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AUTODESK

Winning in Construction

Autodesk University 2021

Jim Lynch, SVP & GM,
Autodesk Construction Solutions

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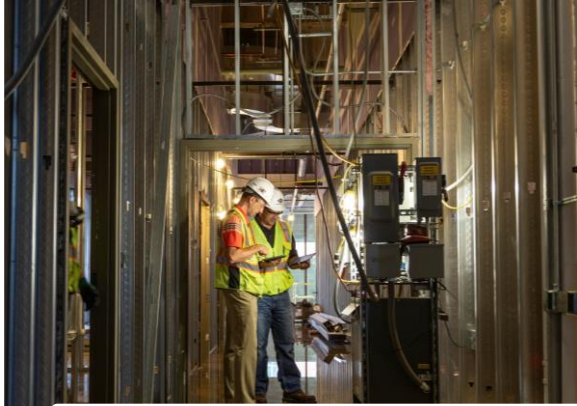
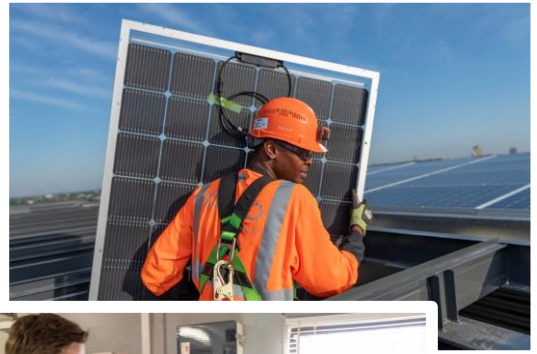



AUTODESK **CONSTRUCTION CLOUD**™

Autodesk Construction Cloud Strength

2M
PROJECTS TO DATE

11,000
PROJECTS ON AUTODESK BUILD

5M
BID INVITES EACH MONTH

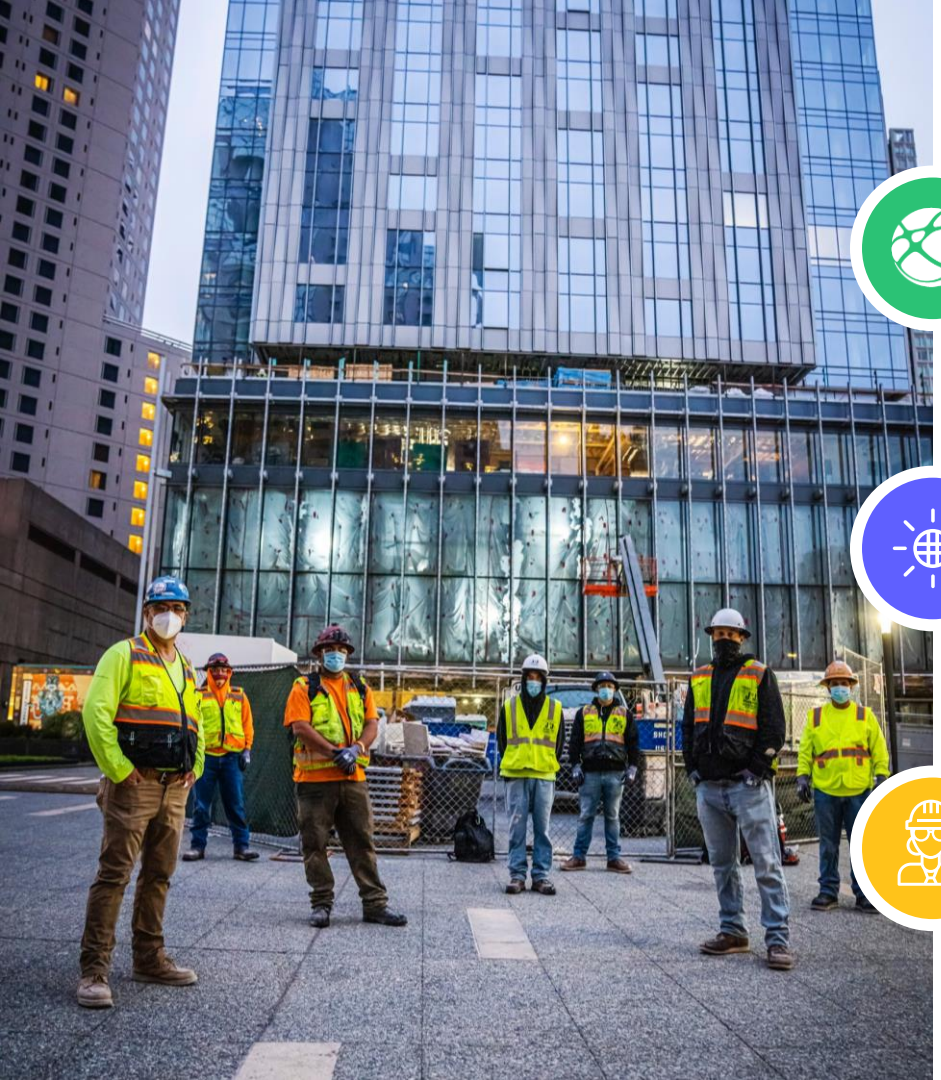
35%
Y/Y INCREASE IN MAUS

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

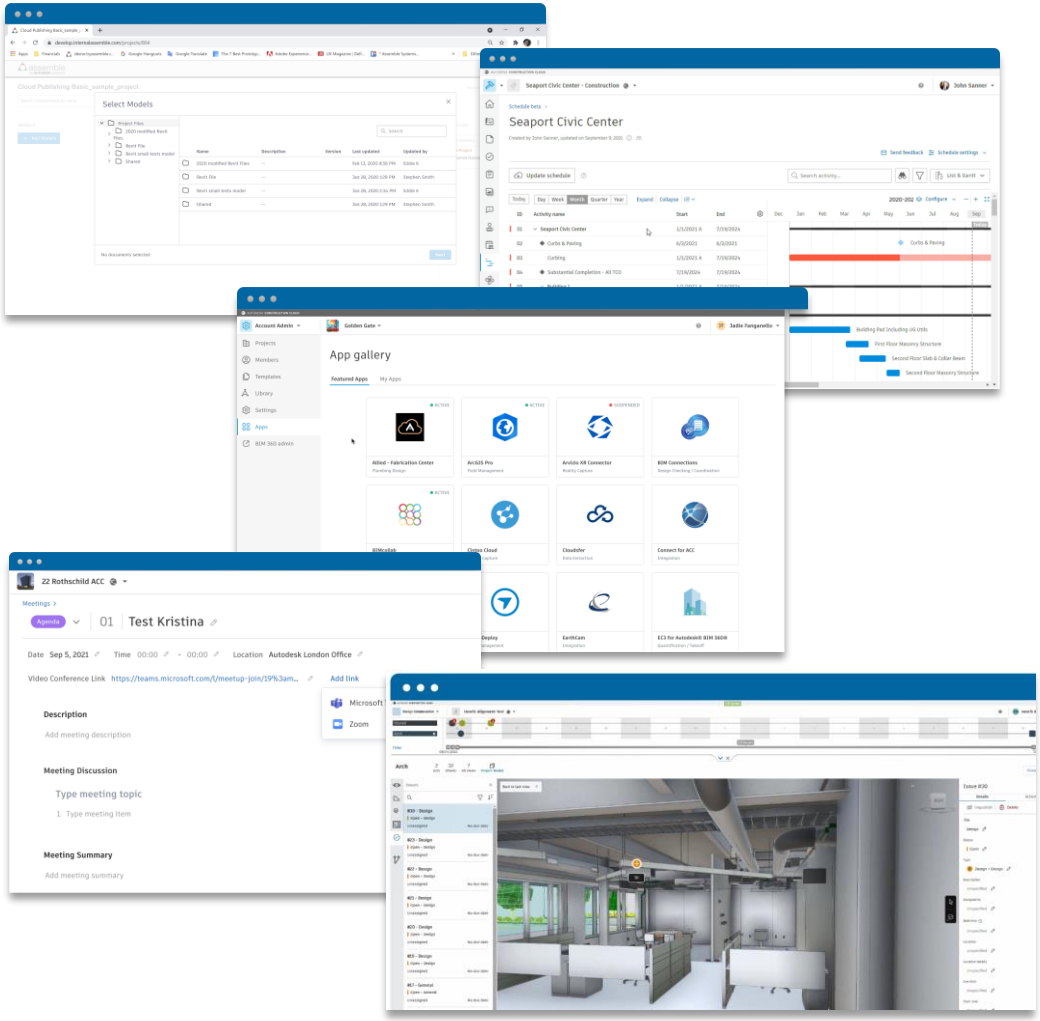
AUTODESK®
BUILD

AUTODESK®
TAKEOFF

AUTODESK®
BIM COLLABORATE

New Capabilities

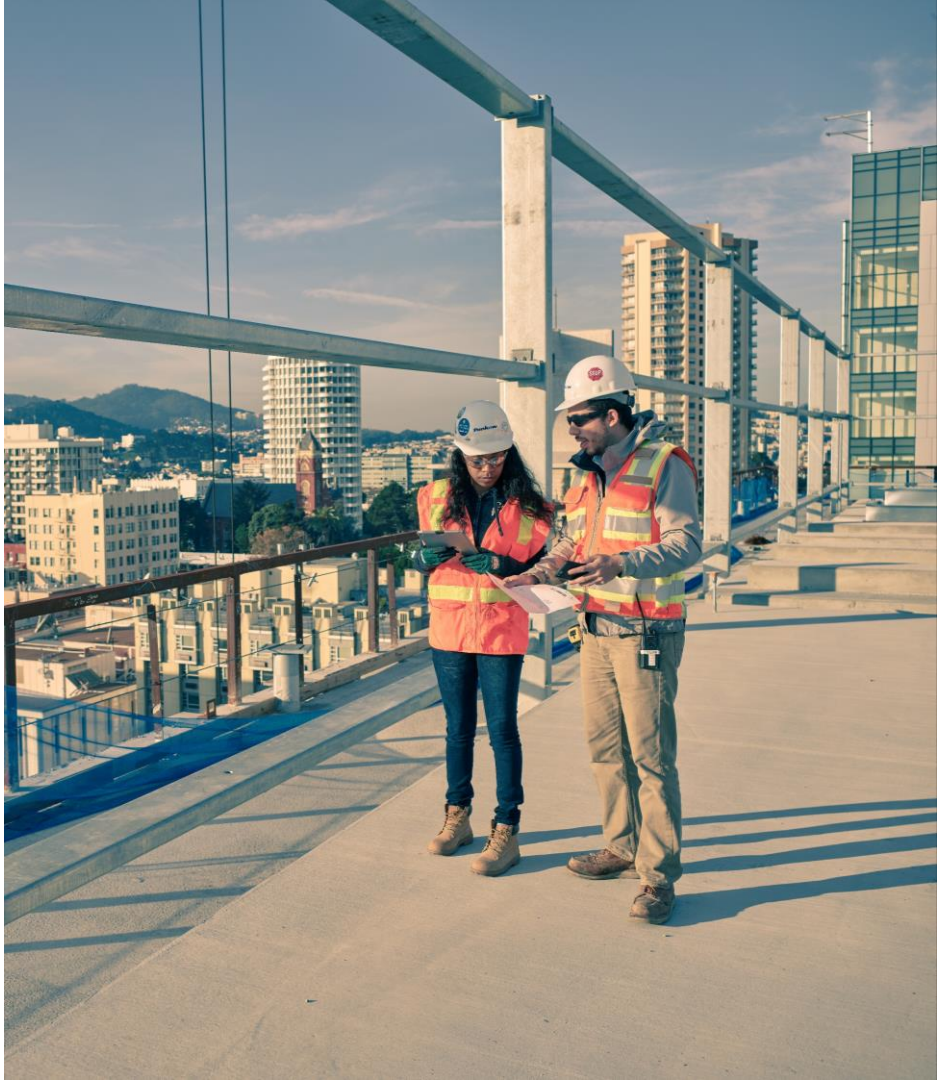
- Design issues in BIM Collaborate
- Tolerance filters in BIM Collaborate
- BIM Onsite
- Pype accessible in Autodesk Construction Cloud
- Assemble/Autodesk Docs integration
- Revit model publishing from Autodesk Docs & BIM 360 Docs
- Autodesk Build – Schedule
- Autodesk Construction Cloud App Gallery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



STRENGTHEN & SCALE
AUTODESK CONSTRUCTION CLOUD

GLOBAL EXPANSION & RETENTION

OPTIMIZE CUSTOMER EXPERIENCE

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
AUTODESK CONSTRUCTION CLOUD

GLOBAL EXPANSION
& RETENTION

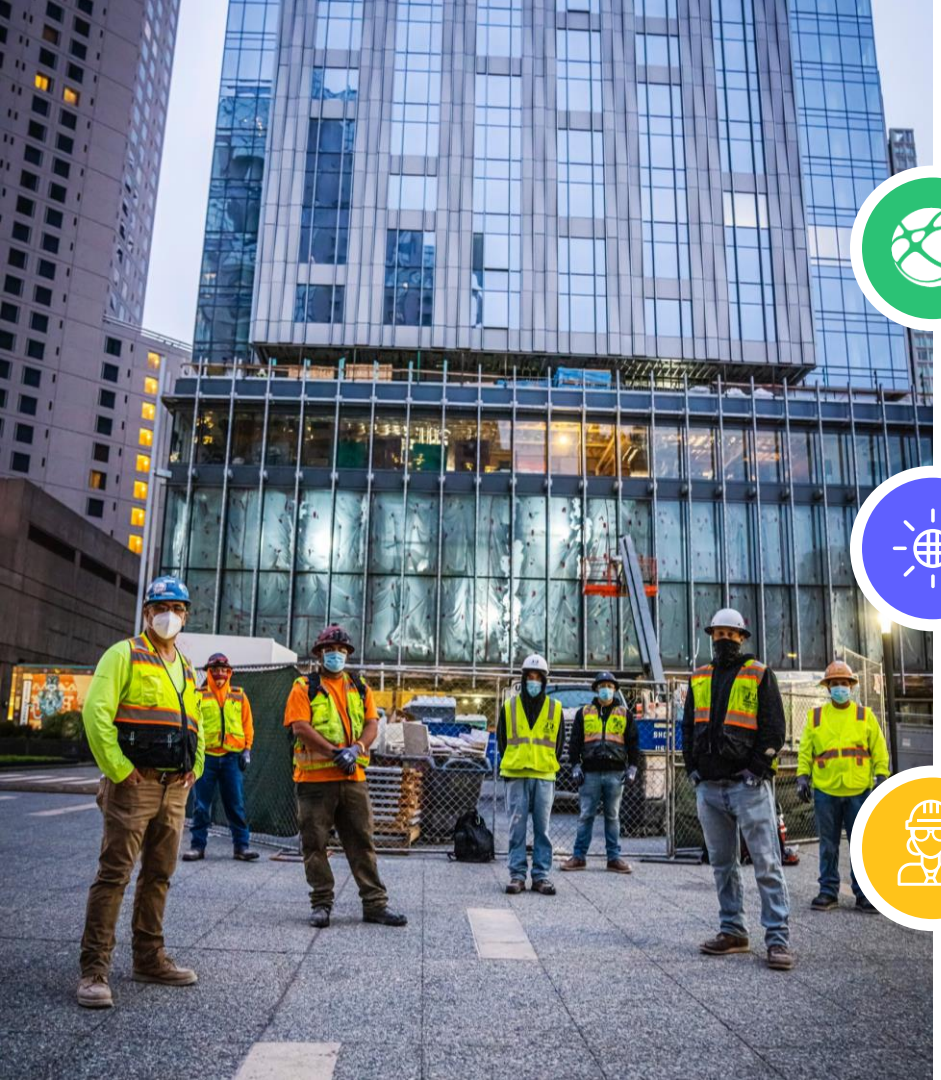
OPTIMIZE CUSTOMER EXPERIENCE

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

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