

IT Survey

Heavy/Highway/Civil

**Institute of Certified Construction Industry
Financial Professionals**

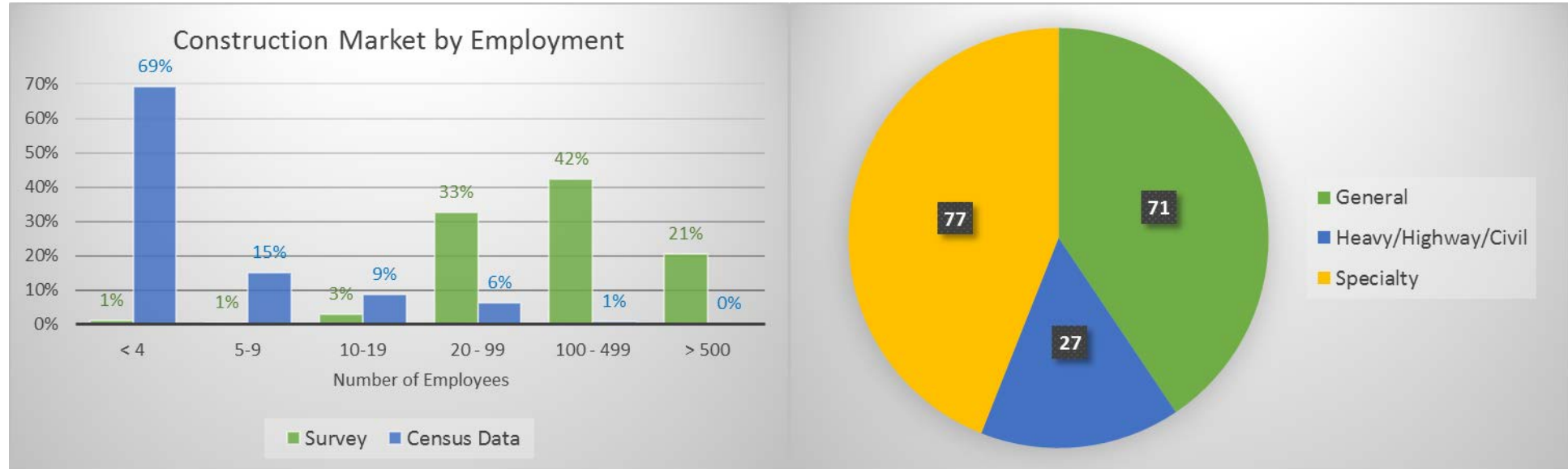
December 14, 2015

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Founder, ShareMyToolbox*

Survey Sample

The survey was emailed November 10th, 2015 to 950 CCIFPs and we received 95 responses. It was also posted on the CFMA forum on November 20th with exposure to 7000 members and we received an additional 80 responses. The survey was closed on December 7th with 175 respondents as follows:

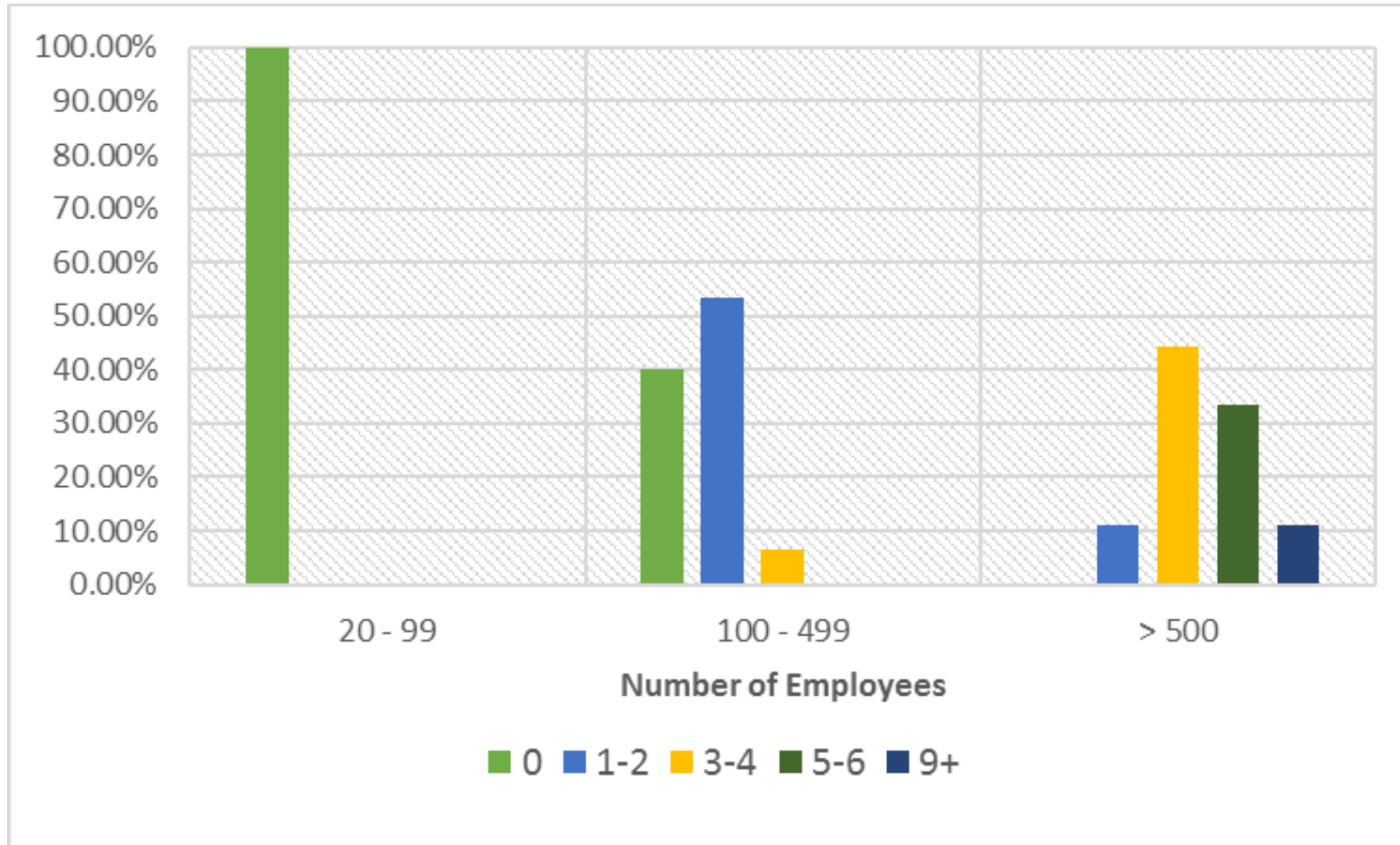


Since the sample was targeted at CFMA membership and CCIFPs, the results are skewed towards larger contractors and do not represent the market in general according to the last US government census. *Note that due to the small sample sizes, data for companies with fewer than 20 employees may be statistically irrelevant.*

Note: this portion of the survey looks at the Heavy/Highway/Civil segment only with 27 respondents.

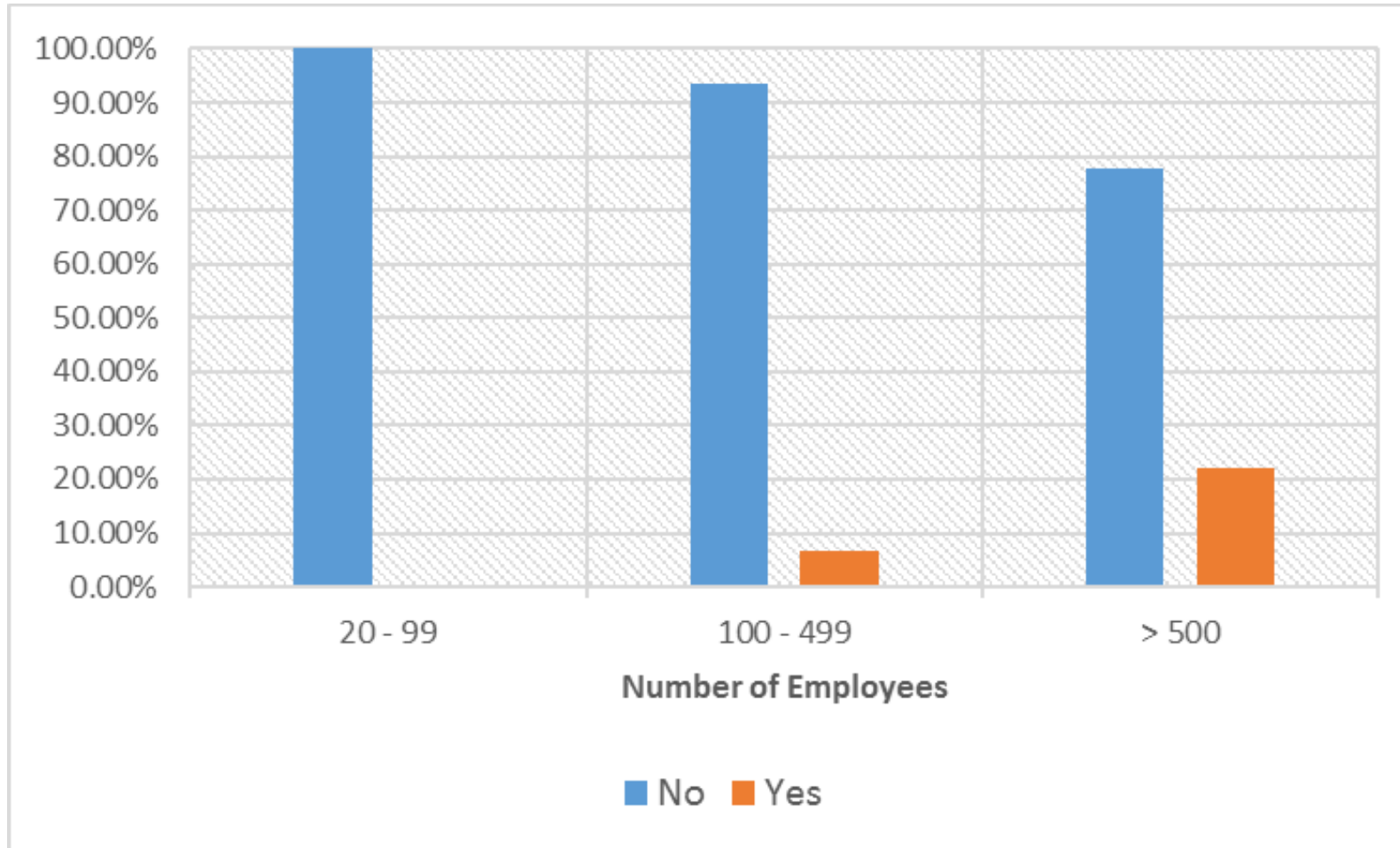
How many full-time equivalents (FTEs) do you have on your IT staff?

Answered: 27 Skipped: 0



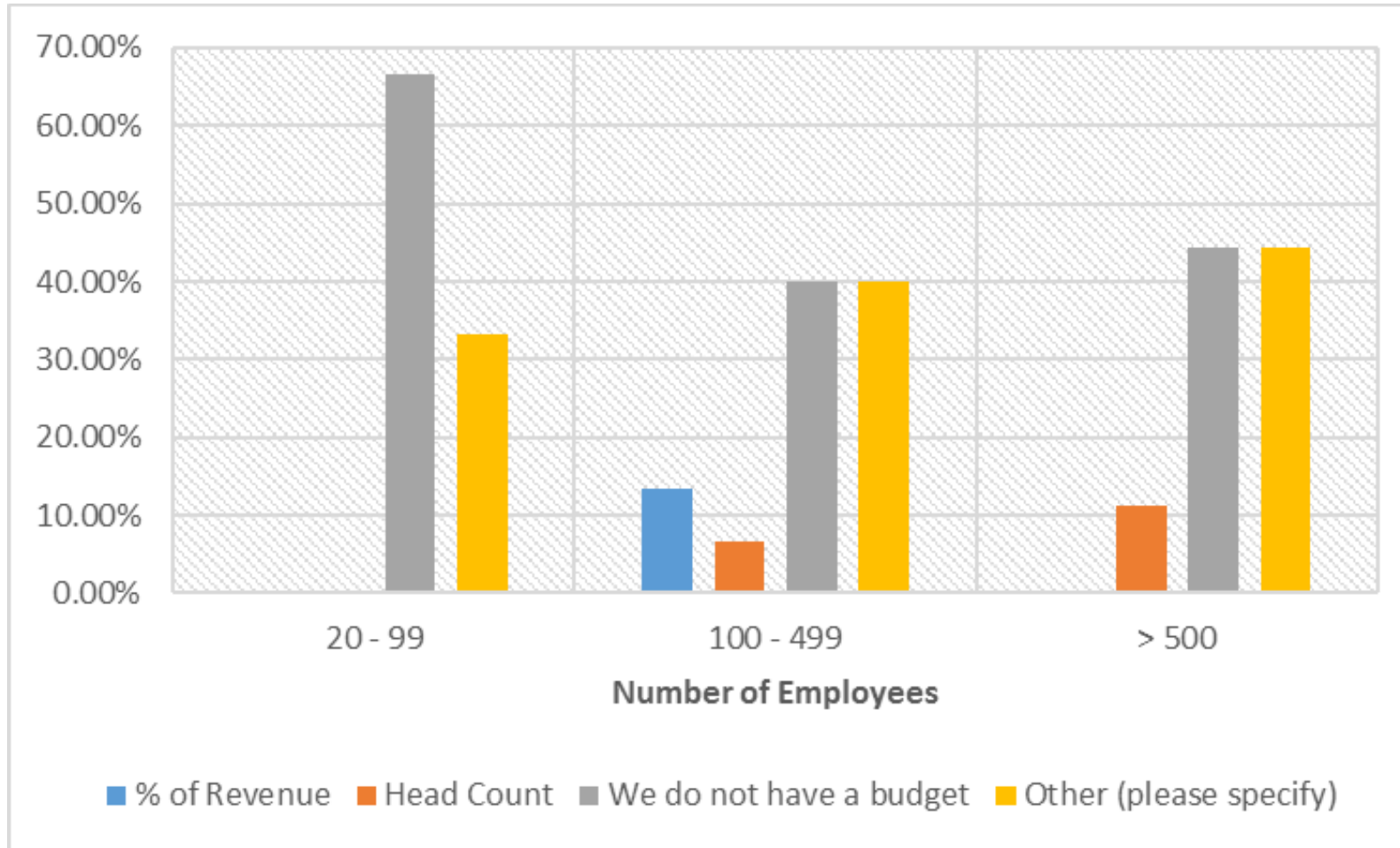
Do you have a Chief Information/Technology Officer (CIO/CTO) focused on strategy?

Answered: 27 Skipped: 0



How do you determine your annual budget for IT expenditures?

Answered: 27 Skipped: 0



The “other” responses are outlined on the following page.

How do you determine your annual budget for IT expenditures?

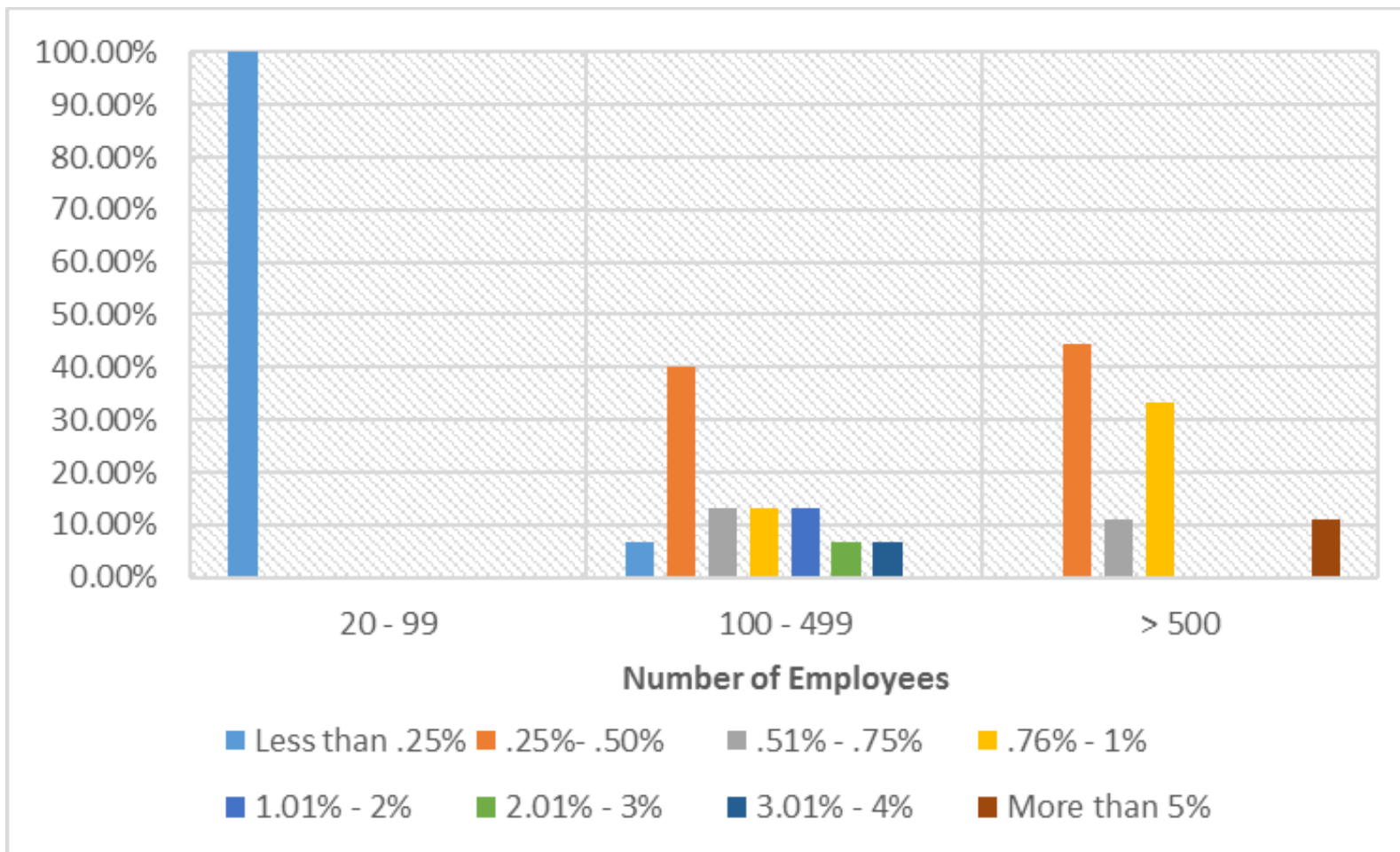
Answered: 27 Skipped: 0

11 respondents selected “other” for how they determine their annual budget. Here are the summarized responses:

- (5) Year over year (historical) costs, last year’s budget and/or recurring costs
- (3) Based on projected needs or specific projects; departmental planning
- (2) A combination of year over year plus specific projects
- (1) Head count plus recurring and/or special projects

Considering your answer to the previous question, what percentage of your revenue is spent on IT?

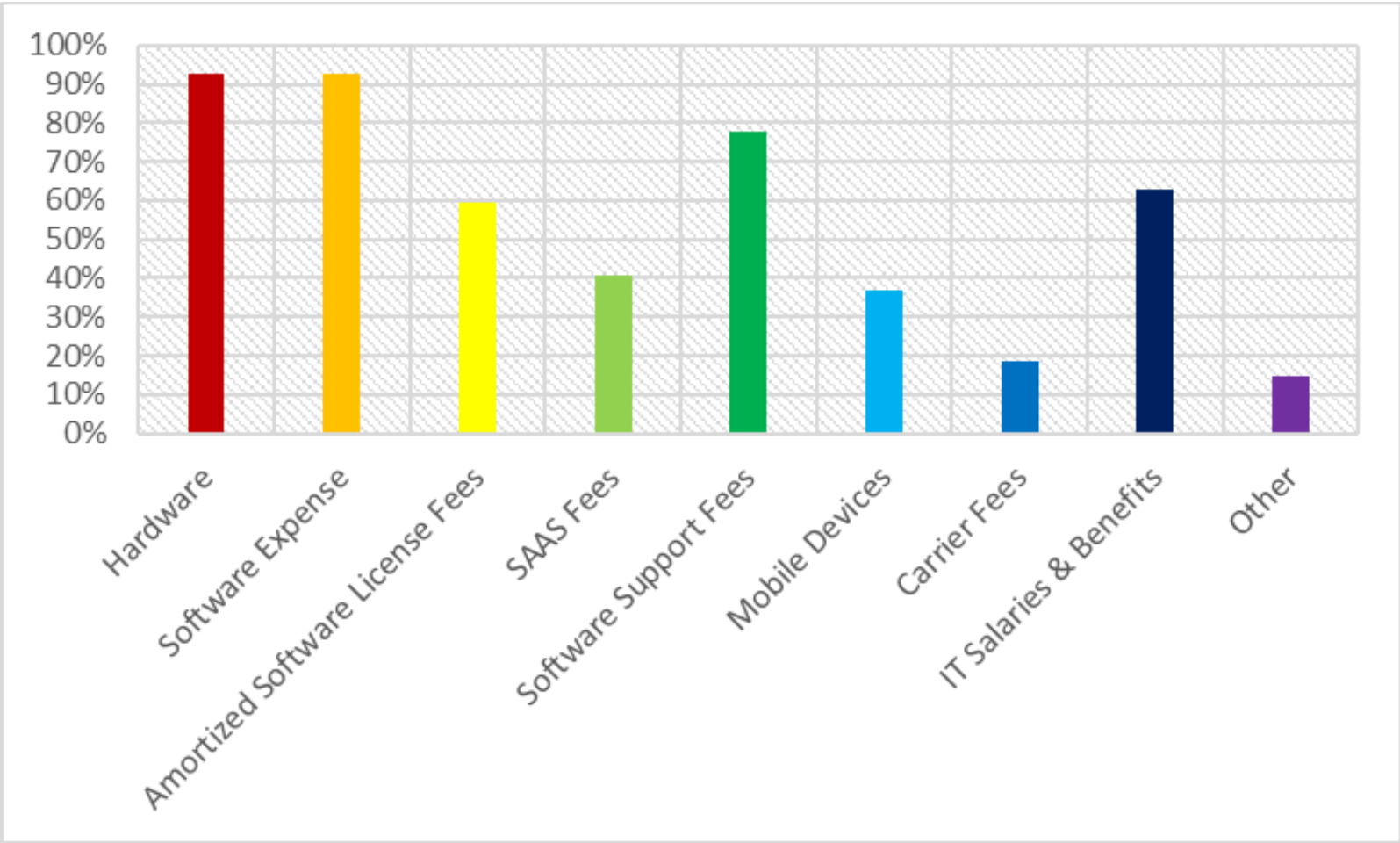
Answered: 27 Skipped: 0



The data shows that the majority of companies are spending much less than 1% of revenues on IT.

What items do you consider as part of your overall IT budget?

Answered: 27 Skipped: 0



Due to the number of answer choices, this chart does not show companies by size. The “other” responses are outlined on the following page.

What items do you consider as part of your overall IT budget?

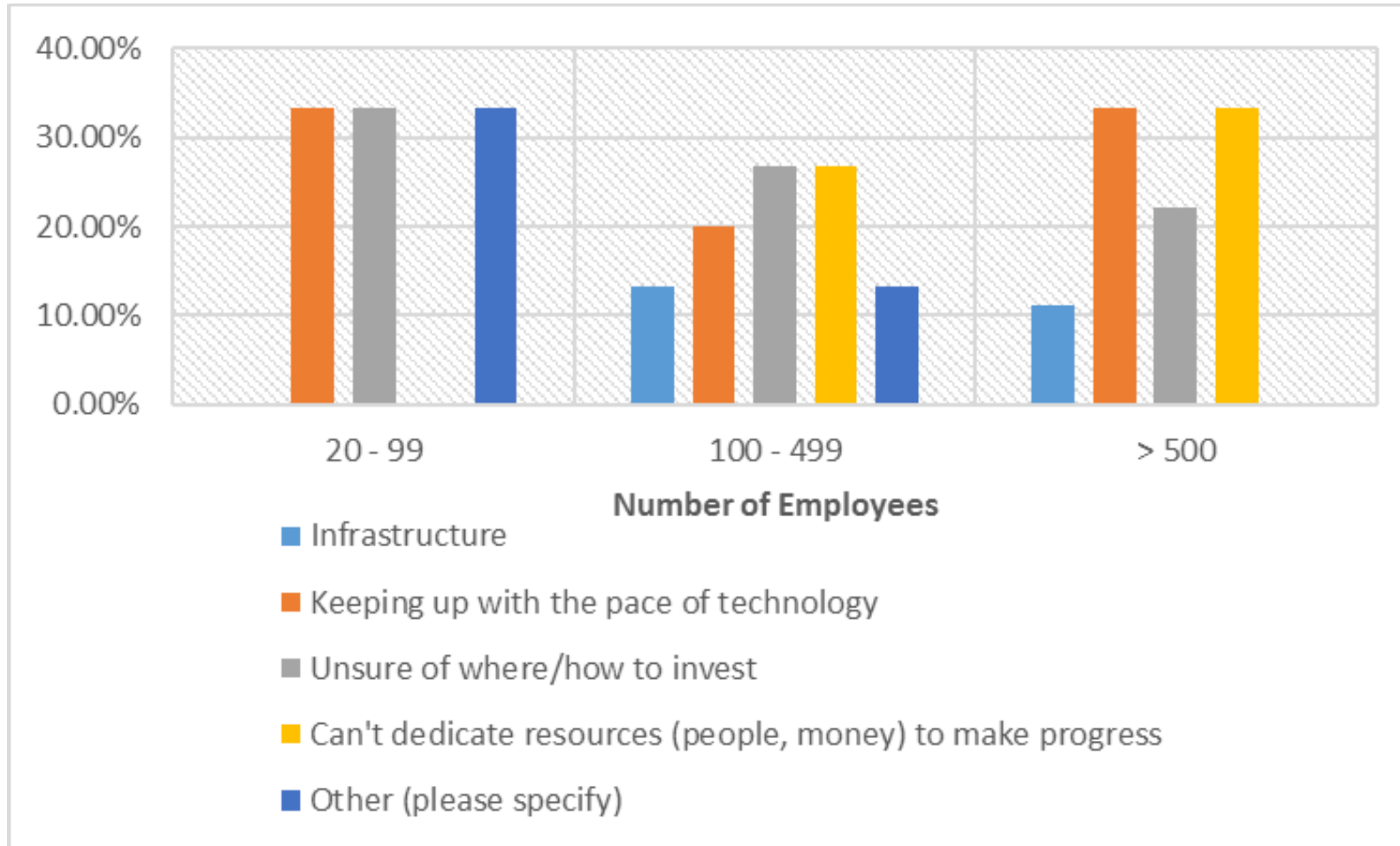
Answered: 27 Skipped: 0

4 respondents selected “other” for what they include in their IT budget. Here are the summarized responses:

- (3) Outsourced services, consultants and other 3rd party resources
- (1) We have no budget

What do you feel is your biggest challenge related to IT? Check all that apply.

Answered: 27 Skipped: 0



Keeping up with the pace of change in technology is the biggest challenge for most companies. The “other” responses are outlined on the following page.

What do you feel is your biggest challenge related to IT?

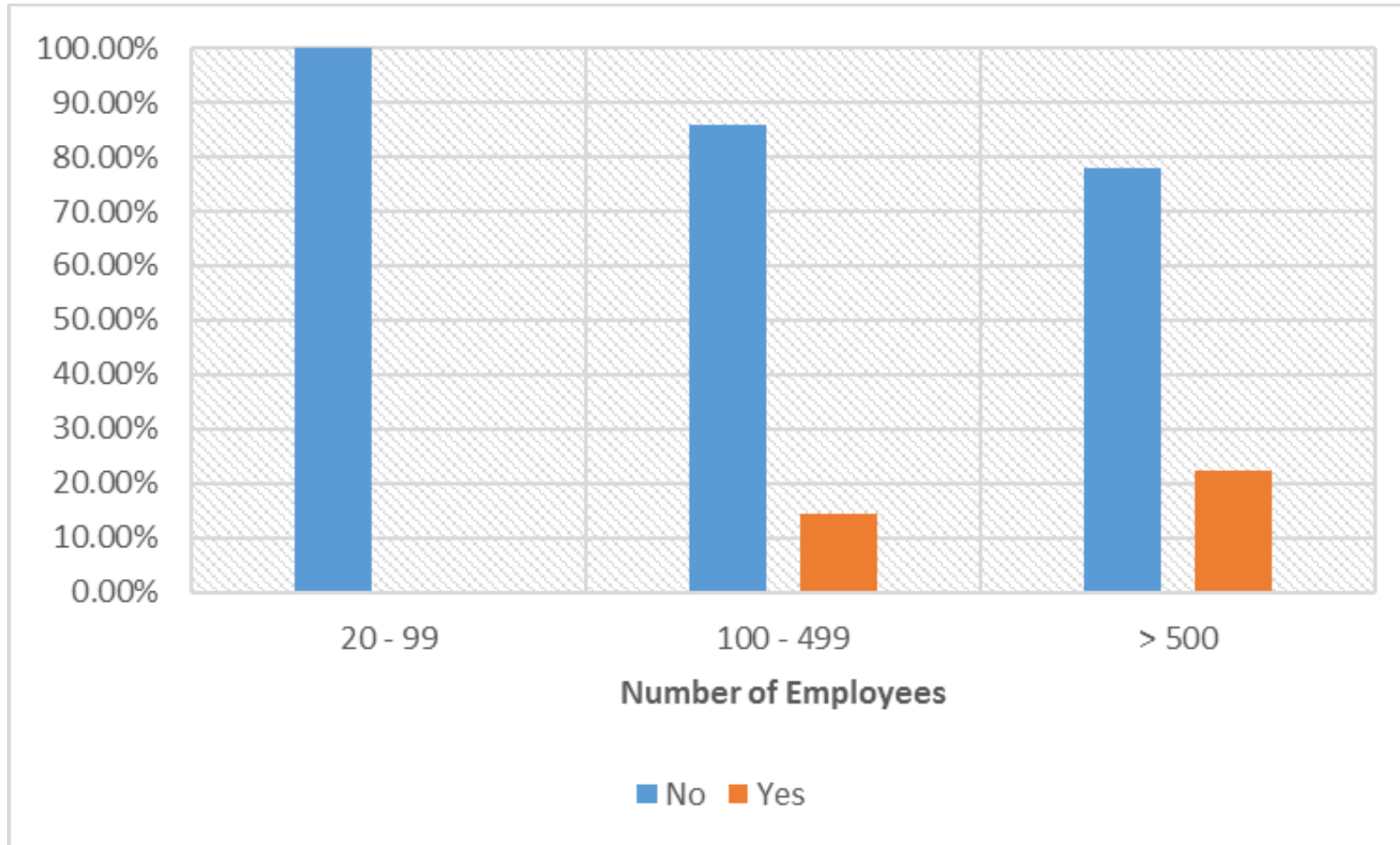
Answered: 27 Skipped: 0

3 respondents selected “other” for their biggest challenge related to IT. Here are the summarized responses:

- (1) Hardware and software changes/lifecycle and finding products to fit needs
- (1) Training or educating employees and getting them to adopt new technology
- (1) Getting management interest

Have you gotten pressure from your customer base to invest in technology?

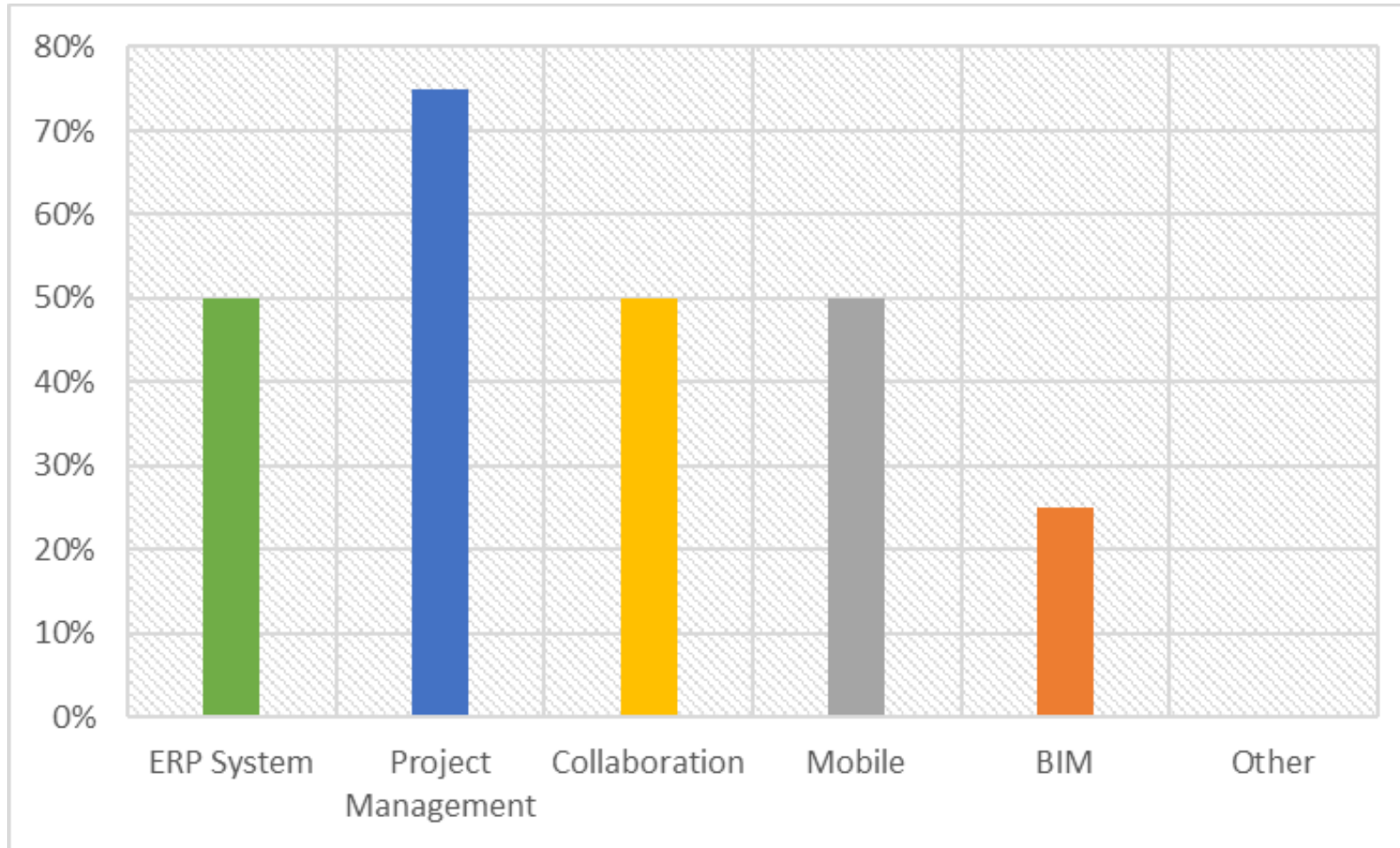
Answered: 26 Skipped: 1



Compared to other verticals, HH receives far less pressure from customers to invest in technology.

In which technologies have your customers encouraged you to invest? Check all that apply.

Answered: 4 Skipped: 23



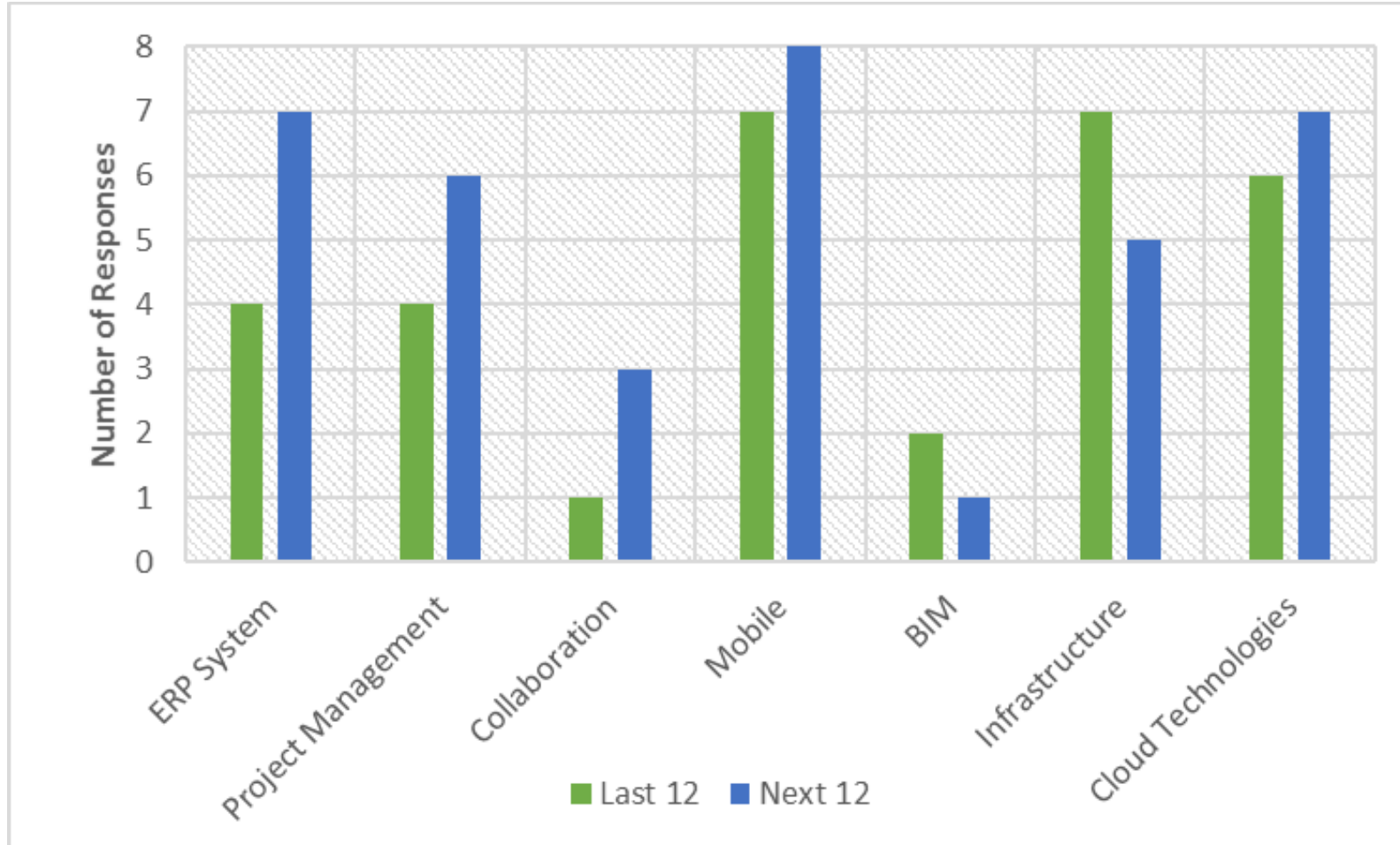
There were no "other" responses.

In which technologies have your customers encouraged you to invest? Check all that apply.

Answered: 0 Skipped: 27

Have you recently implemented a large IT-related project in the last 6-12 months or do you plan to in the next 6-12 months? Check all that apply.

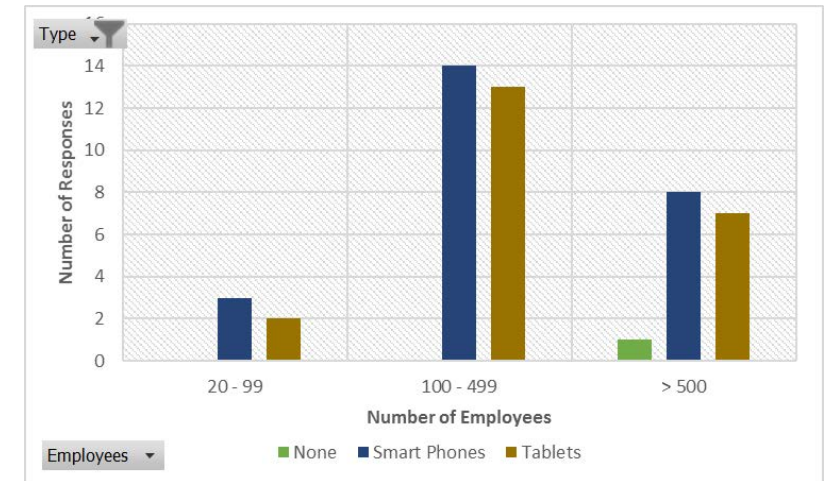
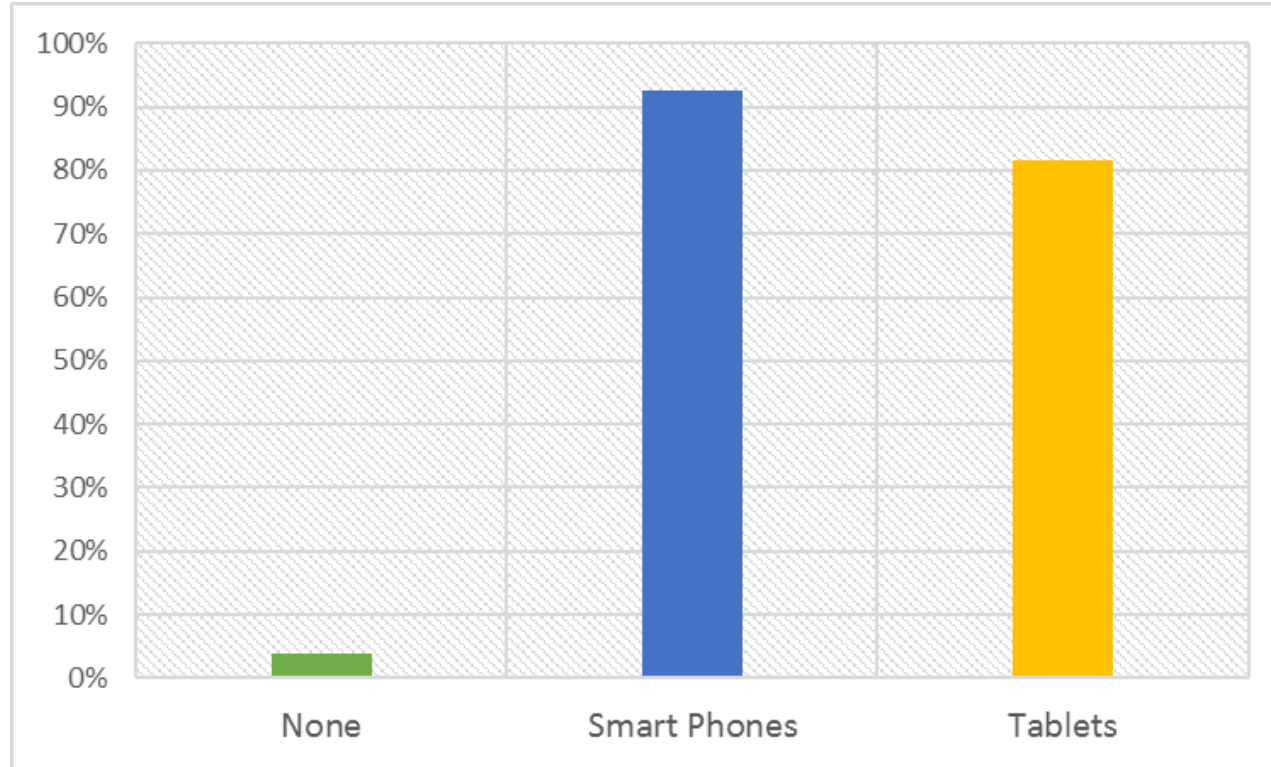
Last 12 Months-Answered: 18 Skipped: 9 Next 12 Months-Answered: 10 Skipped: 17



Compared to other verticals, HH seems more likely to invest in IT in the next 12 month.

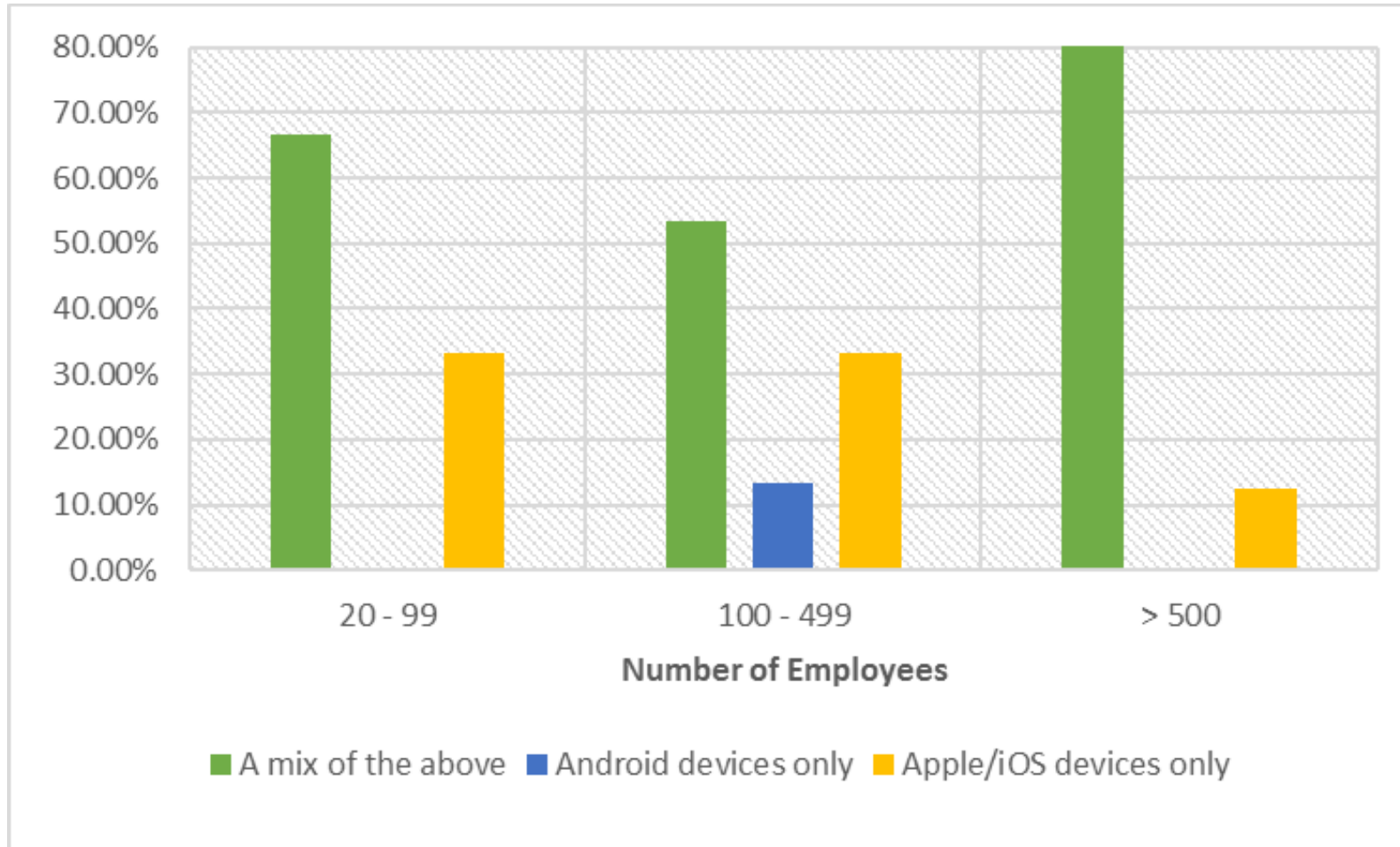
What mobile devices do you currently use in the field? Check all that apply.

Answered: 27 Skipped: 0



What best describes the types of mobile devices you use in the field?

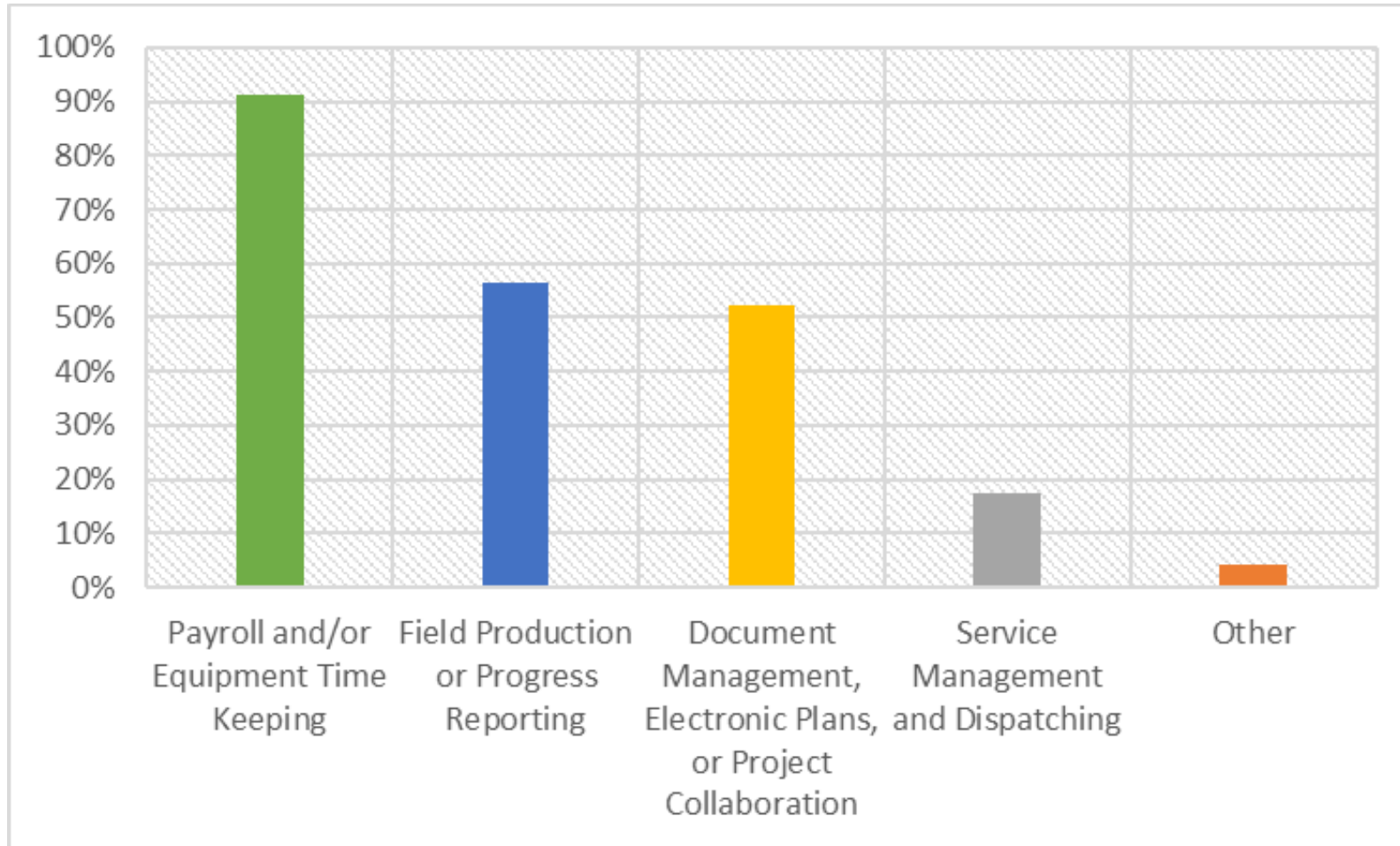
Answered: 26 Skipped: 1



Like other contractors, HH uses a mix of device types, but more are dedicated to Apple than Android.

Check all the company-mandated applications employees are required to use.

Answered: 23 Skipped: 4



The “other” responses are outlined on the following page.

Check all the company-mandated applications employees are required to use.

Answered: 23 Skipped: 4

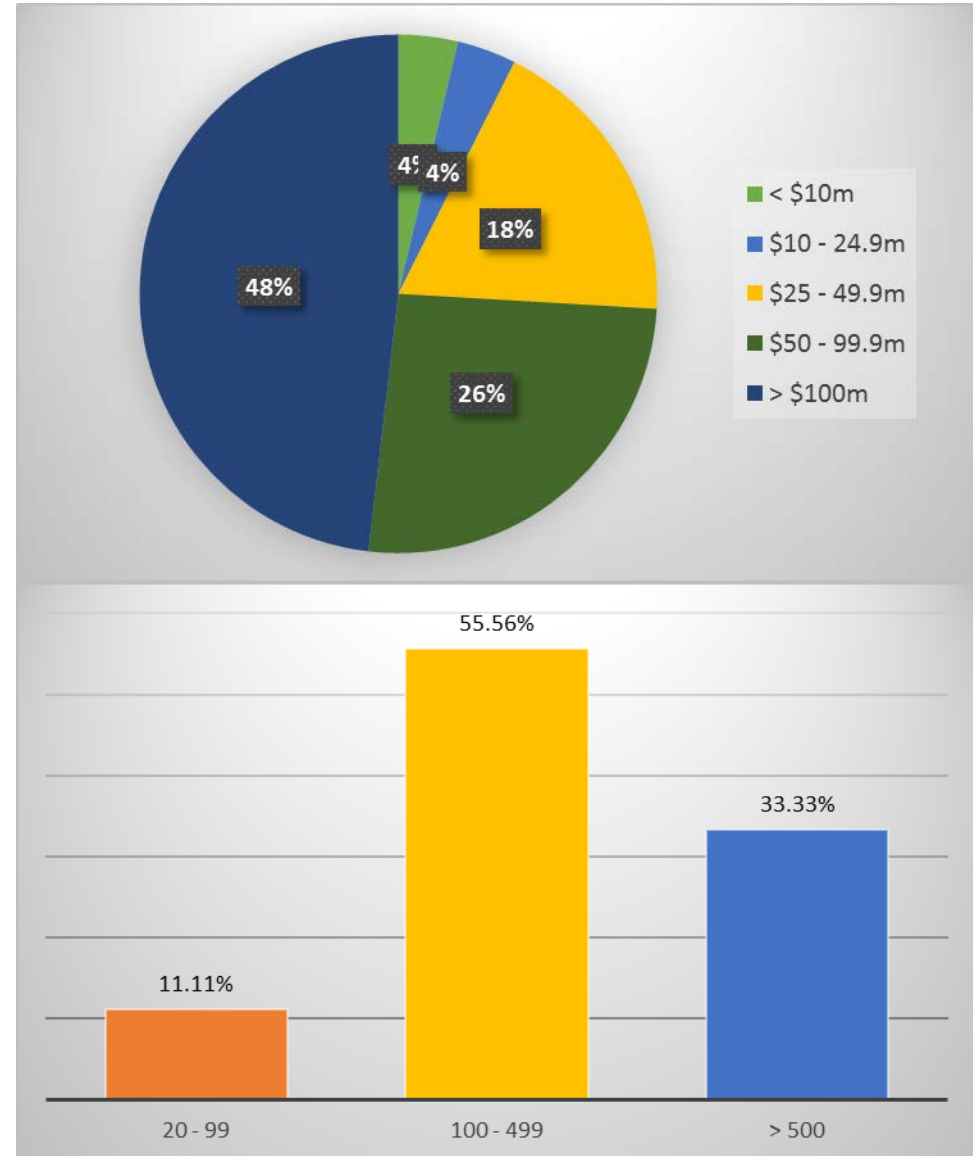
1 respondent selected “other” for mandated applications. Here is the response:

- (1) We are working towards the introduction of these applications

By gross annual revenue

27 Heavy/Highway/Civil Survey Respondents

By number of employees



For comments, questions or suggestions for
future surveys, please contact:

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