

5 MAY 2020

EBOSS LEVEL 3 LUNCH



Are we running towards the challenge?



Today's Agenda

Market review - Latest Building Consent figures

How will architects work in Level 2 and beyond?

Structure to support Specifiers

EBOSS Webinars & Huddles

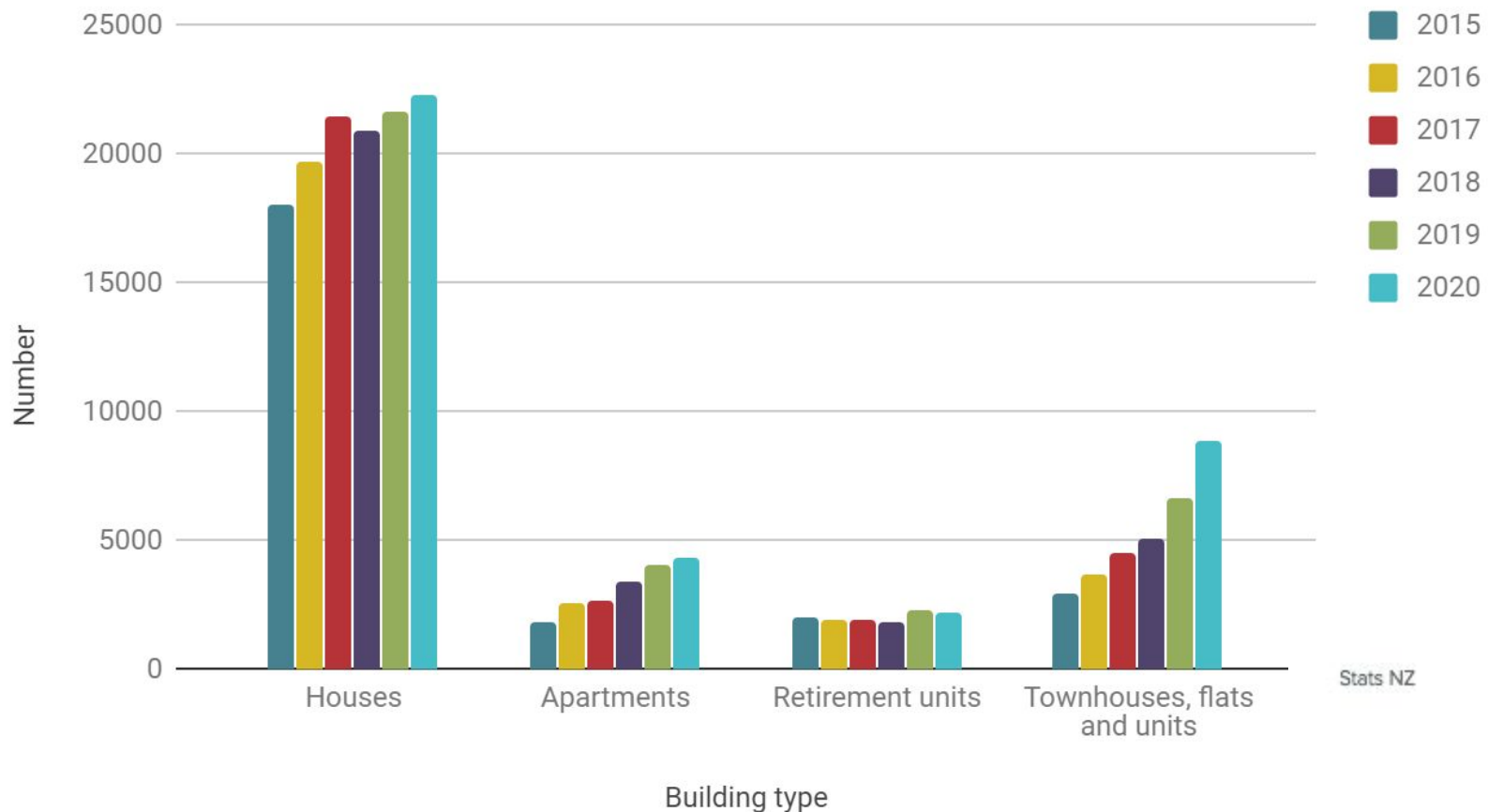
Preparing for Level 2

COVID-19 First Signs of Impact

Residential Building Consents - Type

- Annual BC to March 2020 - new dwellings consented was 37,606, up 9.0 percent.
- In March 2020, 2,904 new dwellings were consented, comprising:
 - 1,722 stand-alone houses
 - 788 townhouses, flats, and units
 - 290 apartments
 - 104 retirement village units.

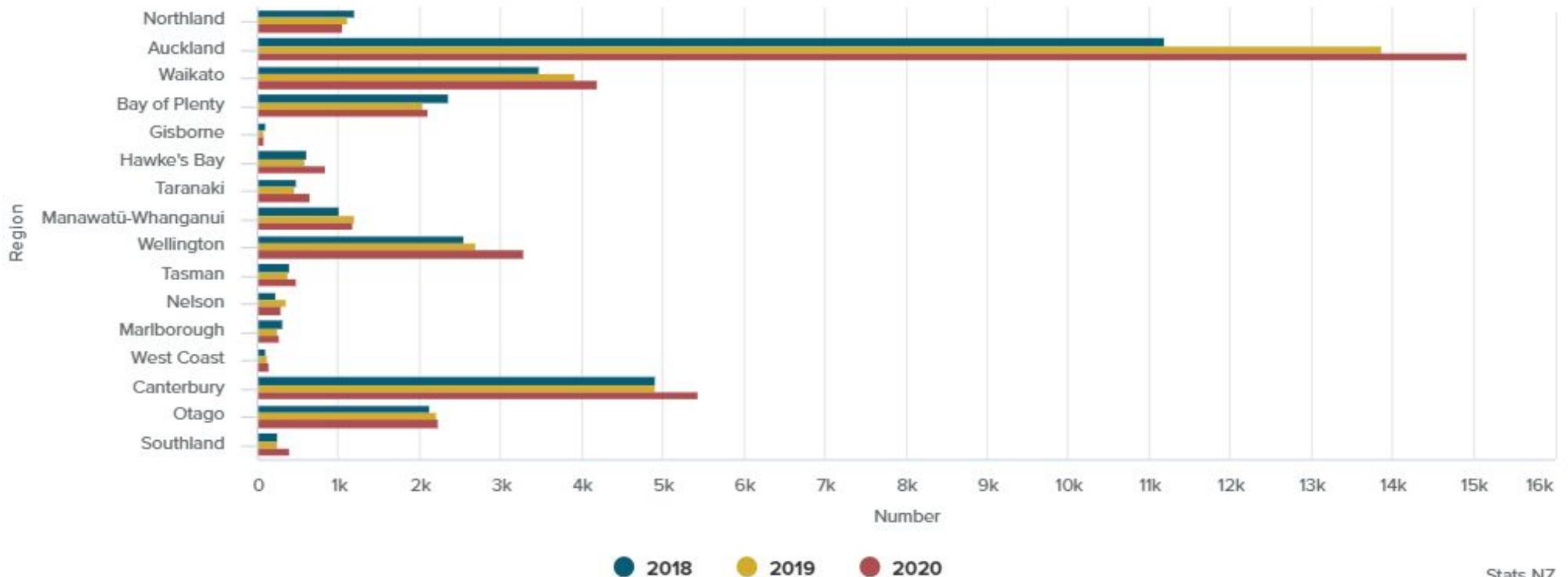
New dwellings consented by building type, year ended March 2015-2020



Residential Building Consents Region

- Annual residential building consents per region:
 - Auckland 14,932 (up 7.%)
 - Wellington 3,296 (up 22%)
 - Waikato 4,195 (up 7.2%)
 - Rest of North Island 5,932 (up 8.0%)
 - Canterbury 5,466 (up 11%)
 - Rest of South Island 3,804 (up 5.5%)

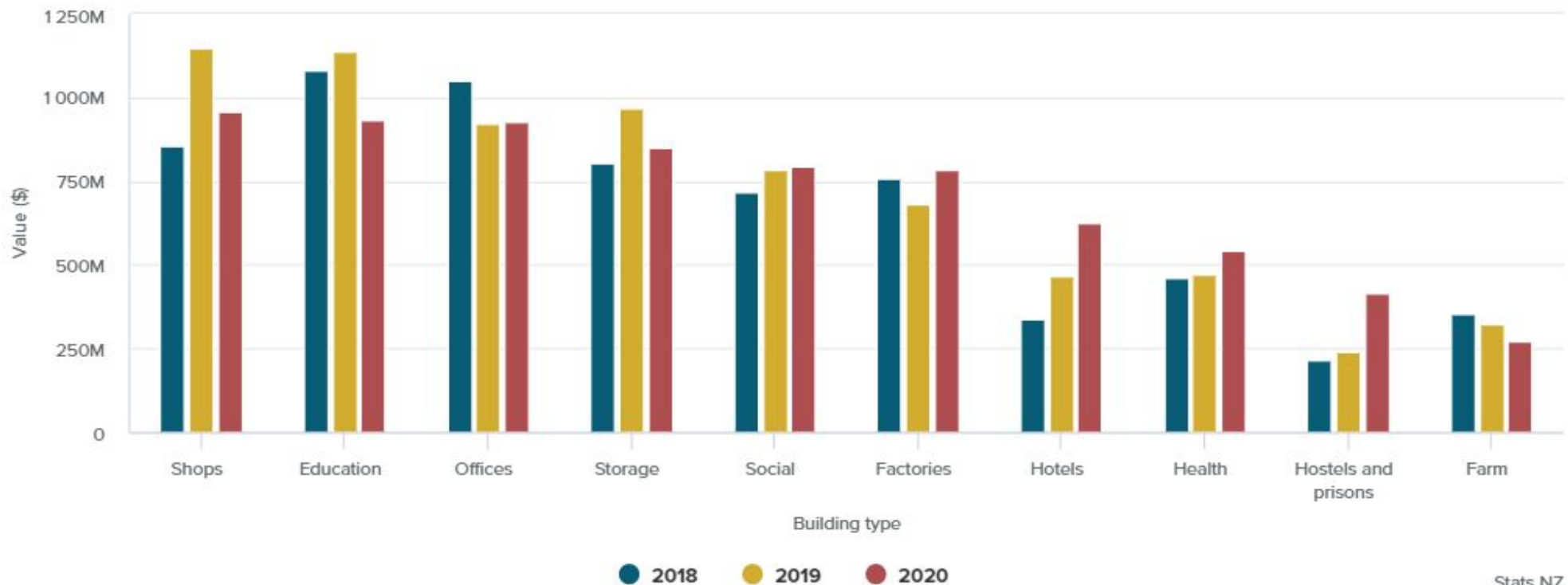
New dwellings consented, by region, year ended March 2018-20



Commercial Building Consents

- The annual value of non-residential building work consented was \$7.1 billion
- shops, restaurants, and bars – \$960 million (down 16 percent)
- education buildings – \$932 million (down 18 percent)
- offices, administration, and public transport buildings – \$926 million (up 0.3 percent).

Value of non-residential building consents (\$), including alterations and additions, year ended March 2018–20



Stats NZ

Structure for supporting & growing specification

Sales People

- Resilience
- Communicating at scale
- What is the right message?
 - Optimism / positivity
 - Solving customers problems
 - Adding value



Sales Managers

- Use technology
- Greater focus
- Take advantage of new thinking
- Provide the platform for your sales people to be successful

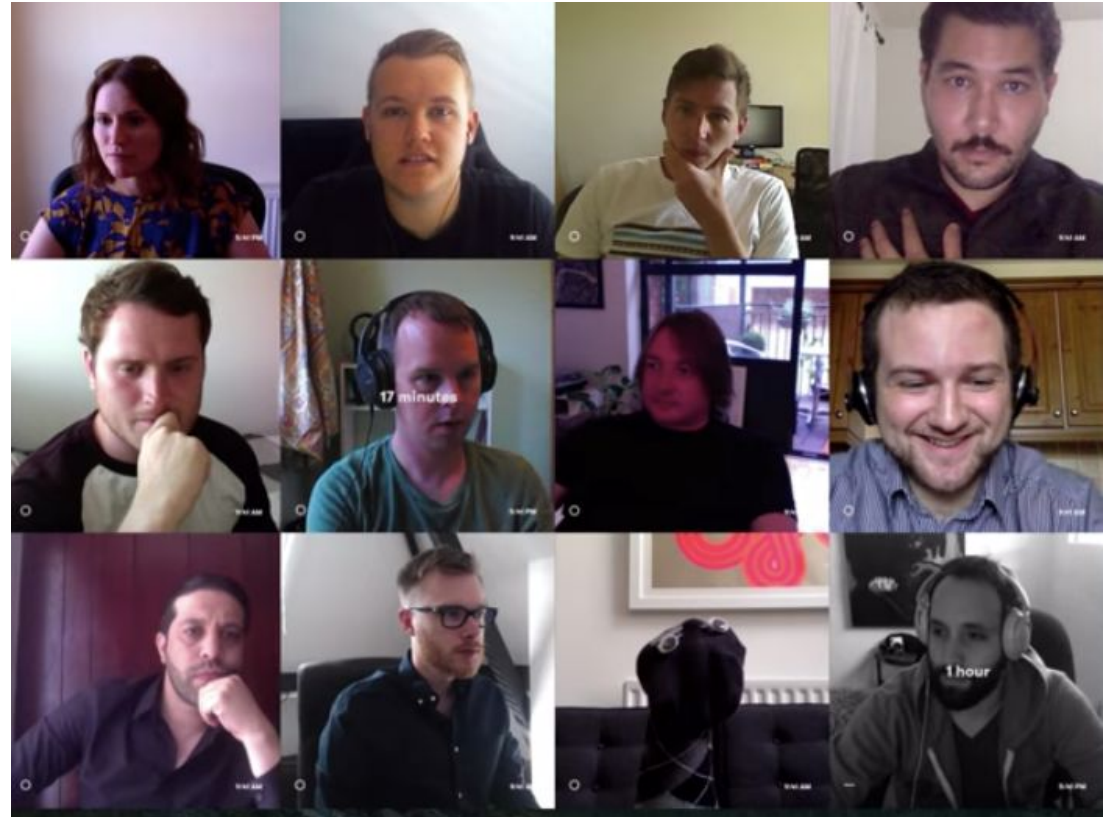
Level 2 Expectations

- Fragmented specifier groups
- Reducing levels of immediate work
- Patchy workload
- Expect disruptions to work programmes
- Focus on productivity

Business owners planning for expanded Level 2 conditions

Level 2 Service Offer

- Education
- Digital footprint
- Design service
- Flexible sampling service



Changes to the way we service specifiers

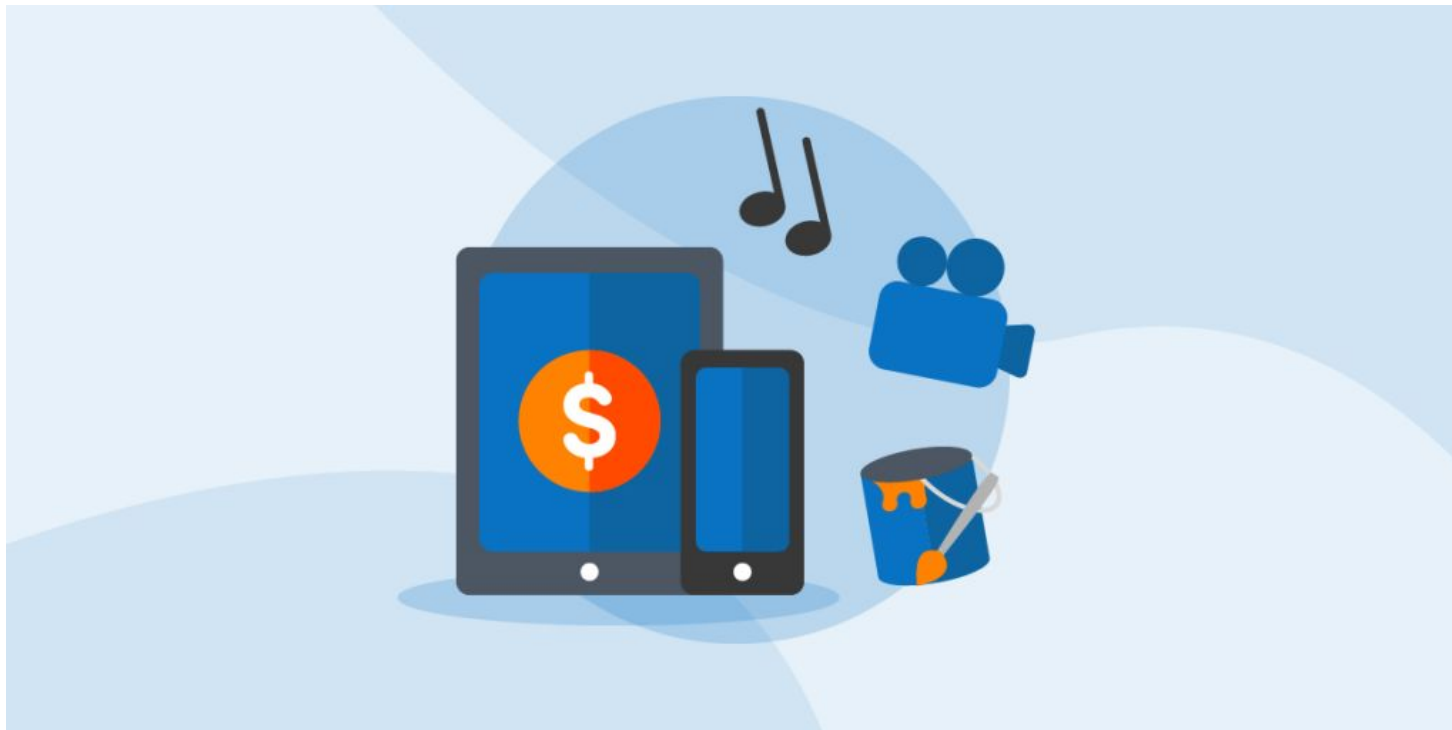
Take advantage of isolation

- Digital delivery is cheap - how can you make it effective?
- Curated content
- Specific to application
- Engagement - what does good digital engagement look like?

Changes to the way we service specifiers

Develop digital service expectation

- Presentation - lighting/audio
- Presentation skills



Changes to the way we service specifiers

Develop Design Support

- Design documentation
- Detailing
- Shop drawing
- Design reviews



Level 2 Service Offer

- Education
- Digital footprint
- Design service
- Flexible sampling service



EBOSS SERVICES

WEBINARS

EBOSS.CO.NZ

- 2,000 builders & architects attended EBOSS Industry Webinar on 21 April
- Key practices have asked for a regular schedule of technical presentations
- Launching 4 week trial next week
- 20-60 minute presentation slots
- Presentations to be reviewed by practice panel
- Taking [registrations](#) now

EBOSS Huddles



- A fortnightly forum to learn and discuss market trends
- A constant focus on market insights/intelligence
- Ideas on business positioning and strategy
- A strong network of non-competing professionals to leverage
- [Registrations](#) close tomorrow

NEXT STEPS

Next week

Homework:

What is your plan for digital (non - F2F engagement)

Operating under Level 2

Contact

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