



NECA
PHILADELPHIA
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Leaning On Your Distributor for Construction Technology




Mike Carroll
Director Business Development
GRAYBAR

TRADE SHOW EDUCATION

This session is eligible for 1 Contact Hour.

For these hours to appear on your certificate, you must:

- Have your badge scanned at the door
- Attend 90% of this presentation
- Fill out the online evaluation for this session

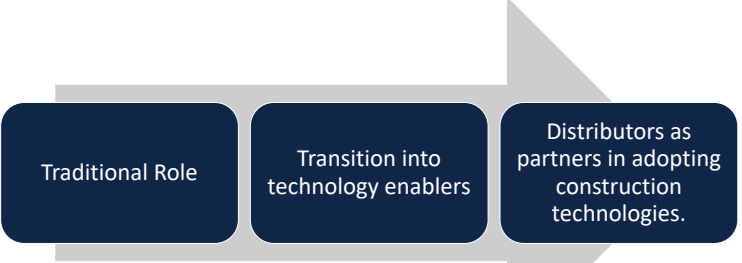


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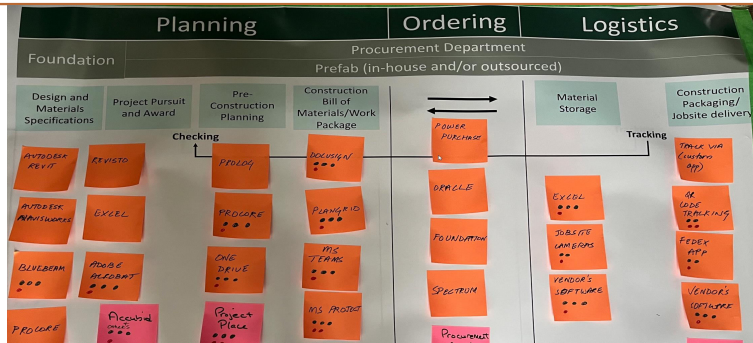
- Over 28 years in the industry
- Involved with NECA for over 25 years
- Multiple roles in sales and sales leadership
- Held marketing and product management roles



Role of Distribution in Electrical Construction

Transformation of Construction Technology



Transformation of Construction Technology

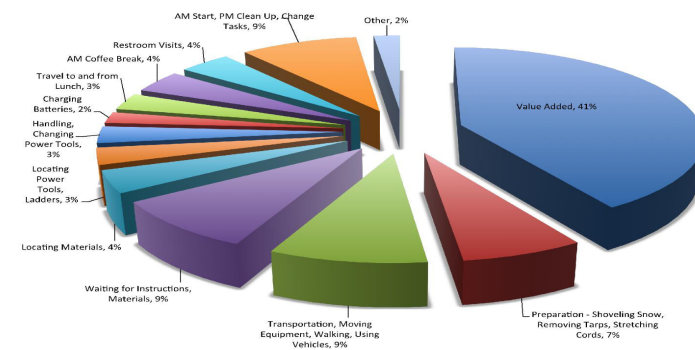
Some of the Top Electrical Construction Technologies

- Building Information Modeling (BIM)
- Prefabrication & Modular Construction
- Advanced Software & Project Management Tools
- Internet of Things (IoT)
- Energy Management & Control Systems
- Digital Twin

Why is Construction Technology Important to Electrical Contractors?

- Efficiency
- Cost savings
- Improved project outcomes

Efficiency?



Cost Savings?

Materials' Influence on Project Performance

40-50%
Total Installed Cost

100+
Suppliers

6%
Improved Craft
Labor Productivity

16%
Schedule Reduction



Improved Project Outcomes?

Design and Execution missteps cut into project profitability...

Overengineered Projects

aka "gold plating," can adversely affect your ability to be competitive on your bids and lose your margin opportunity

Underengineered Projects

Additional parts need to be ordered, cutting into your margins

Delayed Projects

Unproductive time waiting on parts can lead to project delays and potential fines/damages that reduce your margins

...ultimately damaging your overall business.

Lower productivity...

I'm required to staff higher than ideal to handle design and project errors.



Working capital gets tied up...

It's hurting my cash flow and my ability to bid on new projects or complete other existing projects.



Internal reputational damage...
Frustrated project managers

Cost overruns...

I'm facing extra material and labor costs, lost performance incentives, fines and penalties.

External reputational damage...

General contractors & owners – lost opportunity to bid on future jobs



Why lean on your distributor for technology?

- Expertise in technology integration
- Streamlined procurement & supply chain management
- Enhanced technical support & training
- Access to products & solutions that are cutting-edge



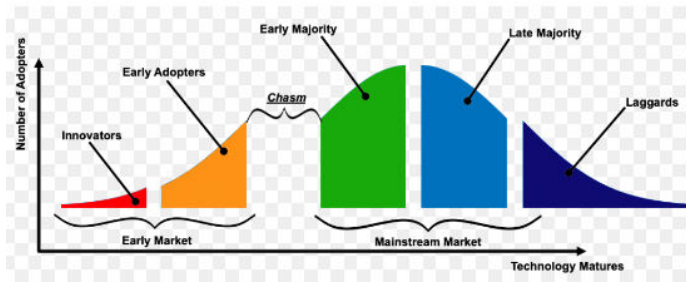
Challenges

Why is This So Difficult???



Challenges

- Adoption



Challenges

- Compatibility

Information technology components and functions



Challenges

- Data security



Keys to Successful Technology Support

- Communication
- Collaborative project planning
- Utilize technical & training resources
- Constructive feedback & continuous improvement

Future Trends in Construction Technologies

- Augmented reality (AR) & virtual reality (VR)
- Advanced project management
- Evolving digital twin opportunities



Closing Summary

- Align with a distributor that can support your company in adopting construction technology
- Embrace change
- Be aware of emerging technologies



Questions



Complete the Online Evaluation

