PARTNERS IN PROGRESS
ALL IN 2020
CONSTRUCTION TECHNOLOGY DEMYSTIFIED
MILWAUKEE TOOL

INDUSTRY-LEADING MANUFACTURER OF HEAVY-DUTY POWER TOOLS, ACCESSORIES, HAND TOOLS, AND PRODUCTIVITY SOLUTIONS FOR PROFESSIONAL USERS WORLDWIDE

FULL SYSTEM APPROACH

INNOVATIVE NEW SOLUTIONS
MILWAUKEE TOOL
INDUSTRY-LEADING MANUFACTURER OF HEAVY-DUTY POWER TOOLS, ACCESSORIES, HAND TOOLS, AND PRODUCTIVITY SOLUTIONS FOR PROFESSIONAL USERS WORLDWIDE

WORKFORCE DEVELOPMENT

ERGONOMICS

ADVANCED SPECIALISTS

CONSTRUCTION TECHNOLOGY
CHAMPION INNOVATION CULTURE TO ELIMINATE TODAY’S CHALLENGES AND EXPLORE TOMORROW’S OPPORTUNITIES
CHAMPION INNOVATION CULTURE TO ELIMINATE TODAY’S CHALLENGES AND EXPLORE TOMORROW’S OPPORTUNITIES

FINDING YOUR WHY?

CONSTRUCTION TECHNOLOGY

INNOVATION PRACTICE
CHAMPION INNOVATION CULTURE TO ELIMINATE TODAY’S CHALLENGES AND EXPLORE TOMORROW’S OPPORTUNITIES

START WITH THE WHY
CHAMPION INNOVATION CULTURE TO ELIMINATE TODAY’S CHALLENGES AND EXPLORE TOMORROW’S OPPORTUNITIES

Simon Sinek’s “Golden Circle”

START WITH THE WHY
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Simon Sinek’s “Golden Circle”

START WITH THE WHY

**WHY:** Core belief of the business, why the business exists

**HOW:** How the business fulfills that core belief

**WHAT:** What the company does to fulfill that core belief
Simon Sinek’s “Golden Circle”

CHAMPION INNOVATION CULTURE TO ELIMINATE TODAY’S CHALLENGES AND EXPLORE TOMORROW’S OPPORTUNITIES

START WITH THE WHY

WHY: Core belief of the business, why the business exists
HOW: How the business fulfills that core belief
WHAT: What the company does to fulfill that core belief

WHAT’S YOUR WHY?
What's your WHY?
CHAMPION INNOVATION CULTURE TO ELIMINATE TODAY’S CHALLENGES AND EXPLORE TOMORROW’S OPPORTUNITIES

ESTABLISH THE WHY THAT DRIVES CONTRACTORS TODAY...
CHAMPION INNOVATION CULTURE TO ELIMINATE TODAY’S CHALLENGES AND EXPLORE TOMORROW’S OPPORTUNITIES

ESTABLISH THE WHY THAT DRIVES CONTRACTORS TODAY...

Empower People
Culture eats strategy for breakfast. Intentionally, we double down on building an incredible culture.

Do Good Work
When we change the skyline, we become a part of history.

Do It Efficiently
The day I do things the same as yesterday means I’m one day closer to being bankrupt.
Champion innovation culture to eliminate today’s challenges and explore tomorrow’s opportunities.

Establish the **Why** that drives contractors today...

**Empower People**
Culture eats strategy for breakfast. Intentionally, we double down on building an incredible culture.

**Do Good Work**
When we change the skyline, we become a part of history.

**Do It Efficiently**
The day I do things the same as yesterday means I’m one day closer to being bankrupt.

And **how** do contractors accomplish the **Why**?
Empower People  Do Good Work  Do It Efficiently
EMPOWER PEOPLE

SOFTWARE ECOSYSTEMS

ERGONOMICS & SAFETY

COLLABORATION

PERSONNEL COORDINATION

ATTRACT & RETAIN TALENT

DO GOOD WORK

DO IT EFFICIENTLY
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SOFTWARE ECOSYSTEMS

- Project management, finance, ERP and CRM
- Saturated market of incompatible systems
- Leaders emerging through acquisitions and partnerships
Collaboration

- Training, remote coordination and shared records
- Proactively identify problems, safer access to expertise
- Crowded solution space with common consumer devices
ERGONOMICS & SAFETY

- Sound, dust, vibration, haptics and site monitoring
- Ethical and productivity benefits, reduced exposure
- Solutions must demonstrate efficacy and clear ROI
PERSONNEL COORDINATION

• Enables attendance, safety, productivity and performance

• Strategic adoption for training, collaboration and safety

• Privacy, security concerns lead to mistrust and slow adoption
**ATTRACT & RETAIN TALENT**

- Recruiting, training, retaining, and diversifying workforce
- Skilled labor shortage and cultural stigma challenges
- Technology draws interest and opportunities for new skills
ENVIRONMENT MAPPING

• 3D scans, 360° records, layout, drones and measurement

• Estimation, bidding, design, marketing and documentation

• Typically involves BIM and specialized teams or services
BUILDING INFORMATION MODELING

- Digital representation of physical and functional traits
- Info at all project phases to minimize information losses
- Expands from CAD model to project, scheduling and cost
SUSTAINABLE CONSTRUCTION

- LEED, efficient resource usage and lifecycle support
- Focus on energy efficiency and low carbon footprint
- Adoption through government and public works initiatives
ADVANCED MATERIALS

- Composites and manufacturing strategies
- Cost effective, efficient and sustainable buildings
- Driven by regulations, value engineering and differentiation
Offsite Construction

- Manufacture and transport of building components
- Prefabrication, manufacturing and modular construction
- Steers timeline, cost, quality, safety, labor and logistics
Connected Equipment

- Adaptive, reactive, diagnostic, recording and tool-to-tool
- Opens the door to proactive diagnostics and servicing
- Remote controlled tools, tool-to-phone/cloud or tool-to-tool
• Resource movement helps drive and indicate productivity
• Equipment, fleet, rental and consumable integration
• Solutions integrate tool #s and physical or wireless tags
AUTOMATED MACHINERY

- Focuses on monotonous, trivial and dangerous tasks
- Supplements human efforts in precise, repeatable operations
- Drones, UAV, smart carts, robots and 3D printing
DATA VISUALIZATION

- Projected info, 360° records, AR, VR, MR and XR
- Ranges from immersive to external, ex: contacts to phone
- Enhances information for increased collaboration
What trends interest you?
What technologies and trends interest YOU?
CREATING THE FUTURE
How do you explore & champion breakthrough solutions?

WHAT'S YOUR NEXT STEP?
Digital transformation is not simply about technology, it’s a leadership challenge. It’s about embracing new ways to bring together people, data, and processes.

Thank you.

TAUHIRA ALI
Milwaukee Tool
tauhira@milwaukeetool.com
262-402-2751