

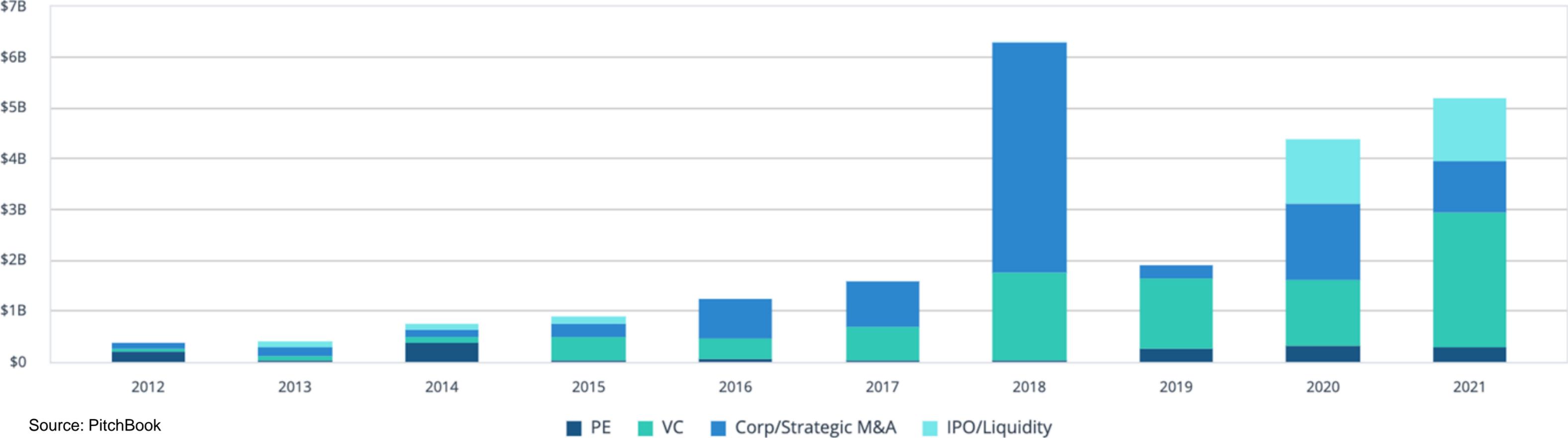
# The Power of Integrations

**Eric Tucker**

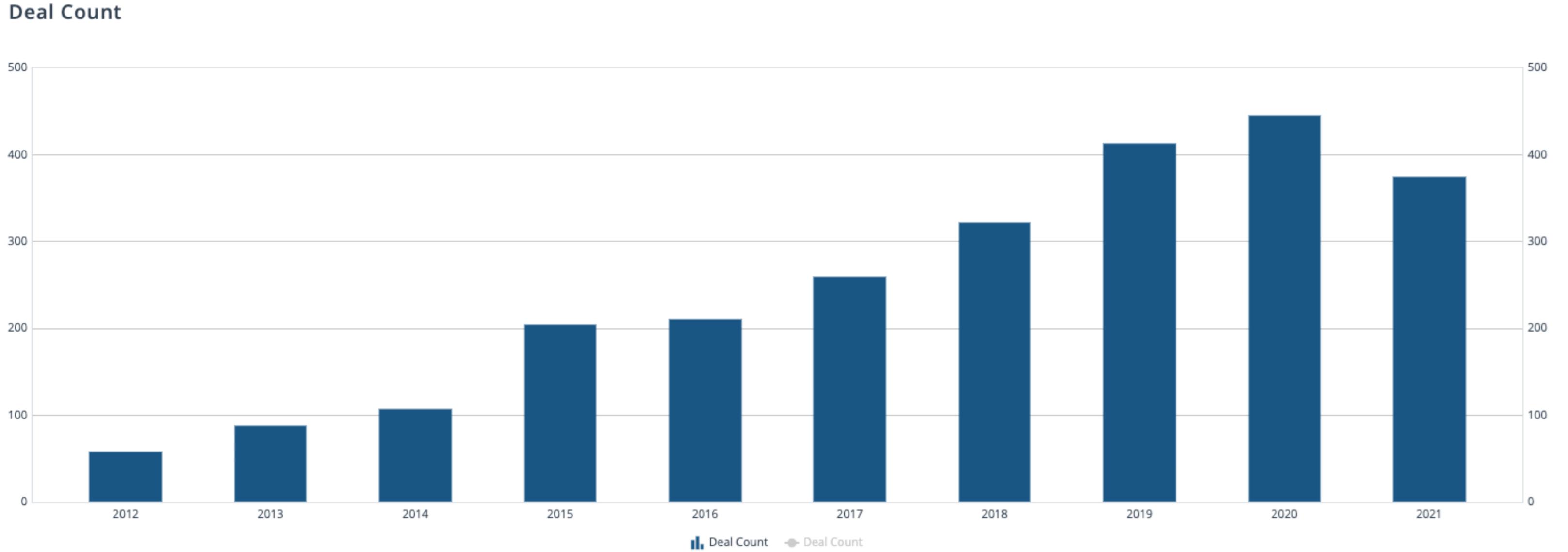
Senior Business Development Manager



# Investment in Construction Tech Accelerated Over Last Decade



# # Construction Tech Solutions Accelerated Over Last Decade



Source: PitchBook

# PROCORE®

## Open API

access for customers  
and developers

## 400+

third-party applications  
available

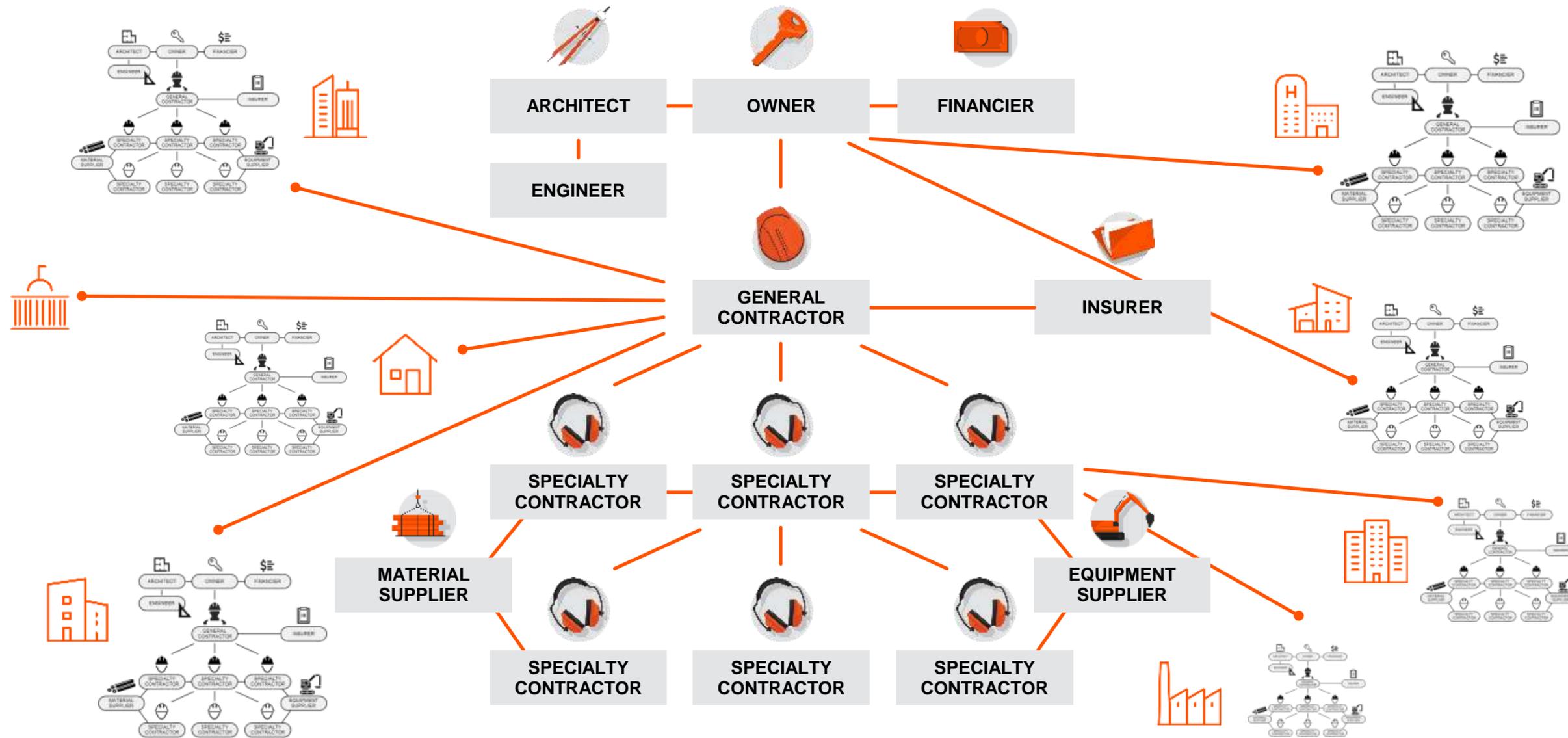
## 90%

of customers use at least  
one integration

# PROCORE®



# Construction is a complex network



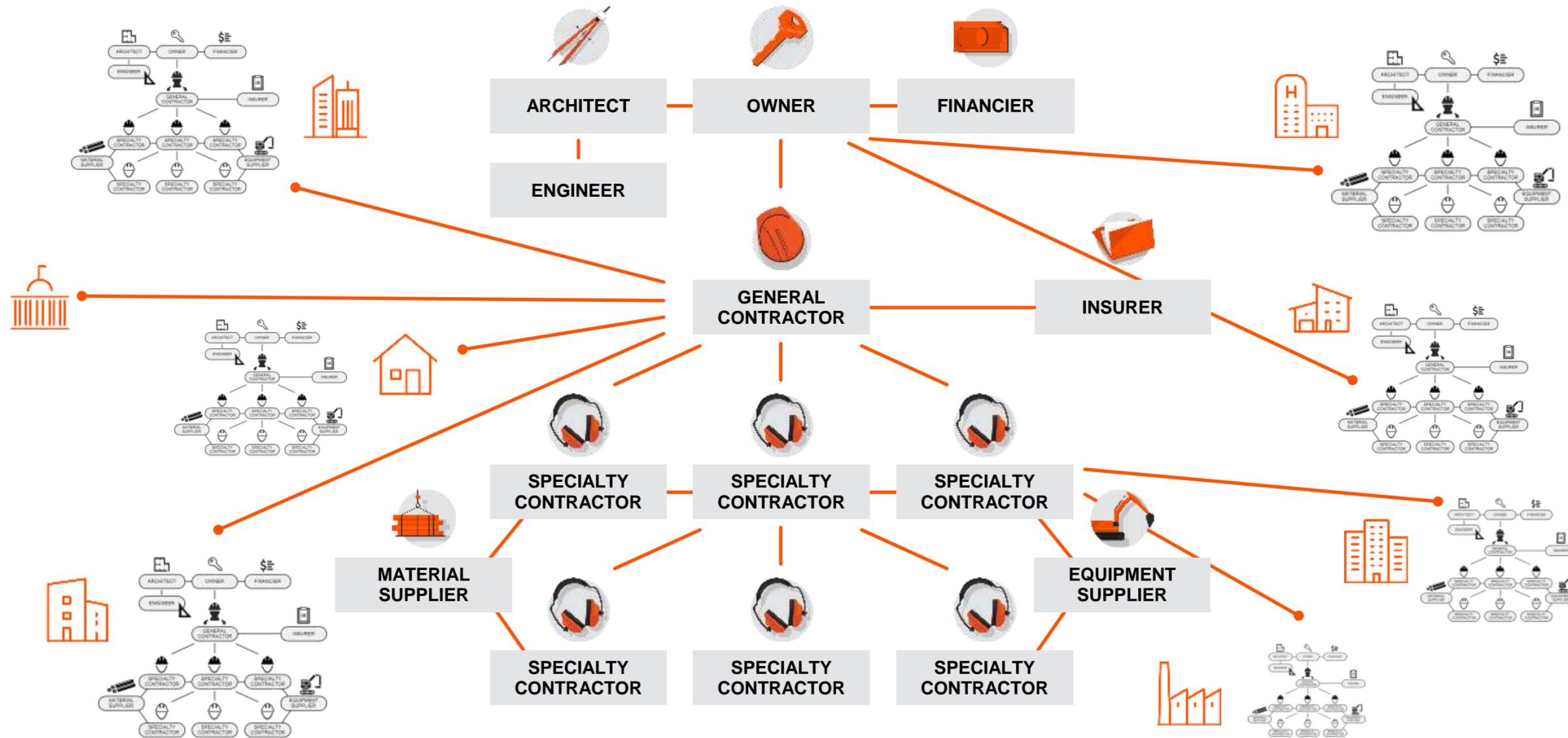
 **Custom/  
Prototype  
Business**

 **Complex  
Stakeholder  
Dynamics**

 **Mobile and  
Decentralize  
d Workforce**

 **Constant  
Change**

# Construction is team sport



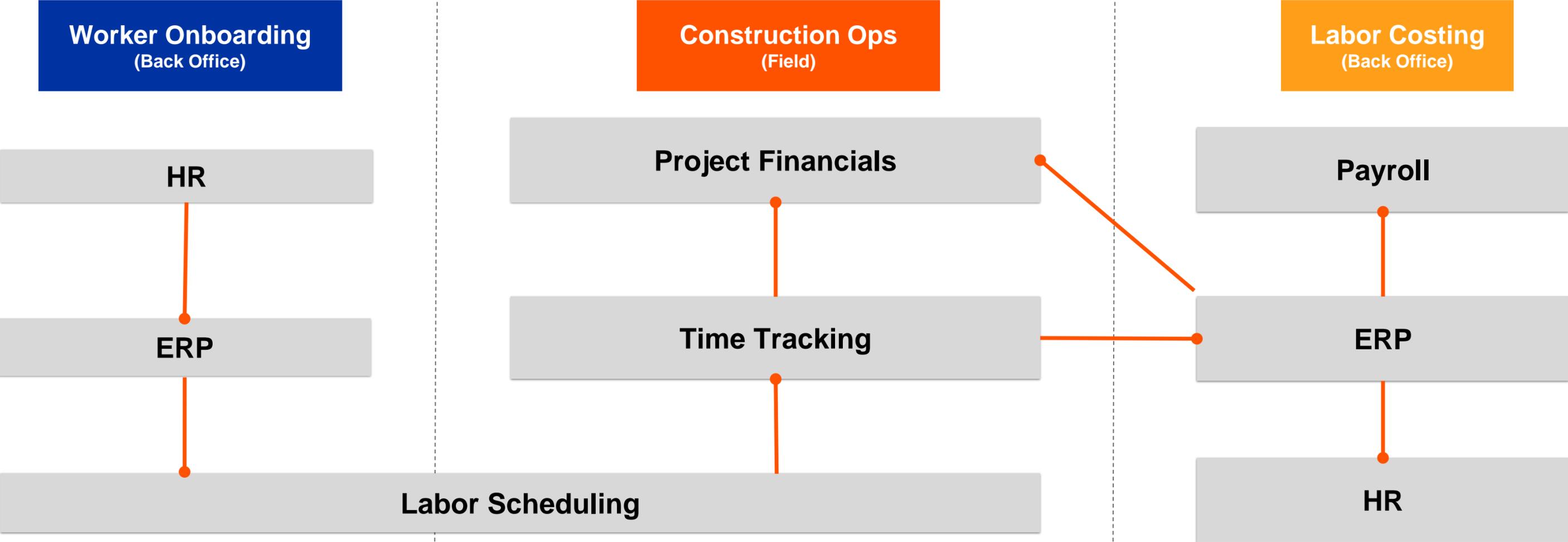
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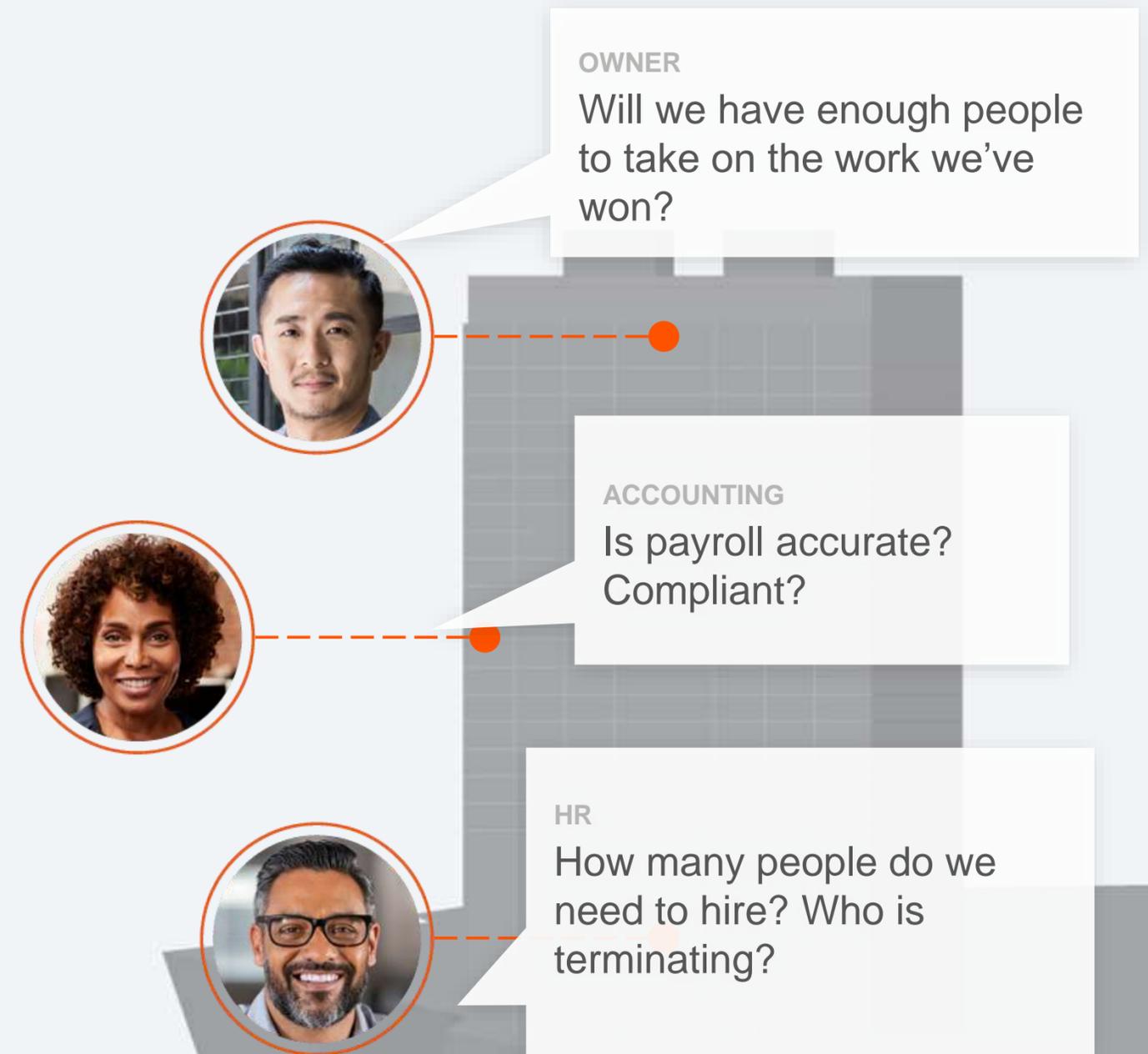
 Constant  
Change

# Example: Workforce Management

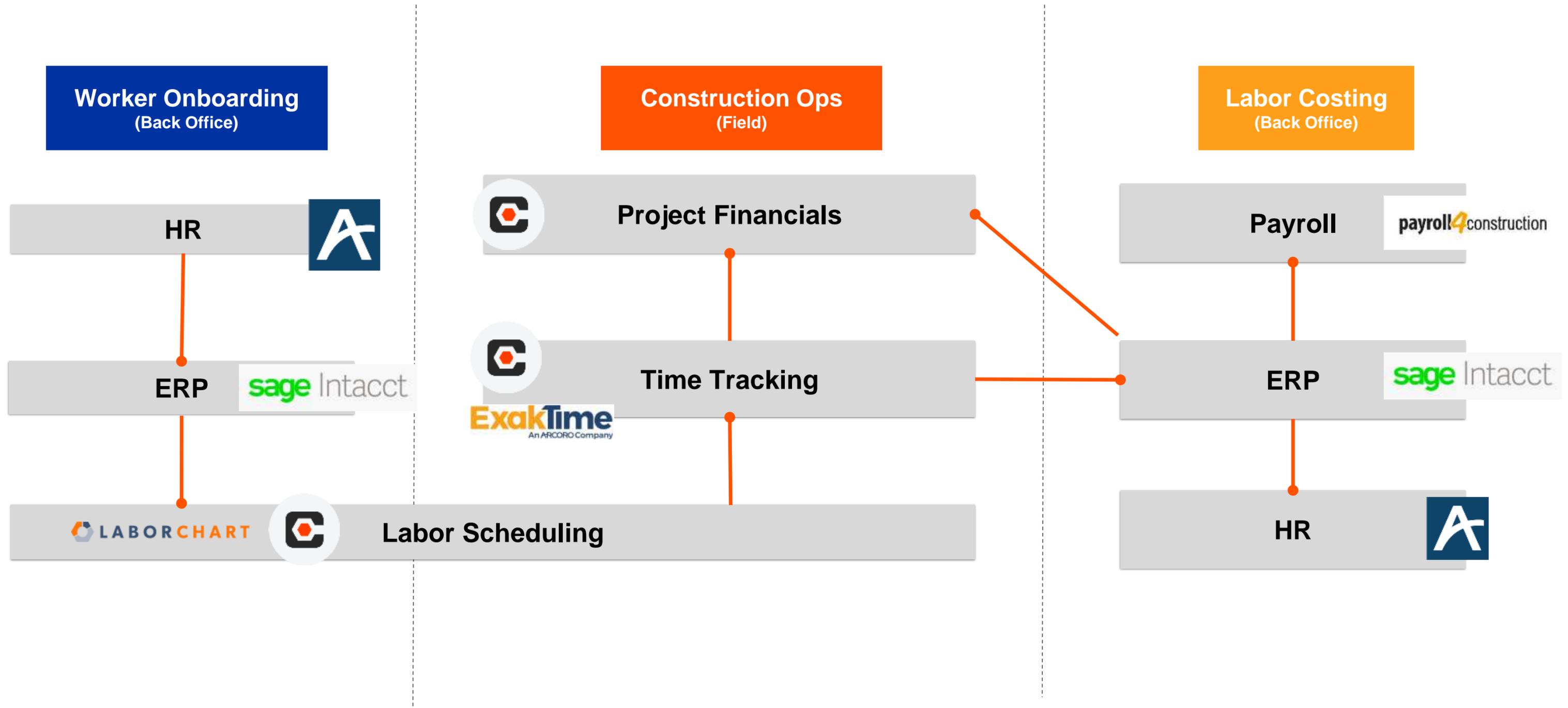


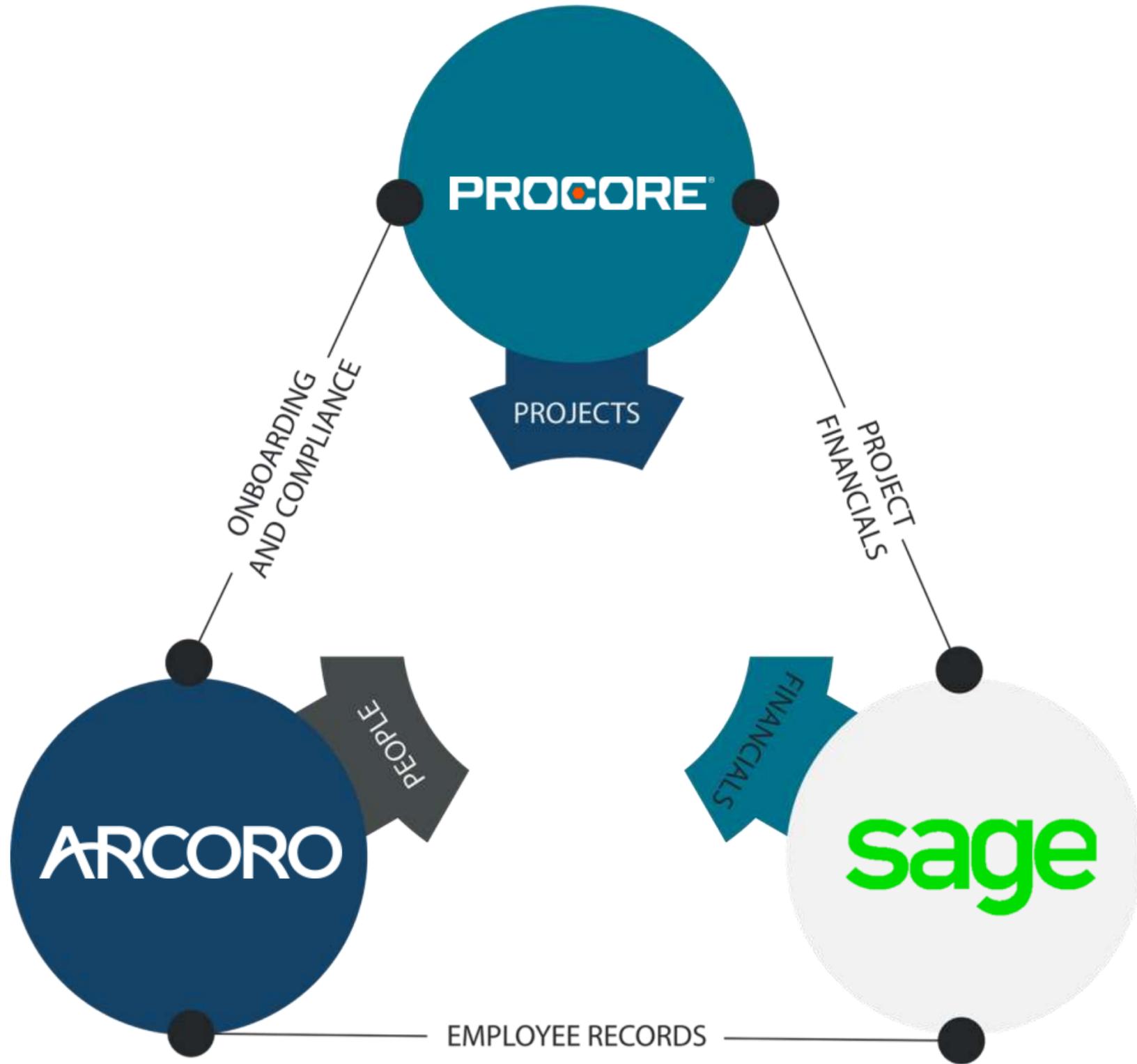
# Disconnected WFM is Holding Us Back

**35% of time wasted** on conflict resolution, rework, and cost overruns.



# Different depts require different tools, but rely on the same data.





## **HR**

**Point Solution**

## **PROJECT MANAGEMENT**

**Point Solution**

**HR**

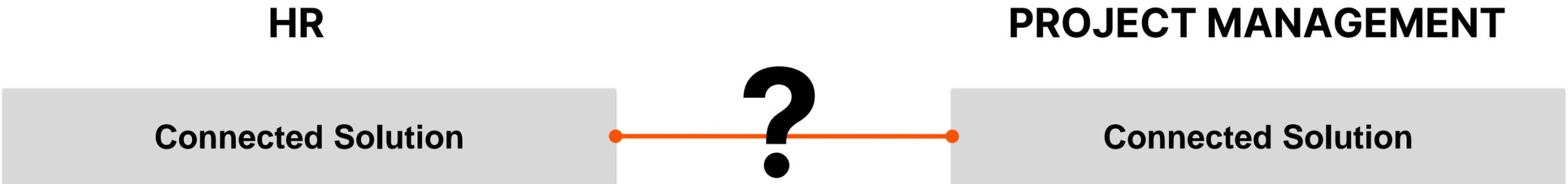
**PROJECT MANAGEMENT**

**Connected Solution**

**Connected Solution**



**Think about the lines, instead of the points.  
How should your departments work together?**



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How should your departments work together?**



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**Think about the lines, instead of the points.  
How should your departments work together?**





**TIME**



**CULTURE**



**INNOVATION**

# Summary

- **Connect your teams through your tech strategy.**
  - Tech implementations often fail because key departments and their systems are left out of the evaluation process.
- **Go cloud.**
- **Point solutions are great, as long they integrate.**
  - Get your teams the right tech. There is more than ever.
- **Make integration/connectivity core to your software evaluations.**
  - Our roadmaps are based on your feedback!

# Integration Resources



- No Code Workflow / Integration platform. Build custom apps.



- No Code Integrations. Great for productivity tools (email, etc.)



- No API? No Problem



- Integrations, consultants, systems integrators (SIs)

**QUESTIONS?**

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**PROCORE**