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Trimble Establishes BuildingPoint Distribution Partner Network to Serve Building Construction Industry

First Fully Dedicated Global Distribution Network for Technologies Spanning the Design-Build-Operate (DBO) Lifecycle

SUNNYVALE, Calif., July 30, 2014 /PRNewswire/ -- [Trimble](#) (NASDAQ: TRMB) announced today that it is establishing a global network of distribution partners to serve the needs of the building construction industry. The growing [BuildingPoint](#)[™] network will provide focused sales and services with a portfolio of software and hardware solutions for the Design-Build-Operate (DBO) lifecycle of buildings.

Trimble Buildings' solutions allow users to create and transfer constructible models throughout the DBO lifecycle—from concept and design to the field and back to the office again. The solutions utilize sensors, 3D positioning, data, Building Information Modeling (BIM), communications and analytics. The emergence of these technologies, along with the ability to integrate them within a comprehensive information architecture, provides an unprecedented capability to improve productivity, schedule adherence and cost discipline. Trimble's expanded information architecture enables these improvements by significantly improving project transparency and collaboration, which leads to much tighter integration of the elements of building design, building construction and post-completion building operation.

BuildingPoint will provide the primary vehicle for bringing Trimble's DBO solutions to the market. Experienced construction professionals in each regional BuildingPoint will support users in achieving the optimal construction technology solution for each project. This support will consist of a combination of hardware and software, consulting, virtual design and construction services, personalized training and technical support.

"In today's complex and competitive construction environment, professionals need the right tools and technologies for the job," said Bryn Fosburgh, vice president responsible for Trimble's Construction Technology Divisions. "BuildingPoint is a global initiative specifically created to make it easier for building contractors and other construction stakeholders to identify and implement the most appropriate solutions to improve efficiency, manage costs, and provide better deliverables to their clients."

With the first three BuildingPoints already in place, Trimble is establishing a network of BuildingPoint distribution partners in the Americas, Europe and Asia/Pacific regions. Existing BuildingPoints include:

- **BuildingPoint Midwest:** BuildingPoint Midwest evolved from the Trimble building construction dealer, Precision Midwest. Based in Aurora Ill., BuildingPoint Midwest focuses on Trimble Buildings' solutions for contractors and construction managers throughout Illinois, Wisconsin and Michigan. www.buildingpointmidwest.com
- **BuildingPoint Schweiz:** BuildingPoint Schweiz was established by the owners of long-term Trimble business partner—Allnav AG. Based near Zurich, Switzerland, BuildingPoint Schweiz focuses on Trimble Buildings' solutions for contractors and construction managers throughout Switzerland and Liechtenstein. www.buildingpoint.ch
- **BuildingPoint Texas:** BuildingPoint Texas was formed from two dealers: the building construction field solution business of Martin Instrument and the Prolog[®] project management business of Project 3 Technologies. With offices planned in Dallas and Austin, BuildingPoint Texas serves contractors and construction managers in Texas and Oklahoma. www.buildingpointtexas.com

Additional information on BuildingPoint Distribution Partners is available at: www.buildingpoint.com.

About Trimble Buildings

Trimble Buildings, a part of Trimble's Engineering and Construction segment, is a world leader in technology for construction project optimization across the design-build-operate (DBO) lifecycle. With solutions that span the brands of Meridian Systems, Plancal, SketchUp, Tekla, Vico Software and WinEst, Trimble provides the construction industry with innovative solutions to improve productivity, increase efficiencies and maximize the profitability of projects, from simulation to renovation.

Information on Trimble Buildings' DBO portfolio is available at: <http://buildings.trimble.com>.

About Trimble

Trimble applies technology to make field and mobile workers in businesses and government significantly more productive. Solutions are focused on applications requiring positioning or location, including surveying, construction, agriculture, fleet and asset management, public safety and mapping. In addition to utilizing positioning technologies such as GPS, lasers and optics, Trimble solutions may include software content specific to the needs of the user. Wireless technologies are utilized to deliver the solution to the user in the field and to ensure communication between the field and the office. Founded in 1978, Trimble is headquartered in Sunnyvale, Calif.

For more information, visit www.trimble.com.

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