



Sept 2021

Agenda

1. Introductions
2. Siteline Overview
3. Product Demo
4. Questions

Gloria Lin

CEO

- BS & MS, Electrical Engineering, Stanford
- Early team member at Apple Pay, Stripe
- Dad owned a small contracting business



Claire Wilson

Head of Construction Solutions

- BS, Civil Engineering, Bucknell
- Project Manager at Hudson Yards and JP Morgan's Headquarters in NYC



Siteline's Mission

Streamline the billing process for contractors, so you can get paid and build on

The Problem

Pay apps are burdensome
for all parties

- Everything goes smoothly → trade contractors paid after 60 days
- Tiny error or missing document → payment on hold for months
- Friction around payment leads to complicated relationships on the job site

Siteline's Solution

A dark blue, solid-colored shape that starts as a thin line at the bottom left and expands diagonally upwards and to the right, filling the bottom right portion of the slide.

Current State – Invoice

- ✗ Excel/email-based process
- ✗ PMs email SOV to Sr. Accountant who manages via email/phone reminders
- ✗ Functions, but creates stress that something will fall through the cracks

Siteline's Benefits

- ✓ Collaborative, cloud-based invoice
- ✓ Easy, customizable date tracking w/ notifications
- ✓ History tracking so nothing is missed



The screenshot displays the Siteline software interface for a project named 'Falcon Stadium Core and Shell'. The top navigation bar includes 'Projects', 'Lien Waivers', 'Pay Apps', and 'Compliance'. The main header shows 'Pay App #6', 'Invoice', 'Backup', 'Lien waivers', and a 'Review & submit' button. The status is 'In progress' with due dates for 'ACCT' (Jan 17) and 'GC' (Jan 20), and a payment due of \$110,250.00.

The main content area features a search bar and a table of items. The table has columns for Number, Name, Scheduled Value, Previously Billed, % Complete, Completed This Month, Stored Materials, Balance to Finish, and Retainage.

Number	Name	Scheduled Value	Previously Billed	% Complete	Completed This Month	Stored Materials	Balance to Finish	Retainage
0001	Mobilize	\$200,000.00	\$200,000.00	100.00%	\$0.00	\$0.00	\$0.00	\$20,000.00
0002	Demobilize	\$30,000.00	\$1,500.00	45.00%	\$12,000.00	\$0.00	\$16,500.00	\$1,350.00
0003	Project Management & QC / QA Mgmt	\$1,105,000.00	\$110,500.00	20.00%	\$110,500.00	\$0.00	\$884,000.00	\$22,100.00
0004	Punchlist	\$150,000.00	\$105,000.00	70.00%	\$0.00	\$0.00	\$45,000.00	\$10,500.00
0005	Closeout / Warranty	\$35,000.00	\$5,250.00	15.00%	\$0.00	\$0.00	\$29,750.00	\$525.00
0006	General Cleaning	\$180,000.00	\$0.00	0.00%	\$0.00	\$0.00	\$180,000.00	\$0.00
0007	Shantie Allowance	\$35,000.00	\$0.00	0.00%	\$0.00	\$0.00	\$35,000.00	\$0.00
0008	Mockups	\$125,000.00	\$10,000.00	8.00%	\$0.00	\$0.00	\$115,000.00	\$1,000.00
0009	Podium Design Assist and Shop Drawings	\$200,000.00	\$456.00	0.23%	\$0.00	\$0.00	\$199,544.00	\$45.60
0010	Overbuild Design Assist and Shop Drawings	\$200,000.00	\$0.00	0.00%	\$0.00	\$0.00	\$200,000.00	\$0.00
0011	Swing Stage (5)	\$650,000.00	\$0.00	0.00%	\$0.00	\$0.00	\$650,000.00	\$0.00
0012	Equipment rentals, scaffolding, lifts	\$1,300,000.00	\$0.00	0.00%	\$0.00	\$0.00	\$1,300,000.00	\$0.00
0013	Raw Stainless Steel Material Procurement	\$2,110,500.00	\$0.00	0.00%	\$0.00	\$0.00	\$2,110,500.00	\$0.00

Current State – Lien Waivers and Compliance Documents

- ✗ Email submission and Excel tracking with manual updates
- ✗ No effective central storage



Siteline's Benefits

- ✓ Automated, centralized tracking and notifications
- ✓ No vendor accounts required
- ✓ Facilitates digital or wet signature submission

The screenshot shows the Siteline Vendor Lien Waivers Tracker interface. At the top, there are navigation tabs for 'Projects', 'Lien Waiver Tracker', 'Solar Star', 'Pay Apps', and 'Compliance'. Below this, the 'Pay App #13' section is active, showing 'Overview', 'Invoice', 'Vendor lien waivers', and 'Backup' tabs. The 'Vendor lien waivers' tab is selected, displaying a table of waiver records. The table has columns for Company/Vendor, Point Of Contact, Email, Type, Through Date, and Status. The status column includes icons and text indicating the waiver's progress, such as 'SENT AUG 10' or 'COMPLETED AUG 4'. There are also buttons for 'Upload completed' and 'Request new'.

Company/Vendor	Point Of Contact	Email	Type	Through Date	Status
Bennett Electrical Supply	Susan Bennett	claire+33@siteline.com	Unconditional Progress	Aug 31	SENT AUG 10
Claire Contracting	Claire Wilson	claire+1@siteline.com	Unconditional Progress	Jul 31	VIEWED AUG 10
Gloria's Contracting	Gloria Lin	gloria@siteline.com	Unconditional Progress	Jul 31	SENT AUG 10
Graybar	Robert Hanson	ryan@siteline.com	Unconditional Progress	Jul 31	SENT AUG 10
Sheldon Fabrication	Lisa Rohn	claire+65@siteline.com	Unconditional Progress	Jul 31	SENT AUG 6
Arnav's Plumbing	Arnav Mishra	arnav@siteline.com	Unconditional Progress	Aug 31	COMPLETED AUG 4

Current State – Backup

- ✗ No standardized process for handling stored materials and misc project requirements
- ✗ No effective central storage

Siteline's Benefits

- ✓ Flexible module to capture individual project requirements
- ✓ Central storage/monitoring of information



A screenshot of the Siteline software interface. The top navigation bar includes 'Projects', 'Lien Waiver Tracker', 'Solar Star', 'Pay Apps', and 'Compliance'. The main header shows 'Pay App #11' with a date of 'JUNE 2021' and tabs for 'Overview', 'Invoice', 'Vendor lien waivers', and 'Backup'. On the right, it displays 'RETENTION HELD TO DATE \$127,310.00' and 'PAYMENT DUE \$128,700.00'. The main content area is titled 'Attach documents' and shows '0/3 items completed'. Below this, there are three cards for 'Stored Materials': '008. Set Sleeves & Inserts' (\$6,500.00), '010. Transformers' (\$1,000.00), and '012. Wire and Cables' (\$15,000.00). Each card has an 'Upload' button and a section for attachments. Below the materials section, there is a 'Change Orders' section with a note that no change orders are currently billed and a 'Back to invoice' button. At the bottom, there is an 'Additional Backup' section with a note about adding backup to pay apps and an 'Upload backup' button.

Current State – Assembly

- ✗ Pull info from email, storage drive, etc.
- ✗ Manual completion of custom forms
- ✗ Labor intensive when GC asks for revisions



Siteline's Benefits

- ✓ One-click assembly with easy revisions

Screenshot of the Siteline software interface showing a 'Pay App #11' screen. The interface includes a navigation bar with 'Projects', 'Lien Waiver Tracker', 'Empire Facade Upgrade', 'Pay Apps', and 'Compliance'. The main content area displays 'Pay App #11' with a 'Get started' button. Below this, there are sections for 'XL Invoice', 'XL 0703', and 'XL Conditional Progress Lien Waiver'. A detailed 'SUBCONTRACTOR INVOICE' is shown, including 'Monthly Progress Invoice' information, 'Submission of Invoice and Supporting Documents', and a 'Billing Details' table. The invoice details include subcontractor information for Bison Contracting, Inc., project information for Empire Facade Upgrade, and a table of billing details with columns for Original Subcontract, Total Amount, % Complete, and \$ Complete. The total revised contract amount is \$2,069,397.00, and the total % complete is 96.11%.

SUBCONTRACTOR INVOICE
Monthly Progress Invoice

Subcontractor Information
Bison Contracting, Inc.
14 Old Fort Avenue, Apt. 3
Kearnsport, NE 68048

Invoice Information
Invoice Date: 08/31/2021
Your Invoice #: 11 - Aug 2021
Invoice Period: 08/01/2021 - 08/31/2021

Submission of Invoice and Supporting Documents
All invoices must be submitted on an XL Subcontractor Invoice Form. Print or type invoice information; handwritten invoices will not be processed.

Deliver your invoice on or before the 20th of the month via email to ap@skconstruction.com.
Invoices delivered via USPS will not be processed.

To receive payment XL must receive the following: 1) Conditional Progress Release for the net amount due (line E); 2) Insurance Certificate/Endorsement; 3) Signed Subcontract Agreement; 4) Schedule of Values.

Project Information
XL Project Number: 285043
Project Name: Empire Facade Upgrade
Subcontract Number: 285033

Billing Details	Total Amount	% Complete	\$ Complete
Original Subcontract	\$1,827,518.00	98.83%	\$1,816,021.00
XL SCO # 015	\$47,340.00	100.00%	\$5,000.00
XL SCO # 016	\$1,817.00	78.00%	\$97,452.00
XL SCO # 2A	\$5,000.00	60.00%	\$29,404.00
XL SCO # 22	\$5,000.00	80.46%	\$11,000.00
XL SCO # 21	\$1,000.00	0.00%	\$0.00
XL SCO # 18	\$10,000.00	100.00%	\$10,000.00
XL SCO # 20	\$5,000.00	100.00%	\$10,000.00
XL SCO # 014	\$129,870.00	100.00%	\$5,000.00
XL SCO # 017A	\$5,000.00	100.00%	\$1,000.00
XL SCO # 19	\$10,000.00	100.00%	\$5,000.00
XL SCO #	\$	%	\$
XL SCO #	\$	%	\$
XL SCO #	\$	%	\$

Total Revised Contract: \$2,069,397.00
Total % Complete: 96.11%

Total Complete to Date	A \$1,988,827.55
Less previous gross billings (Line A minus line B)	B \$1,964,783.86
Gross billing this period (Line A minus line B)	C \$24,043.89
Less retention	D \$2,426.39
**Net Amount Due (Line C minus line D)	E \$21,617.50

See an issue with this form?
Get help right away

Demo

Projects using Siteline

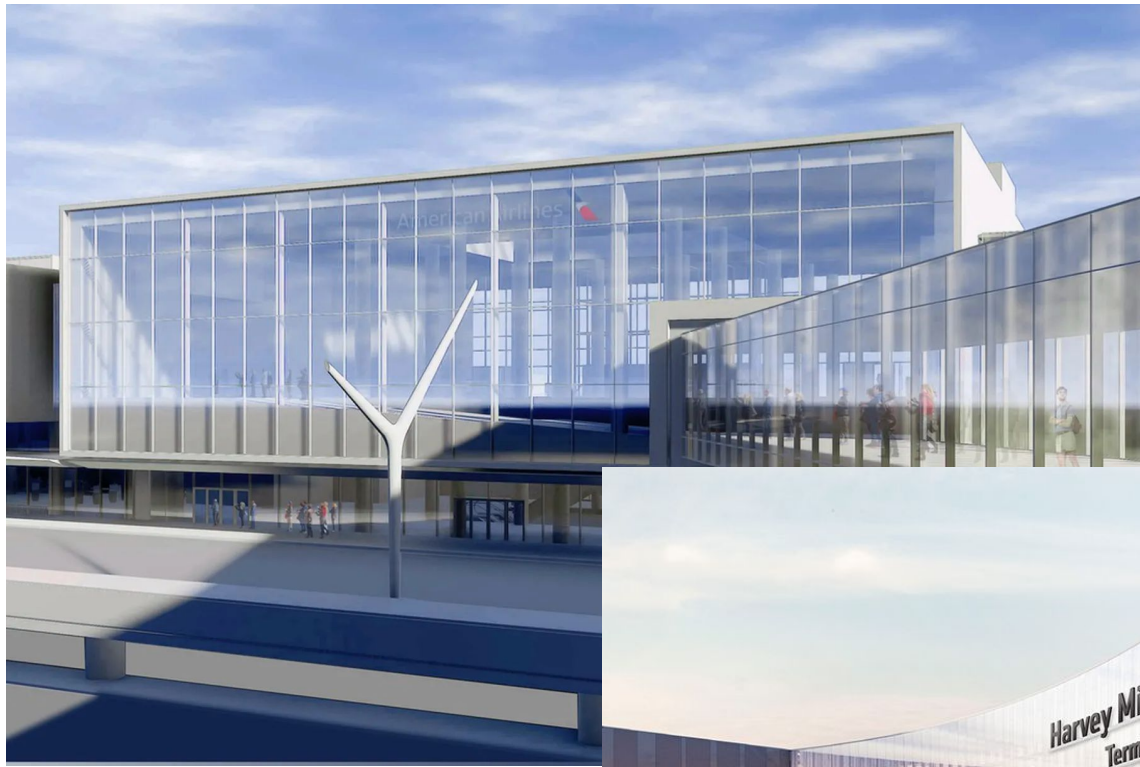
A dark blue, diagonal shape that starts from the bottom left corner and extends towards the top right, covering the lower half of the slide.



Office complexes

New hospitals and remodels

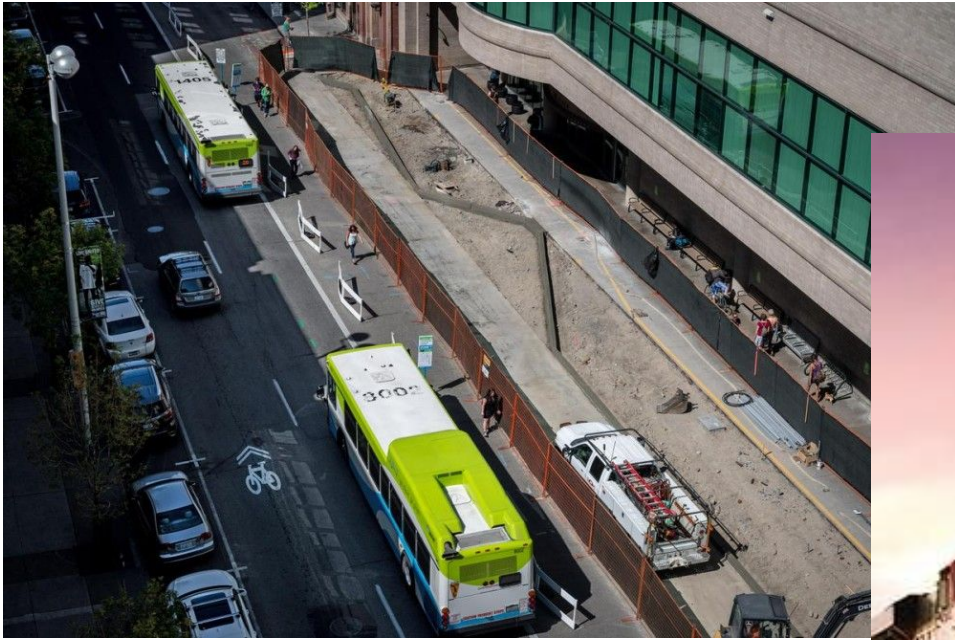




LAX Airport

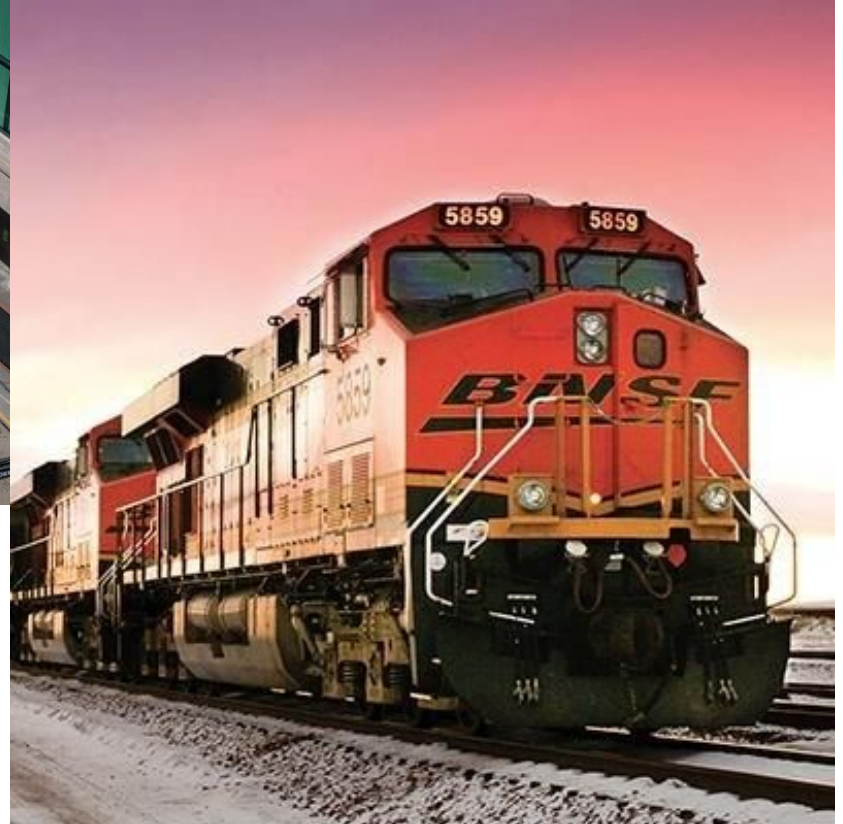
SFO Airport





Bus charging stations

Train yards



Questions

Contact claire@siteline.com
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