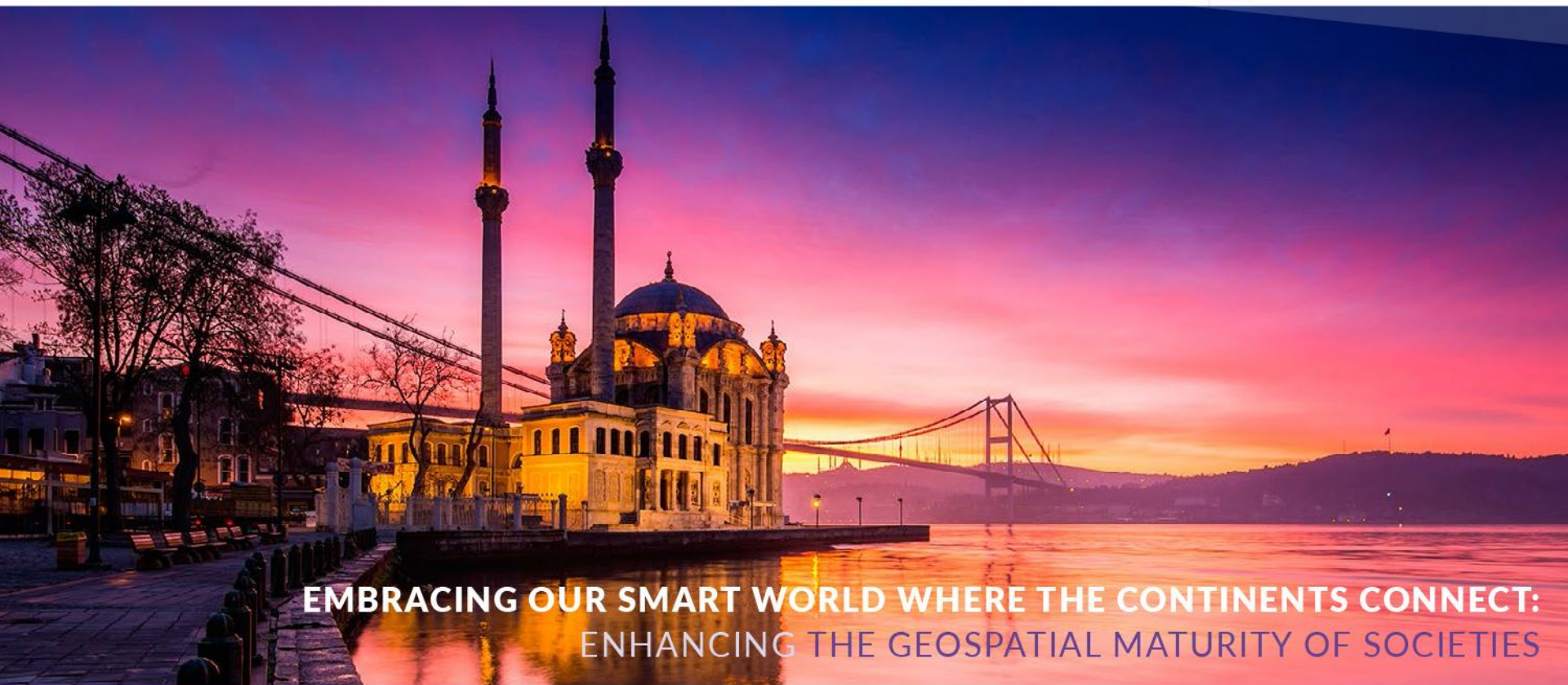




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Integrated Field to Finish BIM for Surveyors

Boris Skopljak (boris_skopljak@trimble.com)

Market Manager, Trimble Geospatial Office Software

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Agenda

- Trimble Introduction
- BIM relevance in Trimble
- Trimble Buildings
- Civil Engineering and Construction
- BIM in Geospatial
- Field to Finish Workflows
- Expanding Business Opportunities
- QA

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Trimble Snapshot



Company



NASDAQ:
TRMB



\$2.65B
In Revenue



31%+
Building & Infrastructure



Innovation



2,000
Patents



360 Construction Workflow
& Technology Patents



14%
R&D re-invested



People



9000+ Employees
in 35 Countries



800+ Construction
Professionals



Global Customers
in **150** countries

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Core Business Franchises

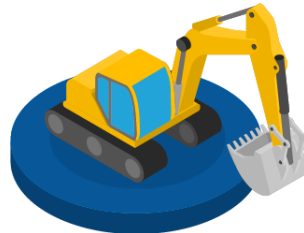
Our core industries are global trillion \$ industries which operate in demanding environments, with technology adoption in the early phases



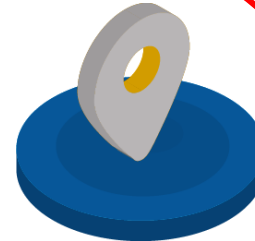
Agriculture



Buildings



Civil Engineering
and Construction



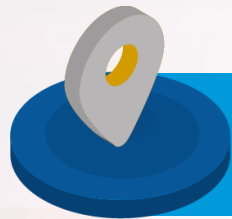
Geospatial



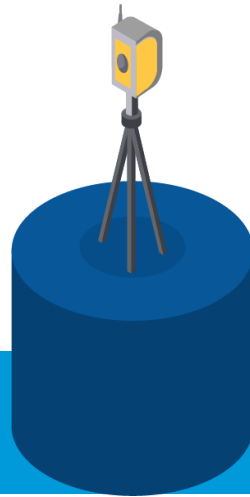
Transportation
and Logistics

Trimble's Transformation

Impact of Innovation



GPS



Positioning

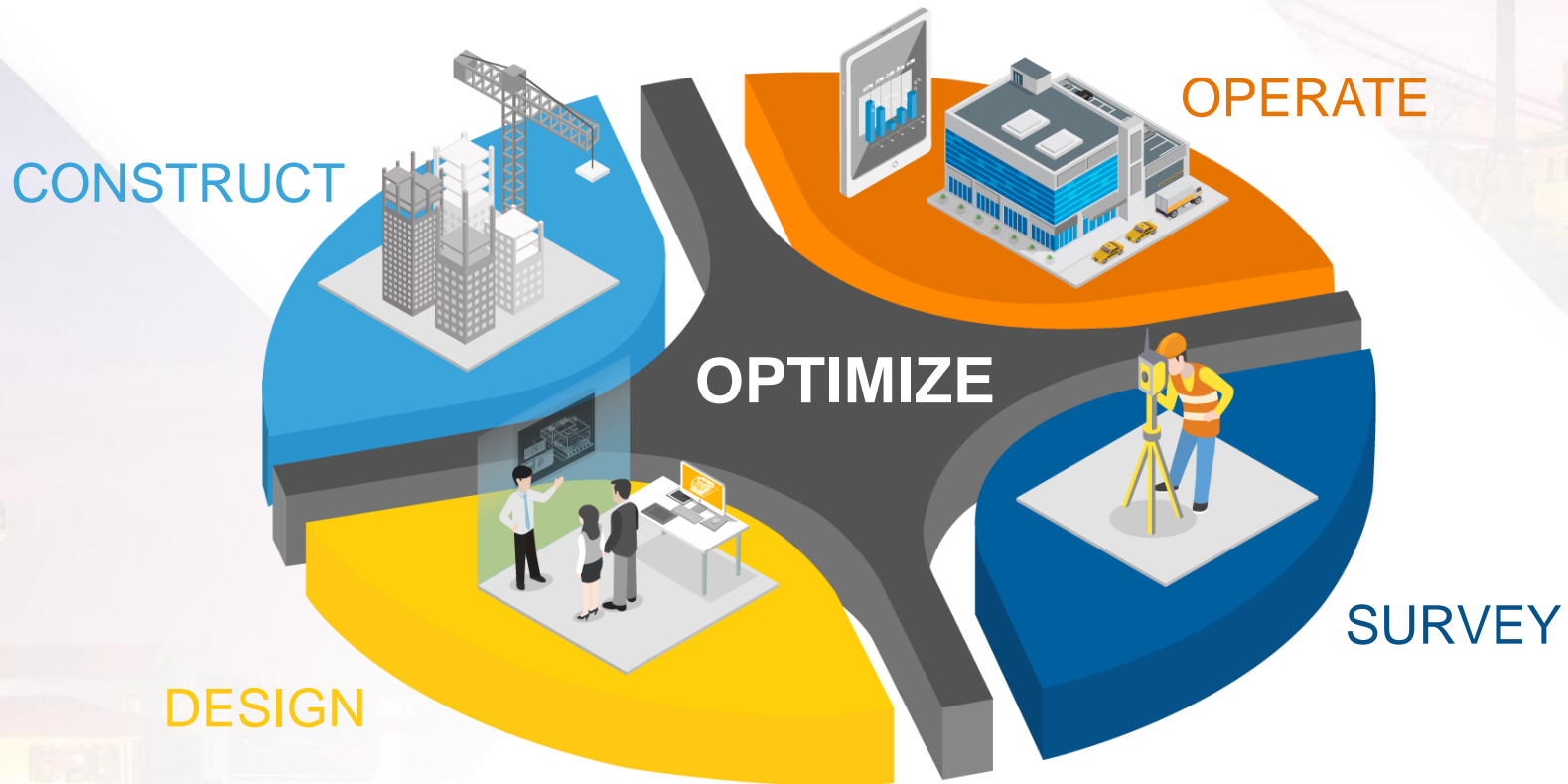


Productivity

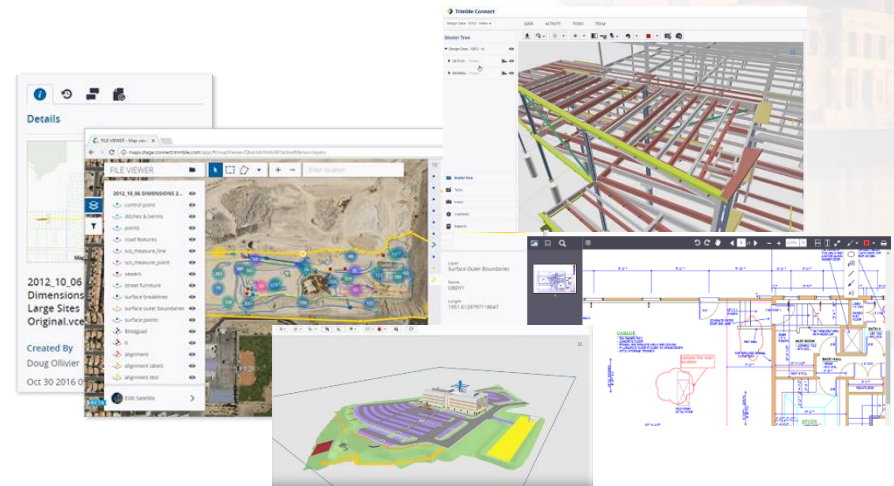
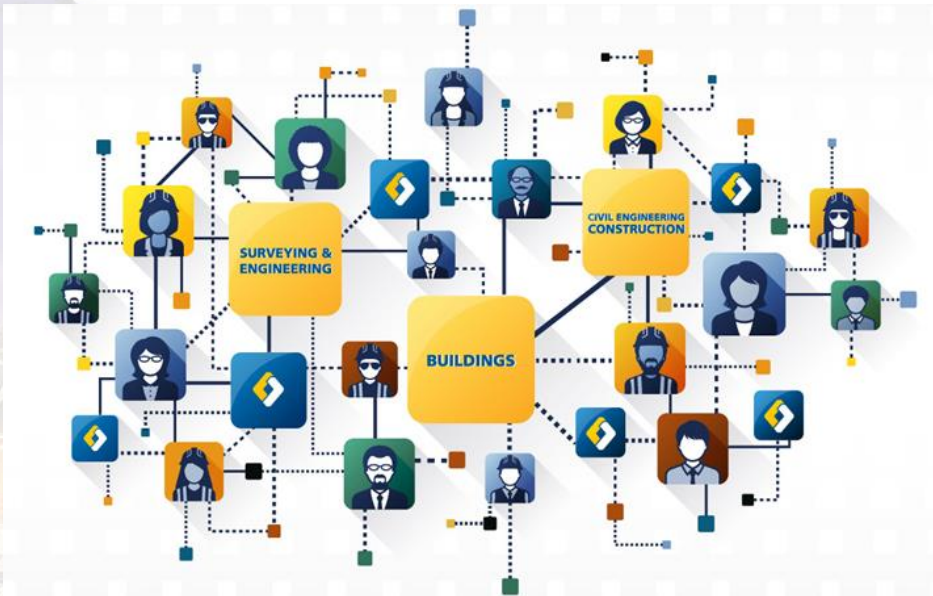


Integrated
Work Process

Supporting Every Phase of the Project



BIM Tools – Trimble Connect



Collaborate across
40+ tools & Integrations + 16
Languages

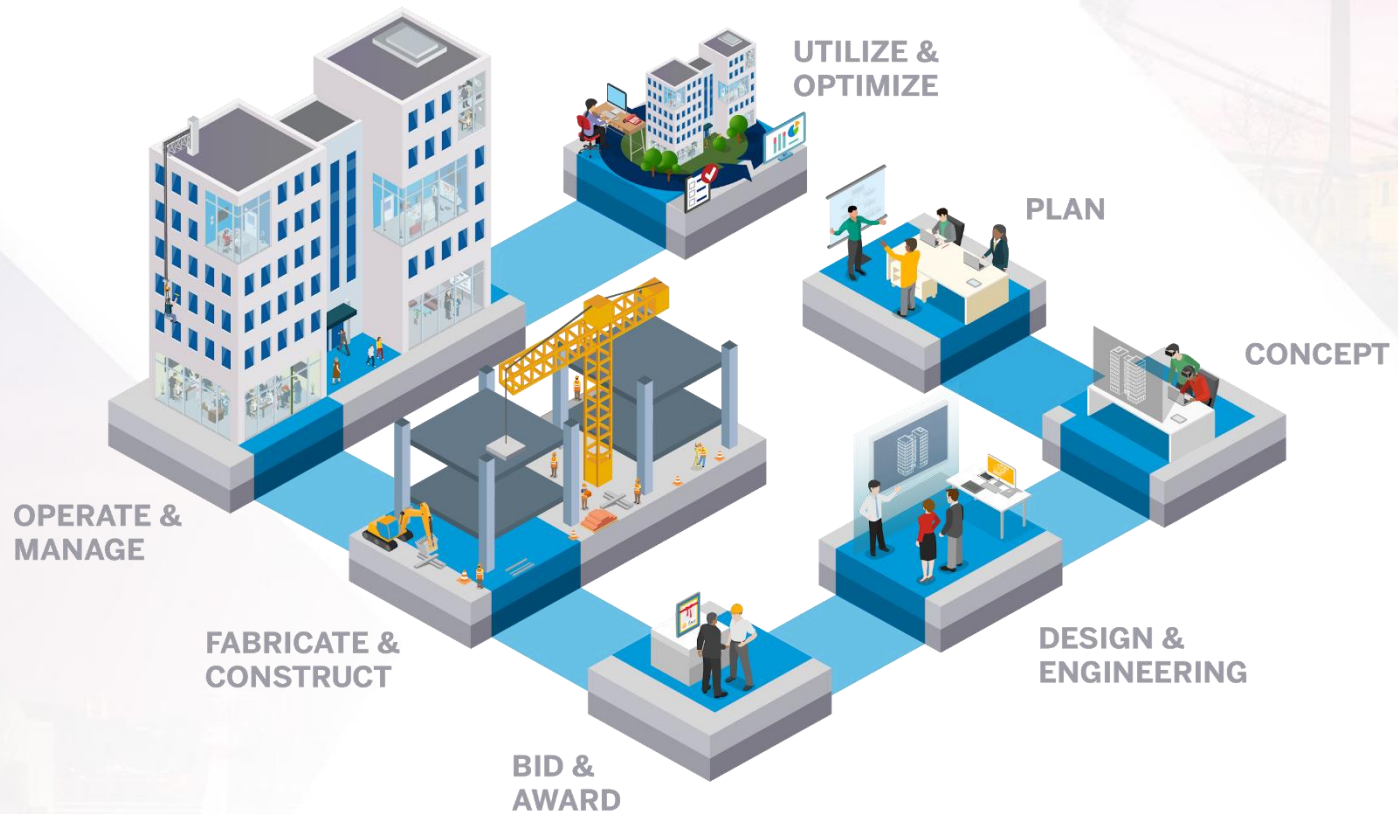
Communicate and manage data across
3D Models, 2D Drawings & Geospatial Data

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Trimble Buildings



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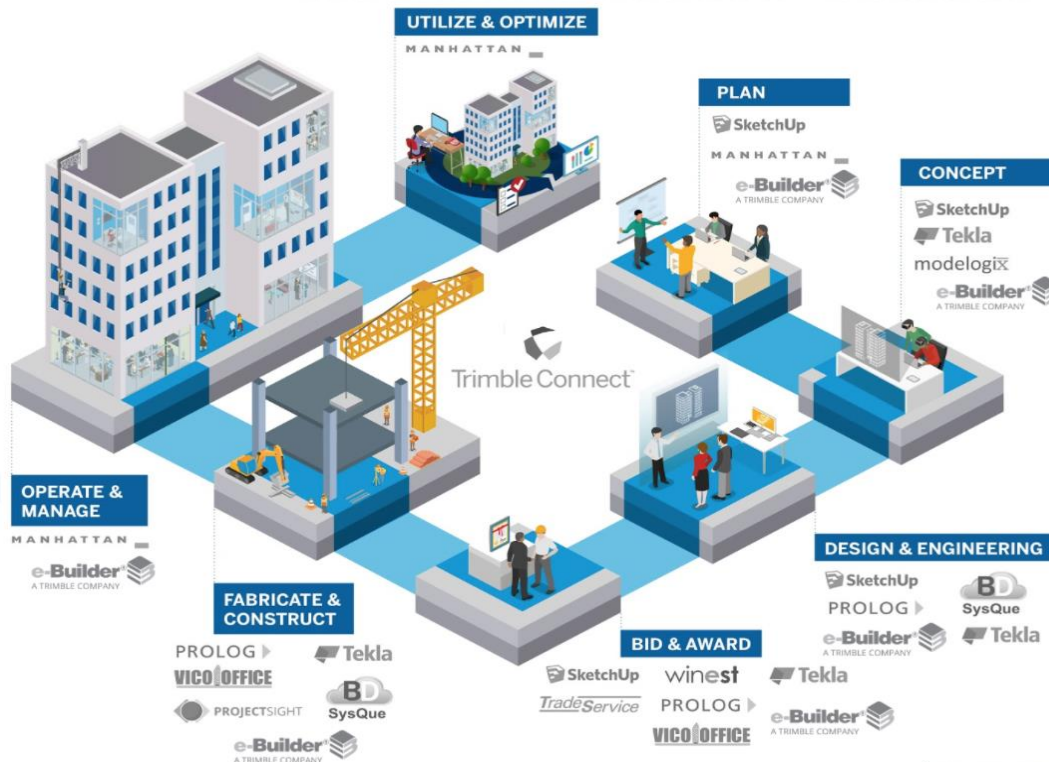


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Covering Entire Project Lifecycle



\$500,000,000

e-Builder

has been acquired by

Trimble

February 2018

\$1,200,000,000

VIEWPOINT

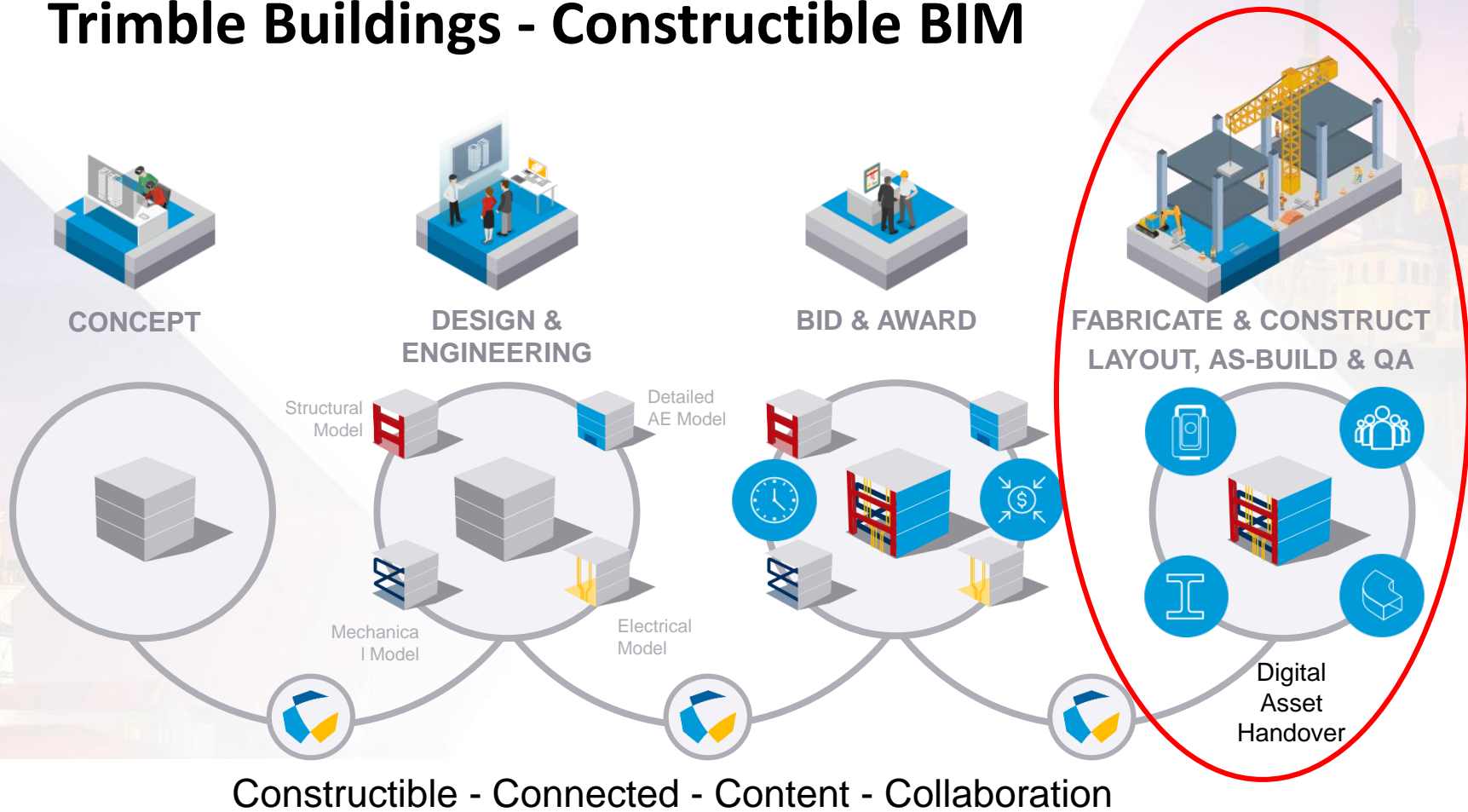
a Bain Capital Private Equity portfolio company

has agreed to be acquired by

Trimble

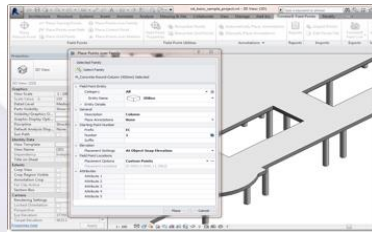
Pending

Trimble Buildings - Constructible BIM

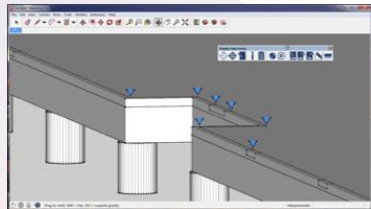


Trimble Buildings – Field Solutions

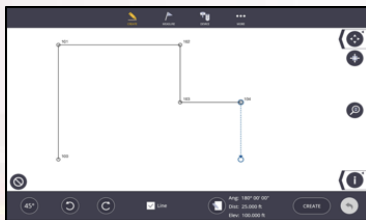
Data Preparation & Analysis



Trimble Field Points for AutoCad & Revit



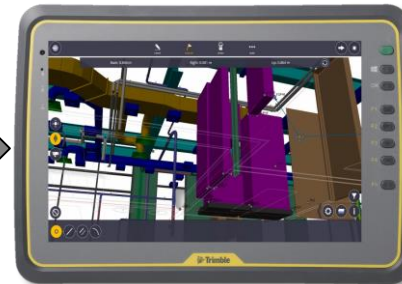
Trimble Field Points for SketchUp



Trimble Field Link Office



TrimbleConnect



Trimble Field Link



TX-series

As-built
QA/QC

Positioning Devices



RPT-series

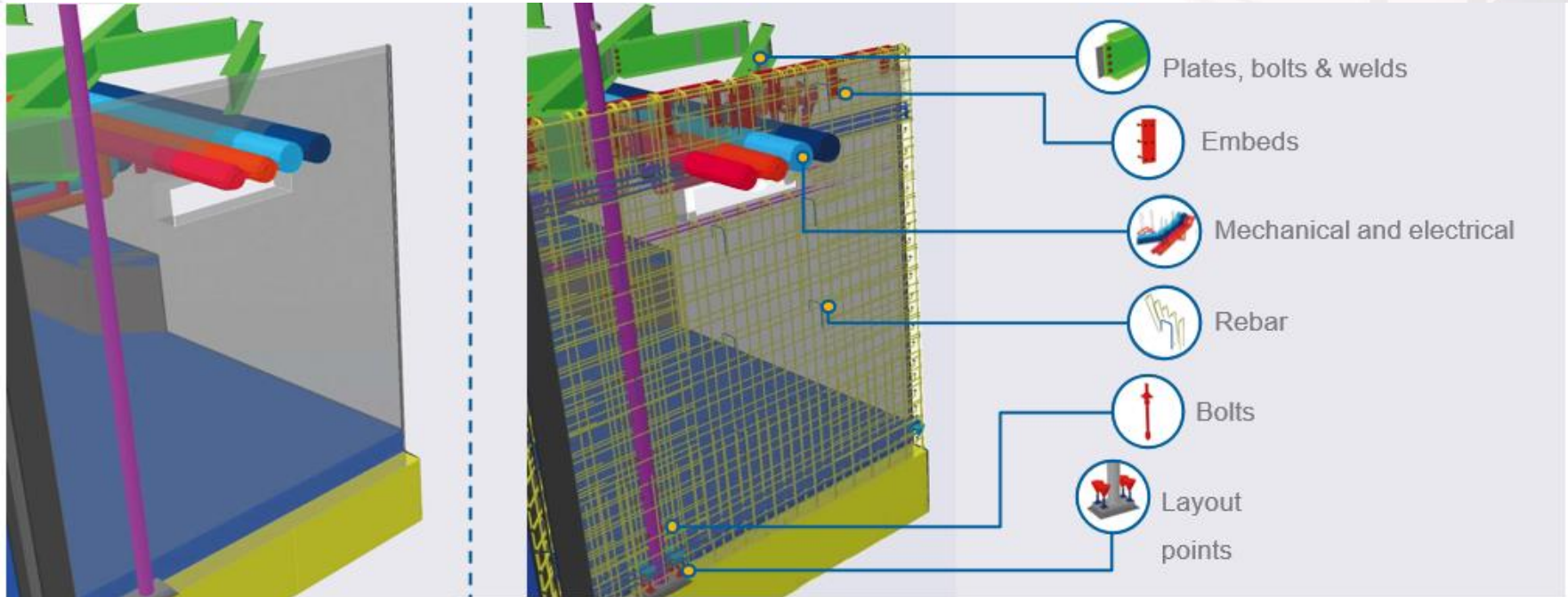


RTS-series



GNSS-series

Trimble Constructible Model has high LOD



Traditional CAD Providers

Trimble Constructible Model

Productivity, Project Duration & Cost Improvement



Building Construction

- 50% Reduction in project duration
- 50% Reduced cost of the field layout
- 80% Increase in accuracy and reduced cost of rework



Operations & Management

- 5% Reduction in Lease Admin
- 30% Reduction in operations and maintenance costs
- 10% Reduction in space planning and management costs



Professional Services

- 15% Reduction to overall cost and schedule
- 50% Reduction in unique building components

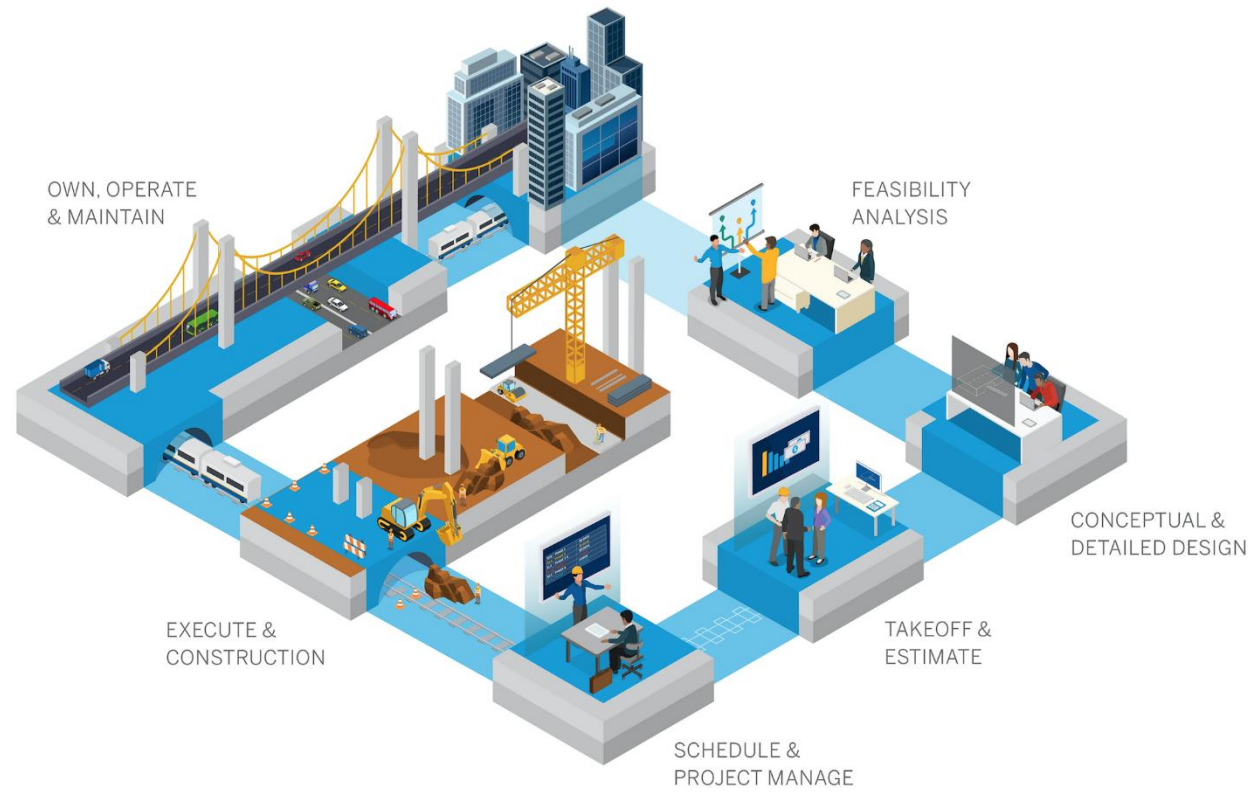
**Data derived through internal Trimble testing and customer interviews*



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Trimble Civil Engineering and Construction



Our Vision

To be the essential ecosystem for the entire lifecycle of *all* of the world's infrastructure

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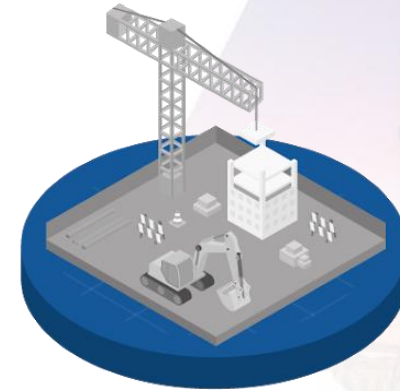
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Execute Construction

Trimble Connected Site® solutions for civil construction projects can significantly improve efficiency and productivity, while minimizing errors, waste and cost at every stage of the project - from planning and design, to construction, operation and maintenance.

- Fleet and Asset Management
- Machine Control
- Site Positioning Systems
- Software Solutions
- Weighing and Monitoring



Civil Construction

- 50%** Reduction in rework
- 50%** Cost savings
- 80%** Increase in accuracy

**Data derived through internal Trimble testing and customer interviews*

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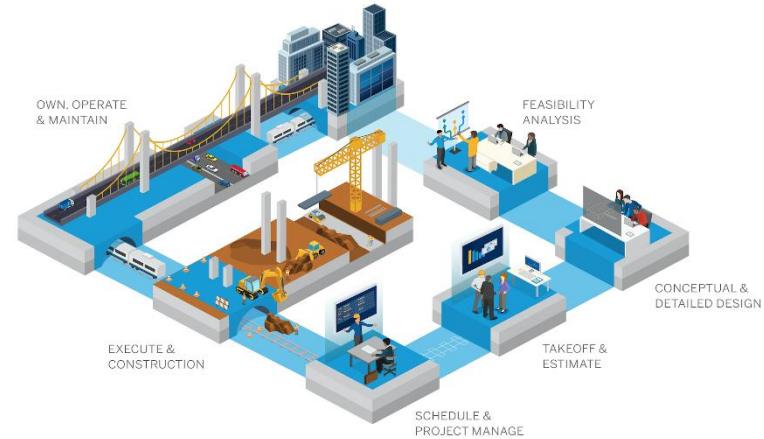
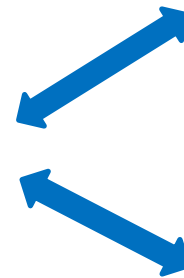
PLATINUM SPONSORS



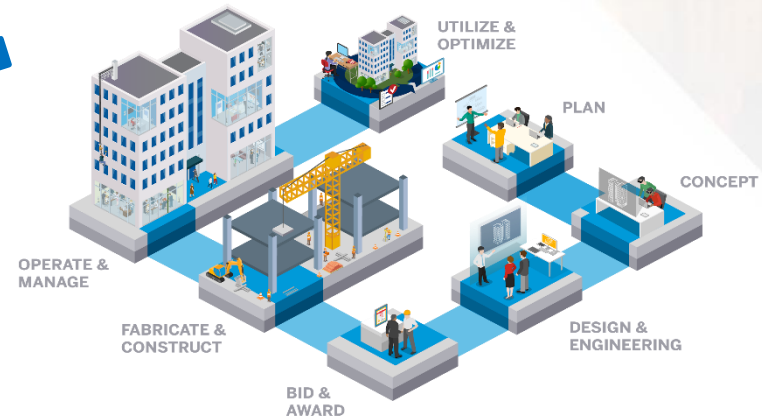
Role of the Geospatial



Geospatial



CEC



Buildings

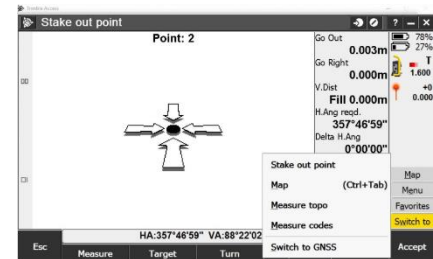
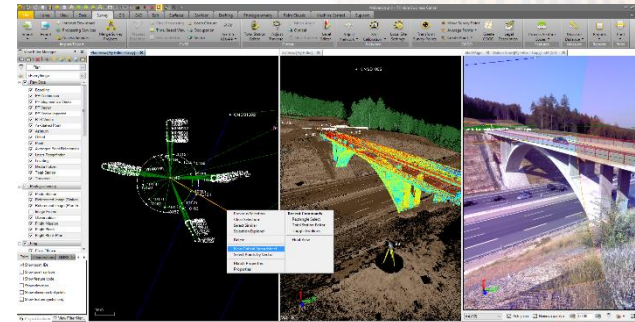
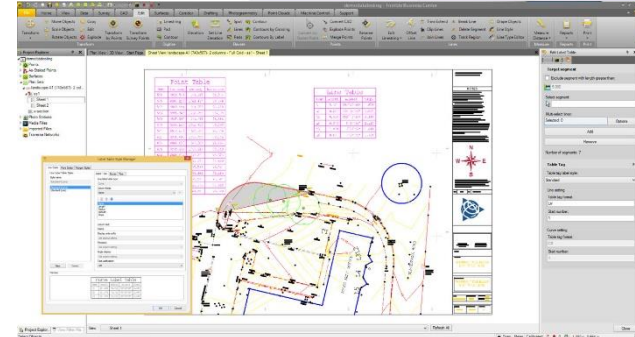
Geospatial Data in BIM

Existing Condition Information

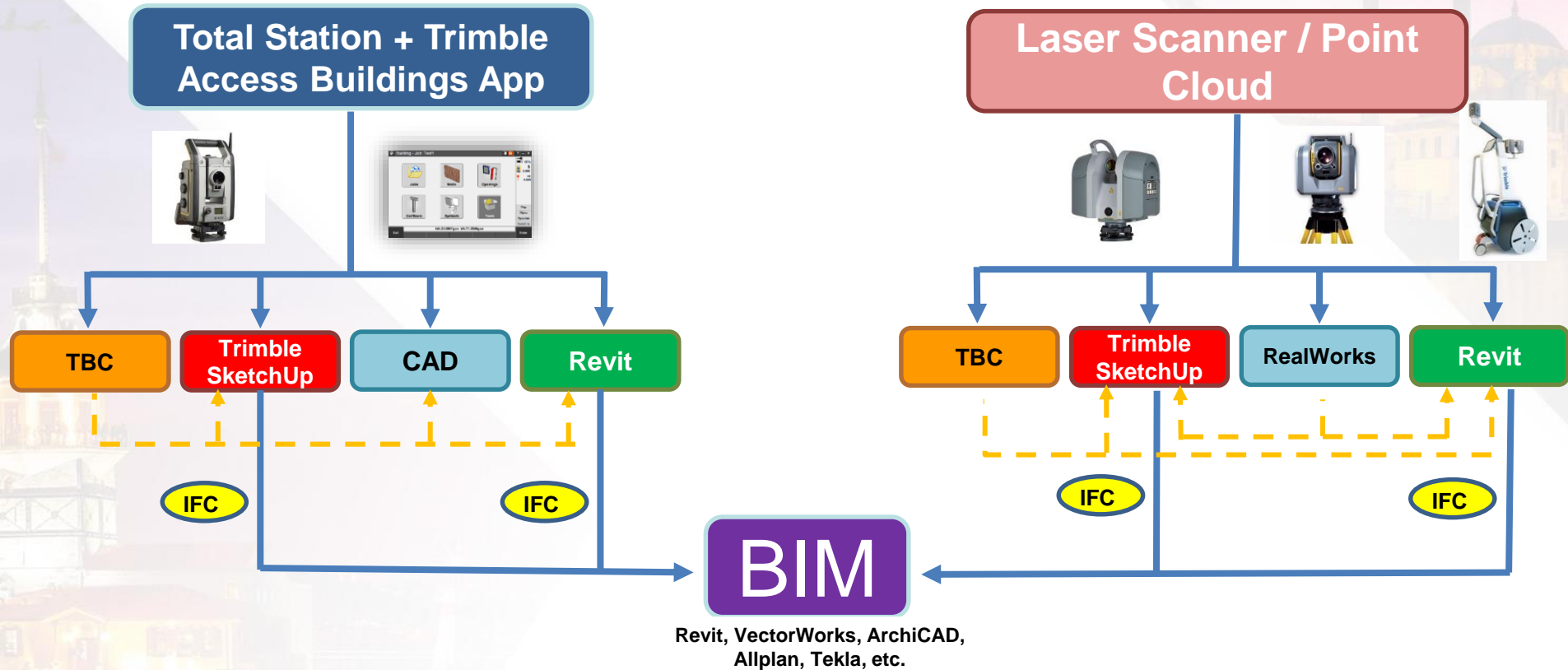
- Traditional deliverables (Level 0)
 - Topographic surveys, DTM
 - Building surveys (floor plans, elevations)

- Intelligent data and models (Level 2+)
 - Point Clouds, imagery
 - 3D models, intelligent models

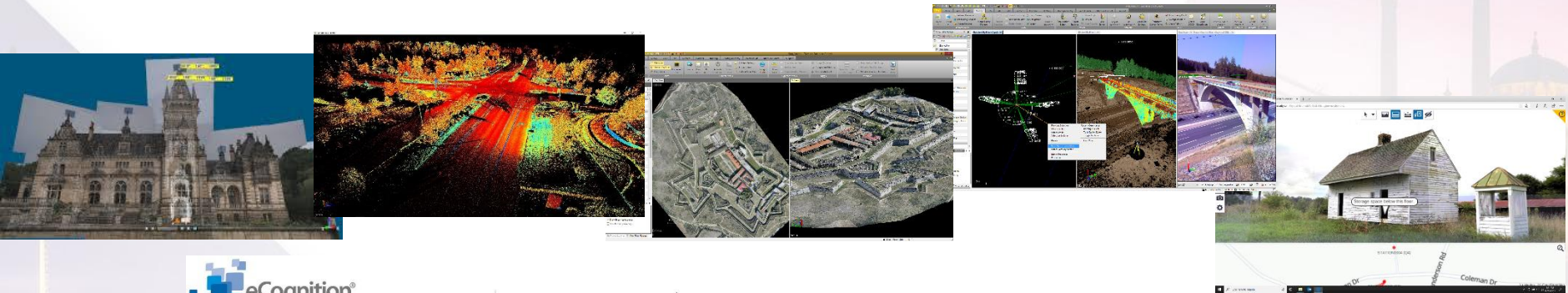
- Visualization and sharing
Demarcation of new constructible models



Workflows - Field to BIM



Preconstruction and As-Built – 3D Growth



2007...
2018

2012

2013

2014

2015

2016

2017

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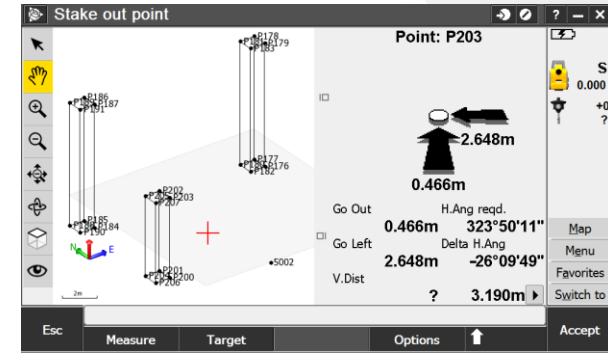
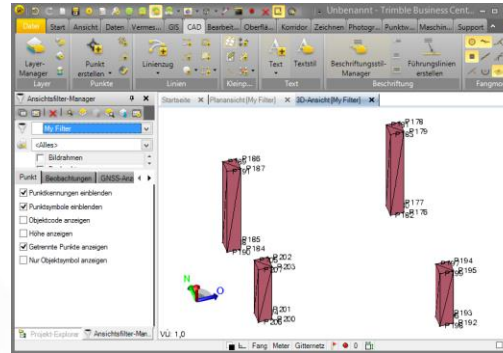
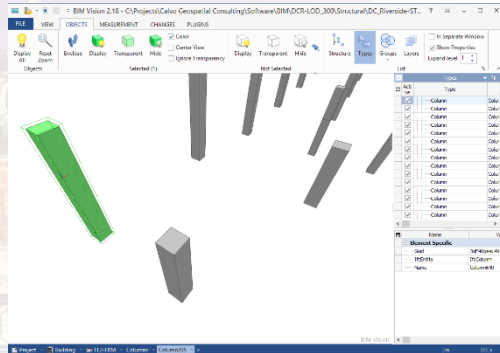
Workflows – BIM to Field

Revit, VectorWorks,
ArchiCAD, Allplan, Tekla,
Connect, etc

BIM

TBC

Trimble Access



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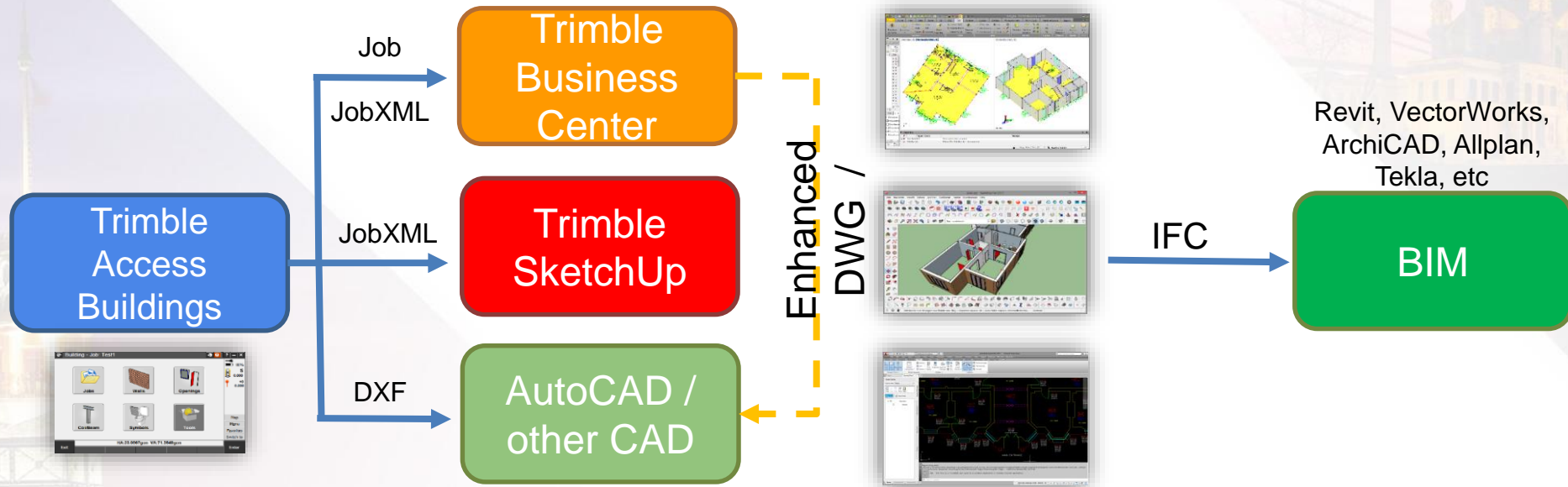
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Workflows - Buildings App for Trimble Access





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Trimble TSC7: Big Screen – Giant Potential



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Expanding Business Opportunity - Surveying Site Layout

Typical Surveyor Scope

- Property corners and lines, Bldg corners, topo's...

Additional items needed and available in BIM:

- Fencing, trailers, stockpiles, laydown area, control point, storm water mgmt, mock up areas, crane pads



Expanding Business Opportunity - Surveying Site Layout

Typical Surveyor Scope

- Utilities 25' - 50' OC with offsets and pins for changes in direction/intersections

Additional items needed and available in BIM:

- As-builts for all utilities including temporary gas, electrical, plumbing, low-volt, irrigation lines

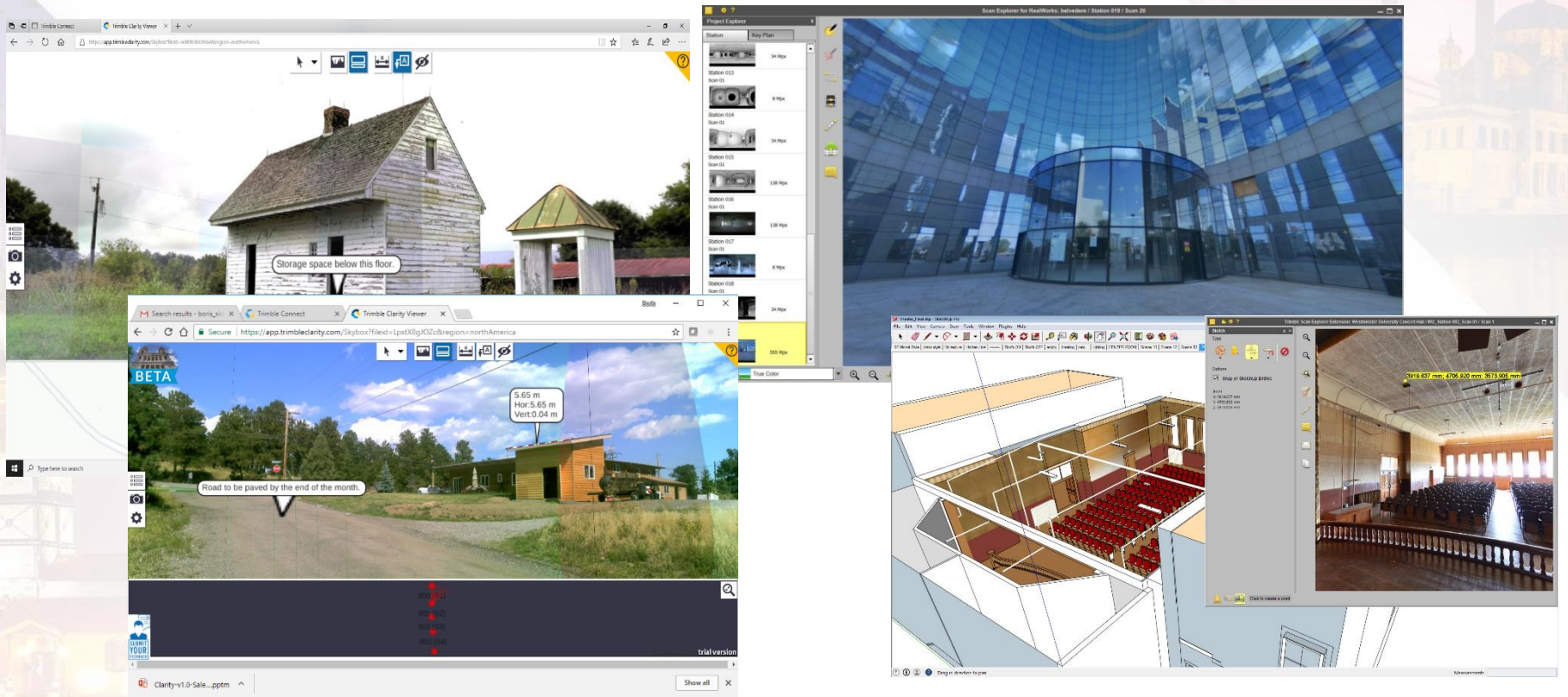




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Selling the Value – Start with Viewers and SketchUp



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Virtual/Augmented/Mixed Reality

- Trimble SketchUp Viewer for HoloLens
 - Collaborate in real-time in the immersive environment
 - Fly around project models, query entities or measure
- Trimble SiteVision
 - High Accuracy Outdoor Data Viewing
 - Combines design information and data with actual environment





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Thank You

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