



WORKORDER

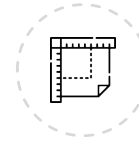
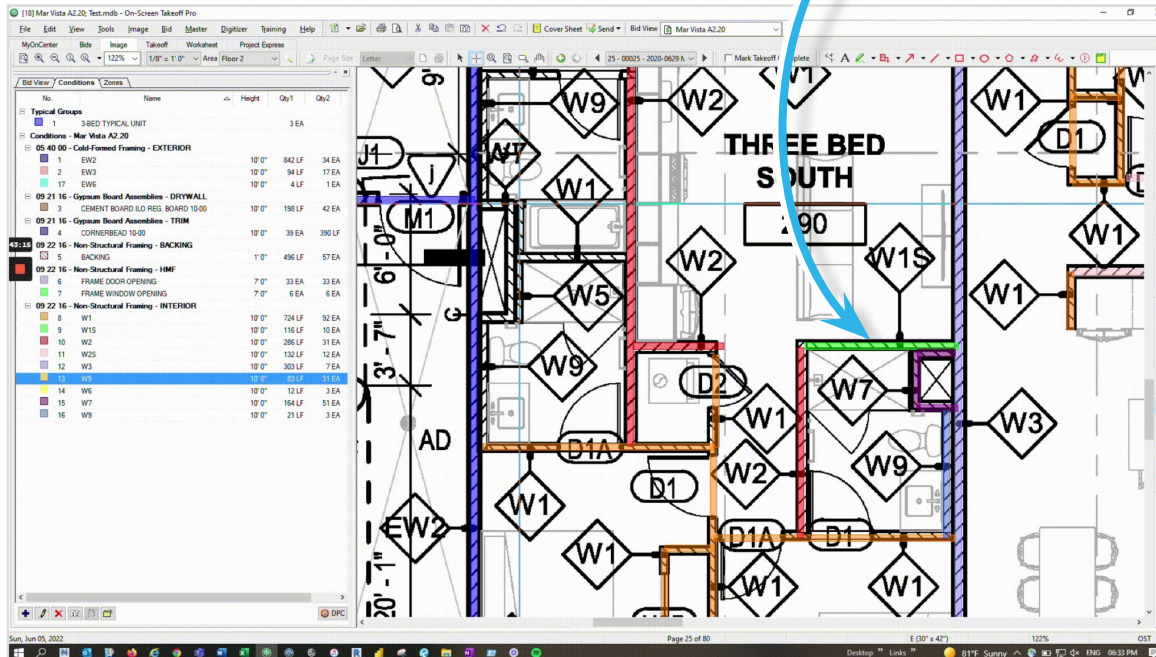
AI-first, collaborative takeoff software.

INVESTOR PRESENTATION

PROBLEM

Hundreds of estimators manually click and trace images in PDF files in order to measure material quantities on every project.

THIS IS A LINE



Brady traces lines like this over **7,000 times** a week to measure quantities.



This line **is traced dozens** of times by many different estimators bidding a project.

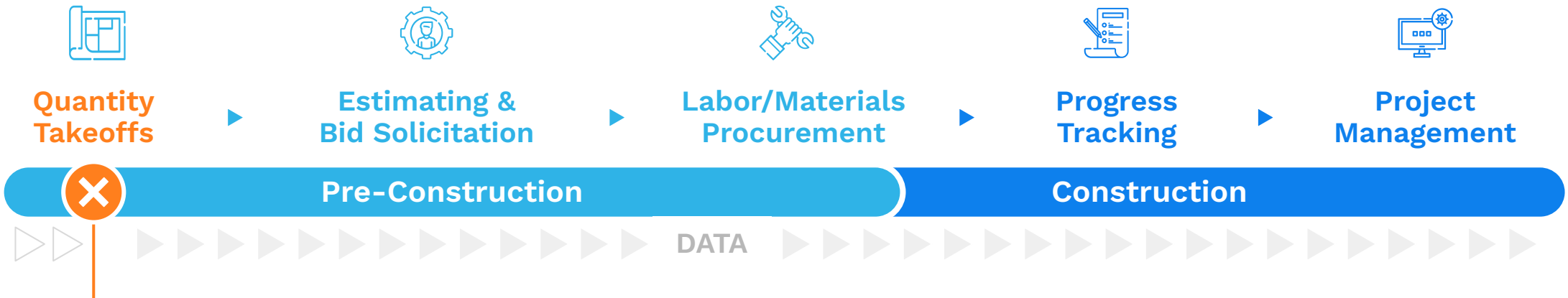


This line represents > **\$1200 in labor and material orders.**

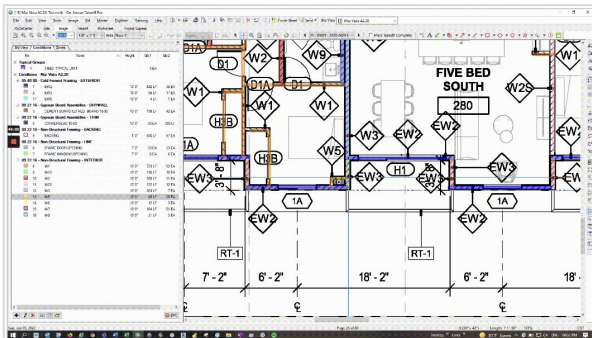
PROBLEM

The data sits in PDF and Excel format on each estimator's machine. Attempts at collaboration require upload, download, email, etc.

Construction Project Lifecycle:



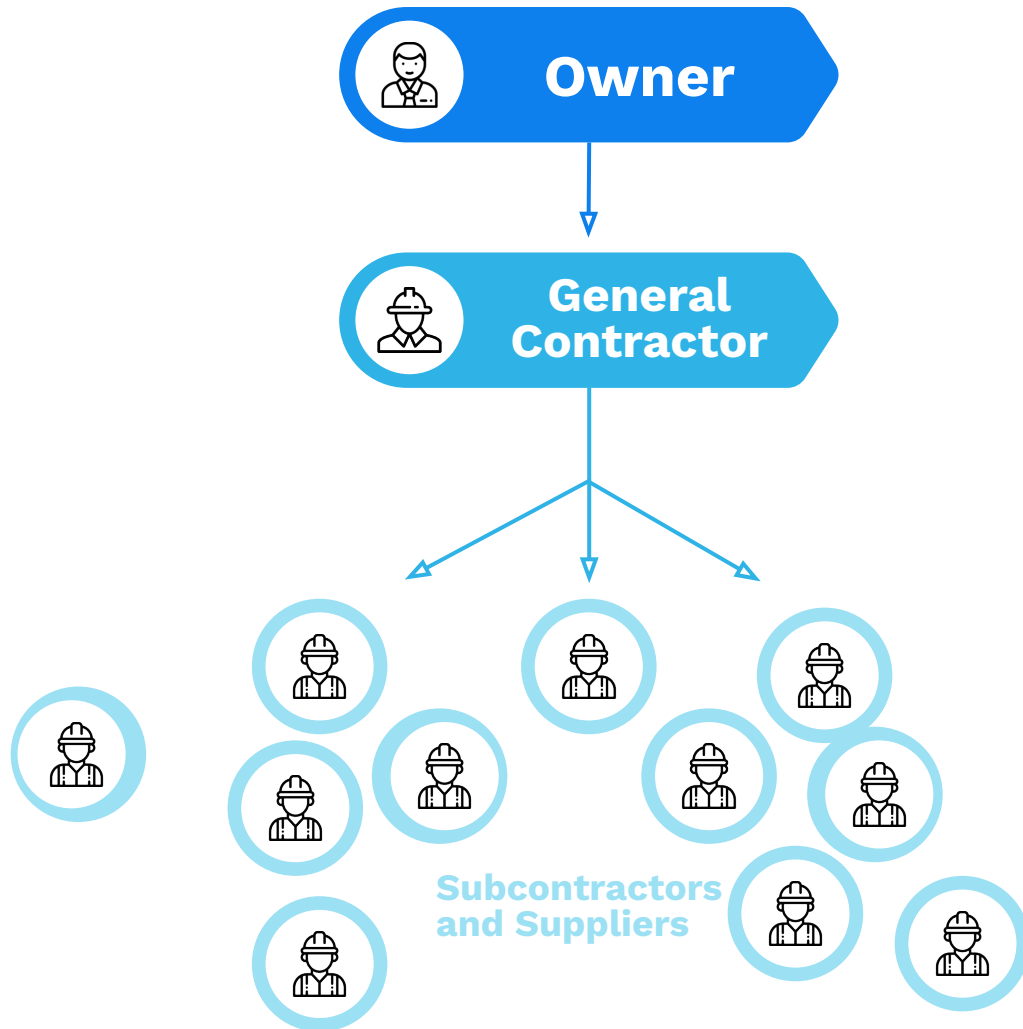
DATA BOTTLENECK



Takeoff data is:

- Static
- Inefficient
- Stuck in a silo
- Copy/pasted from spreadsheets

PROBLEM

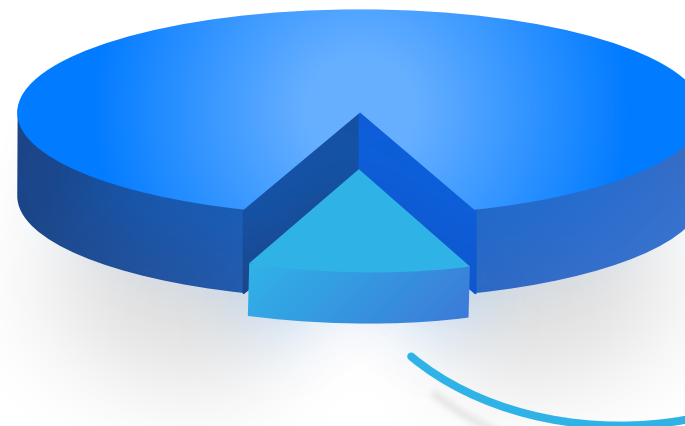


Inaccessible data leads to expensive confusion and conflicts.

Owners want audit trails of what estimators and project managers know during the estimating and procurement phases.

Subcontractors and suppliers want access to data without the burden of measuring plans.

10% is the standard number used to account for the average expectation of cost overruns.



10% means
\$1,500,000,000,000
is left on the table.

Workorder gives estimators the ability to classify and share the data they need 50-90% faster than ever before.

← Back OUSD.pdf

MODE: View Setup Results

+ Add Annotation

Symbols Walls Doors Windows Areas Counts Tables Embedded Annotations Linear Measurements

48%

Save Annotations

Outlines

Page Navigation

<< 14 - AMY A.A-211 >>

Show: Actions

All

1 FLOOR PLAN - LEVEL 1 - OVERALL

Walls

OS4F (21.66 ft)

OS4L (25.92 ft)

OS6A (947.06 ft)

OS6L (33.44 ft)

OS8A (399.77 ft)

OS8L (15.68 ft)

1S6A (73.61 ft)

1S6J (43.52 ft)

Save View >

< 14 / 81 >

DOWNPOUT ANALYT

FLOOR PLAN LEGEND

PLAN NORTH & TRUE NORTH INDICATOR

NONRATED WALL

1 HR RATED WALL (RATED WALLS SHALL BE IDENTIFIED PER IBC 703.7)

(R) RATED, NOT IN SCOPE

KEY PLAN

ORANGE COUNTY

LIONA

ORANGE HIGH SCHOOL

2-STORY CLASSROOM SERVICES BUILDING INCREMENT

525 N. SHAFER I

ORANGE, CA 92667

CLINT

ORANGE UNIFIED SCHOOL

1401 NORTH HARBOR BL

ORANGE, CA 92667

WALL 16

Page 14 | 1 FLOOR PLAN - LEVEL 1 - OVERALL

Tags

Group

OS4L

Type

Interior

Height

10 ft

Length

25.92 ft

Square Footage

259.2 sq ft

Comment

+ Add Attribute

In construction, time is money, and our customers are seeing massive ROI from using Workorder.

Workorder
customers get:

\$15k

Savings/estimator/
year

> 2x

More estimates
completed.

> 10%

Fewer cost
conflicts.

\$30B+








Worth of potential value
to the market

(\$15k x 2m estimators)



COMPETITION

Most alternatives are legacy companies that lack the automation, speed, and cloud features modern customers need.

| |  WORKORDER |  On Center SOFTWARE |  planswift [®] by ConstructConnect |  BLUEBEAM [®] A NEMETSCHEK COMPANY |  PlanGrid AN AUTODESK COMPANY |  Trimble [®] |  TOGAL.AI |
|---------------------------------|--|---|---|---|---|--|--|
| Plan Viewer with Annotations | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Web Based (Get all new updates) | ✓ | ✗ | ✗ | ✗ | ✓ | ✗ | ✓ |
| Cloud File Storage | ✓ | ✗ | ✗ | ✓ | ✓ | ✗ | ✓ |
| Automated Annotations | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✓ |
| Symbol Detection | ✓ | ✗ | ✗ | ✓ | ✗ | ✓ | ✓ |
| Wall Detection | ✓ | ✓ | ✗ | ✓ | ✗ | ✗ | ✓ |
| Table Detection | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ |
| Label Detection | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ |
| >2X Speed Improvement | ✓ | ✗ | ✗ | ✗ | ✗ | ✗ | ✗ |

Our customers include 13 of the top 400 GCs, and 2 of the top 600 specialty contractors in the US.

Some Early Customers: (\$100M-\$14B in revenue each)

Turner

#1 in Nation

Findorff
BUILDING & BEYOND

**CADENCE
MC SHANE**
CONSTRUCTION



**Hensel Phelps
Construction Co.**

SUFFOLK

SKANSKA

COLUMBIA
Construction Company

CORE

**BRASFIELD
& GORRIE**
GENERAL CONTRACTORS



HILL & WILKINSON
GENERAL CONTRACTORS

Layton

BOND

**ANNING-JOHNSON
COMPANY**

GRAYDAZE
CONTRACTING

CADDELL



“

This is going to completely replace OST. I have been around a long time and I have seen products that change the business. This is one of those tools"

—Steve Jaeger, Preconstruction Manager, Columbia



“

There was a sea change with OST back in the early 2000s that changed everything. This is going to be another one of those eras where everything changes.."

—Chris Reeder, Brasfield & Gorrie

We have been doing AI since before it was hot, with decades of experience in construction and enterprise software.



Marty Cornish
Founder & CEO

Founder Round Trip Sports (acq 2014) and EasyPaint (acq 2021). At EasyPaint, cost estimating became an all consuming part of the business. There had to be a better way.



Henric Harutunian
Founder & CTO

Co-founder and CTO of NSI (Acq. 2014 by Nuance at \$40m in ARR). Holds 2 US patents. 30 years leadership experience in document management and imaging software.



Rodrigo Werlang
VP Engineering

CTO Paradigma Business Solutions, an enterprise software solution for the largest energy companies in Brazil. Scaled application and team from 0 to over 100.



Ian Tsybulkin
VP Data Science

Founded Bldbox, a machine learning platform for cost estimating in construction, Symica, an Electronic Design Automation company, and Cludozer, a zero footprint cloud solution.

 **\$250 / ESTIMATOR PER MONTH**

OR

 **\$2500 / ESTIMATOR PER YEAR**
(Two Months Free)

30+ Hours Savings Per Week



Powerful Automation



Complete Control



Storage and Sharing



Key Benefits:

- Dedicated account representative
- All feature updates (no fee for maintenance or upgrades)
- Unlimited cloud storage
- Up to 6 hours of training



Thank You

Marty Cornish, CEO



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<https://www.workorder.ai>