

The Road to **\$1.6 TRILLION** The AEC Industry Is Missing This Key Ingredient

CONSTRUCTION-RELATED SPENDING

ACCOUNTS FOR **13%** OF THE **WORLD'S GDP**

However, the industry's annual productivity has only increased **1%** over the past **20 years** due to the lack of digital transformation.

WHY DOES THIS MATTER?

The AEC industry is losing out on an estimated **\$1.6 trillion** by not embracing technology. Here's what you need to know and why you need to act fast.

THE CURRENT STATE OF TECHNOLOGY ADOPTION

52%

OF INNOVATION LEADERS in AEC industry claim **MACHINE-LEARNING** and **AI** will be a **NEED-TO-HAVE** in the next **5 YEARS**

70% OF



CONSTRUCTION COMPANIES believe that firms who **DON'T ADOPT TECHNOLOGY** will **GO OUT OF BUSINESS**



92% OF THE **INDUSTRY**

has **NOT ADOPTED ANY** advanced **DATA TOOLS**



ONLY 350 OF THE **WORLD'S LEADING AEC FIRMS**

have **ADOPTED** a full **Growth and Relationship Management (GRM) SYSTEM**



3 OUT OF 5 FIRMS

believe the **INDUSTRY IS BEHIND** others when it comes to **ADOPTING DIGITAL TECHNOLOGIES**

WHY IS THE INDUSTRY SO FAR BEHIND?

LACK OF SUPPORT 

34% Of firms claim they **LACK EMPLOYEE BUY-IN** to support technology

LACK OF AWARENESS 

29% Of firms say they **DO NOT KNOW** what **TECHNOLOGY** is available

LACK OF BUDGET 

38% Of firms claim they do not **HAVE THE MONEY** to invest in technology

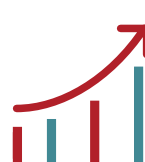
THE IMPACT OF TECHNOLOGY INVESTMENTS

Cosential research has concluded that by utilizing a **GRM System**, in **2019 alone** AEC firms:

REDUCED MANUAL TIME

spent on **PROPOSALS** BY

75%



GENERATED OVER **\$384.46** **BILLION**



465,329 and **WON OVER PROJECTS**

INCREASED AVERAGE PROFIT MARGINS by **1%**
WIN RATES up to **25%**



NOW IS THE TIME TO INVEST IN TECHNOLOGY FOR YOUR AEC FIRM

Not only are you **LOSING BILLIONS OF DOLLARS** due to the lack of digital transformation, but you are frustrating your employees by refusing to automate grueling processes or look for efficiencies.

GROWTH AND RELATIONSHIP MANAGEMENT systems have been a proven first step in taking your firm's digital transformation seriously. Learn more at cosential.com.