But, we’ve always done it that way…

*The most expensive phrase in construction*
Who we are

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- **Established in 1930** - Exclusive New England Focus
  Headquartered in Providence, RI
  Offices in Boston, MA and New Haven, CT
- **Recognized as leading CM-at-Risk** – Top 50 ENR
- **Top Professionals** – 250+ Employees, 6 Certified BIM Managers
- **Market Activity** – 10-15 Projects/year, $450 Million/year
- **Market place diversity** – build across most markets
- **Extensive preconstruction resources** – in house depth across all disciplines
- **Completion of over 4.0 msf** in LEED certified assignments
- **Enterprise wide cloud communications** – near paperless environment
Why we are here...

“We cannot become what we want to be by remaining what we are.” Max Depree

“When you can measure what you are speaking about, and express it in numbers, you know something about it.” Lord Kelvin

“There is no one giant step that does it, it’s a lot of little steps.” Peter A. Cohen

“Don’t kid yourself. Be honest with yourself. Take your own inventory.” Jack Canfield
Q: Why change?

A: Productivity Dip

McKinsey Global Institute, Reinventing Construction: A Route to Higher Productivity, February 2017
Q: Why change?

A: Workforce Evolution

50% Millennials and Gen-Z Workforce by 2020

1.6 Years Average Tenure


In millions

- Boomers
- Gen Xers
- Millennials
- Silents

Q: Why change?

A: More with Less
How do we change?

• Do for others
  • Step outside of your comfort zone
  • How can I help others?
  • Is there a better way?

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The Process Improvement Workshop
Let’s go already!

- Time to open
  - ID Challenges
  - Thought Process
  - Solution
  - Results?

<table>
<thead>
<tr>
<th>Model</th>
<th>Platform</th>
<th>Connection</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>FED</td>
<td>Cloud</td>
<td>WiFi</td>
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<tr>
<td>Local</td>
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<tr>
<td>Local</td>
<td>N/A</td>
<td></td>
<td>0:00:03</td>
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It’s going to take how long?

<table>
<thead>
<tr>
<th>Complexity Level</th>
<th>Duration (Average)</th>
<th>Project Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>High</td>
<td>3356sf/week</td>
<td>Hospitals, Museums, Labs, Renovations</td>
</tr>
<tr>
<td>Medium</td>
<td>5000sf/week</td>
<td>Academic (Science), Ambulatory, Tech Offices, MOB</td>
</tr>
<tr>
<td>Low</td>
<td>8023sf/week</td>
<td>K-12 Schools, Hotels, Office Buildings, Cookie Cutters</td>
</tr>
</tbody>
</table>

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Improved Estimation

High Value as a Reference Tool

50% Increase in Speed Developing
58% Increase in Confidence in the Estimate
75% Dimeo Estimators Would use Models If available

Missing/Wrong Elements
Reason Most Likely to Prevent Models Being Used for Estimating

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