

衡量服务可持续性的重要指标之一。截至 2018 年年底，老转型 6 个地区计价用户的续费率超过 85%。谢谢。

Q1: For construction cost business, what's the revenue model difference when comparing License model and SaaS model?

A1: As the construction cost business is under SaaS transformation, the revenue model is also changing. In license model, the construction cost revenue mainly comes from new buyers and upgrade fee. In SaaS model, the construction cost revenue mainly comes from annual fee and value added services. Thus contract renewal rate is one of the key indicators for us to evaluate the SaaS business. By the end of 2018, the renewal rates of our pricing product in the six original regions exceeded 85%. Thank you

Q2、不同的工程项目间差异较大，数字施工业务是否需要针对每个项目提供不一样的产品？

答：每个工程项目虽然看似差异较大，但施工的关键都在于对人员、机器设备、物料、工艺工法等进行科学管理，以达到加快工程项目进度、节约施工成本、保证工程质量、安全施工并达到环境要求等目标。数字施工业务针对不同方面提供不同的产品及解决方案。在 2019 年 6 月，数字施工业务发布了数字项目管理（BIM+智慧工地）平台，该平台采用“平台+组件”的产品模式，用户可根据项目具体情况及需求购买不同的组件产品。我们希望这种模式可以更好的满足处于数字化转型不同阶段的施工企业需求。谢谢。

Q2: Does construction management business need to offer different products for different projects

considering different projects have so many differences?

A2: Differences do exist among different projects, but we focus on key elements of most construction projects, which are material management, labor management, etc. We aim to help our customers to quicken their process, reduce their cost, manage their quality and safety requirement. Our construction management business provides different products for different purposes. In June 2019, we released new project management platform (BIM construction + smart construction site) to offer products in the way of “platform + modules”, so that clients can buy different modules based on their different needs. We hope this can help us to meet the needs of construction enterprises with different digitalization levels. Thank you.

Q3、数字造价业务云转型完成后公司将如何提高营收？

答：随着数字造价业务云转型的完成，我们会推出不同的增值服务，比如算力、云存储空间等，用户可根据需要选购这些增值服务。但是现在工作的重点还在推进数字造价业务云转型的进程上。谢谢。

Q3: How will Glodon improve the construction cost revenue after the SaaS transformation has finished?

A3: After SaaS transformation has been finished, we will release more value-added services such as stronger computing power and more storage, etc. So that clients can buy different value added services based on their needs. But now we are still focusing on making sure the SaaS

	transformation can be finished successfully. Thank you.
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