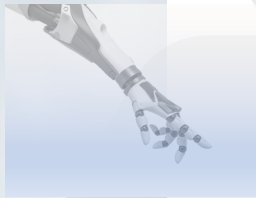
Digitalising Construction:

building win-win partnerships

with software companies



Webinar
9 June 2021

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

Introduction

Moderator:

Žiga Turk

Chair of FIEC Working Group on Construction 4.0

University of Ljubljana, Faculty of Civil and Geodetic Engineering

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

Co-operation between the two industries
Opportunities & Challenges

Construction industry

Pierre Benning,
AEC Strategy Director
Bouygues Public Works

Dirk Ebersbach,
Managing Director for BIM, AI
Eurovia Germany

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

Co-operation between the two industries
Opportunities & Challenges

Software companies

Eric Piccuezzu,
Director for Architecture, Engineering and Construction, Autodesk

Stefan Kaufmann,
BIM Strategy & New Technologies, Product Management Team, Allplan

Panel discussion and audience feedback

- **Go to fiecvote.eu**
- Log in with **June2021**

Voting is anonymous

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

How important is digitalisation for the construction industry?

A. It is vital to stay competitive

B. It has to be approached cautiously

C. It is just an approach we may choose

D. The whole industry should move at the same speed

React

22 22

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

How important is digitalisation for the construction industry?

A.	It is vital to stay competitive	19
B.	It has to be approached cautiously	0
C.	It is just an approach we may choose	0
D.	The whole industry should move at the same speed	3

React

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

How important do you consider the relationship between construction companies and software companies to accelerate digitalisation of the industry ?

A. Vital

B. Important

C. Just one element

D. Not important at all

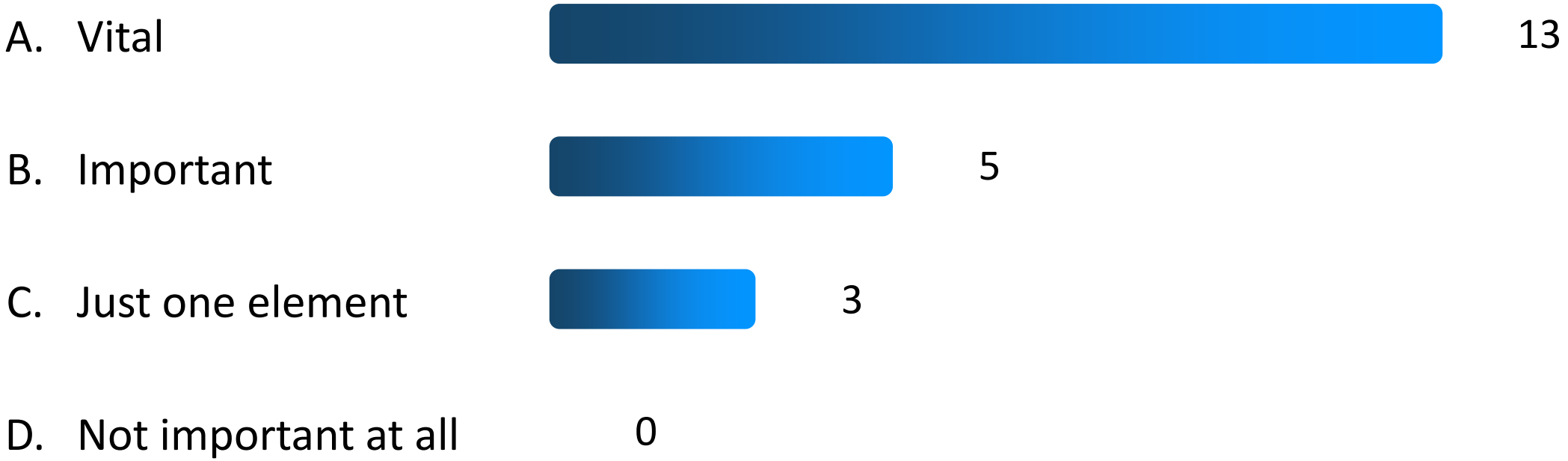
React

21 16

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

How important do you consider the relationship between construction companies and software companies to accelerate digitalisation of the industry ?



React

Closed

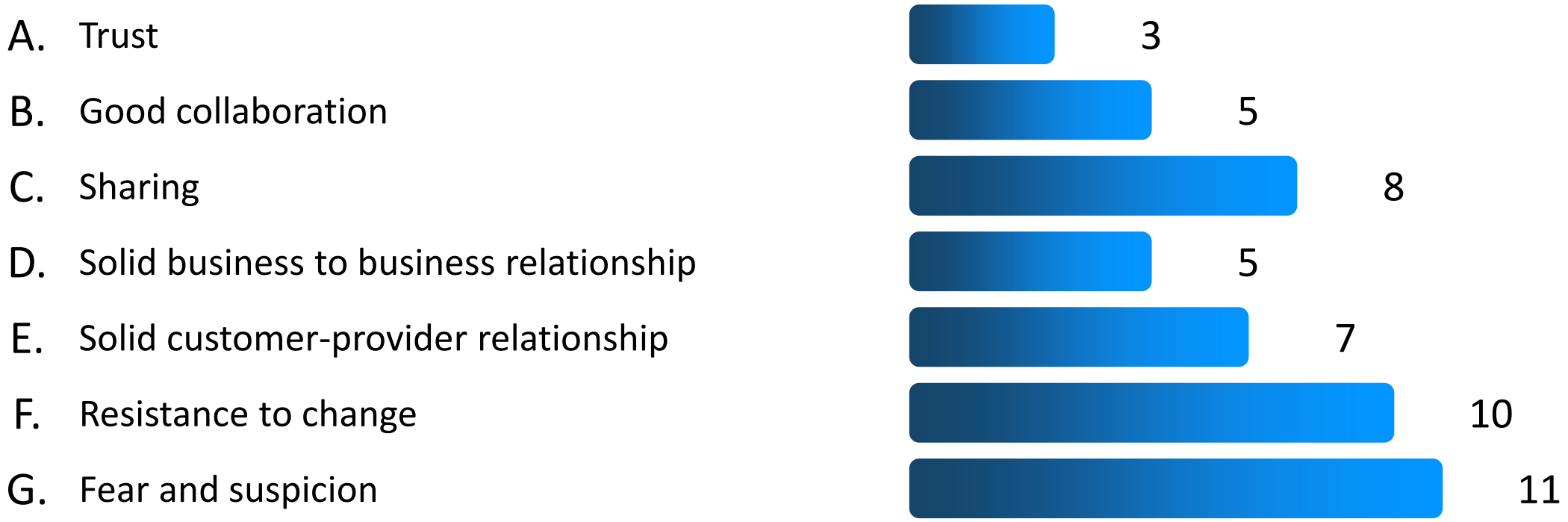
EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

What characterises the relationship at the moment ?

A. Trust
B. Good collaboration
C. Sharing
D. Solid business to business relationship
E. Solid customer-provider relationship
F. Resistance to change
G. Fear and suspicion

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

What characterises the relationship at the moment ?



React

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

What is the ideal relationship between a construction company and a software company ?

A. Partnership sharing risks and profits

B. Software companies are service providers

C. Software companies sells tools

D. Open access software is freely offered

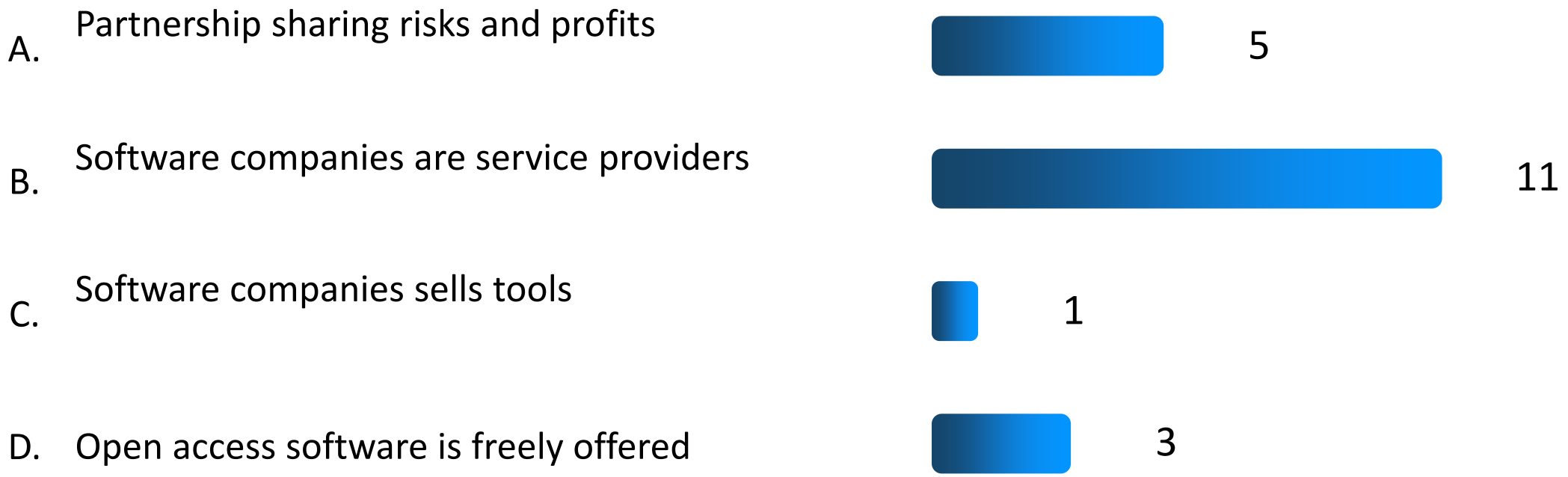
React

20 20

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

What is the ideal relationship between a construction company and a software company ?



React

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

What do you see as the common goals?

A. More efficiency construction processes
B. Better buildings and infrastructure
C. Cost and time savings
D. New business models
E. Sustainability and climate goals (e.g. EU Green Deal)

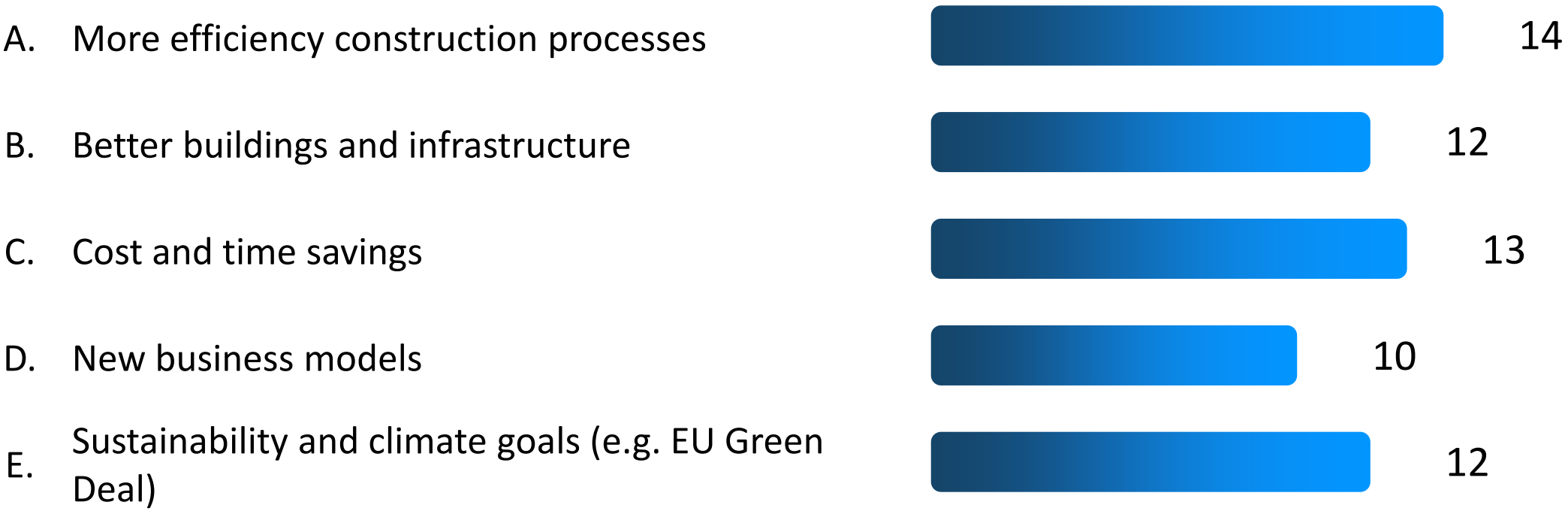
React

61 20

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

What do you see as the common goals?



React

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

Do you feel you have a choice when selecting software?

A. Yes

B. No, software is selected by partners in the project

C. No, software is selected by the owner

D. No, software is selected according to market dominance

React

19 16

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

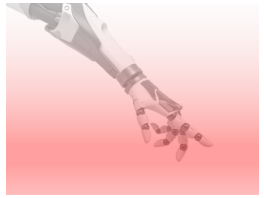
Do you feel you have a choice when selecting software?

A.	Yes	5
B.	No, software is selected by partners in the project	9
C.	No, software is selected by the owner	0
D.	No, software is selected according to market dominance	5

React

Closed

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION



Final Words

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

How has your view changed as a result of this webinar?

A. Win-win is possible and essential.

B. More convinced of the need for contractors and software companies to work together

C. Think there still are many obstacles

D. Win-win is impossible.

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION

How has your view changed as a result of this webinar?

A. Win-win is possible and essential. 7

B. More convinced of the need for contractors and software companies to work together 7

C. Think there still are many obstacles 4

D. Win-win is impossible. 0

React

Closed

THANK YOU

For your attention!

EUROPEAN CONSTRUCTION INDUSTRY FEDERATION