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.

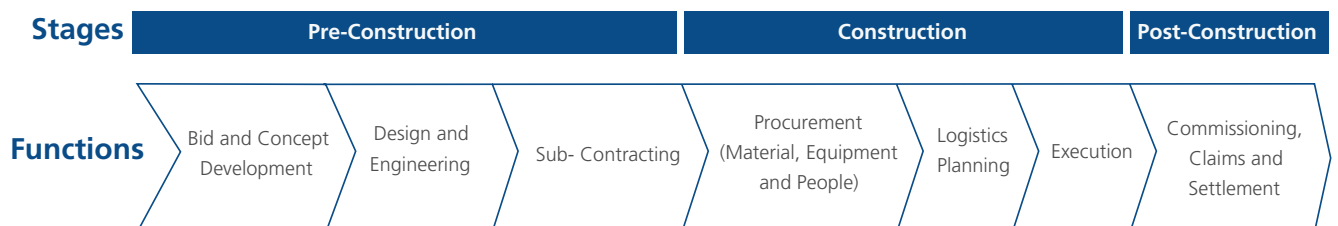# LTIMindtree's Salesforce solution for construction companies

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.
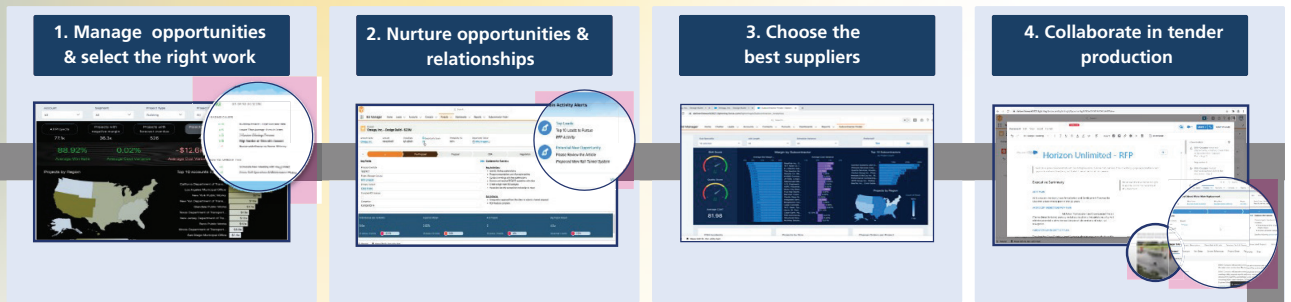
Asset NxT   Worker NxT   GeoSpatial NxT   Project NxT

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:

Stages	Pre-Construction			Construction			Post-Construction
Functions	Bid and Concept Development	Design and Engineering	Sub- Contracting	Procurement (Material, Equipment and People)	Logistics Planning	Execution	Commissioning, Claims and Settlement

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.
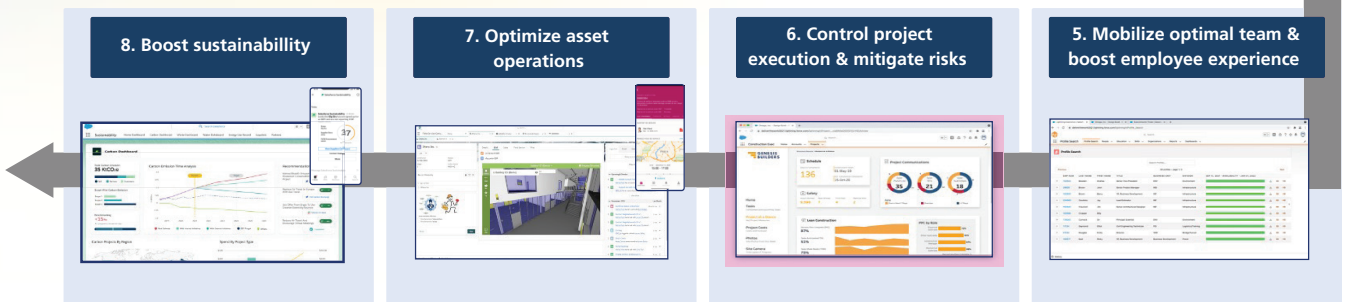
1. Manage opportunities & select the right work	2. Nurture opportunities & relationships	3. Choose the best suppliers	4. Collaborate in tender production

Win the work

Manage the business

Deliver the work

8. Boost sustainabillity	7. Optimize asset operations	6. Control project execution & mitigate risks	5. Mobilize optimal team & boost employee experience

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

- Lead/Opportunity Management
- Interactions Management
- Einstein Recommendation/ Next Best Action
- Tender generation
- Bid Response Collaboration
- Bid Price Estimation

Client Management

- Customer 360 view
- Account / Contact Management
- Customer Stakeholder Relationship Mapping
- Social Media Awareness

Supplier Management

- Partner 360
- Integrated B2B Marketplace
- 3rd Party Performance Dashboard
- Digital Contract Management & sign-off
- Supplier Engagement & Self-Service
- Manage Contractual Changes
- Subcontractor Resource Allocation / Capacity Planning
- Mobile Experience

Project Design and Execution

- Construction survey
- BIM models / Digital Twin and GIS analytics
- Project 360 – Planning, Tracking & Collaboration
- Performance and Quality Management
- Equipment & Material Tracking
- Structured Claims Management
- Payment Digitization

Resource Mobilization

- Expertise based resource mobilization
- Capacity planning (internal and subcontractor)
- Employee support and self-service
- Employee onboarding and learning
- Employee analytics

Asset Operations

- Intelligent job/task assignment
- Virtual support/remote assistance
- Digital management of jobs and safety protocols
- Deployment & Incident management

Sustainability

- Energy and fuel efficiency management
- Integrated Platform Data /Analytics
- Carbon Accounting Audits
- Value Chain Analysis for Action Taking

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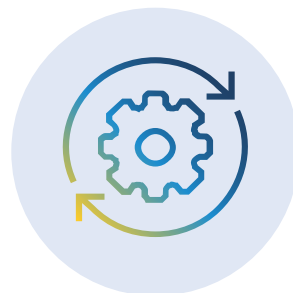
Increased utilization of internal workforce & equipment through better visiblity & planning

Reduced onboarding & intake time for workforce

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

Lowered supplier costs by selecting best suppliers based on historical performance

Interested?

Please connect with us at **info@ltimindtree.com**. We would love to get in touch with you.
Explore our **Salesforce Offerings**.

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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.**