in the office. Mobile accessibility is a requirement for any productivity app today, however Excel's UI (User Interface) makes data entry very difficult on anything smaller than a laptop.

A mobile-focused UI is prioritized in many construction project management programs, like Quickbase, and benefits visibility for field teams and in-office personnel alike. For project teams on-site, mobile apps allow for dashboards and project information to be available to them regardless of their location.

Flexible platforms also make data entry much simpler and enable workflow automation. For management distant from projects, mobile connectivity ensures real-time data is available and any decisions can be made with the latest insight.

Data governance

Mistakes happen. The problem is a typo or errant press of the 'delete' key in Excel can result in entire systems of record being ruined. Additionally, shared spreadsheets present security issues when granting access and sharing links. Any user with edit access in your spreadsheet can make changes to pages regardless of the owner's intention.

Quickbase's construction management platform prioritizes governance through role-based permissions, data entry forms, and audit logs. While holistic dashboards are accessible to managers and key stakeholders, task-specific forms and tables are only shared with the team members, subcontractors, and suppliers that need

them. Project members can track their project and enter data they handle without needing to comb through other data. This focus on data governance also saves project managers from spending time and effort creating and tracking multiple spreadsheets for different parties.

In closing

Shaking your reliance on spreadsheets can be daunting and strange. But the risk of losing critical data and the time consumed by manually pulling data from multiple systems is killing productivity for construction project managers. Your complex projects require a time-saving, customizable solution.
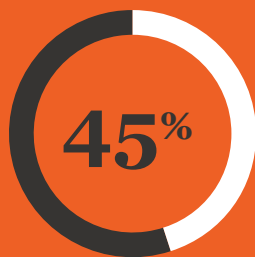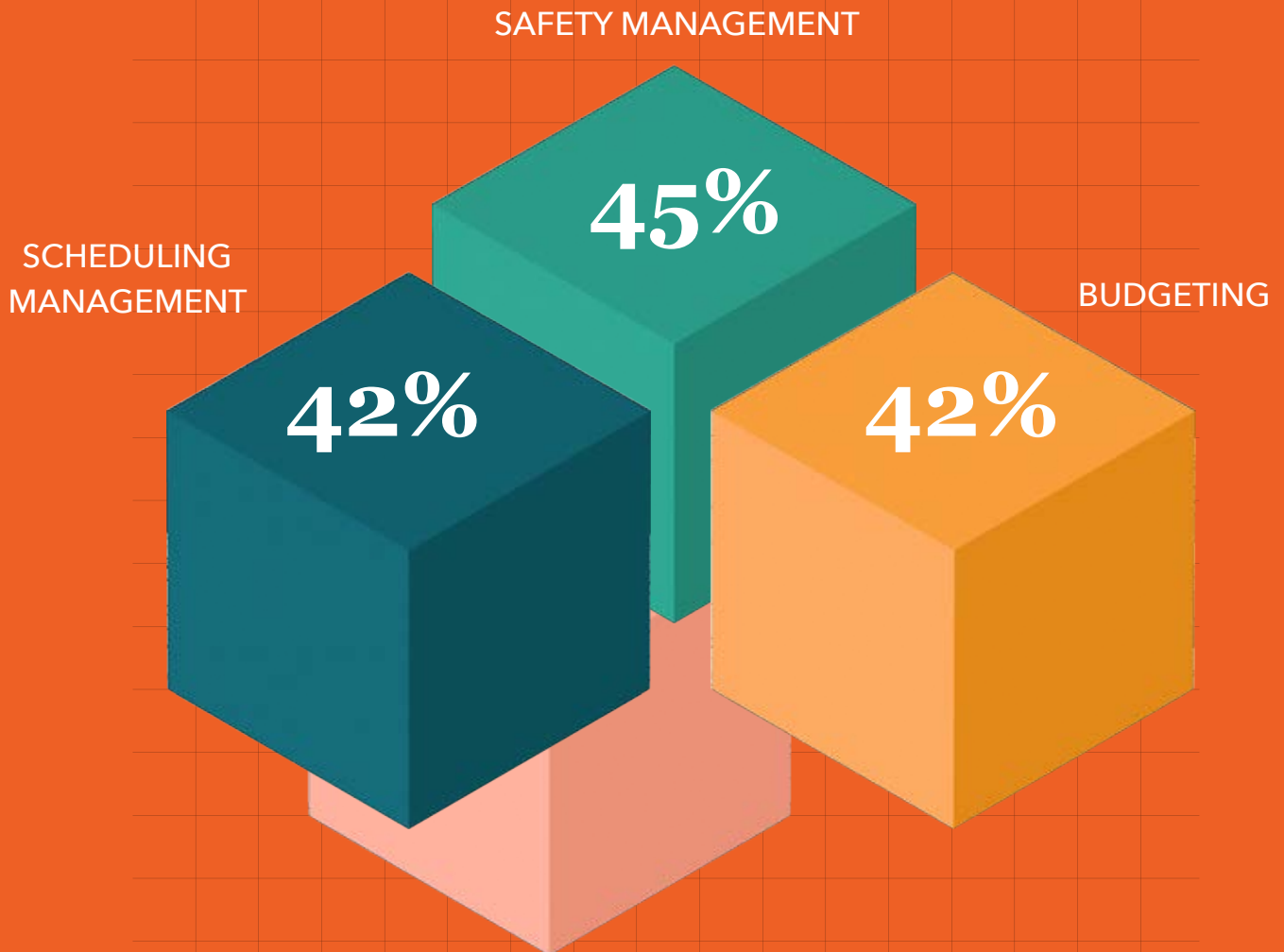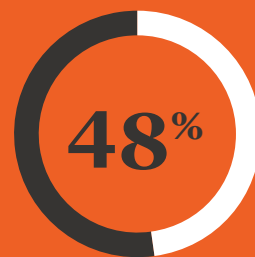
The State of Digital Workflows

Construction firms require efficient workflows to operate competitively. A survey of business and technology decision-makers at Construction, Architecture, Engineering, and Building companies finds construction companies face challenges with workflow efficiency and technology adoption.

70%

of construction firms lack visibility into materials availability and delivery status

Three least efficient workflows:

SAFETY MANAGEMENT

45%

SCHEDULING
MANAGEMENT

42%

BUDGETING

42%

45%

use tech to automate
estimating & bidding

48%

of construction
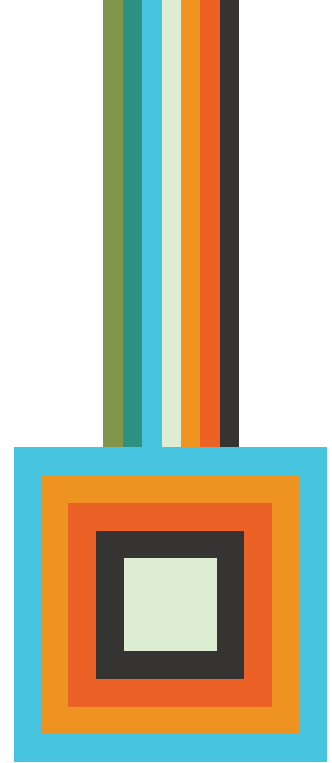firms use technology to
automate scheduling

Five Insights for Construction Leaders

From Foundry's MarketPulse Survey

Gone are the days when multi-million dollar projects could be handled with spreadsheets and emails. To stay competitive, construction companies require more efficient workflows. Today's organizations are using software tools to support their workflows and gain visibility into every aspect of project tasks to ensure highly profitable outcomes.

The Foundry MarketPulse 2022 survey asked the leaders of over a hundred construction organizations about the current state of their workflows and the rate of digital adoption. **Here are five takeaways for construction companies that might surprise you.**

1.
Lack of visibility is the number one challenge

When asked about their primary business challenges, 70% of construction firms agreed the lack of visibility into materials availability and delivery status is the number one challenge they face.

Poor visibility isn't just affecting supplier management though. An overall lack of visibility is a primary cause of daily challenges for construction firms. For example, 42% said that a lack of real-time information about project status and margins was one of their top challenges, and another 39% cited a lack of visibility into all project-related information as one of the more challenging aspects of daily work.

There are numerous moving parts that must all align for construction projects to finish on time and within budget. Without a clear view of active workflows, dependencies, and bottlenecks, tasks fall through the cracks, contractors are left out of the loop, and deliverables are pushed back to compensate.

2.
Safety management workflows are leading to inefficiencies

Safety management is a top priority in the construction industry, where many things could go wrong and cause a serious accident. OSHA and other health and safety agencies have regulations in place to ensure safety for workers and citizens, and construction firms are required to follow specific guidelines and regularly report to their governing authorities.

But out of all the tasks that can cause a project to fall behind, the survey found that safety management workflows were the number one cause of inefficiencies for 45% of construction firms. Other major causes of project delays include spend management (42%) and scheduling (42%).

> Gone are the days when multi-million dollar projects could be handled with spreadsheets and emails.

3.
Firms use multiple types of software to solve similar issues

Today's construction firms have several tools at their fingertips that can help with project management, turnover, and purchasing. For some organizations, it seems like every task uses data from a different app or even more than one. 61% of firms use multiple software tools, and 25% use specific software for individual workflows.

Instead of wasting time searching for the right application or trying to remember which tool has the data necessary to complete a task, 13% of firms rely on one software platform that manages all their workflows.

4.
Schedule management is the most popular automation

Schedule management is an area that causes a series of inefficiencies and delays for construction firms, which is why 48% use software tools to automate scheduling tasks. Workflow automation is crucial in construction. It has the power

to make complex projects more efficient by coordinating and executing tedious tasks involved with scheduling, budgeting, resource management, and reporting – tasks that otherwise must be completed by numerous individuals across an organization.

Construction firms can optimize workflows by automating tasks and activities, including scheduling, estimates, and bidding. Project managers should look for project management tools that come with critical features, such as detailed reports that can be created on a schedule automatically so that teams never miss a beat.

5.
Firms in the construction industry seek better technology solutions

When asked how often firms seek out new solutions and software to help improve processes, only 3% responded that they only look for technology when they're desperate. For everyone else, using new technology solutions is key to the success of their organization. And 30% of construction firms said they are always looking for better tools to improve workflows.

There is a significant need for software solutions that construction firms can use to benefit their organizations, but they are often general products that lack customization or job-related features. That's why many firms are turning to low and no-code software tools that even non-IT employees can use

to build tailor-made programs to gain control over their workflows.

The bottom line

Digital transformation in the construction industry has been slow, but firms are realizing how tools and technology can help improve visibility into every aspect of a construction project, from pre-planning to quoting, all the way to closeout. Leveraging technology enables in-house and on-site teams to communicate seamlessly in real-time, improving workflows and producing more successful outcomes.

While more construction firms are turning to software tools to help automate workflows and reduce inefficiency, there is still a need for unified software that can be customized on a project-by-project basis.

quickbase