



Harnessing the Power of Generative AI to Supercharge Your Profits

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Chief Information Officer
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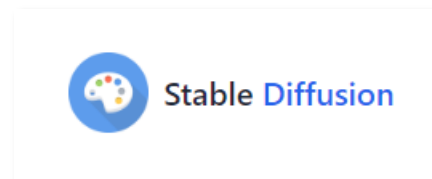
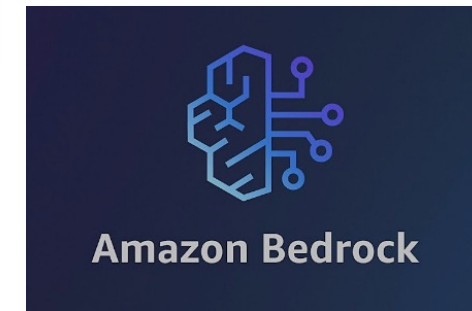
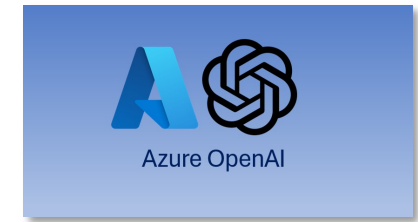
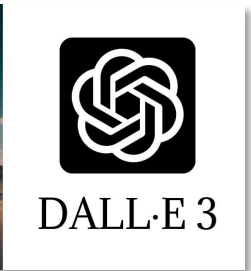
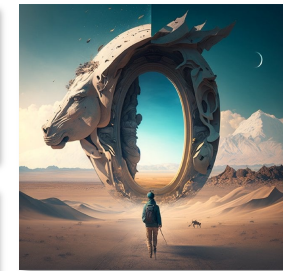
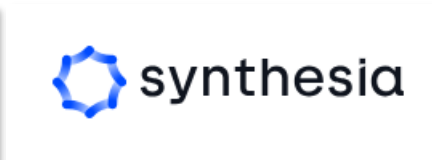
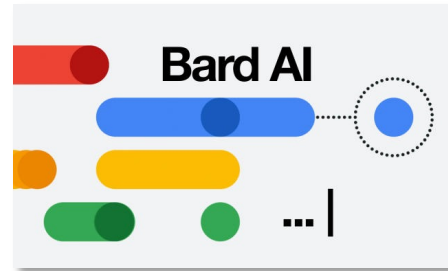


Making Connections Possible

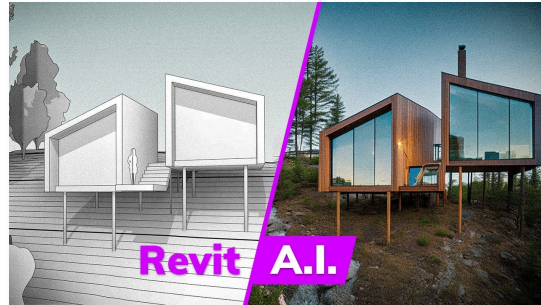
HNTB helps create infrastructure that best meets the unique demands of its environment. With client relationships spanning decades, we understand infrastructure life cycles and have the perspective to solve technical challenges with clarity and imagination.

HNTB

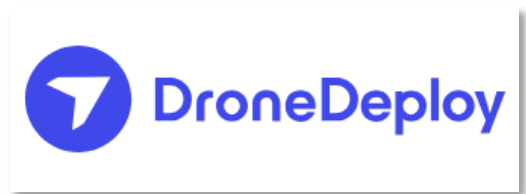
AI is Everywhere!



AI in the AEC industry



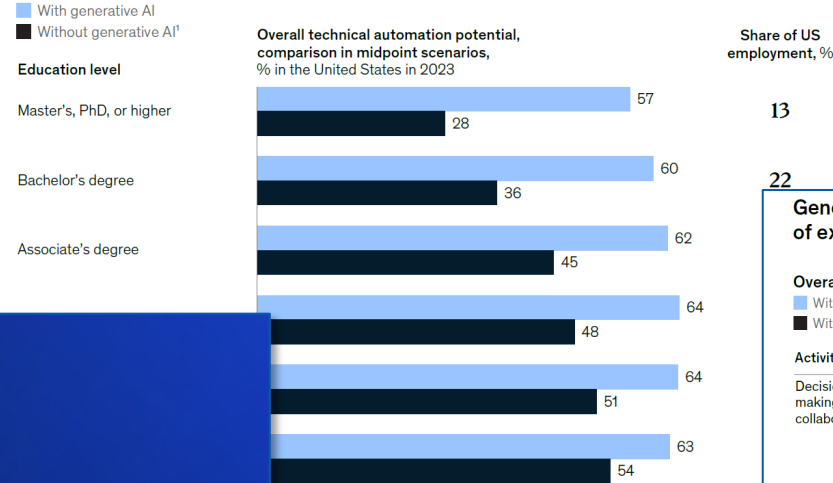
Bentley | iTwin Ventures





Generative AI increases the potential for technical automation most in occupations requiring higher levels of educational attainment.

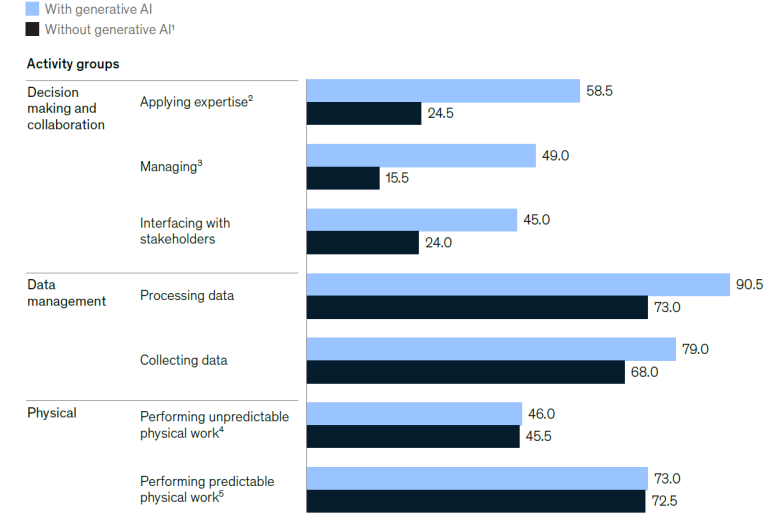
Impact of generative AI on technical automation potential in midpoint scenario, 2023



the rise of generative AI.

Generative AI could have the biggest impact on collaboration and the application of expertise, activities that previously had a lower potential for automation.

Overall technical automation potential, comparison in midpoint scenarios, % in 2023



Note: Figures may not sum, because of rounding.
¹Previous assessment of work automation before the rise of generative AI.
²Applying expertise to decision making, planning, and creative tasks.
³Managing and developing people.
⁴Performing physical activities and operating machinery in unpredictable environments.
⁵Performing physical activities and operating machinery in predictable environments.
 Source: McKinsey Global Institute analysis

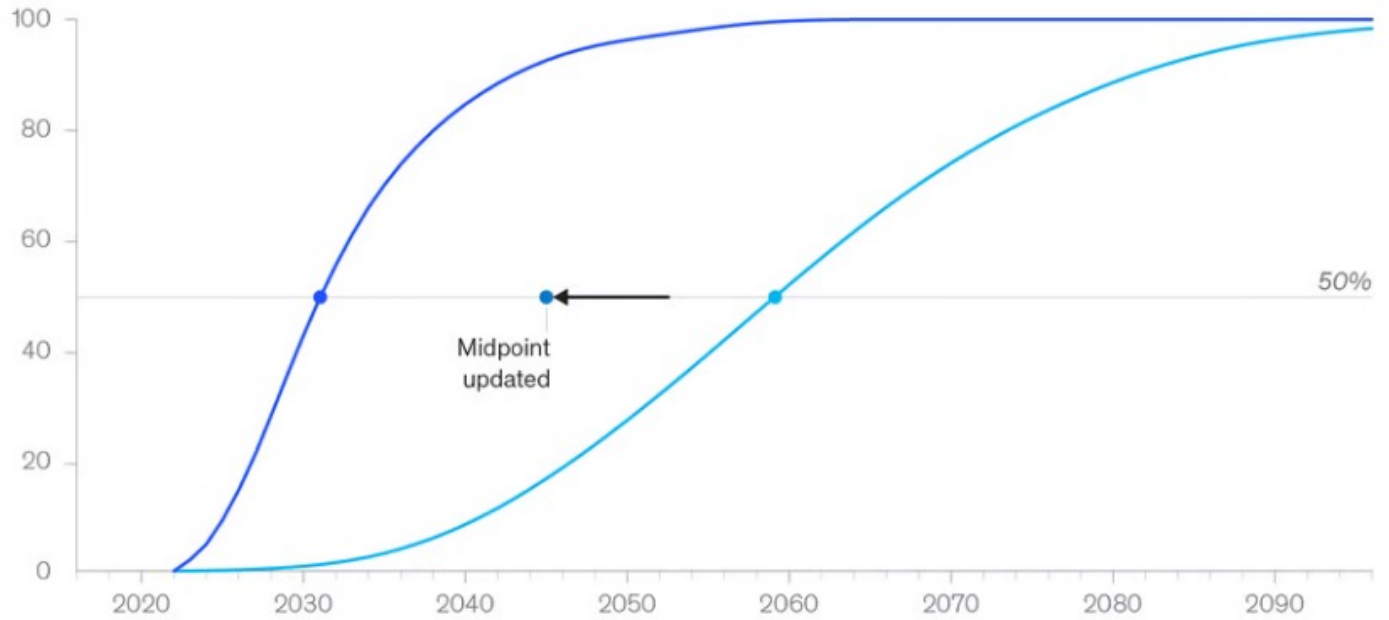
McKinsey & Company

Global automation of time spent on current work activities,¹ %

— Updated early scenario including generative AI²
— Updated late scenario including generative AI³
- - - - 2017 early scenario²
- - - - 2017 late scenario³

Updated scenarios

2017 scenarios



¹Includes data from 47 countries, representing about 80% of employment across the world. 2017 estimates are based on the activity and occupation mix from 2016. Scenarios including generative AI are based on the 2021 activity and occupation mix.

²Early scenario: aggressive scenario for all key model parameters (technical automation potential, integration timelines, economic feasibility, and technology diffusion rates.)

³Late scenario: parameters are set for later adoption potential.

Source: McKinsey Global Institute analysis

McKinsey & Company

“Early” AI Use Cases

Predictive
Analytics

Writing Test Scripts

Reviewing RFP Content

Code Development

Information Retrieval

Traffic Pattern Analysis Error Checking/Quality Control

Storyboarding **Content Generation**

SEARCH Pursuits and Proposals

Summarizing Large Documents

Aligning AI Strategy to Business Strategy



**Discover and
Educate**



**Leverage Industry
Resources**

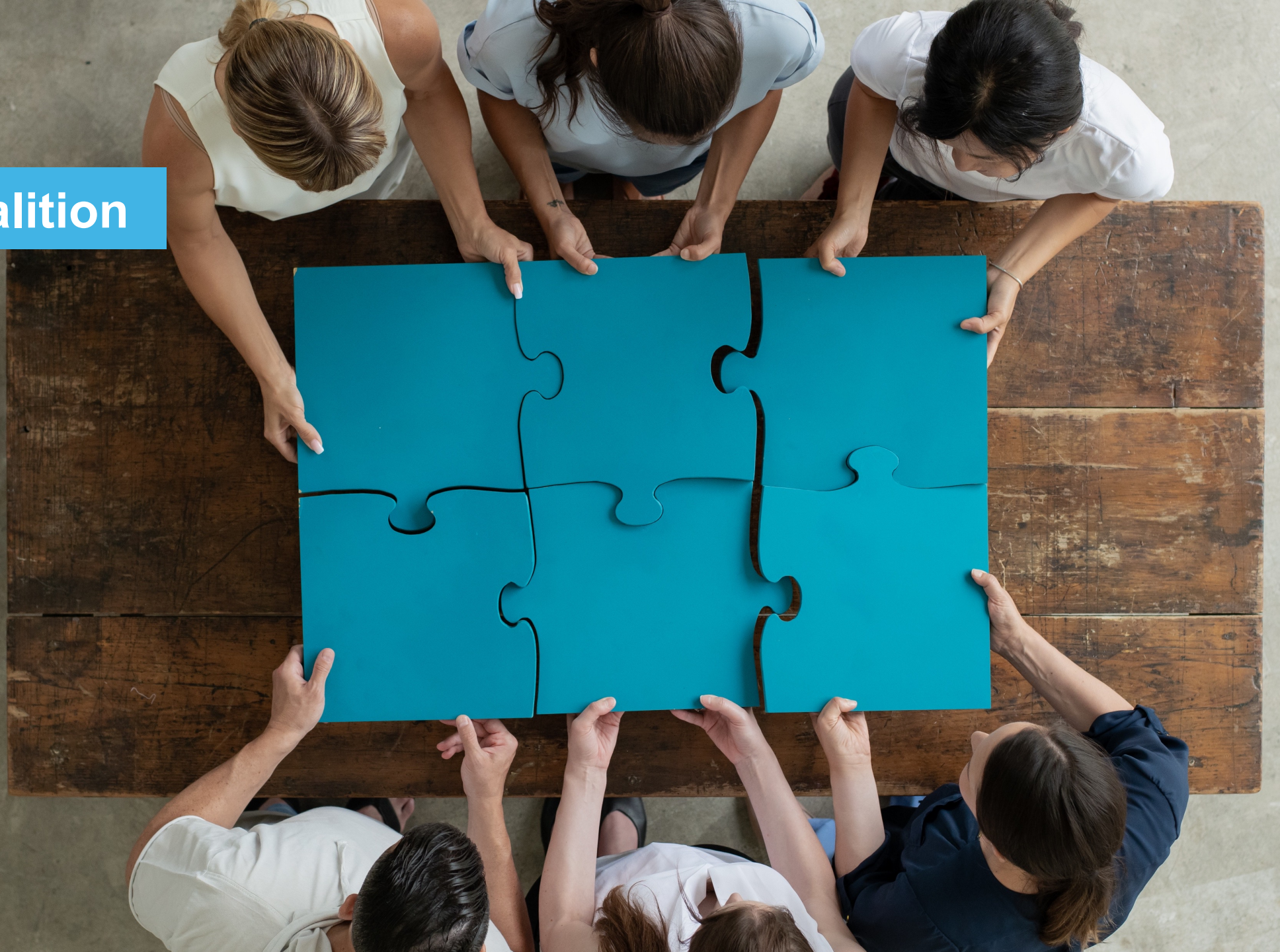


**Enable Innovation
at the Edge**

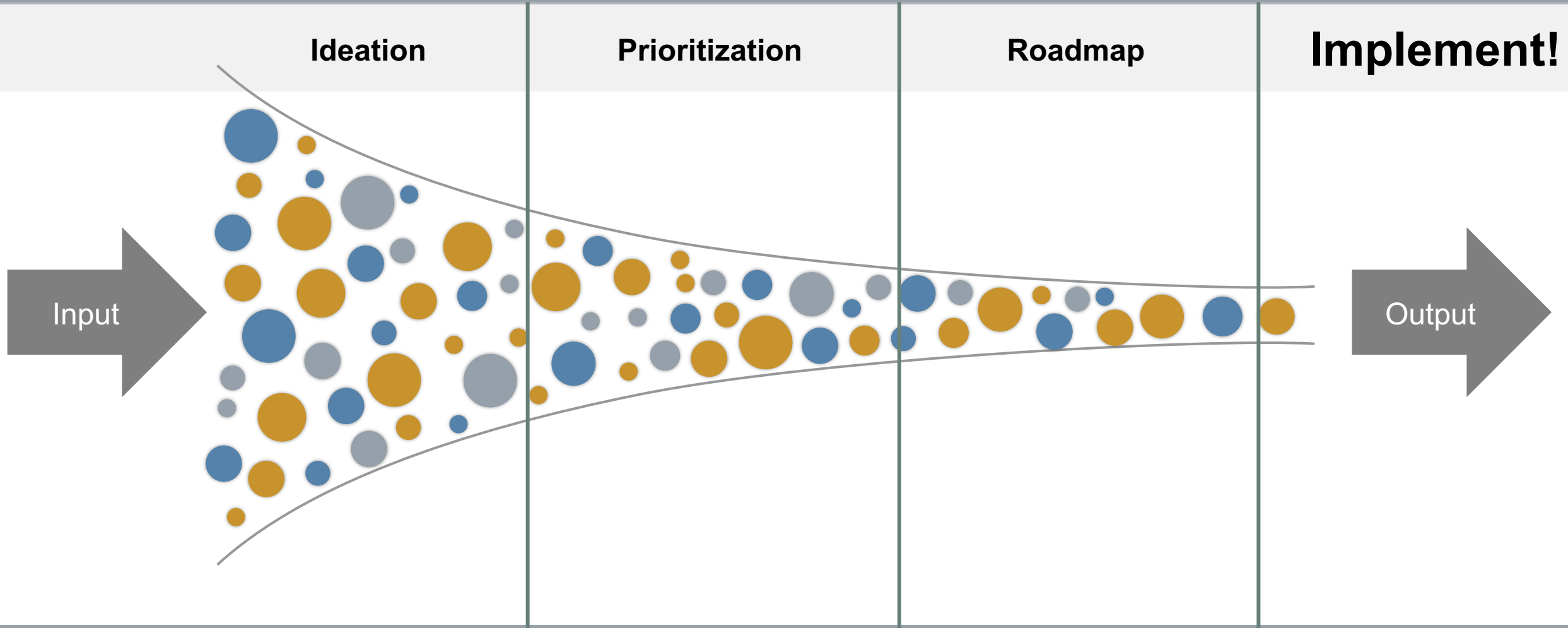


**Drive Business
Value**

Build a coalition



Cross Functional AI Workshop

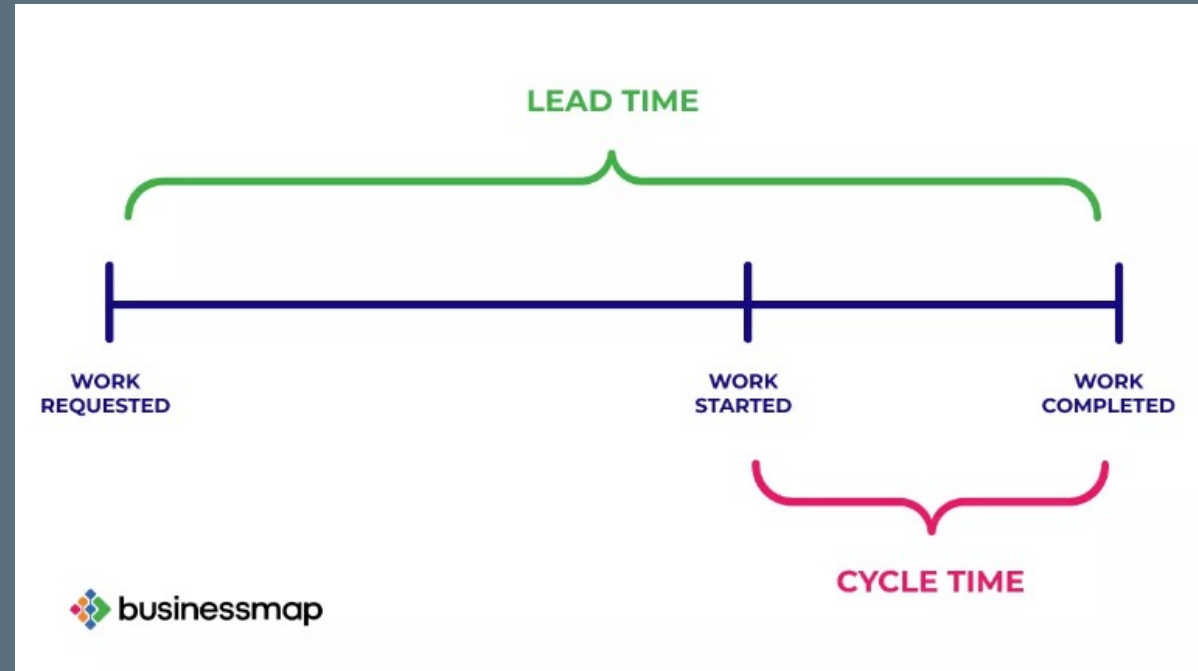


Reduce the Cost of Enterprise Business Processes

AI Contract Analyzer

Analyze and summarize individual contract documents for compliance with a pre-defined set of terms and conditions.

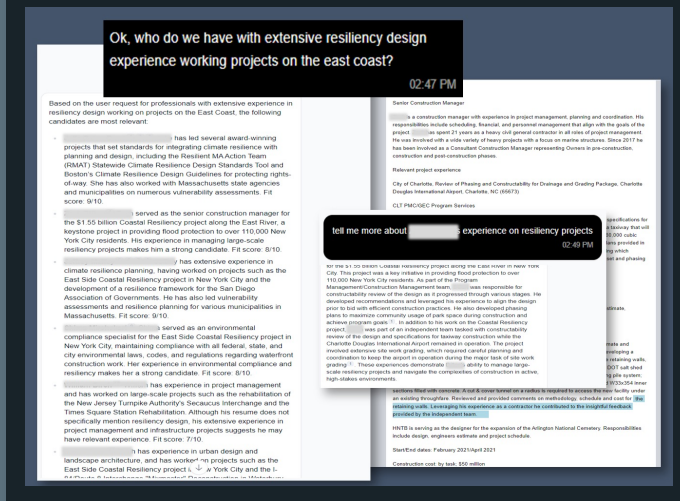
Templated Analysis: Legal General Contract Analysis	
Text to Analyze:	Paste text here. You may also use one of the sample data sets below for testing.
Contract Type: GPT4	Contract Type: Task Order Basis Contract Type: On Call HNTB Analyst Note: Search for "on-call basis".
Indemnification, Indemnity, Hold-harmless, or Warranty: GPT4	The indemnification clause in the On-call Professional Services Agreement between the City and County of Denver and HNTB Corporation can be found under Section 6.06, "Defense and Indemnification". This section outlines the agreement for the Consultant to defend and indemnify the City from any liabilities, claims, damages or expenses arising from the Consultant's work performed under the Agreement. HNTB Analyst Note: "Defense and Indemnification" can be found under Section 6.06.
Liability or Total Aggregate: GPT4	The Contract's Limitation of Liability or Total Aggregate section states that the City and County of Denver's payment or reimbursement to the Consultant shall not exceed a maximum of \$2,000,000.00. HNTB Analyst Note: Look for this information in Section 3.05 - Maximum Contract Amount, Funding.
Consequential Damages or Consequential: GPT4	The contract's consequential damages or consequential can be found as it is not present in the provided document. HNTB Analyst Note: Please note that the information requested is not available in the provided document.
Defend / Defense Obligation: GPT4	HNTB Analyst Note: Defense obligations: Section 2.02(j)
Liquidated Damages (LD): GPT4	The contract's liquidated damages are not explicitly mentioned in the provided text. HNTB Analyst Note: Please refer to the full document to obtain the required information.
Change Management: GPT4	The Contract's Change Management policy is not explicitly stated in the provided document. HNTB Analyst Note: N/A.
Withholding, Retainage, and or Back-charging: GPT4	The contract's withholding, retainage, and back-charging clause can be found in Section 3 - Compensation, Payment, and Funding. Specifically, it is mentioned in section 3.01 Compensation, 3.02 Reimbursable Expenses, and 3.05 Maximum Contract Amount, Funding. HNTB Analyst Note: To help find this information in the original document, search for "Section 3 - Compensation, Payment, and Funding."
Prompt Payment terms, Prompt Obligations, or prompt: GPT4	The contract's Prompt Payment terms state that the Consultant shall be paid monthly based on hours worked at hourly rates included in Exhibit B, reimbursable expenses and additional services, all subject to the maximum task order amount and the Maximum Contract Amount. The Consultant shall invoice and be paid on a monthly basis. Prompt payment to the Consultant for each assigned task shall not be made until after the task is accepted and deliverables are delivered to the City, and the client agreed to in the approved task proposal for that task and otherwise fully performed by the Consultant. HNTB Analyst Note: Search for "3.04 Invoice" in the original document to locate the prompt payment information.
Standard of Care, SOC, or Degree: GPT4	The Contract's Standard of Care clause can be found in Section 2.03(a), which states: "All of the work performed by the Consultant under this Agreement shall be performed in accordance with the standards of care, skill and diligence provided by competent professionals who perform work of a nature similar to the Work described in this Agreement." HNTB Analyst Note: Please search for "Section 2.03" to find this clause in the original document.



Lower the Cost of Winning the Work

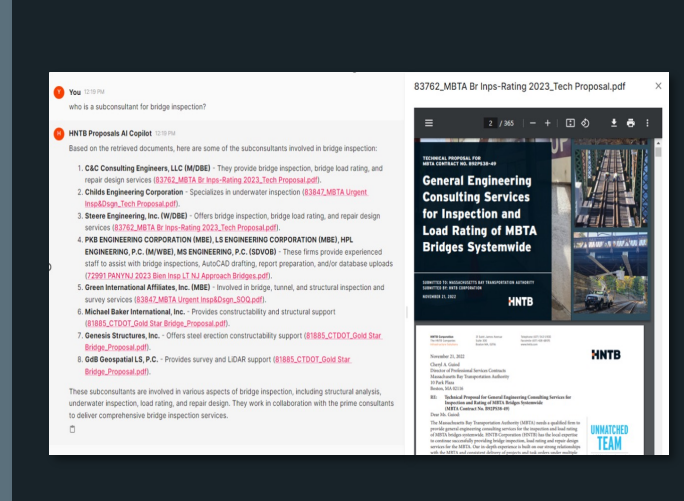
AI Resume Search

Search enterprise repository of resumes with Azure OpenAI to match qualifications with specific resource needs.



AI Proposal Drafting

Draft proposal content based on prior proposal examples using Azure OpenAI.



Make a Business Case

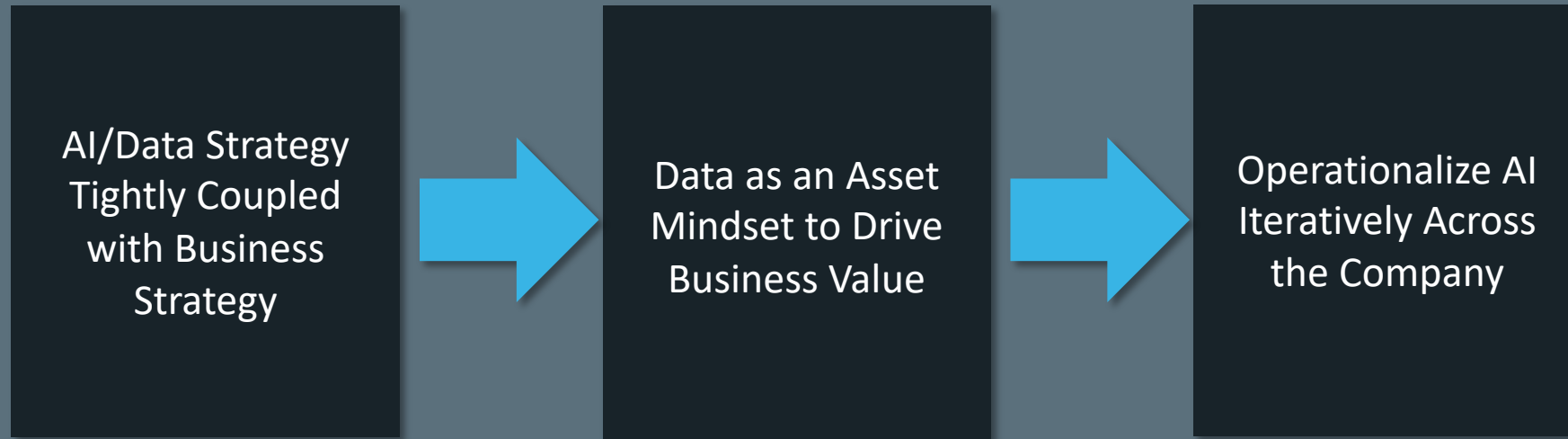
Reduce 50k pursuit
hours by 20% = 10k
hours saved

10k hours saved = 125
additional proposals

125 proposals X 50%
win rate = 62 additional
wins.

\$5m average pursuit
value X 62 wins =
>\$300M additional
sales

Achieving Enterprise Grade AI Capabilities



Build A Team



Educate And Train



Marketing and Comm



Manage Risks



Decide, Go





Thank you



HNTB