![Exponential-e Applied Innovation logo]

INNOVATE & TRANSFORM

LAY THE FOUNDATIONS FOR FUTURE GROWTH IN CONSTRUCTION

ABOUT
EXPONENTIAL-E

Exponential-e is a privately owned British Cloud, Connectivity, Cyber Security and Communications pioneer. Founded in 2002, we are financially robust and are recognised as a market leader across the AEC sector. We are one of only a handful of companies to hold 8 ISO accreditations, and have an industry-leading NPS score.

Innovation is at the heart of what we do, and we have been responsible for a number of technology firsts, including building the UK's first VPLS Network. We've also launched our Cloud Management Platform (CMP) and Software Defined Digital Platform (SD-DP) for SD-WAN, technologies that have helped us to deliver over 60 Digital Transformation (DX) projects across all major industries.

While we thrive on innovation, we ensure that each adoption of a new technology or service offering is based on fulfilling our customers' needs. This is why we are trusted by over 3,000 customers, boast 96% customer reference-ability and have more than 75 AEC customers, with a dedicated Construction practice.

THE FUTURE SUCCESS OF THE AEC INDUSTRY DEPENDS ON INNOVATION

Construction is a $10tn industry that currently spends less than 1% of its revenue on IT.

Historically, R&D investment has been particularly low in the industry, but with AEC firms seeing how digitalisation is changing the way other industries operate, it's time for technological investment to take the lead.

A technology-first approach enables firms to get past unique industry challenges and deliver high-quality work on time and to budget. So, what do we do about getting there?

AARNI HEISKANEN
AE PARTNERS

Having worked for architectural design organisations for over 15 years, and as an award-winning AEC blogger, Aarni Heiskanen is well-educated and respected across the industry, especially where strategies and innovation are concerned. Known for expressing his views on an aligned business and the importance of prioritising core problems to get the most out of technological and operational investment, Aarni has this to say on innovation;

"Although digital tools for design and management have been adopted by the AEC industry, the underlying processes and stakeholder roles have arguably remained the same as they were decades ago.

In addition to this, the industry is increasingly facing external demands for sustainability, social responsibility, and trustworthiness. This highlights a clear need for professionals in the trade to keep up with growing demands from urbanisation and a shifting marketplace. If innovation is to be pursued, it will therefore have to be carried out across the sector's processes and key stakeholders to make Construction better for people, businesses, and the environment.

KPMG's Global Construction Survey 2019 found that 80% of the surveyed engineering and construction firms are either 'followers' or 'behind the curve' on innovation. The remaining 20% were classed as 'innovation leaders', who have fostered a strong innovation culture embodied through a clear technological vision and implementation strategy.

I think that AEC companies who want to be future leaders need to bake innovation into the core of their businesses. This requires a dedicated innovation strategy, defined processes to enact it, and individuals who are willing to champion progress and challenge the status quo."

CAREYS
WE CARE

Established in 1969, The Carey Group (TCG) is a leading multi-disciplined construction and resource recovery group. Operating across the UK and Ireland, it delivers innovative, safe and sustainable solutions to the most complex challenges.

TCG was unable to fully manage and support its ageing internal email infrastructure, and needed a solution that would allow it to move its data to a private cloud platform, and enable its workforce to utilise Microsoft Office 365.

In the course of only three months, Exponential-e migrated TCG's data across to a secure cloud platform with Microsoft Office 365 integration. TCG experienced zero down-time during the transition period, meaning it could continue operating without disruption. This scalable and fully externally managed solution enables TCG's IT department to focus its attention on important areas such as strategy and innovation.

"Exponential-e offered us a complete WAN solution that was technically superior to anything else we looked at, backed up by plain speaking people who have made the transition from a complicated in-house solution far easier than we ever envisaged."

MATT CONIAM
HEAD OF ICT, CAREY GROUP PLC

DAVID JONES
DIRECTOR, DIGITAL WAYS OF WORKING

With over 30 years' experience in various roles, Dave Jones has been instrumental in delivering Digital Transformation at a number of multinational organisations, and has worked throughout Europe, USA, South America, Middle East, Asia and Australia.

Respected across the industry, Dave shares with us his advice for succeeding as an AEC firm and embracing Digital Transformation.

"One thing that is common in the Construction industry, is that it's usually not the technology that prevents successful Digital Transformation. Such initiatives are much more likely to fail if an organisation has not defined a clarity of purpose, with a shared, clear vision and is met by lack of support from the Executive Committee and Board, as well as issues around people and culture.

Digital Transformation should be a team game - and that means organisation-wide. It shouldn't be up to either an individual or department to deliver it. Get this right and watch your organisation realise the benefits and outperform the competition.

Learn quickly or fail fast. Find out which of the technologies bring the most benefit to your organisation. Find the pockets of excellence and innovation that exist in most organisations and empower them to deliver change."

Exponential-e provided us with a single integrated WAN and IAAS proposal. Their solution offered us a simple migration path and was far more 'joined up' in its approach than other offerings. The transition was seamless and downtime measured in seconds not hours or days.

JAMES PYATT
IT MANAGER, BARHALE LIMITED

WHAT CHALLENGES IS THE CONSTRUCTION INDUSTRY FACING?

DEPLOYMENT SPEED:
HITTING THE GROUND RUNNING

Construction work is easily delayed, so new projects have to hit the ground running. This means activating and connecting new sites ASAP. We achieve this in days rather than months for our clients by deploying 4G and SD-WAN solutions.

EASY ACCESSIBILITY:
SHARE & ACCESS VITAL DOCUMENTS TO SPEED UP PROJECTS

An inability to access information quickly can slow on-site work down. The drawings and documents required are often too large to share by email or store.
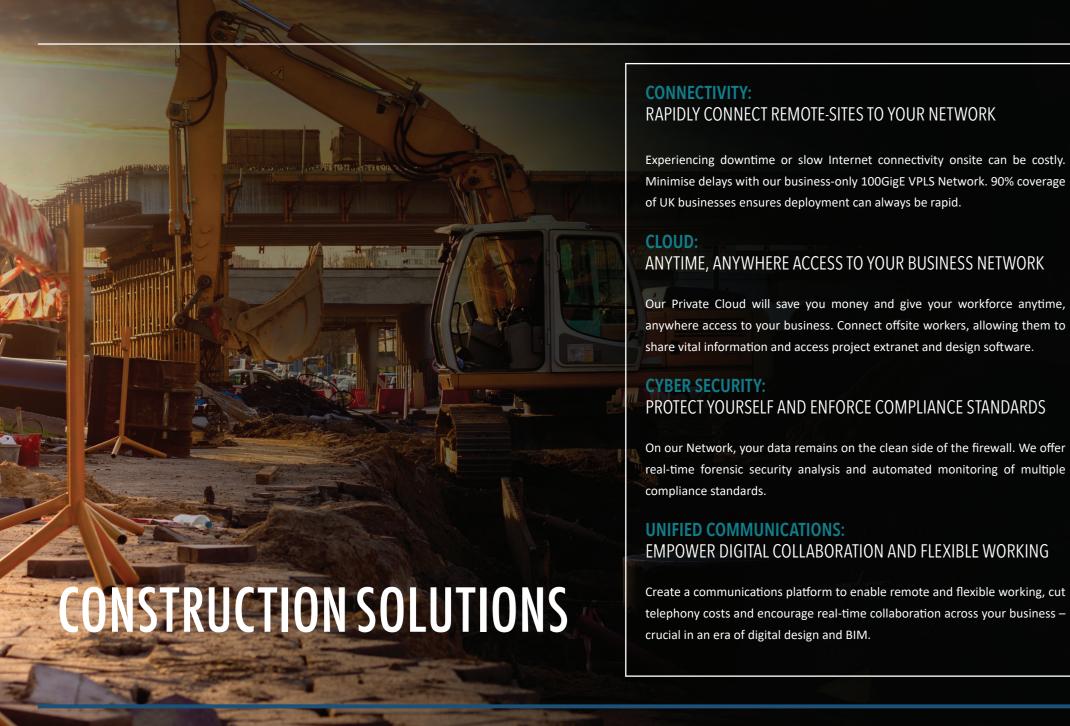
SECURITY:
PROTECT YOUR DATA & SUPPLY CHAIN

As digitisation increases and globalisation extends networks into new markets, sensitive data is increasingly vulnerable and supply chains are under threat.

TALENT:
ATTRACTING AND RETAINING THE BEST

A high percentage of the industry's workforce is reaching retirement age; to retain the high level of expertise desired by growing firms, fresh talent must be attracted – and this means demonstrating openness to modern working methods and newer technologies.

CONNECTIVITY:
RAPIDLY CONNECT REMOTE-SITES TO YOUR NETWORK

Experiencing downtime or slow Internet connectivity onsite can be costly. Minimise delays with our business-only 100GigE VPLS Network. 90% coverage of UK businesses ensures deployment can always be rapid.

CLOUD:
ANYTIME, ANYWHERE ACCESS TO YOUR BUSINESS NETWORK

Our Private Cloud will save you money and give your workforce anytime, anywhere access to your business. Connect offsite workers, allowing them to share vital information and access project extranet and design software.

CYBER SECURITY:
PROTECT YOURSELF AND ENFORCE COMPLIANCE STANDARDS

On our Network, your data remains on the clean side of the firewall. We offer real-time forensic security analysis and automated monitoring of multiple compliance standards.

UNIFIED COMMUNICATIONS:
EMPOWER DIGITAL COLLABORATION AND FLEXIBLE WORKING

Create a communications platform to enable remote and flexible working, cut telephony costs and encourage real-time collaboration across your business – crucial in an era of digital design and BIM.

CONSTRUCTION SOLUTIONS

OUR CONSTRUCTION PARTNER ECO-SYSTEM

The continuing drive towards BIM, automation, and collaboration brings with it an exponential increase in the digital attack surface a Construction company needs to protect. Within a low-margin industry, it's imperative that projects are managed effectively, running on time, in-budget, and without the risk of delay due to cyber-attacks.

FORTINET.

Today's network is borderless, and with both remote and local users directly accessing the internet, the network edge is expanding and more complicated than ever. IoT and operational technology (OT) infrastructure entering the branch network introduces new vulnerabilities for attackers to exploit.

Fortinet's Security Fabric architecture delivers intelligent security without compromise to address your most critical challenges, whether in network, application, cloud, or mobile environments. Exponential-e's managed security solution enables you to rapidly provide new services to sites, manage access for third party contractors and reduce complexity when monitoring an increasing number of devices, sensors and endpoints.

ctera

The complexity of managing construction projects continues to escalate. Whether at the office or on site, users need to store, access and collaborate on huge project files on a daily basis, leading to skyrocketing storage requirements.

CTERA's cloud-enabled storage gateway platform enables streamlining of data management from the edge to the cloud infrastructure, with data tiering, scalable capacity and high performance to simplify operations. Teams can embrace new digital technologies with fast access to BIM files and digital twin applications, secure file sharing for enhanced collaboration and secure services at remote sites to progress projects.

LOADSPRING

Managing the application layer in addition to your cloud infrastructure, users, data and collaboration is intensive work. Loadspring software integrates Construction Management services on a controlled cloud applications platform to reduce IT department load, with no capital expenditure or application provisioning blocking you to get started, which enables you to improve both margins and returns for the business. Let us provide the deployment expertise, support and project intelligence to empower innovation.

CODE42

BYOD is becoming increasingly popular, especially in Construction, which means the number of lost devices on-site is also becoming problematic for Construction firms. In addition to this, data loss is increasingly common in mergers and acquisitions, or even company splits, and when trade secrets are leaked, business is threatened.

Code42 enables you to quickly assess whether valuable intellectual property has become compromised and rapidly recover files, keeping data and user settings intact when laptops are lost, stolen, or ransomed.

exponential-e
APPLIED INNOVATION

FIND OUT MORE:

EXPONENTIAL-E.COM/CONSTRUCTION