



**Minutes: Winter Meeting**  
**Thursday January 31, 2008 thru Saturday February 2<sup>nd</sup>, 2008**  
**Baton Rouge, LA**

**Committee Members:**

**Chair:** Bill Cobb

Dan Bailinger  
Jim Burkett  
Tary Carlson  
Matt Dolan  
Walt Gamble  
Randy Hall  
Mike Kenig  
Lane Mitchell  
John Nabholz  
Gary Newell  
Henry Petree  
David Hanson  
Nicholas Stehle  
Oscar Gwin – Boh Bros

**Staff:**

Fara Francis  
Monique Valentine

**Guests:**

Mike Mano – McGraw Hill  
Gary Lowe – McGraw Hill  
Stewart Stephenson – McGraw Hill

## THURSDAY January 31, 2008

- **Technology Roundtable - Guests in attendance: 13**

Ken Naquin, CEO Louisiana AGC Chapter opened up the roundtable with an address.

Gary Newell welcomed the guests and chaired the Roundtable process. He shared EIS mission and tasks: BITS, AGCxml, website redesign, and so on. He promoted AGC's eForums and other avenues within which an AGC member can obtain information. He shared information on BIM and encouraged attendees to stay abreast of technology.

There were lots of GCs represented and fewer SCs.

Almost everyone raised hands indicating that they connect to the internet. Almost everyone uses the internet to transmit documents.

The Agenda for the Roundtable:

- Introductions – Gary Newell
- History and Purpose of AGC EIS Committee – Gary Newell
- Importance of sharing in the community – Gary Newell
- Overview of Roundtable format – Gary Newell
- Topics of Business Interest – Tary Carlson
- Sharing of gadgets successful applications – Tary Carlson
- URLs's for Fun – Tary Carlson
- The Best of the Best – Tary Carlson.

Discussions revolved around:

1. Best and most efficient way to communicate taking into considerations the legal implications.
2. Email management
  - a. Walt recommended: cloudmark.com
  - b. Qurb – was recommended for anti spam
  - c. Adobe Professional was suggested by another person for email archiving: word searchable. Version 8.0
3. Document retention
4. Backups and storage: Tary Carlson recommended: AHSAY. 25users \$700
5. Disaster recovery
6. Electronic plan distribution
7. SharePoint
8. **Gadgets:**
  - a. Vela systems: \$3K per service
  - b. USB Credit Card – by Google
  - c. Power Monkey: Made in the UK. Comes with 15-20 adaptor tips. It's a rechargeable re-charger. Comes with solar charger

- d. Blue tooth GPS receiver - \$100
- e. Google maps for mobile
- f. U3.com
- g. Iphone cable: Does component output.
- h. Solid state drive (Bill Cobb)

9. **Best URLs:**

- a. [www.Engadget.com](http://www.Engadget.com)
- b. [www.Worldwind.org.nasa.gov](http://www.Worldwind.org.nasa.gov)
- c. [www.Maps.google.com](http://www.Maps.google.com)
- d. [www.Stumbleupon.com](http://www.Stumbleupon.com)
- e. [www.Igoogle.com](http://www.Igoogle.com) : create your own dashboard for you business
- f. [www.Atlas.freshlogicstudios.com](http://www.Atlas.freshlogicstudios.com)
- g. [www.Gadwinprintscreens.com](http://www.Gadwinprintscreens.com)
- h. Primopdf – free version of Adobe acrobat

10. winners were selected from the above cool gadgets

11. Bill Cobb then gave a presentation on what EIS is about and encouraged the guests to get involved.

Door prizes were given out.

**EIS MEETING: 1:00pm**

Opening statements were given by Committee Chair, Bill Cobb. He discussed the agenda.

Walt Gamble then shared the Ground Rules.

- *We are all colleagues*
- *Spelling does not count*
- *Laptop courtesy*
- *Cell phones usage*
- *Participate*
- *There are no dumb/stupid questions*
- *Listen for understanding*
- *Encourage others to participate*
- *Do not monopolize conversation*
- *Have fun*

**I. McGraw Hill presentation on Digital PDM System:**

Gary Lowe presented on '*Interoperability Driving Productivity*'

McGraw Hill is doing lots in the area of interoperability.

- The global construction industry today: \$4.6 trillion. With more than 100 million employed worldwide, 7 million domestically in the US.

This represents 10% contribution to the global GDP. In the US it's \$1.2 Trillion

- Lack of interoperability costs the US construction industry \$15.6 billion every year
  - Interoperability: the Ability to Manage and Communicate Electronic Product and Project Data Among Collaborating Firms
  - It Will Become Critical to Long-Term Industry Success
  - ENR editorial (August 2004): “*Owners need to Demand Greater Interoperability*”
- Costs: 3- 4% average cost lost on a project. Therefore, \$36 billion dollars in the US and globally \$138 billion.
- Benefits of interoperability:
  - Reducing wastes
  - Improving process
- McGraw Hill has reaching out to forge relationships with many industry leaders such as Primavera. They want to provide open architecture.
- The construction industry is lagging other business segments in regards to operability, but evolving at accelerated pace.
- Benefits of Interoperability:
  - Increased speed of overall project delivery
  - Reduced infrastructure vulnerability
  - Greater reliability of information through the life cycle
  - Expanded markets for companies
  - Decreased supply chain communication costs
  - Improved value to customers
- Interoperability eliminates:
  - Manual re-entry of data
  - Duplication of business functions
  - Continued reliance on paper-based information exchange
- PDM: enhancing productivity thru operability.
  - Interoperability:
    - Design collaboration
    - Prequalification
    - Closeout

**Stewart Stephenson’s presentation on Project Document Manager (PDM):**

- Can create notifications; update requests.
- To improve creativity in an organization by creating systems that can synchronize. This system is the hub to which other systems can connect and synchronize.

DPM is currently interoperable with Primavera and Prolog

Monique asked if McGraw Hill will be interested in getting involved in the AGCxml project. They agreed enthusiastically and provided Monique with contact info.

Product Document Manager is the suite and central repository for DPM. McGraw Hill has reached out to Sage, eBuilder, CIMC to invite them to join the process.

## II. BIM - Including BIM Presentation – Mike Kenig

Mike reported on the Building Division Meeting. He wanted to get a sense on how EIS can help in the Bldg Division.

Mike presented on BIM and his agenda included:

- Building Division
  - BIMForum
  - C3T
  - Open Geospatial Consortium (OGC)
  - 3XPT
  - Other
- OGC participation requires a lot of money. AGC is committing a \$5K contribution. AGC thinks it's too premature.
  - **Building Division**
    - **BIM Training/Credentialing (Chapter's initiative):** A number of chapter execs have been pushing AGC to give them products that they can sell to their members. The chapters have come up with the initiative to come up with BIM Training. They came up with the concept of BIM credentialing. They plan to develop a program modeled after the STP program. The chapters believe that the new generation of contractors is all about obtaining certification/credentials.
    - **Trends – BIM**
    - **Government Streamlining and Applying IT:** Mike shared a discussion from a Robert Wible of FIATECH who is knowledgeable in this area. Any investment will give a return.
    - **Workforce Development – “What can you do?”** Doug Pruitt presented on this at the Building Division – he was very impressive in stressing the need to coordinate our efforts. Ultimately it is a state and local effort but the workforce issue is real and we need to do something about it. He talked about the failure of the K-12 grades in this country. We should play a role in helping people to the path of graduating from high school and obtaining a higher education. Doug's speech will be in the *Constructor* magazine. He added that in order for us to raise the bar we need to focus the following:
      - Take care of our own
      - Work with fellow associations
      - Keep pushing construction career academy

- Get involved in student competitions and in the schools
  - Make a significant financial contribution
  - Leverage the media
  - Not let these people feel that they are second class citizens
- Walt added that we do have a place to help – AGC website.
- According to LA Exec, there is tons of money available for workforce development. Part of the problem is (1) School, (2) Wages, (3) image – we have an image of a dirty, hot, cold industry that lays off workers when business is not doing well. He is quite passionate about Workforce development. AGC and other groups need to fund a national campaign to promote the image of the construction industry. We need to convince the country that this is a viable career. He thinks that technology has been the culprit. Bill Cobb thinks that while technology is a culprit, he thinks that technology is part of the solution.
- **Other (cost inflation – PPI, Sustainability, marketing Knowledge Database, ConsensusDOCS, etc.):** (PPI) Mike shared on Ken Simonson’s economic data: The cumulative PPI construction inflation costs have gone up 29%. (Marketing Knowledge Database) Mike is quite interested in the Marketing Knowledge Database. (ConsensusDOCS)
- **NOTE: A suggestion that AGC staff (Monique and Fara) work with Mike Stark to ensure that EIS update be on the next building division meeting.**
- **BIMFORUM:**
  - Subforum activities
  - BIM “Rider” or “Addendum”
  - Chuck Eastman’s presentation
  - TEKLA presentation
  - Webcor – a contractor’s perspective
  - Collaboration – Smartboards, Software
  - IFC Transfers challenges seem to be getting addressed
- C3T: This group created the ‘Contractors Guide to BIM’. Should work with the steel industry on a “How to Guide”. There was a workshop back in July but nothing got officially produced out of the workshop. The goal is to produce something soon – Chris Monek is the AGC staff working on this.
  - “Process Transformation” AGC, AIA and CURT
  - Dialogue – Transformational Strategies
  - July 2007 Workshop – “Guidance”
  - Monique chimed in that AGCxml should have been a part of the discussions at the meeting.
- Bill Cobb passed out the ‘BIM Addendum’ and asked Mike to comment on it.
  - Draft document is to retain confidential and is not to be distributed. If you have no intention of looking it over please give the document back to Bill.
  - Driving theme is what is good for the overall project. Followed the lead of the ConsensusDOCS.

- Document addresses changing roles of the participants. No other organization is really addressing these issues.
- Intent is to get approval of all ConsensusDOCS partners to get into the ConsensusDOCS family of documents.
- Wide number of industry members participated in the creation of this document so that it would be representative of the issues.
- Goal is to have final for approval at convention.
- Any comments on the BIM Addendum should be provided to Bill Cobb so that he can share the feedback with the committee working on this addendum.

**NOTE: Gary thinks that we need a viable product. We need a document sharing portable. Mike Kenig thinks that some needs are there that are not being addressed. Mike still believes that we (EIS Committee) are NOT recognized as the home for the CIOs and other technologists. We need to put this in place.**

### **III. AGCXML Presentation – Monique Valentine**

- We didn't hit the end of year (2007) date. Monique and Dave met with Tardif and Harris in late 2007 to push for completion of the project.
  - The RVC has received Groups 1, 2, 3 and 4. AGC has already paid for these.
  - Group 5 and 6 to be completed by Technical Team (TT) 2/8/08
  - Mike will then convert to English standards from German and get them ready to post to the website by 2/11/08
  - RVC review week of 2/18/08 for Groups 5 & 6.
  - John Nabholz, Kurt, Michael and Monique called RVC members to give updates.
  - When groups 5 and 6 have been reviewed the revisions will be done by end of February. The Taskforce has not accepted these docs yet.
  - Final delivery – launch date – 3/31/2008.
  - Next Steps:
    - Review of license agreement: We need to review to make sure it is accurate all the way for software vendors. Mike Kennedy will play a role in this. We need to be sure that the agreement indicates: License at no costs, in perpetuity
    - AGCxml PowerPoint presentation: Monique would like to beef up this presentation so that it can be used as a presentation for any audience
    - Publicity
      - News Release
      - Convention
      - Outreach Program
- NOTE: Dan Bailing: these schemas are not software in itself but a basis for people to work with.**
- Future of AGCxml
    - Changes to schema: How would we accept changes? Are we going to allow vendors to make their changes? Is there going to be a caretaker?
    - Caretaker for the schemas
  - Monique shared great feedback from Sage, eBuilder, Skire.

## **FRIDAY February 1<sup>ST</sup>:**

### **I. Review of new AGC.org – Walt Gamble, Fara Francis**

Walt gave lead in to the Website re-design and the priority it should take at AGC national.

- Fara walked the committee through the new website
  - Went live January 7, 2008 (project started July 2007)
  - Ready for Executive Committee meeting and they were excited about the new look and feel.
  - Home page
    - Has 3 images that refresh every time you refresh site
    - Simple design
    - 3 Hot Topics that change regularly to be determined by Governance Committee
    - Navigational buckets more user friendly and intuitive
  - About AGC
    - Find A Chapter section
    - Chapters Only – separate site created for them. Same look and feel as AGC site
  - Advocacy
    - Regulatory Action –new functionality
    - Legal Advocacy – new functionality
  - Industry Topics
    - Big part of the site, lot of push and pull to determine the way to organize this section of the site amongst staff
    - End result is good
    - Biggest challenge
    - Labor and HR and Environment – have great enhancements to the way the data is organized. Created custom portlets to create this functionality
    - Contracts & Construction Law has a new portlet as well
  - Construction Markets
    - Represents the divisions of AGC
  - Programs & Events
    - Info about convention and all AGC related meetings
    - Sponsorship information is here as well
    - New portal created to handle meeting information
  - Career Development
  - News & Media
    - Press Releases (special portlet created)
    - Archives

- Constructor
- Annual Report

Overview of how project evolved:

- Monique Valentine and Dave Lukens – executive sponsors
  - Fara – project manager
  - Ben & Jason – website programmers
  - User testing teams created with staff and EIS committee
  - Worked with BrowserMedia to create the custom designs that were part of the new design
  - Challenges in the project as we went along
    - Launch date pushed back couple of times
    - Content migration
      - Approximately 1000 pages on old agc site
      - 500-600 pages on new site
      - E-core was willing to assist in the transition of content
      - E-core wanted to design a middleware application for AGC to solve the problems we were having
        - Time and cost was a big factor
        - Impacted the AGC technology infrastructure
        - Impacted e-commerce and website design, etc
        - .NET developer said it “should” work – we were too hesitant
      - Asked eCore to just do content migration and governance
      - She basically withdrew from the engagement since we decided not to use her solution
      - AGC decided to do it on our own – created content migration plan and did it!
- Need new name for ‘Find a Member’. Committee voted on retaining ‘Find a Member’

**Feedback/comments from EIS Committee members:**

In preparation for this meeting, Walt Gamble assigned sections of the new site to some member of the committee. Their comments follow:

**Kurt Kenig Comments**

CAREER DEVELOPMENT BUCKETS – likes the navigation

Likes the look and feel and feels that anyone coming to the site can find what they are looking for.

Broken link – programs and events in Career Development page  
Broken link – online institute link is broken somewhere

AGC site structure is logical – looks good – minor issues – just couple of dead links

### **Henry Petree**

#### NEWS & MEDIA CATEGORY

Logically laid out  
Impressed with speed of loading  
Couple of suggestions – nitpicky

News & Media – space is too much at top – wasted space - half of page is header!  
Roll over headings – should have drop down list to select from  
We had tool tips that were not clickable so we removed

**Version 2 enhancement possibly to put the list of items in the navigational items**

Staff Contacts wasted space – put that somewhere else.  
Contact us should be on every page.

### **Matt Dolan**

#### INDUSTRY TOPICS

Very impressed with overall function of the site.  
Well organized, attractive, clean and easy to navigate.  
Looking at site from technology perspective – intuitive site  
Crisp and responsive site  
Like consistency in function from topic to topic  
Favorite pieces is the interactive clickable path as you drop down into the submenus (breadcrumbs)  
Likes the listing on the side as opposed to the drop downs

Couldn't find punch list items – very solid the way it is.  
Search functionality – Search for Technology – doesn't take to technology landing page

Agrees with Henry on wasted space but likes clean uncluttered look.

**Version 2.0 – threaded searchable technology area – i.e. forum where you could search for topics – similar to what we built for Labor & HR**

Technology training – should we consider adding links to other tech training?  
He would be interested in this.

Meetings & Events is not perfect – but way better than it was before.

## **Randy Hall**

### PROGRAMS & EVENTS

Bright, uncluttered, felt good

Liked the sponsorship category explained and the detail provided in there.

Drill down to get more info – good way to address

Consider adding sub-navigation for sponsorship – too much info on one page

**Podcasts – need to add News & Media – need to do regular podcasts with Steve Sandherr and Ken Simonson – need construction related topics. This is a big need.**

Punch list items

Searching for events – could not get the **this month** feature to work

Not clear that it is only AGC of America events and not chapter events. –

Governance committee issue

Igoogle – date mine the AGC Chapter for meetings & events. ???

## **Gary Newell**

### ABOUT AGC

Liked the mouse overs on the main navigation.

Consider adding mouse overs on left navigation – similar to main navigation

Liked the breadcrumbs.

Membership

Bold the links for the links in How Do I Join? And move to the top of the page.

Make the How do I join title a link in the callout box.

Find a Chapter should be prominent and persistent link on home page next to find a member.

EIS meeting page – needs to be updated and archived old data

Drive committees to one spot by creating short URLs

PDF link – can you add links to download adobe reader if someone doesn't have it. **Open in new window!**

**Register online – doesn't take you to proper page**

**Jim Burkett**

CONSTRUCTION MARKETS

Likes site – fix drop downs on navigation and squeeze top banners

Building Division –newsletter should take you to your own newsletter to view not listing of all newsletters.

Online learning link is dead and audio conference dead on building division page.

**Lane Mitchell**

Register online for convention doesn't work

Lose link to hotel reservation if you don't make reservation at time of registering for event.

**Dave Hanson**

Endorses what we have said

**Dan Bailing**

Likes design and flow.

Good site.

Where to put thank you to software vendors.

More professional

Advertising is rather intriguing. Want to push advertising.

**Denise Gold** – always room for improvement. Easier to navigate – good feedback from members. Need to have reasonable expectations since we have such a diverse membership. HR professionals are good at populating the HR forum – they are in the office so good candidates for this type of interaction.

Put together a template for questions you should ask yourself in your email message before you post the message to the listserve. Make sure to use the discussion boards.

Walt asked if there is a better discussion board than the one we are currently using. We looked at lots of others but had too many bells and whistles – want it to be easy to use. Denise has talked to Brad about shortcomings with Lyris.

## **E-forum space**

Discuss ease of joining forums, etc.

Dave Hanson – ranking of experience with AGC e-forums: BIMforum is active and he likes it.

EIS list is more active than building division list serve.

More substance in other list serves however than in AGC lists.

Need to do better job at getting more people involved in the listserves and not just the same names.

Find the same similar space that you use regularly that you like and send to Walt.

Need to find a way to involve members at an individual level and not company level for these e-forums.

Tary did a demo of the listserve in the BIMforum and really likes the way it works.

Oscar – never made the connection that there was so much good information out there that is available on the AGC site.

Being involved in this committee will be a valuable resource for his firm.

## **WEBSITE GOVERNANCE COMMITTEE**

Committee consists of 5 permanent positions and 5 rotating positions

Mike Kennedy, Jeff Shoaf, Chris Monek, Monique Valentine and Fara Francis

Dave Lukens – ex officio

5 rotating staff members

Brought outside consultant (Project Performance Corporation) to develop our governance structure.

Content Author

Content Reviewer (Chris Bamberger and Carla Julian)

Content Editor (admin staff level that upload content to CMS)

Content Publisher (Ben & Jason)

Went over the roles of each of the positions.

Discussed workflow of the positions.

Common click through experience functionality should be available throughout the whole site.

Recommendation that the Governance committee meet weekly.

## AGENDA FOLLOWUP ITEM – WEBSITE REDESIGN

### Version 2.0

Universal browser functionality

Firefox doesn't always work correctly now

Find a Member is a good descriptor for the button – unanimous decision

Search for a member – only lists primary contacts –how to change to include all member individuals?

Google Search – decided to use OmniFind

Is it searching the portlets – add values

Work in progress

### New Features:

(1) FireFox – Universal browser access

(2) Social Networking – web 2.0 (better member collaboration)

Improved e-forums

Blogging

(3) BIMForum to be hosted on AGC servers

(4) Google Search

(5) Podcasts – need content!

(6) Technology Center (Newsletter for the Technology groups)

(7) IT Toolbox

(8) PDA Access

## **II. Review and Validation Committee (RVC) – Dan Bailing**

- We have gotten feedback from most of the vendors
- The quality has been well-received. We have to get these accepted by the software manufacturers
- The schema is not static. It's dynamic.
- As the vendors are looking at the material they are giving positive reviews. They believe in AGCxml and are very supportive of it.
- Easy to review, AGC has been acknowledged as being a good lead.
- Skire, Primavera – pretty big players
- The software vendors will be acknowledged on the website.
- Need to focus on the chapters and professional org – COAA, CMAA, ABC, CIAA, BOMA, AIA, etc.
- Need to update AGC leadership on XML so that Steve and others can speak about it and what's going on.

- Focus on ENR 400 members – McCarthy, Knudsen, etc
- Need key players to say its good and accept it so others will as well
- Press & Publications message needs to be honed in
- Membership doesn't appreciate the impact that this schema will have on the construction industry at large.
- Will impact the AGC as a revenue producer. Transferring content of documents electronically.
- Maintain quality – get it completed so can roll out to marketplace
- Recognize this is the start and not the finish
- Contractor participation in RVC has not been very strong but the software vendors are the key

Can we have a show & tell at Las Vegas on one of the schemas? Dan to check to see if he can get two willing participants (software vendors)

What are we going to do in Las Vegas that tells the membership where we are and what we have done on AGCxml?

**Have software vendors listed on the website before the convention!**

### **III. LAS VEGAS CONVENTION**

- Cybercafé, sponsorships, main events
  - HCSS
  - NavisWorks – BIM Showcase
  - Bentley –
  - Chameleon Software

Talk to NavisWorks about their free REVIT reader and pass out at AGC convention. Can put on a CD-ROM and handout at convention.

See if we can get Sage to sponsor the credit card style flash drive.

Video presentation on a loop at the bookstore. Cycling PowerPoint – get with Jordan to see if we can add some slides. Get PowerPoint to Bill. See if Tardif can add to it.

EIS committee language – need to get something into the agc program  
Work with Rick.

Wireless hotspot for the Cybercafé – see if we can get this.

- **BIM SHOWCASE**

There were 4 total entries and we will have 3 presenters.

David Evans & Associates

Turner/HNTB

Barton Marlow

Tary Carlson reviewed the proposed schedule of events for the BIM showcase

BIM on shoestring budget – Zachary - should we approach them to present?

Volunteers to help set up are Jim Burkett, Bill Cobb, Lane Mitchell & Walt Gamble and Brad Teague

Need to develop planted questions from committee members to make sure there is good discussion after the presentations.

Hardware list is in to Brad.

BIM Showcase – check into having it videotaped for podcasts, etc. (talk with Rick)

Brad needs to register them for one day for the convention – see if this has been done. Do they get hotel room with the one day registration as part of the showcase entry? Not sure

Tary went through the sample presentations from the presenters to be shown at the BIM showcase.

Gadgets/Gizmos – everybody gets CD from NavisWorks – Revit if we can  
Try to get someone to sponsor a giveaway for all attendees. USB credit card flash drive or something similar.

Door prizes if we can – Ipod Nano; Power Monkey; and something else.

Bring tickets, cage, etc. Email Tary with the info

Flyers – Technology events – Brad to work on and put in convention registration.

List 3 participants that are presenting in the BIM Showcase in the program and what they are presenting. Work with Tary on the language for the Convention program for this. How much can we put in – check with Rick.

BITS showcase flyer for 2009 – develop and put in registration packet and pass out at BIM showcase. Put in registration packets as well.

- **EIS COMMITTEE MEETING at convention**

1. Introductions (Bill Cobb)
2. Committee Report: Demonstrate e-forums, how you get there (Walt/Brad)
3. New website (Fara and Walt).
4. AGCxml - Meeting will center around AGCxml and identify software vendors that have participated in the RVC process. (Kurt – Bill to call; Norm – Dan to call)
4. Open Time for ideas from participants

Put in program something that will interest them in coming to this session.  
Mockup of how the xml process will work with construction software.  
How do we present this?

Penta (Kurt) to take the lead and work with another Software provider such as Sage to anchor the exchange of data.

Schema is substantially complete and AGCxml Preview  
Final stages, nearing completion  
Roll out of AGCxml

E-forums – capabilities within the membership exchange. Walt to work with Denise – and make a presentation about this. Lyris discussion board demo.

Program language: sample: Latest developments in AGC technology that you need to know to run your business. AGCxml, e-forum, new website. Send to Bill to approve before going in to program.

Needs for EIS meeting: Data projector, laptop, microphone, internet access, literature tables, attendance cards (Linda farmer – add email address) to do live demo of site

#### **IV. Future Conventions and meetings:**

- **Future BITS contest:**

- Contractor Based:
  - i. Peer to Peer
  - ii. Real Cost
  - iii. Reality check
  - iv. Simplicity
  - v. Understanding
  - vi. Real product
  - vii. Combined solution

- Vendor Based:
  - i. More participation
  - ii. Knows their product
  - iii. More polished presentation
  - iv. Potential membership

### **How can we get more participation in BITS?**

- Matt Dolan: perhaps a live streaming of the contest as it is in progress/webex
- Monique: Put it as a part of the CIO Forum.
- Change the model of the competition – promoting at CIO Forum:
  - Technologies that are making a difference
- Make it a more chapter versus chapter competition
- Henry asked if it is necessary for us to give out prizes.
- Perhaps turn the BITS competition to McGraw Hill or AEM, SAGE or Primavera or CMAA
- Gary proposed that we try out either (1) the Chapter versus chapter model or (2) the model of turning over to AEM, SAGE, CMAA and Primavera
- Jim and Monique agreed that we should design the process to do a ‘show and tell’ of new gizmos, processes, etc.
- Walt suggested that the next Vegas meeting include ‘The AGC Technology Revue’
- Consensus was do CBITS 2.0 – 6 entries: NB: Prizes will be given to all finalists
  - Get chapters involved
  - McGraw Hill, Sage, AEM, CMAA, etc

### **CIO FORUM**

- Henry Petree gave a presentation on his participation in CIE – Construction Information Executives: cost \$500 for membership, must be the head IT guy with a revenue threshold. Topics run from Disaster Recovery, Servers, etc. gets into the nuts and bolts of the
- Mike asked Henry what he gets out of the EIS that he does not get in the CIE. Henry gets more into the weeds with the CIE
- Walt thinks that it should be open to all recognized as chief technologist at the association
- Denise Gold presented on HR Forum and the in-person meeting:
  - HR Network: does not have to abide by certain bylaws. People who want to be part of a network and want to exchange information
  - HR Practices eForum: an active eForum activity.
  - HR Professional Conference: Since these individuals who don’t typically attend AGC conventions, they needed their own programs. This was developed to accommodate these people.
    - There are roundtable discussions.

- There are no keynote speakers – there are 2 or 3 formal presentations.
  - There are 10-12 people on the committee that rotate.
  - The question was asked if location is important: Denise said yes for the most part. However, in 2006 the west coast meeting was not well attended. Last year was in St. Louis, and there were lots of attendance. This was due to easy access to get to.
  - A strong chapter presence helps as well.
  - What's the budget? Do participants pay? The HR Professional Forum has turned into a Non-dues revenue generator. For e.g., \$495 per registrant. The steering committee helps guide Denise in the process. Price includes breakfast, lunch and dinner. The dinner has become a very valued part of the program. No reception.
  - The membership of these forums is designed to appeal to all levels of in the organization: VP of HR to HR Assistant. However after further research she found more companies have HR dedicated professionals
- Denise thinks that we (EIS) can pull something together for the fall (2008). However we need to begin immediately.
  - Sponsorship is weak.
  - Gary asked about the break-even point: Denise replied that it depends on various factors such as where the meeting is being held, and other expenses.
  - Bill asked if she feels that it was necessary to charge at the beginning. Denise wasn't sure in the beginning what she should charge but felt that at least started low. Denise recommends that we charge something from the start.

#### **FURTHER DISCUSSION ON CIO FORUM:**

- Monique asked how we go about getting the names on the list. For e.g. Henry Petree's and Mike Kenig's names are not on the CIO List because their titles are not in iMIS with 'Technology or CIO or some technology related labeling'.
- Henry reported that on the CIE meeting: attendees pay for their own flights and hotel. This is a dues-based participation.
- Monique suggested that the EIS committee become a Steering committee for the CIO Forum. No more BITS - use the money in the EIS budget for the CIO Forum launch and maintenance.
- **Idea:** Send email of information to garner interest to the CIO List of attendees, EIS List, RVC. Perhaps John Nabholz to take the lead. Decide on a price that makes it seem important to the potential attendees.

## **SATURDAY February 2, 2008**

Start time 8:30.

### **I. AGCxml – Michael Tardif, John Nabholz, Dan Bailing**

**NOTE:** Bill gave a preview of the discussions held the day before. He informed the group that Randy Hall will take the lead in electronic permitting on behalf of the EIS.

#### **AGCxml:**

#### **John Nabholz:**

- Where are we going: John thinks that we are doing quite well with the project? We are at the 80% mark of the project. We have a fifth installment that's almost due and once we have received it we should be in really good shape.
- We are going to the next phase – trying to get adoption. The steps are (vendor outreach):
  - John is going to Meridian next week to discuss AGCxml with the exec board.
  - He hasn't gotten a commitment from CMEC but has been in talks with them
  - Wants a letter campaign – letters to the vendors about where we are and where we are going.
  - Has a meeting at AGC convention with Timberline about AGCxml. They have expressed allegiance but have never stepped up until a month ago.
- Pilot Projects:
  - Would like CMIC to be involved in this project
  - Research grants: Monique reported on research grants. She shared that the AGC foundation awards a \$25K for special issues such as mold, etc. John thinks this is a buzz generator. NECA is a good company to which we can go to fund research on AGCxml.
- Shoot outs and showcases: A session/seminar to promote AGCxml. Could do a panel but that's pretty boring.
- Chapter Collaboration Confab: Have chapters get involved where 5-6 vendors present to the local contractors and share how a contractor can collaborate with AGCxml. This would be good for AGC membership.
- Is the goal clear? John doesn't think it is clear. He would like to step up and step out in 2008 so that people can have a contextual understanding on how this (AGCxml) can be used. We need to describe all these usage scenarios. We need to develop requirements for the small guy – the guy

who still uses MS Word and Excel. John had a brainstorm that it would not take a significant website development to develop a listing of the documents for selection by a contractor. This generates an xml document.

- Vendor participation: John is excited that we do have vendors coming along. We now have Mindshare. John thinks that we are sitting pretty well.

Bill responded to John's presentation asking if we can get a list of vendors involved in AGCxml for the 2008 convention. Bill suggested that we get a list to AGC staff so that a flyer can be put together. We can put it in the technology flyer.

Walt suggested that we can do flash screens at the general sessions – promoting AGCxml.

### **Michael Tardif: Project Report**

- Project Status Report Contents:
  - AGCxml schema design: software architecture
  - AGCxml data sets: example (Agreements)
  - Gap analysis
  - Completion status and schedule
  - Implementation strategies

#### *AGCxml Schema Design*

##### *Transaction Elements:*

1. Actors
2. Roles
3. Transaction contents
4. Action/Response
5. Tracking

##### AGCxml ACTORS:

- Owner
- Prime Designer
- Design Sub-consultant
- Contractor
- Subcontractor
- Design Builder
- Construction Manager
- Others

### **AGCxml Roles:**

- Sender
- Receiver (expected to take action)
- Recipient (optional; read only)

Every actor has a role: sender, receiver, recipient.

- Any actor can play any role needed to execute a transaction and complete a business process.
- Every transaction is a bilateral transaction between one sender and one receiver. Any required response is a subsequent transaction; receiver becomes sender.
- Complex business processes may be modeled as sequential, nested, or compound transactions.

### **Transaction Contents:**

- Actor information
- Role information
- Transaction information
- Action/response information
- Message tracking information
- Cardinality

### **Action Response:**

There are two elements to every action/response:

- an action to complete the transaction
- a substantive action related to the project

Most (but not all) transactions require both a transactional and substantive action/response.

### **Examples of Transactional action/response:**

- Initiate
- Receive
- Acknowledge
- Review
- Comment
- Accept
- Reject
- File/Log

- Forward to others (initiate subsequent transaction)
- Respond to sender (initiate subsequent transaction)

**Examples of substantive action/response:**

- Design/Calculate
- Amend contract documents
- Research (design/cost/time)
- Compile information internally
- Compile information from others
- Execute work
- Direct others to execute work

**Cardinality: the number of instances of a data element that can occur in a transaction:**

[1] = required element; unique  
(e.g., owner, contractor, contract sum, contract date)

[0..1] = optional element; unique  
(e.g., bonus/penalty provision amount)

[1..n] = required element, limited number  
[0..n] = optional element, limited number  
(rare; prescriptive; requires advance knowledge)

[1..\*] = required element, unlimited number  
[0..\*] = optional element, unlimited number  
(e.g., schedule of values items; unit prices, any item list)

**AGCxml Content Summary: Owner/Contractor Agreements 184 Data Fields in the following 13 information categories:**

- Agreement Date
- Owner Information
- Contractor Information
- Project Information
- Prime Design Professional Information
- Project Milestone Dates
- Liquidated Damage or Bonus Provisions
- Compensation Provisions
- Payment Provisions
- Insurance, Bond, & Indemnity Provisions
- Other Provisions
- Contract Documents
- Exhibits

## Gap Analysis

Two types of gaps identified in base scope:

- Insufficiently structured data fields in electronic versions of standard contract documents will require revision of these applications to support AGCxml (not an issue for PM applications).
- Undocumented business processes:
  - Schedule of values – initial submission
  - Change order request
  - Other undocumented exchanges preceding specialized transmittals (change directives, supplemental instructions, submittals, etc.)

## AGCxml Scope Summary

- Common Object Schema
  - Agreements
  - Bonds
  - Schedule of Values
  - Request for Information
  - Request for Pricing
  - Change Order
  - Change Directive
  - Supplemental Instruction
  - Submittals
  - Application for Payment
- There are very few data fields that remain for the last set of schemas. Most of them have been completed.
  - Bill asked what the degree of confidence is. Michael responded that he has a high degree of confidence that these would be posted on the 11<sup>th</sup> of February.
  - John mentioned that the RVC hasn't been very effective. Dan Bailinger disagreed. Michael Tardif thinks that quality of participation has been good. Dan agrees with Michael in that the quality of participation has been good. The level of participation hasn't been great but progress has been made. The xml schemas have been accepted by key vendors and we should get more support. Bottom line the exposure would be good. Monique added that she is disappointed with the involvement on the contractor side. She thinks that the vendors understand the process well enough to explain to contractors. So, while the participation (vendors) has been low it is not detrimental.
  - Bill thinks that someone needs to do something specific to involve additional vendors and encourage participation. He will be glad to make calls within the

AGC environment to promote AGCxml. He needs to know, however, what specifically needs to be done and said.

- Michael suggested a 'Final Peer Review'. Bill asked that someone prepares a document of what needs to be said about AGCxml so that we can get more vendor participation. Michael offered to write this document. A couple of EIS members said that they would take this document back to their companies and use it to encourage and promote AGCxml.
- John thinks that we should focus more on completing groups 5&6.
- EIS (Dan Bailing) to present on the mechanics of AGCxml at convention. – This is a promotional effort at the convention to promote the 2 month long review of the AGCxml process.
- John suggests that we do something where he and Dan can present and play off of each other.
- Bill suggests that in the Convention Program we should have info on:
  - Website demonstration
  - Technology eForum
  - AGCxml
- John and Michael agree that a vendor meeting would be good.
- Bill suggested that we meet on Tuesday March 11<sup>th</sup> at 4 for a private AGCxml meeting. Room: DaVinci 1&2
  
- John has volunteered to write up the research grant. He mentioned that someone needs to write the script for the “Shoot-ups” and showcases
  
- AGCxml Remaining Scope & Schedule:
  - Bonds
  - Requests for Pricing:
  - Submittals

#### Groups 5 & 6:

- To be posted Monday Feb 11
- To be reviewed Monday, Feb 25

#### Revised Deliverables:

- To be posted Monday, March 10 (possibly March 3)
- Final Review: TBD (March 31?)

**NOTES:** Michael mentioned that we have received significant support from the surety industry primarily in California. The vision is to create a Surety Credit Bureau where contractors can be rated and their bonding capacity can be determined earlier on before they put the subcontractors out to bid to them. They have been working with Cal State University at Chico and have had no success. They are aware of AGCxml and would like to get involved in this process. We have added Bonds to the schema. There is a very possibility for the very first financial transaction in the surety construction industry might be AGCxml based. It is a possible source of funding to AGC from the surety bonding area.

Michael would like the site to go public instead of having it accessible behind a UID and PW. The contract calls for it to be made public after the completion of the project.

### **PUBLICITY OF AGCXML:**

May 1<sup>st</sup> time frame – need to do a big media deal to promote AGCxml.

May/June issue of *Constructor* – need big article of what we have done and giving full credit to AGC

July/August directory of *Constructor*

*ENR*

*AIA Architect* – monthly technology column – Since Tardif writes for the *AIA Architect*, he could get something in for AGCxml

Talk to McGraw Hill about getting something in all publications.

Encourage all to write something so that we can things published.

Bill Cobb will present at the Executive Committee meeting in Las Vegas. Monique will arrange to get him on the schedule.

### **SAN DIEGO convention:**

- John would like to convene at two-hour time frame event at the 2009 convention that would draw people to a presentation on AGCxml. Monique will look into whether Steve Sandherr can do a 5 minute presentation at the Board of Directors meeting.

## **II. Wrap up – Walt Gamble**

1. FIATECH: As a group one of us need to decide that we are going to check in with FIATECH from time to time **BIN**
2. AIA: Same idea as FIATECH - we need to check in with AIA - **BIN**
3. McGraw Hill: same idea as 1&2 **BIN**
4. CITT: Same idea as 1&2 **BIN**
5. Workforce development: One of the ways to make AGC more relevant is to promote the worker in construction. Perhaps open up the BITS contest and get AEM involved.
6. IT Tool box **BIN**
7. CIO Forum – Fall 2008 – or should be referred to as Technology Forum. Henry proposed Technology Forum or IT Forum as a more appropriate title. He requests that we add this to the agenda for the meeting in Vegas. He would get the flyer text to Monique by 2/15
8. Mike Kenig suggested that we get involved in Government streamlining FIATECH - **BIN**

## **III. EIS Projects:**

1. Electronic Project space: Mike Kenig suggested a forum where committees can come together on line to share documents, etc.

2. Promotion of Webex: AGC can push more on staff and train staff. If staff is more comfortable using it they can push their committees to do it. AGC has an agreement with Advanced Meetings for AGC members to obtain 8-seat license from Webex for \$200 month.
3. Convention Events:
  - a. AGCxml
  - b. BITS
  - c. new agc website

#### **IV. Meeting Feedback and Review**

##### **PLUSES – GOOD THINGS!!**

1. Chapter
2. Food, camaraderie
3. Prizes
4. Internal knowledge exchange
5. Gary's microphone system worked
6. Leopard porn
7. Facilitator
8. Timing with local event (Mardi Gras)
9. Staff support
10. Delegating tasks to the committee members. Walt sent emails to some EIS members with homework assignment.
11. Communication leading up to this meeting from Bill was good.

##### **NEGATIVES:**

1. Technology Roundtable was weak
2. # of participants
3. better projector
4. new video switch
5. wireless printer needs fixing
6. better posted notes – need 3M sticky
7. webex use

**NOTE: Randy Hall has offered to be the back-up facilitator to Walt.**

**In closing: John Nabholz provided a quote from Warren Buffet:**

*"Someone's sitting in the shade today because someone planted a tree a long time ago."*

