



V Viewpoint.

Cloud Survey Results

Why Customers Moved to the Cloud



Running a Better Business Series



 **Trimble** Construction

The Results Are In

What Trimble Viewpoint clients are saying about their cloud transformations

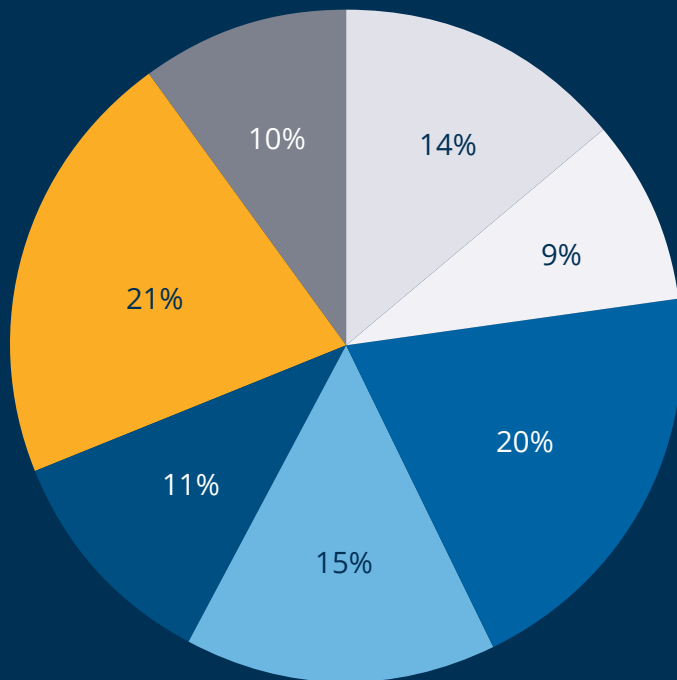
Today, more and more construction companies are moving their operations and organizational management to the cloud. Why all the buzz? We at Viewpoint know the real benefits of cloud computing—from connected workflows, to security, to anytime, anywhere access and more.

But we wanted to learn first-hand why our customers chose to transition to the cloud. So we asked.

Here's what our customers told us.



What are the top 3 reasons you moved your ERP system to the cloud?



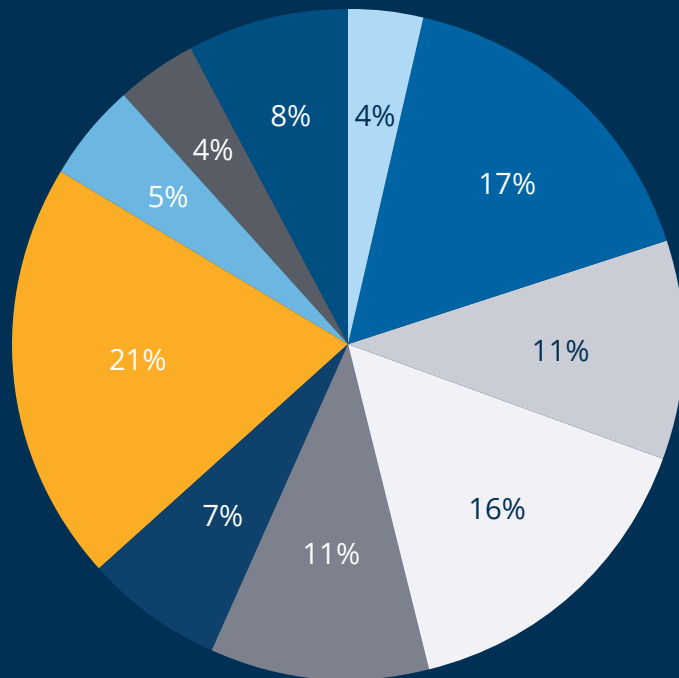
Top 3 Reasons

- Employees needed access outside of the office — 21%
- We wanted connected workflows with real-time data & reporting — 20%
- Access to cloud-only features & improved security — 15%

Other Mentions

- Concern about our on-premise data security — 14%
- Staying current with software upgrades was a challenge — 11%
- Rising IT costs — 10%
- We were facing significant hardware upgrade costs — 9%

What are the top 3 benefits you gained from transitioning to the cloud?



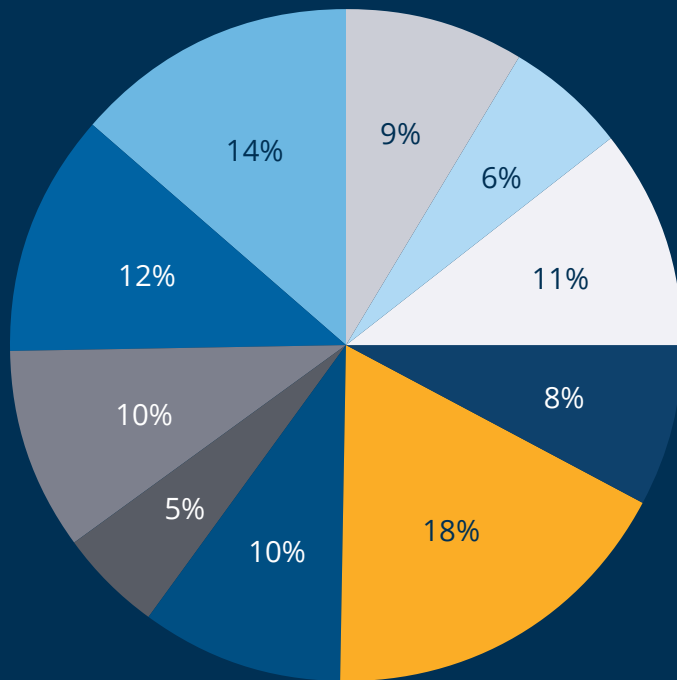
Top 3 Benefits

- Anytime, anywhere access — 21%
- Security — 17%
- Guarantee to stay current on the software — 16%

Other Mentions

- Avoid hardware upgrade costs — 11%
- Connected workflows with real-time data & reporting — 11%
- Access to cloud-only features — 8%
- Enhanced productivity — 7%
- Business continuity/disaster recovery — 5%
- Reduced IT Costs — 4%
- Performance — 4%

Of the list below, were any of the benefits generated UNEXPECTED?



Top 4 Unexpected Benefits

- Enhanced productivity — 18%
- Better performance — 14%
- Access to cloud-only features — 12%
- Anytime and anywhere access — 11%

Other Mentions

- Avoid hardware upgrade costs — 10%
- Reduced IT costs — 10%
- Security — 9%
- Connected workflows with real-time data & reporting — 8%
- Guarantee to stay on current software — 6%
- Business continuity/disaster recovery — 5%



Ready to modernize your construction operations and achieve the results today's leading contractors are realizing?

Call Viewpoint today at +1.800.333.3197 or visit viewpoint.com

ABOUT TRIMBLE VIEWPOINT

Trimble Viewpoint construction software solutions, part of Trimble Connected Construction, allow contractors to better manage their projects, processes and people, using the data gathered to lower risk and improve margins. With more than 40 percent of the ENR 400 on our platforms, Trimble Viewpoint innovations are transforming the construction industry by connecting operations across financial and HR systems, project management tools and mobile field solutions.

For more information, visit: www.viewpoint.com.

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