

CUSTOMER SUCCESS STORY

Martin Gardner Architecture Adopts Revit As a Platform for Workplace Efficiency



The Organization

Martin Gardner Architecture has offices in Marion and Strawberry Point, Iowa. For over 30 years, the firm has helped clients create buildings and spaces that are important landmarks in Cedar Rapids, Iowa City, Waterloo, Dubuque, and Northeastern Iowa. Martin Gardner Architecture’s mission is to design sustainable building solutions that meet clients’ budgets, add value to the community, and exceed expectations. Team members act as guides, consultants, and advocates throughout the visioning, planning, and building stages of client projects.



Supporting a Growing Firm Through New Technology and Tools

Thanks to its quality work, Martin Gardner Architecture experienced significant growth in recent years. As the firm’s staff increased, the team decided that it was a good time to update the technology platform. “Internally, we are driven to stay current and to deliver the best product possible to clients,” said Mike Tucker, Project Manager. “Since the team tripled in size, we thought we should make the jump to Autodesk® Revit®.”



The firm had an established relationship with IMAGINiT Technologies. Although other vendors could conduct Revit implementations, the team was impressed with IMAGINiT’s proposal which included an initial discovery process, system implementation, content development, and employee training. Martin Gardner Architecture decided to move forward with the project which included Revit and Autodesk® A360 Collaboration for Revit®.

Clarifying Project Requirements With Upfront Discovery

The first phase of the project focused on identifying the firm’s requirements for the implementation. The IMAGINiT team used its TakeAIM methodology to structure a series of discussions with key individuals at Martin Gardner Architecture. These conversations were valuable for several reasons.

“Revit is a different way of working than AutoCAD and it’s not a transition that should be taken lightly. Firms need to understand what Revit is and what the processes look like,” said Justin Hoff, SDA, Office Manager. “The TakeAIM part of the project really helped us understand upfront what is involved. It answered a lot of questions we had and put concerns to rest. It also helped the core team members get on the same page, so they could sell the project to the rest of the firm.”

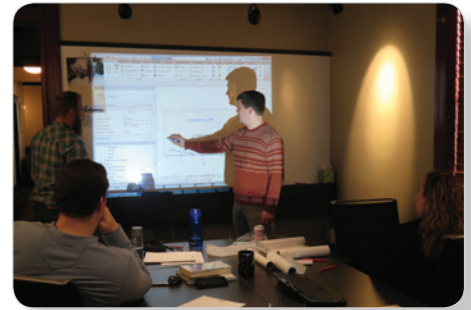
During the discovery process, the team debated whether to adopt Collaboration for Revit or to use their own servers. After the discussions, they settled on Collaboration for Revit to support work sharing between Martin Gardner Architectures’ two offices, as well as with external partners.



Great Training Equals Team Enthusiasm and Excitement

The implementation of Revit and Collaboration for Revit went smoothly. Once that was done, the IMAGINiT team focused on training Martin Gardner Architecture staff members on the tools. Everyone participated in four days of basic training. This format worked well and served as a team-building activity, since employees interacted with each other and helped answer questions from their peers.

“At first, we were a little worried that not everyone would want to switch to Revit. But, the training was really engaging. Everyone left feeling excited about the new solution and thought it was awesome,” said Tucker. The team could see that creating models in Revit would be easier, more intuitive, and faster than using AutoCAD. In addition, Revit provides a “one stop shop” for many different tools, including energy analyses, structural analyses, and detailed data with every component.



The Stage is Set for Greater Efficiency and New Business Opportunities

Martin Gardner Architecture has recently completed its first projects in Revit. The team is pleased with the results and is looking forward to using the tools on larger projects. “Revit generates more intuitive drawings and models. When clients look at the model, they are more engaged,” said Hoff.




In addition, the firm expects that Revit and Collaboration for Revit will help them generate higher quality deliverables. “In the long run, Revit will enable us to be more consistent firmwide. The templates developed by IMAGINiT give our documents a uniform look from project to project,” Tucker noted. The tools also are helping the team work more efficiently. Tucker has found that Collaboration for Revit is very convenient. He and other employees can access the system and do work wherever they need to.

On the business development front, Martin Gardner Architecture expects that Revit will make the RFP response process faster and easier. Although the firm’s business is already quite diverse, the team is interested in potentially expanding into new markets. “Buildings in sectors like healthcare tend to be complex. Revit has the advanced capabilities needed to create designs for that industry,” Hoff observed. “With AutoCAD, the end product is somewhat limited. Thanks to Revit and IMAGINiT, we feel like we’re entering the modern era.”

About IMAGINiT Technologies

IMAGINiT Technologies, a Rand Worldwide Company, is a leading provider of enterprise solutions to the engineering community, including the building, manufacturing, civil and mapping industries. With over 25 years of experience, and over 40 offices throughout North America, we provide the expertise, training and support to help companies realize the full power of design technology, maximize ROI and gain competitive advantage.



 info@rand.com  800.356.9050  www.imaginit.com



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