

***B4 Consulting  
Breaking New Ground in  
Construction, Real Estate & Services***



**b4**  **consulting**<sup>®</sup>  
*we're all about your business*

 ***we're all about your business***



***B4 Consulting integrates  
business processes and technologies  
globally for EC&O companies that want to  
achieve operational excellence with SAP.***



# B4 Consulting Quick Facts

## Our Roots

- Established in 1996
- Founded by SAP Business Management Consultants
- Headquarters in Greater Boston
- Regional Offices in North America & Europe

## 100% SAP Centric

- Customer-focused business services
- Focus on integrating existing and new technologies to improve ROI and drive value
- Practice Dedicated to Construction & Real Estate
- Domain Experts Engineering & Construction, Heavy Equipment, Real Estate

## Award-Winning SAP Partner

- SAP Gold Partner
- SAP High Growth Partner
- SAP Pinnacle Award Finalist

## Full-service Provider

- Design – Build – Run



Michael Waters  
CFO/Minto Group

*“...customers can capitalize on B4 Consulting’s construction industry experience.”*



Kevin Gilroy  
SVP/SAP

# B4 Consulting – Partnership Pillars



## TRUST

- Committed to open and transparent client relationships
- Promote processes for ongoing dialogue
- Ensure continuous client communications

## KNOWLEDGE

- Hire and retain EC&O experts with SAP experience
- Adopt new technologies that create business value
- Forefront of technology using SAP as a backbone

## VISION

- Understand clients' business processes & goals
- Anticipate change
- Architect solutions that enable our clients' future business growth and new-technology adoption

## EXECUTION

- EC&O expertise and methodologies lower implementation costs
- Accelerate business process optimization
- Industry IP drives high-quality projects & quantifiable business value



# B4 Consulting - EC&O Practice



## MISSION

- A trusted partner in delivering world-class business improvement, process optimization and technology solutions to the EC&O industries

## FOCUS

- Complete lifecycle for engineering, construction, real estate, equipment, and field service industries
- Advancing Business Analytics and Mobile technologies that deliver the right information to the right person at the right time

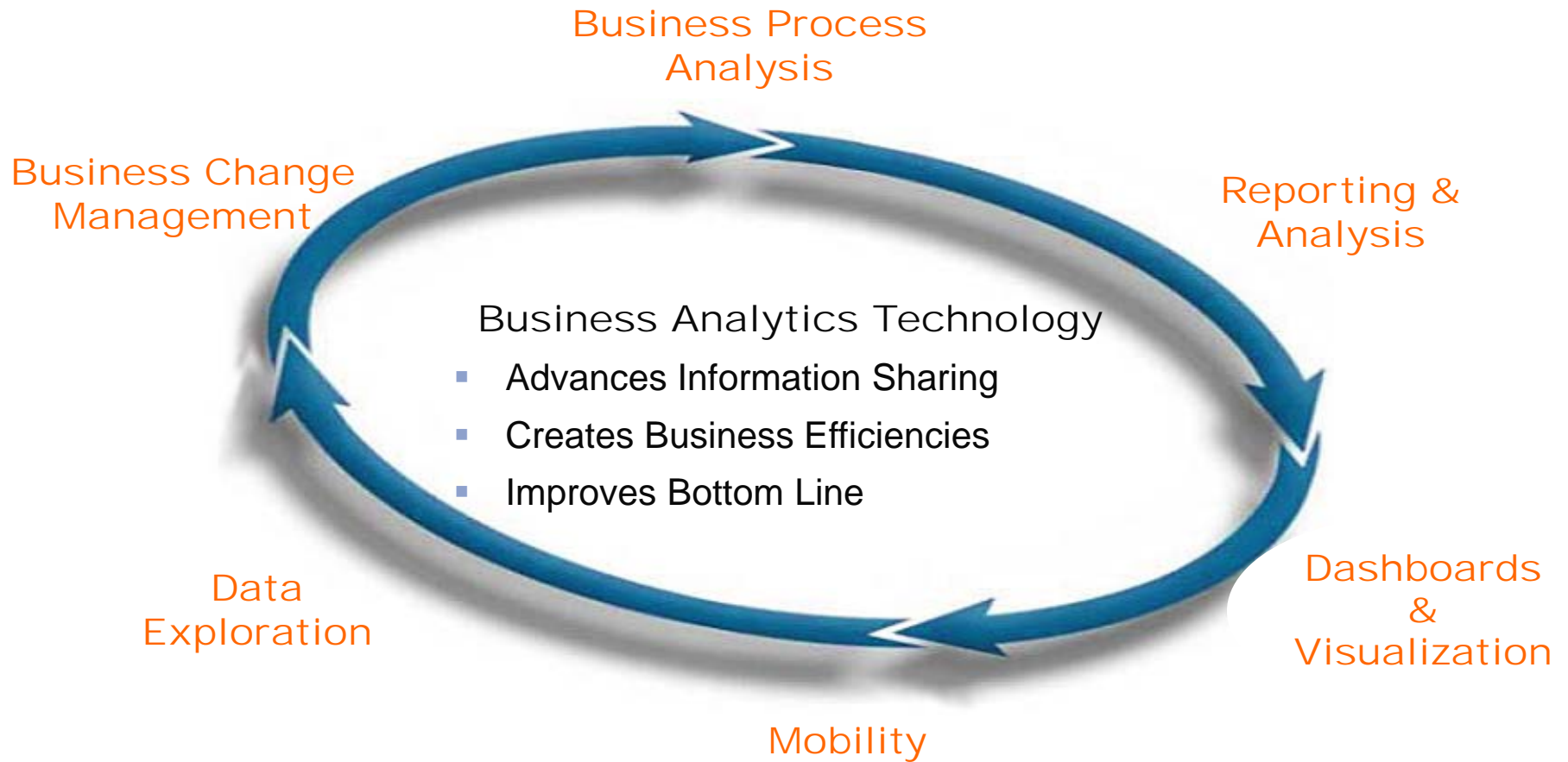
## PEOPLE

- More than 50 client-serving consultants – EC&O domain experts
- Each consultant has 10 + years of EC&O experience
- Executive Team has 60+ years of SAP experience PLUS SAP development & delivery of SAP solutions – leverages SAP network for customer success





# Breaking New Ground: Business Analytics for EC&O Industries



# Industry Segment Customer Sampling



## Engineering



## Construction Real Estate



## Services



# ❄ B4 Consulting Empowers EC&O...



## Business Profitability

- Achieve operational efficiencies
- Control project and corporate finances
- Strengthen subcontractor & supplier relationships

## Project Execution

- Manage projects on time and on budget
- Improve project execution capabilities
- Process change orders efficiently and timely

## Enterprise Management

- Seize aftermarket opportunities in facilities operations
- Optimize asset management
- Integrate fragmented environments

## Mobility

- Freedom to execute anytime – anywhere
- Reduce lag time from job trailer to field
- Attract & retain tech-savvy workers

## Business Analytics

- Drive informed decision-making
- Dashboard vital KPIs
- Deliver one version of the truth to subs, suppliers, workers, etc.



# ❄ Top Ten Reasons EC&O Companies Choose B4 Consulting



1. Dedicated EC&O Practice: ***Focus On Your Business***
2. Veteran EC&O Consultants: ***Industry-specific Expertise***
3. Deep Consultant Bench: ***No off-shoring***
4. Industry-specific Knowledge: ***Accelerates Time to Value***
5. Project-Centric Experience: ***Lowers Implementation Costs***
6. Business Analytics Expertise: ***Dashboards for Profitability***
7. Mobile Solutions: ***New Technologies for Competitive Edge***
8. Solution Architects: ***Use Technology for Business Value***
9. SAP Gold Partner: ***Excellence Back-office to War Room***
10. SAP High Growth Partner: ***Stable, Reliable & Trusted***



 **Your Go-To for Construction & Real Estate**



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