



NETSUITE FOR ARCHITECT, ENGINEERING & CONSTRUCTION (AEC) OVERVIEW

April 27th, 2023



AGENDA

Introductions

RSM Expertise with AEC Industry

AEC Industry Software Overview

Overview of NS4AEC Solutions

Questions

Presenting Today



Greg Pitts
Director, RSM Business
Applications Practice



Meagan Bailey
Supervisor, RSM NetSuite
for AEC

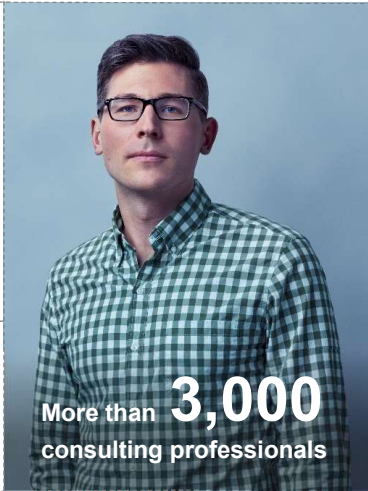


David Larkin
Director, RSM NetSuite for
AEC



RSM Consulting Overview

212 partners/
principals



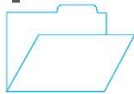
More than **3,000**
consulting professionals

Leading provider of **technology, risk, financial, transaction and business consulting services - incorporating deep industry expertise** - to middle market leaders



\$824M
in revenue
in FY20

5,800+
clients



600+
private equity and
portfolio clients



One of the largest
Microsoft Gold Partners
in the U.S.

17.2% compound
annual growth rate
(CAGR) over the past five
years

6 years in a row
Consulting Magazine
Best Firms to Work For
recipient



46 languages
are spoken by
RSM Consulting
professionals



Member of the
**Institute of Internal
Auditors Industry
Leader Program**



1,300+
managed
services clients



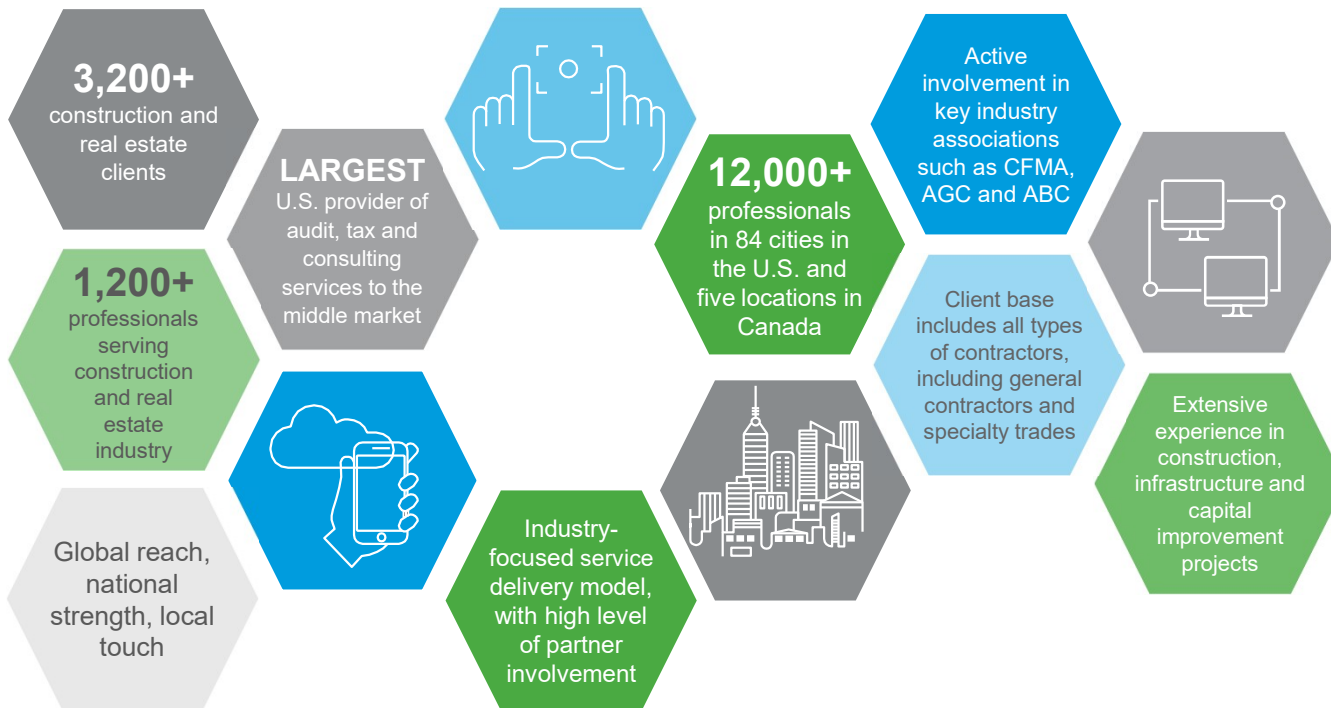
#1 NetSuite
consulting partner
in the U.S.

RSM Architect, Engineering and Construction (AEC) Experience

Our Construction Sector Practice

- Works with general building contractors, specialty contractors, industrial contractors, sub-contractors, architectural and engineering firms, highway and street construction suppliers, and residential contractors
- Combines broad business insight with industry knowledge
- Offers industry-specific knowledge that helps our contractor clients improve their bonding capacity, state qualification capacity and income, as well as minimize federal and state income taxes
- Keeps clients informed through industry surveys, white papers, articles and alerts
- Hosts conferences, webcasts and roundtables with your industry peers
- Plays an active role in associations such as Associated General Contractors, Construction Financial Management Association and Associated Builders and Contractors

RSM by the numbers



RSM Breadth of Services

As a leading provider of audit, tax and consulting services, RSM is well-positioned to bring the network of experience and resources to help overcome any unexpected challenges.

Consulting

The RSM Consulting practice provides an extensive range of capabilities and expertise, from infrastructure set-up to strategic planning. Whatever the challenge, RSM can provide the right experts to help determine the right solution.

Our Consulting Services Include:

- Application and infrastructure support
- Business intelligence
- **Business process improvement**
- Cost optimization
- Finance and accounting outsourcing
- Information security
- Internal control consulting
- **IT strategy and optimization**
- Lease due diligence
- Operations and supply chain
- People and organization optimization
- **Project management**
- SOX compliance
- Systems integrations
- **Systems selections**
- **Systems Implementations**

Audit

The RSM Audit practice offers a full-scale line of services to help build, establish and verify trust in your financial reports. We have strict quality standards and deliver a full, fair and independent perspective throughout our services.

Our Audit Services Include:

- Asset valuation
- Complex debt and equity transactions
- Derivatives (hedging)
- Discounting and other promotional activities
- Exclusivity agreements/purchase commitments
- Gift card accounting and related breakage
- Incentive compensation arrangements
- Lease accounting
- Loyalty programs
- Self-insurance

Tax

RSM Tax services helps clients take a comprehensive perspective in a highly-dynamic and complex world of tax to deliver real savings. Our practitioners deliver value by creating a customized, integrated approach for each client to help achieve their specific objectives.

Our Tax Services Include:

Credits and Incentives

- EOTCs
- Research and development
- TIPS credits
- WOTCs

Expenditure analysis

- Meals and entertainment
- Charitable
- Package design costs
- Research and development

Leasing

- Anchor tenant benefits
- Qualified leasehold improvements
- Tenant allowances

Fixed assets

- Bonus depreciation
- Cost segregation
- Retail depreciation
- TARS

State and local issues

- Sales and use
- Structuring/planning
- Unclaimed property/property tax

International

- Tax treaty/withholding comp.
- Transfer pricing
- VAT/GST

NetSuite Recognition...#1 Worldwide Partner of the Year



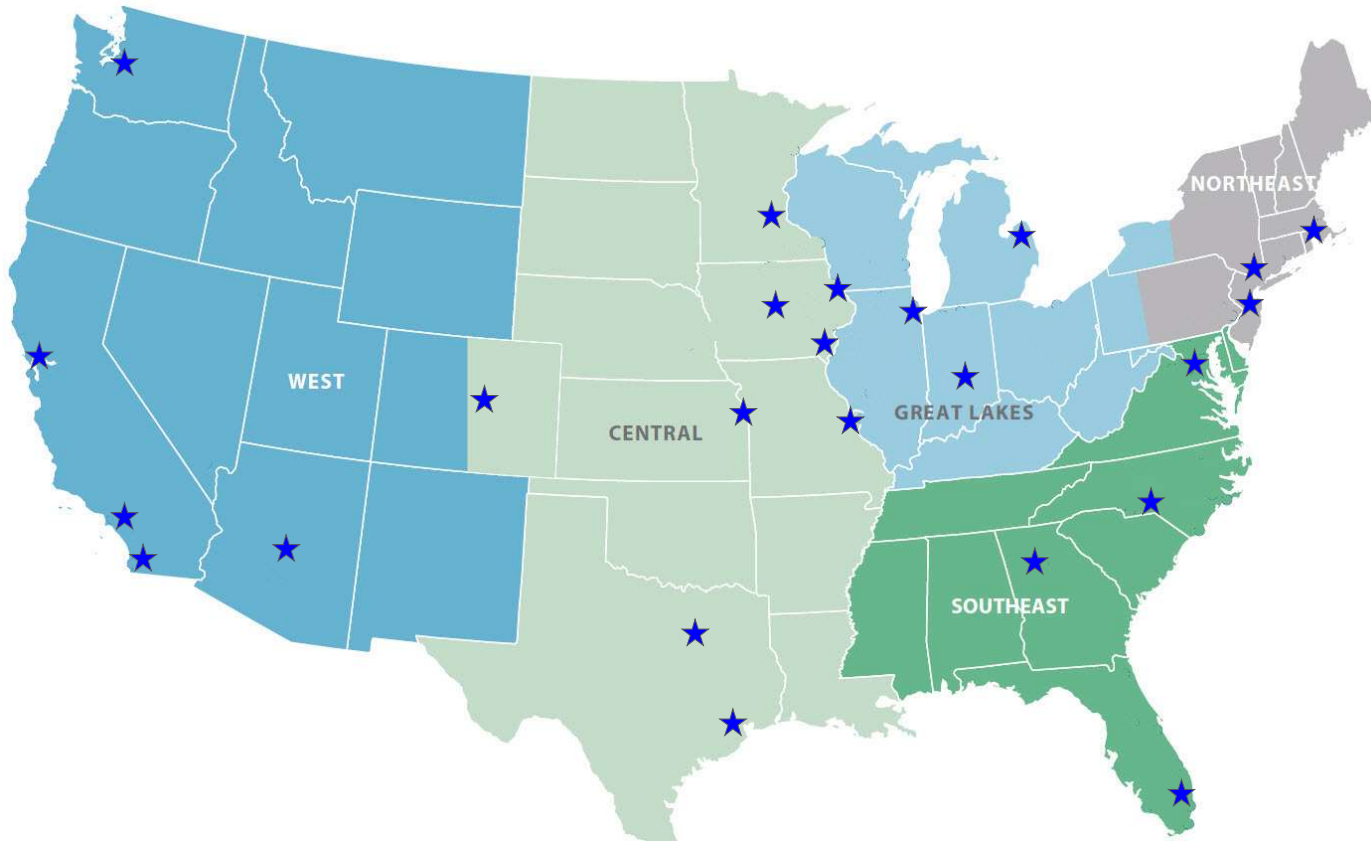
RSM US ranks among the top NetSuite partners and has earned the following recognitions:



Our ERP and CRM practice ranks **#1** worldwide in Accounting Today's VAR100 List the past 3 years



RSM US National NetSuite Resources

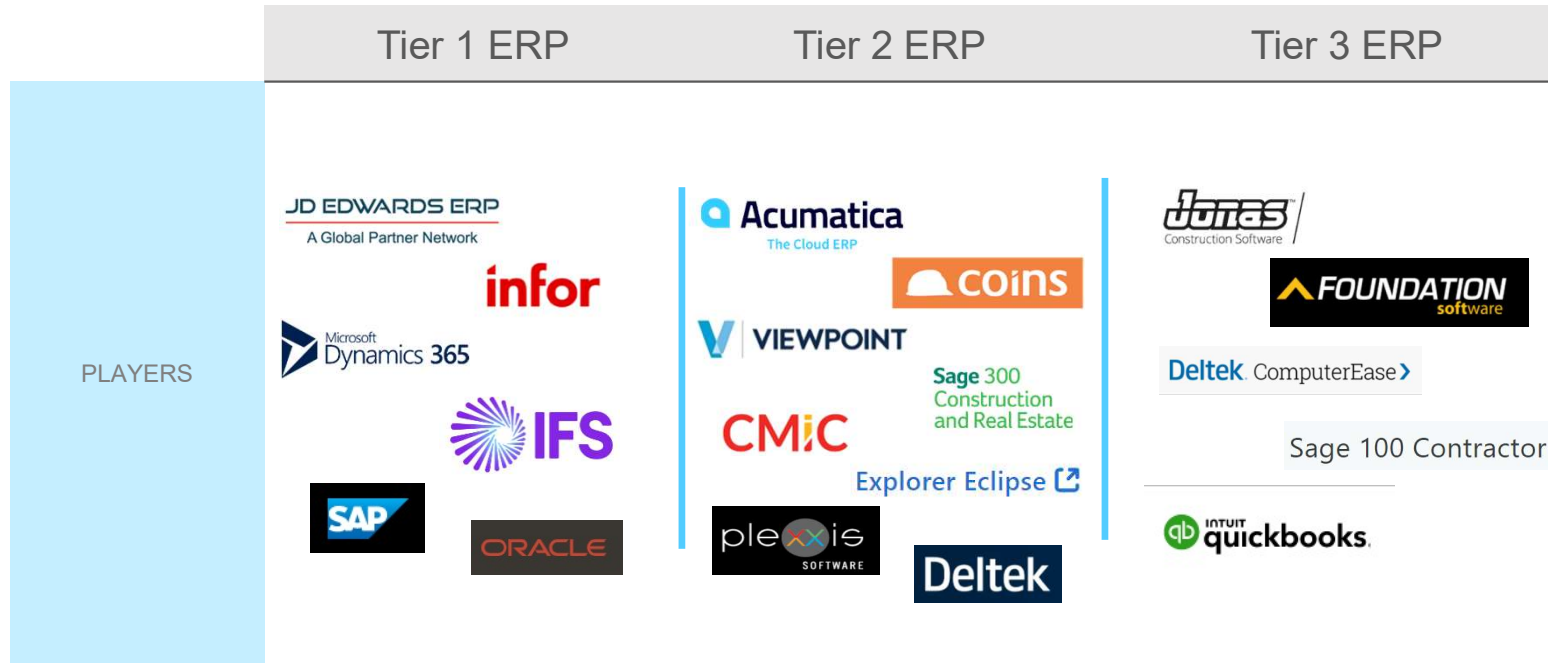


- RSM's NetSuite practice is divided into regions and spread across the US and Canada
- We are currently expanding our NS Team to include Construction and ProScope Specialists
- The RSM has a strong Pre-sales team that is being trained on ProScope



AEC SOFTWARE SOLUTION OVERVIEW

ERP COMPETITORS



AEC Industry Software Solutions



ERP

Microsoft Dynamics 365

 Acumatica
 penta
 JD EDWARDS ERP
 Sage 300 Construction and Real Estate
 coins
 Jonas
 Deltek
 IFS
 FOUNDATION software



CRM

salesforce
 Microsoft Dynamics 365
 COSENTIAL
 HubSpot
 BUILDERTREND



HRIS

UKG
 Microsoft Dynamics 365
 BirdDogHR
 Paycor
 CERIDIAN
 ADP



CPM & Business Intelligence

Adaptive Insights
 Power BI
 Prophix
 tableau
 bi360
 alteryx Premier Partner

AEC Industry Software Solutions



Scheduling &
Project
Management



Estimating,
Bidding, &
Submittals/RFI



Document
Management, Plans &
Collaboration



Automation

NetSuite – 3 Tier Solution (Project Lite / Project Enterprise / Project Best of Breed)

COMBINING EXCELLENCE TO ACCESS NEW MARKETS



Small to Midsize Organizations

Mid to Larger Enterprise Organization





NS4AEC PRODUCT REVIEW

(NETSUITE FOR ARCHITECTS,
ENGINEERS, & CONSTRUCTION)



TIER 1 SOLUTION NETSUITE + PROJECTS

NetSuite for AEC + SuiteProjects – Company Dashboard

Key Performance Indicators

Hide KPIs

Open Opportunities	
This Month	1
This Fiscal Year	17
Change	↓ 94.1%
Open Estimates	
This Week	0
This Fiscal Year	1
Change	↓ 100.0%
Open Projects	
Current	15
Profit	
This Period	\$25,098
This Fiscal Year	\$1,506,350
Change	↓ 98.3%
Sales (Orders)	
This Month	\$0
This Fiscal Year	\$1,629,143
Change	↓ 100.0%

Company Level Dashboard by Role

Sales

Prime Contracts

- Clients
- Contacts
- Create Opportunity
- Create Estimate
- Create Prime Contract

Commitments

- Create New Subcontractor or Vendor
- Request for Quote
- Create Subcontract
- Create Purchase Order

Pipeline Reporting

- Total Opportunity Pipeline
- Total Open Opportunities
- Total Open Estimates
- Estimates to Close

Company Level WIP

PROJECT NAME NAME/ID SUBSIDIARY START DATE

Prj10 — Prj6 TOTAL: 18

New	Edit View	Dashboard	Finish Date	Project Manager	Project *	Customer	Total Project Value	% Complete
			3/21/2023	Marc Collins	PRJ10 System Migration	Blue Pumpkin		44.4%
			3/15/2023	Marc Collins	PRJ12 Custom Report Development	Dazzlesphere Company		73.3%
			6/12/2023	Marc Collins	PRJ13 Financial System Implementation	Cuthbert Technologies		0%
			1/17/2023	Marc Collins	PRJ14 Prototype	Dermack Services		100%
			4/21/2023		PRJ15 Monitoring	Dermack Services		0%
			3/22/2023	Marc Collins	PRJ16 Proof of Concept Project	Blocste Inc.		52.6%
				Marc Collins	PRJ17 General Administration	Internal		0%
				Marc Collins	PRJ18 Time Off	Internal		0%
				Marc Collins	PRJ19 Business Development	Internal		0%
			6/9/2023	Marc Collins	PRJ20 ERP Integration	The Altima Technology		52.4%
			6/23/2023	Meagan Bailey	PRJ20 NS4C Project One	388 **Construction Client 1**	100000	22.5%
			3/23/2023	Marc Collins	PRJ3 New Reporting Dashboard	The Altima Technology		60%

Top 15 Open Estimates

today

No content
No data available for this portlet.

Top 10 Open Sales Orders

#	CUSTOMER	TOTAL
1.	388 **Construction Cli...	\$100,000
2.	Murphy Incorporated	\$18,995
3.	Blocste Inc.	\$7,126
4.	Smith Supplies	\$4,997



NetSuite for AEC + SuiteProjects – Project Dashboard

Project Dashboard NS4C Project One
Personalize ▾ Layout ▾

KPI Meter

23

PROJECT % COMPLETE

Tiles

Milestones Due:(8)

Milestones Due

Open Bills

Open Bills

Budget vs Actual

Budget vs Actual

Open Invoices

Open Invoices

Project Management

Project Manager

Projects & Resources

- Add Employee to Project
- Add Subcontractors
- Create PO
- Pay Subcontractor

Time & Expenses

- Expense
- Approve Time
- Weekly TimeSheet
- Approve Expense Report

Reports

- Skills Inventory
- Budget vs. Actual
- Resource Allocation Chart
- Planned Utilization by Project

Project Info

PROJECT NAME
NS4C Project One

CUSTOMER
388 **Construction Client 1**

PROJECT MANAGER
Meagan Bailey

START DATE
4/17/2023

CALCULATED END DATE
6/23/2023

STATUS
In Progress

[View](#) [Edit](#)

Documents

OWNER
- All -

FOLDER

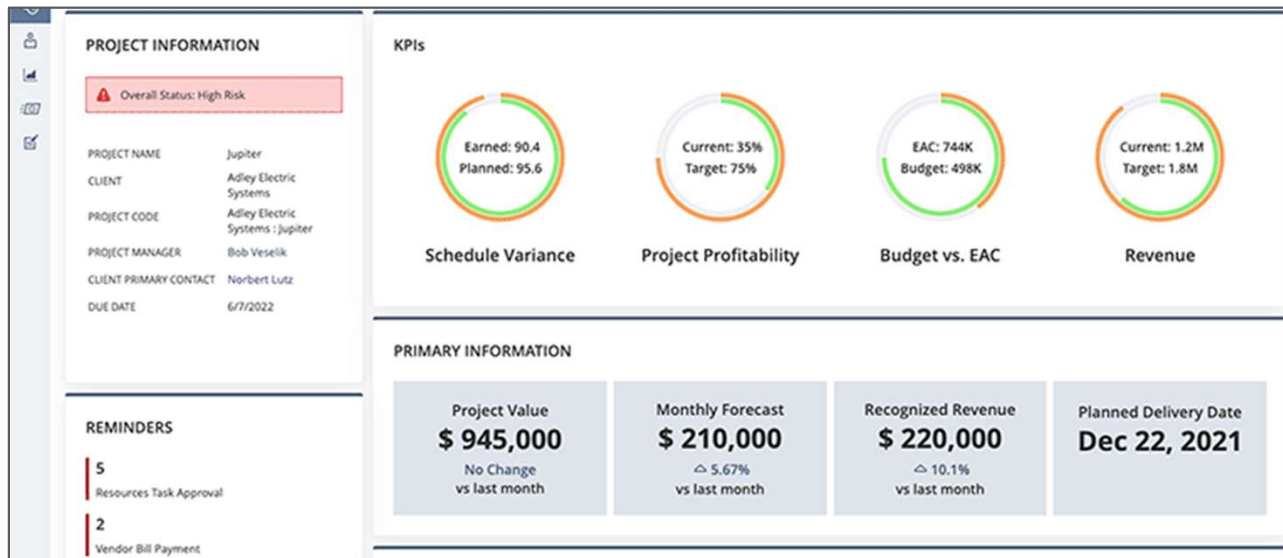
Project Tasks

ASSIGNEE - All - STATUS - All -

TOTAL: 6 VIEW **Custom Dashboard** QUICK SORT

Edit View	Milestone	Name	Start Date	End Date	Allocated Work	Actual Work	Percent Work Complete
	No	01 - General Requirements	4/17/2023	5/3/2023	100	100	100.0%
	No	03 - Concrete Sub	5/3/2023	5/19/2023	100	25	25.0%
	No	16 - Electrical Sub	5/22/2023	6/7/2023	100	0	0.0%
	No	09 - Finishes	4/17/2023	5/3/2023	100	0	0.0%
	No	15 - Mechanical	6/7/2023	6/23/2023	100	0	0.0%
	No	15 - 100 Plumbing	4/17/2023	5/3/2023	100	10	10.0%

NetSuite for AEC + SuiteProjects – Project Dashboard



NetSuite for AEC + SuiteProjects – Budgets

The screenshot displays a budget comparison chart with 'Estimate' (blue) and 'Actuals' (dark red) bars. A 'Margin' bar is shown at the top with a 'MARGIN TARGET' of 20.0%. A dialog box titled 'Unmatched Actuals' is open, displaying the following table:

Unmatched Actuals				
The transactions and time entries below could not be matched to the existing work breakdown structure.				
Unmatched actuals by row by Task or Activity Code (2)			Unmatched actuals not in timeline (0)	
SOURCE	AMOUNT	DATE	PROJECT TASK	ACTIVITY CODE
Invoice	-42,000.00	4/12/2023		Labor : Self Perform ...
Bill	11,250.00	4/14/2023	03 - Concrete Sub	Labor : Subcontract ...

Below the dialog, a summary table is visible:

NAME	PROJECT TASK	ACTIVITY CODE	COMPLETE	ACTUALS		
				REVENUE	COST	REVENUE
Unmatched				0.00	-30,750.00	0.00
Client Contract vs Sub Cost				100,000.00	0.00	0.00
Total				100,000.00	-30,750.00	0.00



TIER 2 SOLUTION NETSUITE + PROSCOPE

NetSuite + ProScope – Billing, Retention & Payment

The screenshot displays the NetSuite ProScope interface. At the top, there's a navigation bar with 'Application Details', 'Notes', 'Files', 'Mail Merge', 'Workflow', and 'Custom'. Below this is a 'VIEW' section with a dropdown set to 'Default View' and a 'PROSCOPE APPLICATION DETAIL' dropdown. A toolbar contains 'New ProScope Application Detail', 'Attach', and 'Customize View' buttons.

ACTIVITY	VARIATION	DESCRIPTION	SCHEDULE VALUE	PREVIOUS APPLICATIONS	COMPLETED THIS PERIOD	% COMPLETE THIS PERIOD	MATERIAL STORED	COMPLETED AND STORED	% COMPLETE	BALANCE	RETAINAGE
AS100048		Site Preparation	92,600.00	0.00	32,320.00	34.9028%	0.00	32,320.00	34.9028%	60,280.00	3,232.00
AS100049		Installation/Setup	1,068,100.00	0.00	50,600.00	4.7374%	0.00	50,600.00	4.7374%	1,017,500.00	5,060.00
AS100053		Tender Process	7,120.00	0.00	7,120.00	100.0%	0.00	7,120.00	100.0%	0.00	712.00
AS100051		CCTV Installation	362,000.00	0.00	110,000.00	30.3867%	0.00	110,000.00	30.3867%	252,000.00	11,000.00
AS100052		Damage Limitation	12,800.00	0.00	0.00	0.0%	0.00	0.00	0.0%	12,800.00	0.00
AS100050		System Design	226,000.00	0.00	0.00	0.0%	0.00	0.00	0.0%	226,000.00	0.00

Below the table is a 'ProScope Application Detail' form for activity AS100049. It includes fields for 'APPLICATION' (AppNo100012), 'ACTIVITY' (AS100049), 'VARIATION', 'DESCRIPTION' (Installation/Setup), 'SCHEDULE VALUE' (1,068,100.00), 'PREVIOUS APPLICATIONS' (0.00), 'COMPLETED THIS PERIOD' (50,600.00), '% COMPLETE THIS PERIOD' (4.7374%), 'MATERIAL STORED' (0.00), 'COMPLETED AND STORED' (50,600.00), '% COMPLETE' (4.7374%), 'BALANCE' (1,017,500.00), 'RETAINAGE' (5,060.00), 'RETAINAGE %' (10.0%), and 'GROSS AMOUNT (2)'. The form also has 'Save', 'Cancel', 'Reset', and 'Change ID' buttons, along with an 'Actions' dropdown.

- Applications for Payments
- % Complete at the Activity Level
- Previous Applications and Cumulative Complete
- Retainage

NetSuite + ProScope – Billing, Retention & Payment

ProScope Application
AppNo100001

Project Information	
APPLICATION NUMBER 1	PROJECT NUMBER PRJ1309
ID AppNo100001	CUSTOMER Consultants Inc UK
PROJECT NAME PRJ1309 Consultants Inc UK : DM0422B Project 4	
Financial Information	
ORIGINAL CONTRACT VALUE 18,987.00	CURRENT CE CHARGES 0.00

- AIA PDF Documentation – can be printed directly from the Application of Payment
- Retention based on Project and App Record
- Payment Certification
- Schedule of Values (next slide)

AIA Type Document
Application and Certification for Payments Page 1 of 2

TO (OWNER):	PROJECT: P R J 1 3 0 9 Consultants Inc UK : DM0422B Project 4	APPLICATION NO: 1	DISTRIBUTION TO:
FROM (CONTRACTOR):	VIA (ARCHITECT):	ARCHITECT'S PROJECT NO:	- OWNER - ARCHITECT - CONTRACTOR
CONTRACT FOR:		CONTRACT DATE: 22/4/2020	

CONTRACTOR'S APPLICATION FOR PAYMENT

The undersigned Contractor certifies that to the best of the Contractor's knowledge, information and belief the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work for which previous Certificates for Payment were issued and payments received from the Owner, and that current payment shown herein is now due.

Applications made for Payment, as shown below, in connection with the Contract. Continuation sheet, AIA Type Document is attached.

1. ORIGINAL CONTRACT SUM	£ 18,987.00	CONTRACTOR: By: _____ Date: _____ State of: _____ County of: _____ Subscribed and sworn to before me this _____ day of _____, 20____ Notary Public: _____ My Commission expires: _____
2. Net Change by Change Orders	£ 0.00	
3. CONTRACT SUM TO DATE (Line 1+2)	£ 18,987.00	
4. TOTAL COMPLETED AND STORED TO DATE	£ 1,750.00	
5. RETAINAGE:		
a. 10% of Completed Work	£ 0.00	
b. 10% of Stored Material	£ 0.00	
Total retainage (Line 5a + 5b)	£ 175.00	
6. TOTAL EARNED LESS RETAINAGE	£ 1,575.00	
7. LESS PREVIOUS CERTIFICATES FOR PAYMENT	£ 0.00	
8. CURRENT PAYMENT DUE	£ 1,575.00	
9. BALANCE TO FINISH, INCLUDING RETAINAGE (Line 3 less line 6)	£ 17,412.00	

CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on on-site observations and the data comprising the above application, the Architect/Inspector certifies to the Owner that to the best of the his/her knowledge, information and belief, the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and the Contractor is entitled to payment of the AMOUNT CERTIFIED.

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS	AMOUNT CERTIFIED
Total changes approved in previous months by Owner	0.00	not set	£ not set
Total approved this Month	0.00	not set	
TOTALS	0.00	not set	
NET CHANGES by Change Order	0.00		

(Attach explanation if amount certified differs from the amount applied for. Initial all figures on this Application and on the Continuation Sheet that are changed to conform to the amount certified.)

ARCHITECT: _____ **Date:** _____

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner or Contractor under this Contract.



TIER 3 SOLUTION NETSUITE + PROCORE

NetSuite + Procore Solution

Project Information

Name: Housing Project - Phase 2

Start Date: 04/01/2021, Completion Date: 11/30/2021

Actual Start Date: 04/01/2021, Projected Finish Date: 11/30/2021

Stage: Course of Construction, Type: Residential

Project Number: 50, Square Feet: 50

Description: Enter Project Description

Project Location: Country: United States

PRJ-83 *Housing Project - Phase 2 CUS-10 Building Beaver Construction**

Primary Information

JOB ID: PRJ-83 ***Housing Project - Phase 2

CUSTOMER: CUS-10 Building Beaver Construction

PROJECT MANAGER: PROJECT MANAGER

Project Overview

CALCULATED WORK	ACTUAL WORK	PERCENT WORK COMPLETE
0:00	0:00	50%
PLANNED WORK	REMAINING WORK	
0:00	0:00	

Project Dates

SCHEDULING METHOD: Forward, CALCULATED END DATE: , LAST BASELINE DATE:

START DATE: 6/1/2021

Classification

CONTRACTOR

Project ↔ **Project**

Prime Contracts > Prime Contract #1 > Change Orders > POCO #001: CE #001 - (no title)

Export

Prime Contract Change Order #001: CE #001 - (no title)

General | Related Items (0) | Emails (0) | Change History (2)

STATUS: APPROVED

Revision: 001, Date Created: 06/15/21 at 01:02 pm

Title: CE #001 - (no title)

Status: Approved, Created By: Cherissa Sappin

Due Date: , Invoiced Date: , Private: Yes, visible to Admins

Designated Reviewer: Unassigned, Field Date: , Reviewer Date: 06/15/21

Description: CE #001 - (no title)

Enclosed: No

Schedule Impact: 2 days

Attachments: No Attachments

Change Order → **Change Order (Custom)**

Change Order (SO)

COS-176 CUS-10 Building Beaver Construction **APPROVED**

Primary Information

LOCATION #1: COS-176, CUSTOMER: CUS-10 Building Beaver Construction

STATUS: CE #001 - (no title)

APPROVAL STATUS: Approved

DATE: 6/15/2021

START DATE: 6/1/2021

END DATE: , REJECTED REASON: , REQUESTED MODIF. CATEGORY:

POTENTIAL CHANGE ORDERS INCLUDED IN THIS PRIME CONTRACT CHANGE ORDER (1)

NetSuite + Procore Solution

The image displays two screenshots of the NetSuite interface for a purchase order titled "PO-Test 1-001 Procure to Netsuite".

Left Screenshot (General Information):

- GENERAL INFORMATION:** PO-Test 1-001, Title: PO-Test 1 Title, Contract Company: Procure to Netsuite & Laurel Street Hopkinsville, Kentucky 42240 United States, Status: Approved, Executed: No, Private: Yes, visible to Admins, Default Retainage: 10.00%, Description: Attachments: (empty)
- CONTRACT DATES:** Date Created: 12/16/20, Contract Date: (empty), Delivery Date: (empty), Issued On Date: (empty)
- ADDITIONAL INFORMATION:** Payment Terms: (empty), Ship Via: (empty)
- CONTRACT SUMMARY REPORT:**

Original Contract	Approved Change Orders	Revised Contract	Pending Change Orders	Pending Revised Contract	Draft Change Orders	Invoices	Payments Issued	Percent Paid	Remaining Balance Outstanding
\$2,100.00	\$0.00	\$2,100.00	\$0.00	\$2,100.00	\$0.00	\$495.00	\$0.00	0.00%	\$2,100.00

Right Screenshot (Primary Information):

- Primary Information:** VENDOR # (empty), VENDOR: Procure to Netsuite, SUPERVISOR APPROVAL: (MEMO), DATE REQUIRED: (empty), DATE: 12/16/2020, PO #: PO-Test 1-001
- Classification:** LOCATION: 01: San Francisco : ABC, CURRENCY: USA, SOURCE: Web Services, VENDOR LEAD TIME (DAYS): (empty), SUBSIDIARY: Honeycomb Holdings Inc.
- Summary Table:**

Summary	
TOTAL	2,100.00
- Item Details:**
 - BOOM LAST MODIFIED BY: Boom P User, TYPE: Purchase Order
 - SYNC ERROR MESSAGE: APPROVED CHANGE ORDERS 0.00, CHANGE LOG
 - BOOM SOURCE: ORIGINAL CONTRACT AMOUNT 2,100.00, PROCORE PROJECT ID 33149
 - BOOM SYNC DATE: PERCENTAGE PWD 0.0%, PROCORE COMMITMENT ID 21381
 - BOOM SYNC STATUS: REMAINING BALANCE OUTSTANDING 2,100.00



THANK YOU FOR
YOUR TIME AND
ATTENTION

Who to Contact for More Information



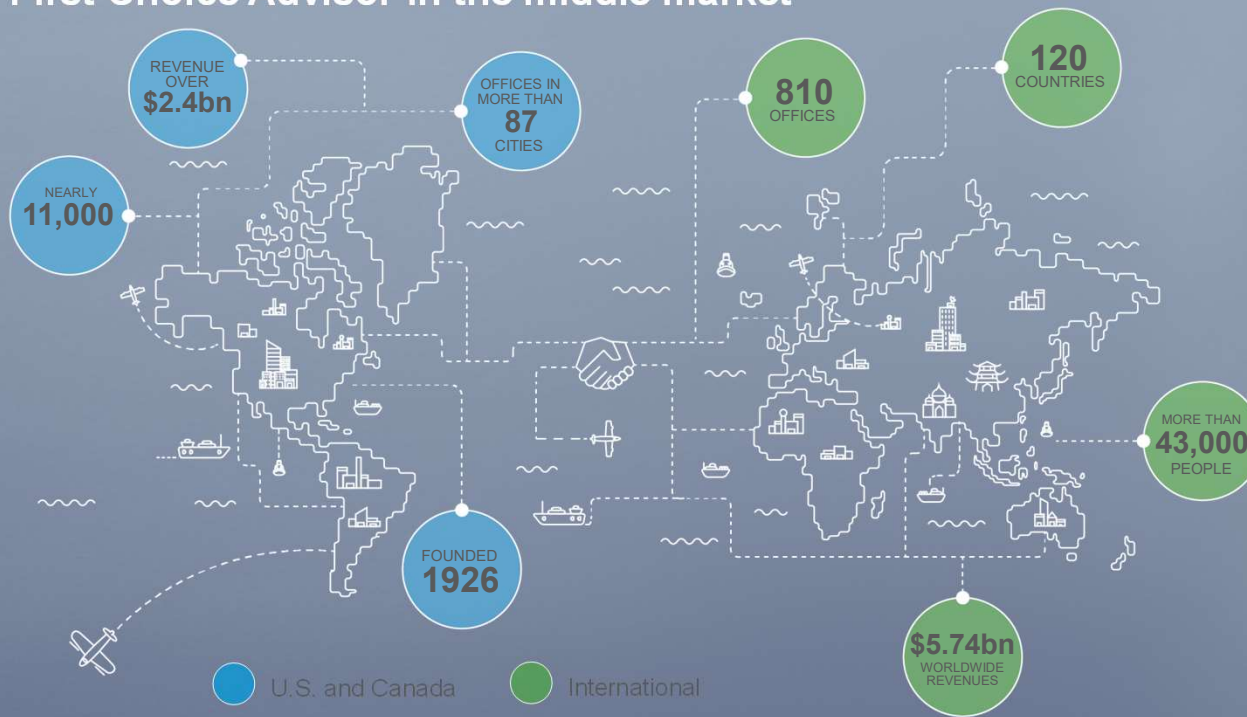
Greg Pitts

Director, RSM Business Applications Practice

Greg.Pitts@rsmus.com

RSM overview...First Choice Advisor to middle market clients

Fifth largest audit, tax and consulting firm in the U.S.
First Choice Advisor in the middle market



Marketing Collateral

- [NS For Construction Site](#)
- RSM / NetSuite Cobranded Collateral
 - [White Paper](#)
 - [NS Buyers Guide](#)
- Social Media / Online Marketing
 - RSM LinkedIn
 - RSM Twitter
 - RSM Power and Industry Publications

BUSINESS GUIDE
Making Commercial and Residential Construction More Efficient, Effective and Profitable

RSM
Construction Conversion to the Cloud: NetSuite ProScope

Uncertainty is a fact of life with construction projects, which rely on the smooth orchestration of contractors, materials and labor to reach completion on time and within budget. Whether it's a single-family home constructed for one owner, a small retail strip center built for a group of businesses, or a large mixed-use commercial center, all of these projects rely on the right mix of planning, management and technology to reach the finish line.

With labor and material costs rising, and with demand for new construction reaching new peaks, the need for enterprise business systems to support project complexity is increasing. Working in an industry that still relies heavily on manual process, spreadsheets and paper, construction companies that implement Enterprise Resource Planning (ERP) platforms built for their unique needs can save money, reduce mistakes, and deliver more successful projects.

"A lot of construction companies today are using several different solutions that are just 'bolted together.' With no common bond between their project management, invoicing and other pieces of software, their technology approaches are pretty fragmented and inefficient."

Bob Marchello, Consulting Manager, RSM

ORACLE NETSUITE | RSM | www.netsuite.com

Fun Fact - RSM Naming History

RSM International was founded in 1964 as a small network called DRM (Dunwoody, Robson Rhodes, and McGladrey & Pullen). The organization restructured in 1993, changing its name to RSM International. The word International was dropped in 2015.

Historically, RSM was derived from the initials of three of the original founding member firms of the organization:

-  United Kingdom Robson Rhodes (United Kingdom)
-  France Salustro Reydel (France)
-  United States McGladrey (United States)

Founding member Robson Rhodes was acquired by Grant Thornton and absorbed within its network, while Salustro Reydel merged with KPMG. McGladrey, the member firm of RSM US, is still part of the network today.

NetSuite + ProScope Qualification Questions

- **Project Structure**

- Do you need to track labor and materials on projects at a task or sub-task level
- Do you have a project structure that calls for a project/sub-project relationship
- Do you regularly manage changes orders or variations for your projects
- Do you leverage Divisions of Construction? Which Division/Subdivision structure do you follow?

- **Bidding/Estimating Process**

- Do you have a need to build up cost before bidding or estimate to a potential customer
- Do you need to create requisitions or Purchase Orders for project time, materials and/or equipment
- How do you bill? Do you use Milestones, % Complete, Phase Completion, Usage or other billing drivers?
- Do you need to account for retention? Do you track retention at the activity level?

- **Billing, Payment Applications**

- Do you need to AIA Compliant Billing and Schedule of Values?
- Do need to manage applications for payment/progress billing?
- Do you need to account for retainage or retention?
- Do you have any revenue recognition needs?

- **Resource Management**

- Is there a need to manage competencies or qualifications of resources?
- Do you need to manage equipment on projects?
- Do you need to manage resources (people) or generic resources (by function or trade) on projects?
- Do you need to assign/reassign resources based on availability and skillsets?
- Do you use subcontractors or outside labor? Do you need to schedule those resources

- **Health & Safety**

- Are there any Health and Safety (HSEQ) requirements?
- Do you currently manage risk assessments on your projects?

- **Integration**

- Do you currently use MS Projects?
- Do you utilize MS Teams and/or SharePoint?
- Do you use Slack?

- **Number of Users**

- Full Access
- Mobile Only Users
- Companies/Countries

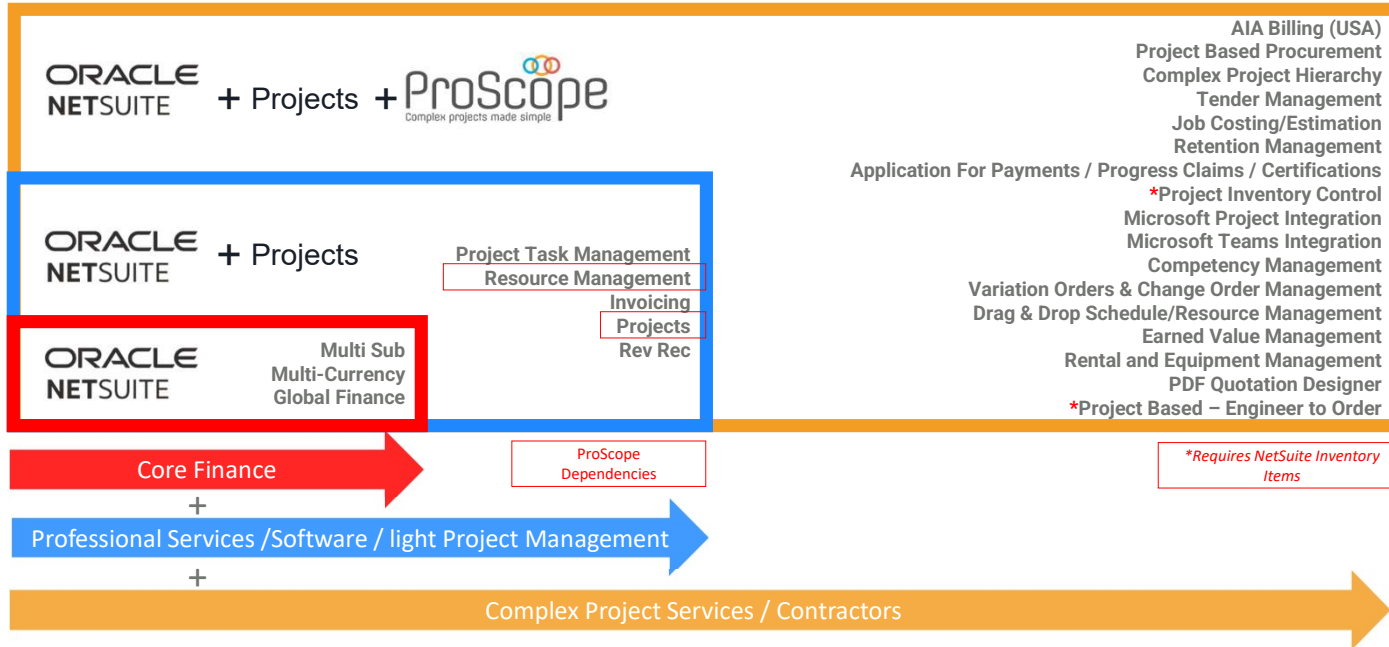
- **Rentals & Project Asset Inventory**

- Do you require any rentals or assets assigned to projects?
- Are cross subsidiary assets needed?

ProScope vs. Core NetSuite Project Functionality

NetSuite Projects & ProScope

COMBINING EXCELLENCE TO ACCESS NEW MARKETS



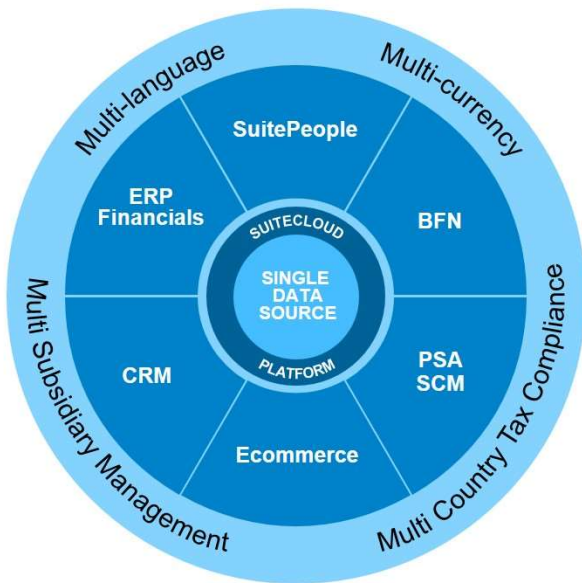
ProScope Key Functionality:

- AIA Billing, Application for Payment and Retention Management
- Project Structure Templates are far more robust than a standard project template
- True Project Accounting (revenue & cost)
- Robust Resource Costing and Management
- Project based Procurement & Inventory Management

Minimum NetSuite Functionality Needed:

- SuiteProjects
- Revenue Management

NetSuite Construction Solution – NetSuite + ProScope



• NetSuite Core ERP

- Multi-subsidiary, multi-currency
- CRM, GL, AR, AP and Reporting
- HRIS (SuitePeople)
- Basic Project and Resource Management
- Advanced Procurement (Requisition, RFP, PO)

**ORACLE
NETSUITE**

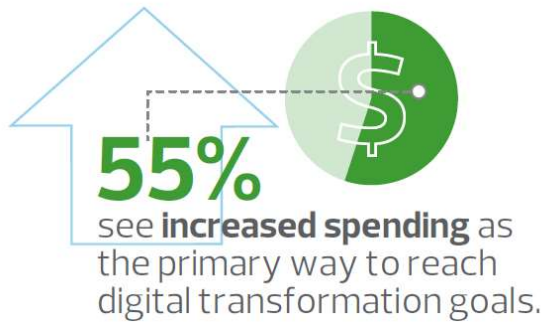
• NetSuite w/ProScope (Construction)

- Project Structure Templates are far more robust than a standard project template
- AIA Billing, Application for Payment and Retention Management
- True Project Accounting (revenue & cost)
- Robust Resource Costing and Management
- Cost Estimation and Change Order Management
- Project based Procurement & Inventory Management
- Subcontractor Management, Submittals and Document Management

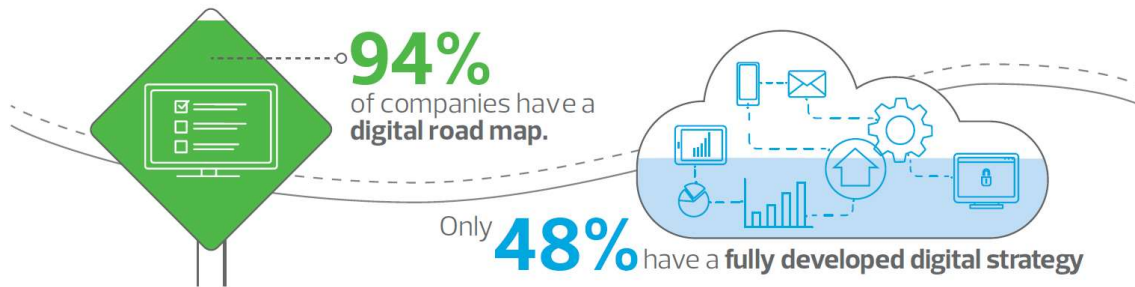
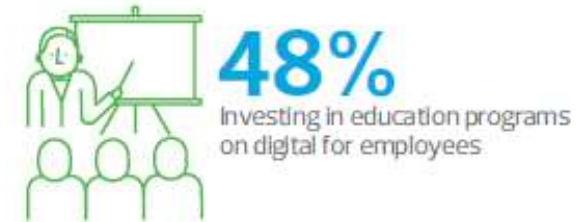
**ProScope**
Complex projects made simple

RSM Digital Transformation Survey

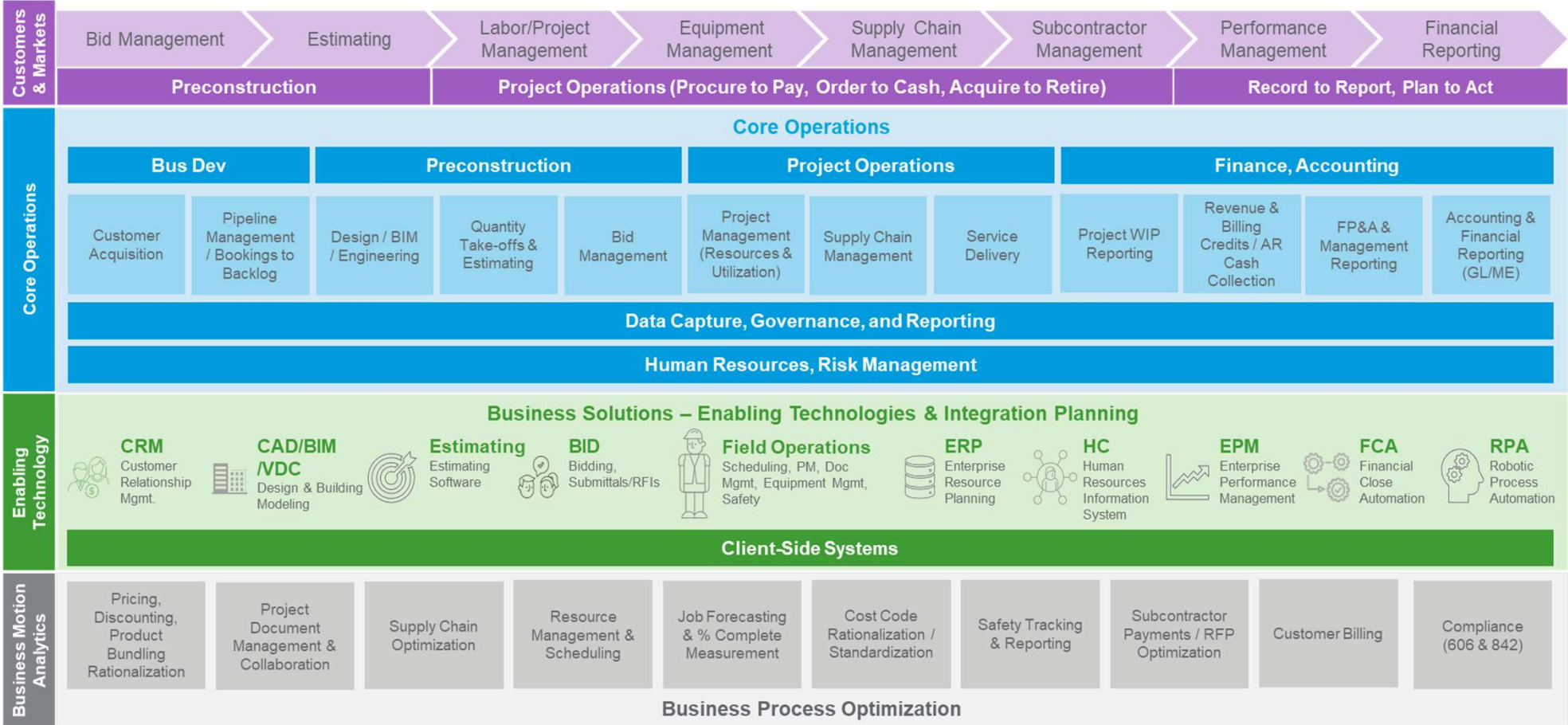
In a recent study, RSM surveyed 500 CFOs across the middle market to understand how they are thinking about Digital Transformation. Overall, we understand that Digital Transformation is one of the single-largest priorities for middle market executives over the next 1-3 years.



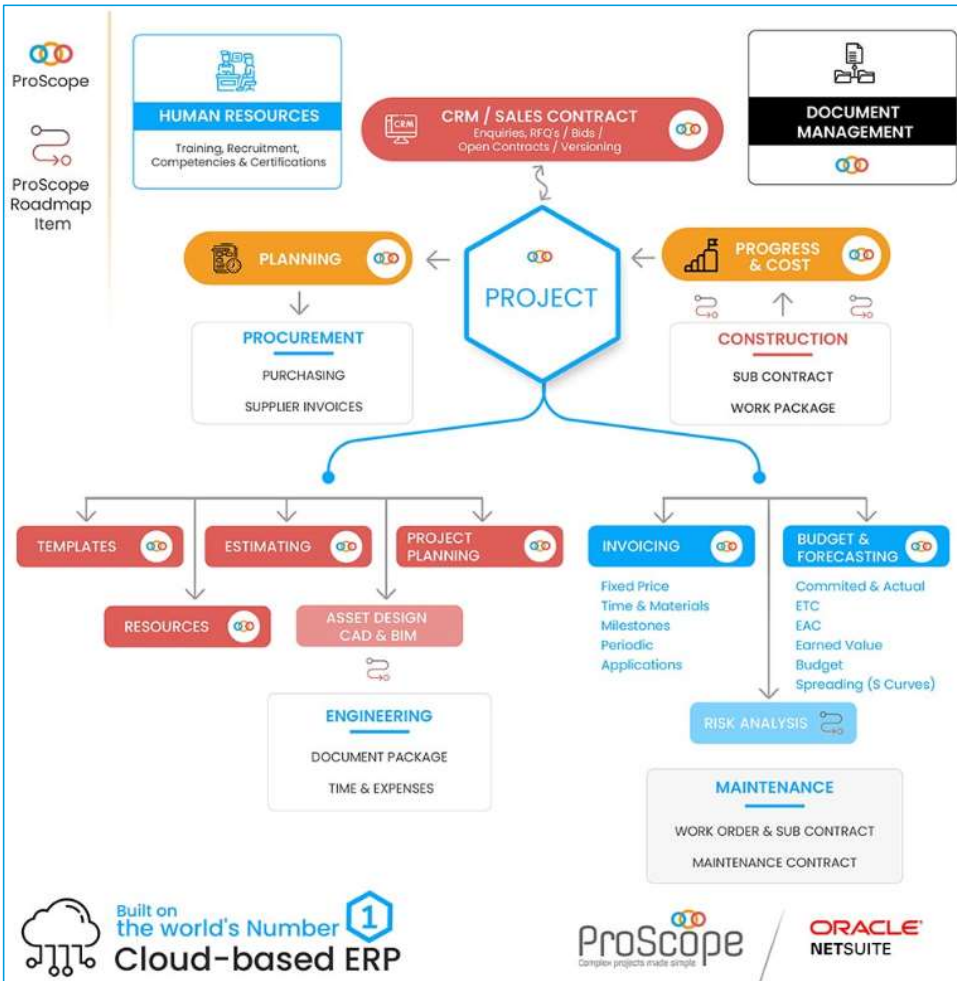
MOST LIKELY ACTION ITEM FOR DIGITAL TRANSFORMATION



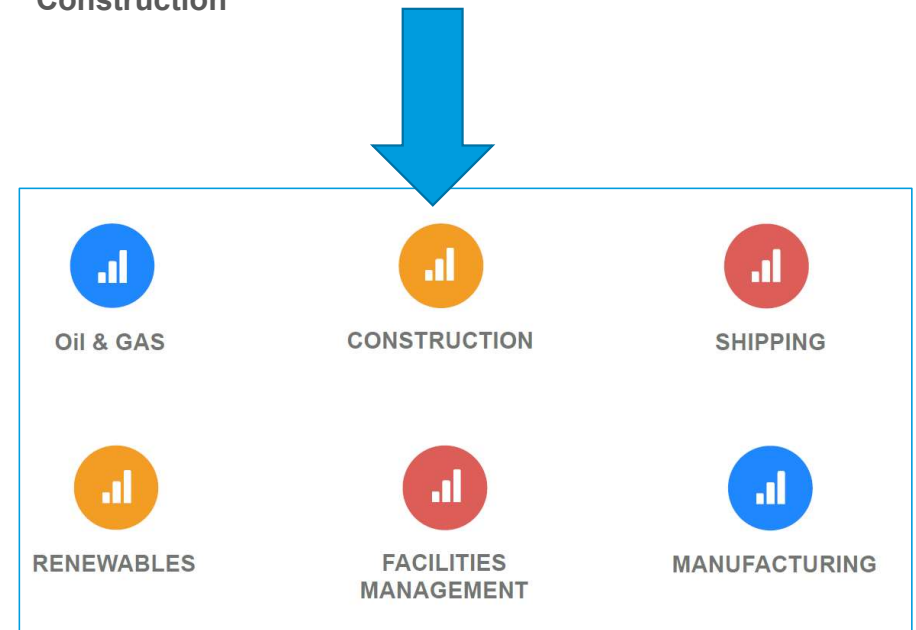
Construction Operating Model Leading Practice



ProScope Solution Roadmap



ProScope applies to a variety of industries. For the purpose of this presentation, we are focused on Construction



Construction Industry Technology Trends

Modernizing the Finance Function

- Adopting integrated cloud technologies
- Monthly close automation
- FP&A solutions
- Strong integration between systems
- Drill down visibility

Improving Project Visibility

- Enabling deep insights into project plans, budgets, progress, and outcomes through the use of integrated technology

Leveraging Cloud Technology

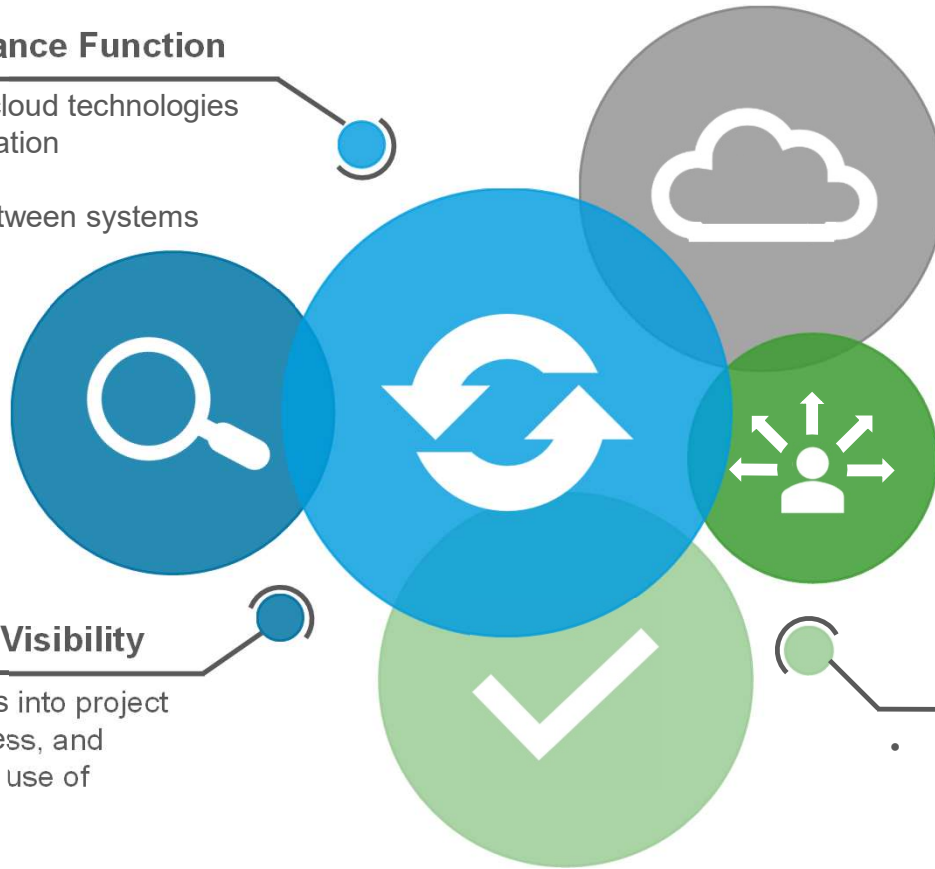
- Transitioning to cloud-based technologies to centralize data, and promote access from remote locations
- Mitigating cybersecurity risk

Shared & Centralized Functions

- Centralizing shared functions such as Accounts Payable, IT, Subcontractor Compliance Management, and Billing across projects
- Outsourcing these shared functions to third party providers

Lease Accounting (842) Regulations

- Complying with domestic and/or international standards related to lease accounting



RSM Company Profile

- Originally established back in 1926, RSM US LLP is the U.S. member of RSM International, a global network of independent audit, tax and consulting firms with more than 43,000 people in 120 countries.
- The member firms of RSM International collaborate to provide services to global clients but are separate and distinct legal entities that cannot obligate each other. Each member firm is responsible only for its own acts and omissions, and not those of any other party. Visit rsmus.com/aboutus for more information regarding RSM US LLP and RSM International.
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- RSM offers a full suite of services focused on helping clients get the most out of their technology investments.
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