

SPEGC – March 18th, 2010

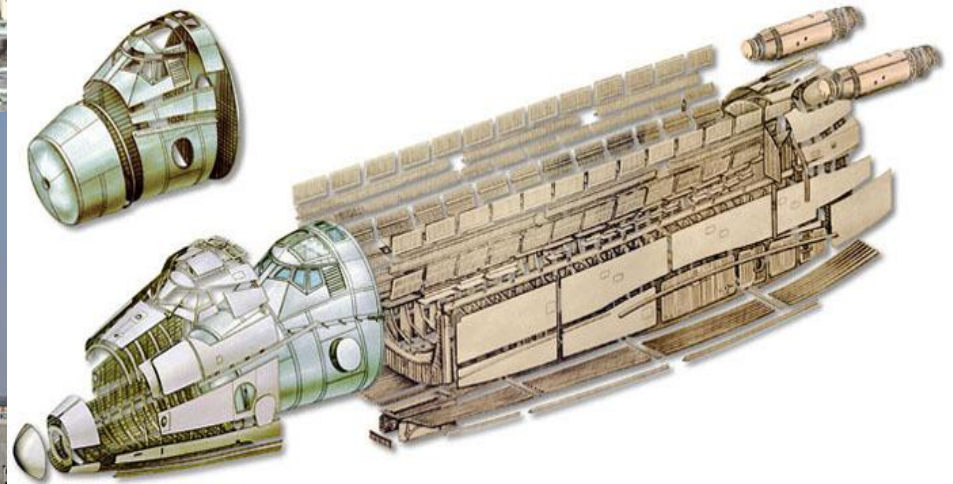
**How do you collaborate outside the firewall
with other companies?**

**An Open Discussion with
Joseph Yoklavich
Aconex – Client Exec - Houston**

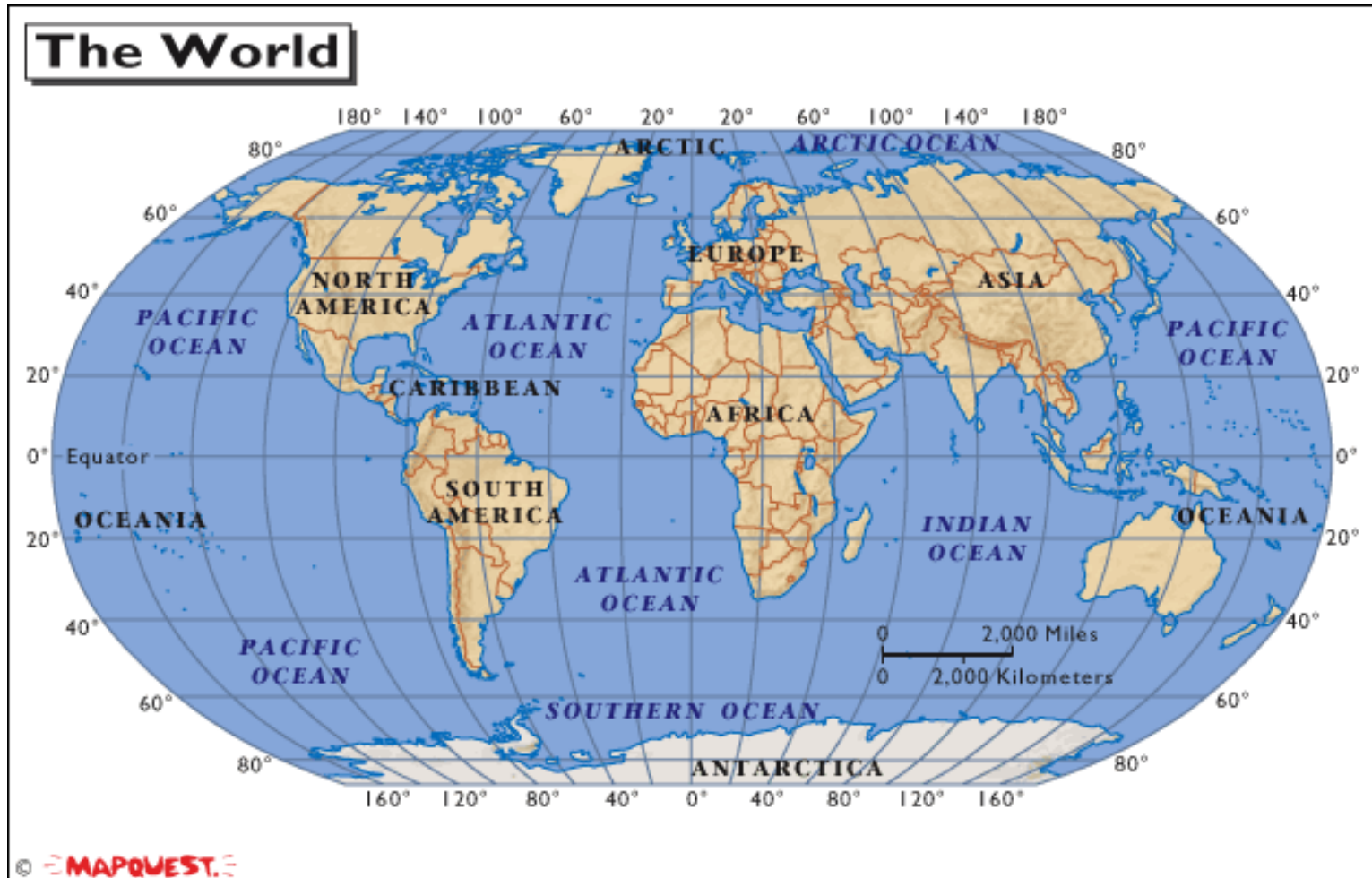
Project success. Easy as



Large Projects Involve different companies and people



The projects will involve people around the world



You have a lot of people involved with different agenda's



www.shutterstock.com · 7396819

Worst case - TOTAL Chaos

“Who has the latest
CADD Drawing”

Each company has
multiple silos

Un-indexed

Not complete, authentic or
admissible

Un-locatable

Increasing litigation risks and
costs

Un-managed and
disorganized

Loss of context

Information leakage

Who is the engineer?

Email, documents, images
... paper too

I can't find anything

Information

Explosion and Silos

Volume - Formats - Locations

Where is the document

Information
not re-usable

Increasing Criticality of
Producing Trustworthy
Information

Numerous copies

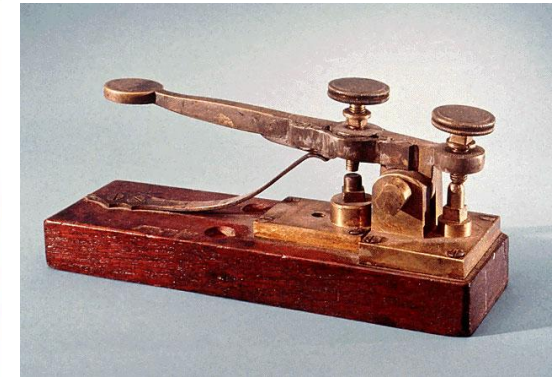
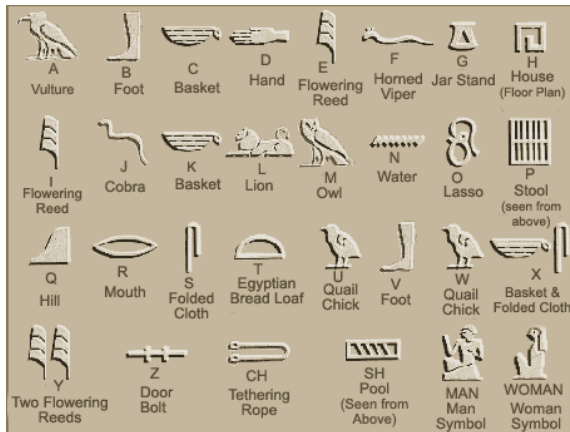
Un-traceable

Not trustworthy

No Document Control = Results in Higher Operational Costs. High Information Risk
This project is out of control, Project is behind schedule,

How do we communicate and collaborate?

- We are not really using Egyptian Hieroglyphics, using the telegraph or smoke signals, carvings in stone, fast moving Pony Express

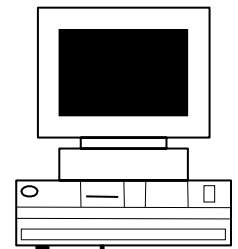


How do we communicate and collaborate?

- Meetings and Phone Conversations end up to need documents = Keep it legal
- Employees move information via letters and emails.
- ECM – Enterprise Content Management environment
- Many companies use FTP sites -
- Some create Extranet Servers to obtain, collect, and share with other companies



*email
manager*



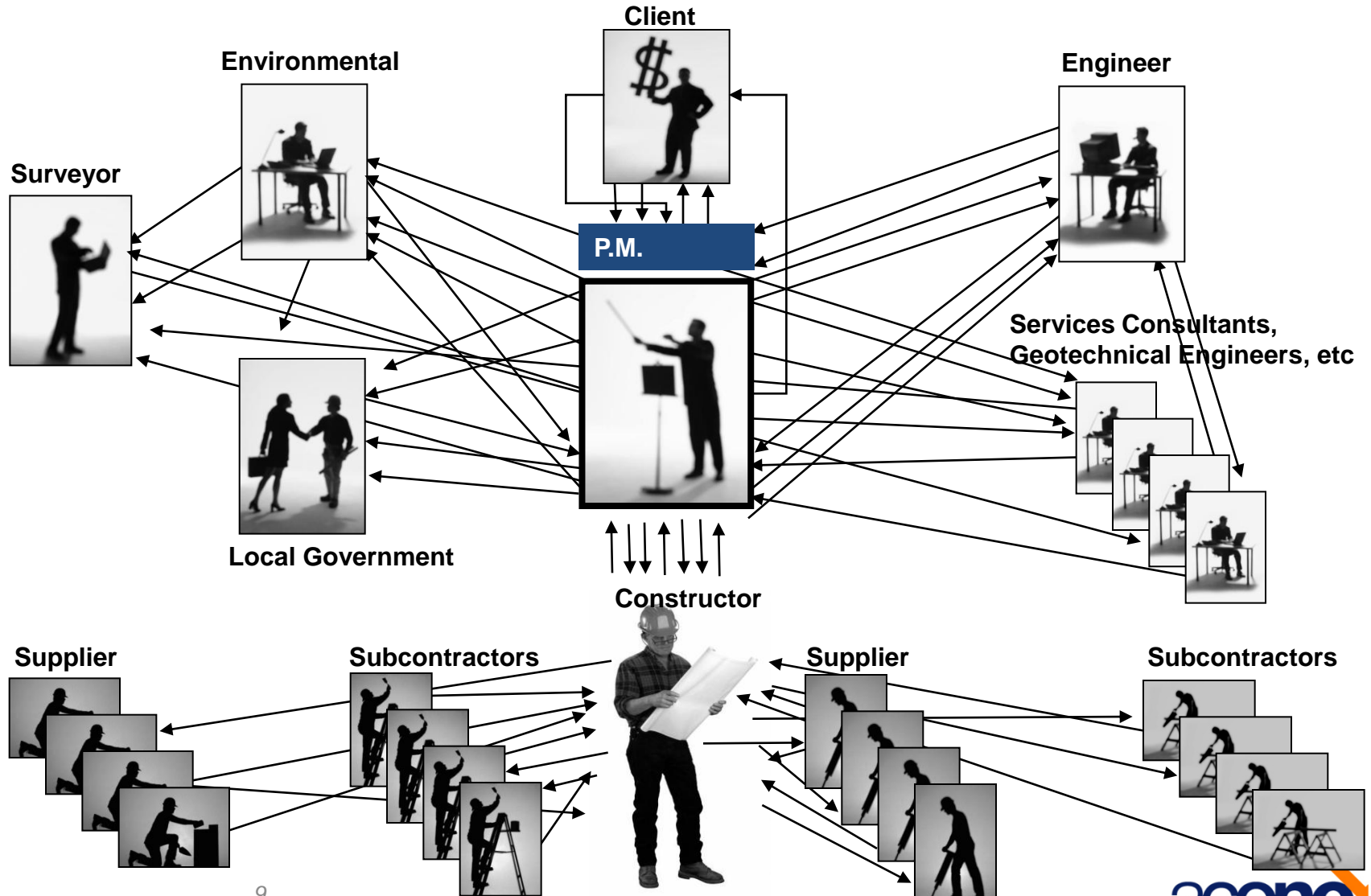
Employees

Meetings, Phone Conversation, Emails , Letters

- Handshake ? Trust ? Honesty ? Integrity ?
- Phone Calls can be recorded, but at what cost \$\$\$\$
- Documents, Letters can be confirmed, certified, notarized, but slow to process and maintain
- Formal Transmittal with signed delivery
- Emails are quicker, but present revision control problems, storage issues, and open the door for risk.
- What is the latest version of a document
- Who has the information and is it current or valid
- Can someone tell me who is working on this piece of the puzzle? Who, What, Where, When, WHY? How come? Audit Trail



How does project information currently flow?



Common document control issues

- Right version? Right people? Right time?
- Information silos: no two registers match, whether you use paper, disk, email, FTP, or internal EDMS
- Rework: up to 30% is attributable to poor information management
- Claims: virtually all result from version control or communication problems



Typical Data Storage Requirements/Users

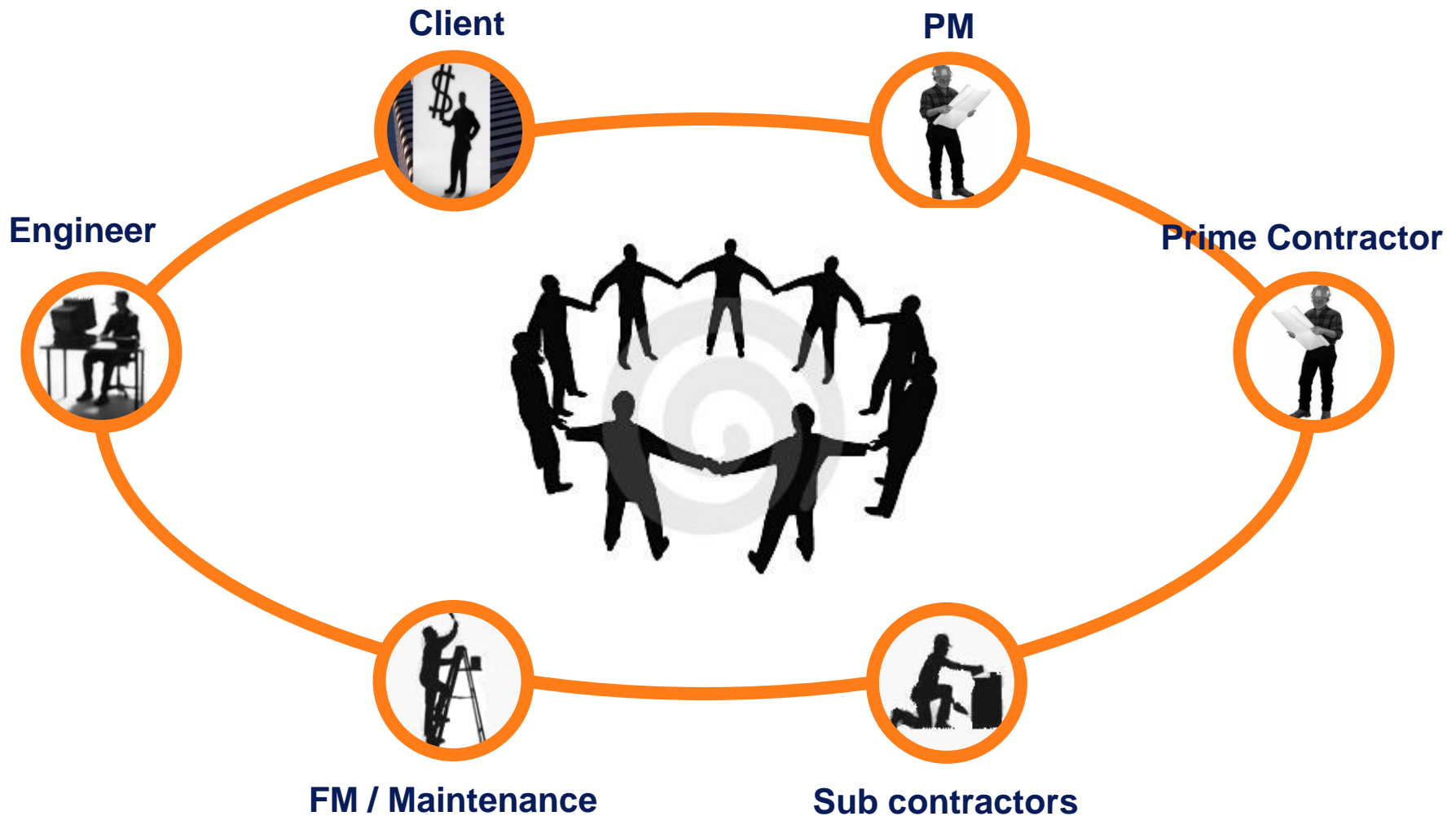
\$10 Million Project or Program:
10,000 Documents / Forms
25-50 users
Roughly 10 GB

\$100 Million Project or Program:
100,000 Documents/ Forms
100 users
Roughly 100 GB

\$1 billion Project or Program:
1,000,000 Documents/
Forms
1000 users
1 TB of data



You have many individuals needing to collaborate



Enterprise Content Management Solutions

- Microsoft Sharepoint , Outlook, MS products
- EMC Documentum
- Opentext – Livelink / and Hummingbird DM
- IBM Filenet P8 and Content Managers CM8
- Oracle / Stellant
- Others



Cost of an extranet environment



- Server – Production, Test, Sandbox
- Software Licenses and Yearly Maintenance
- Administrative, Upgrades Releases, Updates, Maintenance , and Security Issues
- Basic Support to everyone that uses the system
- Training Cost
- Adaptability and Usage – Monitoring
- Other issues – Languages, Culture, Locations
- Trust
- Continue Charge to Keep the Environment Going

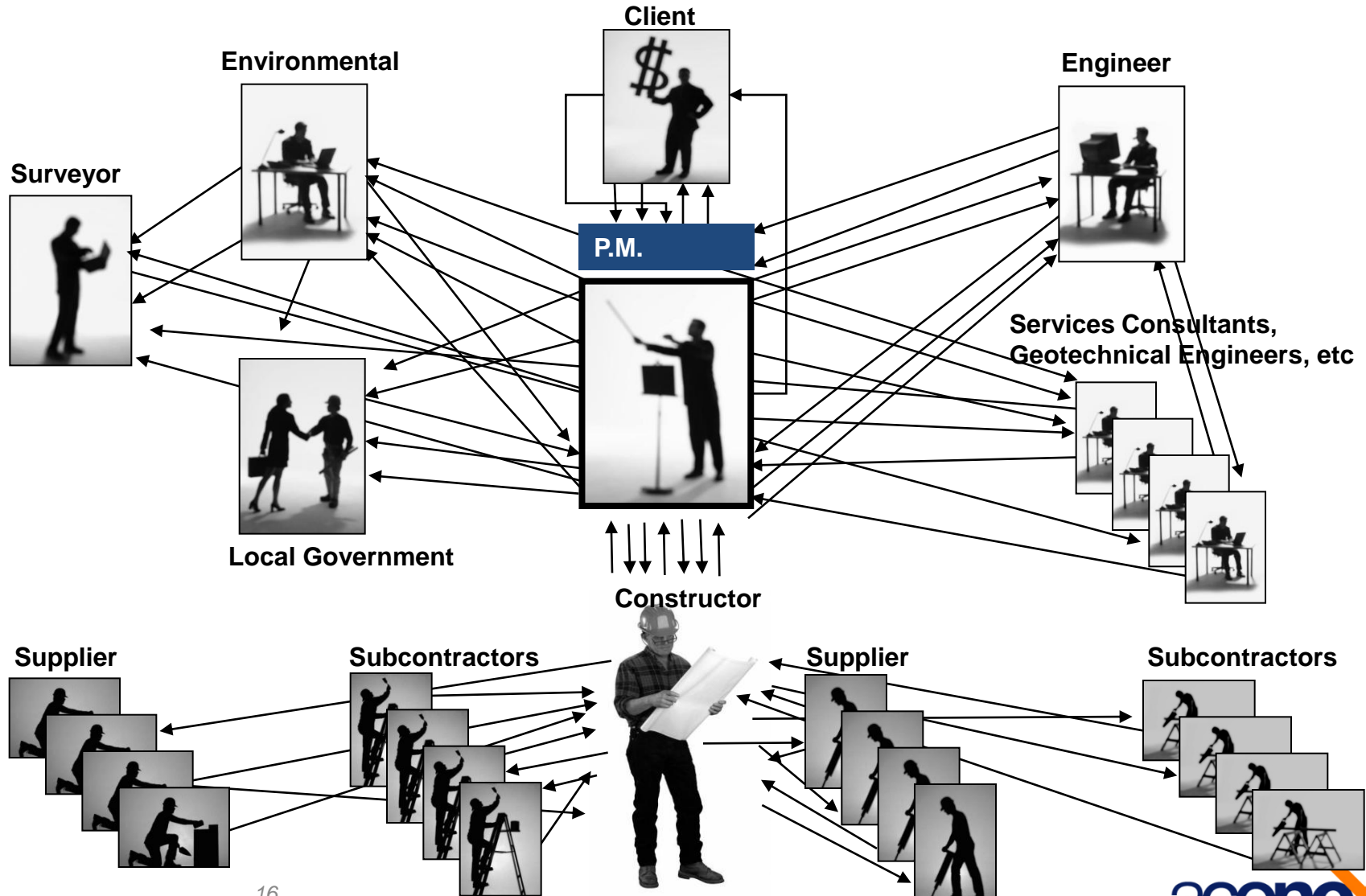


Complexity and Risk outside your firewall

- RFI's and RFP's and Bids
- Contract Agreements, Correspondence
- Workflow processes
- Culture, Business Discipline
- Complexity of the project
- Compliance, Environmental and Government Requirements
- Legal Requirements
- How do you avoid disputes?
- How do you get everyone on the same page



How many people? Companies ? Locations ?



What is your company doing outside your firewall ?

How does your company address this issue?

Pro's and Con's – Working with other companies ?

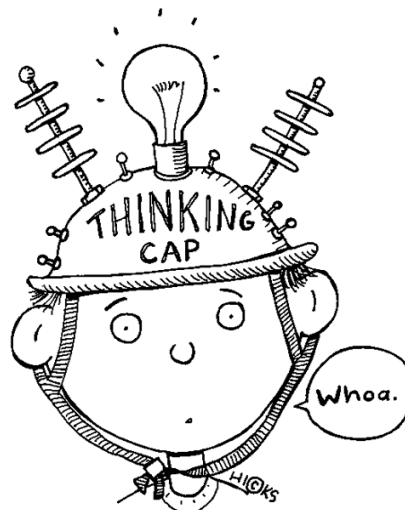
Is this a problem with your company today or in the future?



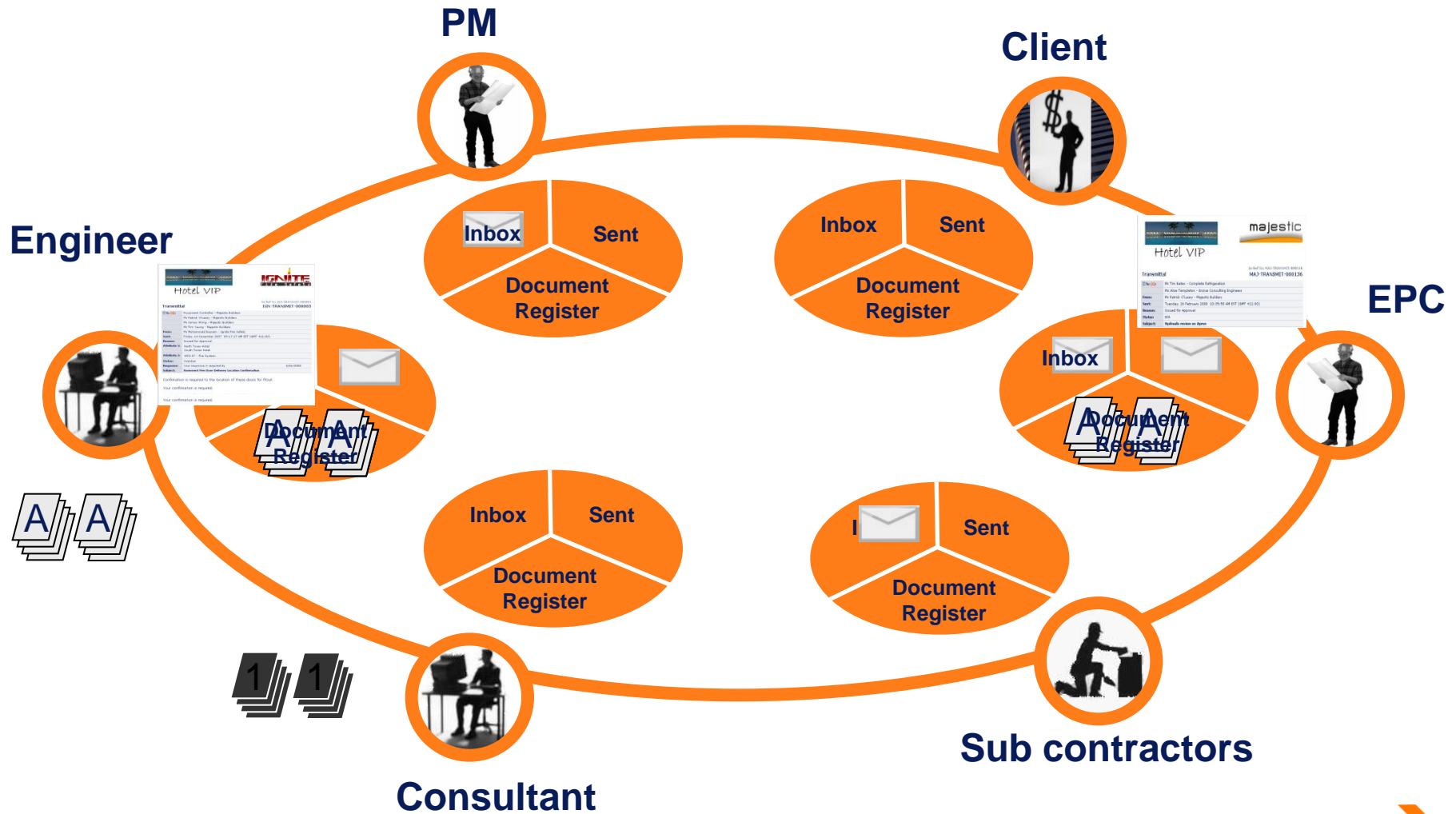
What is your company doing outside your firewall ?

What products / solutions are out there?

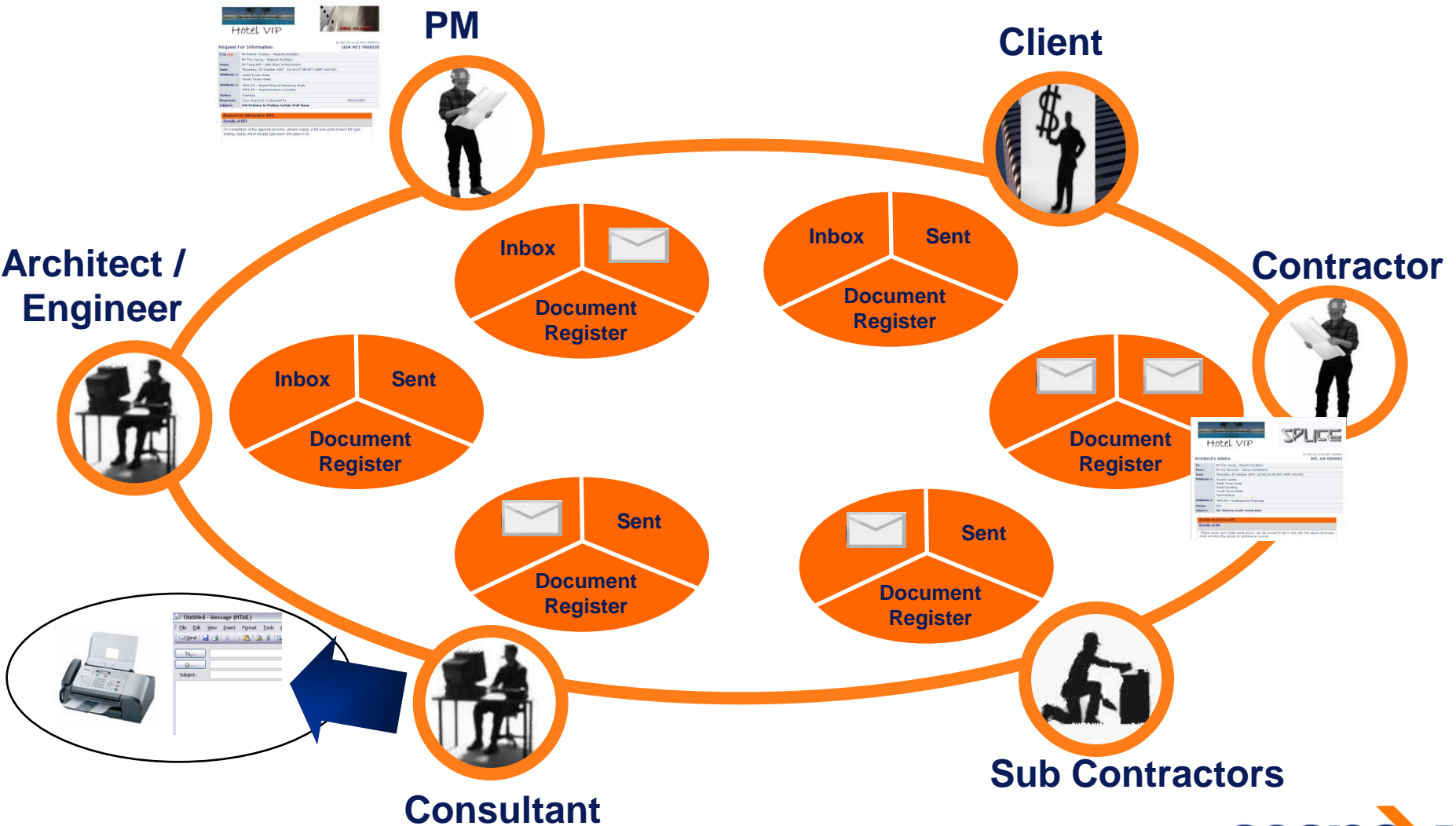
- Autodesk – Constructware, Coreworx, Projectwise,
- Sword, Skyer, Prolog, Meridian, Asia, Primavera
- Unique Solution – SAAS Model - Aconex Solution



Document control on Aconex



Project Mail



Aconex overview



With 35 offices worldwide, Aconex is the world's largest provider of online collaboration for Infrastructure, Construction, Energy & Resources projects

- Online information management service, focused on engineering and construction
- Distribute and manage information in one secure, central location
- Can include drawings, documents, photos, formal correspondence, tenders, approvals and vendor data

Aconex overview



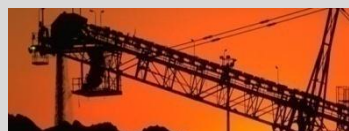
- 7,500 projects worth \$250bn in seventy countries
- Over 180,000 users in 3,500 client organizations
- 370 people in 35 locations and 24/7 local support
- Multiple languages interfaces
- Aconex solutions are used to manage:

Documents and Transmittals
Correspondence and Forms
RFIs and Change Order Processes
Drawing Reviews

Cost and Contracts Administration
Handover and Commissioning
Reports

What makes Aconex unique

- **Unlimited Users per project**
- **Unlimited Worldwide Training**
- **Unlimited 24x7 Support**
- **Unlimited Usage, and Storage**
- **All for one cost**
- **Want to learn more, lets start talking?**



SPEGC – March 18th, 2010

**How do you collaborate outside the firewall
with other companies?**

THANK YOU

**Joseph Yoklavich
Aconex – Client Exec - Houston**

Project success. Easy as

