

IT Survey

General Contractors

**Institute of Certified Construction Industry
Financial Professionals**

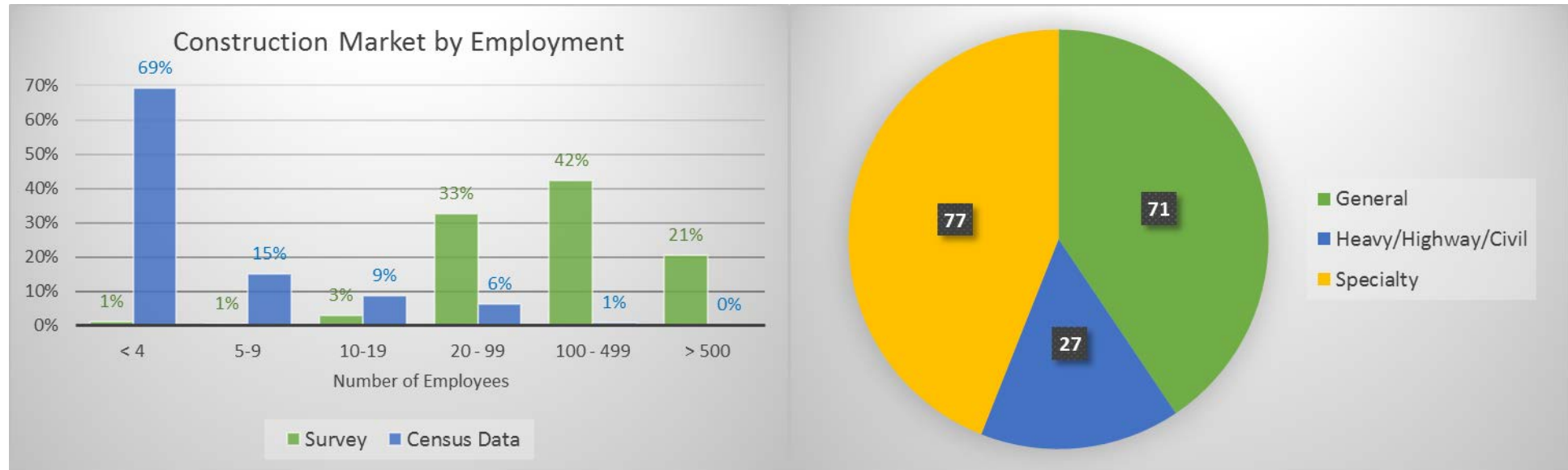
December 14, 2015

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Founder, ShareMyToolbox*

Survey Sample

The survey was emailed November 10th, 2015 to 950 CCIFPs and we received 95 responses. It was also posted on the CFMA forum on November 20th with exposure to 7000 members and we received an additional 80 responses. The survey was closed on December 7th with 175 respondents as follows:

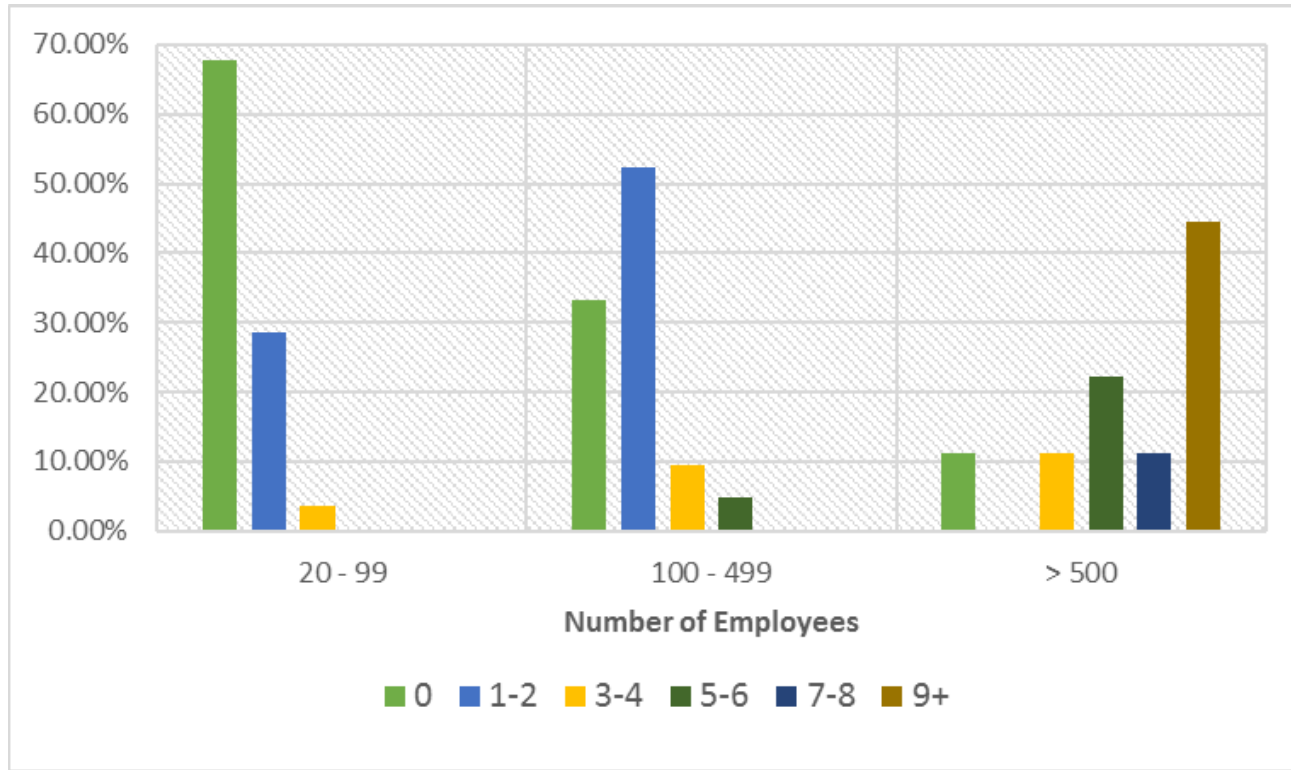


Since the sample was targeted at CFMA membership and CCIFPs, the results are skewed towards larger contractors and do not represent the market in general according to the last US government census. *Note that due to the small sample sizes, data for companies with fewer than 20 employees may be statistically irrelevant.*

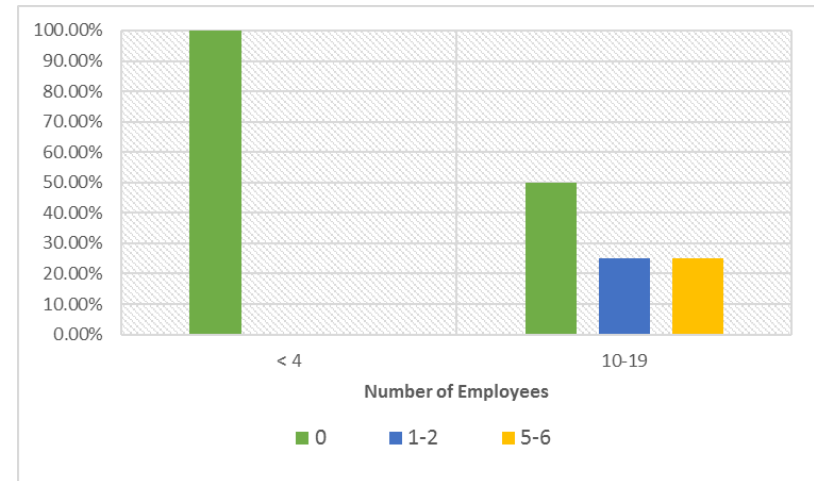
Note: this portion of the survey looks at the General Contractor segment only with 71 respondents.

How many full-time equivalents (FTEs) do you have on your IT staff?

Answered: 63 Skipped: 8

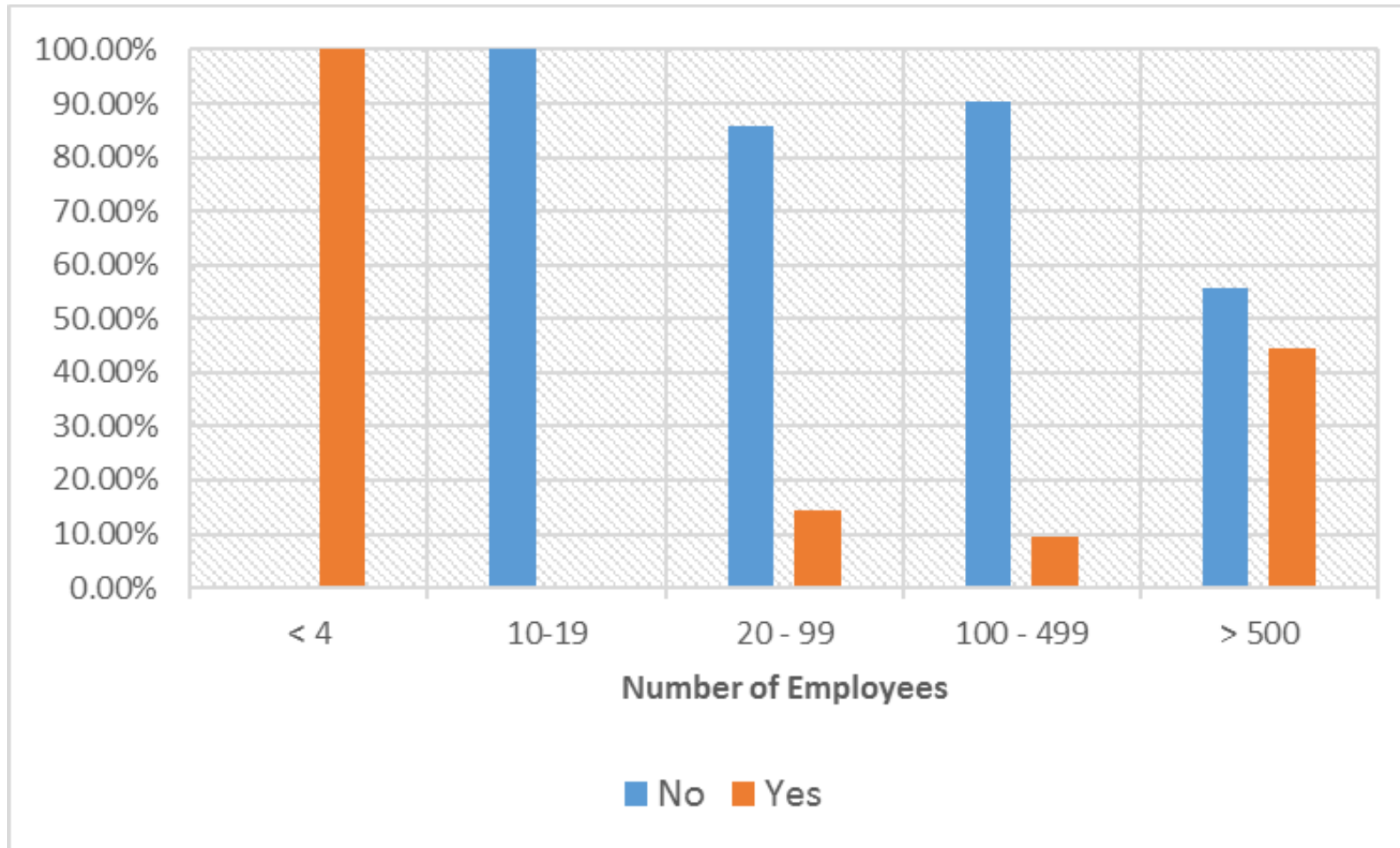


Due to chart readability, companies with fewer than 20 employees are shown separately below.



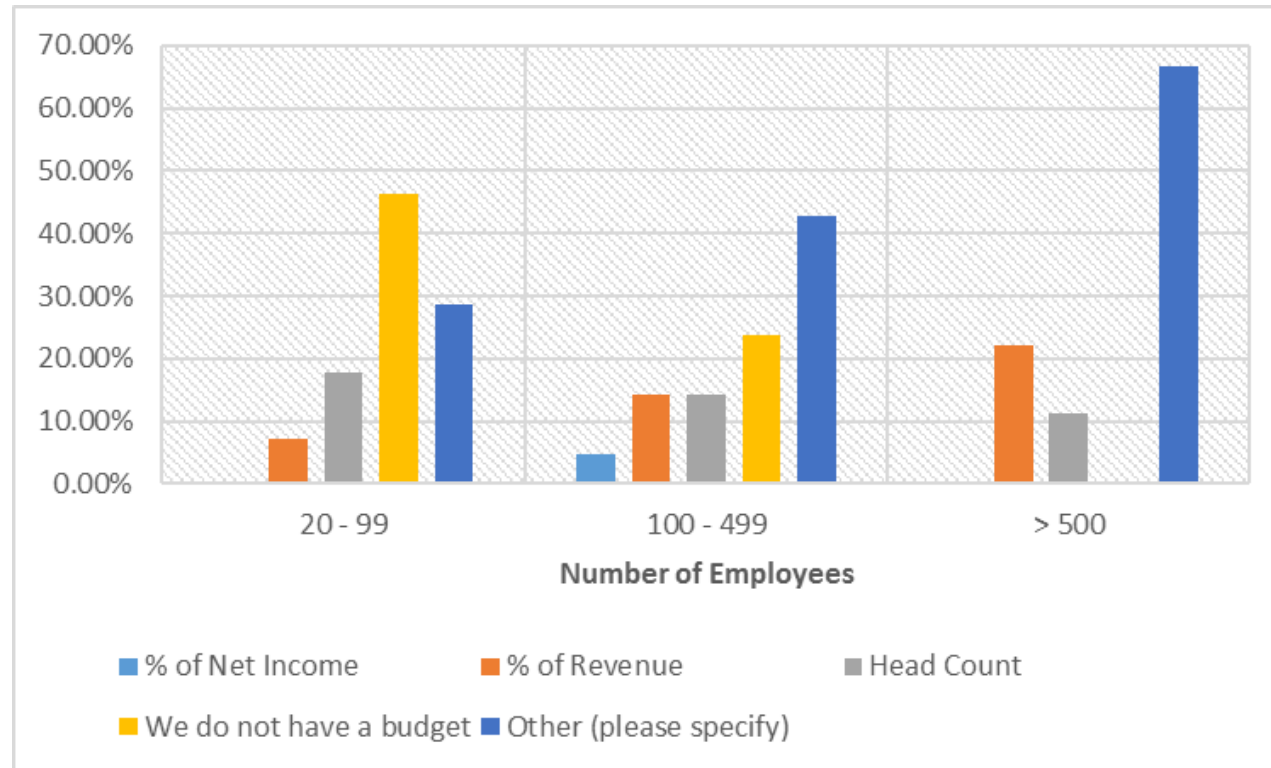
Do you have a Chief Information/Technology Officer (CIO/CTO) focused on strategy?

Answered: 63 Skipped: 8



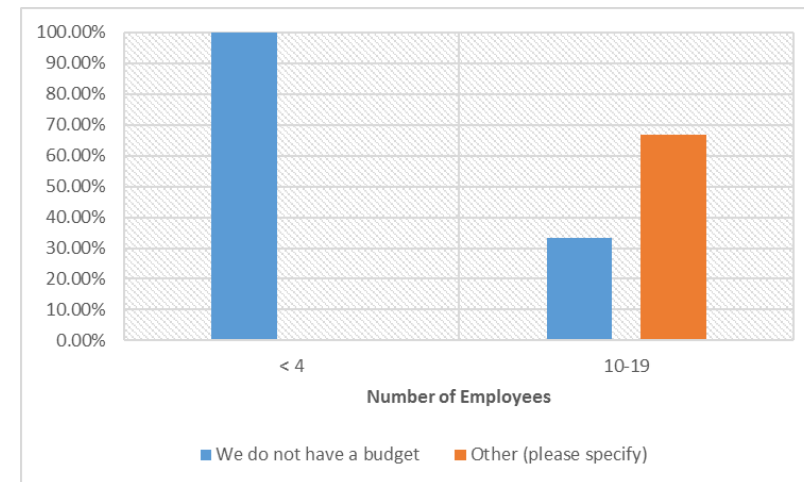
How do you determine your annual budget for IT expenditures?

Answered: 62 Skipped: 9



The “other” responses are outlined on the following page.

Due to chart readability, companies with fewer than 20 employees are shown separately below.



How do you determine your annual budget for IT expenditures?

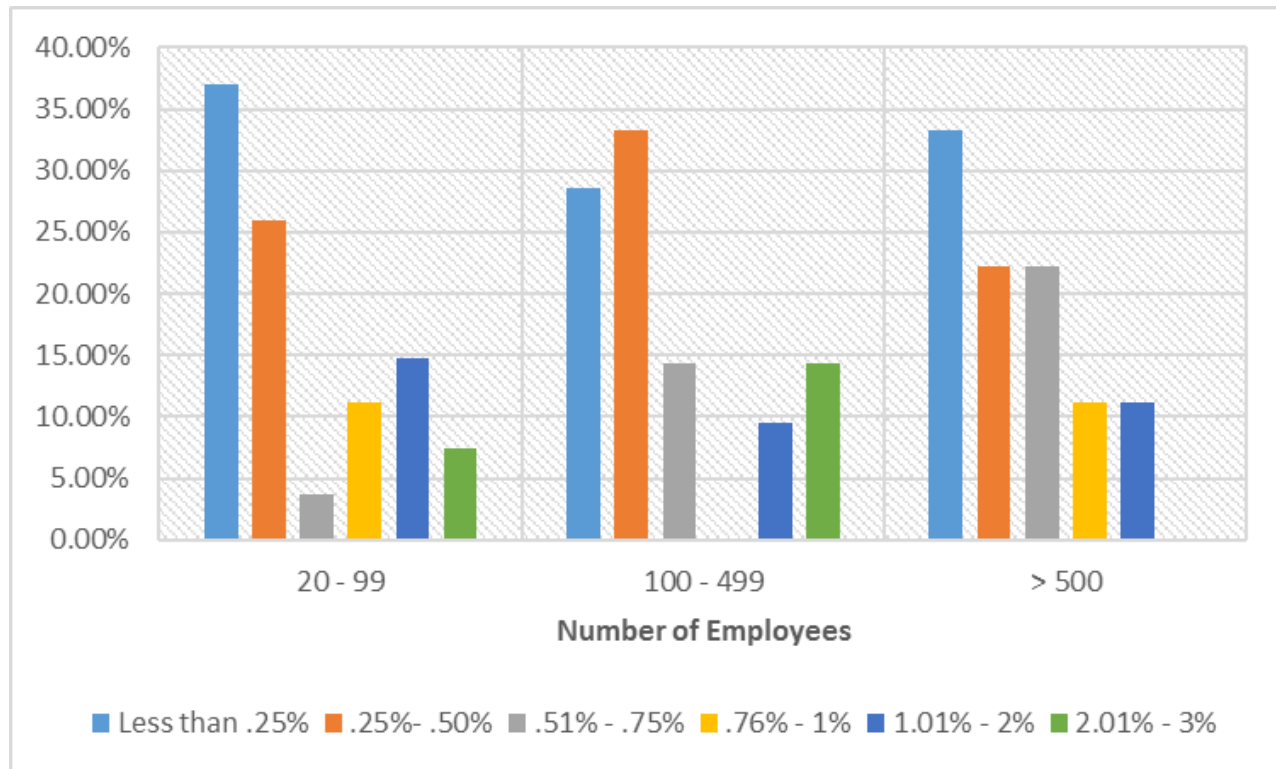
Answered: 62 Skipped: 9

25 respondents selected “other” for how they determine their annual budget. Here are the summarized responses:

- (16) Based on projected needs or specific projects; departmental planning
- (6) Year over year (historical) costs, last year’s budget and/or recurring costs
- (2) A combination of year over year plus specific projects
- (1) IT is outsourced and fixed

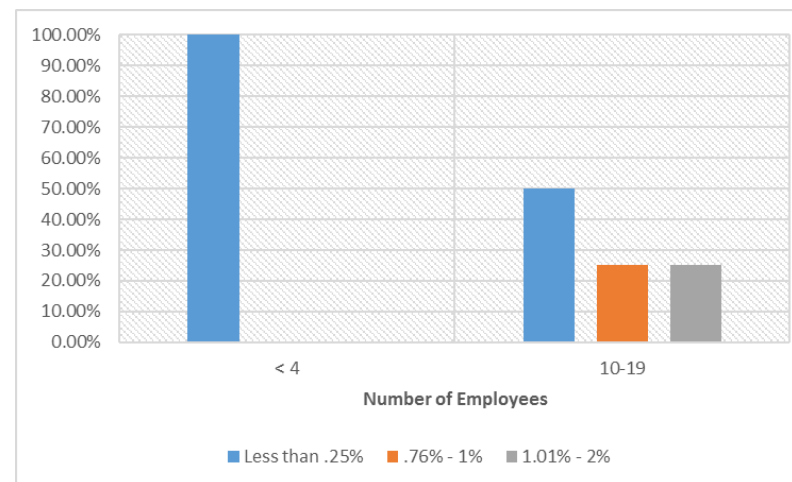
Considering your answer to the previous question, what percentage of your revenue is spent on IT?

Answered: 62 Skipped: 9



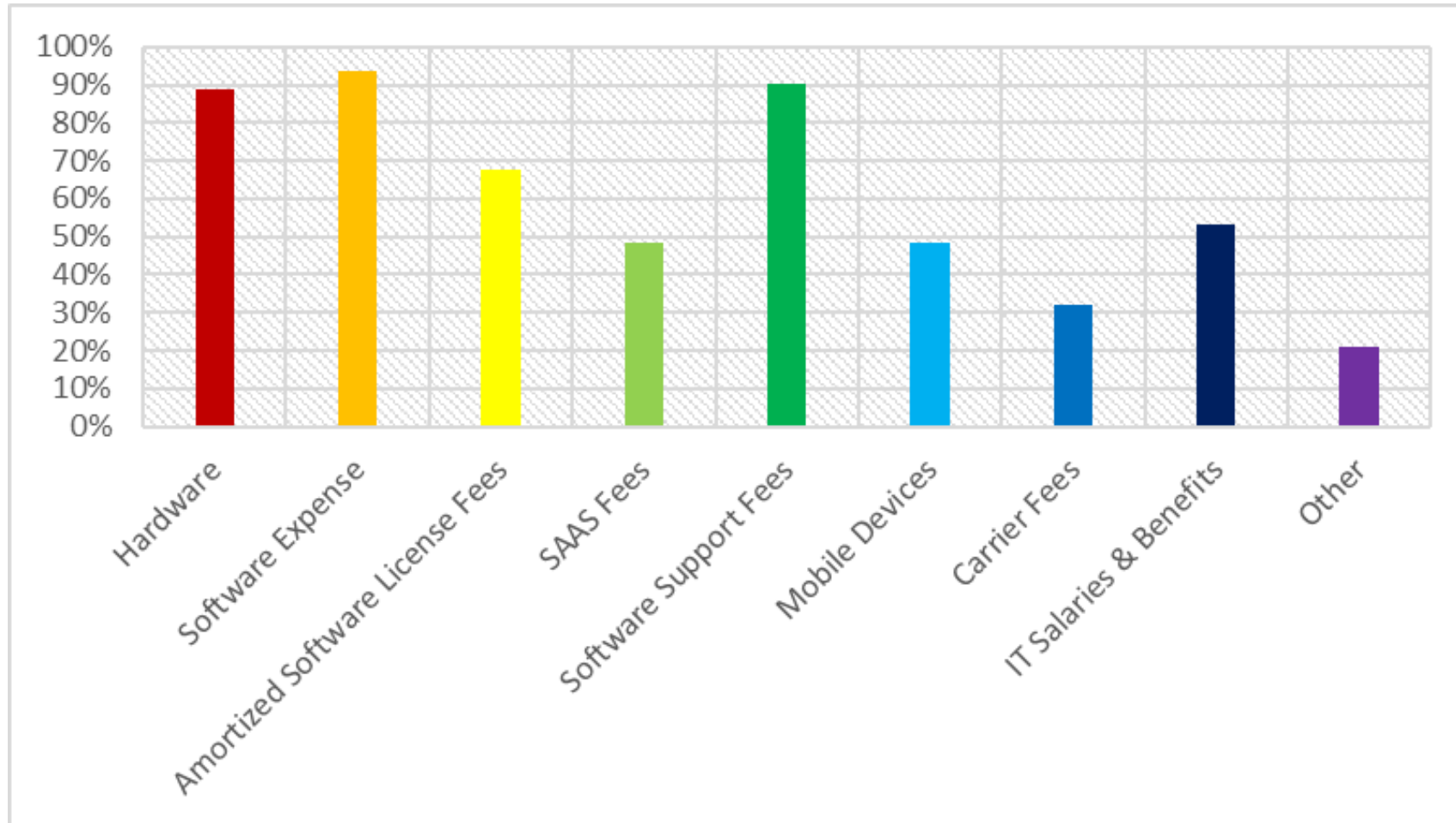
The data shows that the majority of companies are spending much less than 1% of revenues on IT.

Due to chart readability, companies with fewer than 20 employees are shown separately below.



What items do you consider as part of your overall IT budget?

Answered: 62 Skipped: 9



Due to the number of answer choices, this chart does not show companies by size. The “other” responses are outlined on the following page.

What items do you consider as part of your overall IT budget?

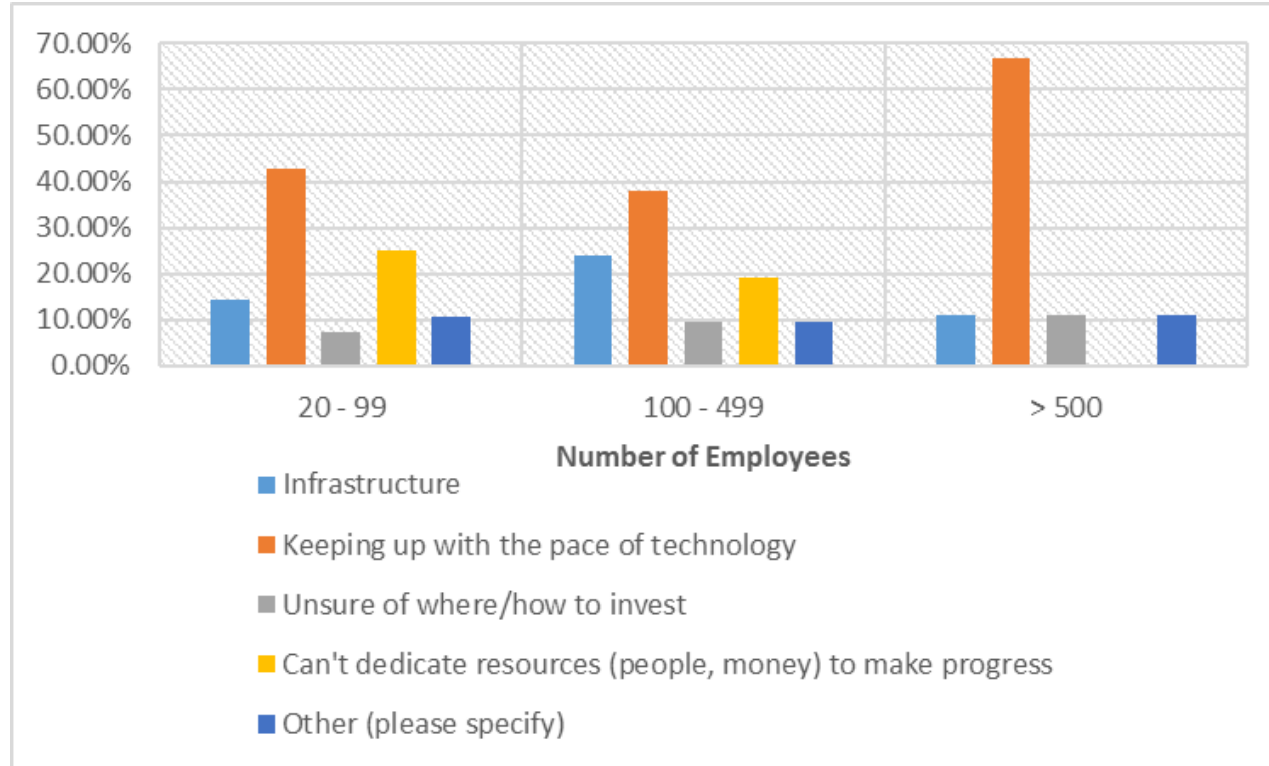
Answered: 62 Skipped: 9

13 respondents selected “other” for what they include in their IT budget. Here are the summarized responses:

- (8) Outsourced services, consultants and other 3rd party resources
- (2) Hosting services and other miscellaneous infrastructure costs
- (1) We have no budget
- (2) Hardware, software, copiers (should have been included in a selection)

What do you feel is your biggest challenge related to IT? Check all that apply.

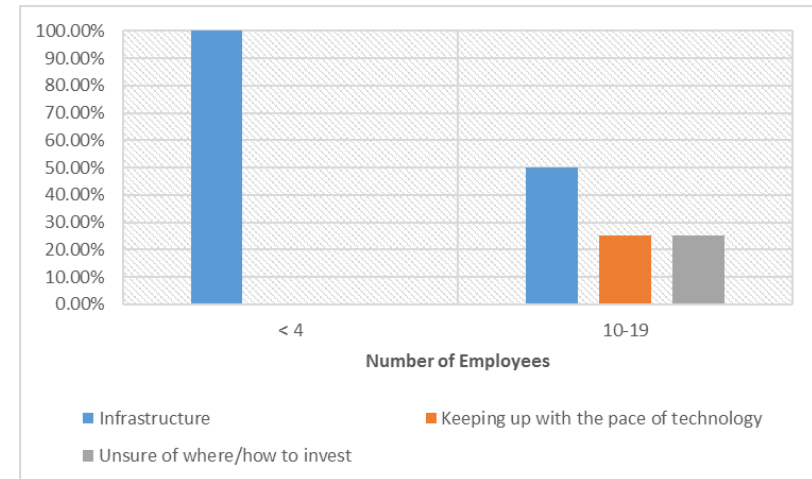
Answered: 63 Skipped: 8



Keeping up with the pace of change in technology is the biggest challenge for most companies.

The “other” responses are outlined on the following page.

Due to chart readability, companies with fewer than 20 employees are shown separately below.



What do you feel is your biggest challenge related to IT?

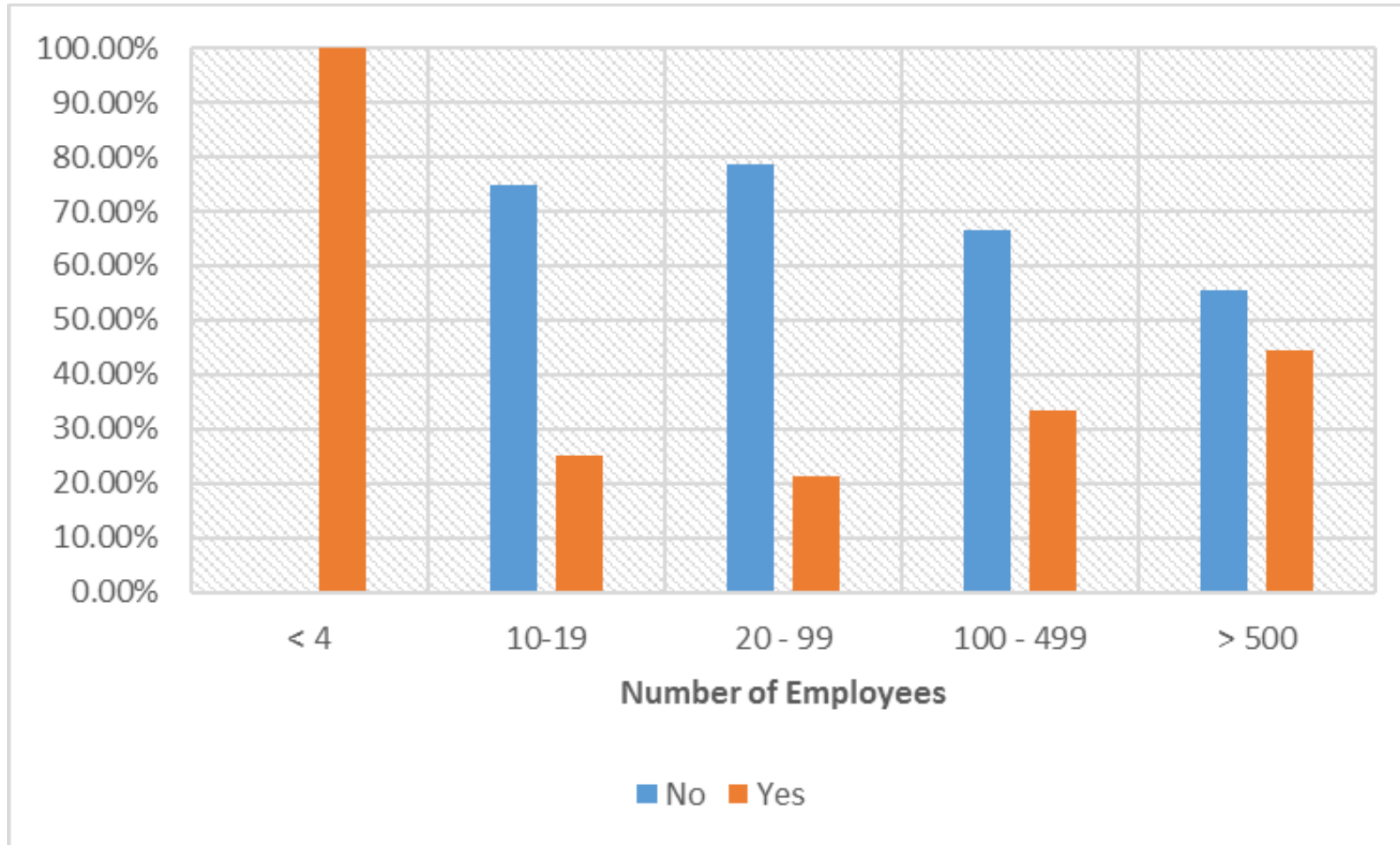
Answered: 63 Skipped: 8

6 respondents selected “other” for their biggest challenge related to IT. Here are the summarized responses:

- (3) Hardware and software changes/lifecycle and finding products to fit needs
- (1) Training or educating employees and getting them to adopt new technology
- (1) Finding competent and knowledgeable staff
- (1) New employees technology demands

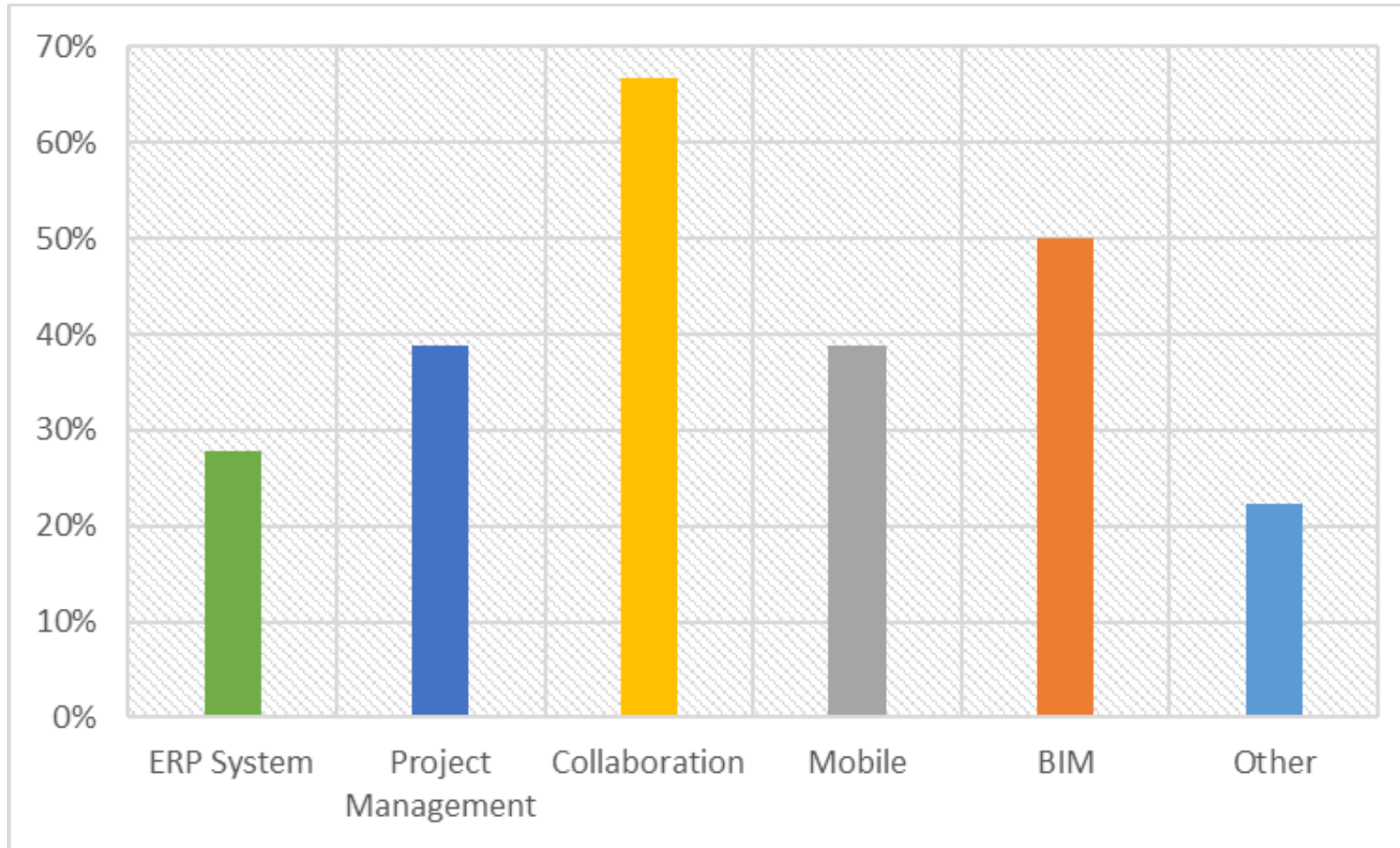
Have you gotten pressure from your customer base to invest in technology?

Answered: 63 Skipped: 8



In which technologies have your customers encouraged you to invest? Check all that apply.

Answered: 18 Skipped: 1



The “other” responses are outlined on the following page.

In which technologies have your customers encouraged you to invest? Check all that apply.

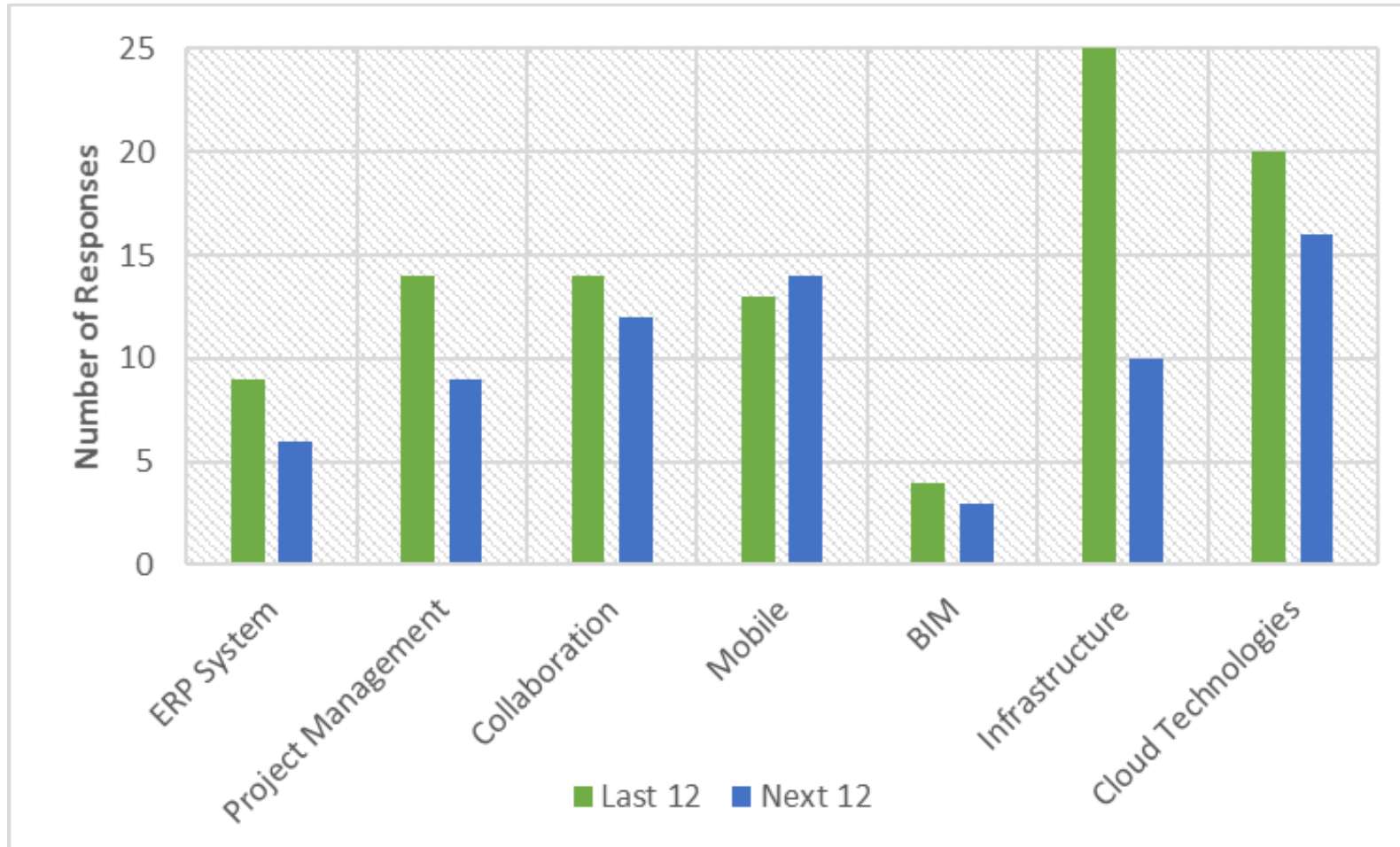
Answered: 18 Skipped: 1

4 respondents selected “other” for technologies customers encouraged them to invest in. Here are the summarized responses:

- (2) Scheduling or document management software
- (1) GPS, Telematics, etc. for heavy equipment
- (1) Additional specialized ERP functionality

Have you recently implemented a large IT-related project in the last 6-12 months or do you plan to in the next 6-12 months? Check all that apply.

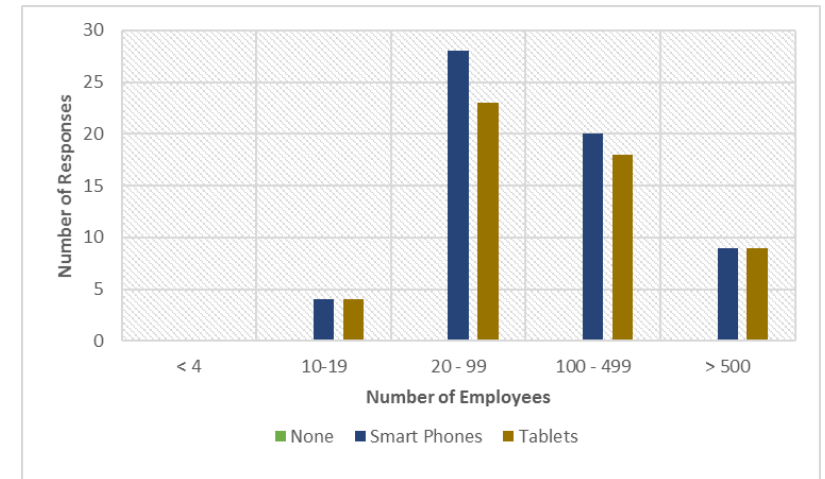
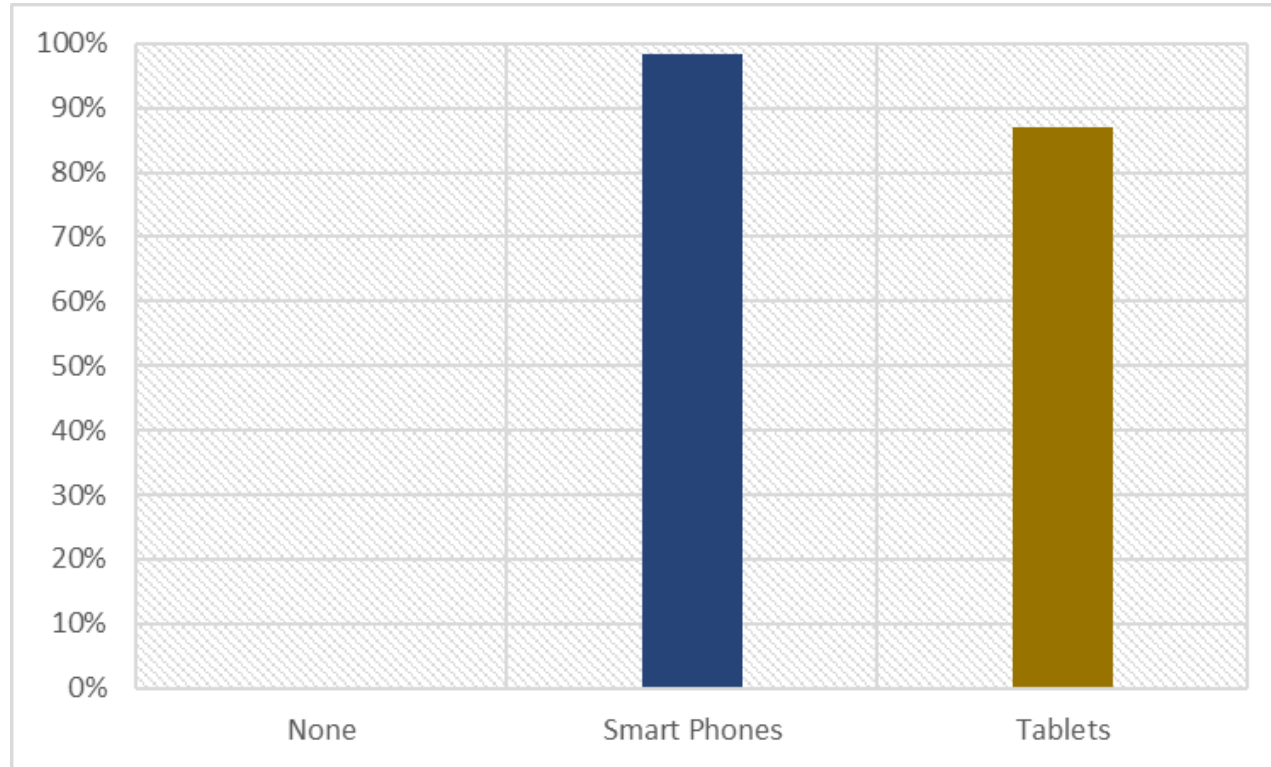
Last 12 Months-Answered: 46 Skipped: 25 Next 12 Months-Answered: 39 Skipped: 32



No significant changes other than a dramatic drop in planned infrastructure investment.

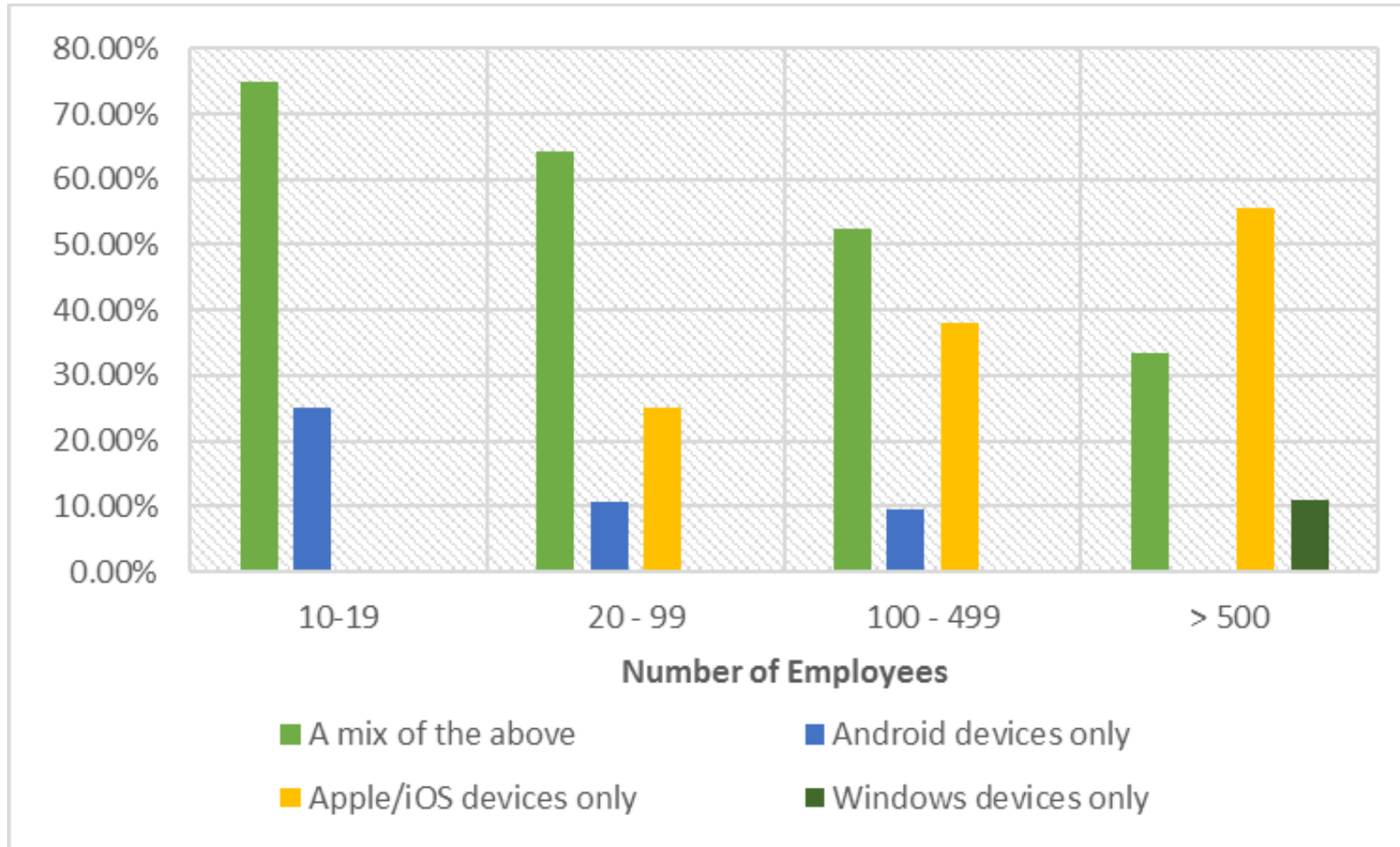
What mobile devices do you currently use in the field? Check all that apply.

Answered: 62 Skipped: 9



What best describes the types of mobile devices you use in the field?

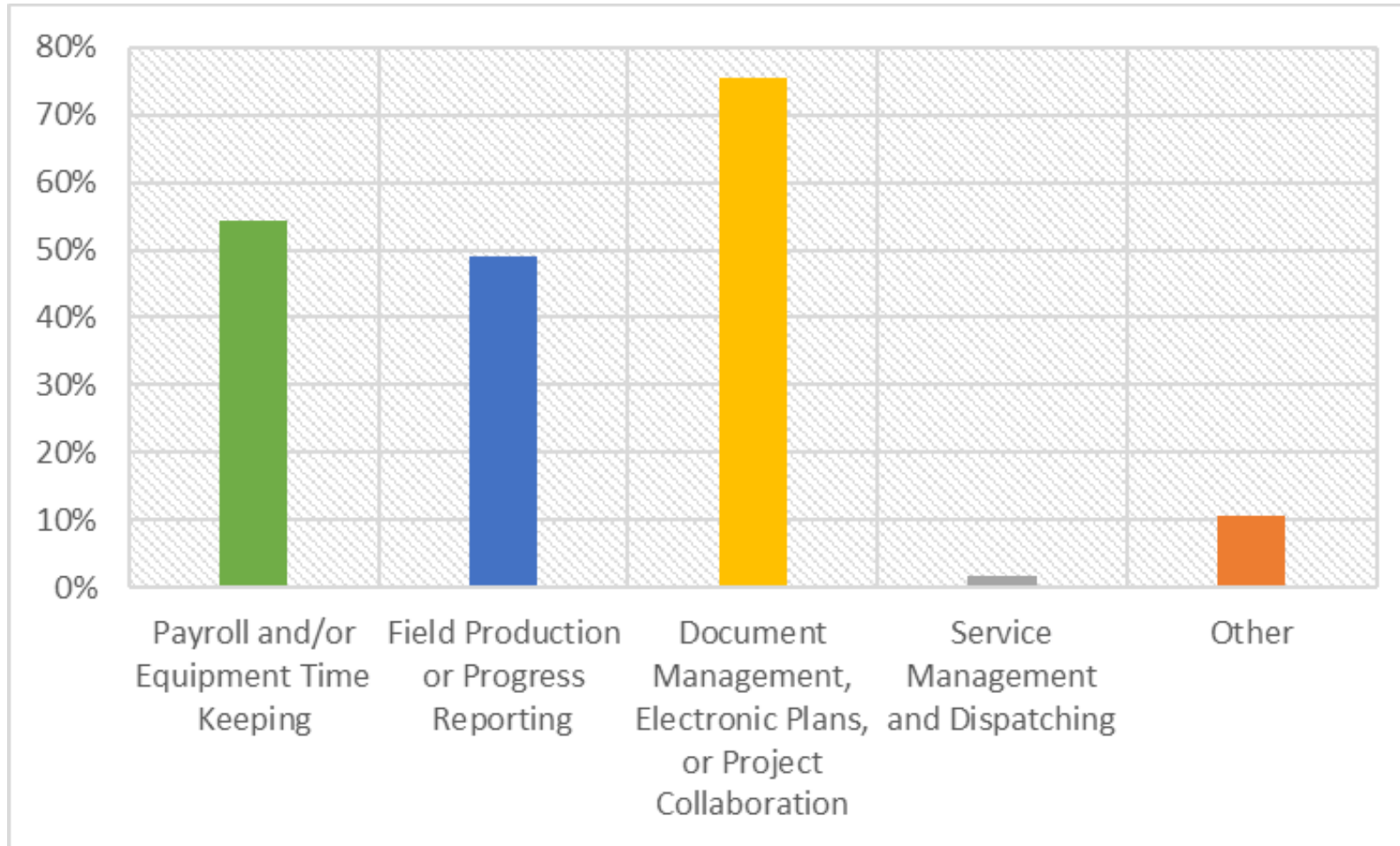
Answered: 62 Skipped: 9



Most contractors use a mix of device types, but more are dedicated to Apple than Android.

Check all the company-mandated applications employees are required to use.

Answered: 57 Skipped: 14



The “other” responses are outlined on the following page.

Check all the company-mandated applications employees are required to use.

Answered: 57 Skipped: 14

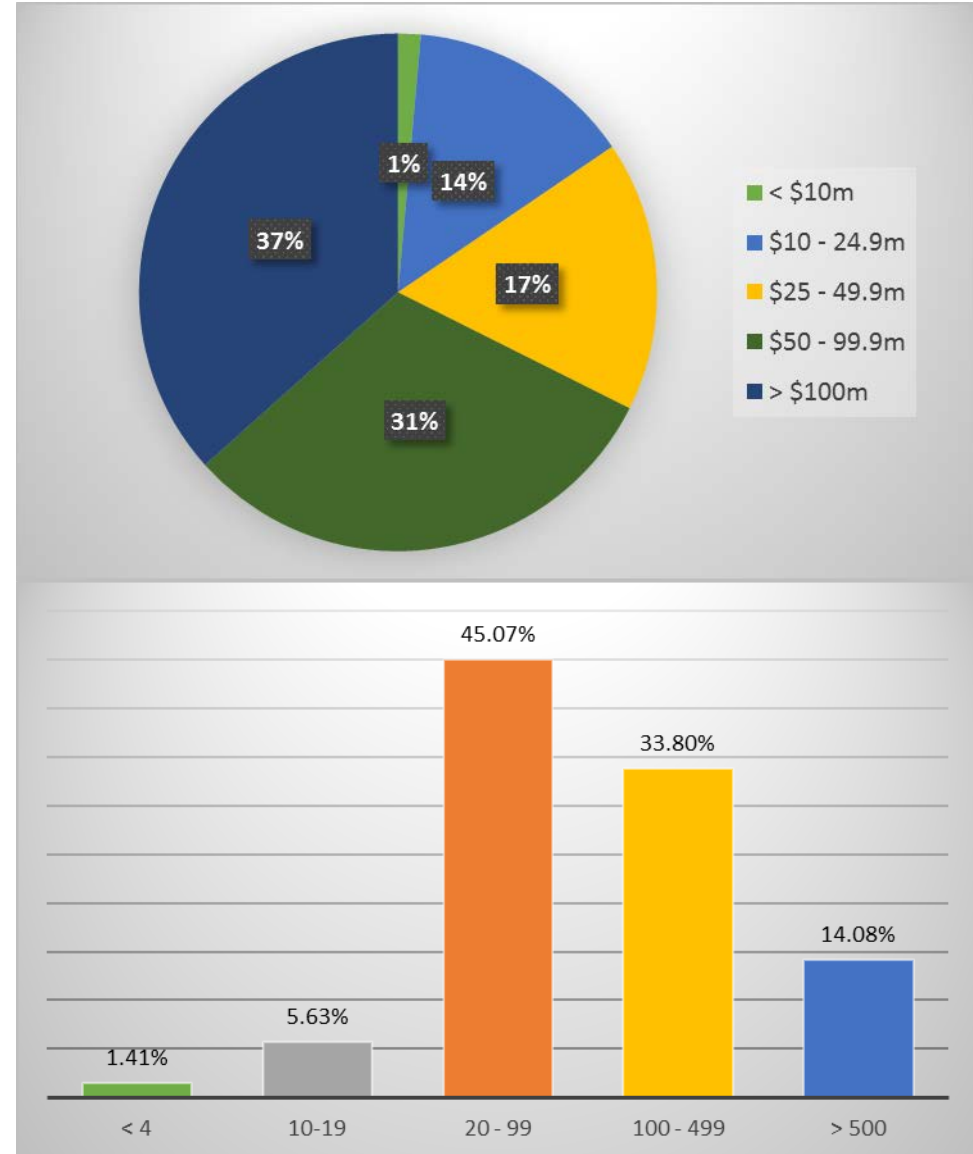
5 respondents selected “other” for mandated apps. Here are the summarized responses:

- (2) Software for change orders, subcontracts and/or sub compliance
- (2) Office 365/email and/or SharePoint
- (1) ERP project management hosted
- (1) CRM cloud based
- (1) Cloud based project collaborative software
- (1) Safety audit mobile app

By gross annual revenue

71 General Contractor Survey Respondents

By number of employees



For comments, questions or suggestions for future surveys, please contact:

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