



## **Autodesk to Acquire Pype** *Fact Sheet*

### **Company Overview**

- [Pype](#) is a provider of best-in-class software that automates critical construction workflows such as submittals and project closeout. Its suite of solutions leverages artificial intelligence and machine learning to automatically analyze and extract critical construction data such as project plans and specifications to be used throughout the project lifecycle, reducing tedious manual entry and human error that can lead to rework, cost overruns and schedule delays on projects.
- Headquartered in Herndon, VA and founded in 2015, Pype currently sells primarily in North America and its products are in English only
- Pype has more than 325 customers in North America, including 140 of the top ranked general contractor construction companies, as reported by Engineering-News Record, such as Barton Malow, JE Dunn, McCarthy, Mortenson and Skanska among others.

### **Company Co-Founders**

Sunil Dorairajan

Prior to founding Pype, Sunil spent more than 12 years working on residential and commercial construction projects valued up to a billion dollars and played a key role in several large projects from design to handover. Sunil has a Master of Science in Construction Management from Virginia Tech.

Karuna Ammireddy

With more than 15 years in the software industry, Karuna has built complex financial software systems and managed engineering teams across the world. Prior to founding Pype, Karuna was lead software engineer for Fannie Mae. He has also launched several successful real estate projects in India. Karuna has a Master of Business Administration from University of Maryland.

### **Strategic Rationale for the Acquisition of Pype**

Building on Autodesk's past acquisitions, the acquisition of Pype is motivated by our goal to connect people and data across the entire building lifecycle – from design through operations. Pype's technology bolsters Autodesk construction product offerings by automating critical project workflows, enabling our customers to increase productivity and decrease risk on their construction projects.

The strategic rationale for this acquisition includes:

- Enhances project management capabilities
  - Pype's products will strengthen Autodesk's current project management offerings with its best-in-class and widely adopted solutions for automating workflows such as submittals and project closeout
  - Pype's solutions use artificial intelligence and machine learning to extract and process data from project plans and specifications, delivering a high-level of accuracy for critical information used by construction teams with potentially hundreds of members on one project
- Product synergies across Pype and Autodesk Construction Cloud

- Pype's machine learning capabilities can be applied to multiple field and office workflows, supporting our goal of offering our customers an advanced construction project management platform
- Synergies with BuildingConnected can enable intelligent, faster and more accurate bidding by extracting data from drawings, extending BuildingConnected's position as a bid management platform of choice for general contractors and subcontractors
- Combination of construction industry expertise and strong R&D culture
  - Employees based in the US and India, majority within R&D
  - Extensive industry knowledge and technical capabilities of Pype founders will help drive Autodesk Construction Cloud growth initiatives

## **Products**

Following the acquisition, Autodesk plans to integrate Pype products with Autodesk Construction Cloud. Pype's product suite includes:

- AutoSpecs: Automates a highly manual process, using AI to quickly read and extract specs to generate submittal logs with a high level of accuracy
- Closeout: Accelerates the construction closeout process via an easy-to-use, centralized dashboard and automated document collection
- eBinder: Automatically converts hundreds of closeout documents into a fully indexed, hyperlinked and searchable turnover file
- SmartPlans: Extracts submittals, product schedules, and contract compliance requirements from drawings

## **Customer Case Studies**

Please find information about customers' success with Pype's product suite [here](#).

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