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COVINGTON HENDRIX ANDERSON ARCHITECTS GAINS COMPETITIVE ADVANTAGE WITH BUILDING INFORMATION MODELING

Training and perseverance pay off when firm adopts Revit® Architecture.

THE ORGANIZATION

Covington Hendrix Anderson works on both commercial and residential projects in the Virginia Beach area. They provide owners, developers, and contractors with architectural solutions for new and existing building sites and have over 50 years of collective experience in design and construction documentation production. Their experience spans retail, single and multi-story offices, university dormitories, manufacturing facilities, warehouses, daycare centers, restaurants, libraries, shopping centers, and many residential projects.

THE CHALLENGE

Firm principals, Jon Covington, Chris Hendrix, and Wayne Anderson, have always been leaders in adopting new technologies to ensure a competitive edge. They considered making the move to 3D computer modeling as the next step for the firm, because they wanted to maintain their industry lead through design excellence.

“We felt the time was right to make the move to building information modeling,” said Covington. “We knew the potential benefits and it was just a matter of taking the leap. One of our architects attended a Revit Test Drive event hosted by Avatech Solutions and came back impressed, suggesting that Revit Architecture was at the right stage of development for us to consider making the move.”

After obtaining quotations from technology consulting firms, Covington turned to Avatech to implement Revit Architecture and train the firm’s architects and technicians to become familiar with the new software and workflow process.

THE SOLUTION

With their investment in new technology, the firm made a commitment to using it to its full potential, and not reverting to the lines, arcs, and circles of the older technology just because the new way to work would initially be more difficult. Resolved to start well, they closed the firm down for a week so that all employees could be trained. They attended product training at Avatech’s facilities, which familiarized them with the basic Revit functionality and introduced them to the free online libraries which provide them with the majority of their support today. However, when they returned to their production environment, specific details of real-world projects proved to be major challenges and staff productivity slowed to a crawl. But there was no going back.



“The benefits of working with the 3D parametric information model in Revit are paramount. Avatech helped us when we needed to improve training by sending a Revit expert to our offices for custom, over the shoulder training. Avatech’s expertise and our persistence are beginning to pay off with better coordinated designs and increased customer satisfaction through the available 3D capabilities.”

— Jon W. Covington, Architect
 Covington Hendrix Anderson Architects
www.covingtonhendrix.com



“We could not easily translate what we learned in the classroom to our own projects,” said Covington. “We needed help with real projects, so we went back to Avatech. They provided us with a Revit Architecture applications expert who helped create the roadmap and manage the successful implementation of the Revit technology and BIM process on a project basis.”

According to Covington, this project-specific training and the will to persist on the part of their employees made all the difference. Today, all projects are started in Revit and the firm is seeing some real benefits.

SIGNIFICANT REWARDS

Improving Profitability

While Covington Hendrix Anderson has no expansion plans, the firm is seeing solid growth in the amount of work they can complete with the same resources. This translates into more top-line revenue with the same cost structure, leading to a more profitable business. Firm designers also believe that by taking advantage of 3D modeling over the long run, they gain a competitive advantage by providing clients with renderings earlier on for their marketing purposes, in addition to better more accurate and creative designs.

Reducing Time to Design While Increasing Quality

“Now with Revit we can go from schematics to 3D renderings in all angles and views rapidly and far more accurately than before when we needed to use 3 different programs,” says Covington. This allows the firm to be able to show clients detailed renderings far earlier in the process, allowing for the client to provide valuable feedback prior to construction; which is a huge time and cost saving benefit.

ABOUT AVATECH

Avatech Solutions is a leading engineering systems integrator, with unique solutions that enable companies to more effectively design, develop, and manage projects, products, and facilities.

We get results with the unique capabilities of our team of industry-experienced professionals—application engineers, consultants and strategists, trainers, software developers, and project managers.

With offices nationwide, we specialize in process optimization, software implementation and integration, standards development and deployment, education, and technical support.

Our expertise is real. And so are the results that we bring to our clients. Avatech can help you succeed, with solutions that align your technology and processes to your organization's goals—for results the way you define them.

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Gaining Acceptance for Projects

One of the most exciting projects the firm has created in Revit is a luxury, multi-building and multi-story condominium complex on a piece of property that was governed by strict building regulations set forth by the city. The owner had a vision for the area that was outside the city's design parameters. “Our client wanted to show the city that his vision would enhance the area; so from a generic footprint we created 3D views and renderings which the client could present to the City and obtain their building permits,” explains Covington. “While we know the Council will make some changes to the design, we believe they will be excited by what they see.”

Opening New Doors for Clients

Today Covington Hendrix Anderson Architects doesn't just provide drawings to clients. They provide customers with a database of building information which they can then use to create their facility lifecycle management processes including facility management, energy management, space allocation, and building maintenance. “More and more of our clients will come to expect these benefits and may actually require a building information model for all projects, and we will be way ahead of them on that count,” says Covington.

THE FUTURE

“Making the move to BIM requires a commitment to facing change,” added Covington. “Having a partner like Avatech who helped us understand and overcome the challenges that were necessary to our success was crucial. Now we are in the position of being market leaders in technology and process and our projects can only get better and better.”



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