

# Improving Change Order Communication and Workflows to Align All Stakeholders

*Presented by Cameron Page  
Founder & CEO of Extracker*



**ex**tracker

# Agenda

- 01** Company Overview
- 02** Change Order Challenges
- 03** How Extracker Works
- 04** Software Demo
- 05** Q&A / Next Steps

# Company Overview

A *Change Order Communication Tool* built for Specialty Contractors, General Contractors and Owners to **streamline and standardize the process for communicating Change Orders.**

- Founded in 2018
- Born out of on the ground industry experience
- Over \$2.9 billion in Change Orders shared to date
- New category in commercial construction industry
- Recent Series A with Building Ventures

## Trusted by



**When projects close  
Change Orders faster,  
all stakeholders win.**



# Change Order Communication Gap

Subcontractor Internal Accounting Software



## Change Order Communication Between Companies Today

Email Paper Tags PDF Logs PDF CORs

The collage shows several documents related to change orders at Harker School. It includes a 'Master Change Order and Reconciliation Worksheet' with columns for Issue #, Description, CCO Basis, Contract Change Order #, Status, and Contractor. A 'DAYWORK REPORT' from DEO. W. ROBINSON is also visible, detailing work done on 4/16/17. Other documents include an 'EXTRA WORK ORDER' from CRO PAINTING INC. and various handwritten notes and spreadsheets detailing costs and materials.

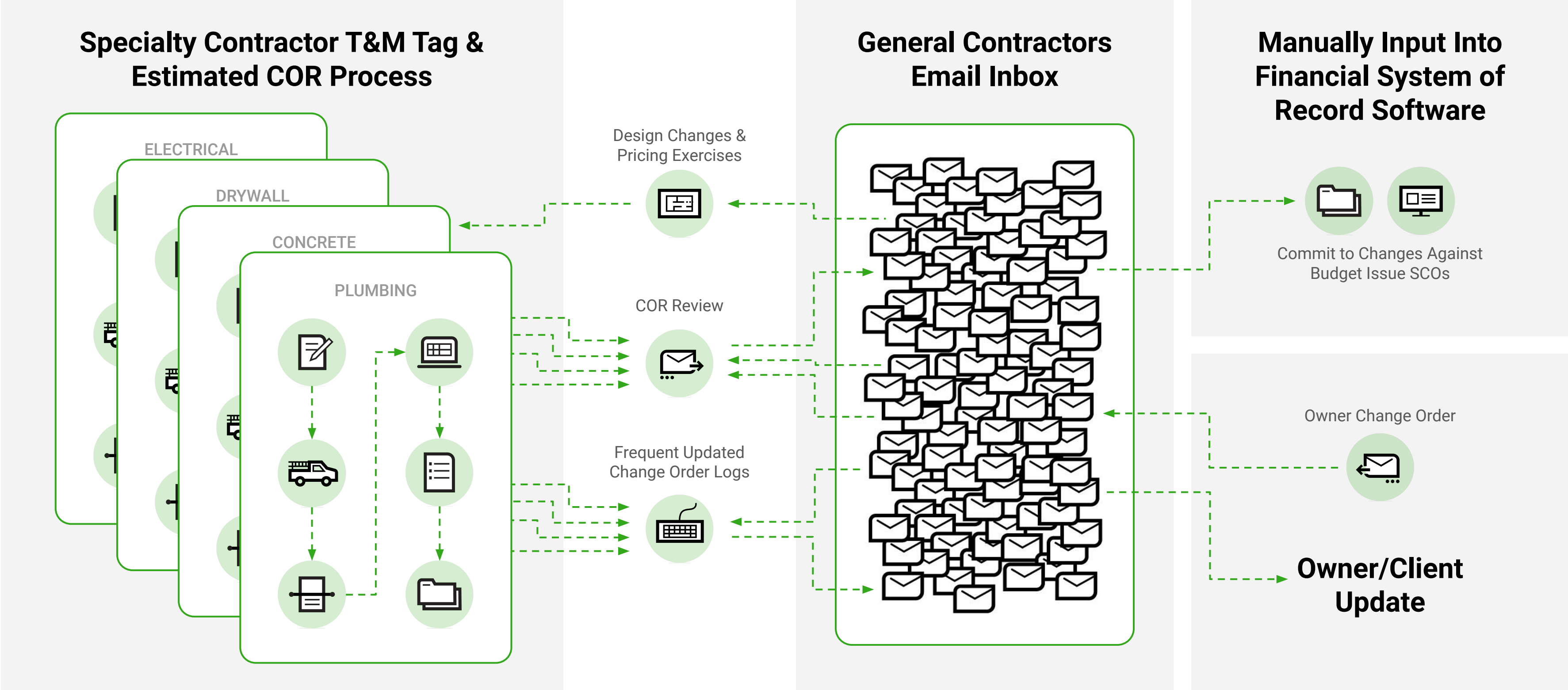
GC Internal Project Financial / Acct Software



- Forecast potential changes (PCOs, PCIs, CEs, etc)
- Commit to changes in your internal budget
- Issue Change Orders
- Private information

No Standardized Solution

# Common Change Order Request Workflow



# Eliminate Financial Blindspots

**Forecast in System of Record (Procore, CMIC, Viewpoint, etc)**  
manually entered data

**Change Order Requests**  
sitting in your teams inbox

**Trade Partner COR Logs**  
static PDFs shared via email

**Extra Work Tags**  
signed on your jobsite

**Design Changes**  
pricing in progress

# Fight the Friction Holding Back COR Closure



### Poor Documentation

- Handwritten T&M Tags
- No Photo Documentation
- Improper Reference Numbers
- Incomplete T&M Tags



### Slow Processing Time

- Waiting for T&M Tags to be priced
- Surprise Change Order Requests
- Delays in updating COR logs



### Fragmented Communication

- Endless review and approval email threads
- Unclear approvals or rejections
- Lack of paper trail



### Lack of Real-time Visibility

- No Visibility into Financial Exposure
- Asking your subs for updated logs
- Fear of lingering T&M Tags

Change Order Request



Change Order Processed and Closed



# extracker

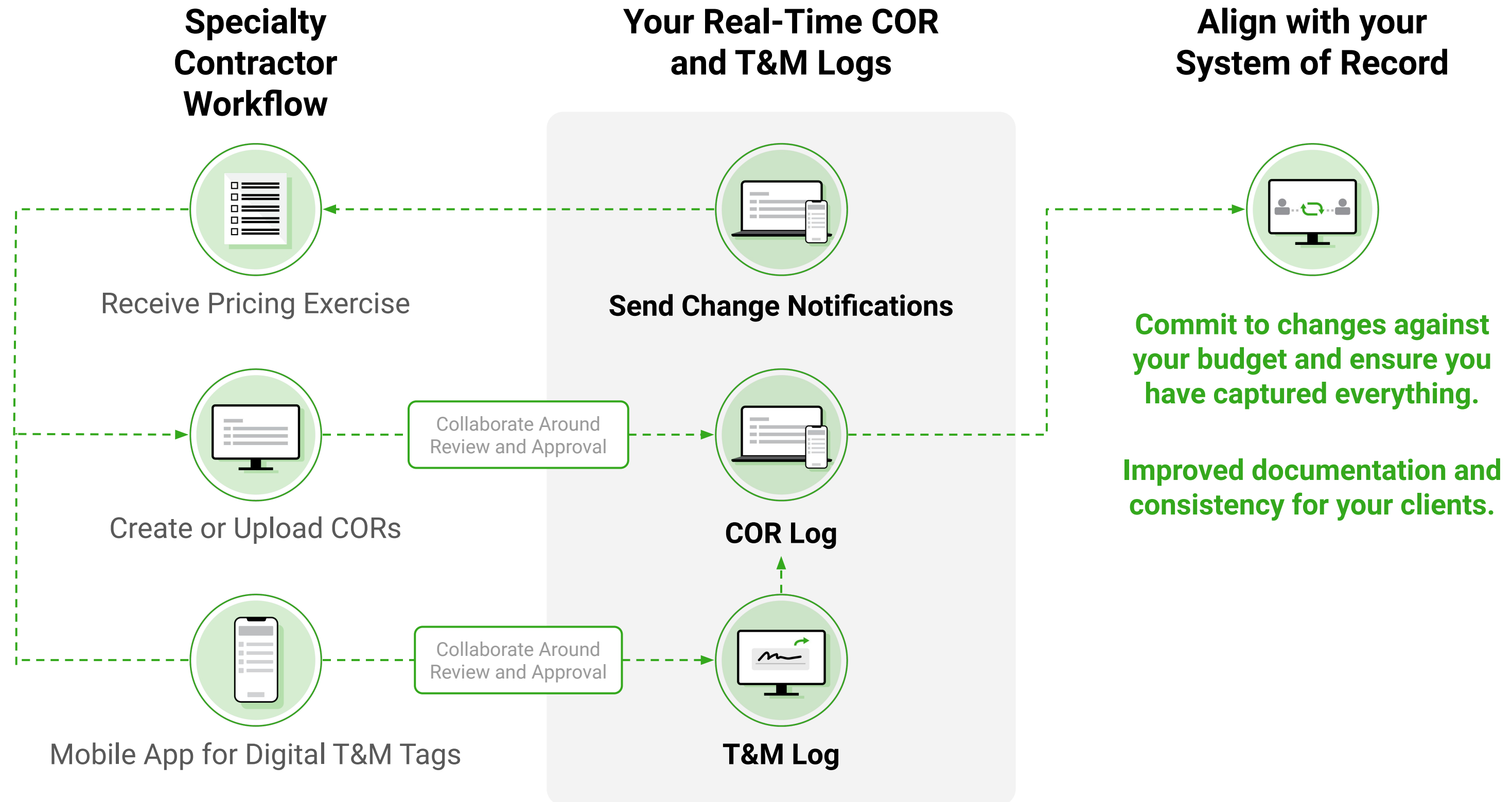
Digitize and automate the Change Order Communication process.



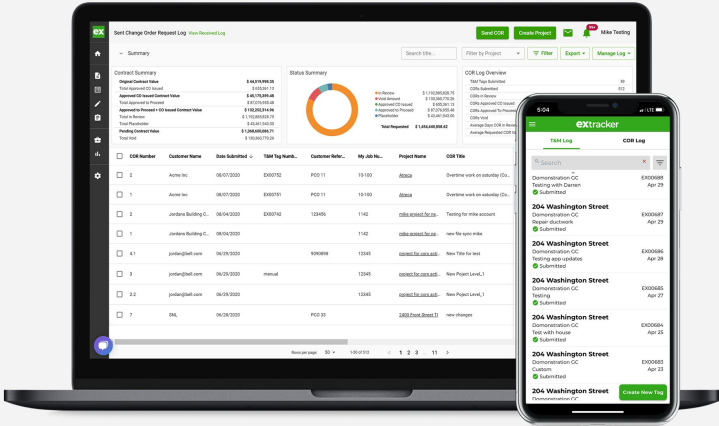
- ✓ Network model
- ✓ Built in Powerful Workflows
- ✓ Data Interoperability
- ✓ Standardized View of Data

- ✓ Field Friendly / Mobile Capable
- ✓ Project Management Software Integrations
- ✓ Single Input of Data
- ✓ Self Serve and Instant Onboarding

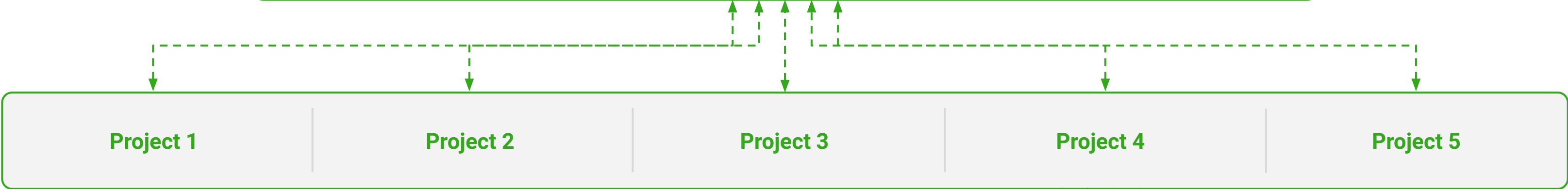
# How Extracker Works




# Improve Communication & Gain Internal Insights




**Visibility & Data Across Your Entire Company**  
 One central dashboard to view all your Change Order Request and Time and Material Tag exposure always up-to-date.






**Painter**

T&M TAGS   CORs   COR LOG




**Mechanical**

T&M TAGS   CORs   COR LOG



**Electrician**

T&M TAGS   CORs   COR LOG



**Concrete**

T&M TAGS   CORs   COR LOG

- Real time messaging
- Mark ups and annotations on COR PDFs
- Automated paper trail
- Version history
- Days aging
- Ball in court

# Demo Use Cases

**Keep GC Update in Real-Time with Digital COR Log**

**Standardized Documentation and Consistency Across All Projects**

**Capture Every Signed T&M Tag in One Central Log**

**Instantly Price Out a T&M Tag Into a COR**

**Visibility and Analytics Dashboard Across All of Your Projects in Real-Time**

**Manage Rates Across Entire Company and Project Specific**

# Demo

The image displays the extracker web application interface on a laptop and a smartphone. The laptop screen shows a dashboard with a 'Sent Change Order Request Log' table, a 'Status Summary' donut chart, and a 'COR Log Overview' table. The smartphone displays a mobile view of the 'COR Log' with a 'Signatures' overlay.

**Due Dates**

<input type="text"/>	<input type="text"/>	✓
<input type="text"/>	<input type="text"/>	○

**Notifications**

!

**Table: Sent Change Order Request Log**

	Date Submitted	T&M Tag Num...	Customer Refer...	My Job Nu...	Project Name	COR Title
	08/07/2020	EX00752	PCO 11	10-100	Atreca	Overtime work on saturday (Co...
	08/07/2020	EX00751	PCO 11	10-100	Atreca	Overtime work on saturday (Co...
	08/04/2020	EX00742	123456	1142	mike project for ne...	Testing for mike account
<input type="checkbox"/>	1	Jordans Building C...	08/04/2020	1142	mike project for ne...	new file sync mike
<input type="checkbox"/>	4.1	jordan@bell.com	06/29/2020	9090898	project for cors acti...	New Title for test
<input type="checkbox"/>	3	jordan@bell.com	06/29/2020	manual	project for cors acti...	New Poject Level_1
<input type="checkbox"/>	2.2	jordan@bell.com	06/29/2020	12345	project for cors acti...	New Project Level_1
<input type="checkbox"/>	7	SNL	06/28/2020	PCO 33	2400 Front Street TI	new changes

**Status Summary**

In Review	\$ 1,192,885,828.75
Void Amount	\$ 130,360,770.26
Approved CO Issued	\$ 655,361.13
Approved To Proceed	\$ 87,076,955.48
Placeholder	\$ 43,461,943.00
<b>Total Requested</b>	<b>\$ 1,454,440,858.62</b>

**COR Log Overview**

T&M Tags Submitted	59
CORs Submitted	512
CORs in Review	
CORs Approved CO Issued	
CORs Approved To Proceed	
CORs Void	
Average Days COR in Review	
Average Requested COR Va	

**Signatures**

<input type="text"/>		✓
<input type="text"/>		✓
<input type="text"/>		✗



**See You at  
LCI  
Congress!**  
Booth 313

[extracker.com/request-demo](http://extracker.com/request-demo)