

## CUSTOMER SUCCESS STORY

# MAAMECH Adds In-House Design Expertise with IMAGINiT and BIM Technology



### The Organization

[MAAMECH](#) has over 100 years of HVAC management experience. The company, which is headquartered in Hunt Valley, Maryland has additional offices in Virginia, Texas, and Florida. When Rich Naldrett, Director of Design and Engineering, joined MAAMECH in April 2014, the company leaders had a vision to offer comprehensive design-build services to building owners.

Conventional contracting approaches often pit design consultants against contractors, resulting in disconnects between systems design, constructability, and project costs. In addition, communication breakdowns cost owners and projects valuable time and money. By developing in-house design capability, MAAMECH could offer clients a single point of accountability for projects.



### Expanding into Design-Build Services

As a first step in its journey to offering design-build services, MAAMECH used contract designers. This solution wasn't ideal, however, since clients wanted all project functions under one umbrella. Another issue was that the contract designers had more autonomy than MAAMECH wanted. The next logical step was for the company to bring the design function fully in-house.

To support the new design team, MAAMECH needed to implement a BIM based platform. The company issued an RFP and solicited bids from different vendors. Autodesk® Building Design Suite, which includes Autodesk® Revit® MEP and Autodesk® Navisworks®, seemed like the best technology alternative, since MAAMECH's architect clients were already using the platform.

Although the vendors were close on price, IMAGINiT Technologies' proposal for Autodesk Building Design Suite was the clear choice for MAAMECH. "The tie breaker was the personal relationships that IMAGINiT brought to the table," said Naldrett. Jason Bandish, IMAGINiT Technologies' Account Executive, paid close attention to detail and was highly responsive to the company's questions. In addition, IMAGINiT Technologies had a specialist—Nick Bowley—with experience in the HVAC industry.

### Implementing Autodesk Building Design Suite and Getting Up to Speed

Implementation of Autodesk Building Design Suite, Revit MEP, and Navisworks at MAAMECH went smoothly. The team participated in training both on-site, as well as at the IMAGINiT offices. One of IMAGINiT's differentiators was its "over the shoulder" education. When Nick visited MAAMECH's offices, he helped team members with challenges ranging from simple to more complex. He offered assistance with schedule-making, content creation, and developed both Autodesk® AutoCAD® and Revit templates. Over the shoulder Navisworks training has helped improve coordination and allowed the team to leverage another Autodesk tool at their disposal.

"We have a lot of diversity in skill levels on our team. Some people are very advanced, while others are still coming up to speed. When Nick is on-site, our staff's capabilities grow exponentially," said Naldrett. In addition to face-to-face training, MAAMECH takes advantage of IMAGINiT's eLearning portal—ProductivityNOW—which helps employees find answers to questions quickly.

## Reaping the Benefits of a Productive Design Team

Thanks to its in-house design team, MAAMECH has streamlined service to clients. By offering design-build services, the company has compressed project schedules by around six months. Looking ahead, MAAMECH is looking to streamline their fabrication and installation process with the implementation of Autodesk Fabrication solutions. This will help them more effectively design, fabricate and install HVAC systems as the platforms are interoperable.

“Between 2015 and 2016, we expect to double our productivity. Customers are excited and we are winning design-build business from repeat and new clients,” said Naldrett. “If you are considering working with IMAGINiT Technologies, I’d say ‘go for it.’ We’ve experienced no pitfalls—it’s been a great relationship.”

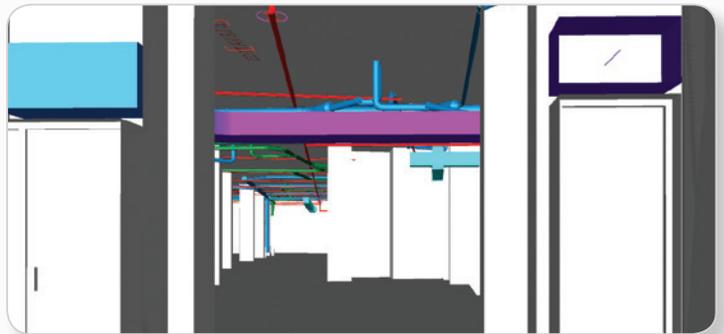
### Project Spotlight: 700 Pennsylvania Avenue

The 700 Pennsylvania Avenue project is a 6-story concrete building with 4 components.

1. Two level parking garage.
2. 8th Street Residential
3. Plaza Residential
4. Office

The three occupiable components are connected via the parking structure. The building is multi-use as there are 128 dwelling units, office space, retail space and amenity areas.

The HVAC system is a condenser water loop to individually zoned water source heat pumps. MAAMECH engineering is using Revit and Navisworks to lead the coordination team with the virtual construction and BIM management. MAAMECH is modeling the engineers mechanical and plumbing design and merging with the electrical and sprinkler construction. The clash detection software enables the construction team to identify and correct coordination issues ahead of the physical construction and installation of the work.



### 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.



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