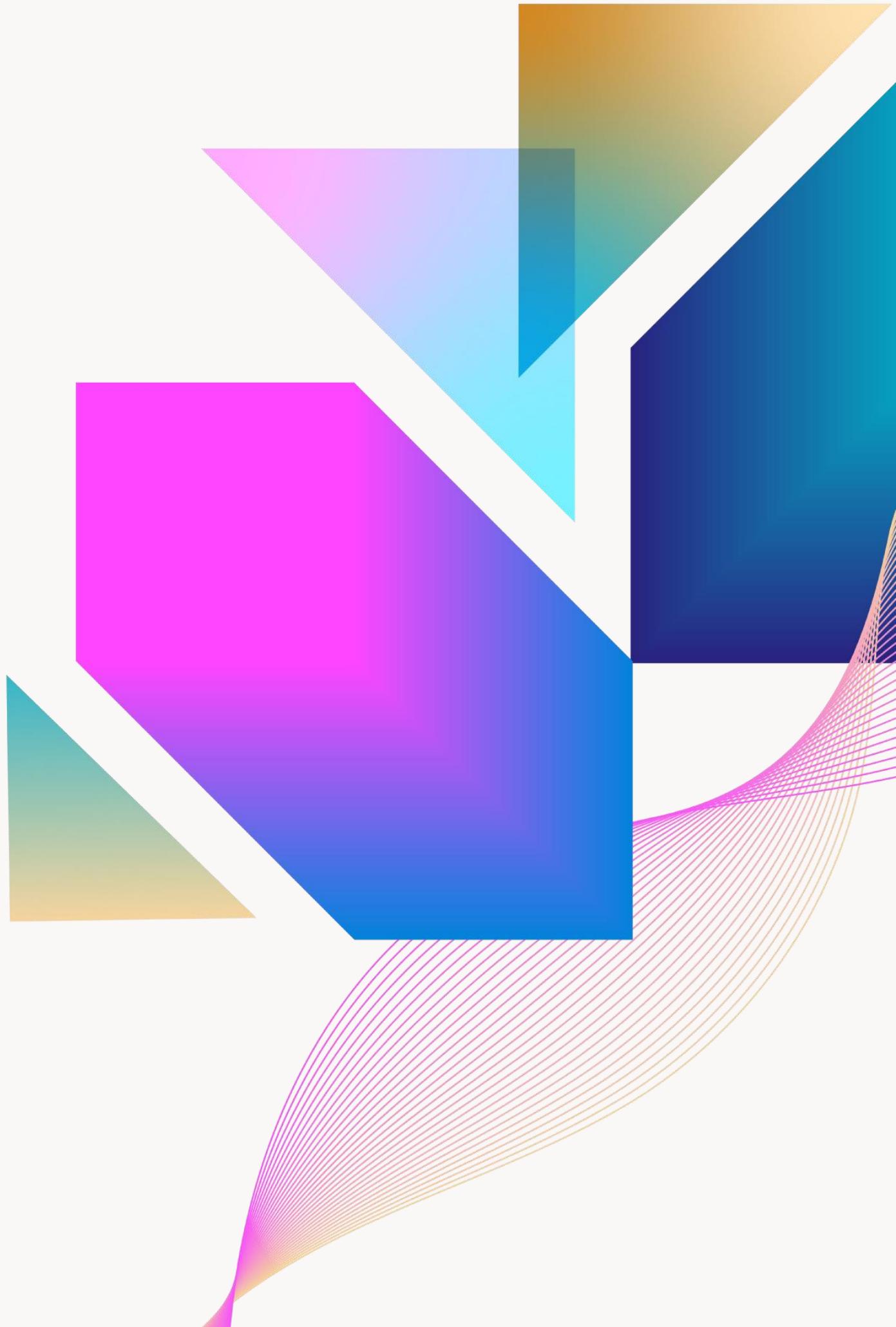




Smarter Review Workflows with Bluebeam and Newforma

Bringing order to the chaos

Chad Speas, VP | Practice Technology Director at Corgan
Marge Hart, SVP Product Management at Newforma



Building Consensus through Logic and Process

- **25+ years of experience in Architecture and Practice Technology - Corgan**
 - Project Architect through 2011
 - Practice Technologist from 2014 to present
- **Our Customers are the Staff**
 - Direct a team of 10, focusing on Support and Computational Design efforts



Chad Speas

VP | Practice
Technology Director
Corgan

Passionate about proficiency for the AEC Industry

- **19 years of experience in AEC industry at Newforma**
 - Product Management since 2015
 - Leading strategic partnerships
 - Leading PIM product direction for 10 years
- **Committed to a customer-centric approach**
 - Expertise in design, customer research, and validation
 - Started the Product Advisory Board at Newforma 9 years ago



Marge Hart

**SVP Product Management
and Partnerships**

Newforma

Session Objectives

- **Identify common inefficiencies** in markup review workflows, including email overload and fragmented feedback
- **Demonstrate how to streamline** the review processes using integrated tools
- **Understand the connection between Bluebeam and Newforma** for centralizing markup management and reduce manual effort
- **Learn how to preserve review history** as part of the permanent project record for better traceability and accountability
- **Hear real world ROI and actionable strategies** to implement integrated markup to reduce risk and save time managing submittals and RFIs

Agenda

Introduction to Newforma

Corgan's Infrastructure

Newforma

Bluebeam

Integration Before and After

What is the Impact?

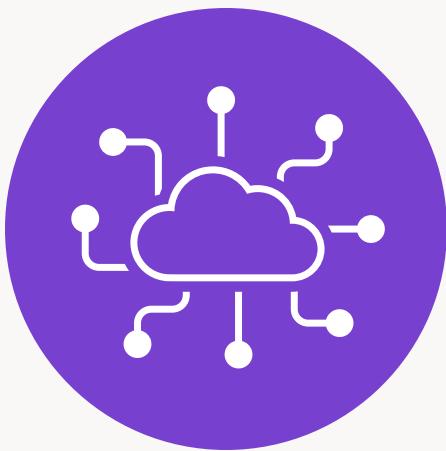
Newforma

Project Information Management for AEC



Partnering to Manage AEC Information

Control. Connect. Succeed.



Connect Teams

Emails, Messages,
Docs, Workflows



Control Information

Centralized Access,
Audit Trails,
Document Control,
Design Coordination

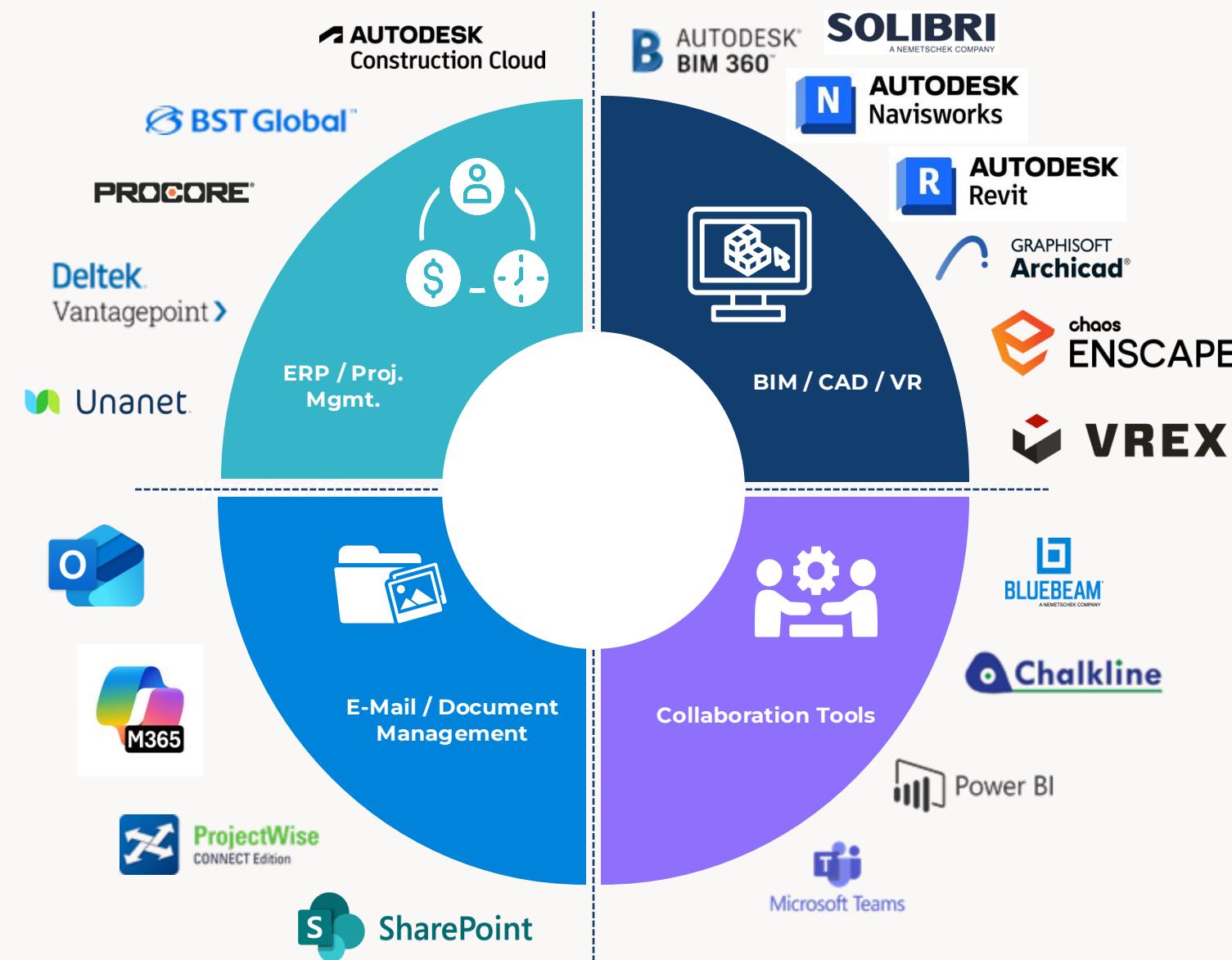


Drive Success

Faster Decision,
Reduced Risk,
Improved Efficiency

Uniquely Positioned as the Master Aggregator of Project Information

Newforma Workflow Connector Integrations

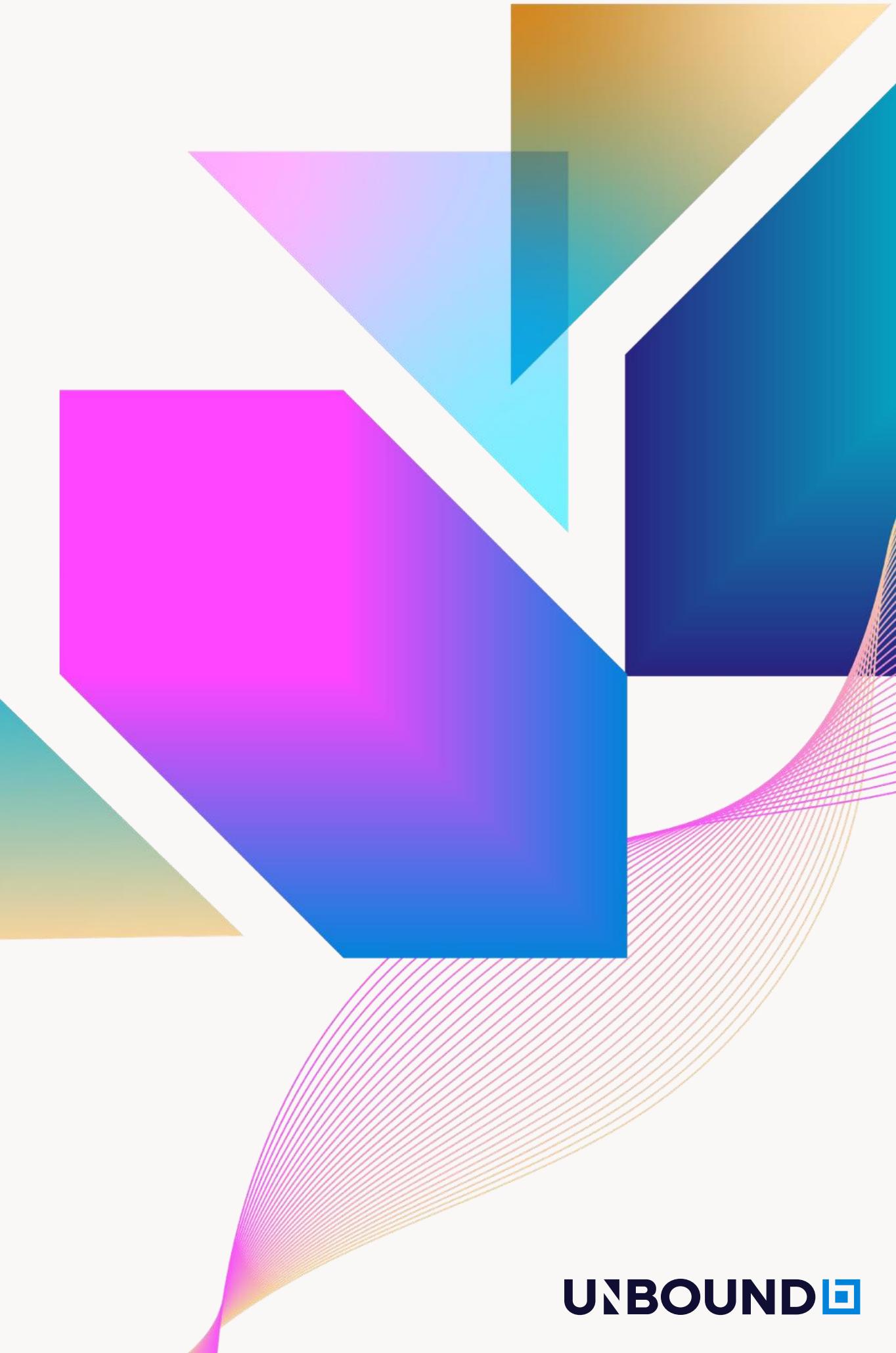


60+ AECO Connector Integrations

- **Newforma's integration ecosystem** enables access to third-party data and interoperability across major AECO applications
- Integrations enable data exchange for key data elements to collaborate across companies and departments, automate workflow, and manage data effectively – **all without leaving the Company's solution interface**

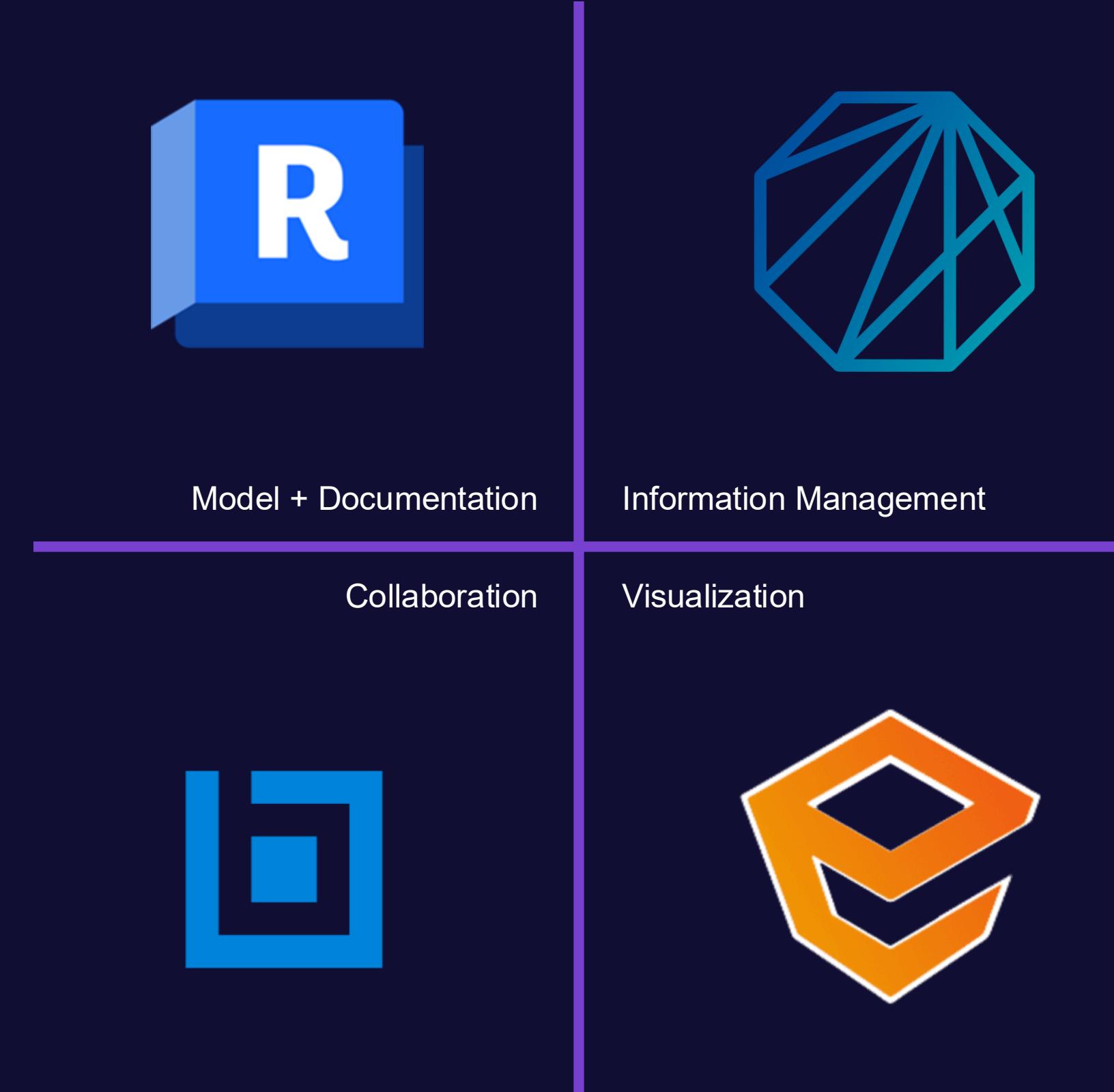
Corgan

Newforma and Bluebeam



Corgan's Project Delivery Landscape

Simple, Clear, Focused Integrations



Corgan's Project Information Story

Collaboration



PDF Management

AEC Standard Markup Tools

Universal Access

Live Collaboration

Information Management



Consolidated Information

Indexing Tool

Related Item Tracking

Improved Reporting

Newforma Setup

Hybrid Solution

Majority of our Newforma Infrastructure is on-premise

Transitioning to Newforma Konekt

All users have access to a Hybrid Environment

External file shares through Information Exchange or Konekt File Sharing

Bluebeam Setup

Consolidated SSO

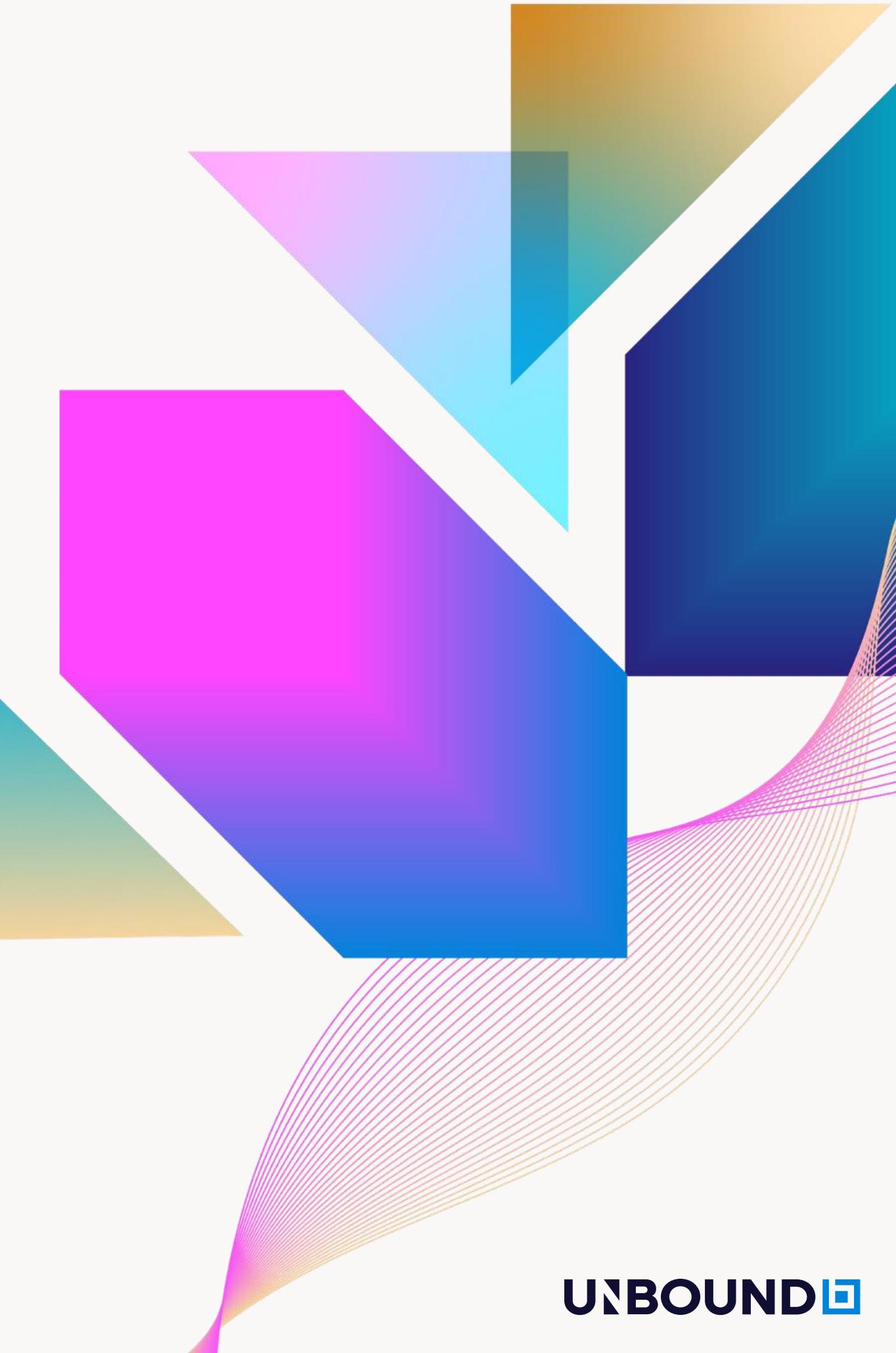
Revu 21 Access for all

Use Prime and AD for user management

Newforma integration for file sharing to Bluebeam Studio

Reducing Steps

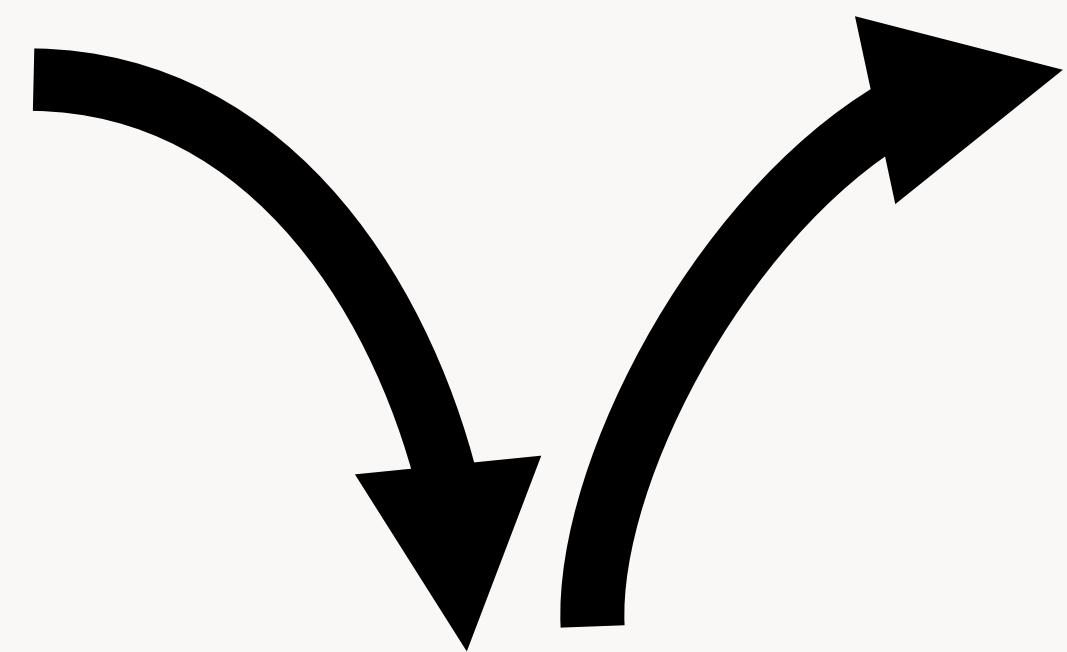
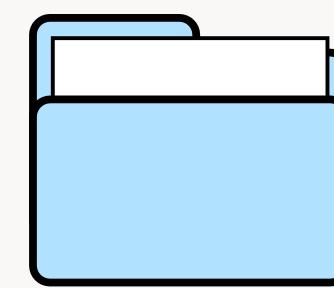
Before and After



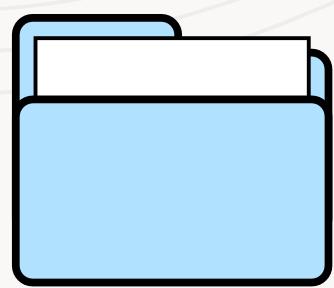
The Basics of Construction Administration

A 2-Act Play

Submittal is received from GC and logged in Newforma or uploaded to Bluebeam Studio

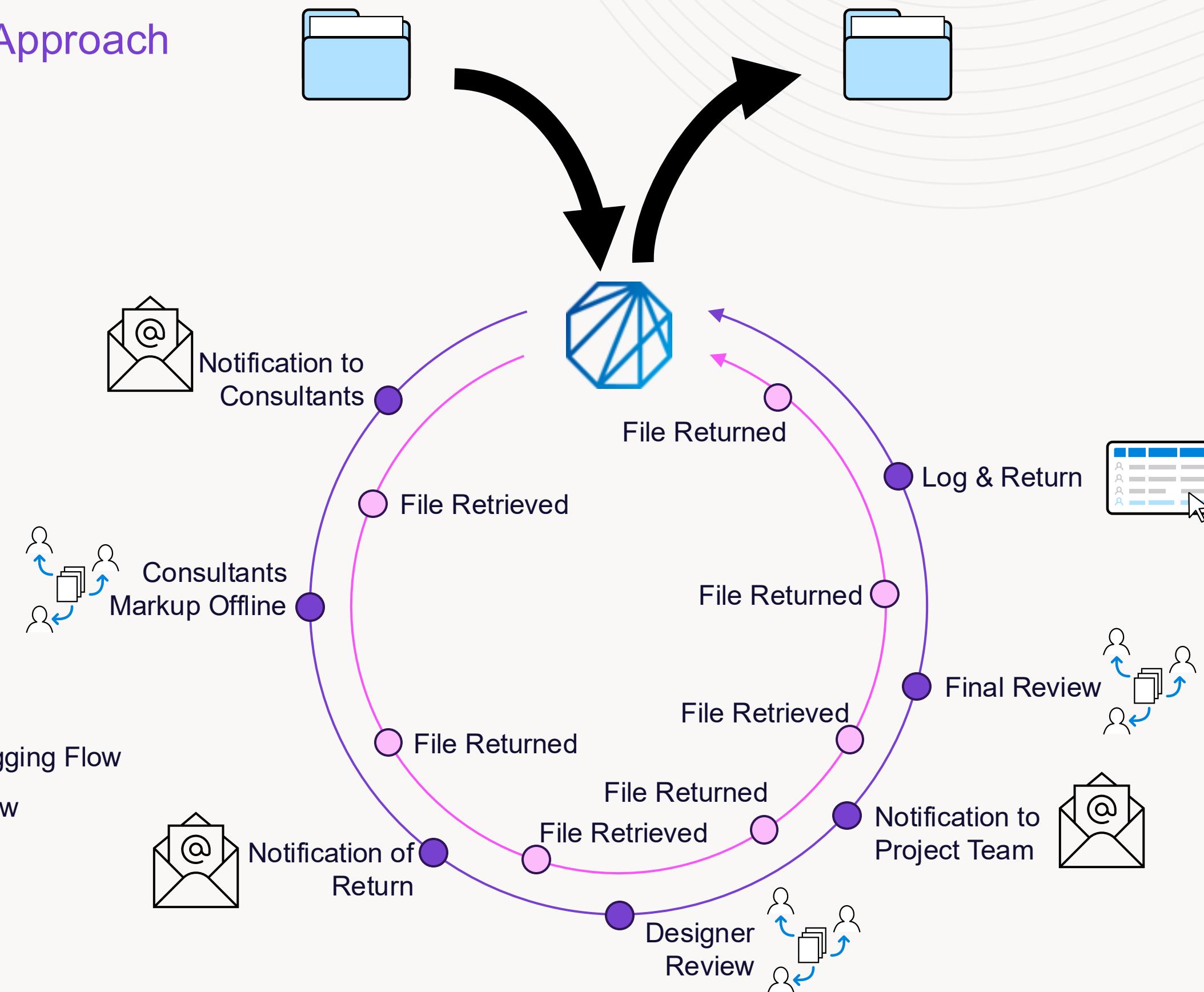


Submittal is completed and returned to the GC via Newforma or Bluebeam Studio



Before Integration – Approach 1

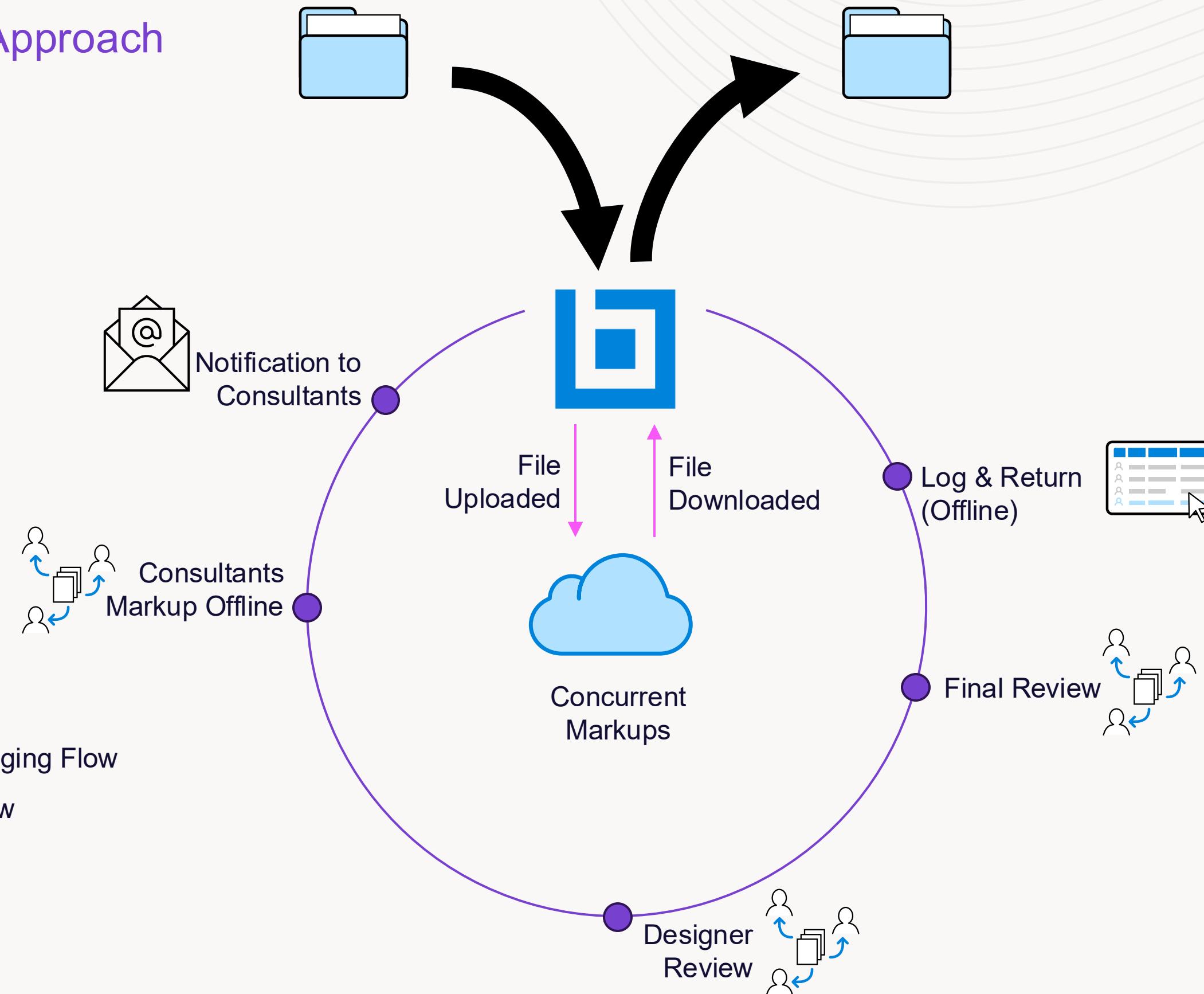
Newforma Only Approach



- Multiple Notifications
- Files moving on & offline
- Integrated Logging & Change Management

Before Integration – Approach 2

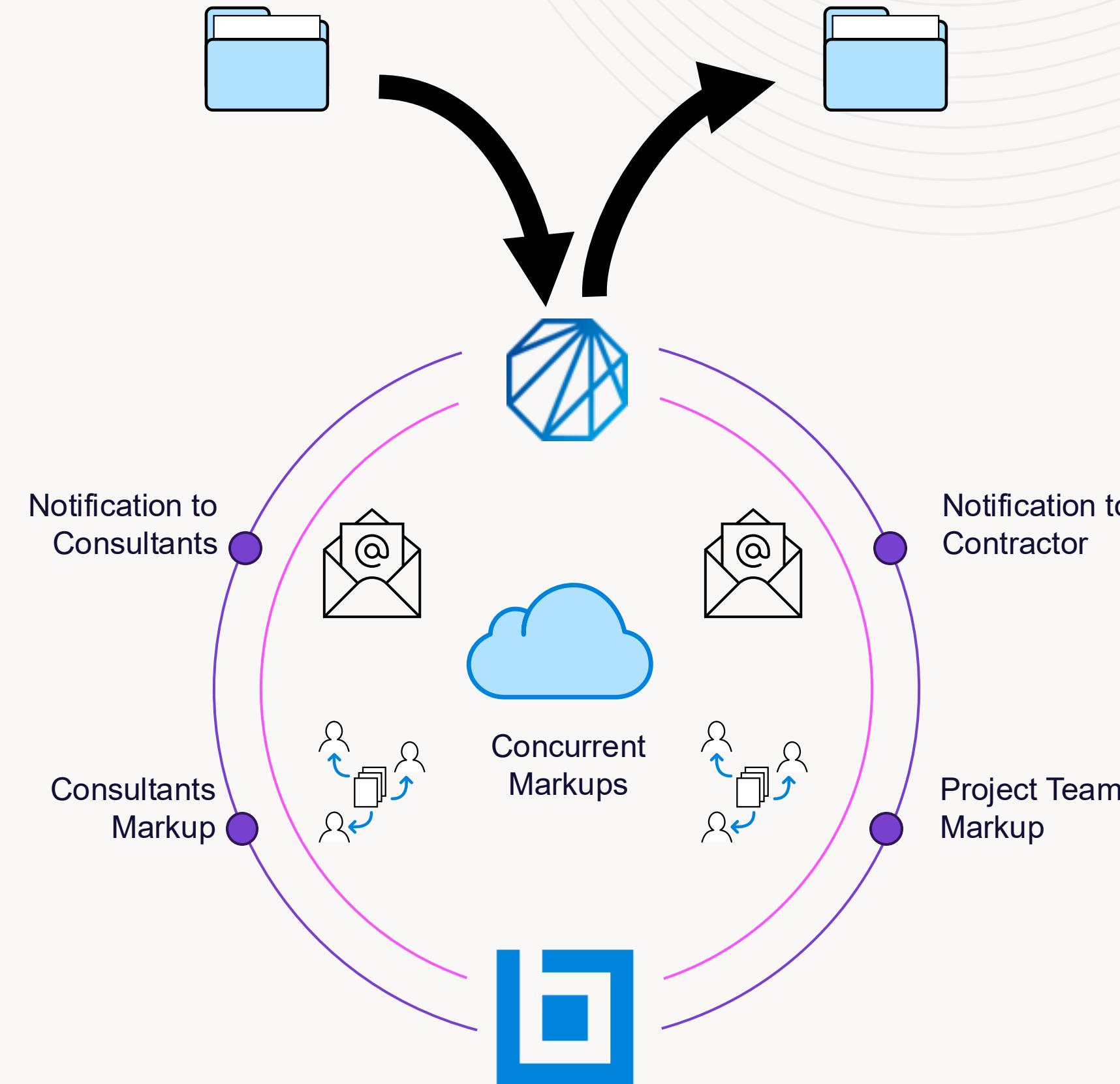
Bluebeam Only Approach



- Less Notifications
- Files moving maintain online mode
- Offline Integrated Logging & Change Management

After Integration – Integration!

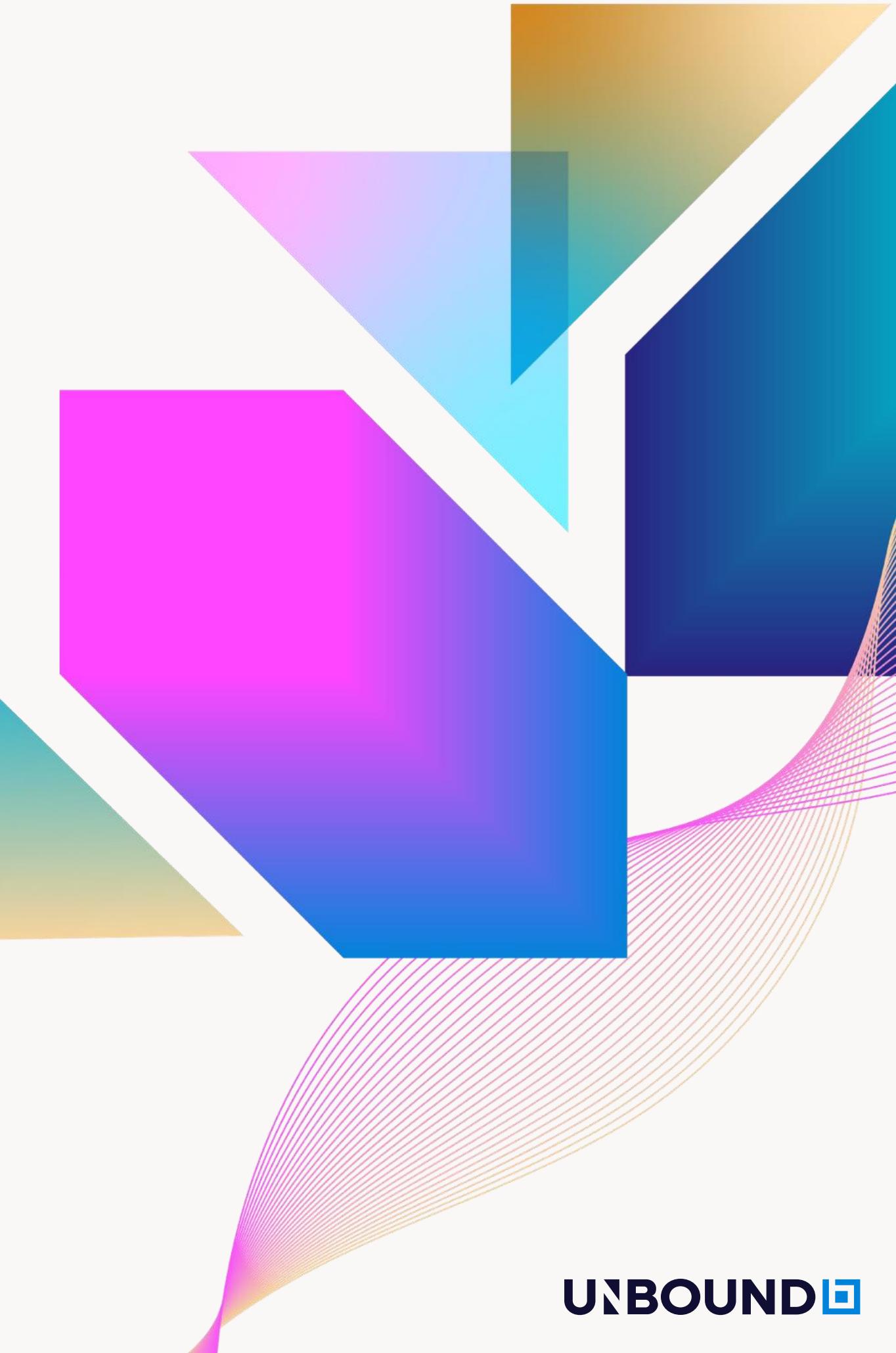
Newforma
+
Bluebeam Approach



- One single Notification
- One File upload and download process
- Integrated Logging & Change Management

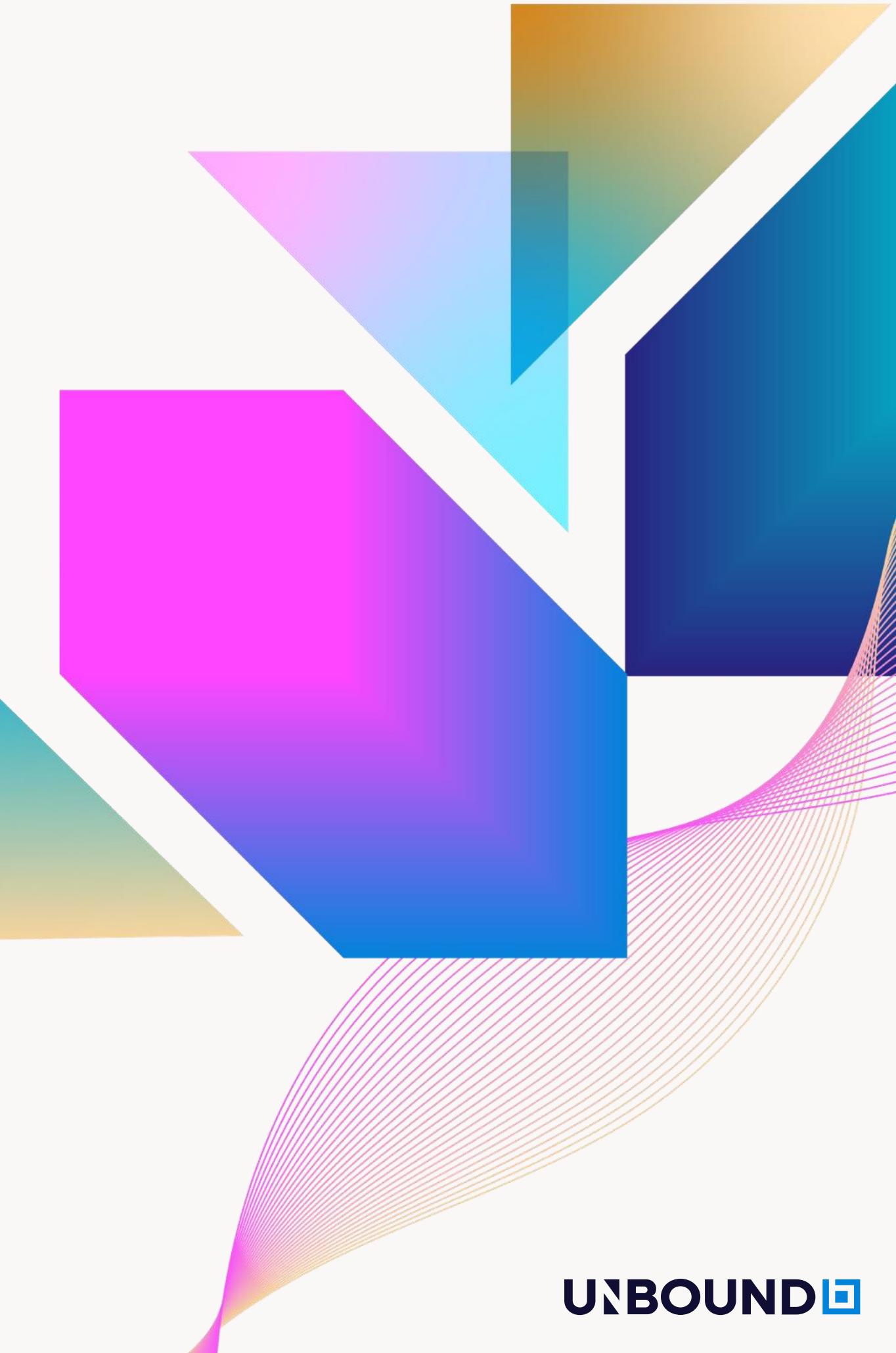
Best Practices

Using the Newforma + Bluebeam Integration



Impact for Corgan

Tangible and Intangible Benefits



Core Benefits

Why does Corgan promote an integrated workflow?

The Best Features of the Best Tools

Newforma + Bluebeam bring the best of both worlds...logging and change management, AEC markups, and sharing capabilities

Concurrent Efforts

Anyone on the project team can plug in and help turnover RFIs and Submittals concurrently. No one is waiting on an email or some one set to out of office.

Improved Accuracy

Paper submittals required transferring markups from one copy to another. A wholly digital workflow maintains consistency from team member to team member, submittal to submittal, and project to project.

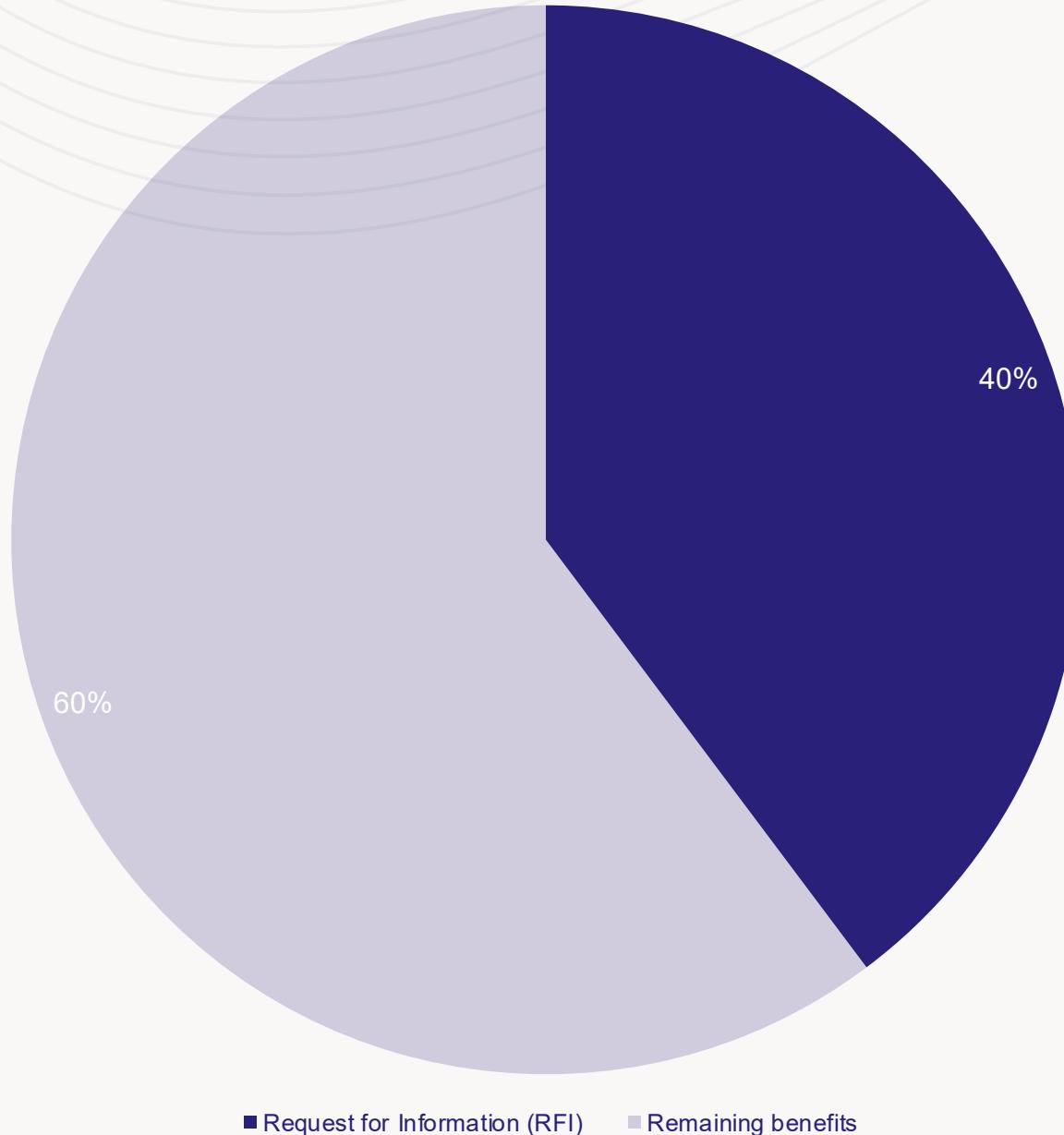
Saving Time

Overall, there is a time savings from minutes to hours by integrating the workflow. Steps can be automated removing the human error.

Processing Incoming RFIs

Tangible Benefits

Average number of projects in process per day	150
Average number of RFIs processed per day per project	2
Average time required to process an RFI (hours)	3
Current time processing RFIs per day (hours)	900
Hourly rate	\$150
Average working days per month	20
Efficiency improvements post solution	33%
Time saved processing RFIs per day post solution (hours)	297
Impact life	1 - 36
Average monthly savings	\$668,250

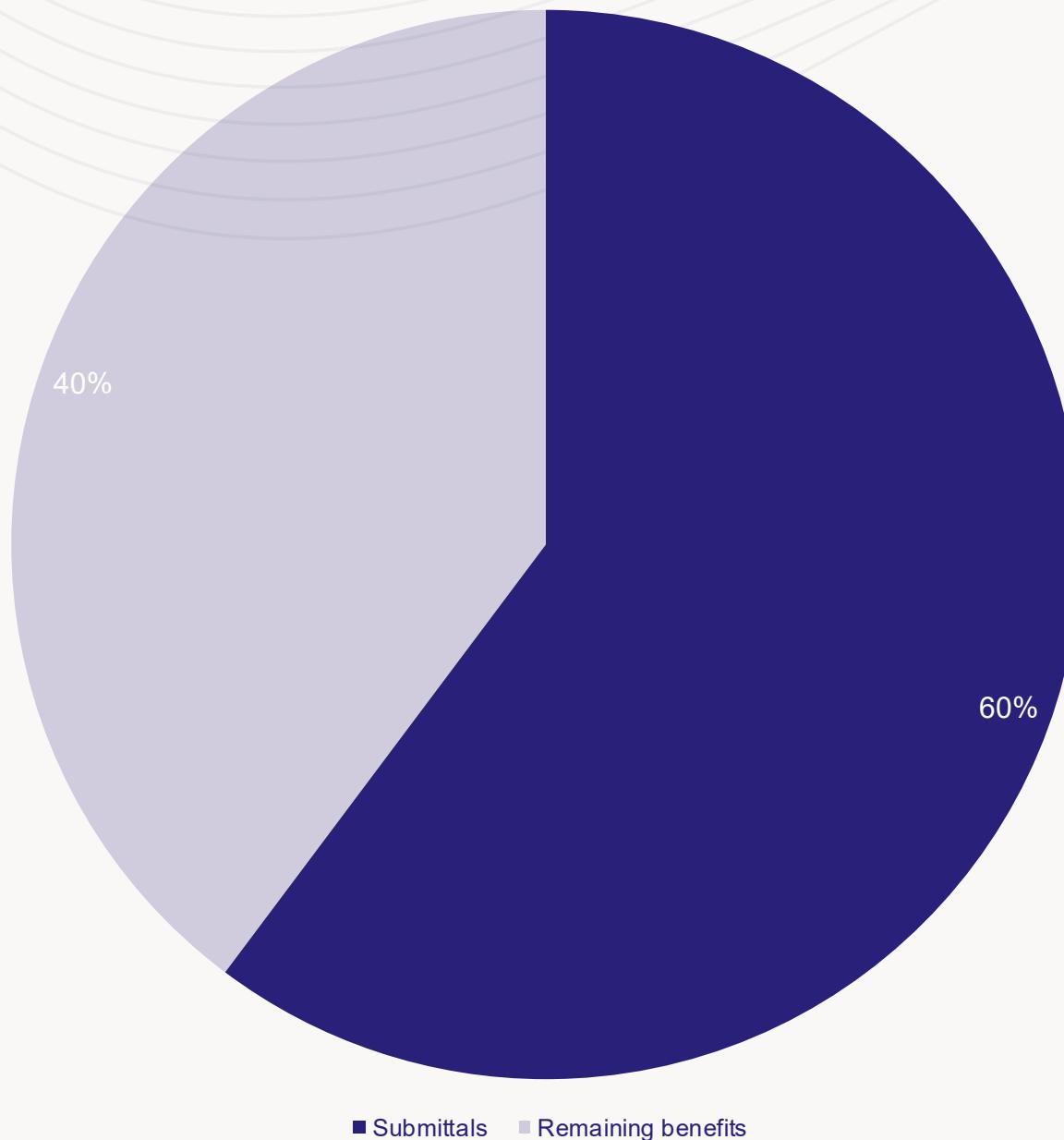


■ Request for Information (RFI) ■ Remaining benefits

Processing Incoming Submittals

Tangible Benefits

Average number of projects in process per day	150
Average number of submittals processed per day per project	2
Average time required to process a submittal (hours)	6
Current time processing submittals per day (hours)	1,800
Hourly rate	\$150
Average working days per month	20
Efficiency improvements post solution	25%
Time saved processing submittals per day post solution (hours)	450
Impact life	1 - 36
Average monthly savings	\$1,012,500



Summary

Corgan Customer	Newforma Supplier		
36 months Review period	0% Cost of funds (minimum return per year)		
Non-recurring costs	Average monthly costs	\$1,680,750 Average Monthly Benefits	
\$60,507,000 Cost of do nothing	\$60,507,000 NPV	IRR	0.25 Payback

Chad Speas

VP | Practice Technology
Director

Corgan

chad.speas@corgan.com

Marge Hart

SVP Product Management and
Partnerships

Newforma

Booth #502

mhart@newforma.com