

The header features the Meridian Systems logo, a red triangle with a white 'M' inside, positioned above the text 'Meridian Systems' in blue. Below this, the words 'CUSTOMER SUMMIT' are in blue and '2012' is in red. To the right of the text is a white silhouette of a city skyline against a light beige background.

Meridian Systems  
**CUSTOMER SUMMIT 2012**

# Prolog 9

Philip Greer / Jeff Harrison  
*Meridian Systems*

Tue, September 11, 2012  
10:30 am – 12:00 pm

Since we last met...

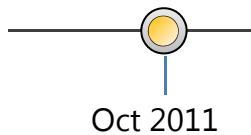


September 11-12, 2012, Hyatt Regency, Sacramento, CA

# Prolog 9



9.00



Launched and available at the 2011 Huntington Beach User Conference

## Primary Themes

Prolog Converge – 17 New Forms

Prolog Connect – 7 New Platform Forms (all Cost related)

Prolog Sky

# Prolog 9.0 Features



## Prolog Converge – 17 New Forms

### Field Admin

- ✓ Field Work Directives
- ✓ Inspections & Tests
- ✓ Material Inventory
- ✓ Notices to Comply
- ✓ Safety Notice

### Document Control

- ✓ Closeout Log
- ✓ Conversation Log
- ✓ Submittal Transmittal

### Cost Control

- ✓ Application for Payment
- ✓ Change Order Requests
- ✓ Contract Invoices
- ✓ Contracts
- ✓ Potential Change Order
- ✓ Prime Contract Change Order
- ✓ Subcontract Change Order
- ✓ General Invoices
- ✓ Purchase Orders
- ✓ PO Catalogue (READ ONLY)
- ✓ Revenue Codes (READ ONLY)



# Prolog 9.0 Features



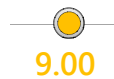
Prolog Connect – 7 New Platform Forms (all Cost related)

## Cost Control

- ✓ Budget
- ✓ Budget Control
- ✓ Change Order Requests
- ✓ Contracts
- ✓ Potential Change Order
- ✓ Prime Contract Change Order
- ✓ Subcontract Change Order



# Prolog Sky



Citrix Cloud Survey conducted by Wakefield Research

# A STORM OF CONFUSION

← WHAT PEOPLE REALLY THINK ABOUT CLOUD COMPUTING →

Survey of 1,006 American adults in August 2012.

Survey conducted with email invitation and online survey.

*As it turns out, most Americans have no idea what it actually is.*

(HINT: IT HAS NOTHING TO DO WITH THE SKY.)



## Do you know what the cloud is?

Only 16% think of it as a network to store, access, and share data from Internet-connected devices.

16%

54% say they hardly ever or never use the cloud...

54%

...even though 95% use cloud services like Facebook, Gmail, and YouTube.

95%

32%

32% see the cloud as a "thing of the future." In fact, the cloud is already ubiquitous.



## Weather (or not)

51% believe the weather can affect cloud computing. The name comes from the cloud-like shape used to represent the Internet's infrastructure.

29% believe the cloud has something to do with the weather.



51%

29%

### What's in it for you?



Source: Citrix cloud survey conducted by Wakefield Research.

# Prolog Sky

We host Prolog for you...

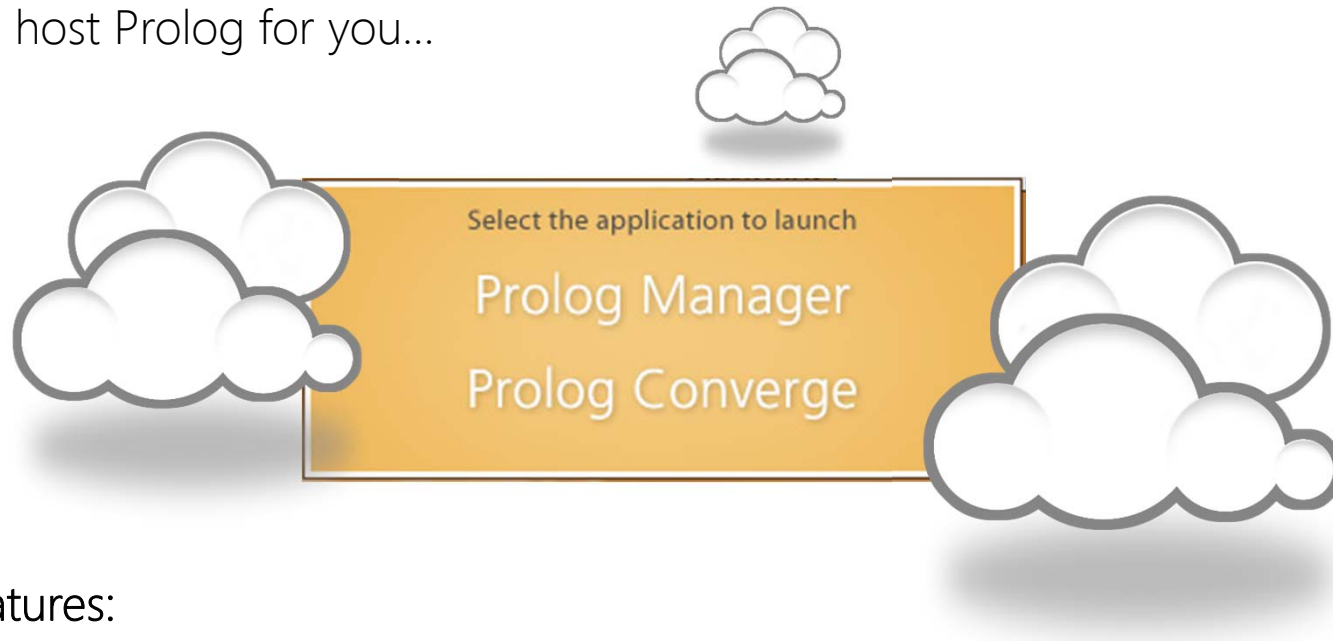


Two choices:

- Subscription-based
- Managed hosting

# Prolog Sky

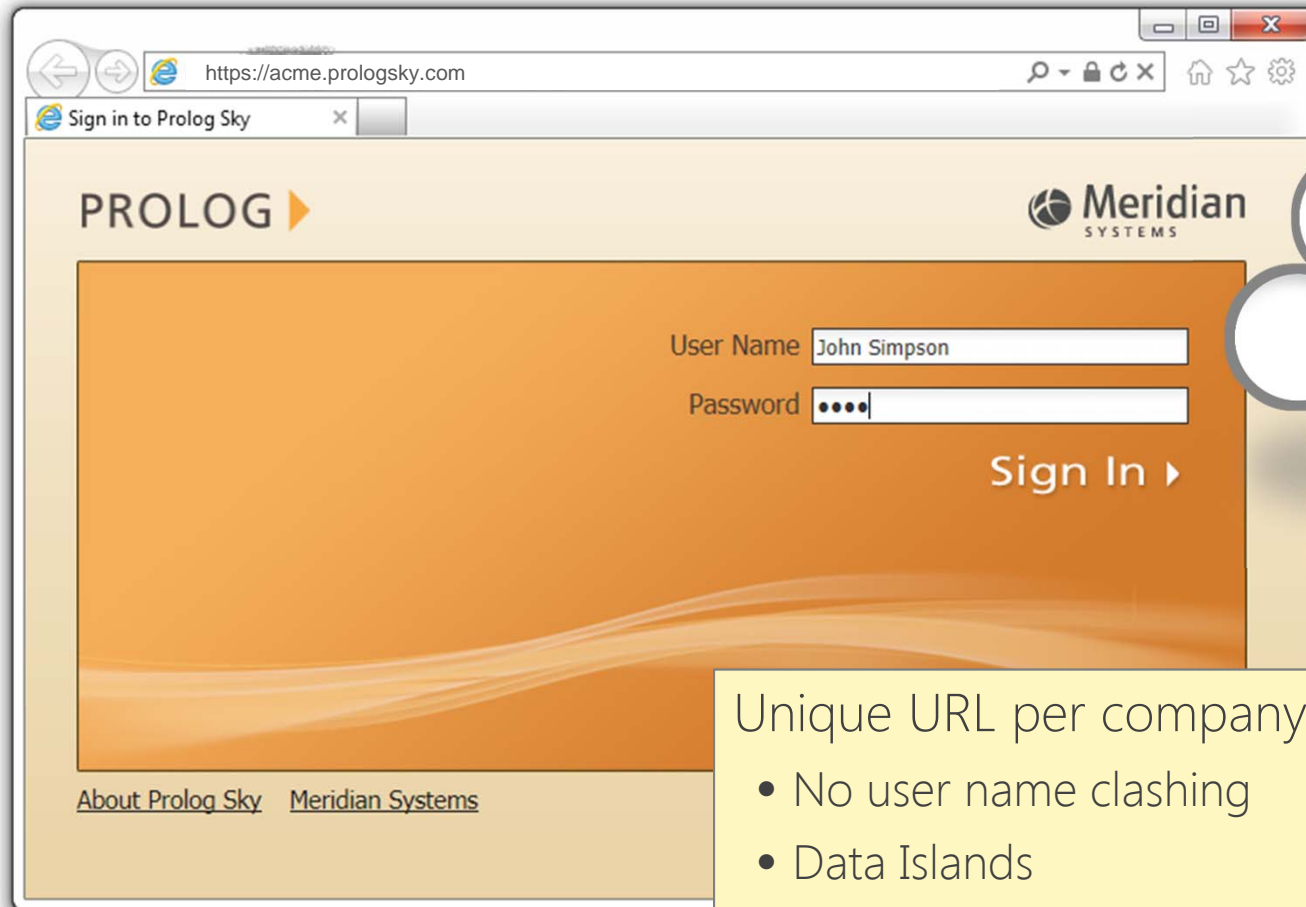
We host Prolog for you...



## Features:

- Shared Licensing Model
- Lots of Storage!
- Prolog Connect – Web Services Integrations

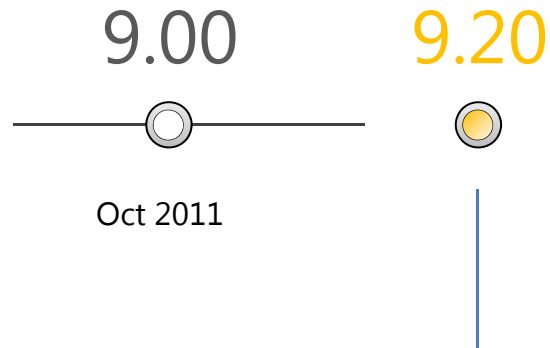
# Prolog Sky



Unique URL per company (a 'site')

- No user name clashing
- Data Islands
- Extra layer of security

# Prolog 9



## Primary Themes:

- Focus on Tuning and Bug Fixes
- Expanded Prolog Sky Capabilities
- Contract Invoices (Connect Platform)
- Launch of Prolog Mobile for the iPad (AFTER LUNCH)



# Prolog 9.2 Features



## Expanded Prolog Sky Capabilities

The screenshot shows the Prolog Administrator interface. At the top left is the "PROLOG" logo with a right-pointing arrow. At the top right is the "Meridian SYSTEMS" logo. The main content area has an orange background and displays the following information:

User: **Admin**

You are permitted to perform the following administrative functions:

<a href="#">Prolog Converge Admin</a>	Converge UI security, notifications, queries
<a href="#">Prolog Customization Manager</a>	Manage UDFs
<a href="#">Prolog Connect License Admin</a>	Authorize licenses, view active users

At the bottom of the main content area, the word "Administrator" is written in large, semi-transparent letters, and a [Sign Out](#) link is visible in the bottom right corner.

At the bottom of the interface, there are three links: [About Prolog Sky](#), [Meridian Systems](#), and [Prolog Sky Admin Help](#).



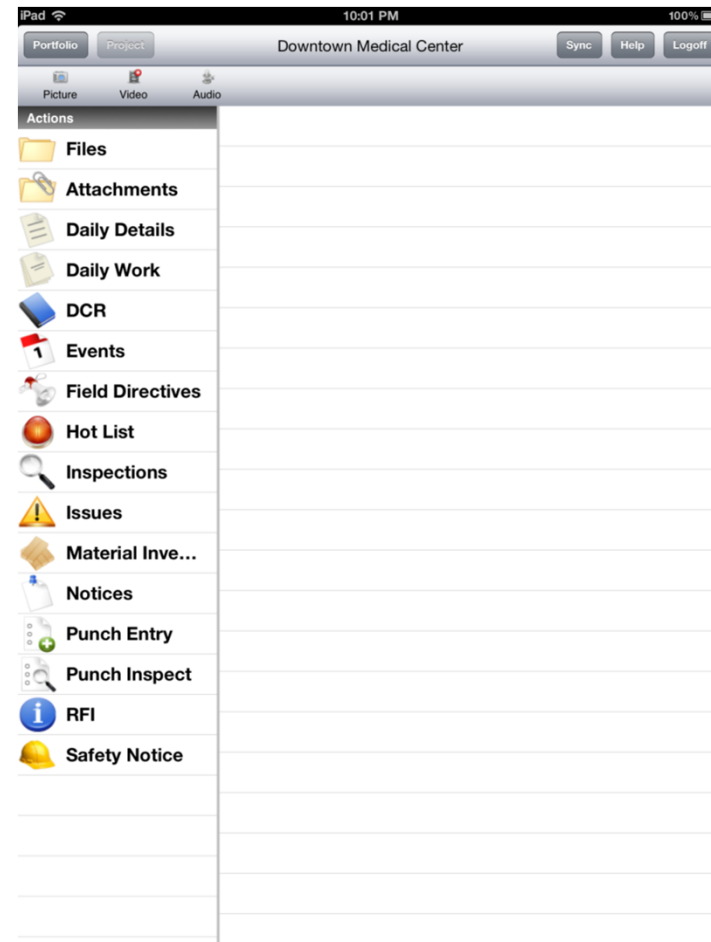
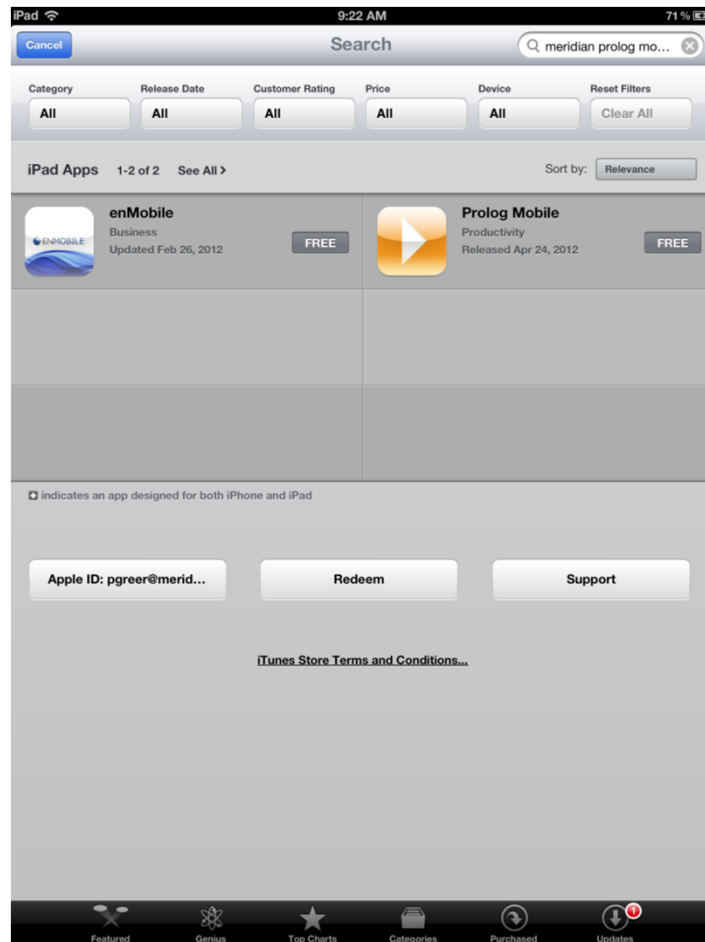
9.00



# Prolog 9.2 Features



## Launch of Prolog Mobile for the iPad



9.00

9.20

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PROLOG

# Prolog 9.2 Features



Launch of Prolog Mobile for the iPad

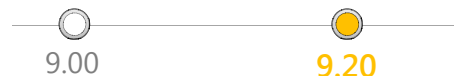
2:00 – 3:15 pm

## Vision and Upcoming Features for Prolog Mobile

*Presenters: Lance Tressler and Jesse Lavine, Meridian Systems*



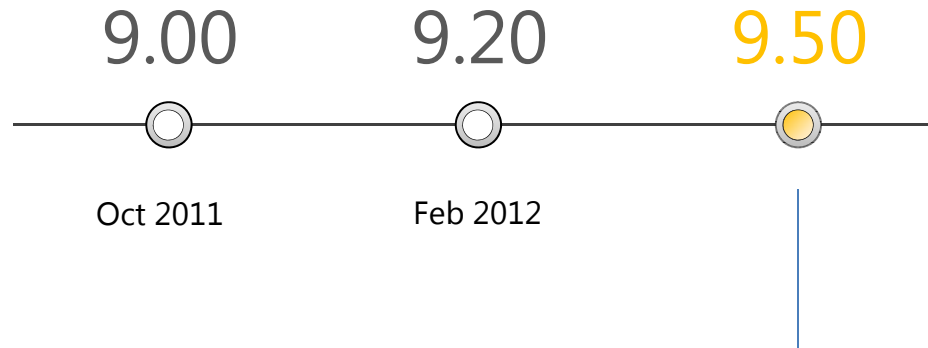
Prolog Mobile presents an exciting new platform for deploying Prolog in the field. This session will highlight the direction and philosophy for the development of Prolog Mobile, in addition to a demonstration of upcoming features including a dramatically enhanced User Interface, Checklists, Plan View and more.



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PROLOG 

# Prolog 9



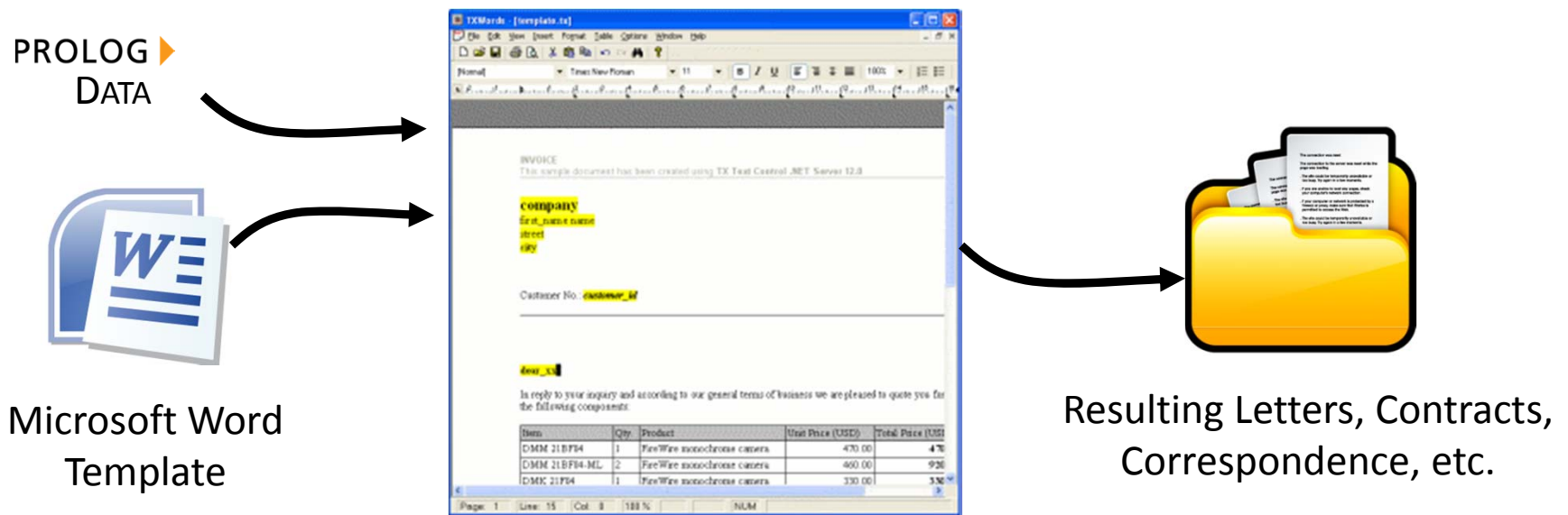
## Primary Themes:

- Web-Based Word Merge
- Workflow
- Cash Flow and Forecasting
- Web-Based Purchasing
- Project Email and File Capture
- BIM Comments Viewer

# Prolog 9.5 Features

## Web-Based Word Merge

Web-Based Mail Merge is a feature which uses Prolog's MS Word templates and Prolog data to merge, preview, and save Letters, Contracts, and other project-related Correspondence



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# Prolog 9.5 Features



## Web-Based Word Merge

### Key Features:

- Merge, preview and save Prolog data into configured documents to generate Letters, Contracts, and other standard project-related correspondence
- Leverage Prolog's existing library of Word Templates
- Further customize a merged document through web-based word processing
- View and access merged documents to corresponding record



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# Prolog 9.5 Features



## Web-Based Word Merge

### Recommendations & Tips:

- Make sure to try out any legacy templates to make sure that older features in Word are still supported
- Avoid macros (e.g. check boxes) and calculated fields – try to use UDFs instead
- Use the new template preview to make sure that you've selected the template that you intended



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# Prolog 9.5 Features



## Workflow

Workflow enforces individual steps in a business process which requires intuition, judgment and approval to be performed

The screenshot displays the PROLOG Converge interface for editing a Potential Change Order (PCO). The top navigation bar shows 'PROLOG Converge' and user information 'John Doe Simpson'. The main content area is titled '(99-2045) Downtown Medical Center' and 'Cost Control: Potential Change Orders: Open'. A table below shows the workflow steps:

Workflow Step	Role	Company	Contact	Sent Date	Due Date	Action	Action Date	Action	Comments
1	Project Engineer	Lakewood Co...	John Doe Sim...	2/5/2012	2/10/2012	Approved	2/5/2012	<input type="checkbox"/>	PCO Approved.
2	Project Manager	E.E. Blossom C...	Jaime Navarro	2/5/2012	2/10/2012			<input checked="" type="checkbox"/>	
3	Owner	Northern Hosp...	Pete Petrie					<input type="checkbox"/>	

Below the table is a workflow diagram showing a sequence of steps: Start (blue box) -> Step Number 1 (green box, approved by John Doe Simpson) -> Step Number 2 (blue box, pending approval by Jaime Navarro) -> Step Number 3 (grey box, pending approval by Pete Petrie) -> Approved (green box) or Rejected (red box). The diagram also includes labels for 'Approved Step 1', 'On Step 2 Approval', and 'On Step 3 Approval'.



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# Prolog 9.5 Features



## Workflow

### Key Features:

- Design Workflow Templates using a graphical drag-and-drop interface
- Workflows may be designed to be performed linearly or in parallel
- Business rules are built into the templates, automating and simplifying the workflow selection process
- Support for ad-hoc workflow creation
- Send automatic email notifications to inform users when key events occur



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# Prolog 9.5 Features



## Workflow

### Recommendations & Tips:

- Table Based vs. Visual Design & Execution
- Take advantage of Advanced Rules & Conditions for Workflow Notifications
- Start Simple and build out – while workflow can support strict business rules, sometimes flexibility is necessary.
- Leverage the “Project Role” Approver Type as much as possible. This feature will reduce the maintenance required as users switch roles.
- Don’t over-do it!



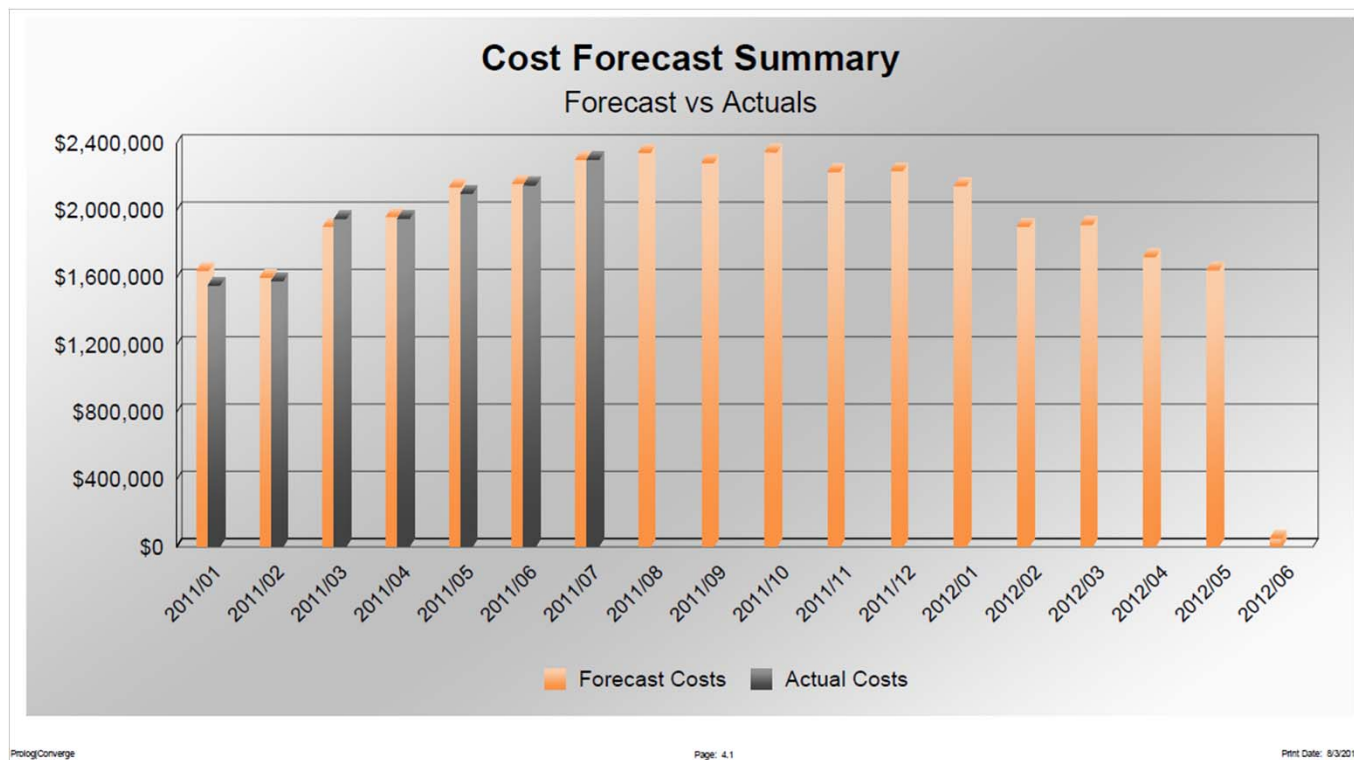
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# Prolog 9.5 Features



## Cash Flow and Forecasting

Cash Flow Forecasting is a method of forecasting a project's future financial liquidity over a specific timeframe



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PROLOG

# Prolog 9.5 Features



## Cash Flow and Forecasting

### Key Features:

- Forecast future costs for Budget Codes, Contracts, or entire Projects
- Allocate costs using bell-curve, frontloaded, back-loaded, linear algorithms or manual input
- Graphically compare actual costs to forecast costs with project financial reporting



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# Prolog 9.5 Features



## Cash Flow and Forecasting

### Recommendations & Tips:

- When using the Forecast at Completion form, make sure to use the built in "Copy" features to easily roll from one month to the next.
- Make use of the Forecast at Completion's form's "Load PCOs" features to easily update your forecast with new PCOs.



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# Prolog 9.5 Features



## Web-Based Purchasing

Extends Prolog's purchasing capabilities to a more collaborative process.

The screenshot displays the PROLOG Converge web application interface. The top navigation bar includes 'PROLOG Converge', 'Portfolio', 'Project', and 'Reports'. The user 'Larry Petit' is logged in. The breadcrumb trail shows the path: 'Purchasing: Bid Packages: My Bid Packages > Reading Bid Package Responses'. The main content area is titled '(99-2045) Downtown Medical Center' and shows a 'Bid Total' of '\$0.00'. The 'Description' is 'Excavation'. The 'Pre-Bid Details' section includes a table for bid dates and meeting information:

Bid Due Date	Bid Due Time	Invite Accept Due	Meeting Date	Meeting Time
10/20/2011	01:00 PM	7/24/2011	8/1/2011	10:30 AM

The 'Scope of Work' includes: Demolition, Shoring and Underpinning, and Excavation & Backfill. The 'Required Bonds' section has checkboxes for Bid (No), Payment (Yes), Performance (Yes), and Other Bonds?. The 'Project Location' section provides details for 'Acme Main Office' at 300 Harding Blvd, Suite 210, Roseville, CA 95678, USA, with contact numbers 916-789-7007 and 916-789-7010.

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# Prolog 9.5 Features



## Web-Based Purchasing

### Key Features:

- Access and respond to bid packages electronically
- Provide bidders with only the bid package elements they need to participate in the bid
- Analyze bid statistics including vendor participation, response rate, win rate and more
- Electronic Company Pre-Qualification process



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# Prolog 9.5 Features



## Web-Based Purchasing

### Recommendations & Tips:

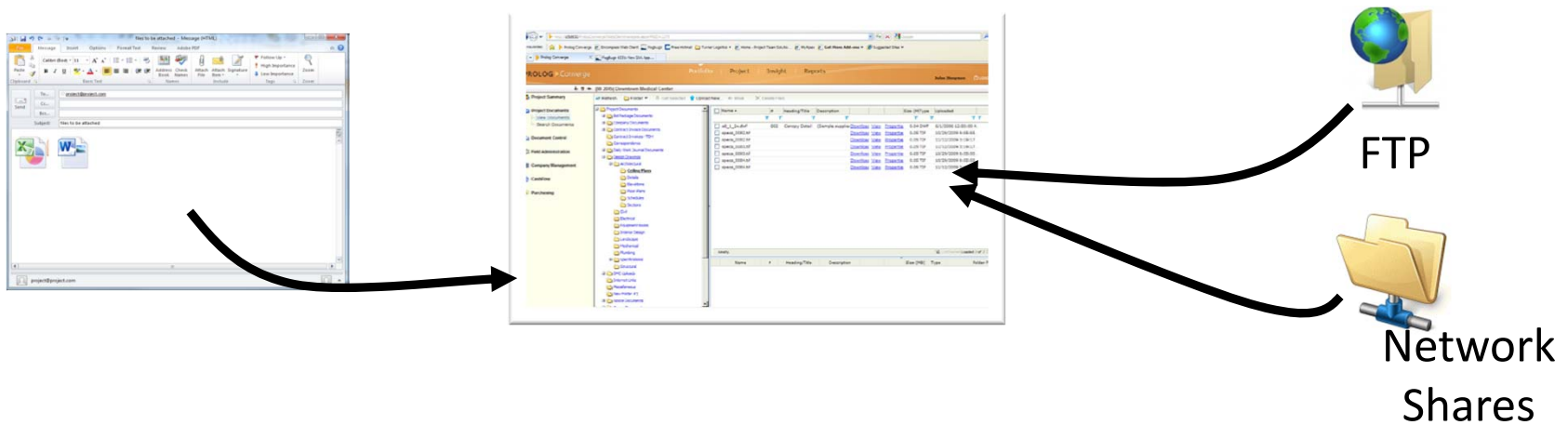
- The new Purchasing module includes quite a few built in notifications. For instance, the Bid Package Form has an Invitation to Bid email which can be used to notify the selected bidders. These notifications must be enabled manually.
- Use the new Vendor-Prequal form to collect information about vendors
- Apply configuration to enable a comprehensive electronic bidding process



# Prolog 9.5 Features

## Project Email and File Capture

Project Email Capture and Project File Capture automate the processing of documents from external locations such as Email, Network Shares, and FTP Sites.



# Prolog 9.5 Features



## Project Email and File Capture

### Key Features of Project Email Capture:

- Automatically creates Prolog Transmittal & Correspondence or Conversation Log records from project email
- Adds email attachments to the File Management System and links them to the record

### Key Features of Project File Capture:

- Monitor project-specific network file systems or FTP sites for incoming documents
- Automatically transfers new and updated files into the Prolog File Management System
- Creates new folders or subfolders with appropriate Prolog security



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# Prolog 9.5 Features



## Project Email and File Capture

### Recommendations & Tips for Project Email Capture:

- the Project Email Capture feature can be used to transform project emails into either Transmittal & Correspondence OR Conversation Log records, depending on which is most appropriate for your jobs.

### Recommendations & Tips for Project File Capture:

- use the "Don't delete original file" flag when configuring the monitoring of your Project Network Drives; Converge will copy any new and updated files directly into the Prolog FMS, but leave the original file intact.

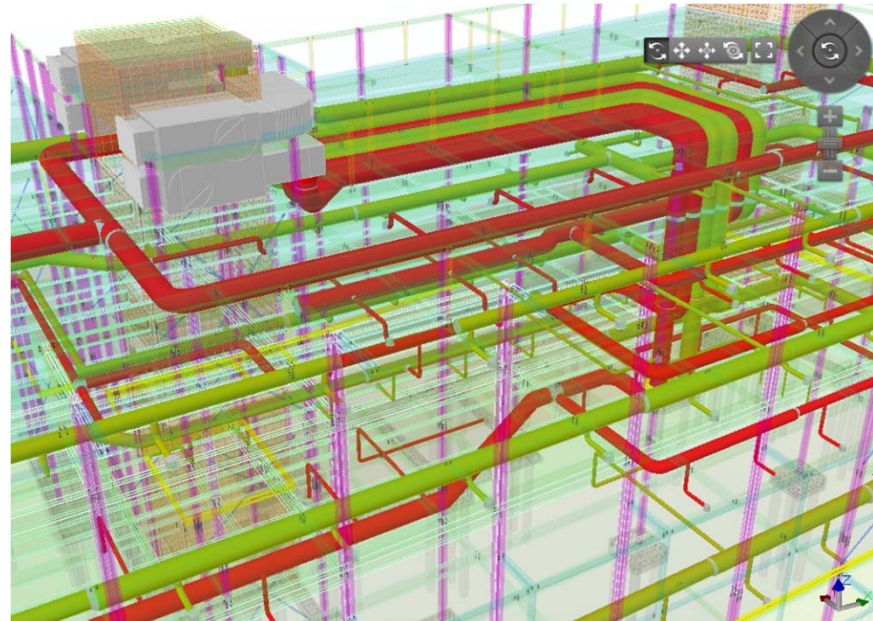


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# Prolog 9.5 Features

## BIM Comments Viewer

The BIM Collaboration Format (BCF) Viewer provides the ability to view and collaborate on BCF files in Prolog



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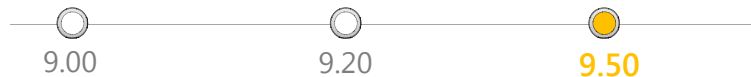
# Prolog 9.5 Features



## BIM Comments Viewer

### Key Features:

- Store, view, and collaborate on BCF files in Prolog's File Management System
- View and add to threaded discussions between project participants without sharing full BIM files
- Transmit updated BCF file to any BCF-compliant software product



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# Prolog 9.5 Features



## BIM Comments Viewer

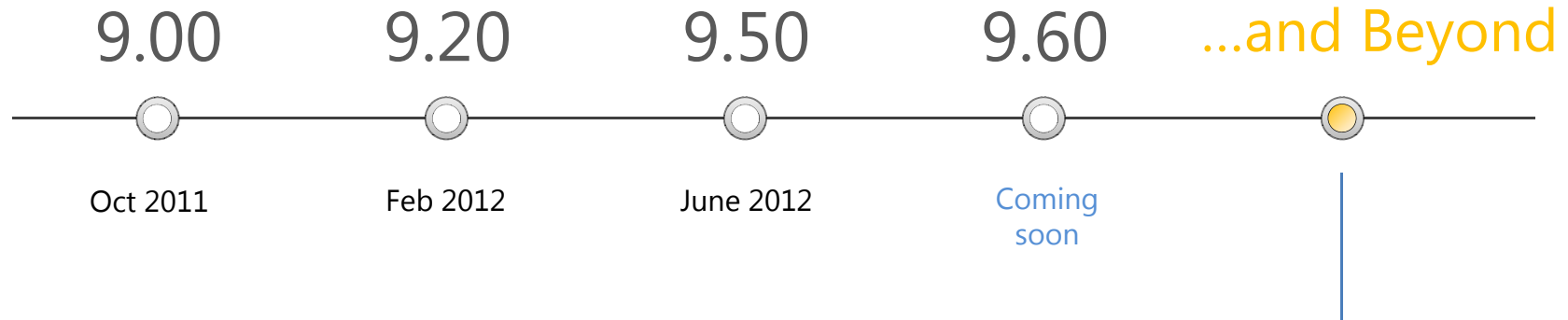
### Recommendations & Tips:

- While it's possible to put all conversations topics in a single BCF file, it will be easier to manage if you limit the number of conversation topics to smaller numbers (ideally only one per file)
- Use file/folder subscriptions to monitor new topics (if only there was a file/folder subscription feature, ...mmmm)



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# Prolog 9



Web Services & The Cloud  
Trimble Acquisitions  
BIM+Build Value  
Dashboards  
Internationalization  
Mobility



# Meridian Trimble 2012 Recap



Year	Acquisition or Venture	Objective
2000	Spectra Precision	Technology
	TDS	Technology
2001	Levelite	Technology
	Grid Data	Domain
2002	CTCT (jt venture)	Domain
2003	NT (jt venture)	Technology
	Applanix	Technology
	MENSI	Technology
2004	TracerNet	Technology
	GeoNav	Domain
2005	Pacific Crest	Technology
	Apache	Technology
	MobileTech	Technology
	APS	Domain

Year	Acquisition or Venture	Objective
2006	XYZs of GPS	Technology
	Quantm	Technology
	BitWyse	Domain
	<b>Meridian</b>	<b>Domain</b>
	XYZ Solutions	Technology
	Intransix	Technology
	Spacient	Domain
	Visual Statement	Technology
	Eleven Technologies	Technology
2007	@Road	Domain
	INPHO	Technology
	Breining	Domain
	UtilityCenter Assets	Domain

Year	Acquisition or Venture	Objective
2008	Crain Enterprises	Domain
	HHK Datentechnik	Domain
	GEO-3D	Technology
	SECO Manufacturing	Domain
	RolleiMetric	Technology
	TopoSys	Technology
	VirtualSite Solutions (jt venture)	Domain
	TruCount	Technology
	Rawson Controls	Technology
	FastMap & GeoSite	Technology
	2009	Callidus
	QuickPen	Domain
	CASIC-IT (jt venture)	Technology
	NTech Industries	Technology
	Accutest	Technology
	Farm Works	Technology
	CREEC (jt venture)	Domain
2010	Pondera	Technology
	LET Systems	Technology

Year	Acquisition or Venture	Objective	
2010	Rusnavgeoset (jt venture)	Domain	
	eCognition Software – Earth Sciences	Technology	
	Accubid	Technology	
	Cengea Solutions	Domain	
	Intelligent Construction Tools (jt venture w / Hilti)	Technology	
	Terralite Mining (Novariant)	Technology	
	ThinkMagic, Inc.	Technology	
	Tata AutoComp Systems Limited (TMT)	Domain	
	2011	Mesta Software	Technology
		OmniSTAR	Technology
		Ashtech	Technology
Tekla		Technology	
2012	Plancal	Domain	
	SketchUp	Technology	
	WinEst	Domain	

# Trimble Ingredients



Trimble Technology	Ingredient
Meridian	Project Management / Mobility . . .
Tekla	BIM/Detailing . . .
SketchUp	BIM/Conceptual . . .
TCC	Content Mgmt/Visual Organization . . .
Heavy Highway	Field Data Collection . . .
WinEst	Estimating. . .
Trimble B&C	Scanning Devices, Layout, Asset Mgmt . . .
Thing Magic	RFID
Other Divisions	. . .

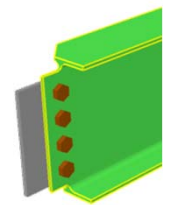
## Additional Ingredients include External Partnerships

- Autodesk, ESRI, Google, Hilti, CAT and others. . .



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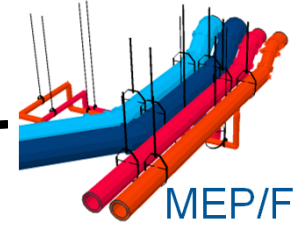
# Construction BIM



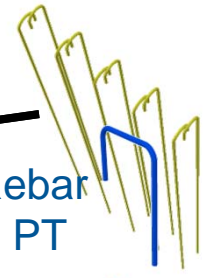
Plates, Bolts & Welds



Embeds



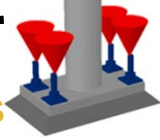
MEP/FP



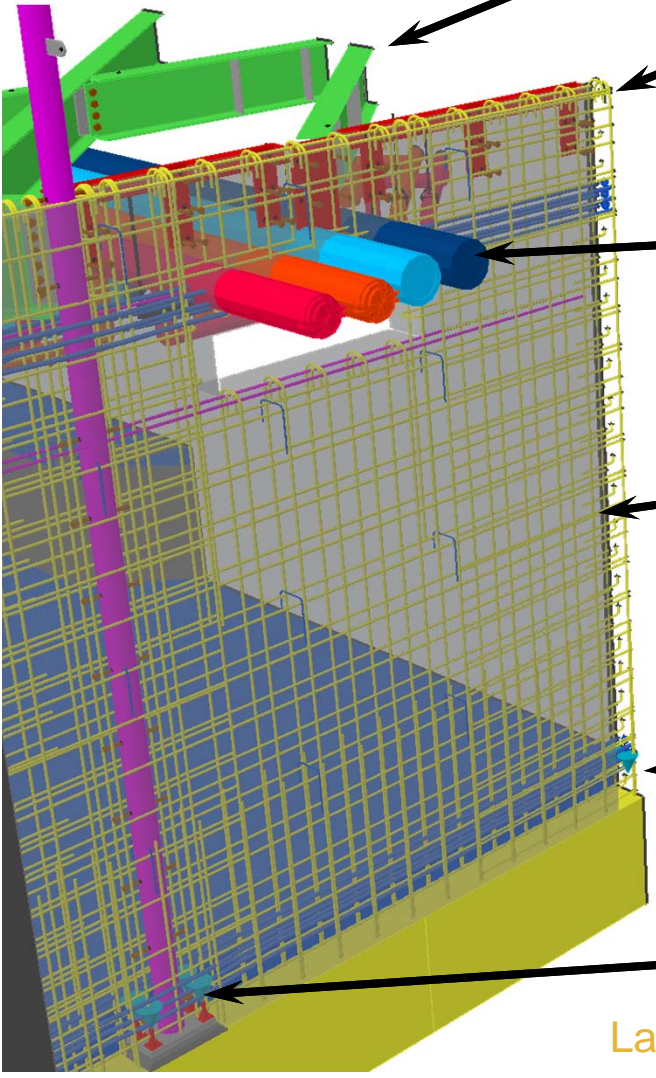
Rebar & PT



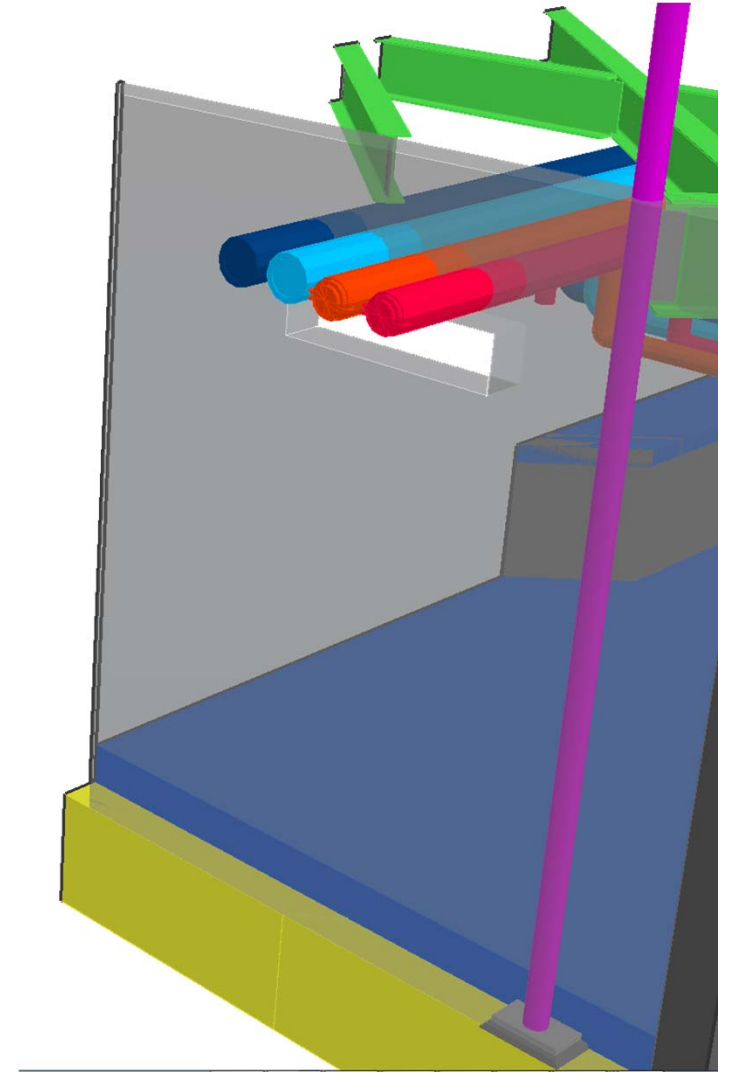
Bolts



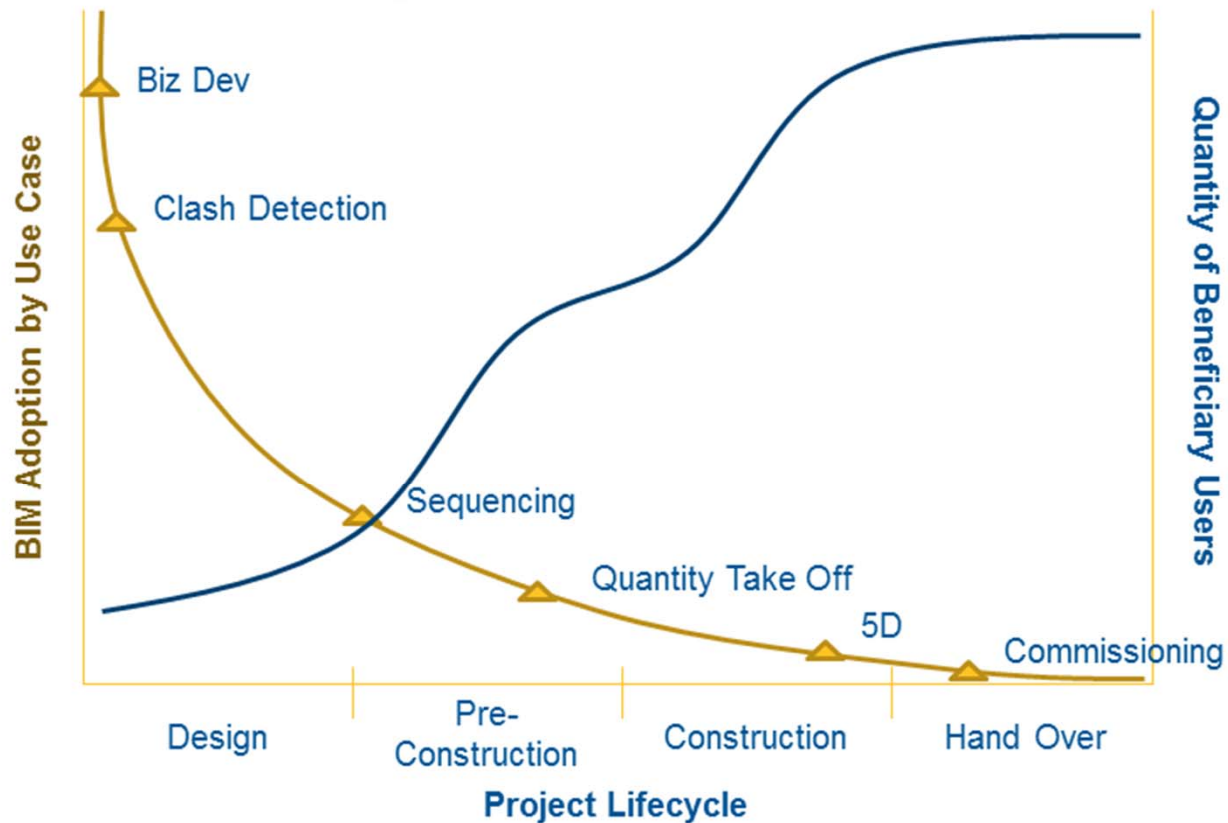
Lay-Out Points



# Design BIM



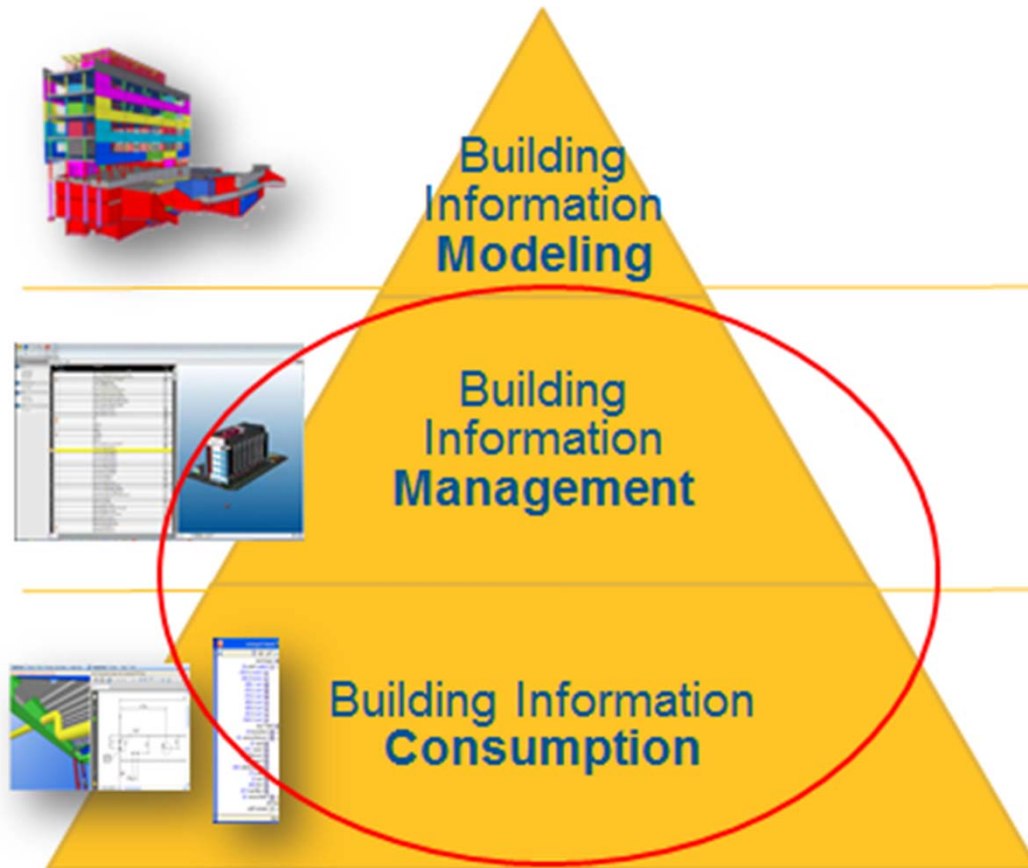
# BIM Adoption



— Quantity of Beneficiary Users  
 — BIM Adoption by Use Case



# BIM Adoption



Create building objects containing geometry and properties.

- Constructible model
- Model authoring can be out sourced

Marriage of Object (scope), Cost and Schedule attributes for management and progress

- Logistics
- Optimization
- Management
- Etc.

Marriage of Object (scope), Cost and Schedule attributes for data consumption or visualization

- View
- Analysis
- Quantities
- Etc.

9.00

9.20

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9.60

...and Beyond

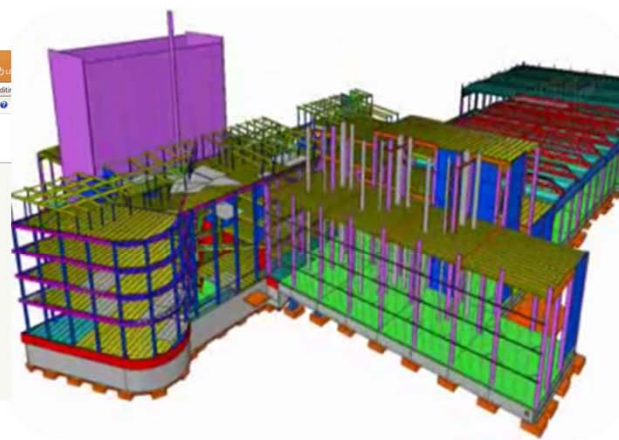
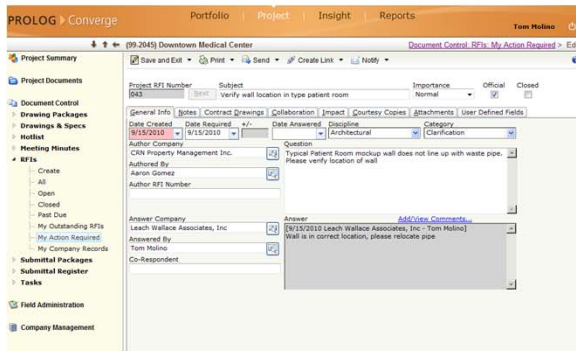


# Sample BIM+Build Value

## PROLOG

## TEKLA

## Trimble



Issue created from an anchor bolt  
out of tolerance

9.00

9.20

9.50

9.60

...and Beyond

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PROLOG 

# Prolog 9 and Beyond



## Conclusion:

- Market is moving beyond the core PPM software applications to incorporate new technologies across the supply chain, including BIM and field productivity
- Market is demanding integrated process and data, and that data be captured at the source
- These new holistic solutions and technologies will support innovative project delivery processes such as IPD
- Market demand is growing for models from which contractors can build from
- The Global Economy is having an ever greater effect on US Construction, in terms of labor, productivity, and permanent materials

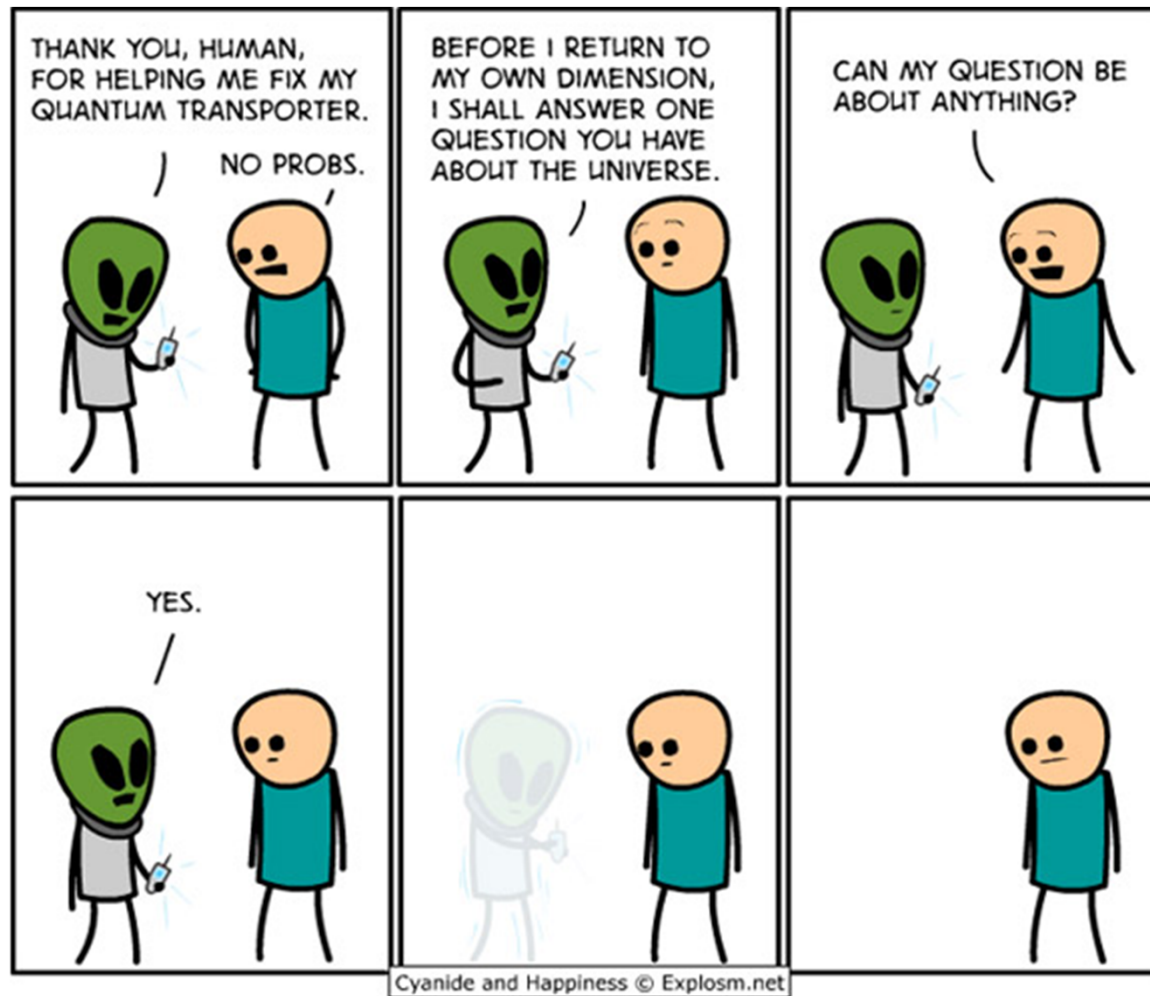


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# Prolog 9 and Beyond

## Questions



9.00

9.20

9.50

9.60

 ...and Beyond

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