



Business Transformation in Action

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Azure Business Group Lead

Microsoft New Zealand

IoT in Action



Here's what we're covering



**Digital Transformation
enabled by IoT**

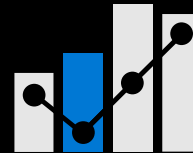


Best practices



**Hear from
our partner**

4 steps of Digital Transformation



1. Business insights

Sensor proliferation

Data collection, transfer, storage and processing

New insights—
understanding product
and service more deeply

2. Operational efficiencies

Process engineering and
product engineering
improvements

Predict the future based on past
data patterns

Cost reduction

Predictive maintenance



3. New business models

Provision of services
alongside devices
and hardware

Devices/hardware/machines
delivered "as a service"

4. Features and rev streams

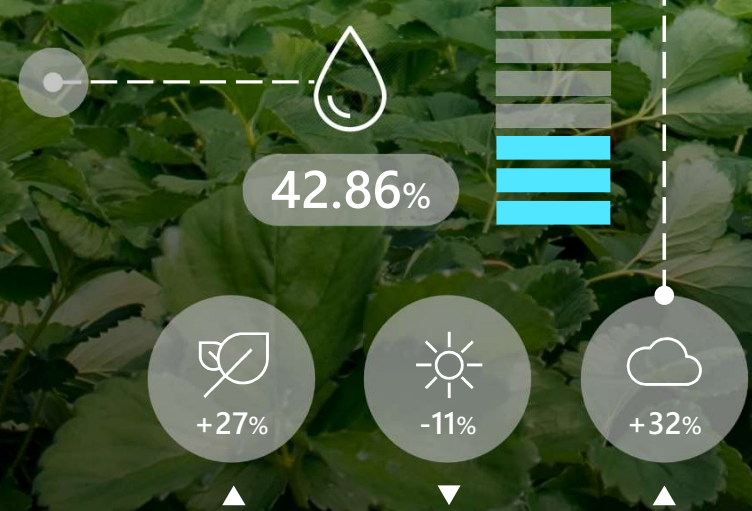
Enablement of ancillary
businesses, new businesses and
transformed businesses

New operating model



Value generation

The purpose of every digital transformation





Vision & strategy



Culture & capabilities



Business model & GTM



Technology

Transforming products

Static

Scalable

Client-server ●—————● Azure

Gaming consoles ●—————● Microsoft Gaming

Shrink-wrapped Office ●—————● Microsoft Office 365

On-premises Dynamics ●—————● Dynamics 365 + Power Platform

Evolving business models

Transaction-led

Engagement-driven

Perpetual licenses



Subscription & consumption-based

Windows-first



Cross-platform

Partner-supported



Partner-led

Customer relationships



Partnerships

These disruptions
are occurring across
all industries





Business Transformation in Action



David Burton
Managing Director
asBUILT Group

IoT in Action





CONSTRUCTION

\$12 Trillion p/a
global market

\$1.62 Trillion p/a
inefficient

Employees
9%
Of the Global
workforce


Contributes
23%
Of Industry
CO₂ Emissions

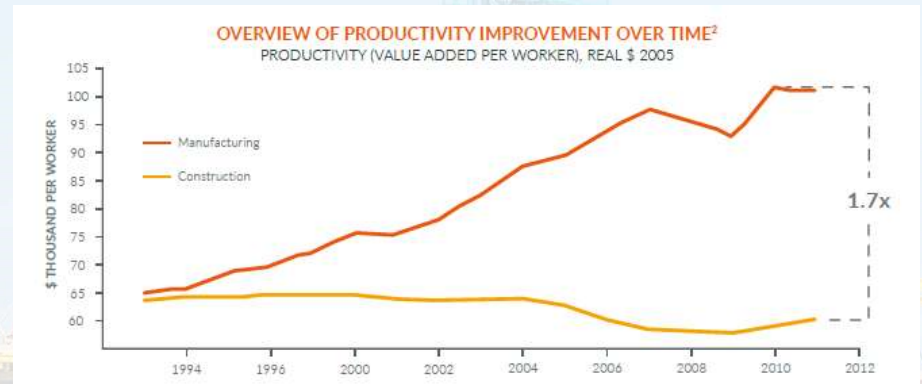
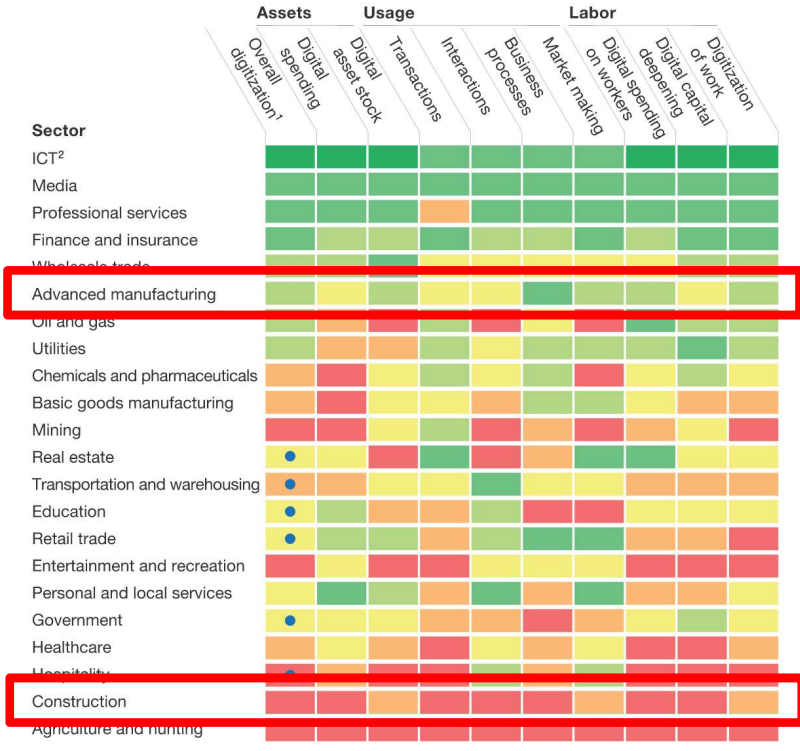
Contributes
7-8%
Of Global
GDP

DIGITISATION & PRODUCTIVITY

The construction industry is among the least digitized.

McKinsey Global Institute industry digitization index; 2015 or latest available data

Relatively low digitization  Relatively high digitization
 ● Digital leaders within relatively undigitized sectors



TOTAL LIFE CYCLE COST



DESIGN & PLANNING



CONSTRUCTION



OPERATE & MANAGE

LIFECYCLE COST NEEDS FOCUS

asBUILT HISTORY



2017 - Feb
asBUILT Vault was started to help asset owners look after their digital assets



2018 - Dec
asBUILT become a Microsoft ISV partner
45 Staff members

2019 - Sep
asBUILT launch Connected Construction site Product
55 Staff members

2012 - Feb

Latzero was registered as a Ltd Company. The plan, to provide more certain design & Construct outcomes

2 Staff members

2014 - Mar

Simon Mobley joined asBUILT to focus on BIM and digital engineering.

10 Staff members

2013 - Jan

Latzero changed its name to asBUILT.

5 Staff members



2015 - Nov

asBUILT start building software solutions for internal workflow

28 Staff members

2017 - Sep

asBUILT Australia PTY LTD Commenced,

35 Staff members

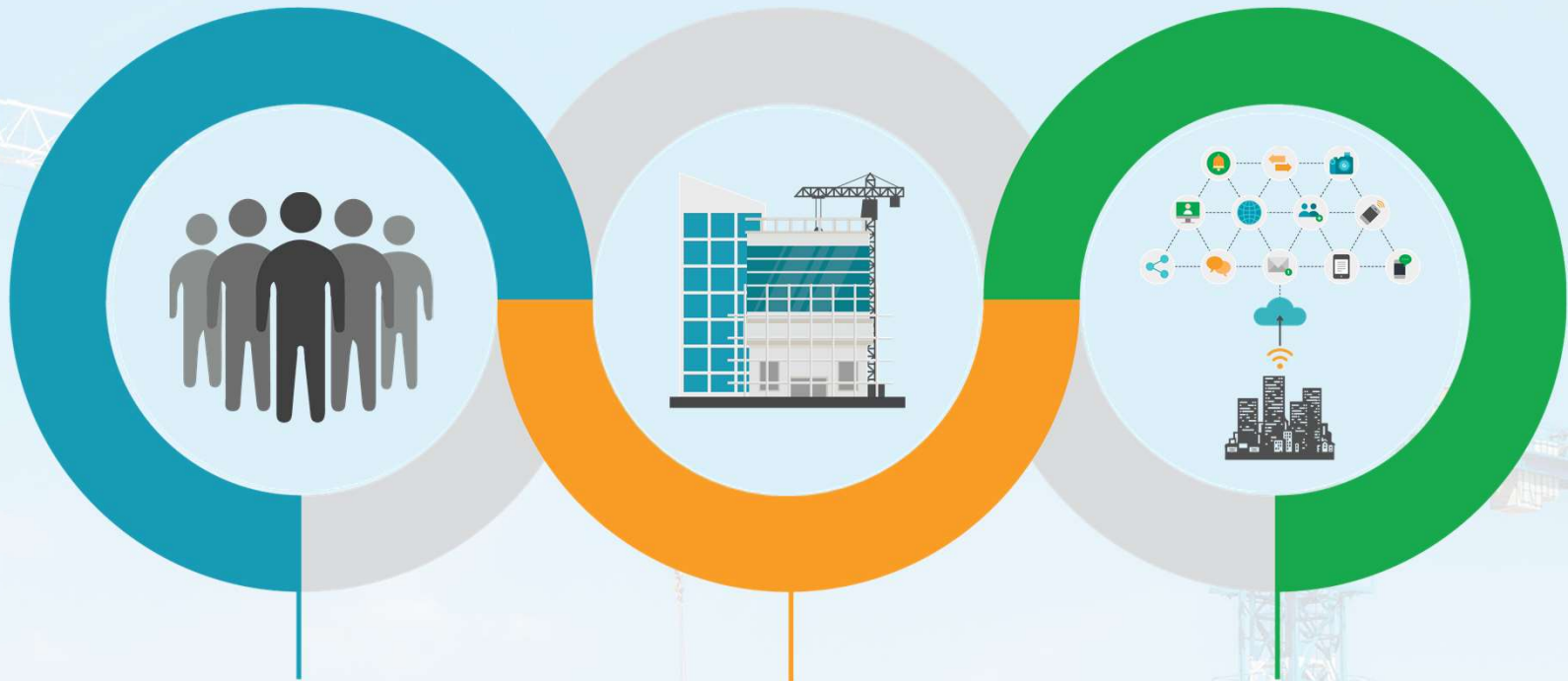


2019 - Mar

asBUILT establishes Sydney Office

50 Staff members

LIFECYCLE INFORMATION MANAGEMENT



Design

Digital survey and capture workflows provide the platform for accurate design, coordination and design management.

Construct

Connected construction sites, enable real time reporting and management, providing efficiencies and connection for the whole supply chain.

Operate & Maintain

Spatially accurate digital twins provide the platform for better long-term performance, efficient operation and maintenance workflows.

LIFECYCLE COST NEEDS FOCUS

THE CONNECTED CONSTRUCTION SITE

Environment

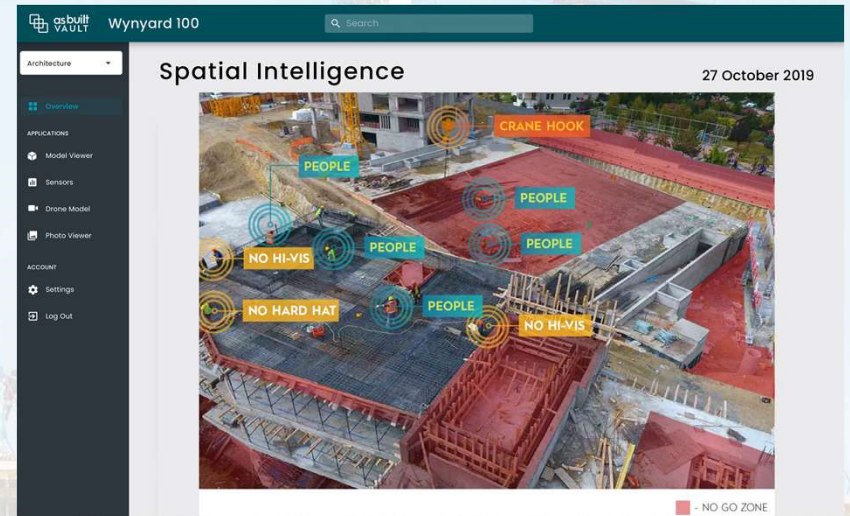
- Monitor & record external conditions.

People

- Monitor and report on health and safety behaviours and events.
- Monitor people flow and health and safety risks.

Plant

- Improve efficiencies and utilisation of key plant & equipment.
- Enable digital simulations to provide more accurate costing for future jobs.
- Enable digital booking and utilisation of onsite plant, real time visibility.



SPATIAL DATA COLLECTED AND MADE AVAILABLE



CONSTRUCTION



1. Business insights

asBUILT Connected Construction Site

Data collection, transfer, storage and processing

New insights from IoT connected construction site, greater understanding and automated reporting

2. Operational efficiencies

Trusted live data & connected supply Chain

Predict the future based on past data patterns

Cost reduction

A higher performing supply chain

3. New business models

New workflows are now possible

The connected supply chain has live information to manage resource

Supply Chain is connected to project information model

4. Features and rev streams

Promotes trust into supply chain

All stakeholders have visibility of live information

Client live reporting dashboards



Business Transformation in Action



Chris Hunter
Managing Director
NZ Strong

IoT in Action



NZ STRONG

LEADING CONSTRUCTION

NZ Strong is a leading construction company in New Zealand with a focus on high quality job completion. When it comes to our work, we do not aim to be the biggest, but instead the most trusted and respected construction company in New Zealand.



TW2

WYNYARD 100



Architecture

asbuilt VAULT Wynyard 100

Search

Overview 27 October 2019

Model Viewer

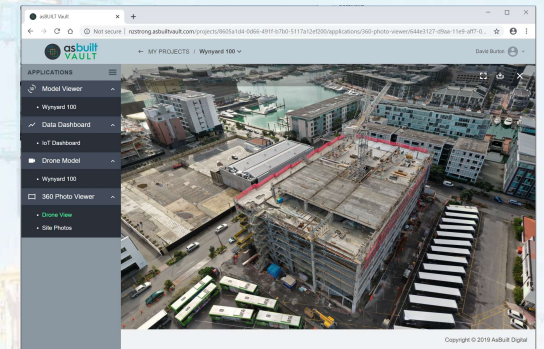
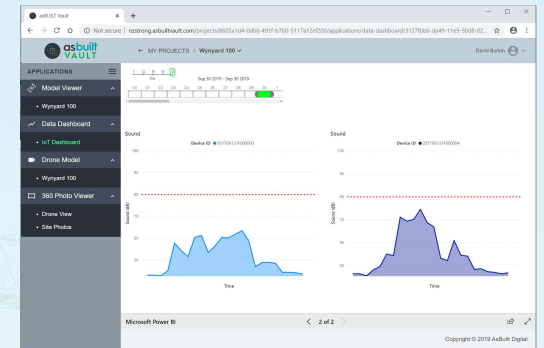
Sensors

Drone Model

Photo Viewer

Settings

Log Out



CYCLE COST NEEDS FOCUS

Slide 22

TW2 replace with brochure image
Tegan Williams, 11/3/2019

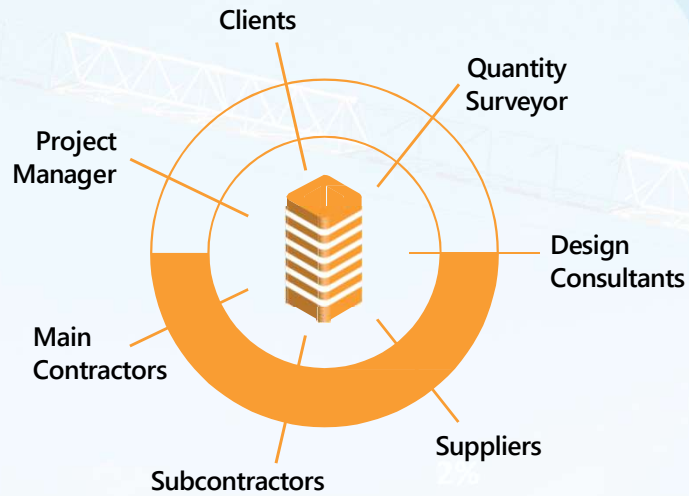
WYNYARD 100 - Technology



- Live data captured in real time
- Data is spatially accurate
- Data is made available to whole supply chain
- Crane & material deliveries managed digitally
- Permits to work issued & controlled digitally
- Health & Safety visibility & reporting automation



WYNYARD 100 - Technology

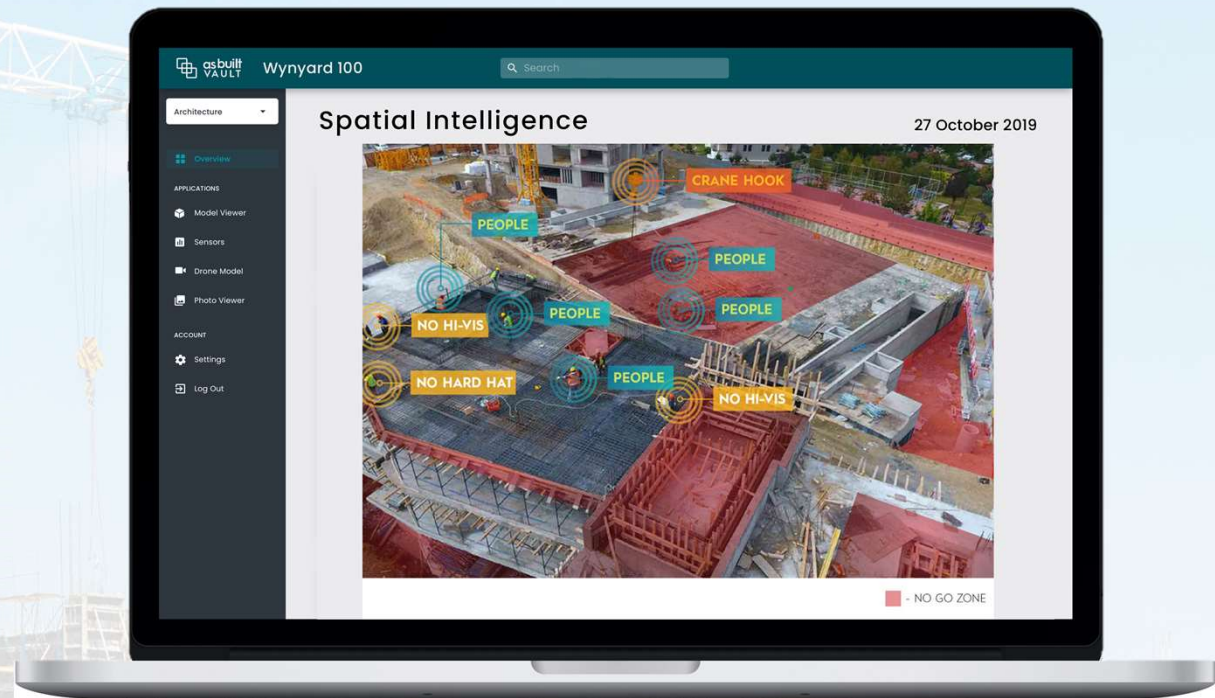


CONSTRUCTION DATA IS GATHERED,
DIGITISED AND INTERGRATED IN

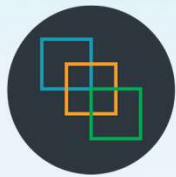
ONE

single source

OF DATA-VERIFIED TRUTH FOR THE
BENEFIT OF ALL STAKEHOLDERS.



LIFECYCLE COST NEEDS FOCUS



asbuilt
A SMARTER BUILT WORLD



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LIFECYCLE COST NEEDS FOCUS

