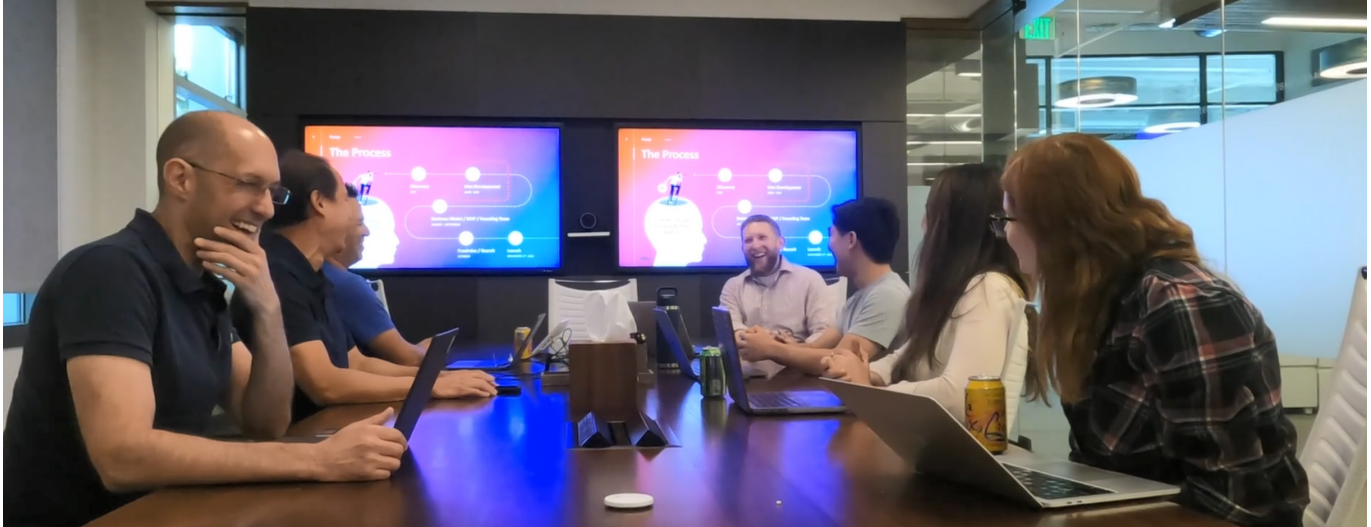


Turner Innovation

# INCUBATING THE NEXT GREAT CONSTRUCTION TECHNOLOGY COMPANY

Turner and OMERS Ventures partner to launch the Entrepreneur-In-Residence (EIR) program - a construction technology incubator.



*Above: Entrepreneur-in-residence Adam Fischer collaborates with the OMERS Ventures team. Through direct engagement with customers and the utilization of innovation methodologies like design thinking and creative problem solving the EIR program seeks to generate innovations tailor-made for customers.*

Born of mutual frustration in the reactive nature of hoping the right startup shows up at the right time to solve the right problems in construction, Turner partnered with OMERS Ventures, a trans-atlantic venture fund with \$2B in assets under management to launch the Entrepreneur-In-Residence (EIR) program - a new ConTech (construction technology) incubator.

## **SOLVING CONSTRUCTION PAIN POINTS**

The EIR program finds and embeds visionary founders within Turner and OMERS Ventures to collaboratively explore opportunity spaces and ultimately build the next great ConTech start-up from the ground up.

*“The EIR program allows us to build start-ups that address key pain points we see in the industry today and fulfill the unmet needs of our customers and partners.”*

*Maria Pantelaros, Turner Innovation Manager*

The EIR program provides entrepreneurs with a totally unique opportunity to leverage Turner and OMERS Ventures unprecedented expertise, networks, and resources to co-create a ConTech solution from within. Entrepreneurs in the program are provided a monthly stipend, access to Turner’s employees, clients, trade partners and suppliers, and the time and resources necessary to explore the opportunity landscape of modern construction and identify pressing problems that technology might solve.

After an initial exploration period, the program’s EIRs work to focus their ideas down to specific business opportunities and then validate those opportunities through testing and the development of a minimum viable product. From there, the EIRs are afforded the opportunity to build a team and ultimately launch a company that helps Turner and the greater industry overcome pressing challenges in construction.

Turner and OMERS Ventures interviewed nearly 40 promising entrepreneurs before ultimately selecting two to participate in the inaugural EIR program. “One of the most important factors in the success of a startup is the founder,” explains Jim Barrett, Vice President and Chief Innovation Officer. “The programs’ success ultimately rests with them.”

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## ACCELERATING THE INNOVATION PROCESS

The program is designed to accelerate the innovation process by giving EIRs access to resources, conversations, and pilot opportunities that may have taken months to materialize (if at all) otherwise.

*The EIR program works to drastically improve the probability that a ConTech startup survives the early stages and matures into a successful company. As such, Turner anticipates engaging with additional venture capital firms as the program scales.*

“We have access to the right people, places, and data to discover pain points in the industry and the freedom to explore those as deeply as possible,” explains Adam Fischer, one of the program’s two initial entrepreneurs. For Fischer, this isn’t his first time launching a new company - having previously founded a debt management platform serving the commercial real estate clientele.

Adam is joined in the program by Luke Tucker an Austin, Texas-based entrepreneur who is passionate about helping construction subcontractors solve their problems. “Turner has enabled me to have conversations that might have taken weeks or months for me to line up on my own,” said Luke. “Turner can line these conversations up quickly which really accelerates the path to learning.”

## ENGINEERING SUCCESS

Luke, Adam, and future visionaries will work from within to explore how technology can help alleviate issues across the project life cycle from the earliest planning stages through project close-out and beyond. Born of frustration but guided by transformation, the ultimate goal of the EIR program is to become a foundry for successful startups that deliver superior technological solutions and advance innovation in the built environment.

**For more information email [EIR@tcco.com](mailto:EIR@tcco.com)**

## Areas of opportunity being explored in the EIR Program include:



Supply chain / procurement



Workforce management



Design collaboration



Sustainability / ESG compliance



Jobsite productivity



Regulatory process automation



Financial platform + payments



Above: Entrepreneur-in-residence Luke Tucker shadows Turner Self Perform Manager Ruben Morales on a project in Miami, Florida.