



— PROCORE + ASA WEBINAR

# Planning For Recovery For SMB Contractors

*May 12, 2021*



# Meet Your Speakers



**Michelle Turner**

Product Marketing Manager  
Procore



**Joelle Macrino**

Procore Administrator  
Scalfo Electric

# Technology Built for People, a Platform Built for Construction

## Built by Construction Pros

**2,100+ construction professionals,** technologists, and advisors who love what you do.

## Success, not Software

**Global Support for all users,** Implementation Services, Account Management, and Training

## Our Employees Come from the Industry

AECOM

CLARK  
CONSTRUCTION

AGC  
THE CONSTRUCTION  
ASSOCIATION

Mortenson

RUDOLPH & SLETTEN

Suffolk

SKANSKA

Turner

LEXICON

FISK  
electric

DPR  
CONSTRUCTION

EJ

PROCORE

**10,000+**

Customers

**1 Million+**

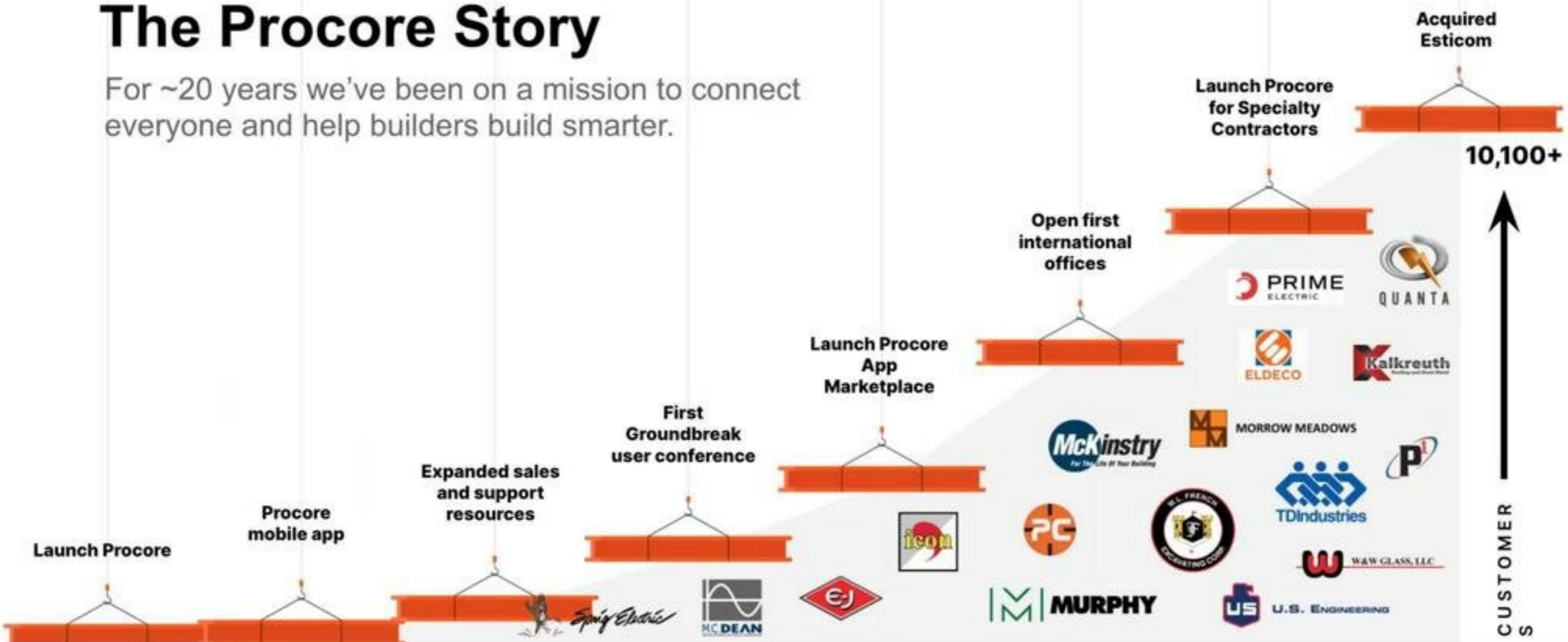
Projects



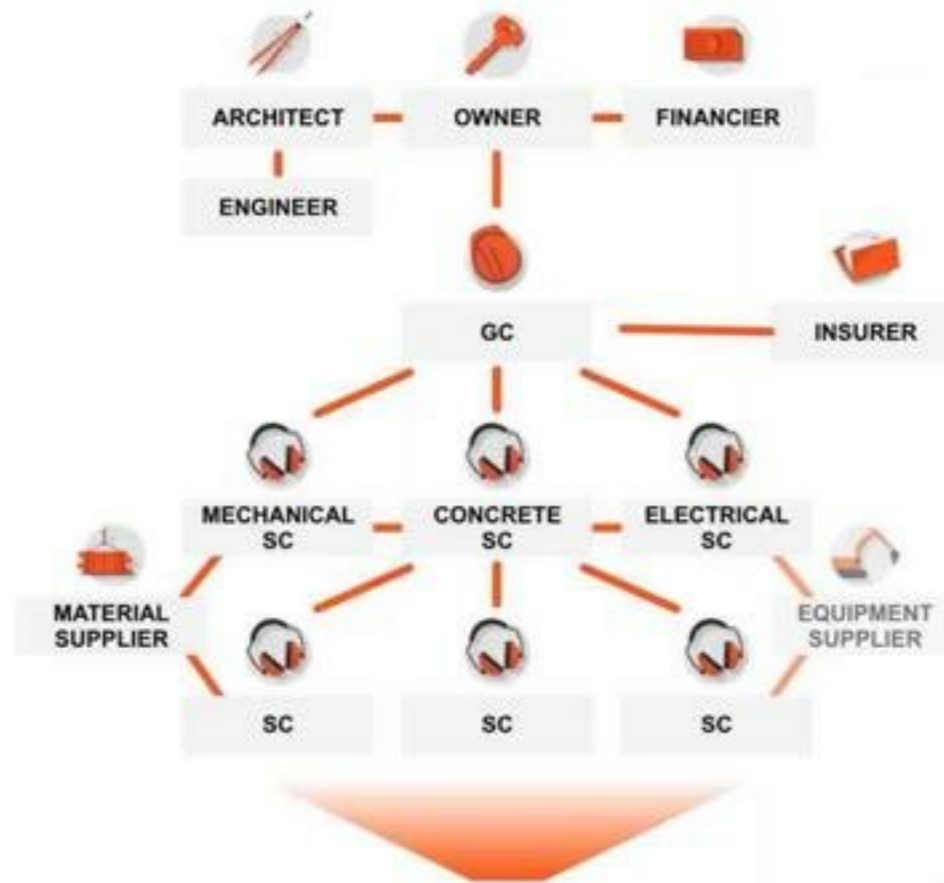


# The Procore Story

For ~20 years we've been on a mission to connect everyone and help builders build smarter.



# Every Project is Increasingly Complex and Unique



Specialty Contractors are **the muscle behind the project** and, therefore, the highest leverage point to improving productivity in the industry with technology.



Residential



Multi-Family



Retail



Commercial



Institutional



Industrial



Healthcare



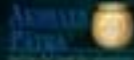
# Improving the Lives of Everyone In Construction



## EMPOWERING OUR PARTNERS

**500+**

Partnerships with Non-Profits,  
Universities, K-12,  
and Trade Unions



## TRAINING FUTURE BUILDERS

**85%**

of Accredited Construction  
Management Programs Teach the  
Procure Platform



## EDUCATING THE COMMUNITY

**170+**

On-Demand Courses  
Online and Training and  
Networking Events



**PROCORE**

Source: American Council for Construction Education.  
Notes: In the US, Procure is used in (77/90 (85.5%)) of accredited construction management programs, as recognized by the ACCE. This includes associate, bachelors, and master programs.

# The key areas that have the biggest impact to profit if better managed or controlled



Daily reporting



Labor productivity



Change management



Financial oversight



Reduce rework



Accurate estimating



Field to office communication





# Disconnected Workflows, Data, and Apps Are Holding Your Teams Back

FIELD

OFFICE





# PROCORE<sup>®</sup> COMMUNITY

+ CONNECTING THE PEOPLE WHO BUILD THE WORLD

## Join Procore Community

Procore Community is the power of a handshake amplified by a global network of Groundbreakers like you.

[community.procore.com](https://community.procore.com)



PUBLIC

Small Business Group







# Fireside Chat





Questions?



**Thank you!**

**PROCORE™**