

# Justification Toolkit

*Build your business case in ten minutes.*

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Explorer ELEVATE 2026 is Explorer Software's annual user conference – three days of Eclipse-focused training, hands-on workshops, peer networking, and direct access to the product team behind the software your business runs on.

**September 28–30, 2026 • Hyatt Regency Coconut Point Resort & Spa, Naples, Florida.**

Use this toolkit to make a clear, numbers-backed case for attending. It has three parts: talking points you can use in conversation, a cost/benefit worksheet you can fill in and attach, and a copy-paste email template to send to your manager.

## Part 1 | ROI Talking Points

*Seven reasons ELEVATE pays for itself, written in the language your manager cares about:*

- **Unlock capacity you're already paying for.** Most teams use a fraction of Eclipse's capability. Expert-led sessions surface the modules, shortcuts, and workflows that eliminate duplicate entry, manual workarounds, and the "that's just how we've always done it" gaps costing hours every week.
- **Get free 1:1 consulting at the Discovery Center.** Dedicated face time with Explorer's product experts to solve your specific problems. The same access could run into thousands of dollars as a billable engagement – it's included in your ticket.
- **Shortcut onboarding for new hires and new roles.** Structured classroom learning and hands-on workshops replace weeks of trial-and-error, internal tribal knowledge, and support tickets. One attendee can train the rest of the team when they return.
- **Steal best practices from companies like yours.** Every hallway conversation is a free case study. Learn how peer Eclipse customers are handling the exact challenges you're working through – and skip the cost of figuring it out alone.
- **See what's next and plan around it.** Hear Explorer's product plans firsthand so you can align upcoming projects, budgets, and IT planning with where Eclipse is headed, and avoid committing to workarounds that could be phased out.
- **Get a market outlook from a top construction economist.** Keynote speaker Richard Branch – former Chief Economist at DODGE, with nearly 30 years of industry insight – delivers a forward look on construction market trends you can apply to bidding, hiring, and growth decisions for the year ahead.
- **Multiply the investment across the whole team.** Your registration makes company-wide impact. Attendees come home with session materials, notes, and a playbook to brief the rest of the team, for shared upskilling.

## Part 2 | Cost/Benefit Worksheet

Use the guidelines below to estimate your total investment, then fill in the right-hand column and attach to your approval request.

### Estimated Investment

Expense	Guideline	Your Estimate
<b>Conference Registration</b>	<p><b>Early Bird:</b> \$2,487 USD (through June 30, 2026)  <b>Regular:</b> \$2,987 USD (after June 30, 2026)  <i>Register at <a href="https://explorer-software.com/elevate">explorer-software.com/elevate</a></i></p>	\$
<b>Flight(s)</b>	<p>Fly into <b>Southwest Florida International Airport (RSW)</b>.            Check your preferred carrier for current round-trip fares from your home airport.</p>	\$
<b>Lodging</b>	<p>Hyatt Regency Coconut Point group rate: <b>\$279 USD/night</b> plus taxes and resort fees.            Book 2–3 nights depending on your arrival and departure.  <i>Book via the group link at <a href="https://explorer-software.com/elevate">explorer-software.com/elevate</a></i></p>	\$
<b>Ground Transportation (airport ↔ resort)</b>	<p>Approximately a <b>25-minute drive</b> from RSW to the resort.            Rideshare / taxi: <b>~\$55–75 USD one way</b>. Rental cars also available at the airport.  <i>Tip: costs can be shared when travelling with colleagues.</i></p>	\$
<b>Mileage Reimbursement (if driving)</b>	<p>Driving to the conference or to your departure airport? Multiply your round-trip distance by the applicable rate:  <b>United States:</b> 72.5 cents per mile (IRS 2026 standard business rate)  <b>Canada:</b> 73 cents per kilometre for the first 5,000 km; 67 cents/km after (CRA 2026 automobile allowance)</p>	\$
<b>Airport Parking</b>	<p>If you're flying and leaving your vehicle at your home airport, budget for long-term or economy lot rates multiplied by your number of travel days.</p>	\$
<b>Meals</b>	<p><b>Most meals during the conference are included in your ticket.</b> Budget only for travel-day meals (arrival and departure).  <b>Guideline:</b> ~\$80 USD per day for meals &amp; incidentals (based on the GSA FY2026 per-diem for the Naples area —</p>	\$

Expense	Guideline	Your Estimate
	roughly \$18 breakfast, \$20 lunch, \$37 dinner, \$5 incidentals). <i>Canadian attendees: apply current exchange rate and any foreign transaction fees.</i>	
<b>Incidentals</b>	Tips, checked baggage, in-flight WiFi, and similar extras. Typical allowance: <b>~\$25-50 USD.</b>	\$
<b>TOTAL ESTIMATED INVESTMENT</b>		\$

*All guideline amounts are shown in USD unless otherwise noted. Canadian attendees should apply the current exchange rate and factor in any foreign transaction fees.*

### The Return: What You'll Bring Back

*The investment above is straightforward. The return is harder to put a single number on – but it shows up in all the usual places:*

- Hours saved every week by adopting features and workflows your team isn't using today
- Consulting, support, and training fees avoided through 1:1 time in the Discovery Center
- Faster ramp-up for new Eclipse users – and fewer support tickets from existing ones
- Third-party tools and manual processes replaced by native Eclipse functionality
- Fewer errors, less rework, and cleaner reporting thanks to better-configured workflows
- Better planning decisions informed by Explorer's product enhancement and release announcements, and the construction market outlook
- A playbook you can share with the rest of the team

### What's Included in Your Ticket

- All Eclipse classroom learning, hands-on workshops, and the keynote address
- Access to the Discovery Center for 1:1 time with Explorer product experts
- Monday Welcome Reception and Tuesday Night Special Event (dinner, entertainment, open bar)
- Breakfast, lunch, snacks, and refreshments throughout the conference

# Part 3 | Manager Approval Email Template

Copy the email below, customize the bracketed sections, and send it to your manager. Bracketed grey text is a prompt – replace it with your own details.

## Suggested Subject Line

**Request to attend Explorer ELEVATE 2026 – Explorer’s Eclipse user conference**

## Email Body

Hi [Manager’s first name],

I’d like to attend ELEVATE 2026, Explorer Software’s annual user conference for Eclipse customers, taking place September 28–30, 2026 at the Hyatt Regency Coconut Point in Naples, Florida. I’ve put together a short business case below so you have everything you need to make a call.

### Why it matters for our team

Eclipse is central to how we [*describe what Eclipse supports – e.g., run projects, manage job costing, handle financial reporting*]. ELEVATE is the only event that brings Explorer’s product team, trainers, and Eclipse customers together in one place. It’s where I can cover more ground in three days than I could in three months of self-directed learning, and come back with specific, actionable improvements for our workflows.

### What I plan to bring back

- Targeted training on [*1–2 specific Eclipse areas tied to a current project or challenge*]
- Hands-on 1:1 time with Explorer product experts at the Discovery Center to work through [*specific issue we’re trying to solve*]
- Best practices from peer Eclipse customers at companies like ours
- An early look at Explorer’s product plans so we can plan around what’s coming
- A market outlook from keynote speaker Richard Branch (former Chief Economist at DODGE) to inform our [*bidding / forecasting / planning*] decisions
- A written summary and a short internal training session for the rest of the team when I return

### Estimated cost

- Conference registration (early bird, locked in before June 30): \$2,487 USD
- Hotel – [*#*] nights at the group rate of \$279/night + taxes: ~\$[*total*]
- Round-trip airfare to Southwest Florida International Airport (RSW): ~\$[*estimate*]
- Ground transportation and incidentals: ~\$[*estimate*]

**Total estimated investment: \$[*total*]**

(A detailed cost/benefit worksheet is attached for reference.)

### Coverage while I’m away

[*Brief plan – who will cover your key responsibilities, how urgent items will be handled, and how you’ll stay reachable if needed*]

## Next step

Early bird pricing ends **June 30, 2026**, so I'd like to confirm by [*your target decision date*] to lock in the lower rate and book flights before prices climb. Happy to walk through any of this in person — and I'll share everything I learn with the team when I'm back.

Thanks for considering this.

[Your name]

## Pro tips before you send

- Tie at least one session to a project or problem your manager is already thinking about. Specificity sells.
- Offer to present your top takeaways to the team after the conference. It turns your ticket into shared upskilling.
- Attach this Cost/Benefit Worksheet so your numbers are backed up.
- Send it early. Approval cycles take time — and early bird pricing expires June 30, 2026.

**Ready to register?**

[explorer-software.com/elevate](https://explorer-software.com/elevate)

*Questions? Email [elevate@explorer-software.com](mailto:elevate@explorer-software.com)*