

**OUR**  
**INNOVATIVE**  
**SOLUTIONS**  
FOR THE  
CONSTRUCTION INDUSTRY



# DIGITALIZATION IN CONSTRUCTION

## DIGITALIZATION IN CONSTRUCTION BASED ON MICROSOFT TECHNOLOGIES

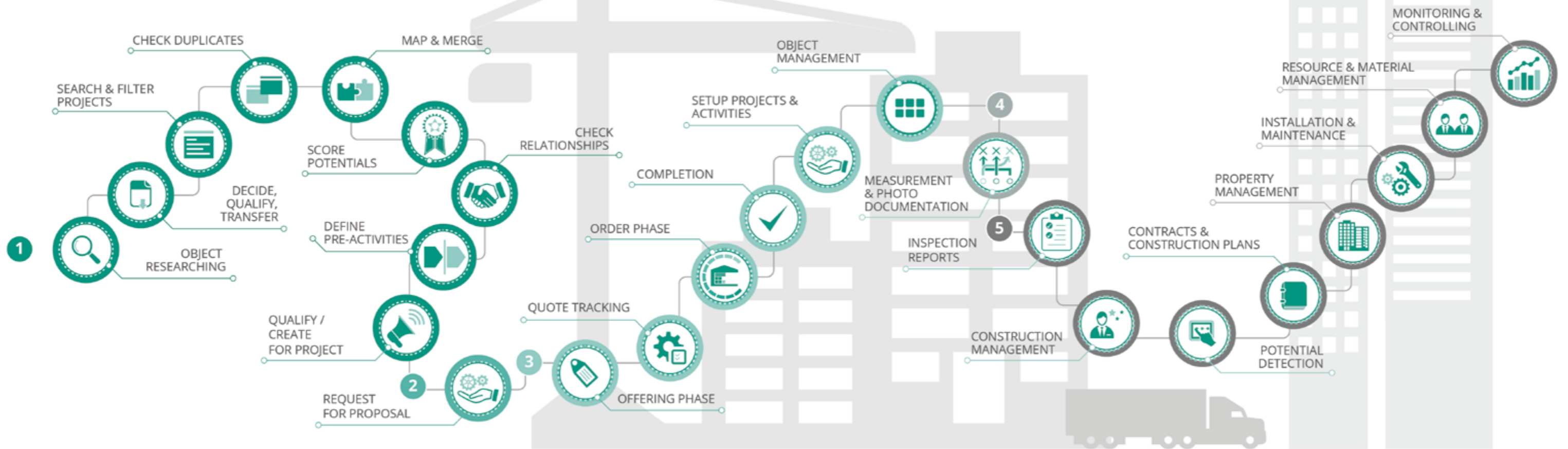
With our industry solutions for construction and construction supply companies based on Microsoft technologies such as Dynamics 365 and Power Apps, we support the digital transformation in your company. We accompany construction projects from the search for a property and planning to winning the project and successful implementation and property management. Benefit from our in-depth know-how and our holistic solutions.



Simply scan the QR Code for more details

# OUR SOLUTIONS

...A HOLISTIC APPROACH ALONG THE JOURNEY



DIGITAL HOTSPOTS - FROM PROJECT IDENTIFICATION AND ACQUISITION TO SUCCESSFUL IMPLEMENTATION

- 1 ORBIS ConstructionHUB**  
Consolidate potential construction projects from different data sources and synchronize them with your CRM.
- 2 ORBIS ConstructionRFQ**  
Digitally import and process requests and create quotations from them.
- 3 ORBIS ConstructionONE**  
Successful customer management in 3-level sales with efficient support for your customer teams.
- 4 ORBIS ConstructionSITE**  
An app that empowers field service employees to do onsite measurements and photo documentation faster.
- 5 ORBIS ObjectManagement**  
Building management from development to operation.

# ORBIS CONSTRUCTION HUB

## DATA HUB FOR YOUR CONSTRUCTION PROJECTS

### OUR VALUE PROPOSITION

- Central data platform: Efficient processing and qualification of construction projects from various data sources in a standardized system.
- High data quality: Intelligent duplicate checking and automatic updating of company, personal and object data in the CRM.
- Increased efficiency: Manual import into the CRM is no longer necessary, saving time and IT resources.
- Seamless integration: Connects to popular CRM systems such as Microsoft Dynamics, SAP and Salesforce, as well as an ever-growing pool of data providers.
- Competitive advantage: Faster identification and qualification of sales opportunities and projects, which leads to higher close rates and increased revenue.

### WHAT IS THE ORBIS ConstructionHUB?

ConstructionHUB is a cloud-based platform for the central administration and qualification of construction projects. It records and consolidates data from various sources (such as iBau, Barbour ABI and DOCUmedia) and provides a clear overview of all relevant construction projects. This allows object managers to keep an eye on current tenders and quickly identify potential. The platform facilitates the identification of construction projects, the transfer of data to the CRM and ensures high data quality through automated duplicate searches. The HUB is compatible with a growing number of data providers and can be seamlessly integrated with almost any CRM system (such as Microsoft Dynamics, SAP or Salesforce).



International  
Data Providers  
like:

- ibau
- Barbour ABI
- DOCUmedia
- baublatt
- Cobouw
- Byggefakta
- DTAD
- Building Radar
- Investprojects
- etc.

ORBIS  
Construction  
HUB

Salesforce



CRM/XRM

# ORBIS CONSTRUCTION RFQ



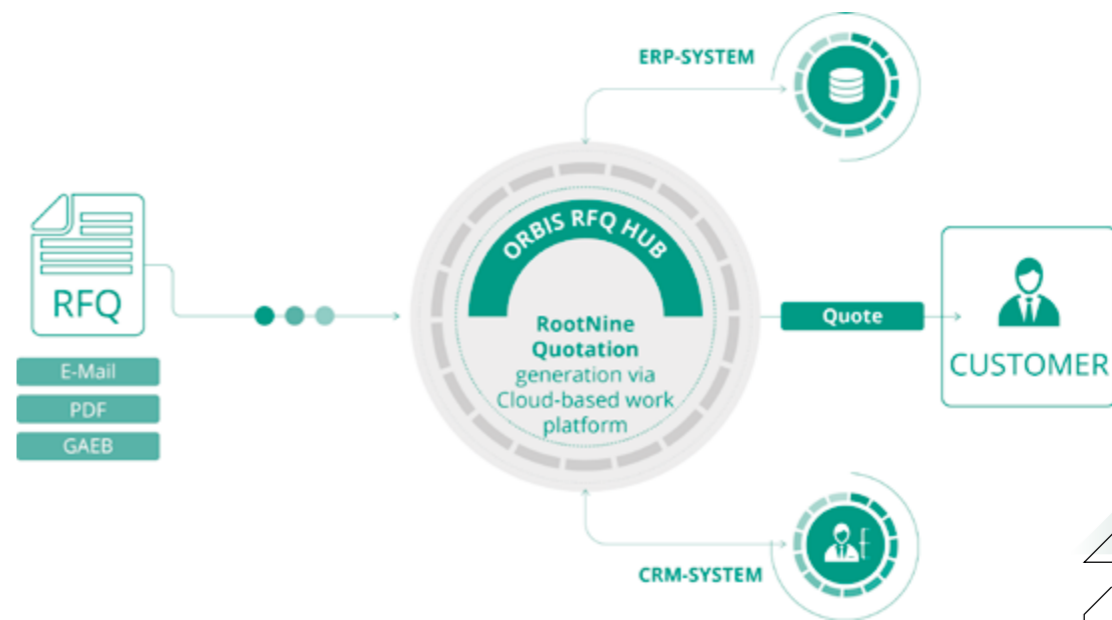
## INTELLIGENT REQUEST MANAGEMENT IN CONSTRUCTION

### OUR VALUE PROPOSITION

- Digital efficiency: All tenders and data are digitally recorded in the system, which simplifies administration and processing.
- High data quality: Automatic master data maintenance ensures consistent and reliable information.
- Significant time savings: Automated processes enable much faster request processing, which shortens response time.
- Intelligent integration: Complete integration into your CRM and seamless connection to your SAP ERP system optimize data flow.
- Competitive advantage: Fast provision of offers through intelligent product recommendations leads to a decisive advantage in the market.

### WHAT IS THE ORBIS ConstructionRFQ?

ConstructionRFQ is a software solution that automates the request for quotation and quotation process in the construction industry. It automatically recognizes and assigns items from tenders and service specifications to your products and services. This significantly reduces the manual effort, avoids duplicates and speeds up the submission of offers. Our solution supports various file formats, such as PDF or GAEB, and thus optimizes the entire workflow of request management.



# ORBIS CONSTRUCTION ONE



## CRM SOLUTION FOR CONSTRUCTION & CONSTRUCTION SUPPLY COMPANIES

### OUR VALUE PROPOSITION

- Customer management: Holistic customer management with seamless integration into Microsoft Dynamics 365.
- 360° view: Complete overview of customers, contact persons, construction projects and project participants for a targeted approach and efficient management.
- Process optimization: Optimization through proven best-practice solutions specifically for the construction industry.
- Centralized information: All relevant documents and information are centrally available anytime and anywhere, increasing transparency and simplifying communication channels.
- Increased efficiency: Optimized workflows, an intuitive user interface and AI-supported assistants shorten processing times and minimize administrative effort.

### WHAT IS THE ORBIS ConstructionONE?

ConstructionONE is a modern industry solution for the construction supply industry and trade based on Microsoft Dynamics 365. It aims to optimize sales and marketing processes and offers functions that are specifically tailored to the requirements of the industry. This includes the handling of complex structures in construction projects, improved customer relationship management and the efficient processing of projects and tenders. By integrating numerous best-practice approaches and AI-supported tools, our solution enables companies to respond faster and more efficiently to the challenges of the industry.



# ORBIS CONSTRUCTION SITE



## WHAT IS THE ORBIS ConstructionSITE?

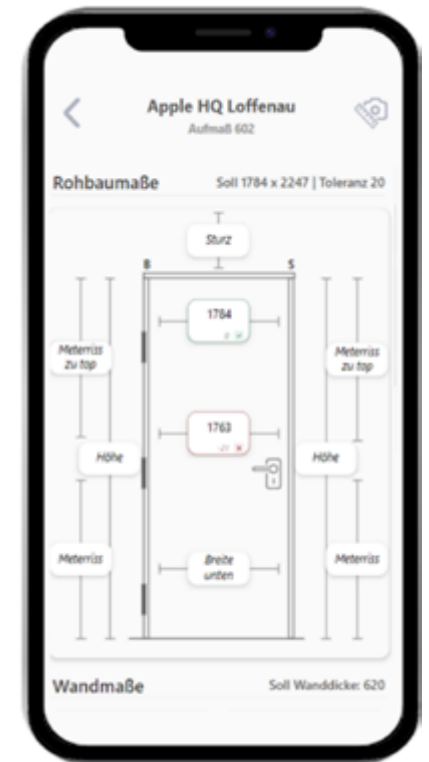
ORBIS ConstructionSITE is a digital app developed specifically for construction managers and site teams to optimize the documentation and surveying process on construction sites. The app supports the recording, photo documentation and further processing of measurement data, even in offline mode, and is based on the Microsoft Power Platform, which enables seamless integration into Microsoft Dynamics 365.



## SMART APP FOR THE DIGITAL CONSTRUCTION SITE

### OUR VALUE PROPOSITION

- Time saving and digital measurement: Up to 70% faster measurement with Bluetooth-enabled distance laser and digital measurement for further processing in production with millimeter accuracy.
- Efficient documentation and defect management: Complete photo documentation and defect reports with integrated AR support and media library for structured data storage.
- Easy operation and centralized data management: Intuitive user interface with access control for secure data management and clear progress display for 'target versus actual' comparisons.
- Integrated production and ordering processes: Transfer of measurement data and product lists directly to the ERP system, ensuring fast and precise order preparation.
- Offline availability and synchronization: Data can be accessed at any time, even offline, and can be automatically synchronized and updated when connected.
- International applicability and adaptability: Multilingual configurability and adaptation to specific customer requirements thanks to a low-code approach and seamless integration into Microsoft Dynamics 365.





# 360° VIEW OF YOUR OBJECTS

## OUR VALUE PROPOSITION

- 360° object management: Our solution enables comprehensive management of construction and real estate projects, including seamless documentation of the entire object life cycle.
- Centralized information: All relevant information and documents are available in one place, which increases transparency and simplifies communication channels.
- Optimized planning: Structured schedules, automated processes, and construction and maintenance planning ensure precise planning and control across all project phases.
- Increased efficiency: Workflows, a modern and intuitive user interface, and AI-supported assistants shorten processing times and reduce administrative effort.
- Extensive functionality: Our solution offers integrated tools for construction supervision, project planning, maintenance management, and resource planning.

## WHAT IS THE ORBIS ObjectManagement?

ObjectManagement is a solution that is fully integrated into Dynamics 365 and was developed specifically for companies in the construction, real estate and facility management industries. It combines a modern CRM platform with comprehensive functions for object and project management as well as integrated CAFM and IWMS solutions. ObjectManagement enables efficient planning, control and management of construction and real estate projects – from the initial project phase to operation.





# MICROSOFT DYNAMICS 365

## WHY ORBIS?

We are your ideal partner for the digital transformation in the construction industry and are among the most successful companies in the Microsoft partner network. When it comes to digitalizing the customer journey, we keep up with current trends and work with our customers to overcome the industry's biggest challenges.

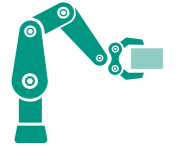
With our consulting expertise and innovative solutions, we support you on your way into the digital future.



Sound advice and  
future-oriented  
strategies



Sustainable customer  
relationships  
& support



In-depth industry know-  
ledge thanks to successful  
customer projects



Tailored  
ORBIS solutions



Certified Microsoft  
Partner



International project  
work &  
a global team

## WHY MICROSOFT DYNAMICS 365?

With Dynamics 365, you can consolidate your data on a central and modern platform. Record customers, prospects and construction projects completely and clearly with all relevant information and processes – across the entire organization. This is how you create a hyper-connected company and take your sales, marketing and service activities to a new level. Through the seamless interaction of these areas, you eliminate data silos and benefit from greater transparency, automation, digital networking and efficiency.

# ARE YOU AWARE OF OUR ORBIS BLOG?

TRENDING THEMES  
& BEST PRACTICES  
BY ORBIS EXPERTS

#DIGITALIZATION  
#CONSTRUCTION



**One click for new impulses & perspectives**



# SOLUTIONS THAT INSPIRE

**[WWW.ORBIS.DE/MICROSOFT](http://WWW.ORBIS.DE/MICROSOFT)**

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