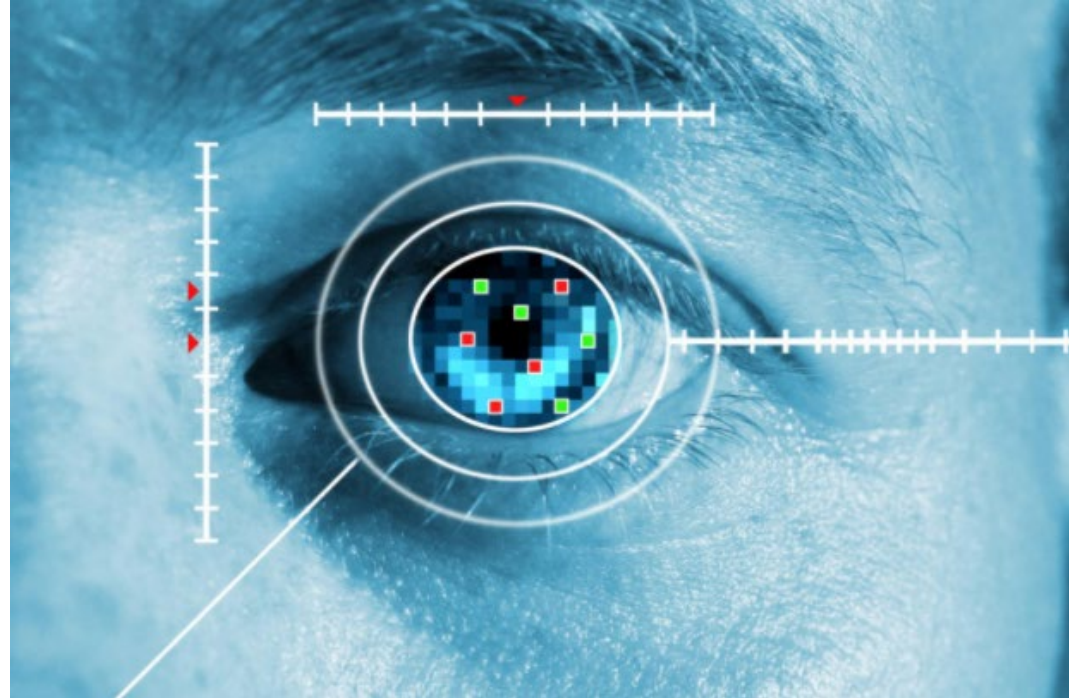


# No More Paper Pay Apps

September 2020



National Association of  
Construction Auditors Annual  
Conference



# With You Today



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# Agenda

- Status Quo
- Why Innovate?
- Technology Upgrades
- Q&A

# Presentation Theme

“ Simply billing  
for work is no  
proof work was  
ever done ”



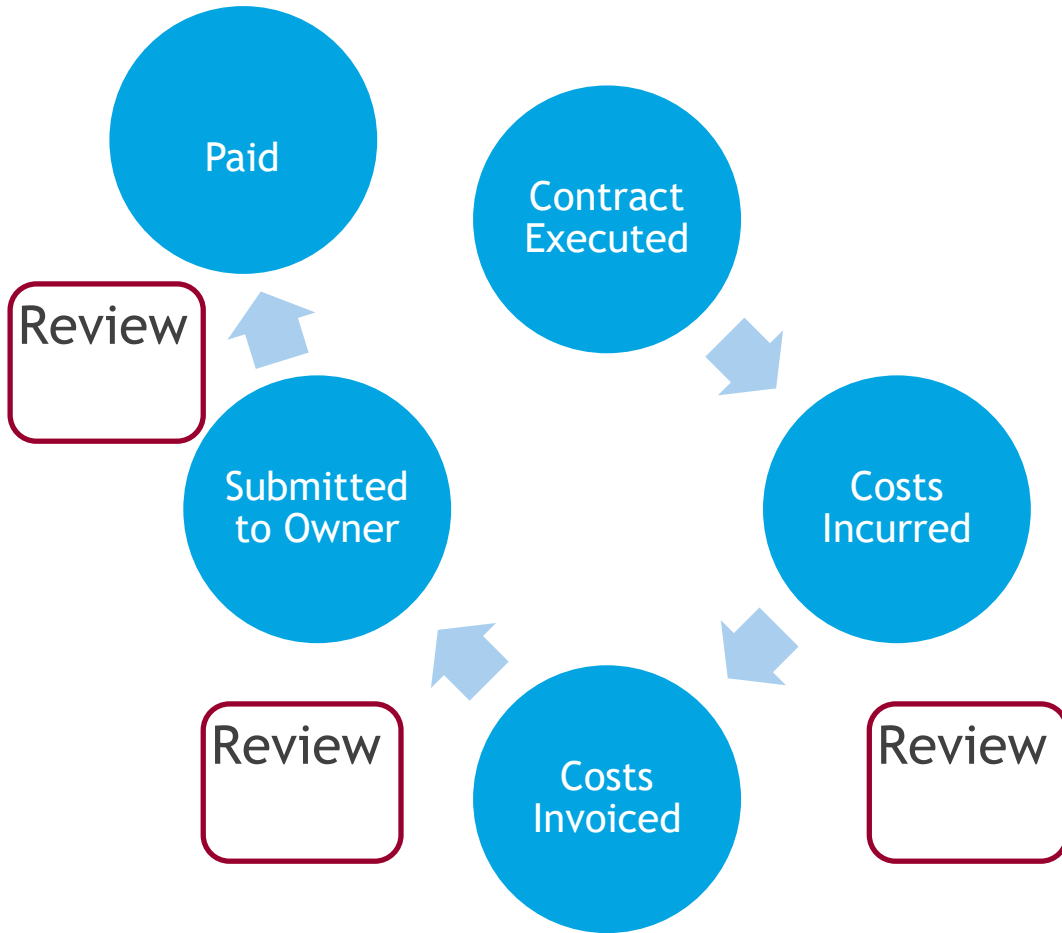
# Status Quo



# Current Market Challenges

1. Unpaid work - money owed to contractors
2. Retirement of aging boomers
3. Varied technology among GC's
4. Unfavorable contract terms
5. COVID 19

# Cost Incurred & Invoiced VS. ??





# Which do you prefer?





20,000 sheets



# Why Innovate?

# Polling Question #1

Does your organization embrace technology innovation?

1. Yes
2. No
3. Unsure

# Why Innovate/Digitize?

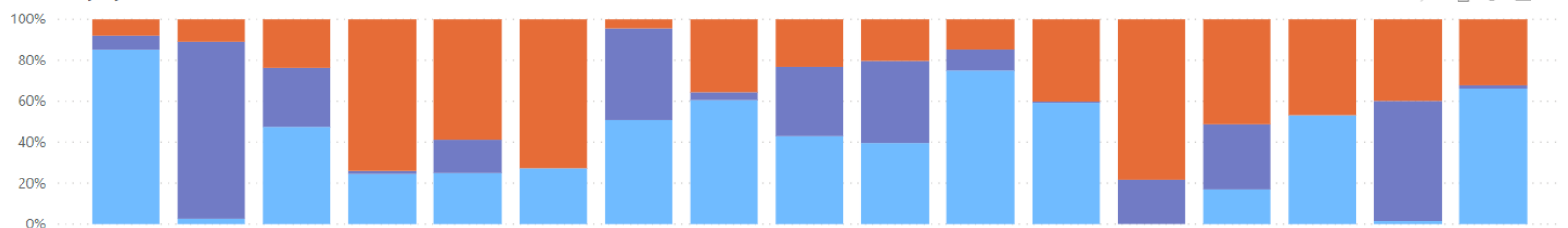
## Primary

- Real-Time Data
- Powerful Dashboards
- Save Time (invoice review)
- Compliance Reporting
- Budget to Actual

## Secondary

- Safety Considerations
- Real Data For Estimating
- Historical Analysis

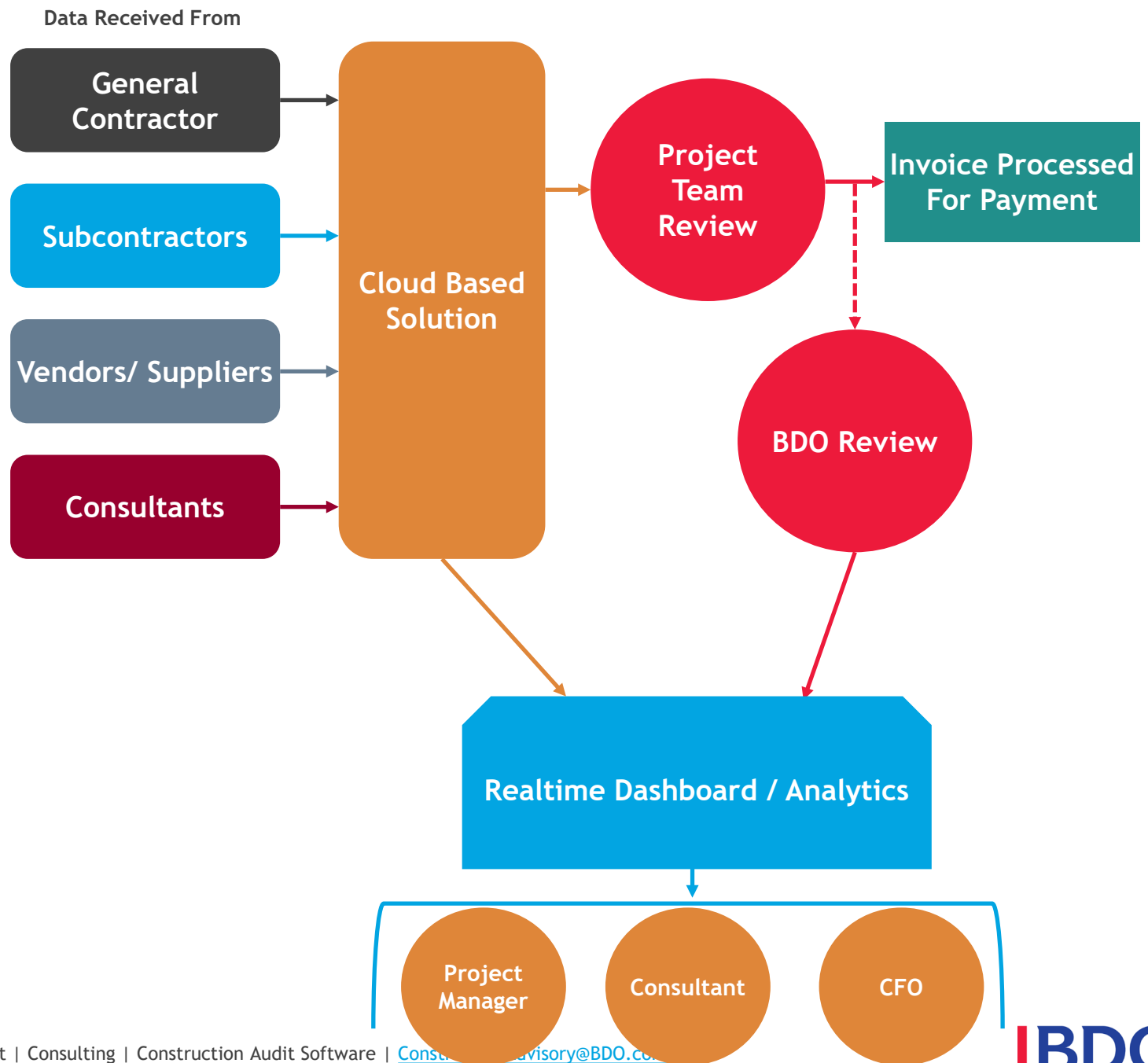
Summary by Contractor





# Technology Upgrades

# Process Flow



# Polling Question #2

Who might resist change the most?

1. Me
2. General Contractor
3. Sub Contractors
4. Other
5. Unsure



Labor

Materials

Equipment

General Conditions



# Labor



## Technology

- Site perimeter fence
- Time keeping system
- Digitally authenticate individuals
- Mobile geofence

## Process

- Timecard compared to digital record
- Certified payroll compared to hours invoiced
- Union rules analyzed and hours adjusted accordingly

## Advantages

- Auto reconcile labor records
- Owner pays only what they can independently verify

# Materials

## Technology

- Delivery scheduling
- Supply chain program
- Confirmed deliveries / inventory tracking

## Process

- Deliveries scheduled in advance
- Near site kiosk/ digital tunnel/ sensors
- Real-time inventory tracking
- Received at gate digitally (tablet/phone)
- Invoice compared to BOL to received Qty's

## Advantages

- Site inventory tracking
- Owner pays only what they can independently verify

# Equipment

## Technology

- RFID sensors
- Cameras/ Drones
- Comprehensive site inventory system
- Run time / time on site details

## Process

- Invoice time digitally checked against system
- Equipment location and usage metrics compare to invoice

## Advantages

- Ability to track usage/ implement preventative maint. program
- Owner pays only what they can independently verify

# Polling Question #3

Digital pay apps could *least* benefit which contract type?

1. Cost Plus
2. Lump Sum
3. Unit Price
4. GMP
5. Unsure

# General Conditions

## Technology

- Robust gate controls
- Remote receiving devices
- Workflow/augmented reality

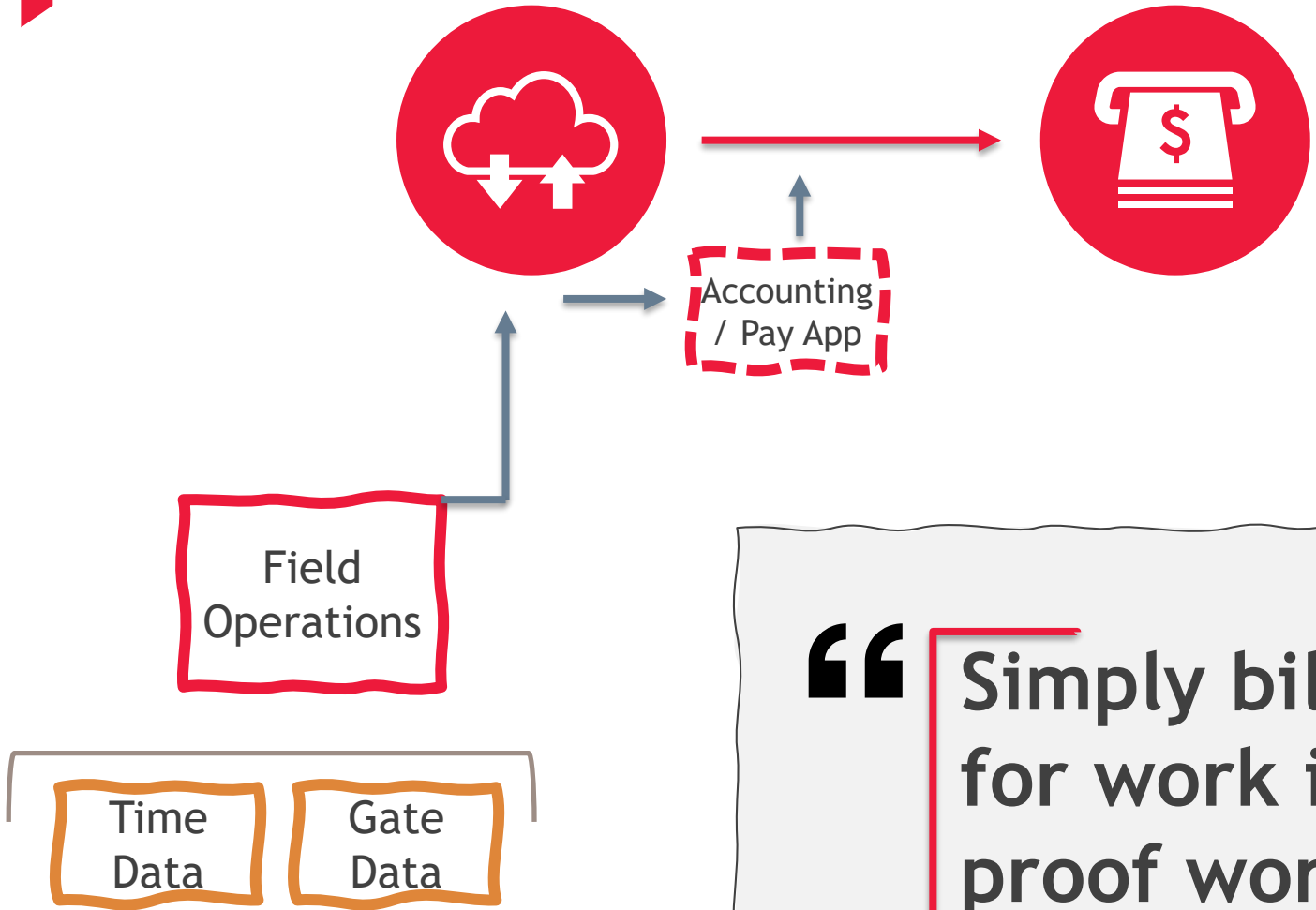
## Process

- Invoiced costs digitally checked against system
- T&E verified against procurement system & travel rules

## Advantages

- Owner pays only what they can independently verify

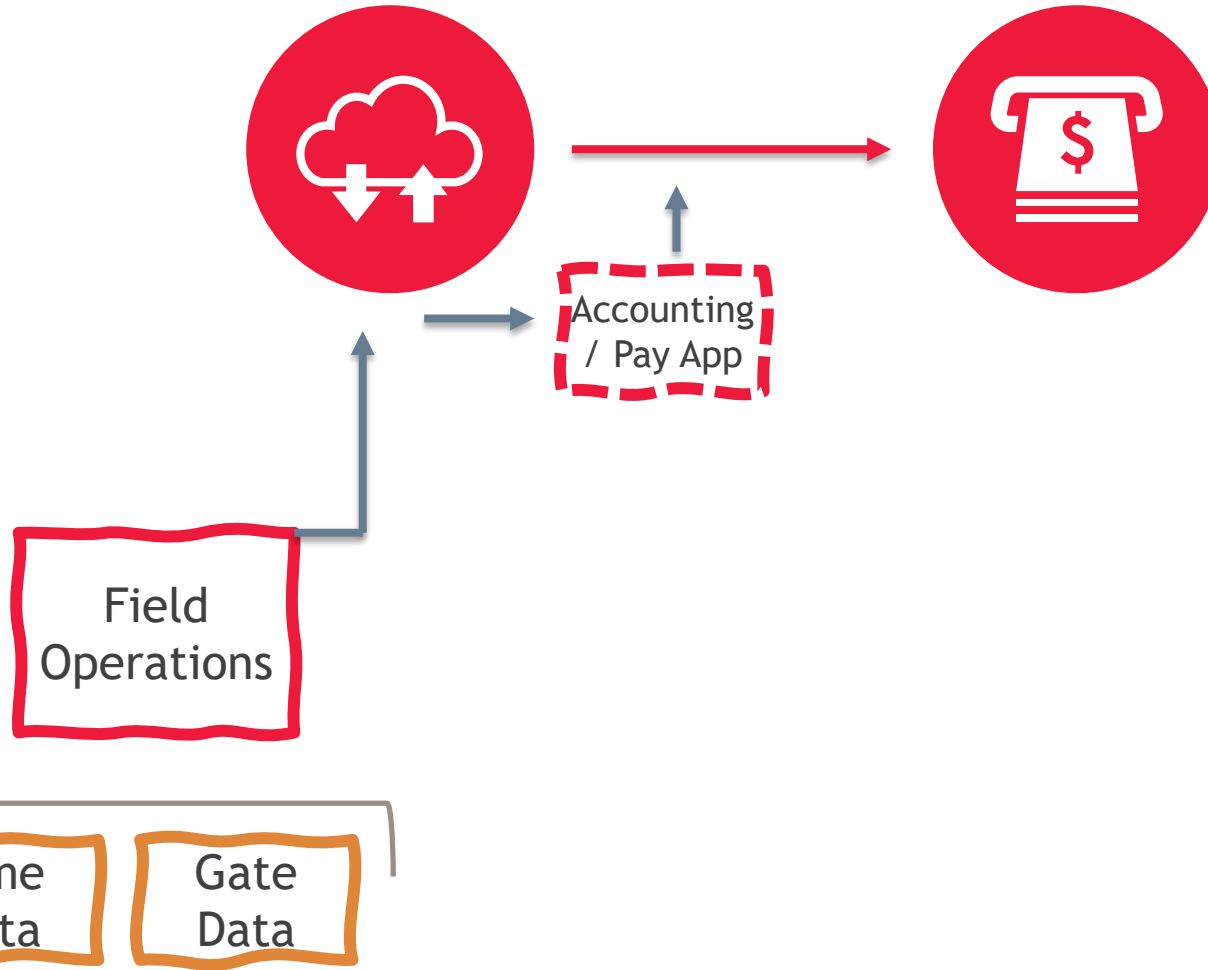




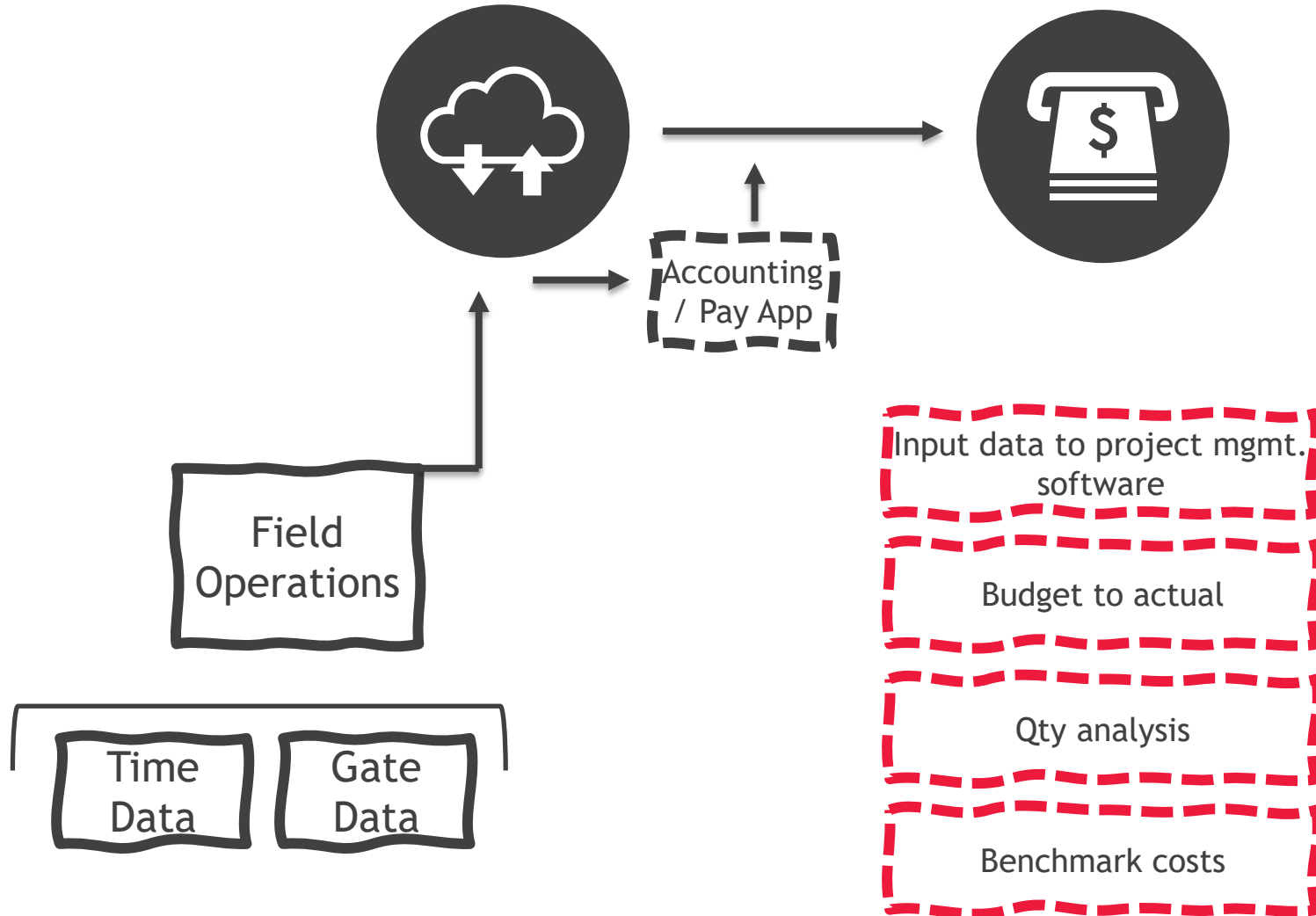
“ Simply billing for work is no proof work was ever done ”



# What Else Can You Do?



# What Else Can You Do?





*Why Wouldn't Any Organization Consider Digitizing The Pay App Process?*



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