

Viewpoint

Smart, Integrated Construction Technology Solutions
that Connect Your Office, Team and Field to Maximize
Productivity, Decrease Risk and Increase Profitability



ABOUT VIEWPOINT

Viewpoint, a Trimble company, is the leading global provider of integrated software solutions for the construction industry, with a 40-year track record of delivering for our clients. We partner with our clients to meet their technology needs, connecting their Office, Team and Field operations to improve project profitability, increase visibility, enhance productivity and effectively collaborate across today's broad construction ecosystem.



A Proven Technology Partner You Can Trust

Nearly **8,000 clients** in **28+ countries** rely on Viewpoint daily as their trusted technology partner. Our clients include project owners, general contractors, subcontractors, management firms, architects, engineers and more. Nearly half the ENR 400 and more than a third of the ENR 600 rely on Viewpoint to help manage their workloads. Our goal is to build strong, long-lasting relationships with our clients — nearly 50% of whom have been with us for a decade or longer.

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It's not just software to us, it's a critical component of how we execute business; Viewpoint is a trusted member of the organization and part of the fabric of what we do every single day.

—Jeff Hanson, **CEO**, Adolfson & Peterson Construction

Viewpoint is the partner that can support our business 20 years from now.

—Bud Bowden, **Controller**, DooleyMack Constructors



Connecting Your Office, Team and Field to Create Better Visibility

Viewpoint's holistic Office, Team and Field approach to construction technology delivers a comprehensive suite of software designed to bring your entire organization together. Rather than software add-ons that don't communicate with each other — or other parts of your business — we provide a purpose-built, integrated system that addresses both your key daily and long-term needs.



OFFICE

For the back office, Viewpoint's powerful enterprise resource planning (ERP) platforms and software solutions for contractors of all sizes automate your central business functions, including accounting, payroll, human resources (HR), estimating, project financial planning, equipment and materials, service management, business intelligence and much more.

- Viewpoint Vista™
- Viewpoint Spectrum®
- Viewpoint ProContractor™
- Viewpoint Estimating™
- Viewpoint HR Management™

TEAM

For project teams, Viewpoint seamlessly connects your field and office operations with easy-to-use, collaborative project management solutions that share real-time data across your extended teams of subcontractors, suppliers, architects, owners and other key stakeholders, allowing projects to be run more quickly, intelligently and productively.

- Viewpoint Team™
- Viewpoint Financial Controls™

FIELD

On the jobsite, leverage our intuitive field and mobile platforms to replace manual and paper processes. Our field solutions allow you to capture, view and share critical project data relevant to your role, including time capture, daily logs, punch lists, safety observations, inspections, defect management and commissioning.

- Viewpoint Field View™
- Viewpoint Field Management™

ViewpointOne™

The industry's most comprehensive, cloud-based construction management system for contractors of all sizes

Unlike software that solves a single need for customers, ViewpointOne provides construction companies with Viewpoint's integrated software suite to connect office workers with project teams and field operations. Hosted in the cloud, ViewpointOne combines Viewpoint's leading construction enterprise resource planning [ERP] offerings with its Team and Field products, giving customers an integrated and flexible system for managing operations, improving productivity and enabling better decision making.

ViewpointOne increases the functionality and scalability of a contractor's software investment by allowing contractors to build their own software bundles based on specific needs for individual end users. Delivering the right solution for the right person, both inside and outside of a contractors' organization, enables the flow of trusted data and information in context and encourages technology adoption and real-time information sharing across project teams.



Powerful Solutions for the Office

Software applications for your office require rich functionality in order to manage tasks like setting up new projects, job cost forecasting, project business intelligence, budgeting or running payroll and human resources. Viewpoint solves this by providing powerful ERP platforms and software solutions — designed specifically for construction, and for contractors of all sizes — that are intuitive, scalable and most importantly, easy to use.

“ *In the two years since installing Viewpoint, we will have doubled our construction revenue. We would not have been able to support that type of growth without implementing Viewpoint.* ”

—Darius Chagnon, **CFO**, Westcon, Inc.



ProContractor™

The construction industry's only all-in-one cloud software solution for estimating, project management and accounting. Perfect for small-to medium-sized contractors ready to grow business and profit margins, ProContractor lets you move seamlessly from bid to accounting to project management, with complete control and visibility across your entire project team.

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Before ProContractor, we were working in the blind. By being able to see actual costs, it is a great learning tool to determine the accuracy of our estimates. ProContractor will also enable us to bid more jobs more often and more accurately... eliminating the need to rely on gut feelings and enabling us to compete better in the market.

—Jerri Sweeney, **President**, Innovative Building Concepts

Estimating™

Easy-to-use software for quick and accurate digital takeoff, Viewpoint Estimating allows you to estimate with confidence and bid smartly on the right projects to boost profit margins. Figure out what your materials, equipment and labor will cost by using pre-built and customizable databases, based on industry-standard labor units. Produce detailed estimates up to ten times faster than using manual processes and spreadsheets.

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It gives you a scientific way of breaking everything down...the hours, the labor and the materials. Viewpoint's estimating program reduces errors [and] our time.

—John Zeppa, **Estimator**, Fitzgerald & Sons Plumbing

Vista™

Viewpoint Vista™ is a fully-integrated, configurable suite of software solutions that includes complete construction accounting and payroll capabilities, detailed financial reporting, powerful service and equipment management solutions, intuitive business intelligence and project planning tools. Vista enables the seamless centralization of information with complete visibility, providing secure, fully-interactive data across your organization. Streamline workflows, increase productivity and profitability and gain better understanding of your projects.

HR Management™

Built into Viewpoint Vista, the Viewpoint HR Management portal delivers employee benefit and time management functionality, as well as streamlining applicant tracking and onboarding.

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Our mobile workforce was able to efficiently elect benefits through the portal, saving loads of paper and time.

—Samra Bubalo, **Senior Accountant**, Bernards

“

Vista has saved us over \$100,000 in staffing per year plus over \$200,000 a year in profit fade. It's been transformational for us.

—Eric Peterson, **CFO**, Concord General Contracting





V | Spectrum®

Viewpoint Spectrum® is a browser-based, completely integrated ERP software solution that contractors rely on for accounting, project management, equipment and asset management, human resources, document management, service management and much more. Spectrum streamlines work to boost productivity and gives you anytime, anywhere access to real-time data and the tools to make immediate, actionable project decisions.

“

A huge benefit is the cloud-based system. Our project manager can write the purchase order onsite.

That disconnect between office and field has been bridged with one system.

We see a lot of power and benefits in what Spectrum can offer.

—Dallas Williams, **General Manager**, Scott Builders

Empowering Mobile Capabilities in the Field

On the jobsite, Viewpoint's smart field tools and mobile solutions let you get information about the project, collect data from the jobsite and let you share data and report progress back to the office. Our field solutions allow you to work with construction data in ways that are relevant to you — in easy-to-access formats.

Field View™

With Viewpoint Field View™ you can work with intuitive mobile field forms — accessible on iOS and Android devices — to streamline jobsite processes. Easily manage quality assurance and control measures, field reports, closeout and punch lists and much more. With real-time dashboards and collaboration tools, you can resolve issues quicker, reduce risks and deliver higher-quality projects for your clients. Clients have reported significant reductions in time spent tracking and managing safety (up to a 75%), daily logs (up to 50%) and punch lists (up to 30%), while noting up to a 20% decrease in project delays and post-completion rework¹.

“ *With Field View, accountability is tangible, and we have a documented process and results that is indisputable.*

—Dave Gosnell, **Director of Project Management**,
Seymour Pacific Developments, Ltd.

“ *Viewpoint has not only met, it's surpassed our expectations — especially in the area of cost savings.*

—Colleen Miller, **Payroll**, River City Construction

¹ Source: Hobson & Company [2017]. Driving ROI, The Case for a Proven Construction Management Solution. Portland, OR: Viewpoint, Inc.

V | Field Management™

Viewpoint's software is further enhanced by easy-to-use portal solutions for teams in the field, including field purchase orders, crew and equipment time entry and progress reports.

“*It has been extremely valuable for our field teams to have an accessible, responsive, easy-to-use interface for entering reports.*”

—Adam Vella, **IT Manager**, Auld & White Constructors

Smart Service Management Solutions

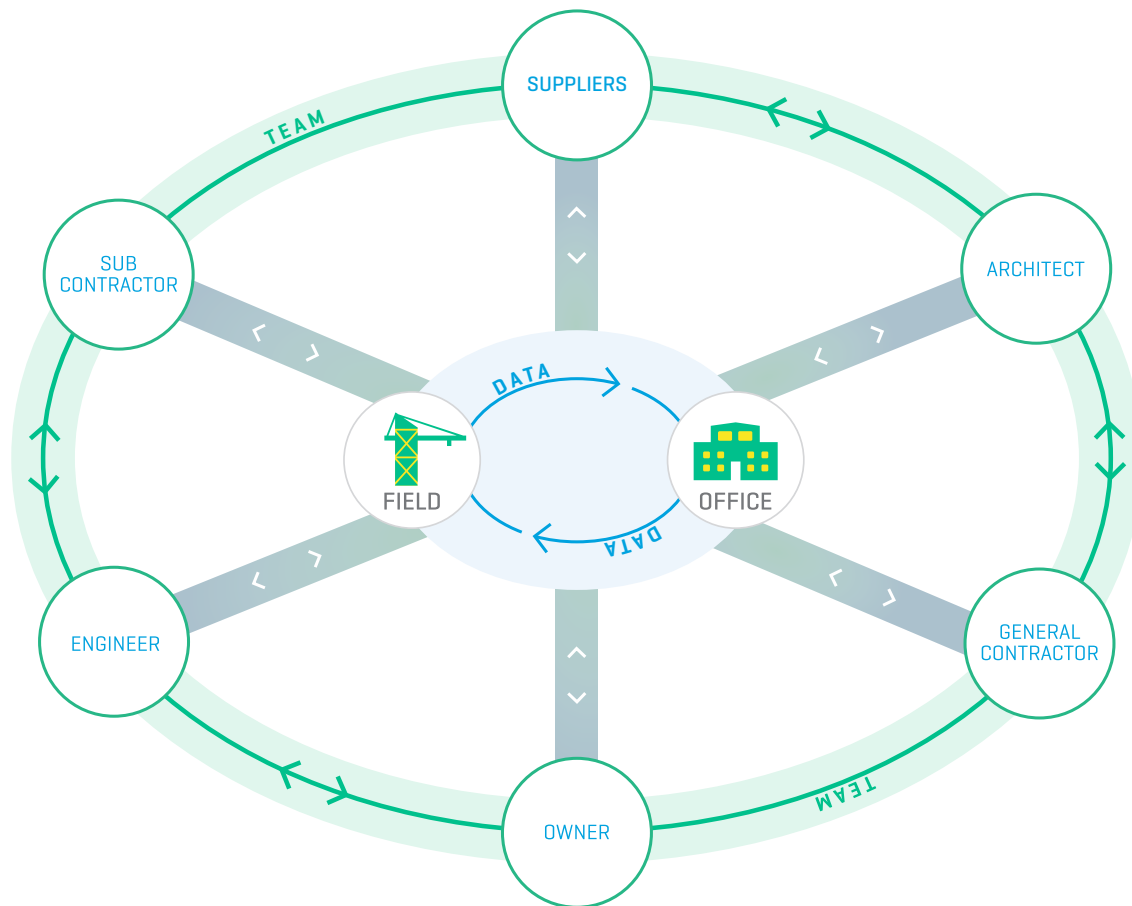
Viewpoint also provides service management solutions to empower today's service contractors. From simplified service contract management tools to intuitive technician dispatching capabilities to smart mobile applications that streamline work order processing, Viewpoint provides a complete array of construction-specific service solutions to win more business and empower technicians in the field.

“*We can push out work orders and preventive maintenance service calls to our field crews and be able to get the time back in and facilitate the billing process. For a CFO, that's always important.*”

—Jeff Pierce, **CFO**, Western Allied Mechanical

Drive Collaboration Across Your Extended Team

When you're on the project team, you need a collaborative solution that the entire team can have access to — wherever they are, whenever they need. That means it must be an easy-to-use solution that provides quick access to relevant data. Viewpoint helps you manage projects across and the entire team — from subcontractors, suppliers, engineers and architects to owners. Live data flows between the office and the field — no matter where work takes you — for true, real-time construction collaboration.



Team™

Viewpoint Team™ is a collaborative, cloud-based project management solution that connects contractors' back office and field operations with the extended project teams including owners, architects, subcontractors, vendors and more. Tightly integrated throughout Viewpoint construction ERP and software solutions, Viewpoint Team delivers true project collaboration, real-time visibility into projects, ability to easily and collaboratively manage RFIs, Submittals and Issues, powerful document management and sharing and much more.

“

Viewpoint Team Project Management helps us manage a large amount of work in a small amount of time.

—Bobby Asbury, **Project Manager**,
Leander Construction, Inc.

Financial Controls™

Intuitive portals from Viewpoint provide project financial solutions for invoice and billing review and approval, true collaboration and ensuring projects stay moving.

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Approving invoices through the portal is such an improvement! It has provided a much nicer interface for our end users and added time savings for our project management team, especially when approving invoices from the field.

—Suzie Helmsworth, **Business Systems Analyst**,
Sukut Construction

Integrated Cloud Solutions for Real-Time Results

Viewpoint provides the cloud-based applications that empower today's digital contractors, allowing them to work anywhere, any time. We take care of hosting your software and data, leaving you free to do what you do best — building better projects. Enjoy worry-free hosting with secure data storage and backup. Reduce your hardware costs and streamline your IT strategies to make them work for your needs.

Viewpoint's cloud-based software solutions provide you with:

- The processing capability you need for data-heavy jobs
- Real-time collaboration — with data accessible to the entire project team
- Integrated functionality throughout the organization
- Enhanced security protocols to mitigate risk



The biggest win for us has been the fact [our software] is web-based. Because we have so many offices, so many remote users, it's made it easy for us to give them the URL, set their security, and they can then access their information, whether it's accounts payable people entering transactions or project managers being able to get in and look at how their jobs are doing.

—James Moore, **ERP Systems Analyst**,
Cascade Drilling/Technical Services

Your Technology Partner — Every Step of the Way

Viewpoint is dedicated to understanding your specific business needs, working with you to develop a solid, sensible implementation plan that fits your organization's needs, and delivering the support and maintenance you need — when you need it. **That's why we have an annual customer retention rate of 97% and nearly half of our clients have been with us for a decade or longer.**

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With Viewpoint, there are no bad questions. I'm always very impressed with the team's patience and the insistence on putting the customer first.

—Patrick Nelson, **Vice President**, Lehman Roberts Company

Reach out to us today to find out what being a Viewpoint client could mean for you and your organization!

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