

The SAP logo, consisting of the letters 'SAP' in white on a blue trapezoidal background.

+



Smartapp.com™

# Connect SAP S/4HANA to the EC&O Jobsite & Bridge the gap from FINANCE to FIELD



TURN YOUR JOBSITE

INTO A SMARTSITE™



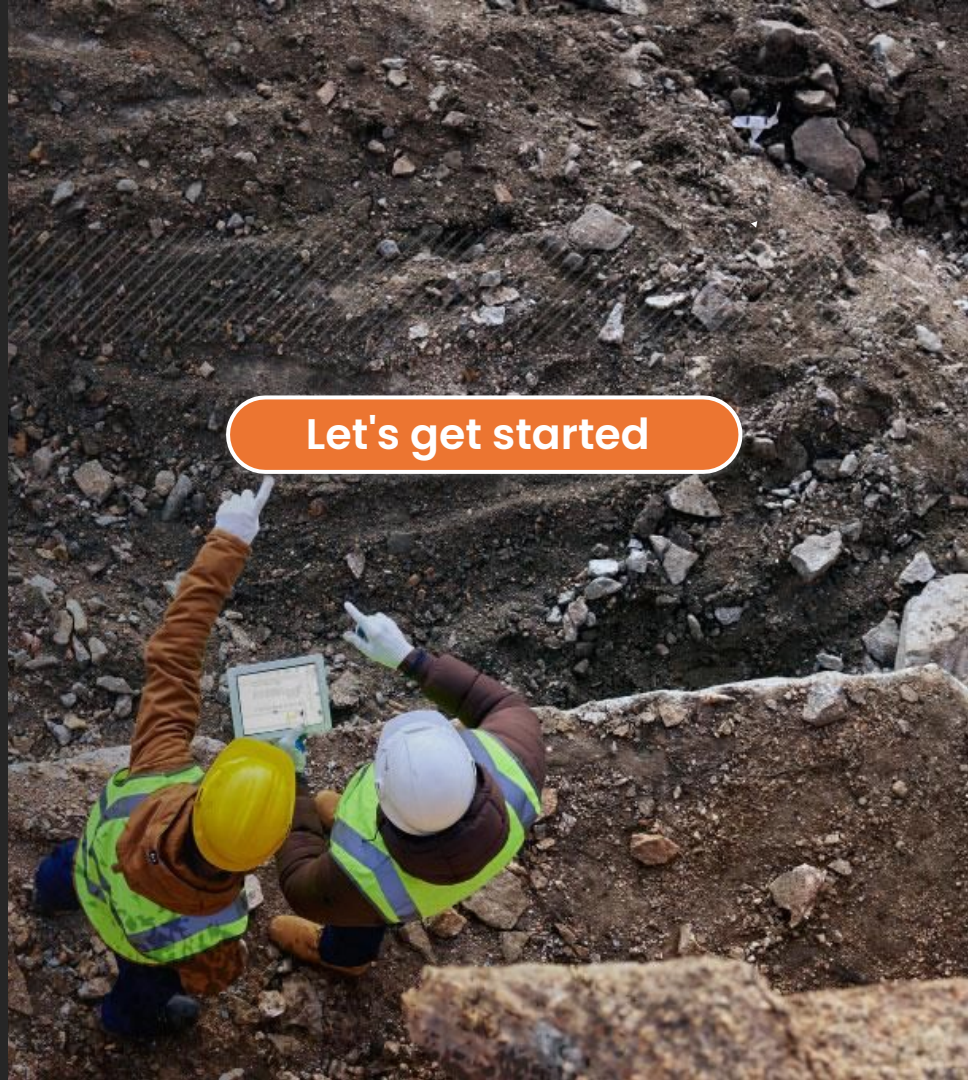
Smartapp.com™

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# Session Agenda

- **Introductions**
- **Who is Smartapp.com and what do we offer?**
- **Partner Call to Action**
- **Q&A**



Let's get started

# What we do – Smartapp.com™

1

A first-of-its-kind **Unifying Platform** that **Consolidates & Connects** all your project execution automation (**PLANNING, FIELD, SAFETY, & FINANCE**) for the jobsite project team in **ONE** unified place. *“Built for the Field by Field experts”*

2

We are a **NEW SAP Industry Cloud Application** partner. Our **BTP** integrated solution **Smartapp ONE™** bridges the gap for the FINANCE and FIELD for EC&O project teams, and will soon be available in the SAP Store.

3

We are an IP company - looking for the right **EC&O SAP delivery & distribution partners**



Smartapp.com™

TURN YOUR JOBSITE INTO A SMARTSITE™







# Vertical & Linear constructors build success with us.

**Gilbane**

**conEdison**

**nationalgrid**

**SKANSKA**

**STAPLES®**

**Canon**

**WT**  
WHITING-TURNER



**CONSIGLI**  
Est. 1905

**Nextwave**

**AECOM**

**SUZLON**

**DrReddy's**

**BAM DIGITAL REALTY**

**VINAGRO**

**LANDBASE**  
CONSULTING

**BRIGADE**  
Group

**PVR**  
Developers

**\$300<sup>+</sup>** Billion  
Operations

**75k<sup>+</sup>** Automated  
Projects

**100k<sup>+</sup>** Active  
Users



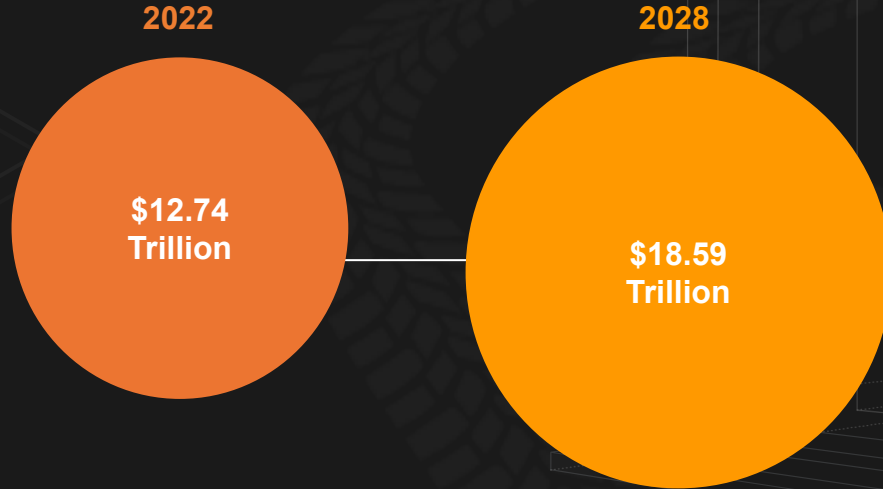


# The EC&O digital transformation opportunity



# EC&O Size and Potential

The EC&O industry is a significant global market, valued at trillions of dollars. It encompasses a wide range of activities, including infrastructure development, building construction, and industrial construction. The industry is driven by factors such as urbanization, population growth, and the need for infrastructure development.



The global construction market is expected to grow at a CAGR of 6.5% from 2023 to 2028.

Along with this growth, **the adoption of software & automation technologies is expected to increase** providing significant growth opportunities for companies offering these solutions.

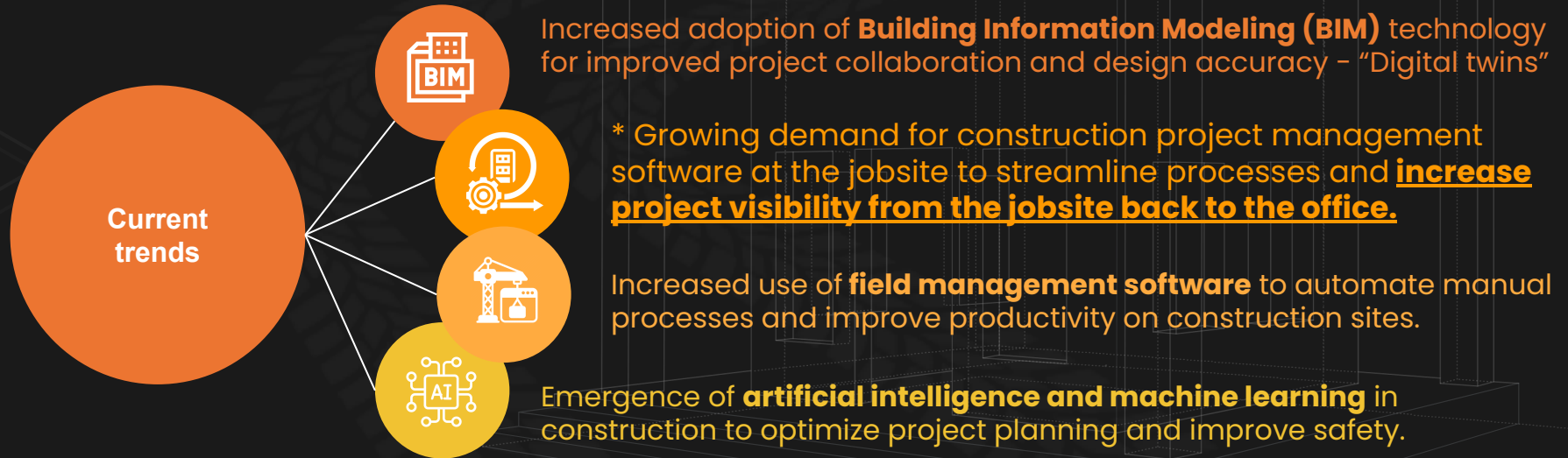
2023 SAP EC&O addressable market in North America is **~7.5B** with **~3.5B - S/4**





# EC&O Market Trends & Opportunity

The engineering, construction and operations (EC&O) industry is undergoing significant transformation, with a growing emphasis on digitization and automation. The use of software and job automation technologies has become increasingly critical in improving efficiency, reducing costs, and enhancing project delivery.



# EC&O Market today

It's estimated that construction teams in the US alone will lose **\$177 billion!** in non-productive labor activities. The loss includes looking for project data & information, conflict resolution and dealing with mistakes & rework, especially between the **FIELD and FINANCE teams.**

Source: McKinsey & Company





Project Owners are likely overpaying for projects due to poor productivity.

It's estimated that construction teams in the US alone will lose **\$177 billion!** in non-productive labor activities. The loss includes looking for project data & information, conflict resolution and dealing with mistakes & rework, especially between the **FIELD and FINANCE teams.**

Source: McKinsey & Company



**Project Owners are likely overpaying for projects due to poor productivity.**

**General Contractors are suffering from increasingly low profit margins due to inefficiencies.**

**It's estimated that construction teams in the US alone will lose \$177 billion!** in non-productive

labor activities. The loss includes looking for project data & information, conflict resolution and dealing with mistakes & rework, especially between the FIELD and FINANCE teams.

Source: McKinsey & Company





**Project Owners are likely overpaying for projects due to poor productivity.**

**General Contractors are suffering from increasingly low profit margins due to inefficiencies.**

**And every single wasted step causes lost TIME, delays & cost overruns to the project.**

**It's estimated that construction teams in the US alone will lose \$177 billion! in non-productive labor activities. The loss includes looking for project data & information, conflict resolution and dealing with mistakes & rework, especially between the FIELD and FINANCE teams.**

Source: McKinsey & Company



# Today Project execution...

Over the past decade, while investment in construction tech was doubling to **\$25+ Billion**, frustration was growing too!

These investment trends, coupled with end users' frustration with integrating the proverbial sea of Disparate & Disconnected Point solutions with no clear ROI, is driving a clear shift in the industry towards the Integrated Platform approach rather than point solutions.

We bring it all together in **ONE** platform.

PROLOG ▶

PROCORE 



FIELDWIRE



by SafetyCulture



Touchplan



PlanGrid



ORACLE



bluebeam®



BIM 360 FIELD

ORACLE®  
Aconex



GoTo Meeting



FIELDLENS



box

wrench



RAKEN



FotoIN



tableau®



zoom

MicroStrategy®

AUTODESK®  
BIM 360™



Cisco  
webex

ConcoX

safesite

Trimble



# Introducing Smartapp ONE™ for SAP – Bridging FINANCE TO FIELD







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Smartapp.com™ =



Smartapp ONE™

for SAP

Seamlessly connect  
your SAP ERP to your  
jobsite!

A co-innovated solution directly with SAP - IBUs

**Industry Cloud Application** for the EC&O industry  
that integrates seamlessly with SAP S4 via **BTP**

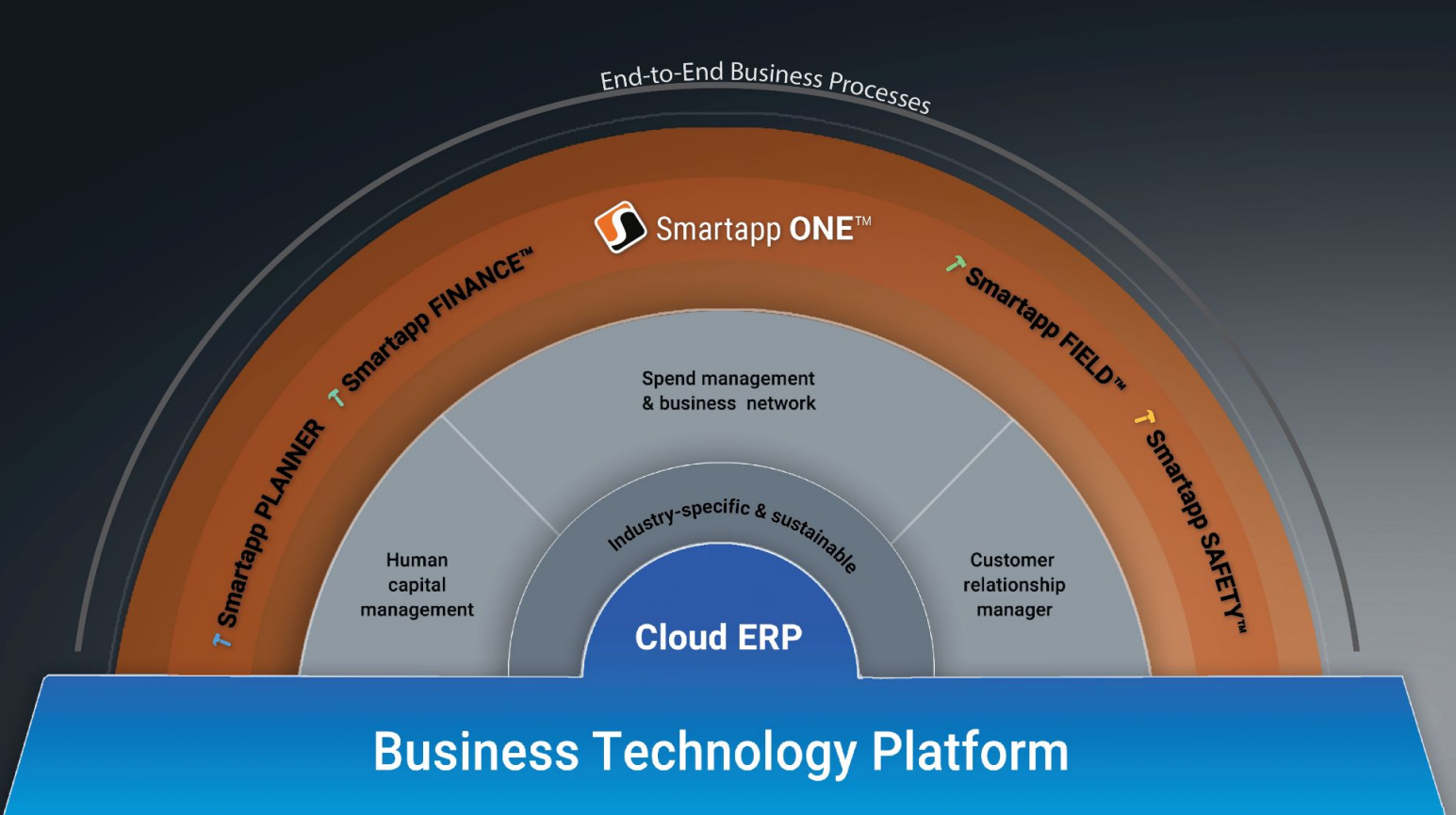
Bridges the gap between FIELD & FINANCE teams  
to provide a first-of-its-kind real time forecast &  
actuals data stream from the jobsite back to SAP



# How does it work?



# Smartapp ONE™ is an EC&O SAP Industry Cloud Application





# Smartapp ONE™ for SAP – Built to Seamlessly Extend & Connect SAP ERP to the Jobsite



# Smartapp ONE™ for SAP Industry Cloud Application



Extend & Connect your SAP EC&O ERP project with a full-stack Jobsite project execution platform.



The screenshot shows a search results page on the SAP Store. The search criteria include 'Industry' set to 'Industry 1'. The results list four items:

- Smartapp ONE for SAP™**: Extend & Connect your SAP EC&O ERP project with a full-stack Jobsite project execution platform. (SAP Endorsed App, Free Trial)
- Time Tracking for Service Organizations**: Modern, mobile-ready user experience to capture and approve project time data. (SAP Endorsed App, Free Trial)
- ETM.next**: State-of-the-art solution for rental & lifecycle management of equipment & tools. (SAP Endorsed App)
- Sodales for Enterprise Health, Safety and Employee Relations**: A complete solution for Enterprise Health, Safety, and Employee Relations. (SAP Endorsed App, Free Trial)

Navigation: Previous 1 of 1 pages Next

1

# Smartapp ONE™

Easily install from the SAP Store to quickly **Connect** your SAP S/4HANA EC&O projects to a Smartapp JobSite projects.



Project Central

LiveSupport

Manage Connector and Subscriptions

Smartapp.com, Inc. License: Enterprise Search Projects

LINK SAP TO SMARTAPP PROJECTS		SELECT SMARTAPP EDITION AND OPTIONAL HARDWARE (HW) ADD-ON			
SAP PROJECTS	SMARTAPP PROJECT	ONE™ FOR SAP	PLANNER BOARD (HW)	SAFETY BADGE (HW)	ACCESS CONTROL (HW)
Project Illumiti (SA0003)	Project Illumiti <input type="button" value="OPEN"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Project Jupiter (SA0004)	Project Jupiter <input type="button" value="OPEN"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Project Fluor (SA0006)	Project Fluor <input type="button" value="OPEN"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not Licensed (28)					
<input type="checkbox"/> Smartapp Test 2 (R.0)	<input type="radio"/> New Project <input type="radio"/> Link to Existing Project	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> 11 Main St (SA0001)	<input type="radio"/> New Project <input type="radio"/> Link to Existing Project	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> College Dorm (P2)	<input type="radio"/> New Project <input type="radio"/> Link to Existing Project	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Existing Connected Projects		Total Projects to connect		<input type="button" value="CONNECT"/>	
12		0			

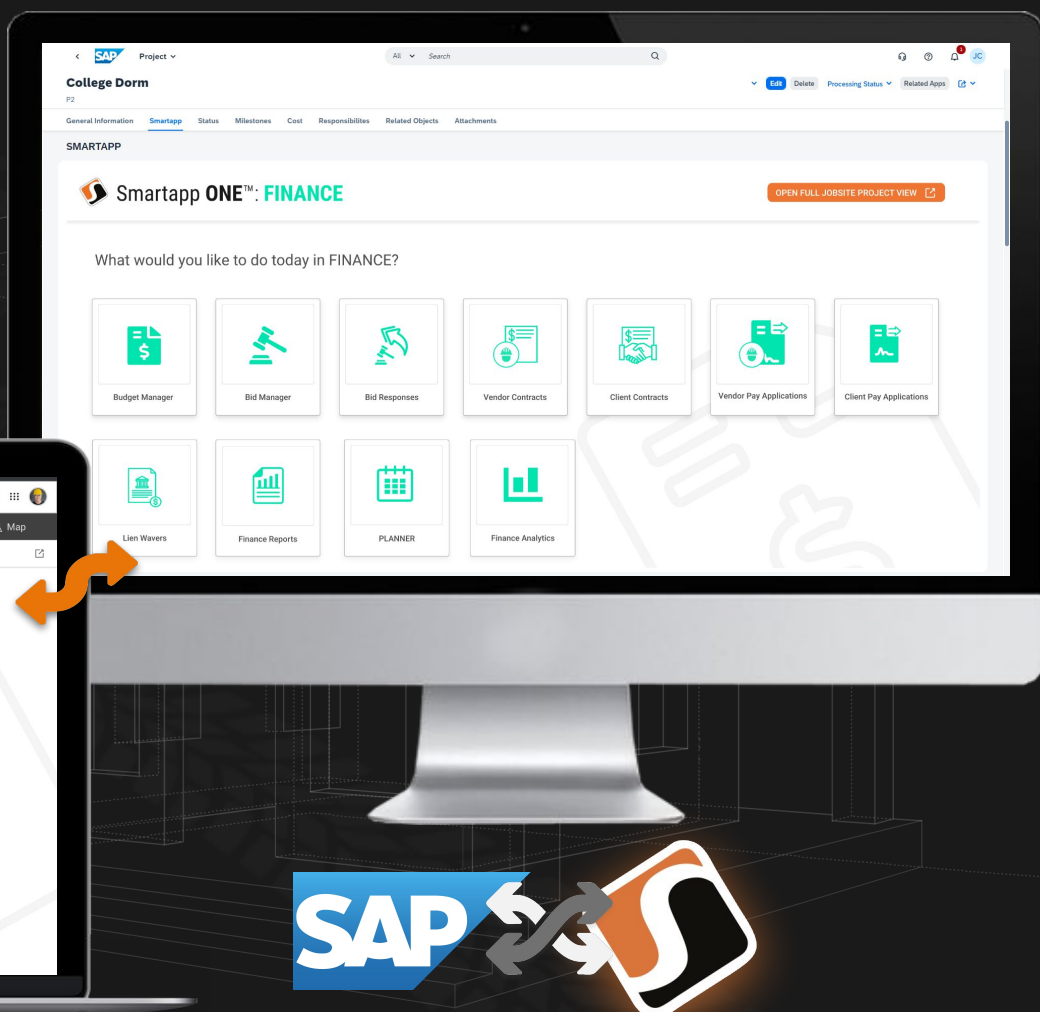




2

# Smartapp ONE™

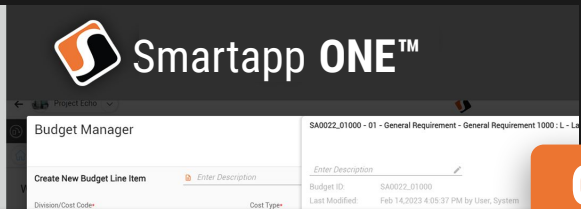
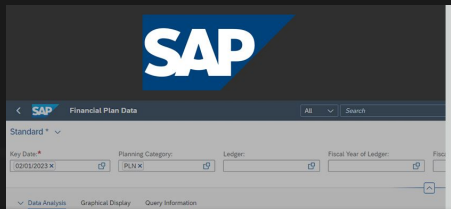
Once connected Smartapp ONE seeds a FINANCE landing console **right inside** your SAP CORE project - purpose built industry-centric interfaces built for EC&O projects - **WBS, CBS, Bids, Contracts, & Pay Application.**



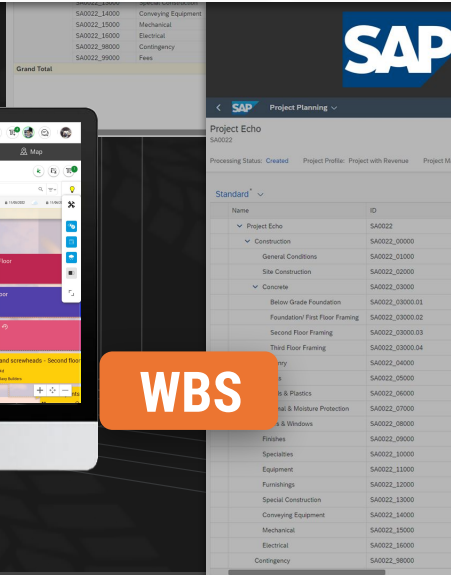
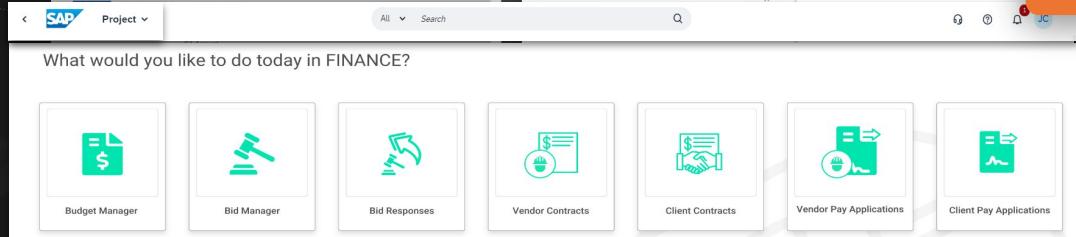
3

# Smartapp ONE™

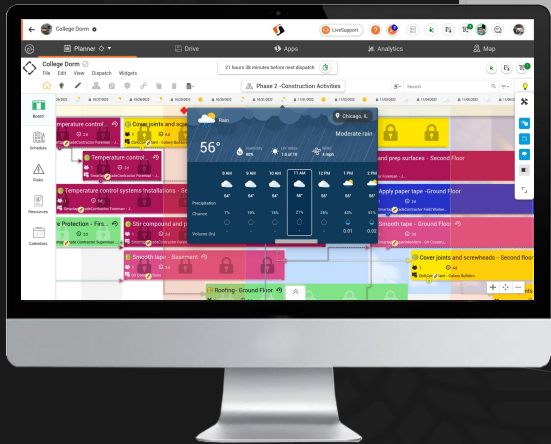
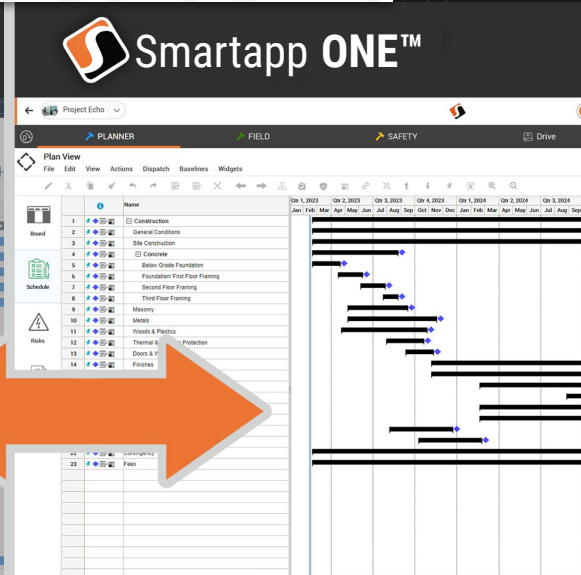
NOW you can easily & visually **BUILD** or sync your project Budget (CBS) & (WBS) between SAP S/4HANA & Smartapp ONE™



CBS

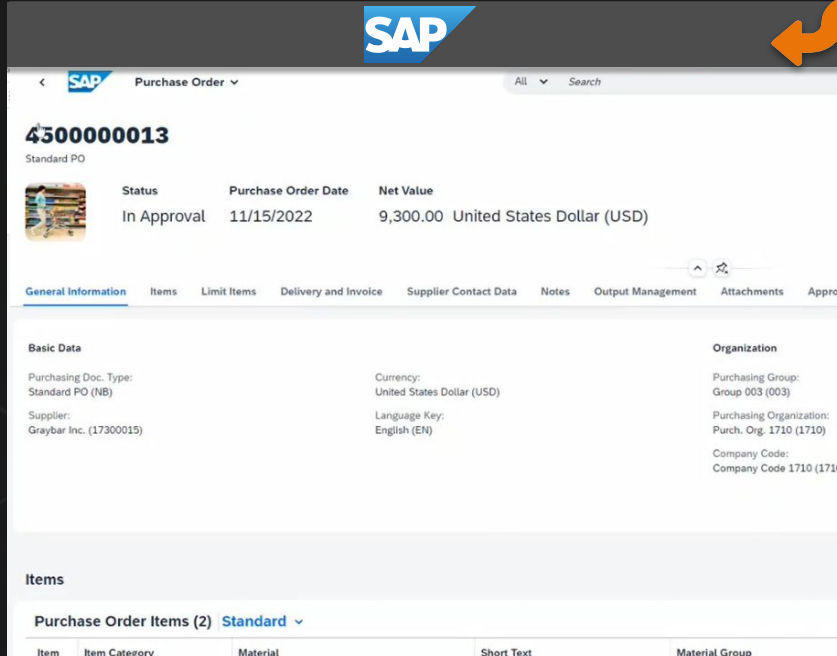


WBS



# SAP Purchase Request

# Smartapp Bid Package



**SAP** Purchase Order

4500000013  
Standard PO

Status: In Approval | Purchase Order Date: 11/15/2022 | Net Value: 9,300.00 United States Dollar (USD)

**General Information** | Items | Limit Items | Delivery and Invoice | Supplier Contact Data | Notes | Output Management | Attachments | Appro

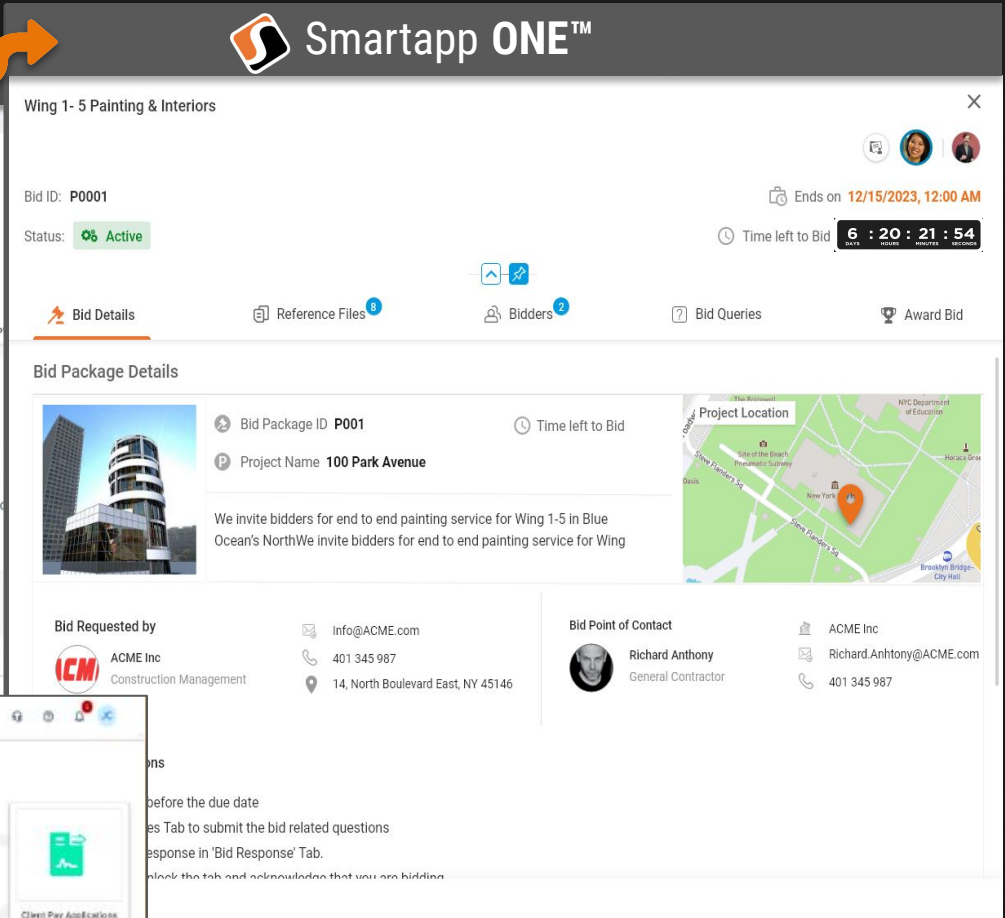
**Basic Data**

Purchasing Doc. Type: Standard PO (NB)	Currency: United States Dollar (USD)	Organization: Purchasing Group: Group 003 (003)
Supplier: Graybar Inc. (17300015)	Language Key: English (EN)	Purchasing Organization: Purch. Org. 1710 (1710)
		Company Code: Company Code 1710 (1710)

**Items**

Purchase Order Items (2) Standard

Item	Item Category	Material	Short Text	Material Group
------	---------------	----------	------------	----------------



**Smartapp ONE™**

### Wing 1- 5 Painting & Interiors

Bid ID: P0001 | Status: Active | Ends on 12/15/2023, 12:00 AM | Time left to Bid: 6 : 20 : 21 : 54


**Bid Details** | Reference Files | Bidders | Bid Queries | Award Bid

#### Bid Package Details

Bid Package ID P001 | Project Name 100 Park Avenue

We invite bidders for end to end painting service for Wing 1-5 in Blue Ocean's NorthWe invite bidders for end to end painting service for Wing

**Project Location**

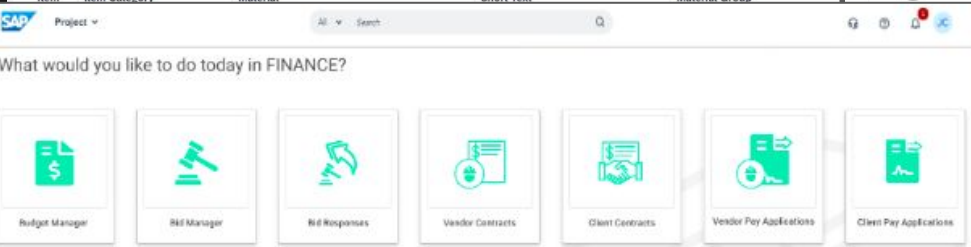


**Bid Requested by**

ACME Inc  
Construction Management  
14, North Boulevard East, NY 45146

**Bid Point of Contact**

Richard Anthony  
General Contractor  
401 345 987




What would you like to do today in FINANCE?

- Budget Manager
- Bid Manager
- Bid Responses
- Vendor Contracts
- Client Contracts
- Vendor Pay Applications
- Client Pay Applications



# SAP Supplier Quote

# Smartapp Vendor Bid Response




Home Manage Project Demand

Filtered By (1): Project

All Demands (25) Resources (3) **Services (19)** Materials (3)

Demand	Demand Status	Delivered / Not Delivered...	Demand Unit of Measure	Net Order / Delivered / In...	Start Date
ECO051_09000 / 12	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	07/17/2023
<b>Specialties</b> ECO051_10000 / 13	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	07/17/2023
<b>Equipment</b> ECO051_11000 / 14	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	11/15/2023
<b>Furnishings</b> ECO051_12000 / 15	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	06/15/2024
<b>Special Construction</b> ECO051_13000 / 16	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	11/15/2023
<b>Conveying Equipment</b> ECO051_14000 / 15	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	11/15/2023
<b>Mechanical</b> ECO051_15000 / 15	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	04/15/2023
<b>Electrical</b> ECO051_16000 / 16	Created	<div style="width: 100%;"></div>	Each (EA)	0.00 USD	06/15/2023



Bid Package: Wing 1- 5 Painting & Interiors

Submit by 12/15/2023, 12:00 AM

Status: ✔ Submitted

Responded on 12/14/2023

Bid Details Reference Files Bid Queries Bid Response

### Bid Response

Please fill in and add a value to each of the Work Items, If any new Work Item are missing that needs to be added then use the + button.


#### Bid Package Details

Work Items	Bid Value *
0001 - 00010 - Accountant - L - Labor	\$ 9,500
0005 - 02100 - Site Remediation - M - Materials	\$ 23,540
0006 - 03050 - Concrete Materials - M - Materials	\$ 1,75,870
Painting High pressure pumps	\$ 4,000
<b>Grand Total</b>	<b>\$ 212,910</b>


✔ Your Bid Response is Submitted✕

Your Bid Response ID: 30943458BR


What would you like to do today in FINANCE?




Budget Manager




Bid Manager




Bid Responses




Vendor Contracts



Client Contracts



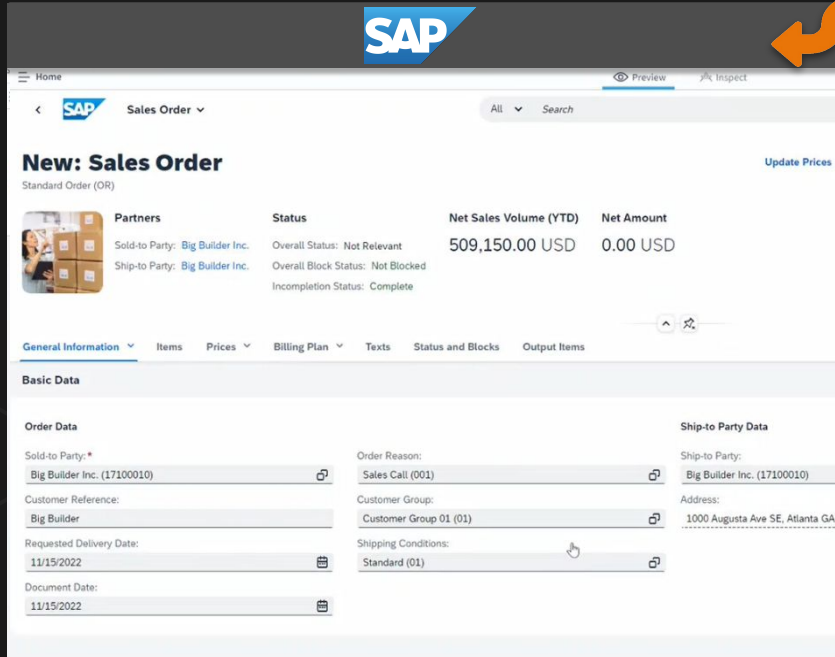
Vendor Pay Applications



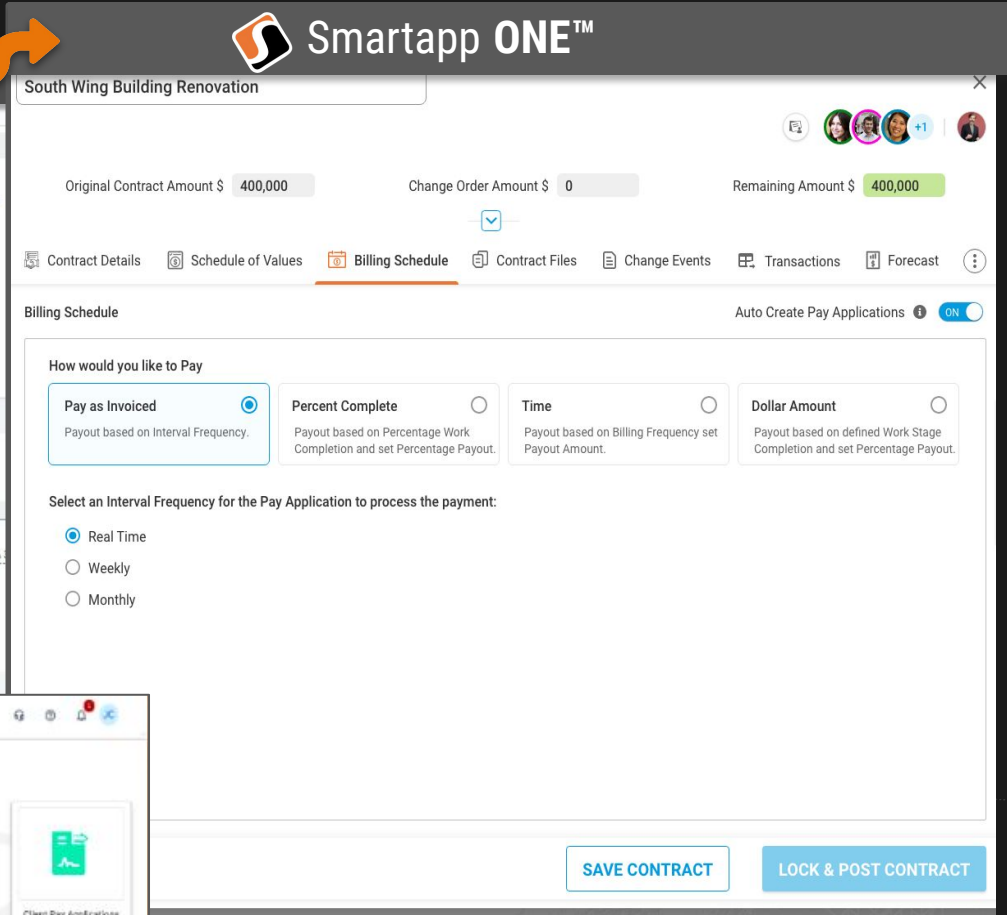
Client Pay Applications

# SAP Sales Order

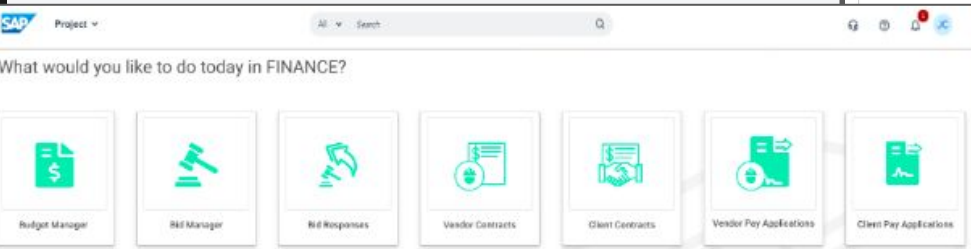
# Smartapp Client Contract



The screenshot shows the SAP Sales Order interface. At the top, there's a navigation bar with 'Home', 'Preview', and 'Inspect' options. Below that, the main header reads 'New: Sales Order' with a sub-header 'Standard Order (OR)'. A table displays key metrics: 'Partners' (Sold-to Party: Big Builder Inc., Ship-to Party: Big Builder Inc.), 'Status' (Overall Status: Not Relevant, Overall Block Status: Not Blocked, Incompletion Status: Complete), 'Net Sales Volume (YTD)' (509,150.00 USD), and 'Net Amount' (0.00 USD). A 'General Information' tab is active, showing 'Basic Data' and 'Order Data'. The 'Order Data' section includes fields for 'Sold-to Party' (Big Builder Inc. (17100010)), 'Customer Reference' (Big Builder), 'Requested Delivery Date' (11/15/2022), and 'Document Date' (11/15/2022). The 'Ship-to Party Data' section includes 'Ship-to Party' (Big Builder Inc. (17100010)), 'Address' (1000 Augusta Ave SE, Atlanta GA), and 'Shipping Conditions' (Standard (01)).



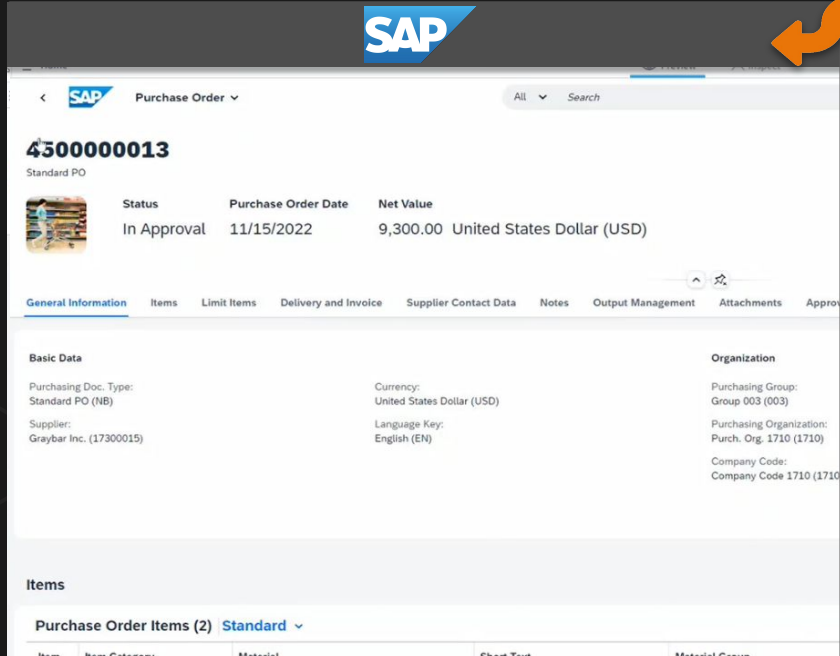
The screenshot shows the Smartapp ONE Client Contract interface. The title is 'South Wing Building Renovation'. At the top right, there's a user profile section with three avatars and a '+1' indicator. Below that, financial summary is shown: 'Original Contract Amount \$ 400,000', 'Change Order Amount \$ 0', and 'Remaining Amount \$ 400,000'. A navigation bar includes 'Contract Details', 'Schedule of Values', 'Billing Schedule' (highlighted), 'Contract Files', 'Change Events', 'Transactions', and 'Forecast'. The 'Billing Schedule' section has a toggle for 'Auto Create Pay Applications' set to 'ON'. Under 'How would you like to Pay', four options are shown: 'Pay as Invoiced' (selected), 'Percent Complete', 'Time', and 'Dollar Amount'. Below this, a section titled 'Select an Interval Frequency for the Pay Application to process the payment:' offers three radio button options: 'Real Time' (selected), 'Weekly', and 'Monthly'. At the bottom right, there are two buttons: 'SAVE CONTRACT' and 'LOCK & POST CONTRACT'.



The screenshot shows the SAP Project Finance dashboard. The header asks 'What would you like to do today in FINANCE?'. Below this, there are seven interactive cards with icons and labels: 'Budget Manager', 'RfI Manager', 'RfI Responses', 'Vendor Contracts', 'Client Contracts', 'Vendor Pay Applications', and 'Client Pay Applications'.

# SAP Purchase Order

# Smartapp Vendor Contract (SOV)



**SAP** Purchase Order

4500000013  
Standard PO

Status: In Approval  
Purchase Order Date: 11/15/2022  
Net Value: 9,300.00 United States Dollar (USD)

**Basic Data**

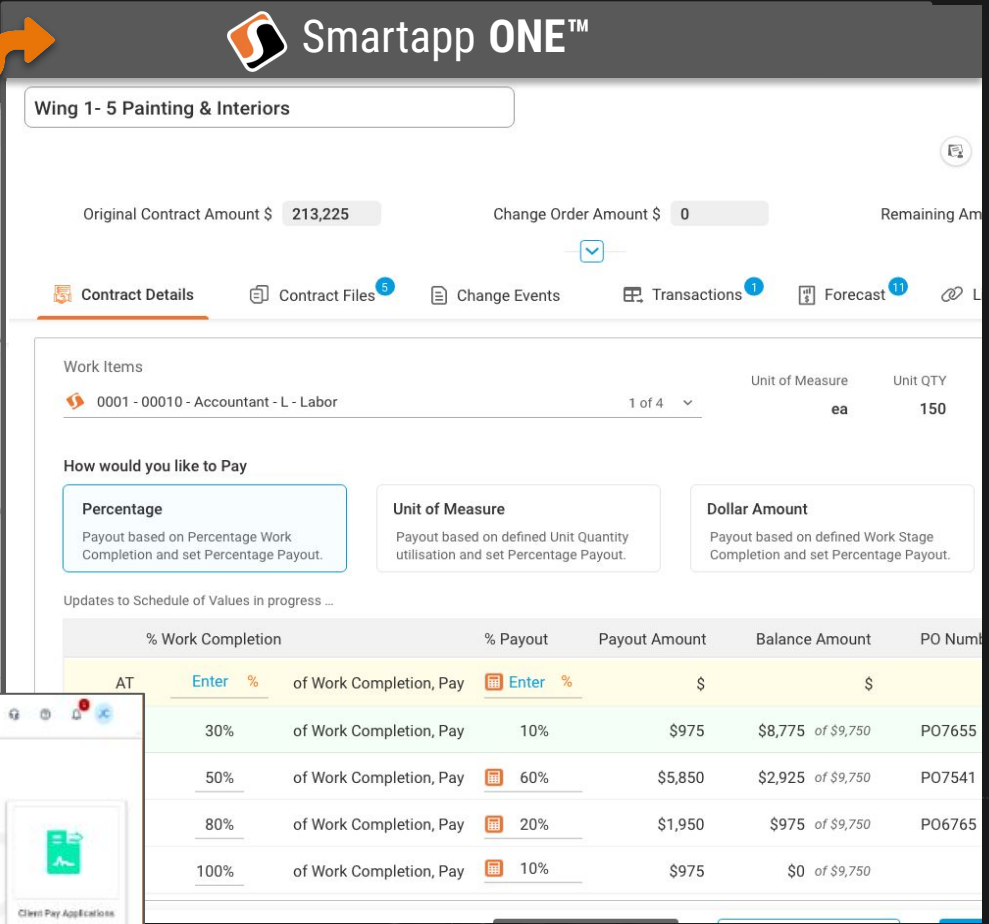
Purchasing Doc. Type: Standard PO (NB)  
Supplier: Graybar Inc. (17300015)  
Currency: United States Dollar (USD)  
Language Key: English (EN)

**Organization**

Purchasing Group: Group 003 (003)  
Purchasing Organization: Purch. Org. 1710 (1710)  
Company Code: Company Code 1710 (1710)

**Items**

Purchase Order Items (2) Standard



**Smartapp ONE™**

Wing 1- 5 Painting & Interiors

Original Contract Amount \$ 213,225  
Change Order Amount \$ 0  
Remaining Am

**Contract Details** | Contract Files 5 | Change Events | Transactions 1 | Forecast 11

**Work Items**

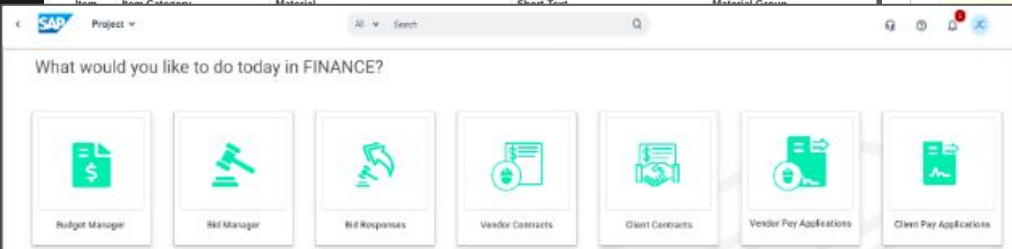
0001 - 00010 - Accountant - L - Labor 1 of 4  
Unit of Measure: ea  
Unit QTY: 150

**How would you like to Pay**

- Percentage**: Payout based on Percentage Work Completion and set Percentage Payout.
- Unit of Measure**: Payout based on defined Unit Quantity utilisation and set Percentage Payout.
- Dollar Amount**: Payout based on defined Work Stage Completion and set Percentage Payout.

Updates to Schedule of Values in progress ...

	% Work Completion	% Payout	Payout Amount	Balance Amount	PO Num
AT	Enter % of Work Completion, Pay	Enter %	\$	\$	
	30%	10%	\$975	\$8,775 of \$9,750	PO7655
	50%	60%	\$5,850	\$2,925 of \$9,750	PO7541
	80%	20%	\$1,950	\$975 of \$9,750	PO6765
	100%	10%	\$975	\$0 of \$9,750	



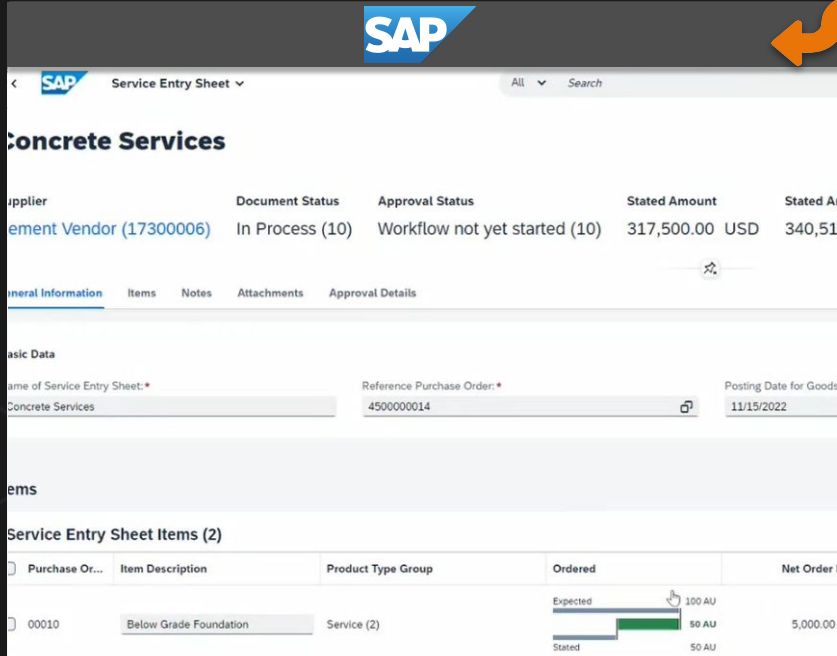
What would you like to do today in FINANCE?

- Budget Manager
- Risk Manager
- Risk Responses
- Vendor Contracts
- Client Contracts
- Vendor Pay Applications
- Client Pay Applications



# SAP Service Invoice

# Smartapp GC/Client Pay Application



**SAP** Service Entry Sheet

### Concrete Services

Supplier	Document Status	Approval Status	Stated Amount	Stated Amount
Element Vendor (17300006)	In Process (10)	Workflow not yet started (10)	317,500.00 USD	340,510.00

**General Information** | Items | Notes | Attachments | Approval Details

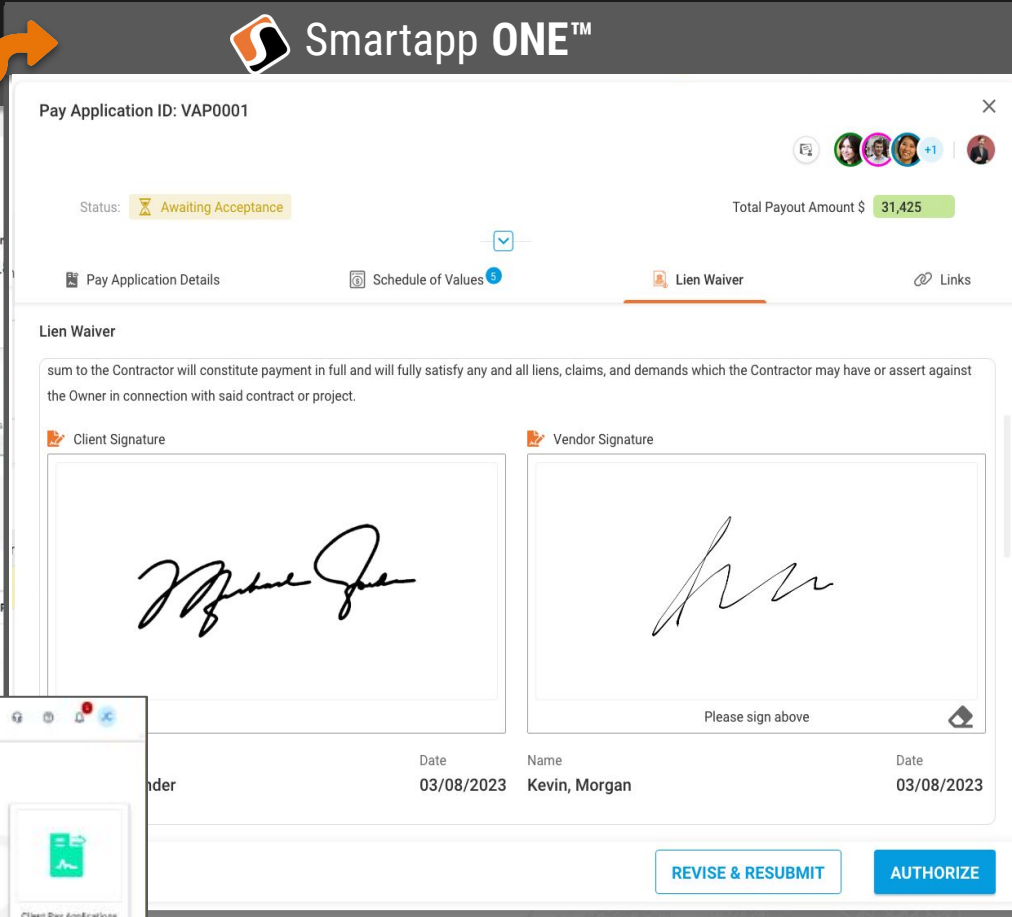
**Basic Data**

Name of Service Entry Sheet:*	Reference Purchase Order:*	Posting Date for Goods
Concrete Services	4500000014	11/15/2022

**Items**

#### Service Entry Sheet Items (2)

Purchase Or...	Item Description	Product Type Group	Ordered	Net Order P...				
00010	Below Grade Foundation	Service (2)	<table border="1"><tr><td>Expected</td><td>100 AU</td></tr><tr><td>Stated</td><td>50 AU</td></tr></table>	Expected	100 AU	Stated	50 AU	5,000.00
Expected	100 AU							
Stated	50 AU							



**Smartapp ONE™**

Pay Application ID: VAP0001

Status: Awaiting Acceptance


Total Payout Amount \$ 31,425

[Pay Application Details](#) | [Schedule of Values](#) | [Lien Waiver](#) | [Links](#)


### Lien Waiver

sum to the Contractor will constitute payment in full and will fully satisfy any and all liens, claims, and demands which the Contractor may have or assert against the Owner in connection with said contract or project.

**Client Signature**



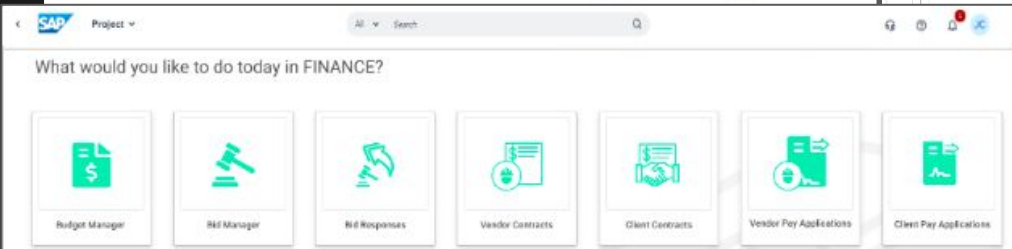
**Vendor Signature**



Please sign above

Orderer: Kevin, Morgan | Date: 03/08/2023

[REVISE & RESUBMIT](#) | [AUTHORIZE](#)



What would you like to do today in FINANCE?

- Budget Manager
- Risk Manager
- Risk Responses
- Vendor Contracts
- Client Contracts
- Vendor Pay Applications
- Client Pay Applications



4

# Smartapp ONE™

Then have your FIELD project team leverage our built-in realtime **LEAN LAST PLANNER** to get real time **FORECASTS & ACTUALS** directly from the field to your SAP ERP

College Dorm

21 hours 38 minutes before next dispatch

Phase 2 - Construction Activities

Chicago, IL

Rain

Moderate rain

56°

Humidity 90%

UV Index 1.6 of 10

Wind 4 mph

8 AM 9 AM 10 AM 11 AM 12 PM 1 PM 2 PM

56° 56°

43% 51%

0.01 0.02

Apply paper tape - Ground Floor

Smooth tape - Ground Floor

Masonry

Status: In Planning

Details Finance

Finance

Budget Line Item

SA0022\_04000 - Masonry 4000 - 04 - Masonry - L - Labor

Budget Total Unit QTY	Budget Total Amount	Budget Remaining Unit QTY	Budget Remaining Amount	Budget Forecast Balance Unit QTY	Budget Forecast Balance Amount
7,500	\$750,000	0	\$0	0	\$0

Rollup Tag

Unit of Measure	Unit Cost	Summary Tag Quantity	Summary Tag Estimated Cost
LF	\$100	7,500	\$ 750,000.00

Associated Work Tags

Status	Tag Count	Est. UOM QTY	Est. Amount	Actual UOM QTY	Actual Amount
PLANNED	7	125	\$12,500	0	\$0
ACCURED	38	4,200	\$420,000	0	\$0
COMPLETED	12	1,250	\$125,000	0	\$0
VERIFIED	15	1,925	\$192,500	1,925	\$192,500

Created: Erica Sinclair, 2/14/2023  
Company: The Whiting-Turner Company

SAVE & COMMIT SUMMARY

PPC-Install Bathroom Accessories

To install at the lobby back rooms north gate.

Trade activity

01:00 PM to 6:00 PM

6th floor-Balley Hall

START

END FOR TODAY

MARK AS COMPLETED

Install Door Hardware

This is the for the main lobby back gate security lock for the door frame.

CONFIDENTIAL

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# Smartapp ONE™

Then leverage the rest of our platforms capabilities to automate ALL your Jobsite **FIELD & SAFETY** needs such as; worker onboarding, **Document Control, RFI's, Submittals, Safety & Quality and more...** ALL in ONE place.

The top screenshot displays a 'Project Team (46)' list with the following data:

FIRST NAME	LAST NAME	SAFETY STATUS	POLICY STATUS	CERTIFICATION STATUS	VERIFIED DATE	COMPANY	EMAIL
MacKenzie	Porter	Filter By		Verified	04/01/2021		
		Clear					
Aimee	Mullins	Not Submitted		Not Verified	07/11/2021	Atkinson Construction	aimee@atkinson.com
Ana de la	Reguera	Partially Registered		Verified	02/26/2022	CAN Construction LLC	ana@canllc.com
Chandler	Bing	Awaiting Verification		Pending	06/09/2022	PCL Construction	chandler@pcl.com
Edgar	Fallon	Verified		Verified	12/12/2021	Skanska Construction	Edgar@skanska.com
Eugene	Wood	Verified in Probation		Not Verified	01/31/2022	Kiewit Corporation	eugene@kiewit.com
Elena	Dsouza	Probation - Awaiting Full Service		Not Verified		Kiewit Corporation	Elena@kiewit.com
Erica		Expired					

The middle screenshot shows an 'Upload Drawings' interface with a table for 'OCR Data Extraction':

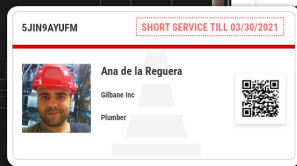
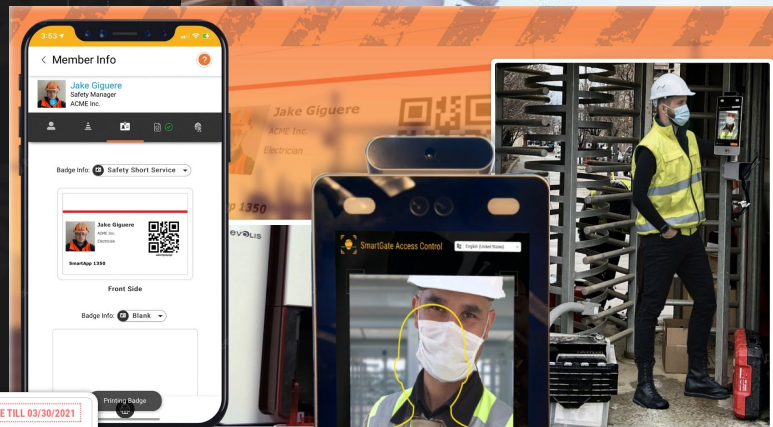
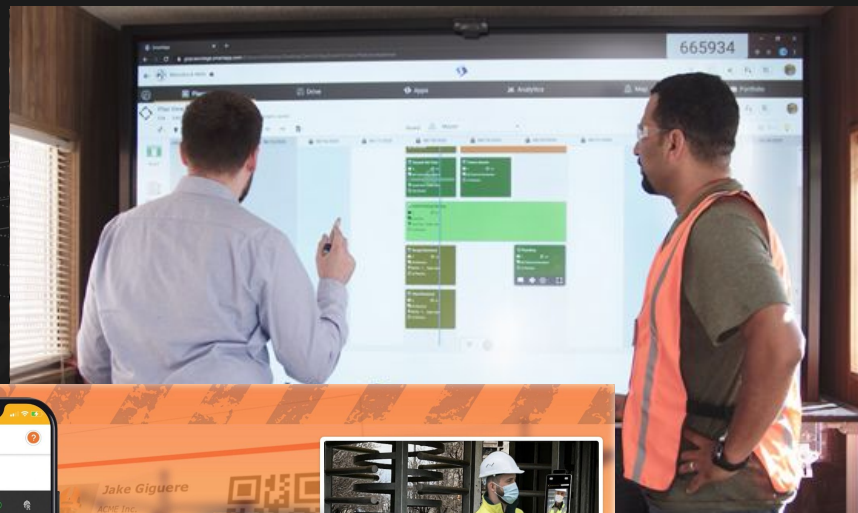
File Name	Sheet Name	Sheet Title	Revision	Description	Discipline
A-101.pdf	A1.1C	FIRST FLOOR PLAN - SECTO...	2		

The bottom screenshot shows a 3D site model with a pop-up dialog asking: "Would you like to disconnect your position for the navigation in this drawing?"

6

# Smartapp ONE™

Then leverage the full platform **integrated hardware** capabilities such as Digital worker ids, PPE.AI, **Gate Access Controls, Real-time worker & equipment position tracking, Jobsite ruggedized 86" Interactive Displays** and more.

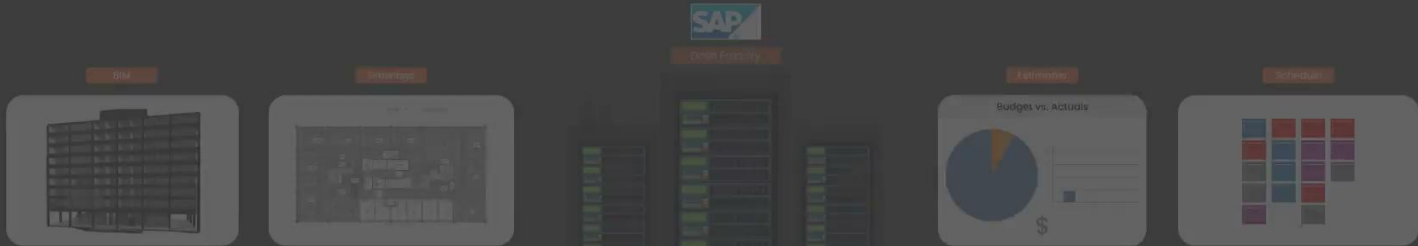


# Bridge FINANCE to FIELD and Turn your Jobsite into an SAP Data Factory



TURNING YOUR JOBSITE INTO  
A SAP DATA FACTORY

Plan WORK





An aerial view of two construction workers wearing high-visibility vests and hard hats, looking at a tablet on a construction site. The ground is dirt and gravel with some rebar visible.

**Bridge FINANCE to  
the FIELD.**

**Contact us to  
learn more**



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**TURN YOUR JOBSITE**

**INTO A SMARTSITE™**