Newforma®
AEC PROJECT INFORMATION MANAGEMENT

Newforma company fact sheet and backgrounder

Founded	November, 2003
Company offices	Manchester, New Hampshire, USA (Headquarters) London, Dubai, Singapore
Markets served	Architecture, engineering and construction firms in the building and infrastructure segments of the AEC/O industry, and the owners they serve.
Products	Newforma develops and markets project information management (PIM) software for architecture, engineering and construction firms worldwide, and the owners they serve. Newforma introduced the first industry-focused and integrated solutions to connect firms to each other, to their project information, to their processes, and to remote team members, all for the purpose of more successful project delivery. Newforma products include:

- **Newforma® Design Suite** is made to improve the way architects and engineers organize, find, and share project information. The suite is anchored by **Newforma® Project Center Professional**, which has been updated with new and improved features for accessing project information via the web, publishing handover and project closeout information, centrally managing global contacts, and more. It also includes a new product, **Newforma® Project Center Onsite**, which integrates Newforma enterprise software with popular tablet apps to manage project information on project sites.
- **Newforma® Construction Suite** makes it easier for design-build firms, general contractors, construction managers, and large specialty subcontractors to manage project information electronically. It contains three products to support construction work processes: **Newforma® Preconstruction, Newforma® Project Management,** and **Newforma® Field Management.**
- **Newforma® Owner Suite** provides owners with much-needed visibility into project delivery much earlier in the design process than alternative information management methods. Newforma Owner Suite captures the histories of projects, improves the effectiveness of the project close-out process, and raises the value of the information provided, improving the management of the built facility. It includes two products: **Newforma® Project Monitor and Newforma® Portfolio Explorer.**
- **Newforma® Project Analyzer** pulls data from your firm's financial system for use in a visual, interactive display, eliminating time-consuming spreadsheets and best-guess estimates.

Employees	80+
Profile	Privately held, independent software company
Leadership team	**Ian Howell**, chief executive officer **Barbara Labonte**, interim chief financial officer **Bob Batcheler,** co-founder and executive vice president of strategy **Dave Plunkett**, co-founder and executive vice president of development **Allen Preger**, co-founder and chief product officer **Joseph Santiago**, vice president of finance **Mike Sabol**, vice president of North American sales **Todd Kozikowski**, co-founder and director of sales **Tim Bates**, director of Europe, Middle East and Africa operations **Dan Conery**, vice president of customer satisfaction and construction solutions **Chad Ames**, director of engineering **Jim Forester, PE**, co-founder and senior technical advisor **Leona Newell**, director of human resources **Steven Bracy**, director of marketing
Board of directors	**Rich D'Amore**, managing partner, North Bridge Venture Partners **Jesse Devitte**, managing director, Borealis Ventures **Joseph Esposito**, technology CFO, Ascentage Group **John McEleney**, chief executive officer, CloudSwitch **Lou Volpe**, managing general partner, Kodiak Venture Partners
Major investors	Northbridge Venture Partners, Kodiak Venture Partners, Borealis Ventures and Village Ventures
Partners	Strategic and technology partners include Adapx, Autodesk, Central Consulting Group, Deltek, Facilities Solutions Group, Knowledge Architecture, Kristine Fallon Associates, Océ, Sepialine, Trump Systems, and Vico Software,.
Resellers	ICN (Netherlands) and smartsoftware (Australia)
Customers	Examples of our customers include BergerABAM; Bond Construction; Environmental Systems Design; Gould Evans; Grunley Construction; Haskell; HOK; LMN Architects; Perkins+Will; Populous; Rogers Stirk Harbour + Partners; SOM; Thornton Tomasetti; and ZGF Architects.
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COMPANY OVERVIEW AND HISTORY

Newforma is a software company serving architecture, engineering and construction (AEC/O) firms worldwide with a solution to significantly improve project delivery through improved project team productivity and reduced exposure to risk.

Newforma was founded in November 2003 by seven industry professionals with decades of software and AEC/O industry experience. Jesse Devitte of Borealis Ventures was Newforma's seed investor. Bob Batcheler, Jim Forester, Todd Kozikowski, Larry Nuttall, Dave Plunkett and Allen Preger had, at various points in their careers, worked together defining, developing and marketing popular technical software applications, many of which are still used today by leading architecture and engineering companies. These founders reunited to start Newforma. Along with Chief Executive Officer Ian Howell, they have recruited a team of dedicated employees, listened to customer needs and developed the Newforma PIM solutions.

THE NEWFORMA PROJECT NETWORK

Newforma empowers teams to deliver more successful projects

By early 2012, the **Newforma Project Network** consisted of 450,000 AEC professionals in 10 countries using Newforma software to manage information on more than 720,000 projects. The Newforma Project Network answers the industry's immediate need for more efficient, effective teamwork. It is driven by two Newforma technologies:

Newforma web access: The Newforma PIM solution includes ATM-easy web access to key project information.

- Coordinate distributed CAD and BIM datasets.
- Streamline CA and design review workflows.
- Gain access to key information when working remotely.
- Customize the site to fit the host firm's identity.

Newforma to Newforma: Newforma-to-Newforma connectivity allows team members in different firms to work as though they are operating on the same project domain.

- Automatically coordinate folders, files and models.
- Instantly and accurately exchange RFIs, submittals and file transfers.
- Always work with the latest BIM and CAD files, reducing coordination risks.
- Avoid communication errors.
- Raise overall team responsiveness.

The **Newforma Project Network** has proven its ability to bestow a competitive advantage to team members.

- Imposes none of the added costs and work of vaults and project extranets.
- Respects each firm's security settings.
- Does not jeopardize proprietary information.

PROJECT INFORMATION MANAGEMENT OVERVIEW

AEC project execution is people-intensive, information-rich and traditionally, process-poor. The prolific use of email has created project information overload. The proprietary file formats created by various design software applications have limited the re-use of project data. The industry-wide adoption of building information modeling (BIM) is further shaking up established work processes by moving away from traditional document-based workflow to model-based design. Increased use of mobile devices is driving new ways of working. A push away from design-bid-build toward integrated project delivery (IPD) is generating more communication between larger project teams sooner in the life of a project. The documentation demands of sustainable design and LEED certification are making design and construction increasingly complex. The pressure to compete for new work while retaining existing clients is ever more intense. All of these factors contribute to a rising demand for better project information management.

The elements of a true PIM solution add value to work processes used to organize, find, share and reuse all types of project information, including email, markups, submittals, transmittals, meeting minutes, project images, sustainable design documentation, contracts, non-graphical information in digital building models, and more. Further, a comprehensive PIM solution also facilitates secure communication among internal and external team members and provides audit trails, delivering transparency with accountability. A truly viable PIM solution must provide network access to all project information for team members in the office, browser-based access via the internet for external team members and remote access for those team members who are working with only mobile devices.

NEWFORMA PIM SOLUTIONS OVERVIEW

Newforma® Design Suite
Project information management software to manage, deliver & win more successful projects

Newforma Design Suite transforms the ease, efficiency and effectiveness with which architects and engineers organize, find, and share project information.

- **Newforma® Project Center Professional** reduces risk and saves time in the management of email, searches, markups, meeting minutes, project files, record documents, images, file transfers, action items and more. New and improved features streamline access to information via the web and the publishing of handover and project closeout information.
- **Newforma® Project Center Onsite** integrates Newforma enterprise software with popular tablet apps to manage information on project sites.
- Newforma® Design Suite Premium bundles comprehensive services for deployment, configuration and training with Newforma Project Center Professional and Newforma Project Center Onsite.

Newforma® Construction Suite
Project information management software to win, manage and deliver more successful projects

Newforma Construction Suite transforms the ease, efficiency and effectiveness with which your company organizes, finds and shares project information.

- **Newforma® Preconstruction** is project information management software that streamlines the distribution and coordination of bid documents and the models and plans required for MEP clash detection. Newforma Preconstruction combines enterprise PIM software with an ATM-easy web interface.
- **Newforma® Project Management** provides an extensive array of functions to manage contracts, submittals, RFIs, change orders, action items and more. Newforma Project Management also allows for remote, touch-screen access to project information, whether by smartphone or tablet.
- **Newforma® Field Management** combines enterprise software with a tablet app to make punch list capture and communication faster, clearer, and easier.

Newforma® Owner Suite
Project information management software to win, manage and deliver more successful projects

Newforma Owner Suite provides owners with much-needed visibility into project delivery much earlier in the design process than alternative information management methods.

- **Newforma® Project Monitor** captures the histories of projects, improves the effectiveness of the project close-out process, and raises the value of the information provided, improving the management of the built facility.
- **Newforma® Portfolio Explorer** makes it fast and easy to find, manage and repurpose project information otherwise buried in your archives.

Newforma Project Analyzer
Project planning, resource management and reporting for project managers and A/E firm executives

Newforma® Project Analyzer pulls data from your firm's financial system for use in a visual, interactive display, eliminating time-consuming spreadsheets and best-guess estimates.

BENEFITS OF THE NEWFORMA PIM SOLUTION

The Newforma PIM solutions help AEC/O firms connect people, processes and information seamlessly and securely for **more efficient project delivery**. The software installs quickly and easily to immediately **recapture billable hours** by reducing the time spent performing administrative tasks. It makes it easier to reuse project information (thereby **increasing the value** derived from that information), and facilitate a standardized, repeatable process for all projects across the entire organization.

Newforma software **decreases risk** by providing tools to ensure that the project information going out of the firm is accurate and error-free, and by providing a means to ensure that accurate and complete archives can be easily assembled and searched.

Newforma software **streamlines work processes**, improves coordination and communication, **improves responsiveness**, and **supports repeatable best practices**.

THE NEWFORMA PIM SOLUTION VERSUS OTHER INDUSTRY SOLUTIONS

The Newforma PIM solutions are the first fully integrated software to provide a comprehensive solution to process-related issues faced by architects, engineers, construction firms and owners.

The Newforma PIM solutions:

- AEC/O-focused.
- Leverages a firm's existing IT infrastructure.
- Fully compatible with existing processes.
- Can be implemented in a day or two.
- Very easy to adopt as it complements existing work processes rather than forcing project teams to change the way they work.
- Adopts a "Swiss" or neutral approach to managing information across a wide range of competing domain specific file formats.
- Combines multiple tools that work together to support major processes.
- Offers a flexible, lightweight workflow with intelligence for suggested next actions.
- Supports AEC/O professionals working in the office and in the field.

Newforma PIM solutions are not just another project management system. Project management software typically concerns itself with the status of a project's resources, budget, materials, progress payments or time schedule. Newforma **project *information* management** software helps project teams execute the work that keeps a project on schedule and within budget in the first place. As a fully integrated PIM solution, Newforma is a very cost-effective alternative to document management, project extranets, SharePoint customization and generic search tools.

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