

CUSTOMER SUCCESS STORY

Page Interworks Adopts BIM Processes and Expands Capabilities



The Organization

[Page Interworks](#) offers high quality mechanical, electrical, and plumbing engineering services to clients in 49 states, as well as internationally. The company's customer base includes architectural firms, corporations, and individual clients with projects ranging from small commercial to large industrial facilities. Page Interworks' engineers and designers approach every project with a team mentality, enabling a structure that ensures the best possible service for the client and an engineering design that meets their needs. The firm is committed to designing projects on time, with integrity, imagination, precision, and enthusiasm.



Expanding the Firm's Toolbox With Autodesk Revit

Since Page Interworks began in 1994, the firm used Autodesk® AutoCAD® for designing MEP and fire protection systems. Although many clients still use 2D AutoCAD, more and more customers are adopting BIM processes and technology for projects. "When clients came to us with BIM projects, we had to turn them away. We realized that it if wasn't easy for clients to work with us, they would move to a different MEP firm and we could potentially lose their business permanently," said Carl Page, owner of Page Interworks.

In response, Page Interworks reached out to its partners in the architecture sector to learn what tools they were using for BIM. Most were using Autodesk® Revit®, so that seemed like a natural fit for Page Interworks. "Before we could take on BIM work, we knew we had to proactively implement Revit and get employees trained on it," said Page. Given the diverse nature of its client base, Page Interworks decided to restructure its organization using a hybrid approach, with one group skilled with Revit and another focused on AutoCAD.

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—Carl Page, Page Interworks

Adopting Revit with a Turnkey Solution

Since the firm already had an established relationship with IMAGINiT Technologies, Page Interworks contacted them to discuss implementing Revit, developing templates and other content, as well as training employees on the new solution. "We could have done the Revit implementation in-house, but that would have taken significant time away from revenue generating projects for customers. Instead, we opted for a turnkey solution from IMAGINiT," said Page.

The implementation went smoothly and the team appreciated IMAGINiT's knowledge and expertise. "If you are new to Revit, you don't know what questions to ask about



content. We leaned on IMAGINiT for guidance about what we needed to get started and we had faith they would take care us, based on our relationship with them,” Page noted. The IMAGINiT team paid close attention to capturing what would be needed in Page Interworks’ Revit template.

The training was well received. The employees felt the courses and workbooks were well thought out and organized. According to Page, one of the firm’s biggest concerns was that employees with CAD skills wouldn’t be able to work on Revit projects since the workflows are different. They have been pleased to discover, however, that this isn’t the case. In fact, Revit has revealed new talents in the team.

Expanding Client Relationships

Now that Page Interworks is proficient with Revit, the firm has been able to expand relationships with existing clients. “Revit is another tool for us to put in our bag,” said Page. In fact, some clients that had been doing MEP Revit work in-house have now outsourced those projects to Page Interworks.

Revit has promoted better project coordination on more complex projects. More discussions and crossover occurs between disciplines earlier in the design phase than with the typical 2D design process. This more interactive and earlier design coordination results in saved time and money for the firm.

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About IMAGINiT Technologies

IMAGINiT Technologies, a Rand Worldwide Company, is the world’s largest provider of enterprise solutions to the engineering community, including the building, manufacturing, civil and mapping industries. With over 25 years of experience, and 45 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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