



MySmartPlans – Kansas City, MO Partnership



From the desk of Shelley Armato, CEO of MySmartPlans,

In the 10 years that MySmartPlans has been in existence, we as an organization have completed over 200 projects local to the Kansas City, MO area. To spotlight a few, KCMO Public Schools, The University of Missouri, Kansas City, WYCO, St. Luke's Hospital, Liberty Hospital and Children's Mercy Hospital.

The City of Kansas City, MO has hired MySmartPlans on several occasions, citing that the E-Builder solution the city currently owns does not serve its intended purpose, and has not since procurement. What MySmartPlans brings to the table is the ability to successfully track, manage and organize all the data it takes to complete a construction project on time and under budget. MySmartPlans has even been used as forensic information to avoid litigation post project completion, referenced in the first document attached to this letter.

The effort to organize the masses of information that will be generated by this airport project is not a box to be checked off, citing that an internal solution such as E-Builder, Kuhaua, FTP sites, Newforma or any number of other solutions in the market is capable of completing the task. As a WBE ourselves, MySmartPlans is passionate about providing a fair playing field for all stakeholders, ranging from the City down to the subcontractor level – and our software allows for exactly that. We understand our hometown is new to the idea of a massive undertaking like the airport, however, since we've been told our services were not needed on the project in early 2018, we have been conducting some market research by talking to the majority of the large airports in our nation, including LAX, SAN, ORD, YYZ and more, with every conversation turning to next steps. I only say this to portray that the need for MySmartPlans in the aviation industry is vast.

I've attached two different documents to this letter. The first is a list of a few of our successful projects with the City directly, or in the local area – each project is provided with a few details of its successes. The second is an ROI that was given to us by a client of ours that operates a large number of hospitals in the United States and Canada. With a 14-1 return on their dollars spent on MySmartPlans, the decision to take our relationship to the contract level was an easy one.

MySmartPlans as an organization, and I myself at its head seat struggle to take "no" for an answer. We've spent years' worth of time and money cultivating the KCI project because we believe that our SAAS platform will genuinely enhance the process from several different angles. We've heard for too long from KCMO staff that E-Builder can't meet the needs of the City or its staff members, and as a result wrestle with the idea of sitting idly by as a local WBE that provides a solution that's proven to work and proven to meet the city's needs on a number of different occasions.

I appreciate the time taken to read this letter and look forward to reviewing the details of an eventual partnership with the City of Kansas City, MO – my hometown and the hometown of 93% of our staff.

ADA Improvements Project – Through a partnership between the City of Kansas City, MO, Piper-Wind Architects and MySmartPlans, the MySmartPlans application is being used to track ADA rehabilitation progress on over 300 facilities. The challenge became how does the City track and report progress to the Department of Justice – the MySmartPlans and Piper-Wind teams brought multiple solutions to the table that the DOJ has been pleased with. This includes live photo links to each individual building’s deficiencies, linked plans for each facility and a master spreadsheet used to report progress across the multi-year effort.



“The city of Kansas City, Missouri is an A+ student with a lot of extra credit points for coming into ADA compliance successfully” – Susan Quinn, U.S. Department of Justice

North Patrol Police Campus – MySmartPlans was utilized to track documentation on this \$9 million-dollar project, including a 231-page current set of drawings managed entirely by MySmartPlans staff. Closeout documents were delivered to the client upon turnkey, with revisions made on an on-going basis per the city’s request. MySmartPlans was not only utilized by the city, but by the architect and engineers of record as well as the general contractor’s team.

GSA NNSA Campus – This 3.2 million square foot facility just outside downtown Kansas City is home to 2600 employees and the manufacturing of classified equipment. With multiple buildings and a huge number of contractors and sub-contractors on site, the challenge was how to keep everyone on the

same page, with the same documentation at all times. MySmartPlans was utilized to run the entire program, including over 20 thousand plan sheet revisions and thousands of RFI's and Submittals. The 48-month project finished ahead of schedule and under budget, a first for the GSA – MySmartPlans was attributed with a large portion of that success.



“MySmartPlans was essential to the success of the NNSA NSC Project.

The interest cost on \$500 million dollars of construction financing was significant – each day made a difference. Internet based collaboration was a must for the NNSA NSC Project – the MySmartPlans solution, their people and their technology worked well.” – Doug Benton, General Services Administration

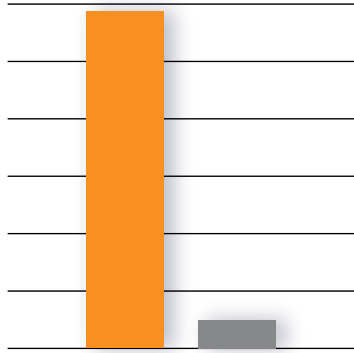
Prospect MAX Project – Currently the KCATA is conducting construction along the Prospect Ave corridor to bring premium service to the stops and stations along the route. MySmartPlans is being utilized to manage the many intricacies associated with this engineering heavy project. Broken up into 4 active bid packages, each package's documentation is being tracked by the MySmartPlans team along with a full integration into the KCATA's GIS platform.

East Patrol Campus – This \$74 million dollar was run entirely through the MySmartPlans platform from planning to project closeout. All closeout documents were delivered upon turn-key from the system, and imported into the City of Kansas City, MO's asset management software. After closeout, the city discovered a large number of ADA deficiencies inside the facility and were able to use the forensics inside of MySmartPlans to defer the cost back to the architect of record, saving the City millions in renovation work on the brand new facility.

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BEFORE

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MySmartPlans

Catholic Health Initiatives powered by
MySmartPlans for the build of
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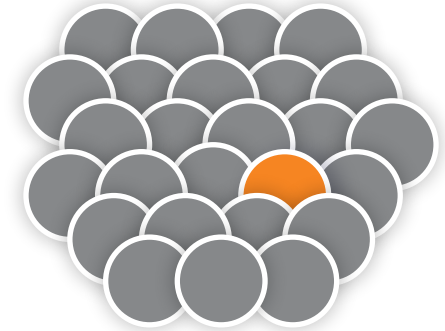
11 TO 1 RETURN ON INVESTMENT

Not including savings post closeout through facility maintenance.



UP TO **10%** COST SAVED

Time is money. This project saved 10% of their total cost on shipping and travel time alone.



1 IN 100

Under 1% of planholders sought additional training.

WHAT'S USING UP YOUR **BUDGET?**

MySmartPlans: The most effective project management tool in the construction market. Providing accuracy and protecting budgets world-wide.

\$52,000	SAVED	Large and small format printing bidding
\$12,500	SAVED	AsBuilts of record drawings
\$10,000	SAVED	O&M Manuals
\$25,000	SAVED	Shipping
\$18,500	SAVED	Submittal Management
\$45,000	SAVED	Photo documentation & storage
\$28,750	SAVED	PDF creation, collaboration technology
\$3,500	SAVED	Weather monitoring
\$15,000	SAVED	Reduced travel of consultants
\$10,000	SAVED	Reduced travel of CHI National
\$101,500	SAVED	CHI Project Coordinator
\$108,000	SAVED	Contractor trailer staff doing control and submittal management
\$63,000	SAVED	Architects - FTP site
\$390,000	SAVED	General Contractor technology fee

ROI LIKE NEVER BEFORE

\$447,800 in projected savings.

Additional Benefits

- Reduced labor costs from national PDC for reviews on the project
- Increased reporting ability across all project consultants
- Information belongs to the Owner rather than the CM and AE
- Ability to Coordinate document turnover to Facilities One
- Ability to store emails to project files automatically
- Fully search-able engine for capturing documents
- Full time MySmartPlans employee managing documentation for owner



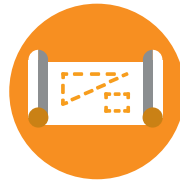
Weather monitoring regarding potential litigation.



License replaced by color sheet comparison.



Included feature with unlimited gig storage.



Over 80% saved on printing with digital document organization.



Savings on submittal management via DAX.



Prep, printing and shipping cut out of project time.



Reduced travel, time and expenses.



Eliminated FTP Site charge and technology fee.

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