

BROCHURE

Realize integrated operations using
**LTIMindtree's Construction
360 Solution** powered by
Salesforce platform

Construction is the largest industry in the global economy, accounting for nearly **13%** of the world's GDP. This **\$13.6 trillion industry** is projected to grow steadily over the next 5 years aided by growing infrastructure investments and focused government interventions across all regions. Ironically, construction has historically had the lowest tech spend among the major sectors (**1.7% of revenue** compared to **7.9%** for financial sector). The lack of digitalization in the construction sector meant that the annual increase in productivity, on average, has been only 1% and EBIT margins have been thin around 5% on average despite high business risks.

In recent years, majority of players in the industry have realized the need for digital technologies which will make a positive difference by first identifying operational changes that will improve engineering and field productivity, then defining the digital use cases that will enable those operational changes.

Let's look at some of the fundamental challenges plaguing the EPC companies across regions:

- Lack of an industry specific solution for bid management including effective tender collaboration and bid submission.
- Lack of single point of management for material, equipment, and labor making sourcing decisions complicated.
- Lack of a Centralized Information system to efficiently collaborate, track progress and analyze results.
- Over-reliance on physical documentation and siloed information.
- Scarcity of skilled labor in the labor-intensive sector resulting in potential project delays.
- Multiple stakeholder dependency resulting in complications and delays throughout the processes.

The need of the hour is to have one integrated solution that can act as a single system of record to provide real-time end-to-end visibility into various stages of a Construction project and provide the needed digital infrastructure for adoption of next gen technologies.

LTIMindtree's Salesforce solution for construction companies

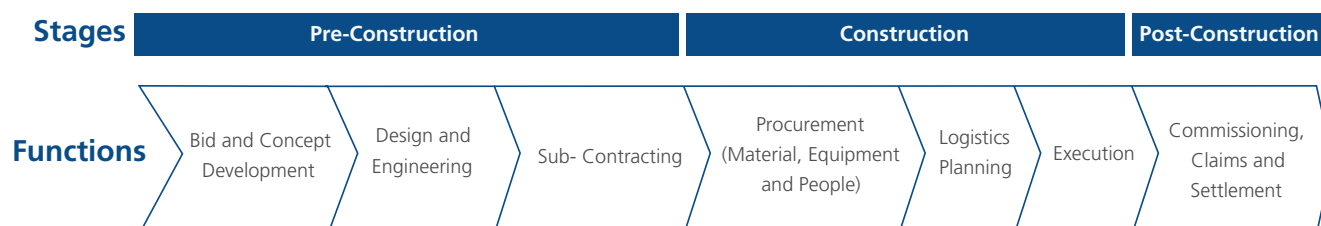
LTIMindtree's Construction 360 powered by Salesforce brings together our understanding of the industry, deep experience in cloud technologies and NxT product suite to deliver a comprehensive platform that helps mitigate the common challenges across the construction value chain that result in significant time and cost overruns and encourage adoption of sustainable practices.

LTIMindtree NxT product suite powering this solution helps in efficient operations across construction activities with reimagined next gen processes, fusing design thinking with cutting edge technologies including IoT, BIM, AR/VR and AI/ML led analytics like computer vision and precise forecasting.

Asset NxT Worker NxT GeoSpatial NxT Project NxT

The solution contains an intelligent ESG layer encompassing advanced analytical, visualization and reporting capabilities to monitor company's environmental impact and assess and analyze adequate action items across the value chain. It also contains energy and fuel optimization use cases which can be directly deployed in construction operations helping reduce the carbon footprint thereby helping earn credits.

LTIMindtree defines the construction value chain as follows:



The Solution supports the main areas of value creation across the project lifecycle, letting the underlying capabilities come together through one integrated platform. The key areas of operations are depicted below with an overview of the use cases.



The Construction 360 solution focuses on areas listed below to help companies achieve holistic operational efficiency across construction value chain.

Core Functional Areas	Bid Management	Client Management	Supplier Management		Project Design and Execution		
	Lead/Opportunity Management	Customer 360 view	Partner 360	Integrated B2B Marketplace	Construction survey		
	Interactions Management	Account / Contact Management	3rd Party Performance Dashboard	Digital Contract Management & sign-off	BIM models / Digital Twin and GIS analytics		
	Einstein Recommendation/ Next Best Action	Customer Stakeholder Relationship Mapping	Supplier Engagement & Self-Service	Manage Contractual Changes	Project 360 – Planning, Tracking & Collaboration		
	Tender generation	Social Media Awareness	Subcontractor Resource Allocation / Capacity Planning	Mobile Experience	Performance and Quality Management		
	Bid Response Collaboration	Resource Mobilization		Asset Operations		Sustainability	
	Bid Price Estimation	Expertise based resource mobilization	Intelligent job/task assignment		Energy and fuel efficiency management		
		Capacity planning (internal and subcontractor)	Virtual support/remote assistance		Integrated Platform Data /Analytics		
		Employee support and self-service	Digital management of jobs and safety protocols		Carbon Accounting Audits		
		Employee onboarding and learning	Deployment & Incident management		Value Chain Analysis for Action Taking		
		Employee analytics					
Supporting Functions	Accounting	Inventory Management	Enterprise Analytics & Reporting		Planning & Forecasting		
	MDM	Supplier Systems	Pricing		HR		

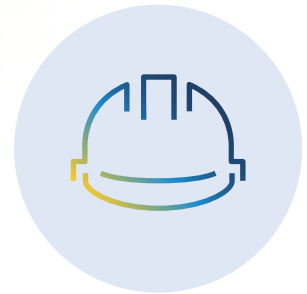
Our solution provides a wide range of benefits as highlighted below:



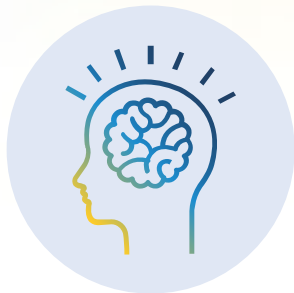
Minimized supplier risks and reduced onboarding time with full visibility on supplier milestones



Improved win ratio through past tender analytics and efficient quoting



Saved manual effort on contracts, collaboration & communication and secure document sharing



Optimal AI /ML based predictive recommendations



Improved bid cycle time from tender to execution



Mitigation of project risk and delays through daily progress & risk tracking



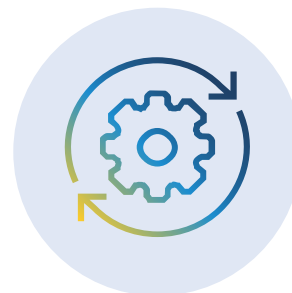
Increased utilization of internal workforce & equipment through better visibility & planning



Lowered supplier costs by selecting best suppliers based on historical performance



Reduced onboarding & intake time for workforce



Optimized Asset utilization while anticipating service needs for safety and inspection tracking

Interested?

Please connect with us at info@ltimindtree.com. We would love to get in touch with you.

Explore our [Salesforce Offerings](#).

References

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<https://www.mckinsey.com/~/media/mckinsey/business%20functions/operations/our%20insights/reinventing%20construction%20through%20a%20productivity%20revolution/mgi-reinventing-construction-executive-summary.pdf>

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Allied Market Research, Deloitte and GlobalData reports.



Take your business to the ***future, faster.***

Leverage LTIMindtree's partnership with Salesforce.

LTIMindtree is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700 clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by 84,000+ talented and entrepreneurial professionals across more than 30 countries, LTIMindtree—a Larsen & Toubro Group company—combines the industry-acclaimed strengths of erstwhile Larsen and Toubro Infotech and Mindtree in solving the most complex business challenges and delivering transformation at scale. For more information, please visit <https://www.ltimindtree.com>.