KC | KATHY CASE

Tech Tiles: Navigating the Future of Technology and AI

Kathy Case, Quantify North America
Shayne Paterson, JENGAI

Kathy Case

kcase@quantifyna.com

www.quantifyna.com

Quantify
north america
comprehensive estimating and project services

What we will discuss today…

Spec-ID
MeasureSquare
FloorCloud
ERP
Go Carrera

AI
Read AI
Chat GPT
JengAI

Where we were….

KC | KATHY CASE

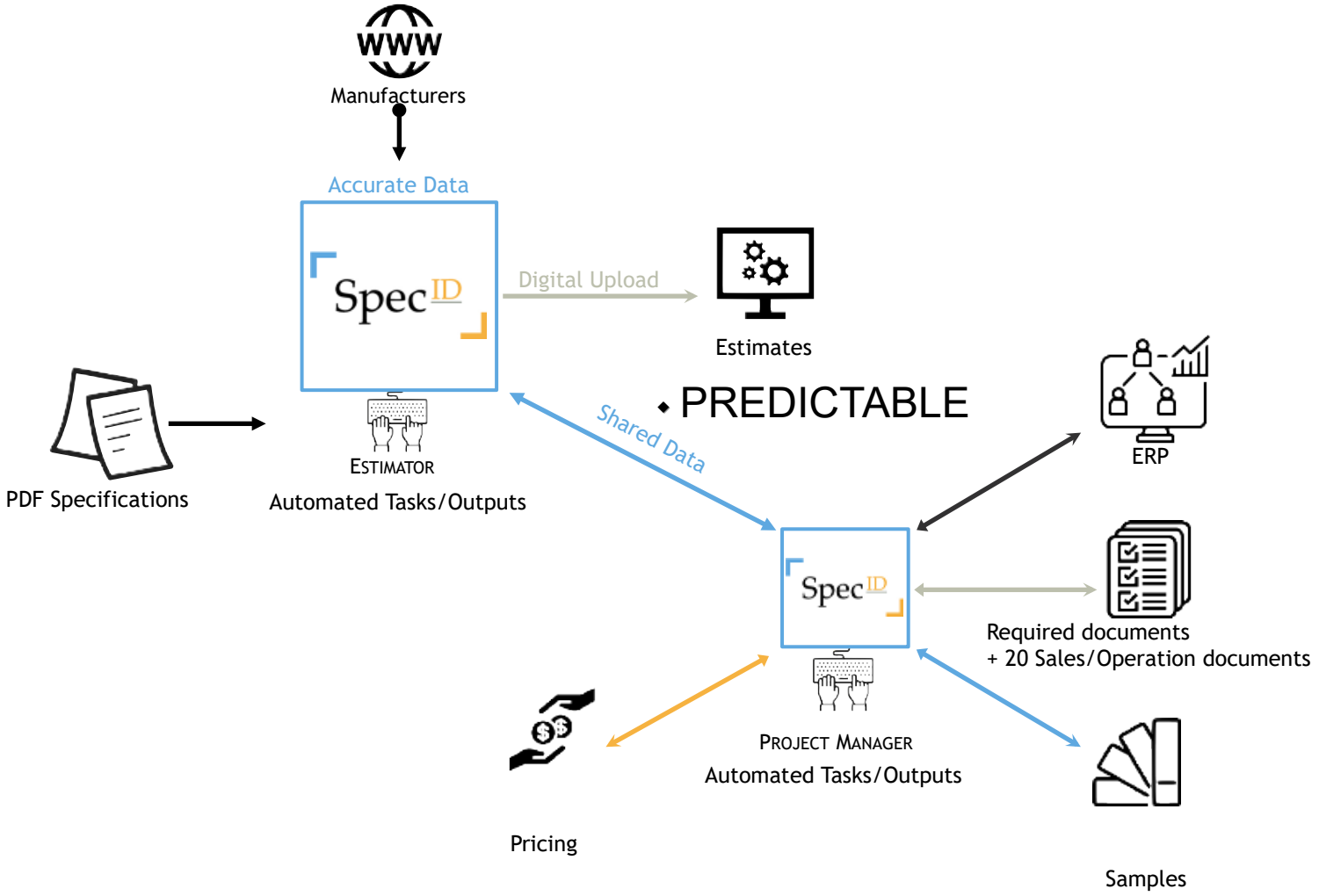
The Solution

New technology that delivers accurate product data on a cloud-based platform, automated with end-to-end applications, integrated into every workflow and process.

SpecID

KC | KATHY CASE

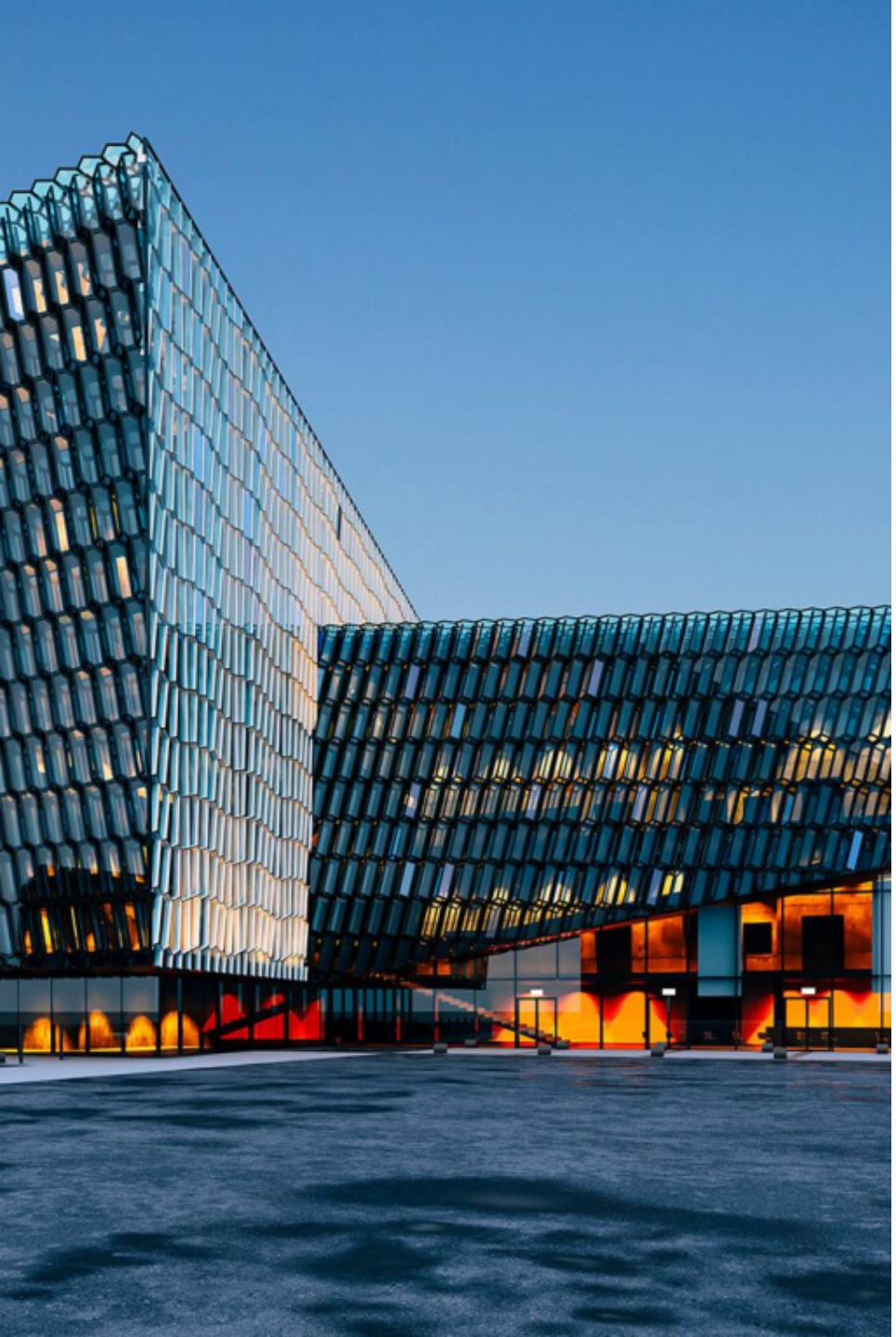
ACCURATE, AUTOMATED, AND INTEGRATED DATA REDUCES RISK, COSTS, AND RE-WORK ON EVERY PROJECT



100% accurate data

84% time savings

40 MINUTES TO ACHIEVE PROJECT COMPLETION

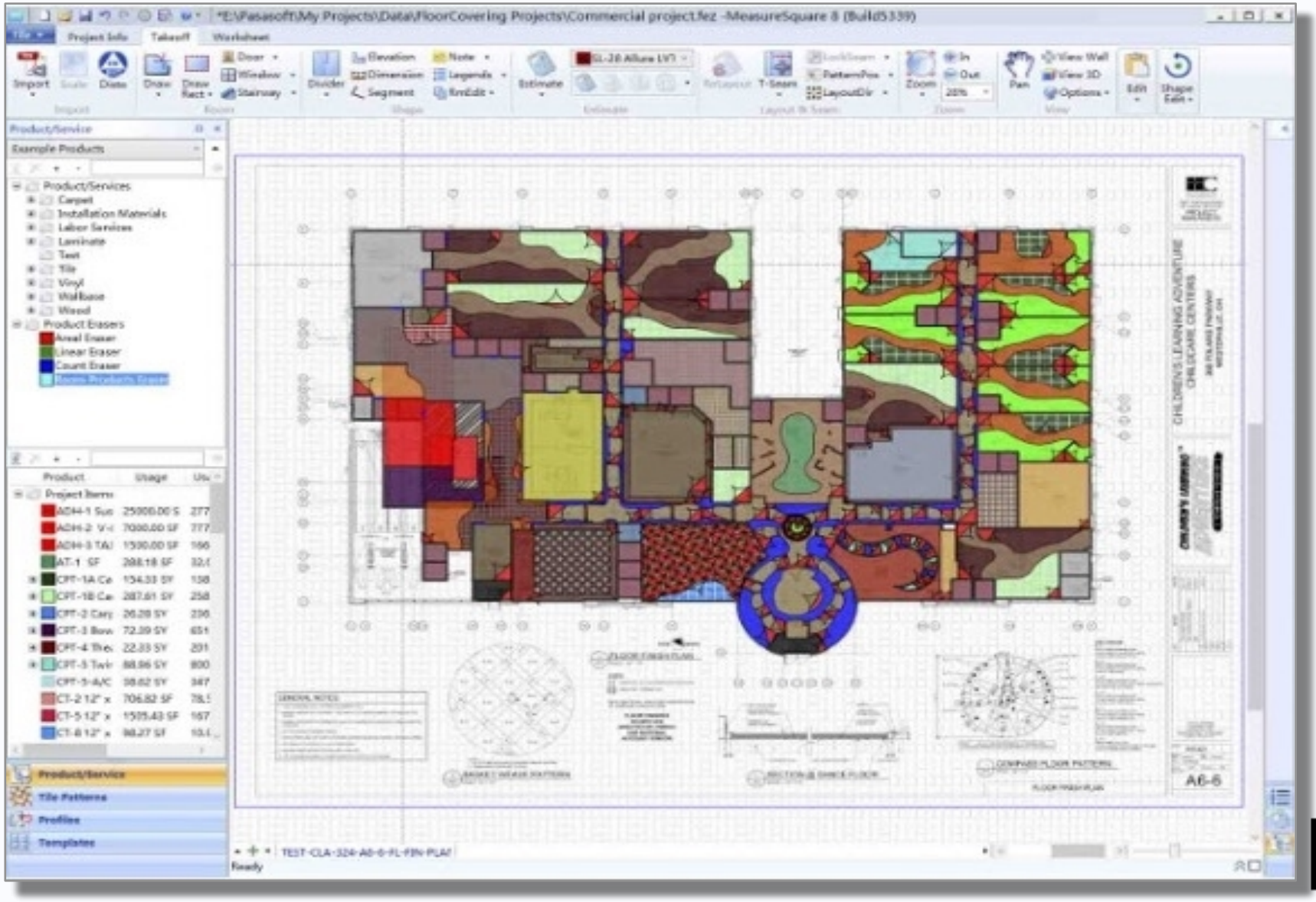


Measure Square™

Revolutionizing the Flooring Industry

KC | KATHY CASE

#1 Interior Finish Estimating Solution on the Market



Measure Square™

KC KATHY CASE

Focused on Innovation

AI Blueprint Takeoff

1 Our AI technology automates the process of drawing rooms for estimators, reducing labor time and improving accuracy.

Optical Character Recognition (OCR) Research

2 We're constantly researching new ways to extract flooring product finish schedules and room labels through OCR technology, making flooring measurement more efficient than ever before.

Measure Square™

Booth #6353

KC | KATHY CASE

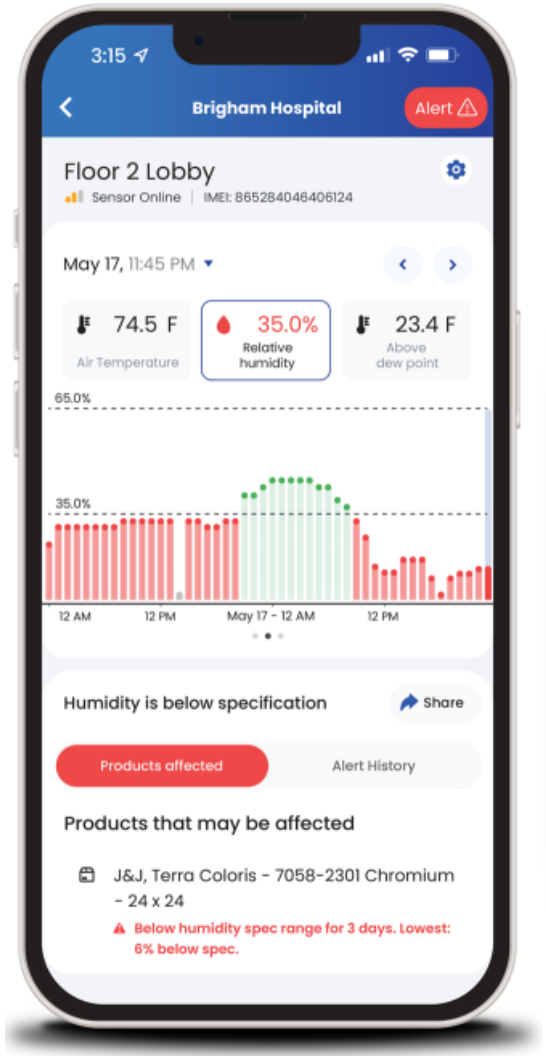
FLOORCLOUD™

Now you know.™

REMOTELY MONITOR & COMPARE SITE CONDITIONS TO PRODUCT SPECS

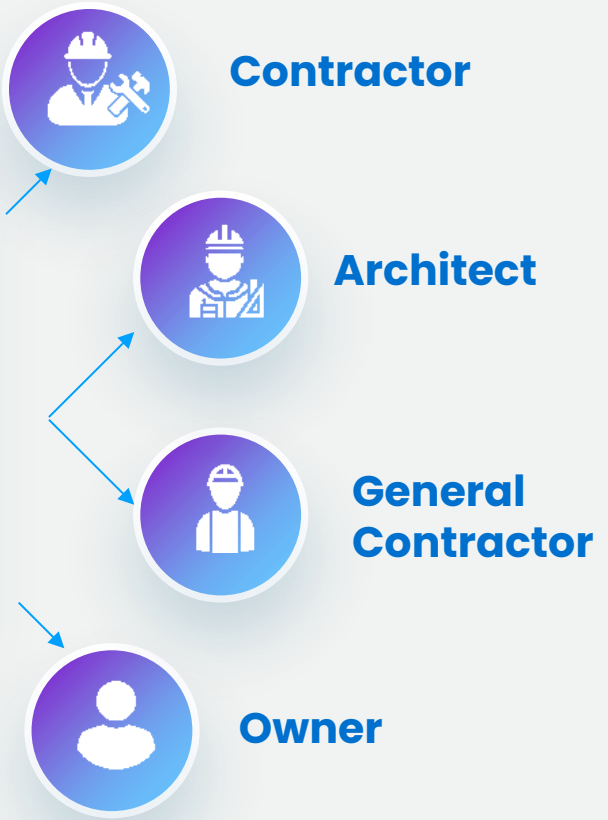
CONNECT | MONITOR | PROTECT

Floorcloud is the cheapest insurance you can buy!



Product Conditions Alert!

IDENTIFY ISSUES WHEN THEY OCCUR and Easily Share



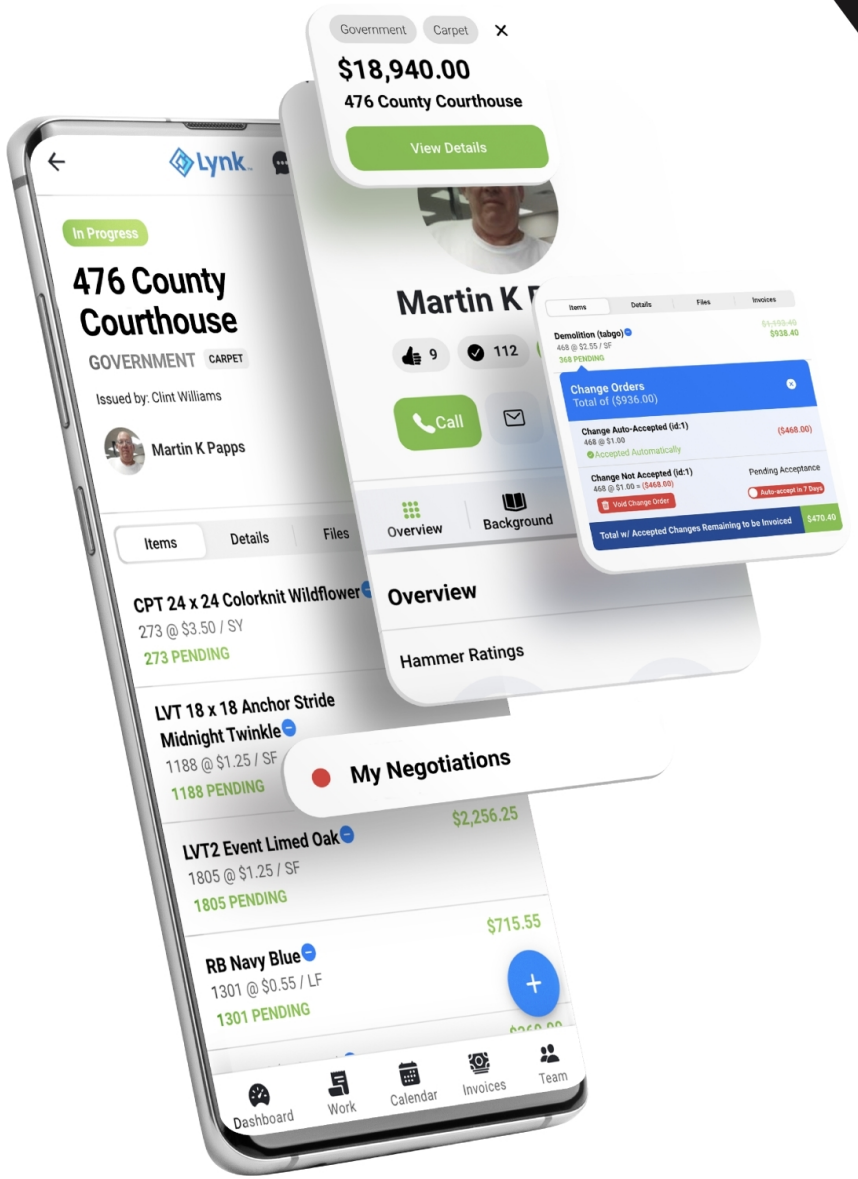
FLOORCLOUD™

KC | KATHY CASE

Enterprise Resource Planning

Contractor Platform
platform designed for
best connectivity

Maximizing project outcomes by uniting companies and skilled tradespeople.



Data & Insights to Improve Project Outcomes

Augment Existing Workflow(s)

Experience High Efficiency Labor Management

THE NEW WAY TO RUN WORK

- Interactive Work Orders
- Dynamic Change Management
- Embedded Video Conferencing
- Data-Driven Skill Matching

GOCARRERA Labor transparency at scale.℠

Shayne Paterson

917-573-1038

shayne.paterson@jengai.com

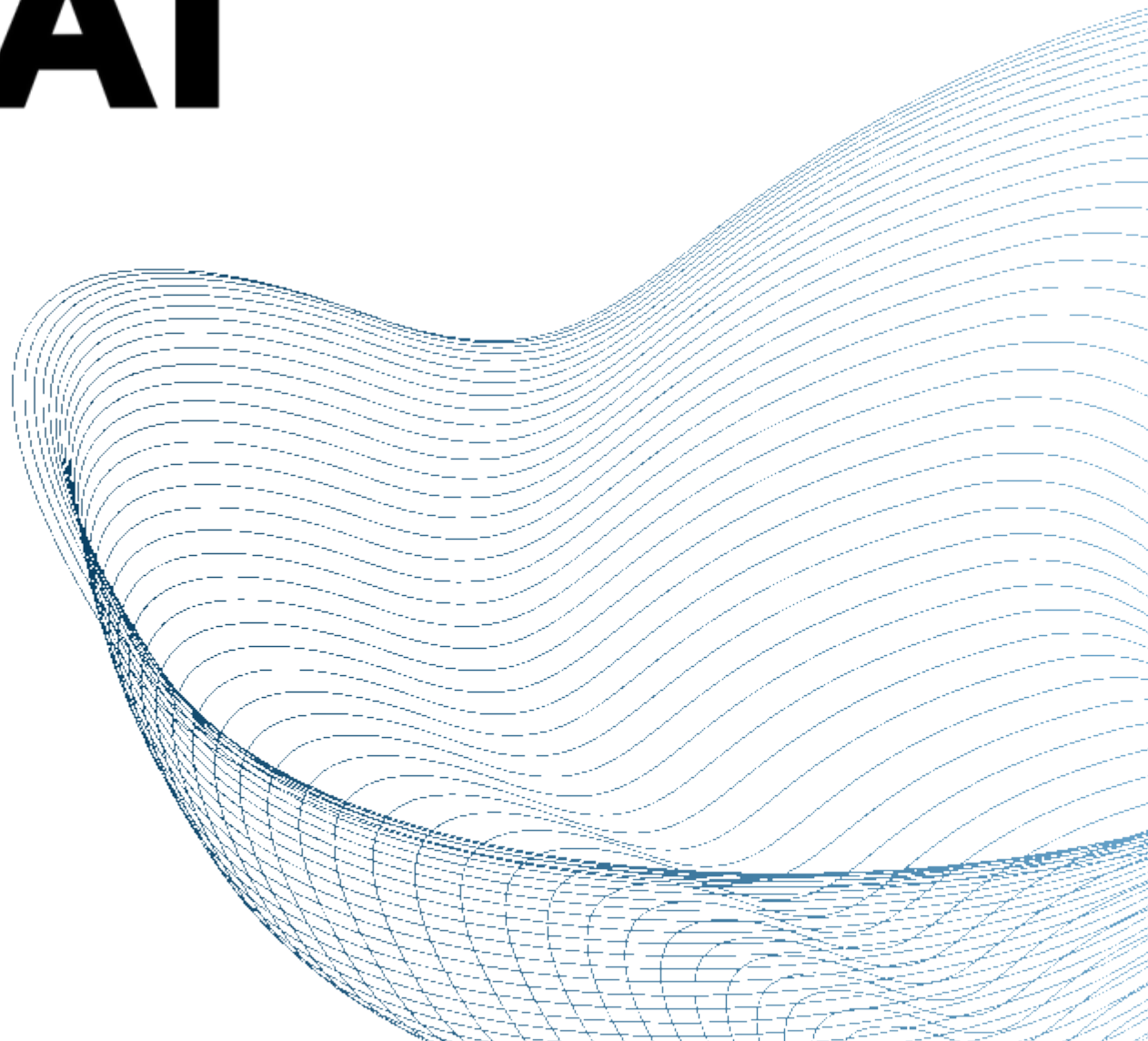
www.jengai.com

JENGAI

JENG AI

An Analytical CRM made for Speciality Contractors

Powered by AI



www.jengai.com

What's different about AI today?

The idea of AI is 70+ years old

- Chat with a machine
- Software "writing itself"

JENGAI

Should we be concerned about AI taking all the jobs?

All-In Podcast

@allin · 491K subscribers · 249 videos

Chamath Palihapitiya, Jason Calacanis, David Sacks & David Friedberg cover all things eco...

youtube.com/@allinpod

Subscribed

Technology

Steven J. Marcus

As Computers Eliminate Jobs

AUTOMATION is not dehumanizing, at least not for those who buy what automatons make, says Michael Dertouzos, director of the Laboratory for Computer Science at the Massachusetts Institute of Technology. He likes to say, in fact, that it is inherently "re-humanizing" because it permits the manufacture of low-cost, high-quality goods of enormous variety with capital equipment that need not be replaced, only reprogrammed.

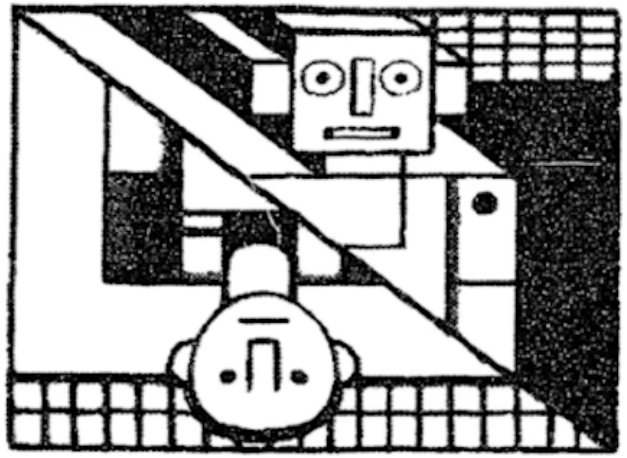
Enthusiasts, who invariably speak in acronyms, contend that CAD, CAP and CAM, when combined in a factory to achieve CIP, may well bring on the consumer's Golden Age. They are promoting computer-aided design, computer-aided planning and computer-aided manufacturing to arrive at computer-integrated production.

Moreover, they say, the United States needs such factories to regain its industrial leadership, and they often cite the warning by James A. Baker, a vice president of the General Electric Company, that American manufacturers must "automate, emigrate or evaporate."

• • •

But for the worker, the factory of the future may be literally dehumanized, with few human beings inside. And if plants nationwide become computerized, says Stephen A. Merrill, senior research associate at the Center for Strategic and International Studies in Washington, "the consensus in the United States is that large numbers of workers will be laid off."

Mr. Merrill's remarks were made last week in Detroit during the annual meeting of the American Association for the Advancement of Science.



Bob Gale

They were part of a major agenda item that addressed the issue of technological unemployment.

According to Joel D. Goldhar, dean of the School of Business Administration at the Illinois Institute of Technology, the factory of the future "is already here and coming faster." "The technology has an imperative of its own," he said, and there is little to be done to lessen its human impact. "We're talking unmanned," he said. "To suggest otherwise is to pander to current social thought."

Moreover, displaced blue-collar workers will hardly be candidates for the few jobs remaining, which will require sophistication and advanced degrees, he said.

Some at the meeting maintained that even without a transition to automation, job prospects would be dim. If the change is not made, said Frank P. Stafford, chairman of the economics department at the University of Michigan, "jobs will be lost to foreign producers."

Worker-displacement conflicts have so far been confined in the United States to the few automated facilities that exist. And they have been addressed by collective bargaining, case-by-case, instead of being embraced by the national political process. Even under these circumstances, Mr. Merrill maintained, organized labor has been too meek: "It has been more concerned with smoothing the adjustment than with influencing basic change."

But the basic changes required are far beyond the abilities of any union — or company, city or state, for that matter — to carry out by itself, said Donald F. Ephlin, vice president of the United Automobile Workers. "The impact of technology would be much easier to address," he said, "if a full-employment economy were the centerpiece of a national policy."

• • •

The union official said that in West Germany, for example, government and industry work together to reduce the work force, when necessary, by attrition, and workers are either retrained for the remaining jobs or are shifted to related industries. "The workers cooperate," Mr. Ephlin said, "because they know there is a national commitment to employment security."

There were similar observations made about Norway, Japan and Austria.

Federal intervention is clearly required in the transition to automation, said Prof. Edward Blakely and a researcher, Phil Shapira, of the city and regional planning department at the University of California at Berkeley. But they cautioned that a powerful centralized agency modeled after Japan's Ministry of International Trade and Industry would serve the country no better than a policy of laissez-faire. What is needed, they argued, is direct involvement and control by the workers themselves and their communities, with Federal support.

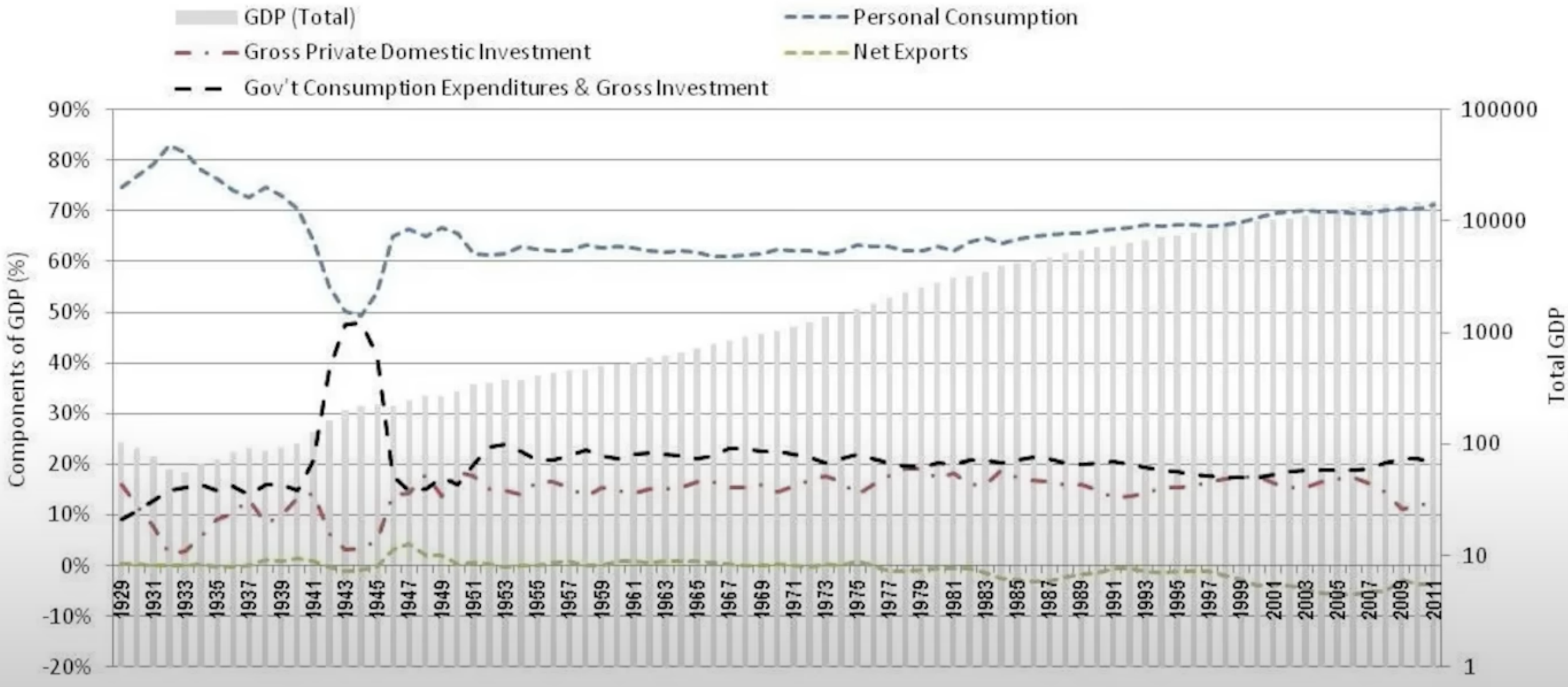
Melvin Kranzberg, professor of the history of technology at Georgia Tech, suggested that the "automate, emigrate or evaporate" choice is specious. "We are potentially wise and creative enough to develop subtler alternatives," he said. "and the technologies give us the options."

New York Times
June 2, 1983

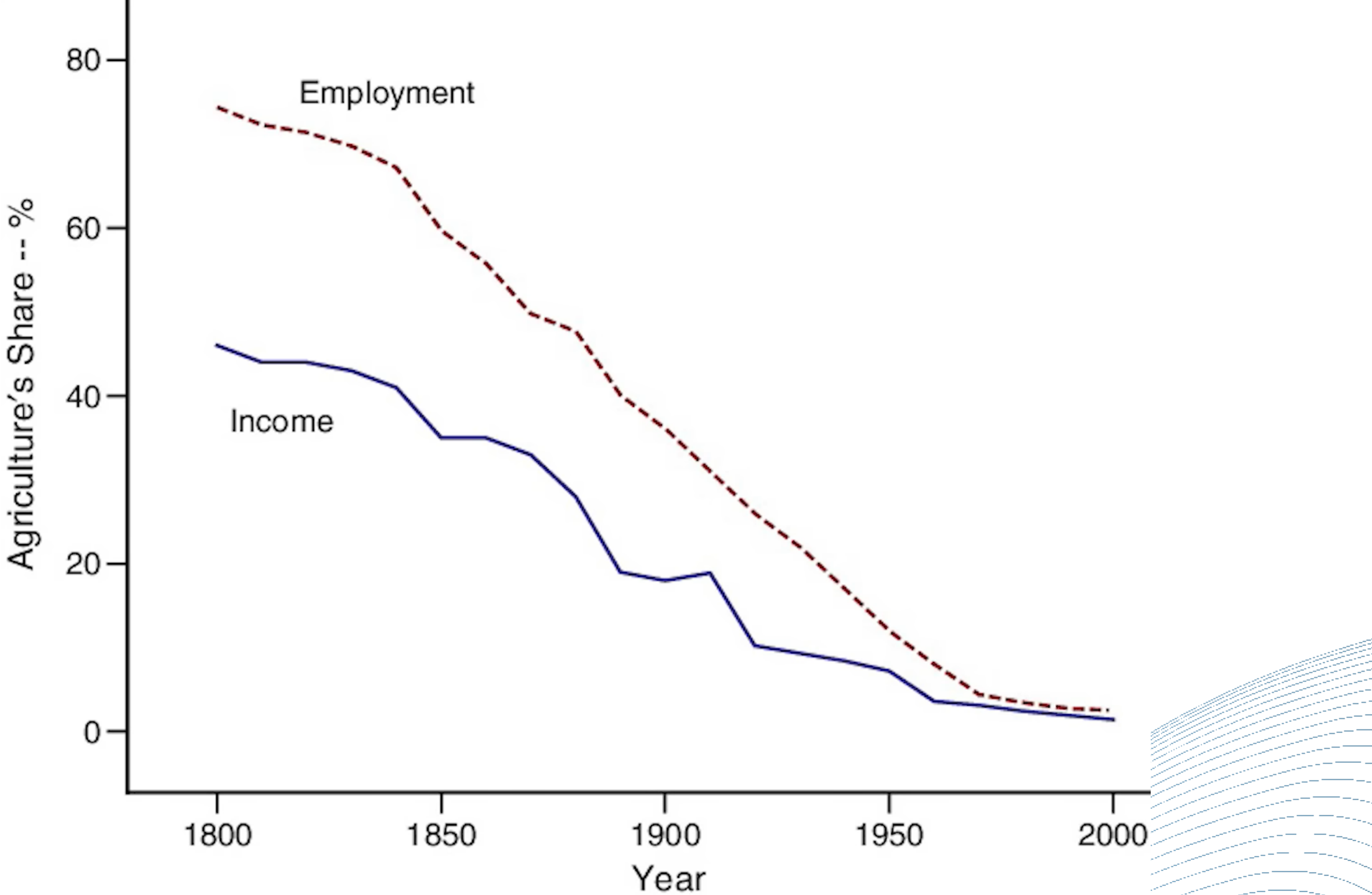
Components of U.S. GDP

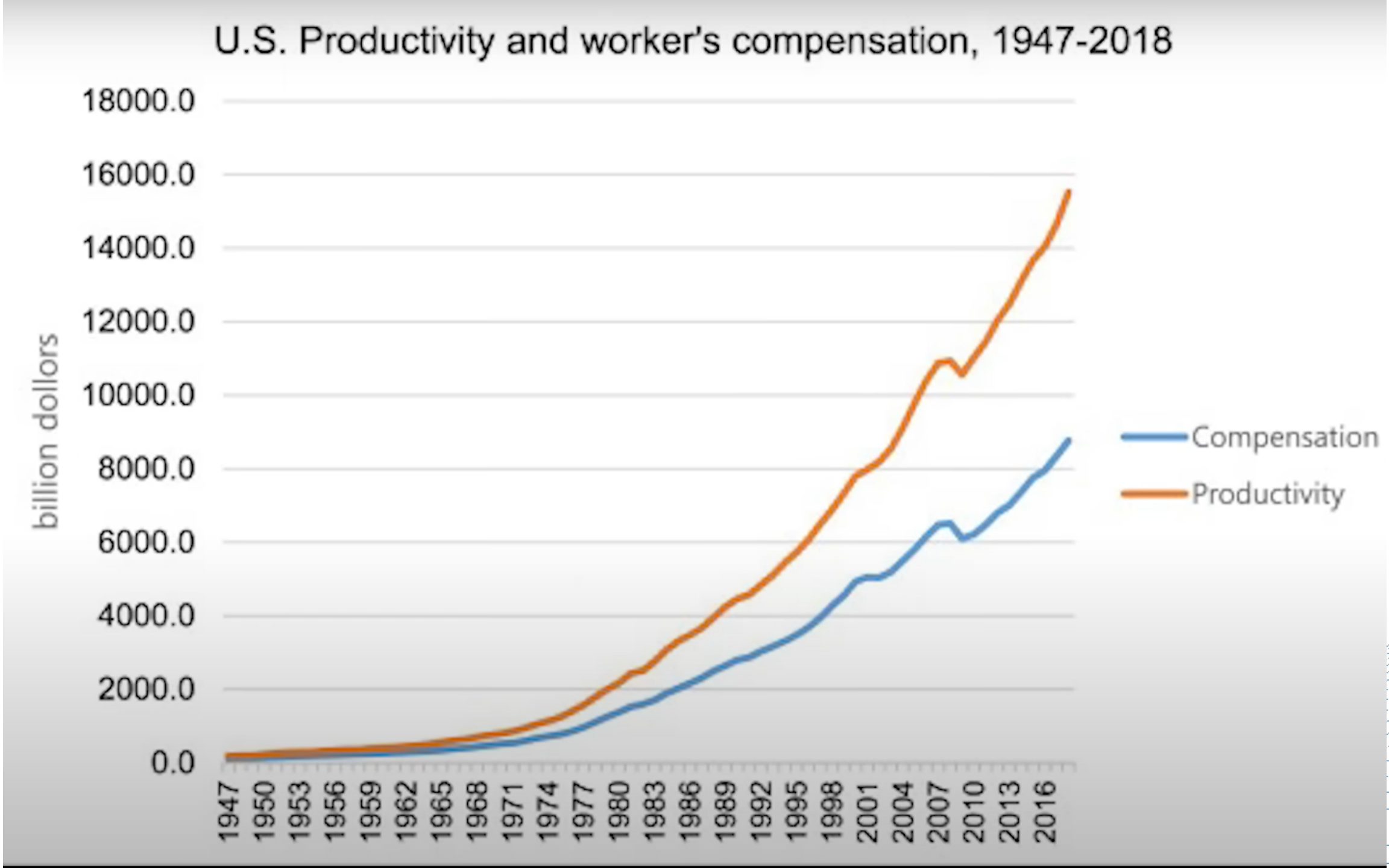
1929 to 2011

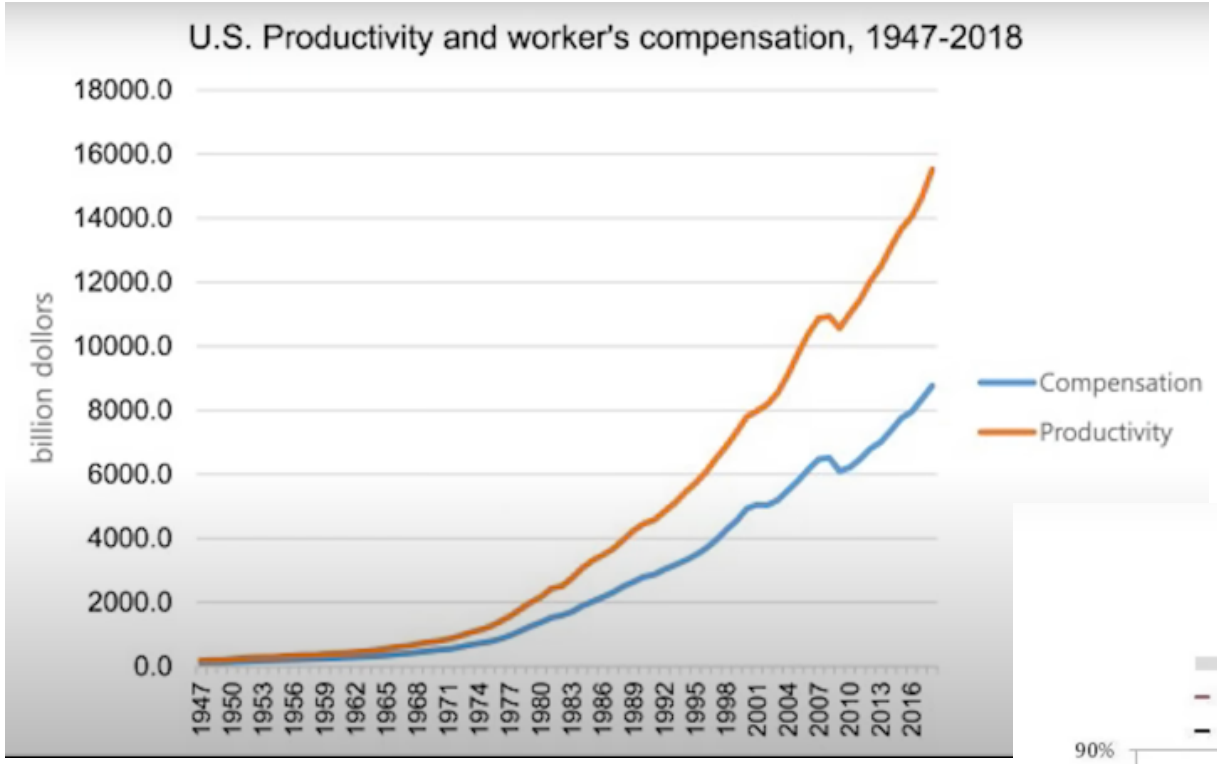
(Current Dollars)



Source: Bureau of Economic Analysis

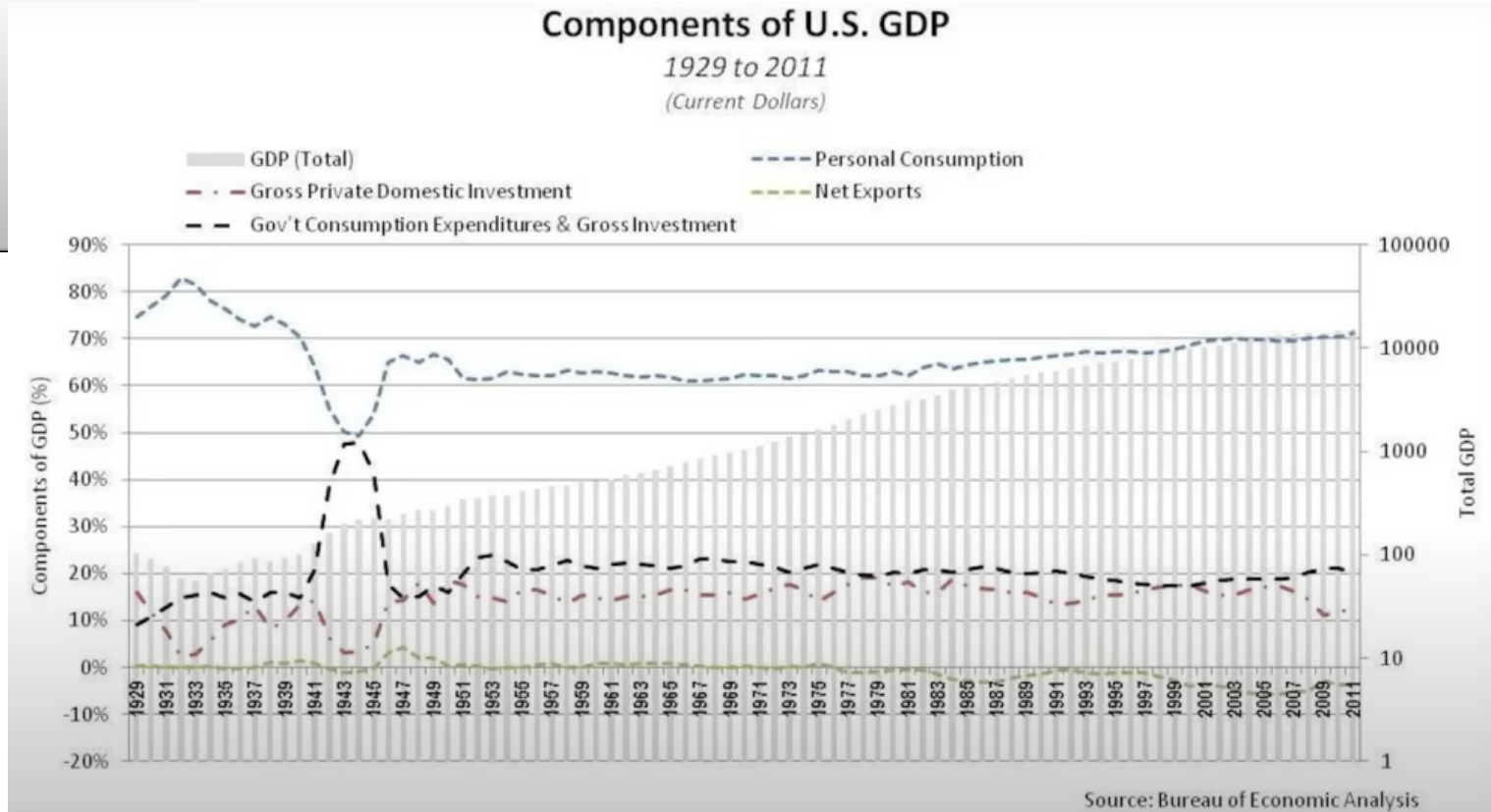

Agriculture's Share -- %
80
60
40
20
0
Employment
Income
1800
1850
1900
1950
2000
Year


U.S. Productivity and worker's compensation, 1947-2018
billion dollors
18000.0
16000.0
14000.0
12000.0
10000.0
8000.0
6000.0
4000.0
2000.0
0.0
1947
1950
1953
1956
1959
1962
1965
1968
1971
1974
1977
1980
1983
1986
1989
1992
1995
1998
2001
2004
2007
2010
2013
2016
Compensation
Productivity



AI will impact some jobs…

And create new types of jobs



General uses for AI

- Doing the “busy” work (low-skill)

  ‘Hi CRM, I met Ana from Turner for coffee today and she wants a tighter bid on the Facebook HQ.

  Reduce the profit on our bid by 2% for all carpet and send a new proposal’

- Summarizing meetings
- Common Analyses: Business plans, Holiday plans, Marketing plans

Chat GPT video

Here is a video of me asking ChatGPT how to expand my business from New York City to Philadelphia to add an extra $10mn in Revenue over the course of 2 years

Read.AI

Zoom Meeting BFS

Wed, Apr 10, 2024 | 3:58-4:57 pm | Premium report

Tags (1) | Participants (5) | Download | Share

Recap | Deep Dive | Coaching

Feedback 0 0 1

Notes | Transcript | Search | Settings | Copy | Edit

Read Score 78 OKAY

Engagement 82 GOOD

Sentiment 75 OKAY

Read Average

Summary

The team discussed the need for a CRM platform to connect their three offices and enhance sales management. They explored different platforms and expressed interest in integrating CRM with their operating system. The team provided valuable insights into the differing business needs of their offices in Houston and Fort Worth, highlighting the emphasis on relationship-building over bidding for projects in their business. The conversation also touched on the challenges of finding a suitable CRM solution and the potential benefits of implementing a new platform to improve sales efficiency... View more

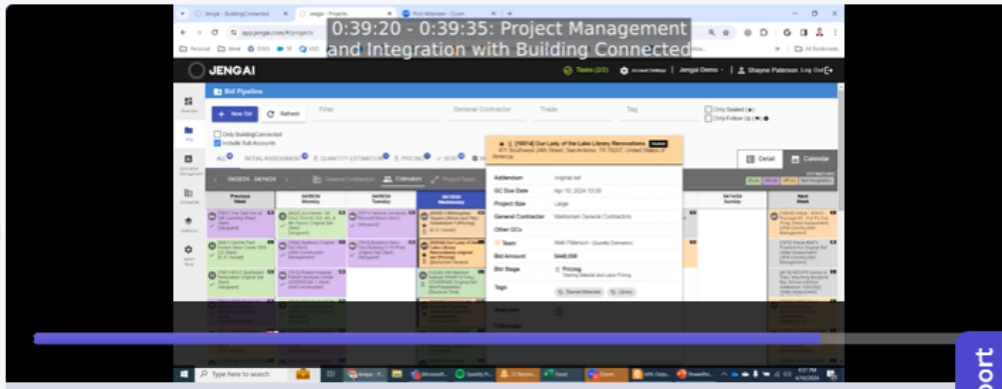
Chapters & Topics

Chapter descriptions

Discussion on CRM Platforms and Business Needs 1:41

Origins of AI-Enhanced Estimation Business 11:51

- AI-Enhanced Estimation



Play highlights only

Highlights 23 | Chapters 11

Reaction 2:53

Increase in Engagement

Rick Goolsby said: "I was clicking it, and I'm trying to turn my video on too, but it's ..."

9s

Reaction 2:58

Increase in Sentiment

Shayne Paterson said: "I guess I'm good. I'm not sure about my

12s

Support

AI-based products are already here

Planning & Programming	Digital Blue Foam, Giraffe, Building Radar	TESTFIT, Archistar, delve, AIRWORKS, AURIVUS
Schematic Design	AUTODESK Forma, omrt, SketchPro, ENSCAPE	Midjourney, VERAS, ARCHITECHTURES, PLANALOGIC, maket, Stylib
Design Development	Sloyd, Civils.ai	HYPAR, Augmenta
Construction Documentation	BIMLOGIQ, mbue	SWAPP, BLUEPRINTS AI
Bidding & Negotiation	SPARKEL, OCTANT AI, plannerly, DOCUMENT CRUNCH	TOGAL.AI, workorder, JENGAI
Construction	AVVIR, DEEP SPACE, RECONSTRUCT, NASKA, AI Clearing, GAMMA AR, SMARTBERREL	OPENSPACE, DUSTY ROBOTICS, Kwant, CANVAS, SMARTVID.IO, nyfty.ai, CUPIX, HOLO BUILDER, BUILT ROBOTICS
Post-Construction	VELIS, facilio	SightPlan, spaceti

JENGAI

Envisioning AI's Influence on Construction

Automation of all Tasks

- Project Conditions-for-success Analysis
- Construction Drawings Analysis
- Specialized Contract Analysis

JENGAI

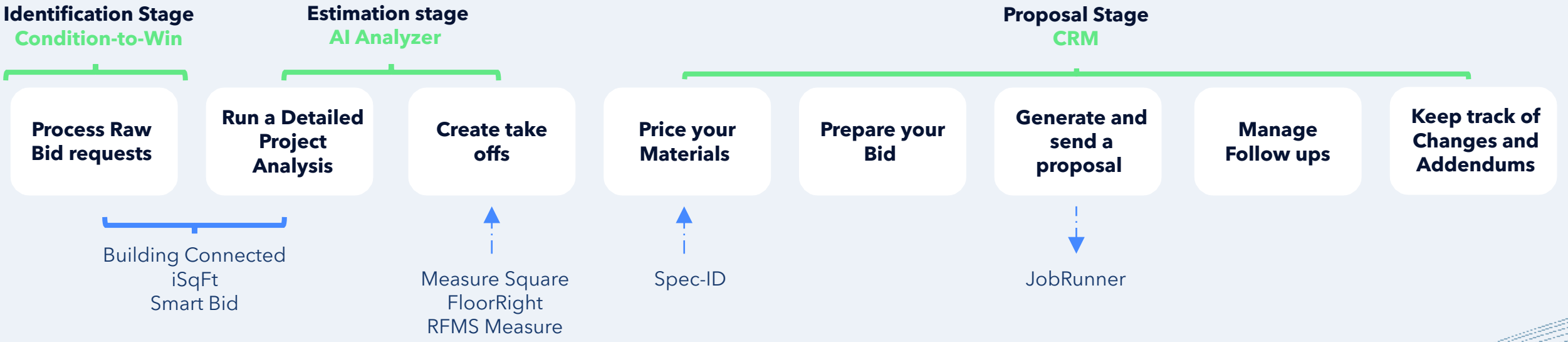
JENGAI helps you

Identify the Most Lucrative Projects for Your Business and **Expedite the Time Each Bid** takes to **Estimate, Price, Track and Win.**

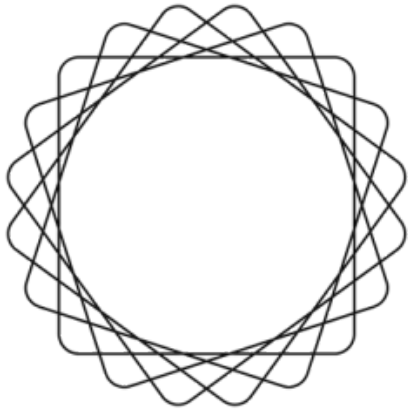
All in One Place

An Analytical CRM made for Flooring Contractors

Powered by AI



JENGAI



JENGAI

Video

www.jengai.com

Kathy Case

kcase@quantifyna.com

www.quantifyna.com

Shayne Paterson

shayne.paterson@jengai.com

www.jengai.com

KC | KATHY CASE

Questions?