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Winning in Construction

Autodesk University 2021

Jim Lynch, SVP & GM,
Autodesk Construction Solutions
Autodesk Construction Cloud Strength

- 2M Projects to date
- 11,000 Projects on Autodesk Build
- 5M Bid invites each month
- 35% Y/Y increase in MAUs
- 2X Increase in enterprise usage of construction products
- 140 Countries with paying customers
- 250 Autodesk construction cloud enhancements this year
- 6X Increase in customers using multiple construction products
STRENGTHEN & SCALE
AUTODESK CONSTRUCTION CLOUD

GLOBAL EXPANSION
& RETENTION

OPTIMIZE CUSTOMER
EXPERIENCE
STRENGTHEN & SCALE AUTODESK CONSTRUCTION CLOUD

GLOBAL EXPANSION & RETENTION

OPTIMIZE CUSTOMER EXPERIENCE
New Capabilities

- Design issues in BIM Collaborate
- Tolerance filters in BIM Collaborate
- BIM Onsite
- Pype accessible in Autodesk Construction Cloud
- Assemble/Autodesk Docs integration
- Revit model publishing from Autodesk Docs & BIM 360 Docs
- Autodesk Build – Schedule
- Autodesk Construction Cloud App Gallery
- Microsoft Teams integration
Bridge
Data Management in Autodesk Build

- **General Contractors**
  - Share key project data between firms without sharing the whole project
  - No managing collaborator permissions
  - Retain own project archive

- **Subcontractors**
  - Add annotations, issues, & more to sheets
  - Never risk giving up control of sensitive data
  - Retain own project archive

- **Owners**
  - Handover files organized quickly & accurately
  - Leverage data to operate investment

- **Facility Managers**
  - Operate building from day one
Global Expansion

INTERNATIONAL GROWTH
- Investment in regional Go-to-Market teams
- ISO 19650-related workflows
- Extending brand recognition

CONSTRUCTION SPECIALIZED PARTNERS
- 20% increase in construction specialized partners
- Enabled to sell entire construction portfolio

INNOVATIVE BUSINESS MODELS
- Flexible pricing model
- Bring-your-own subscription
- Account-based pricing
STRENGTHEN & SCALE
AUTOodesk CONSTRUCTION CLOUD

GLOBAL EXPANSION
& RETENTION

OPTIMIZE CUSTOMER
EXPERIENCE
Activating Successful Teams

ENABLEMENT FOR ALL CUSTOMERS

STREAMLINE TECHNOLOGY EXPERIENCE

FOCUS ON OUTCOMES
STRENGTHEN & SCALE AUTODESK CONSTRUCTION CLOUD

GLOBAL EXPANSION & RETENTION

OPTIMIZE CUSTOMER EXPERIENCE
Why We Win

AUTODESK CONSTRUCTION CLOUD & DATA STRATEGY

GO-TO-MARKET STRATEGY

FUTURE OF CONSTRUCTION