

Business Development

BUSINESS DEVELOPMENT SERVICES

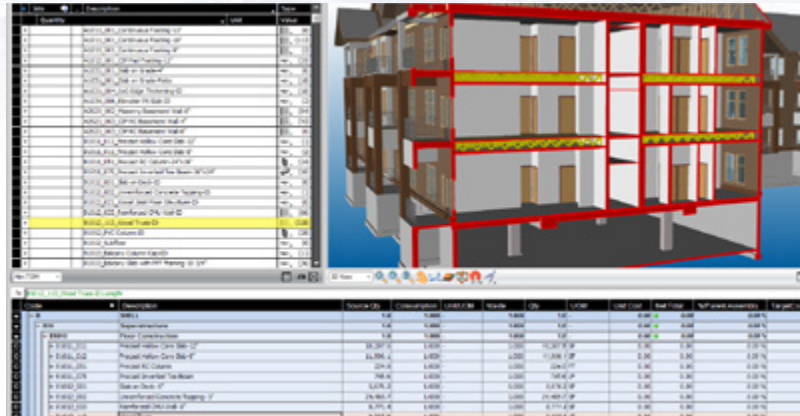
Purpose

In today's competitive bidding environment, winning new business means positioning your company ahead of the pack. During a pursuit presentation, contractors must communicate a detailed understanding of the project, demonstrate a project management strategy in a way that is understandable to a layperson, and illustrate the risks and techniques unique to the proposed method of construction. An integrated 5D approach using BIM tools and data-based analysis through Trimble Vico Office can be used as such a differentiator.



Why use Trimble for Business Development?

To be usable for business development pursuits, deliverables must be generated quickly and in a cost-effective manner to minimize non-recoverable expense. Through years of experience, Trimble has developed a method of conveying the critical information and unique selling points to Owner/Developers while minimizing the cost and delivering in a short time frame. Trimble's VDC Services group will create a simple 3D model based on available information, such as sketches, architect's renderings, program information,



Google Earth site information or schematic design, if available. This 3D model can be used to communicate site logistics and phasing and it can be linked to Vico Office to demonstrate a model-based workflow. Trimble can create sample 4D and 5D deliverables to illustrate the impact of a design change to schedule and cost or simply present the development of the site through an animated construction simulation. The transparency of a 5D approach is appealing to Owners and provides the differentiator contractors need to win more contracts.

Business Development Options

Several options and deliverables are available and a Trimble Project Manager will help to choose the best option for each project based on contractor-defined points of interest.

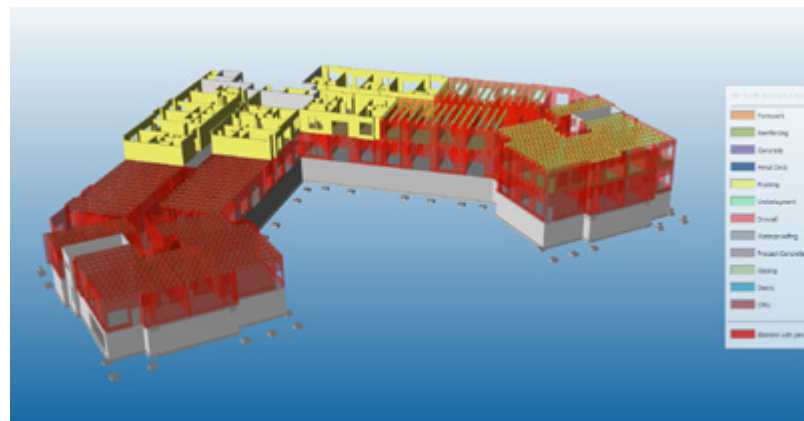
- Scope of modeling
 - o Core and Shell
 - o Site Logistics
 - o Interiors / MEP
- Scope of model-based quantity take-off and estimate
- Scope of model-based scheduling
- Scope of animated 4D Construction Simulation
- Renderings of major construction milestones



How to buy?

The process for getting a proposal for business development is simple:

1. Contact your local BuildingPoint partner or Trimble regional manager.
2. Fill in a simple RFP form with a link to project drawings and description of what is required.
3. Choose a budget for the business development project.
4. A BuildingPoint partner or Trimble regional manager will get back to you with a proposed scope which fits into the chosen budget.
5. Review the scope and ask for adjustments as necessary. Scope changes will come with an updated estimate.
6. Once scope is approved, Trimble or BuildingPoint will issue a contract for signature.
7. Upon signature, a Trimble PM will schedule a kick-off meeting and the work will proceed.



Time and Materials vs. Fixed Fee

Because of the urgent and flexible nature of business development pursuits, Trimble recommends that all business development projects are performed using Time and Materials as the contract form. This allows us to get started quickly and evolve scope when project requirements get clearer. The contract is simple, T&M rates are inexpensive and the operation is transparent with red flags raised when forecast is above target.

