No More Paper Pay Apps

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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 owned to contractors
2. Retirement of aging boomers
3. Varied technology among GC’s
4. Unfavorable contract terms
5. COVID 19
Cost Incurred & Invoiced VS. ??

1. Contract Executed
2. Costs Incurred
3. Costs Invoiced
4. Submitted to Owner
5. Paid

Review → Review → Review → Review
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
Technology Upgrades
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
## 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
### 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
<table>
<thead>
<tr>
<th>Technology</th>
<th>Process</th>
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<tbody>
<tr>
<td>• RFID sensors</td>
<td>• Invoice time digitally checked against system</td>
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<td>• Cameras/ Drones</td>
<td>• Equipment location and usage metrics compare to invoice</td>
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<tr>
<td>• Comprehensive site inventory system</td>
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<td>• Run time / time on site details</td>
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**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

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<tr>
<td>• Robust gate controls</td>
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<td>• Remote receiving devices</td>
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<td>• Workflow/augmented reality</td>
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### Process

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<tr>
<td>• Invoiced costs digitally checked against system</td>
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<tr>
<td>• T&amp;E verified against procurement system &amp; travel rules</td>
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### Advantages

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<td>• Owner pays only what they can independently verify</td>
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Simply billing for work is no proof work was ever done
What Else Can You Do?

Field Operations

Accounting / Pay App

Time Data

Gate Data
What Else Can You Do?

Field Operations

- Time Data
- Gate Data

Accounting / Pay App

- Input data to project mgmt. software
- Budget to actual
- Qty analysis
- Benchmark costs
Why Wouldn’t Any Organization Consider Digitizing The Pay App Process?

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