

MCAA

20 SUPPLEMENTARY REPORT FOR 20 MCAA MEMBERS

Based on the 2020 Construction Technology Report

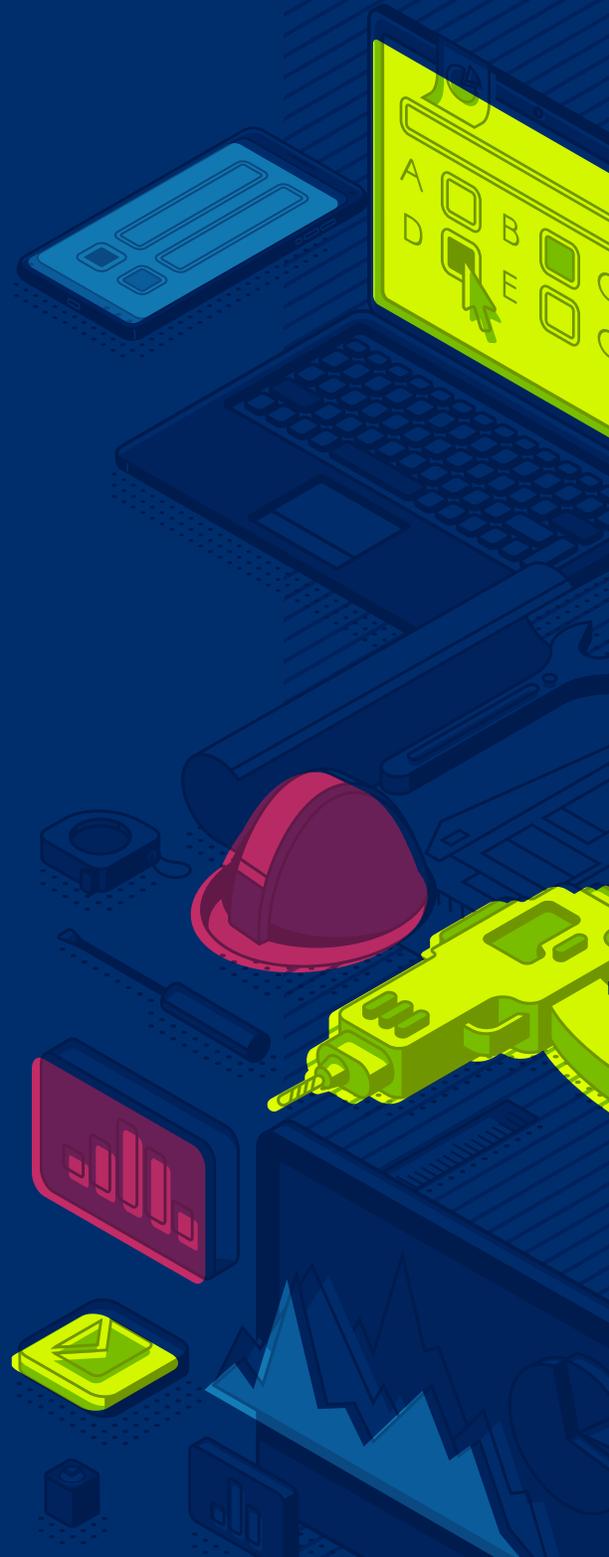


Brought to You by

 **JBKNOWLEDGE**

TABLE OF CONTENTS

Introduction _____	3
Budgeting _____	5
Technology Strategy _____	8
Software & Apps _____	11
Special Thanks _____	26
About JBKnowledge _____	27



1



INTRODUCTION



INTRODUCTION

The Trades Make Construction Possible

It's no secret that specialty subcontractors are the driving workforce for construction.

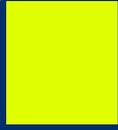
Technology is revolutionizing construction by helping humans boost productivity, safety, and efficiency. [The 2020 Construction Technology Report](#) gives the construction industry an in-depth look at the attitudes toward adopting technology and budgeting for construction technology.

Without technology, construction would continue an expensive, dangerous trajectory. MCAA simplifies learning about and adopting new technology for members by commissioning a special version of the Construction Technology Report based only on the behaviors of MCAA members!

This supplementary report is available only to MCAA members in hopes that it will assist with education topics, solution planning, and tech adoption.

Enjoy the report and find out how your technology habits compare to other MCAA members!

2



BUDGETING



BUDGETING

Tech, R&D, and Recovering IT Expenses

Companies are unable to reap the rewards of using technology (such as increased efficiency, higher productivity, saved money, and increased safety) until after the initial purchase and training is complete. An insufficient budget for new tech is the obstacle keeping some companies from reaching their optimal potential.

40% of all surveyed MCAA members reported feeling they 'do not have the technology budget to efficiently do their job'. 2% more than all of the construction pros surveyed (industry), who averaged 38% of members feeling the same 'lack of budget'.

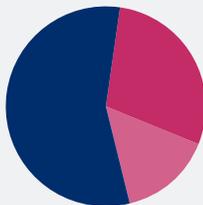
Are MCAA Members Budgeting for Technology and R&D?

Dedicated R&D Budget | Industry

2020

56%

No

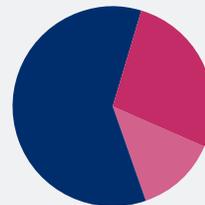


29% | Yes
15% | I don't know

2019

60%

No



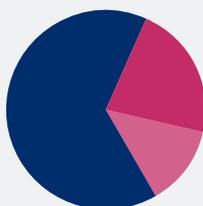
27% | Yes
13% | I don't know

Does your company have a technology Research & Development budget? | MCAA Members

2020

65%

No

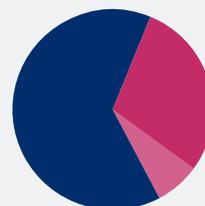


22% | Yes
13% | I don't know

2019

64%

No



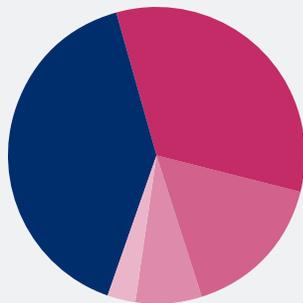
29% | Yes
7% | I don't know

Reported R&D budgets for MCAA members grew 3% in 2019, but failed to continue growing in 2020. ConTech Survey participants experienced a 14% increase in budgets for Research & Development, reducing the gap in the commanding lead MCAA members reported in 2019. **It's inspiring to see the rest of the construction industry catching up to MCAA members in budgeting for R&D, but surprising that MCAA members did not also experience an increase.** MCAA members must push to reclaim their place as leaders in adopting R&D budgets.

Does Your Company Bill IT Expenditures to Projects?

Industry

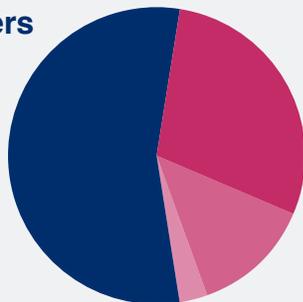
40%
Not Billing
for IT at all



- 33% | Depends on the expense
- 16% | Indirect Billing
- 7% | Direct Billing
- 3% | I don't know

MCAA Members

55%
Not Billing
for IT



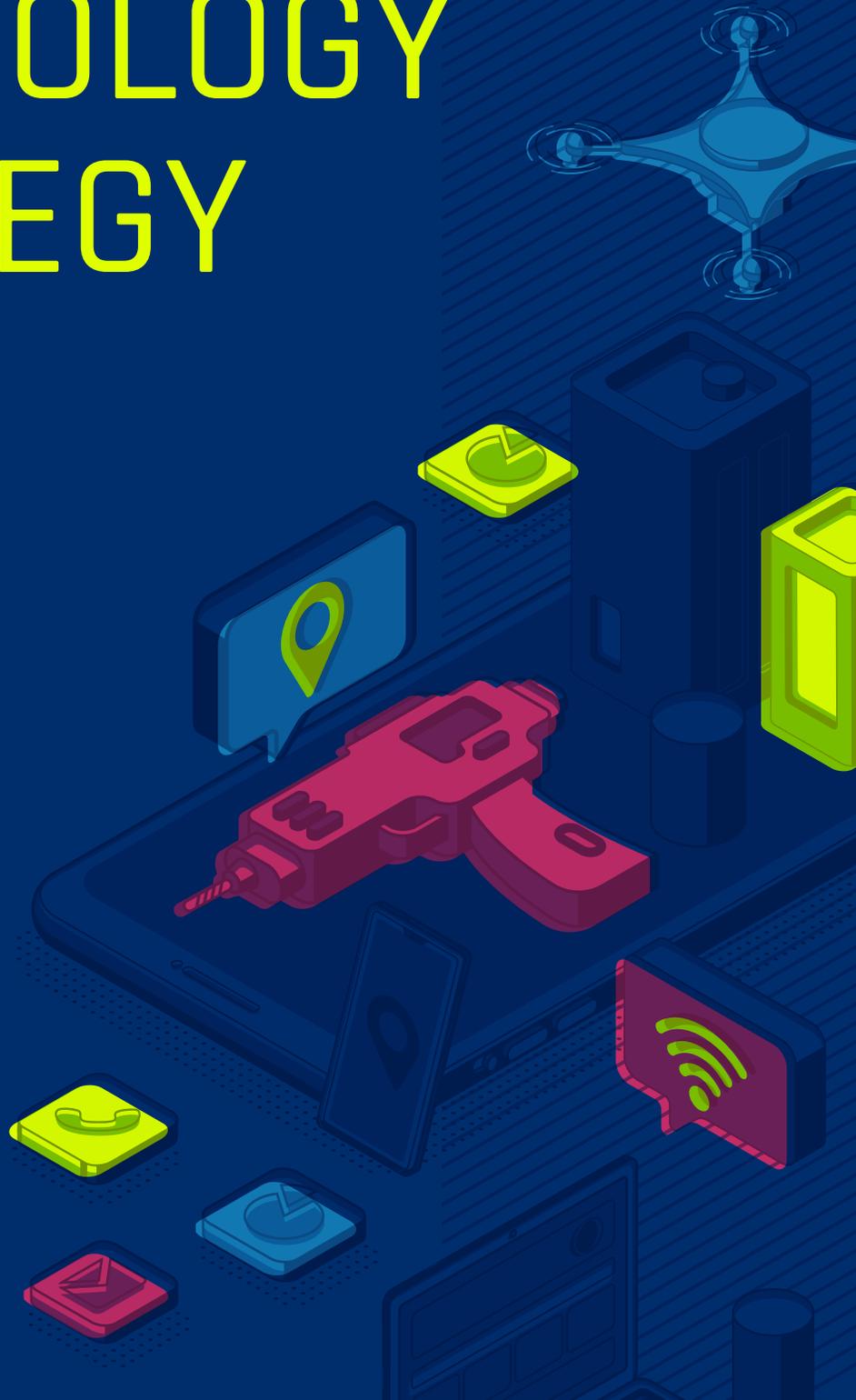
- 29% | Depends on the expense
- 13% | Indirectly
- 3% | Directly

MCAA Members have an opportunity to bill clients for IT expenditures! **MCAA members reported never billing for IT expenditures 15% more than others surveyed.** It would be advantageous to learn whether MCAA members are unaware of how to bill for IT expenditures, or simply not using IT. Educating members on how to bill for IT could make a significant difference in years to come!

3



TECHNOLOGY STRATEGY



TECHNOLOGY STRATEGY

Prefab is Growing for Mechanical Contractors

In 2020, prefabrication went from an option to an essential part of construction with 24% ConTech Survey participants reported using off-site construction more in 2020 than previous years.

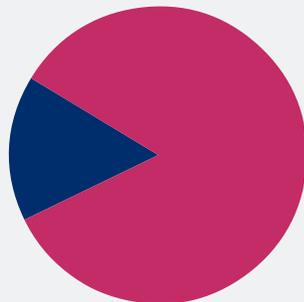
The convenience and cost-saving aspects of prefab was especially important for MCAA members, with 40% reporting using prefabrication for commercial projects over the last 2 years.

40% of ConTech Survey participants reported their company's strategic advantage came from prefabrication above other innovations.

What do you believe are the benefits of using off-site construction?

16%

Client Satisfaction

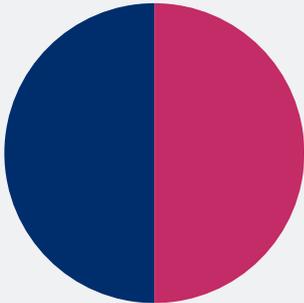


- 14% | Site Operations
- 14% | Safety
- 14% | Cost effectiveness
- 14% | Quality
- 14% | Schedule advantage/speed to market
- 7% | Reduction in requirement for site skilled labor
- 7% | Reduction in waste

MCAA members reported a variety of important reasons why prefabrication benefits their company. **“Client Satisfaction” was the most reported benefit of prefabrication for MCAA members.** MCAA members also reported “Quality,” “Cost Effectiveness,” “Site Operations,” and “Safety” as reasons they were using prefabrication.

What would you consider are the main barriers preventing prefabrication being used within the mechanical industry?

50%
Reluctance
to innovate



■ 50% | Lack of communication/cooperation between project teams

As with all technology, prefabrication also experiences barriers to adoption.

When it comes to reasons their company had not adopted prefabrication, MCAA members were split evenly between an overall “Reluctance to integrate,” and “Lack of cooperation and communication between project teams.” The good news is both of these issues are easy to remedy!

The construction industry is (slowly) realizing the value and necessity of streamlining processes, which makes innovations like prefabrication more desirable. **As adopting new technology becomes necessary to keep a competitive edge, prefabrication will become a simple solution for decreasing costs and increasing profitability.**

4



SOFTWARE & APPS



SOFTWARE & APPS

Learn what technology is giving MCAA members an advantage

Modern construction calls for modern tools!

MCAA members are ahead of the industry when it comes to using devices for work purposes with higher rates of adoption for Smartphones, Laptops, Tablets, and Wearables.

Mobile Devices MCAA Members Use for Work Purposes

Industry



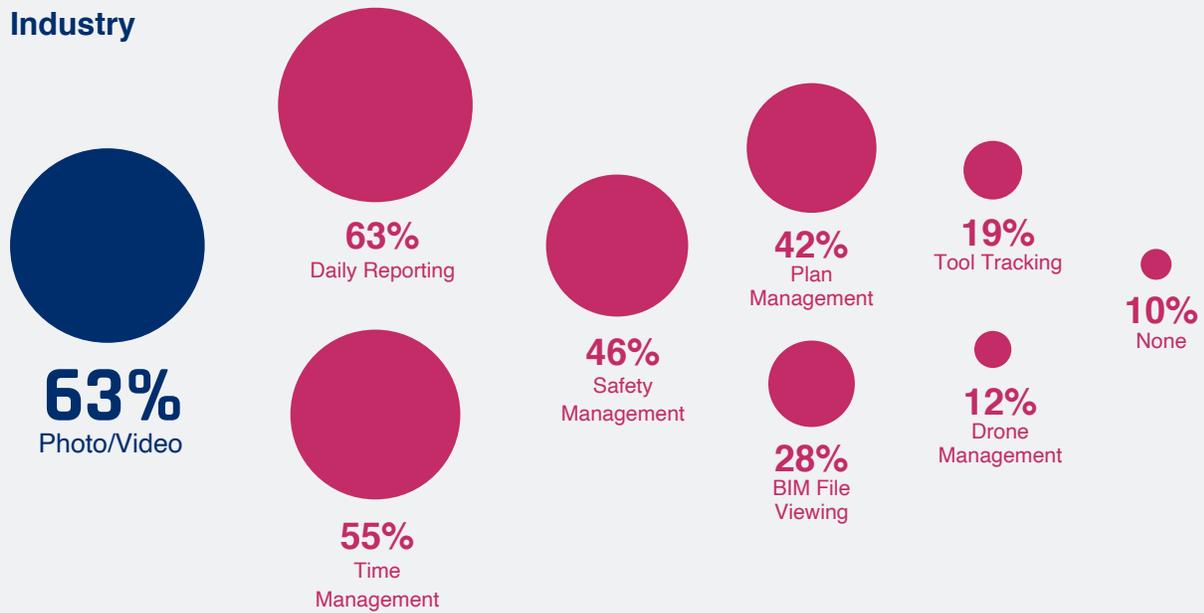
MCAA Members



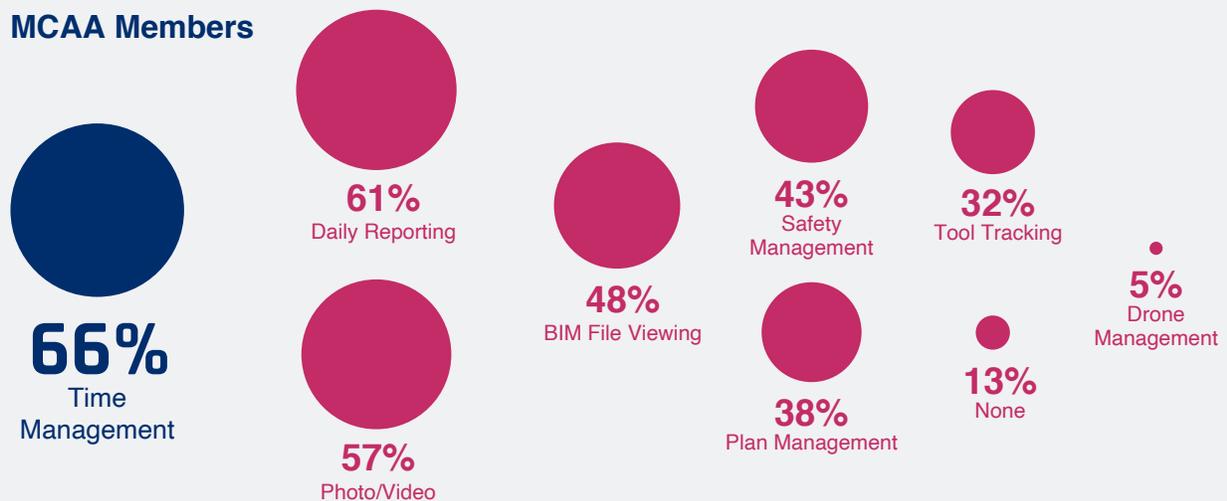
It stands to reason that MCAA members use mobile devices more than the rest of the industry, MCAA members also reported 5% fewer instances of not using mobile app workflows. Time management and daily reporting workflows were the most popular apps utilized by MCAA members, as compared to Estimating and Accounting/ERP.

Mobile Apps Workflows MCAA Members Use

Industry

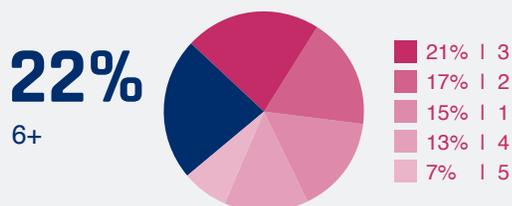


MCAA Members

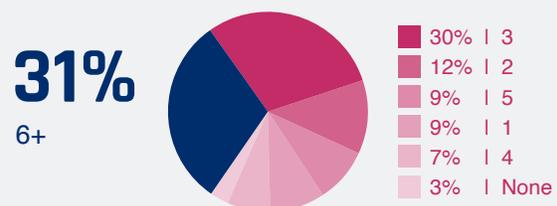


Number of Construction Software Applications MCAA Members are Using

Industry



MCAA Members

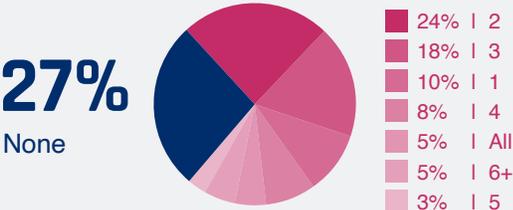


The construction industry overall reported using six or more construction apps. MCAA Members also reported using six or more construction apps daily however, although the report of using ‘six or more’ apps only surpassed the answer of using ‘three’ apps daily by 1%.

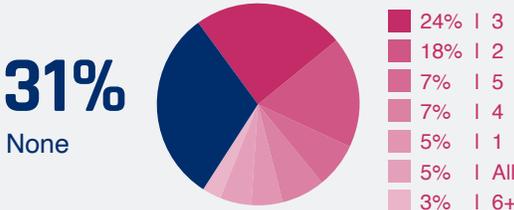
51% of MCAA members reported using between 1 to 3 apps daily, which could be indicative of a lack of apps.

Number of Apps MCAA Members Use that Integrate

Industry



MCAA Members



MCAA members have an opportunity to boost integrations in 2021. **While both MCAA members and Industry each reported only 5% of ‘All’ apps integrating, MCAA members report 4% more instances of having no integrations.**

MCAA Member's Favorite Apps & Software

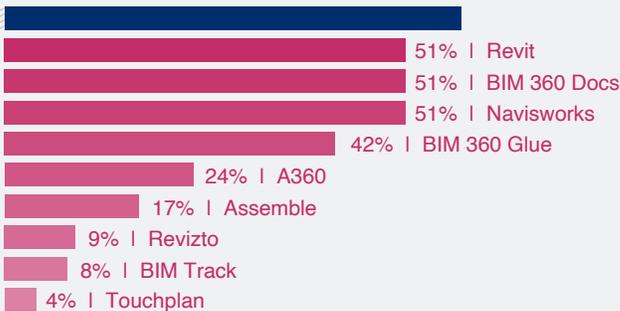
MCAA members favored certain apps more than others. Let's take a look at the digital tools MCAA members used in 2020!

Top Mobile Apps to View BIM Files

Industry

58%

Bluebeam (Revu)

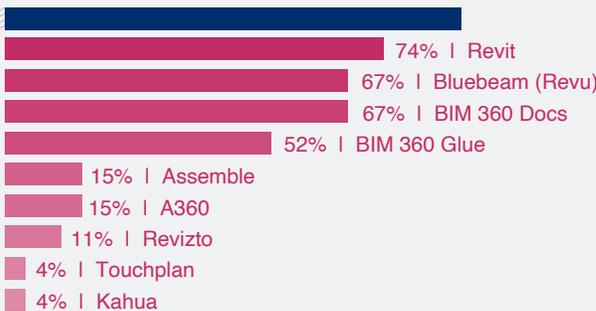


* BIMx, 3%; SketchViewer, 3%; Archibus, 2%; Bimsync, 1%; ArCADia BIM 11, <1%; Kahua, <1%; Turboviewer, < 1%, Other, 18%

MCAA Members

89%

Navisworks



* Other, 19%.

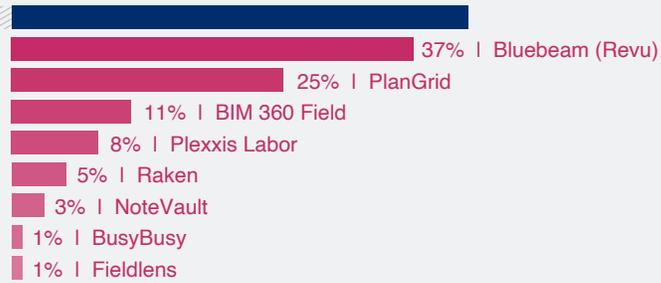
Navisworks has a substantial lead as the top choice for MCAA members to view BIM files. **Navisworks the choice for MCAA members has 30% more support than the 58% of industry members who named Bluebeam (Revu) for their first choice.** Both industry and MCAA members named Revit as the second choice for viewing BIM files.

Top Mobile Apps for Daily Reporting

Industry

42%

Procore

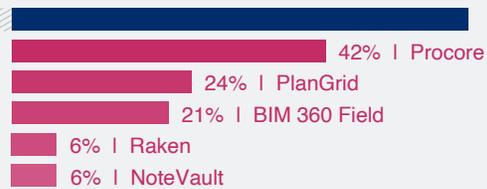


* Other, 36%

MCAA Members

61%

Bluebeam (Revu)



* Other, 33%

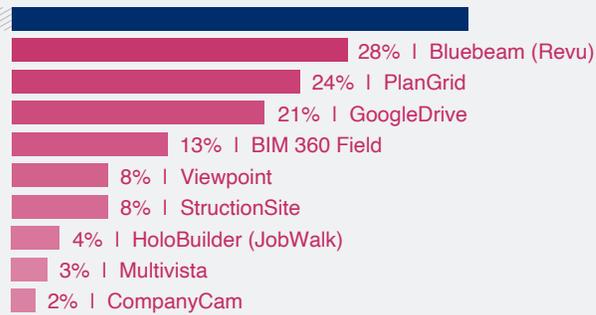
The top app MCAA members are using for Daily Reporting was Bluebeam (Revu) surpassing industry favorite, Procore.

Top Mobile Apps for Capturing and Managing Photos and Videos

Industry

38%

Procore

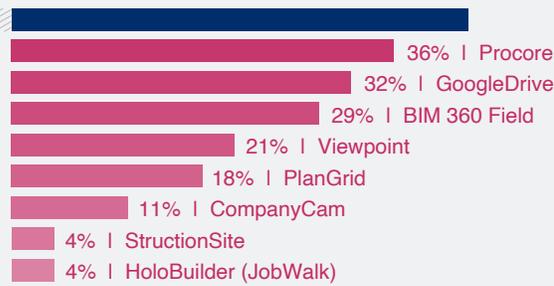


* SmartVid, 2%; FotoIN, <1%; Other, 31%

MCAA Members

43%

Bluebeam (Revu)



* Other, 29%

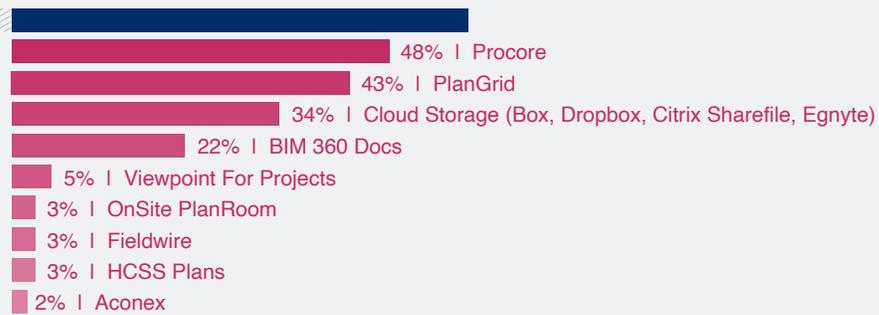
Procure topped the choice for Mobile Apps for Capturing and Managing Photos and Videos, for both MCAA members and the industry. At 9% over Industry, CompanyCam is more popular with MCAA members.

Top Mobile Apps for Managing Plans

Industry

58%

Bluebeam (Revu)

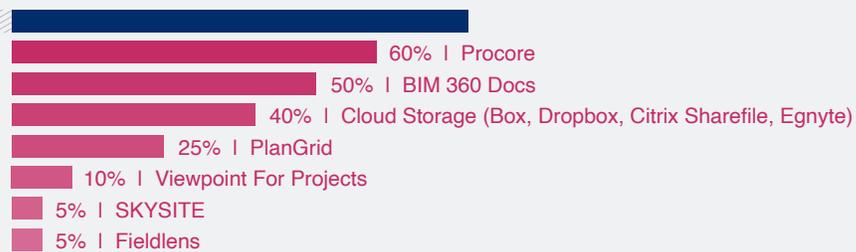


* Buildertrend, 2%; Fieldlens, 2%; BluVue, < 1%; RedTeam, < 1%; SKYSITE, <1%; Other, 16%

MCAA Members

75%

Bluebeam (Revu)



* Other, 10%

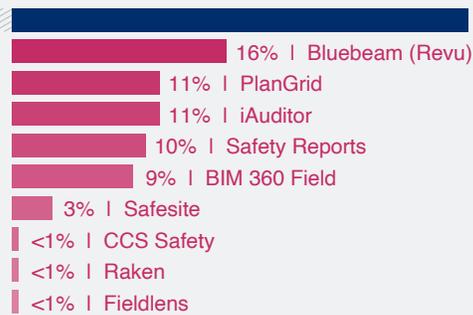
PlanGrid dropped 18% in popularity from Industry to MCAA member reports for top Mobile Apps for Managing Plans. MCAA members also reported more instance of using SKYSITE for plan management than Industry.

Top Mobile Apps for Safety Management

Industry

34%

Procore

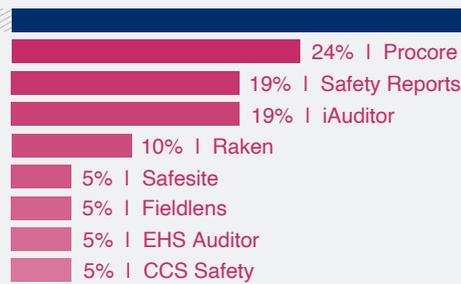


* GoCanvas, <1%; Hazard Scout, <1%; SketchViewer, <1%; Oracle Latista Field Management, <1%; EHS Auditor, <1%; HammerTech, <1%; Other, 43%

MCAA Members

38%

Bluebeam (Revu)



* Other, 43%

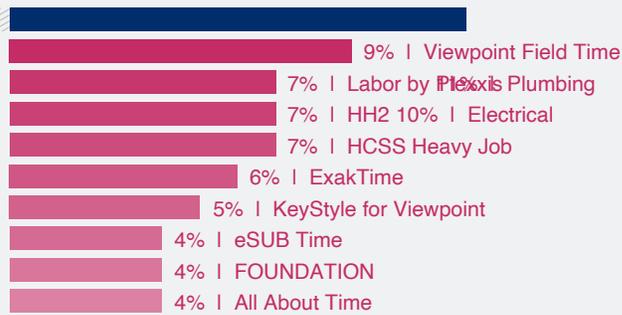
When it comes to safety, MCAA members favor Bluebeam 14% over the Industry's top choice of Procore. Fieldlens also gained 4% more popularity with MCAA members versus Industry.

Top Mobile Apps for Time Management

Industry

12%

Procure

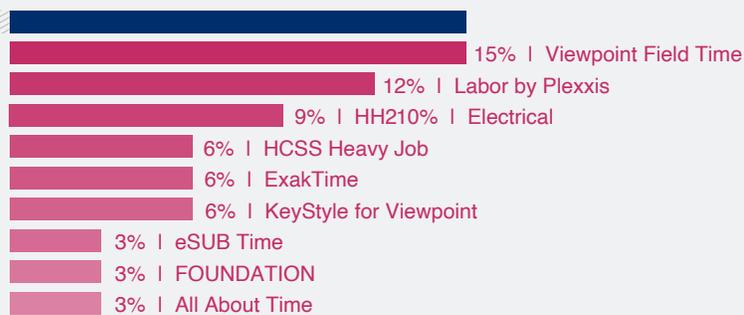


* TSheets, 4%; Rhumbix, 3%; Raken, 2%; BusyBusy, 1%; mJobTime, 1%; Austin Lane, <1%; ClockShark, <1%; InEight, <1%; Replicon, <1%; Other, 41%

MCAA Members

15%

Procure



* Other, 42%

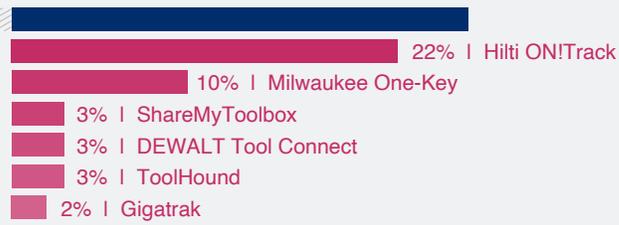
MCAA members favor Viewpoint over the Industry's most popular apps for Time Management, Procure and Labor by Plexxis. TSheets by Quickbooks is also favored by MCAA members despite the lack of popularity with the Industry.

Top Mobile Apps for Tool Tracking

Industry

26%

ToolWatch

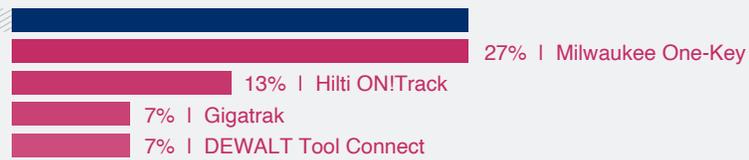


* Other, 39%

MCAA Members

27%

ToolWatch



* Other, 27%

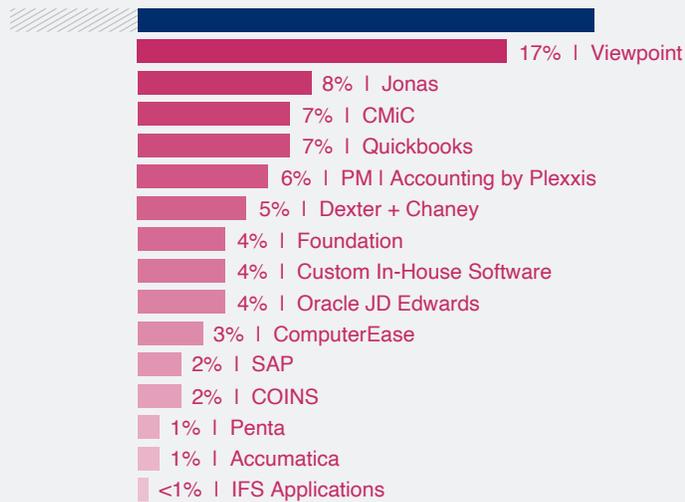
Asset tracking is becoming a necessity for all jobsites! ToolWatch is the easy favorite for Industry, although MCAA members reported a tie for most popular tool tracking app between ToolWatch and Milwaukee One-Key.

Top Accounting/ERP Software

Industry

21%

Sage

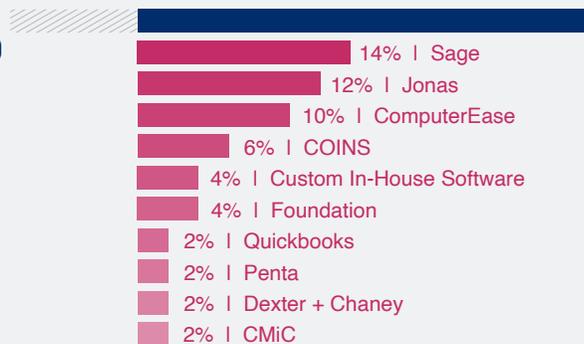


* Other, 19%

MCAA Members

30%

Viewpoint



* Other, 20%

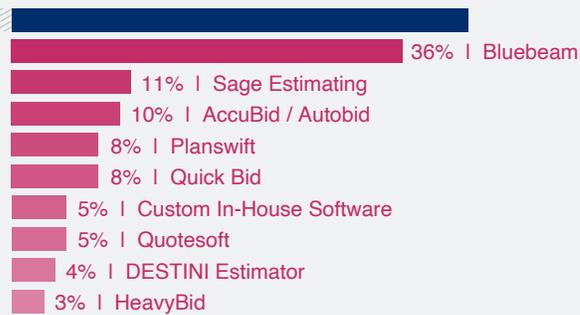
Viewpoint is MCAA member's easy choice for Top Accounting/ERP Software! Sage dominated the Industry's choice as the favorite Accounting/ERP software. COINS is also 4% more popular with MCAA members than the Industry.

Top Takeoff Software

Industry

42%

OnScreen Takeoff

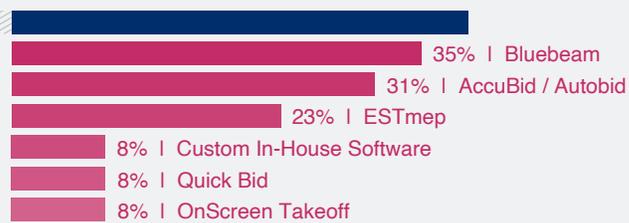


* ESTmep, 2%; HardDollar / InEight, 2%; The EDGE, 2%; B2W, 1%; ProEst, 1%; Other, 23%

MCAA Members

39%

Quotesoft



* Other, 15%

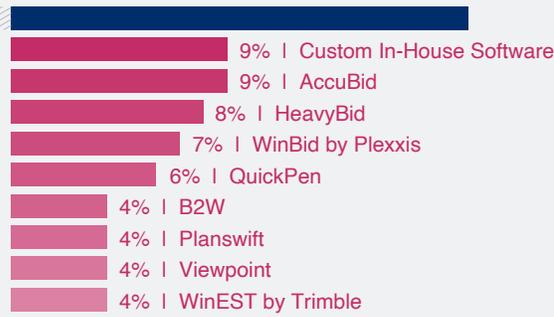
The Industry favors OnScreen Takeoff software. Interestingly Onscreen is the least popular choice for Takeoff with Quotesoft topping MCAA members list for favorite Takeoff software. MCAA members also reported ESTmep as a choice for Takeoff despite not ranking on the Industry's choices for Takeoff.

Top Estimating Software

Industry

19%

Sage Estimating



* DESTINI Estimator, 3%; HardDollar / InEight, 3%; MC2ICE, 2%; ESTmep, 2%; ProEst, 1%; STACK Estimating (Formerly Cloud Takeoff), 1%; Other, 35%

MCAA Members

43%

QuickPen



* Other, 33%

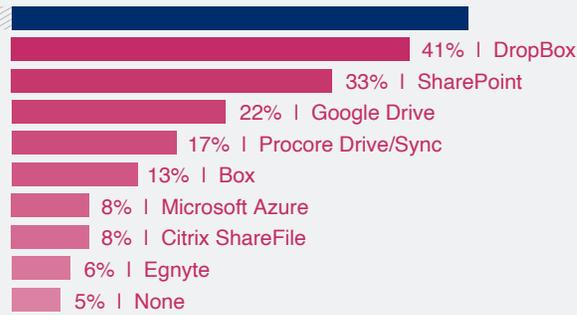
QuickPen leads the way for Estimating software for MCAA members with Sage Estimating as the final MCAA members choice. Conversely Sage Estimating has a commanding lead as the Industry's top choice. Both the Industry and MCAA members reported frequently using Custom In-House Software.

Top File Storage, Sharing and Collaboration Solutions

Industry

47%

OneDrive

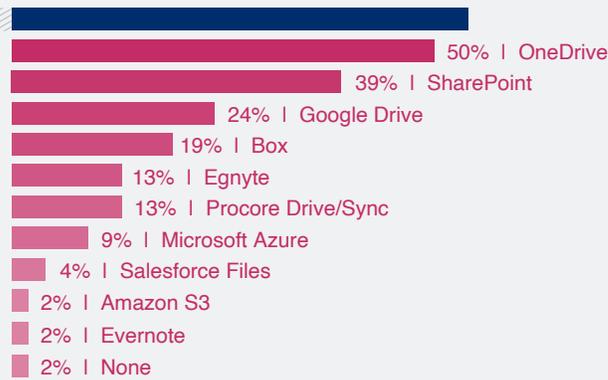


* Evernote, 2%; Amazon S3, 2%; Salesforce Files, 1%; YouSendIt, <1%; Other, 13%

MCAA Members

54%

DropBox

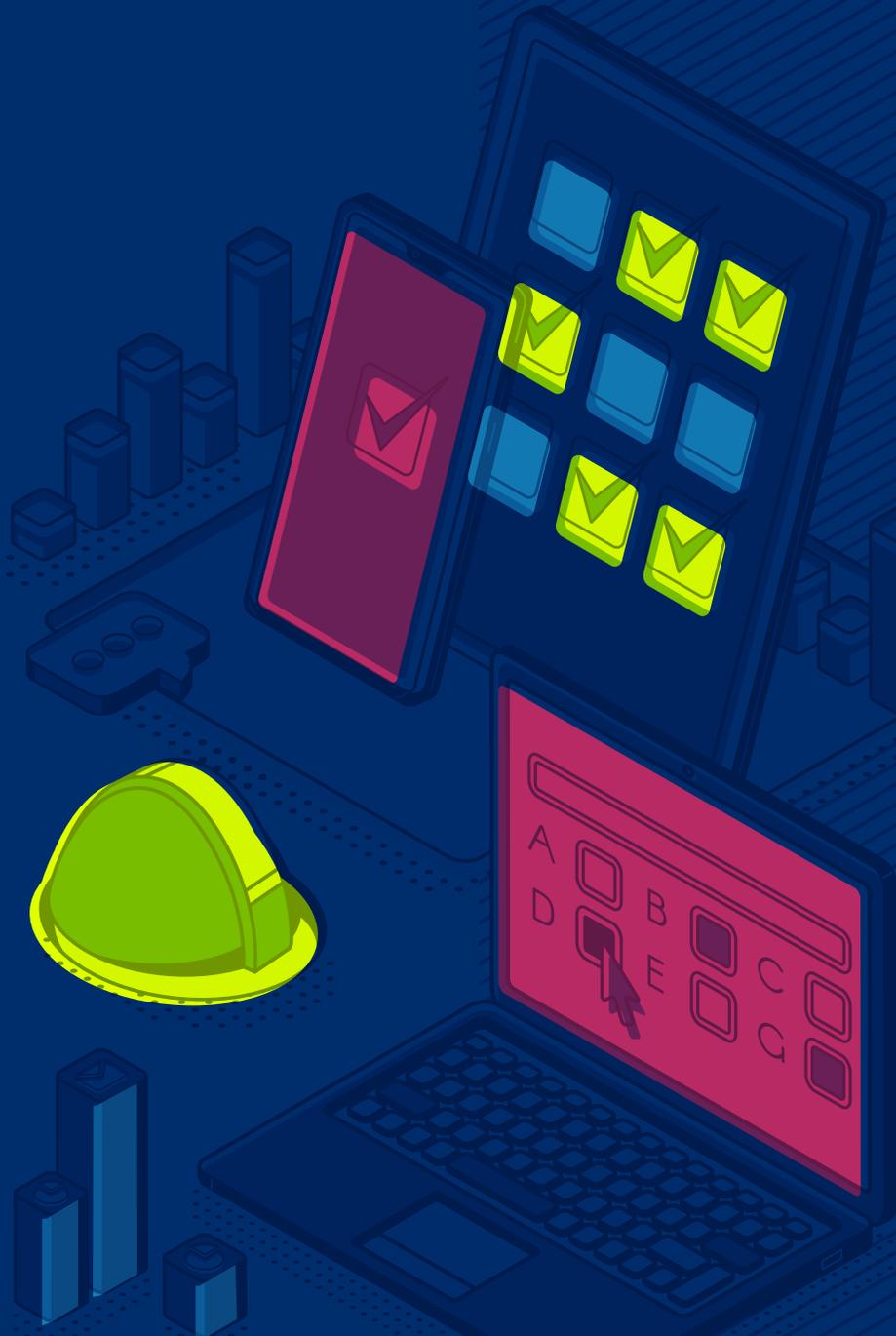


* Other, 13%

5



CONCLUSIONS



CONCLUSIONS

How MCAA Members Can Improve in 2021

- » **EDUCATION:** MCAA members could benefit greatly from learning more about how to bill for IT expenditures and new technology.
- » **TECHNOLOGY ADOPTION:** “Modern construction calls for modern tools.” Construction technology are not bonus items to consider, ConTech is essential for companies’ success.
- » **BUDGETING:** Establishing budgets for R&D, IT, and new tech is crucial. Companies that do not budget for technology and R&D will be surpassed by the companies who do.

Thank You

MCAA’s partnership with the Annual Construction Technology Report provides invaluable information for the construction industry. MCAA’s support brings the voice of the mechanical contractors to the ConTech Report.

How JBKNOWLEDGE® Can Help

JBKnowledge is a family of professionals building great technology since 2001. We provide technology solutions for insurance and construction around the world through our consulting services, products, podcasts, public speaking, and R&D labs. JBKnowledge is based in Bryan/College Station, TX, and serves construction clients on an international basis. Learn more at jbknowledge.com.



Whether your company needs a hand getting optimal results from tech you already have, or if you need to build your company's tech strategy from the ground up – we can help! Find out how JBKnowledge's Technology Consulting Services can help your company with a complimentary Construction Tech Assessment.

[GET STARTED](#)



Keep up with the latest in ConTech with our weekly podcast! The ConTechCrew features up-to-date ConTech news and interviews with the people behind the biggest innovations in the industry.

[GEEK OUT](#)



Catch The ConTechCrew and friends on tour in 2021. The ConTech Roadshow brings the construction tech conference to you! The Roadshow features local networking, a vendors showcase, and educational sessions on current ConTech topics.

[LEARN MORE](#)