

	Best Practices for Getting Started?	What's the Investment + ROI, Really?	Who Should Own the Solution?	What Does Integration / Standardization Look Like?
 Matt Robbins Superuser Allen Edwin Homes Additional insights in a 3-page case study here.	<p>It's a marathon. We spent one year setting up CAD and estimators</p> <p>Need 100% buy-in from everybody from the associate level to the owners.</p> <p>Also look at streamlining options – including some in base plans and removing others.</p>	<p>Jumped in for a 100% conversion of product. Took 1 year of planning and near the \$1 million mark. 3 years for full impact.</p> <p>70,000+ options; make changes in one place and everything is updated.</p> <p>Grew from 450 to 750 homes from 2014 to 2018, while reducing drafting and estimating staff from 6.5 to 3 people. Variance has gone down or flat-lined.</p>		<p>Standardization is going to vary by company. While we look at broader best practices but tend to focus on what is working best within our company.</p>
 Joe Buysse Integrator + Former Builder BIMaire	<p>CEO level down needs to understand WHY we are doing this and how it's going to add value and communicate that downstream.</p> <p>Need to understand the difficulties that are being faced between departments (architecture, purchasing, marketing, etc.) and the small things that could be changed to add incremental value.</p> <p>This insight allows you to determine the outputs you should be working toward.</p>	<p>[roughly] You could be looking at millions of dollars within a year's time or hundreds of thousands of dollars over a few years.</p> <p>The investment will vary. You need to do some pre-work to determine your goals before putting a price tag on it. How fast do you want to go? How many resources do you want to commit? How many departments and processes do you want to impact? How many departments and processes do you want to impact? How much do you want to invest before you see results?</p>	<p>The builder always owns the process. When you look at technology and production of assets, it varies based on their size. Resources, understanding of the technology and the speed at which the tech is changing need to be considered.</p> <p>Builders at less than 300 homes tend to look for a turnkey solution and outsource the back-office need. Builders above 300 take more of a driving role to create assets and may supplement with outside support.</p>	
 Tim Beckman Strategist + Integrator CG Visions	<p>Look at it as an opportunity to review the way you run your business and how technology can enable those processes.</p> <p>Assign a project manager to oversee the process but be sure to look at things from an interdisciplinary perspective and engage all of the key departments throughout the process.</p>	<p>It can be difficult to put a specific dollar value to some aspects of ROI. How do you value fewer change orders and plan errors?</p> <p>Trades want to work with builders who've implemented BIM because of the process. Builders are getting the A crews versus the C crews because they have established tech that makes working with them much easier.</p> <p>(attendee question) BIM models can absolutely be leveraged to make more strategic design decisions by testing cost impacts of adding or removing features from floor plans.</p>		<p>To date, it's been all or nothing in terms of the ability to share data. Too much data creates noise and you have to sift through to find the "diamonds" you need. There's a lot of opportunity to create efficiencies in the middle. Similar to open web protocols, Build Smart Alliance has been working on proper definitions along the IFC format. It's not perfect but provides an initial framework to collaborate around.</p>
 Gregg Renner Solution Provider MiTek	<p>Engaging across the disciplines of the business, even including the trades in the process, is key to ensure a successful outcome. Everyone needs to feel a sense of ownership right off the bat.</p> <p>Important for each piece of the BIM that is shared it should be outlined first. If you start with one plan and map out the data connections from there, you can find and solve for a lot of the disconnects and ensure that the solution is effective before expanding to other plans.</p>	<p>By mapping data connection points, it is easier to see where efficiencies and ROI are gained in a builder's processes.</p>	<p>The builder owns the overall system, Ownership depends on contribution. Large builder with an enterprise solution may have a lot of resources in house. At the other end of the spectrum, smaller builders may rely on outside support.</p>	<p>(see Best Practices)</p>
 Sundar Chorchelvan + Doug Harmon Tech Guru + Provider 5D BIM YTWO Formative	<p>Communication between stakeholders is critical—a plan is needed. (Sundar)</p>	<p>A BIM implementation has a broad impact on overall building and operational processes. You may start by focusing on changes to an estimating process that give you insights to rethink the way you procure materials.</p> <p>We see impact across the company from better processes and communication. (Doug)</p>	<p>Ownership from the builder is definitely key in the process. BIM solutions aren't just software, they look to help you refine processes over time. So, it's key for builders to do that to get the full benefit.</p> <p>I also agree with Joe on the difference in size of builder really driving roles and ownership. (Doug)</p>	<p>We can bring in models from other programs and leverage 50-60% of the data—adding additional construction attributes directly in our system.</p> <p>There is definitely room for file formats that could speak more effectively to each other.</p> <p>Issues have been reduced in the last five years, because of the change in file formats.</p>