

Lately, the topic of project controls software arises whenever I attend a conference, trade show, or interactive webinar with stakeholders from the construction sector. One question is consistent: How quickly can they live in the platform?

Stakeholders feel urgency to have a new solution in place, and are keenly aware of the importance that this solution connects to other software and can expand with them as they grow, so typically they are intimidated that they will not have any tools in place in the short term. There is a feeling that years could pass before any value is recognized from the new software. Their anxiousness about potential failure causes delays and cancellations in their search for new project controls software, and the inevitable return to the outdated and disconnected systems they are trying to leave.

The combination of urgency and reluctance that I see in construction stakeholders has led me to notice three key trends in requirement during procurement for project controls solutions:

- » **Modularity**
- » **Scalability**
- » **Interoperability**

These three trends align with three needs: The ability to integrate the entire platform and therefore will get to value more quickly,

About the Author

Mike Paul is the managing director of the Europe, Middle East, and Africa region at [InEight](#). Mike leads marketing and sales efforts to drive growth and success.
