

**SUCCESS STORY**

# CSArch: dRofus helps drive standardization in a midsize architecture firm

CSArch is a widely recognized design firm in the state of New York, providing architecture, engineering and construction management services. With in-house expertise in every aspect of project delivery, they were looking for a solution to help them improve communication between Project Managers, Project Teams and Clients to better manage project programs, design requirements, and scope.

Volker Husel, AIA, a Senior Associate and BIM Manager at CSArch, was given the task of finding the right software to bridge these gaps in their current workflow. Their use of Excel and Revit wasn't letting them fully leverage their market-based knowledge to efficiently record and share project requirements with their teams. **"We initially looked into dRofus to find a tool to help us communicate program and scope. We had no good way to discover changes or problems until the owner walked through the building."**

## Passing the Litmus Test

CSArch was convinced dRofus was the right solution, so Volker enacted his unique approach to rolling out new software. While many will immediately pilot software on a project, they select a project and run it in a test environment parallel to the project's development where he tests workflows and documents them. **"Whenever you present a new software to a team, you want to eliminate the 'this doesn't work' mentality. This approach allows me to say with confidence that it does and show them how."**

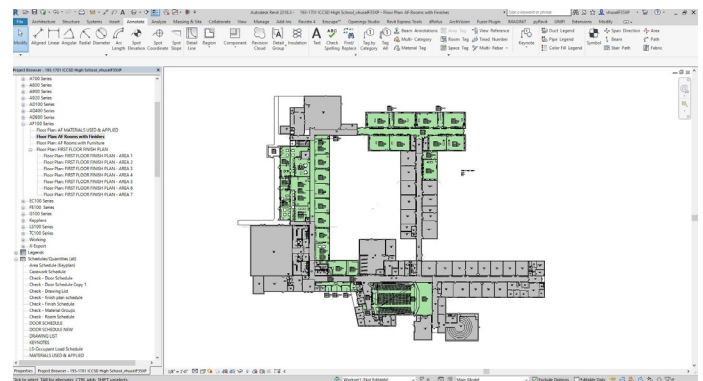
## dRofus Exceeds Expectations

The initial plan was to use dRofus to help manage project programs, but they quickly realized other benefits within the software. **"dRofus has changed everything about what BIM has meant to our staff... project leaders are back in control of their projects."** The connection to Revit opened "a whole new way of doing things." Along with benefiting from the core features of dRofus' Revit integration, they started exploring innovative ways to leverage the data such as running occupancy calculations using dRofus and Dynamo scripts. PM's and Project Architects input occupancy requirements directly into dRofus, which are quickly visualized and validated against



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AIA, a Senior Associate and BIM Manager  
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designs inside Revit.

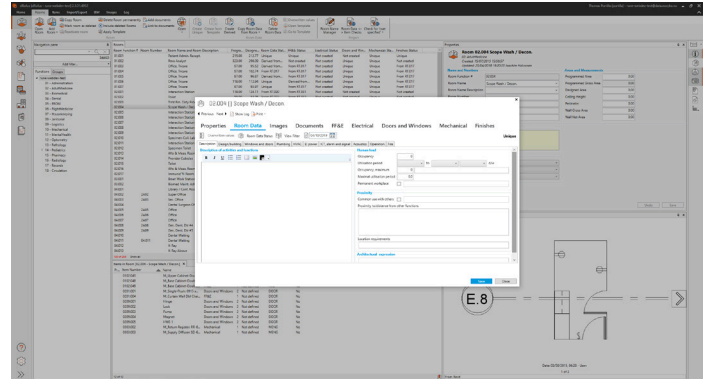
Another pleasant surprise was how quickly their Interior Design staff took to dRofus for managing everything from interior finishes to furniture specifications and procurement. **“Our Interior Designers went from spending large amounts of time managing furniture in Excel to using dRofus to assign items to rooms, attach products, and run reports.”** The Interior Design team was his easiest group to sell since their process is inherently time-consuming. The ROI has been huge – **“What took days to create now takes minutes.”**



## University at Albany, SUNY Sees Value

Adoption and development of company standards have been organic. As they learn new features or ways to gain efficiency in their workflows, Volker works with office leaders to integrate what they've learned into their Office Standards dRofus database. From room templates based on school design guidelines to interior finishes best practices and customized reports, their company standards continue to evolve, establishing a starting point for new projects.

The benefits of this standardization was realized when they exceed the University at Albany, SUNY, expectations for delivering Room Data



Sheets. Using dRofus to standardize their design requirements, they were able to deliver Room Data Sheets for 500 rooms in a fraction of the time it used to take. Not only were they able to save time producing the report in dRofus, but their client's feedback was that **“it was unbelievable that a consultant provided such comprehensive information.”**

## What's Next

CSArch plans on continuing to explore new ways to integrate dRofus into other aspects of their project delivery with an eye on streamlining through data. Plans include using dRofus to help manage schematic design narratives; integration with their Revit content management platform; and providing value-added services to their clients through “data deliverables” for improved handover for facility and asset management.

What does Volker love most about dRofus? **“Pushing data around is fascinating to me. I can do anything with it. The flexibility to use data as needed in dRofus is what excites me.”**



## About dRofus

The leading planning and data management solution for the global building industry. dRofus is a unique planning, data management and BIM collaboration tool that provides all stakeholders with comprehensive workflow support and access to building information throughout the building lifecycle. We are committed to Open BIM and as part of the Nemetschek Group, our aim is to deliver the best possible, most innovative and most successful AECO software solutions.

dRofus AS | Rådhusgt 17, 0158 Oslo, Norway  
Phone: +1.800.541.4890 | info@dروفوس.com | www.dروفوس.com | twitter: @dروفوس