

avatech solutions
building design
facilities management
infrastructure design
product lifecycle management
mechanical design



“I consider my investment in technology and training from Avatech money well spent. With Autodesk Civil 3D and six days of pure custom training, Site Technologies has been able to take on more work while providing higher quality service to customers who we were going to have to turn away. Work efficiencies and productivity have increased dramatically”

—Tim Stall, President
Site Technologies, Inc.



AVATECH
SOLUTIONS®

SITE TECHNOLOGIES SHIFTS INTO THE FAST LANE WITH AVATECH SOLUTIONS

Roadway design firm takes on more, produces better solutions.

THE ORGANIZATION

Licensed in North Carolina, Site Technologies provides professional landscape architecture and land planning services to municipalities, institutions, and businesses. Services include site planning to meet a range of customer requirements, from preliminary land use analysis reports to construction plans, specifications, and contract administration for site improvement projects.

THE CHALLENGE

Site Technologies' entrepreneurial president, Tim Stall was turning away clients due to workload, picking and choosing work from a list longer than what his company could possibly service. “I had reached the point where I was as busy as I could be,” said Stall, “I like working on my own and don't want to hire associates, because I can work on my own schedule.” Highly sought after, Stall needed to work more efficiently to supply clients with his innovative roadway designs. One of the challenges that Stall faced was how to automate manual number crunching. He was also looking for a replacement to the Eagle Point software solution he had been using for years.

THE SOLUTION

While browsing the Avatech web site, Stall saw and then attended a Civil 3D test drive, where he met his local Avatech Client Manager, Tim Castle. Stall purchased Autodesk® Civil 3D and six days of custom, over-the-shoulder training that occurred over a period of 2 to 3 months. He has not looked back.

“Now I can do far better work in less time, thanks to Avatech and their training, which has allowed me to fast track by using client projects with Civil 3D, which is a powerful and sophisticated design tool,” said Stall. “For example, the old engineering method for roadway alignments meant I had to manually crunch the numbers then apply what was learned from them to tweak and modify the design. Now I'm able to spend less time on the design because the software automates so much of that process.” In the past, Stall found that he might not take all the necessary time to engineer the best possible solution because he was spending so much time on calculations and rework. Now he feels confident that he can provide cost-effective, elegant solutions—on time and on budget.

“Avatech's technical expert sat down with me and my files and looked at what I really needed to run my business better,” said Stall. “Because I've been working one-on-one with him, he's been able to help me to set up styles in Civil 3D, making it a lot easier to hit the ground running when a new project comes in the door.”

SIGNIFICANT REWARDS

Faster, Better, Cheaper

“They say that you can be fast and good, but only at a price,” said Stall. “I can achieve it all now, thanks to Avatech. The surfaces and roadway design portion of Civil 3D has the precise tools I need. Increasing efficiency enables me to produce more work—the only way to increase my bottom line while remaining competitive in terms of rates.”

Quality Improvement

“The benefit of working in 3D is that I can actually see how the project will look as built and can fine tune a design early on so it will work better on the ground,” said Stall. This provides a much better end project for the owner, and Stall can do it in far less time than he was able to performing engineering calculations by hand.

Bottom line Increases

“I like to be really transparent with my customers, and charge by the linear foot,” explains Stall. “Using Civil 3D, I’m turning out the same amount of work in less time—increasing my bottom line by taking on more work without raising fees. I had a client call me a few of weeks ago, and prior to working with Avatech and Civil 3D I would have had to turn him down. This time, I was able to accept the contract so the cost of Avatech’s expertise has paid for itself quickly.”

THE FUTURE

Avatech will continue to provide Site Technologies with expertise, guidance, and professional services to ensure the company grows while providing clients with the best solution. “My plan is to service more and more clients,” says Stall. “I’ll be working closely with Avatech to make that vision a reality moving forward for the long term.”

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.



AVATECH
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Altogether Smarter Design.

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