





Project to Asset Information Handover & what clients really want (?)





- Introduction to GroupBC
- A little bit on who we work with...



Designers/Design Team



Contractors



Client / Asset Owner / Owner Operator

- What point have we reached in the BIM journey in our experience?
- Where are "End user clients" in this journey?
- What do we need to collectively do to realise the long term benefits for "end user clients?"
- Some examples of what we have achieved in partnership with our clients (who are end users!)







Where we work

from small project teams and joint ventures to large scale enterprises

delivering insight, control and information assurance across the complete project to asset lifecycle



AEC & Infrastructure



Energy & Utilities



Retail & Property









A Selection of our clients....

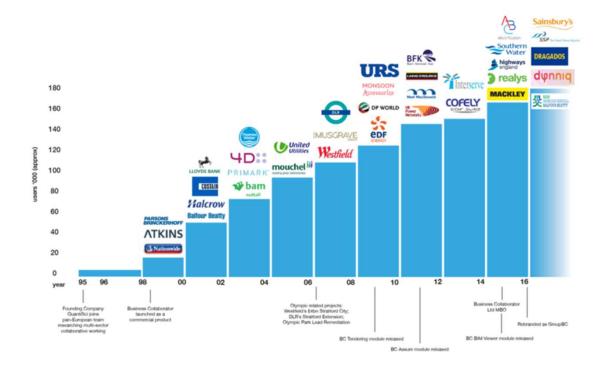








Product is used by over 19,000 different organisations across the supply chain....

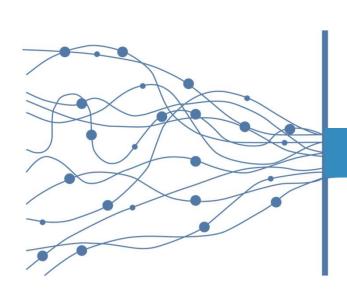








What do we really do....supporting Digital Transformation for over 20 years





Trusted Project & Asset Information

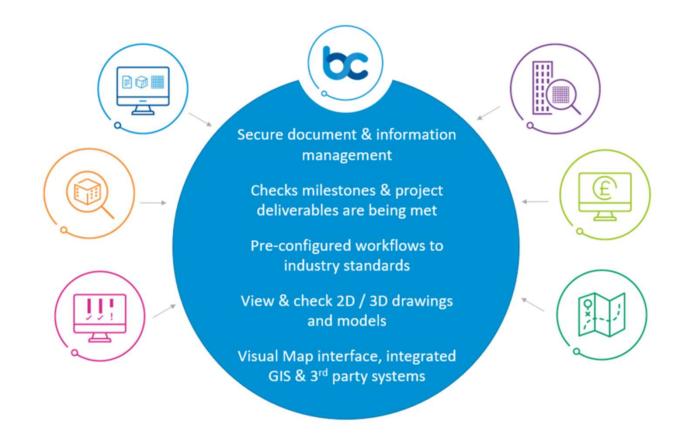
UNMANAGED WORLD

STRUCTURED WORLD















Project to Asset Information Handover & what clients really want (?)

- (?)because it is a question....not an answer!
- Is there a standard answer?
- What is a Typical client?
- Who does BIM immediately benefit? Will that change in time?
- As we are in a BIM Conference...... Does the focus on BIM help or hinder an Asset Owner?
- Are we pushing the benefits to the "end client" of BIM or are they pulling them?
- A client may ask for BIM but do they know what they want from it?
- Is BIM as important as other things they have going on?
- I am going to talk today about our broader experience and our clients experience

Hopefully you will pick up some value from our experience today and we are enthusiastic about continuing the debate!







Is a software Vendor qualified to be part of a discussion on this topic?

- Always a good question to ask!
- Yes!
 - Sharing experience there is no right or wrong answer
 - BIM is still an immature concept (in real terms)
 - Collaboration is key for clients to realise operational benefits of digital transformation
 - Collaboration is crucial for the evolution of the methodology as well as the clever technology
- We are sharing our Experience today;
 - As an organisation that works extensively with all parts of the supply chain
 - As individuals with professional experience
 - As a business with a "partnership" ethos
 - As a business who wants to see our clients realise the benefits of Digital Transformation







"delivery of the Level 2 BIM programme has enabled us to help secure 20% savings on CAPEX as recorded by Cabinet Office case studies against the 09/10 benchmarks" (HM Government, Digital Built Britain, Level 3 BIM – Strategic Planning)

"...it is at least likely for many organisations to be in the range 1:4:10–30. This means that the longterm cost of operating any built asset will significantly outweigh its original capital cost" (Delivering built asset operational excellence, 2017)

"notwithstanding the fact that respondents reported a lack of client demand as a barrier, almost 75% of the sample reported an increase in demand for BIM in Ireland" (Hore, A., McAuley, B. and West, R. (2017) BIM in Ireland 2017, BIM Innovation Capability Programme, CitA Ltd.)

'...the Thames House Refurbishment was fraught with difficulties. It was clear that dealing with the building industry was just as tricky as dealing with the KGB.' (Stella Rimmington, former Director General of MI5)







Common goals across retail, utility, infrastructure, property and private clients. All want to;

- Grow profitable new space
- Identify and Manage Risk
- Manage Large Programmes of work
- Deliver Assets on time and to budget
- Benefit from interactive and early warning reporting
- Know what they have and where they have it
- Access what they need from where they need it
- Meet their legal, regulatory & governance requirements (QA, Environmental, H&S etc)
- Reduce the cost of operation and maintenance
- Reduce the cost of procuring new assets
- Reduce the risk in delivering projects with high complexity







These are the kind of things we hear from across the supply chain when discussing new capital projects;

- Client doesn't know what they want (from Supply chain)
- We don't know what to ask for (from Client)
- Client just 'wants BIM' its not that simple
- BIM Engagement too late in Construction (or refurbishment) process
- Design team has been appointed on a standard scope then Client wishes to introduce BIM
- Standards & disciplines are not in place
- Design team attempt to revert back to 2D processes mid stream
- Lack of thought by the designers on model contents. The model is only as good as the information in it.
- We can't agree on who owns the model...
- We have a COBIE file and we don't know what to do with it...
- COST This BIM thing is new....I don't want to be paying for someone else's learning, I would rather stick with traditional approach..
- TIME Our clients won't allow for more time spent up front designing/ analysing and preparing







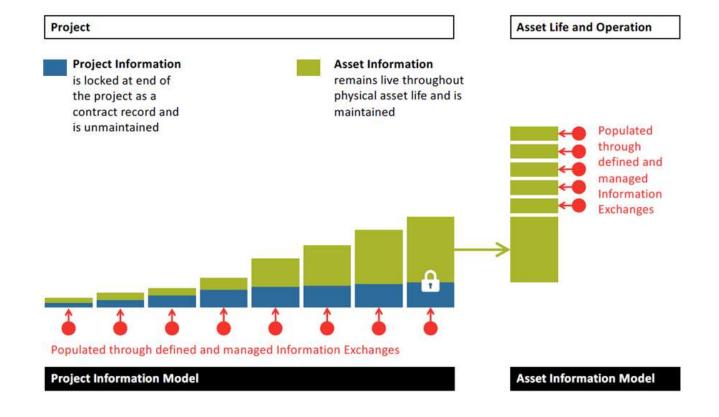
These are the kind of things we hear from across the supply chain in relation to managing existing assets;

- Don't have the budget for investment in property management (low cost is king)
- The benefits of changing approach are not clear versus what we are judged on day to day
- Generating so much information, we don't know where to store it let alone generate value from it
- So many different pieces of software and formats. No one can say how we will even access this in 5
 years let alone 15
- We do 2 new projects a year, 90% of our day to day is existing old assets that weren't created with BIM in mind..
- We outsource FM...and reserve the right to change our suppliers... how do we ensure long term compatibility when we effectively outsource the problem









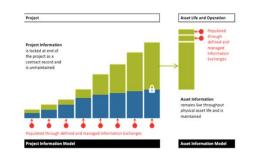








- An information model developed during the design and construction phase of a project PAS 1192-2:2013
- A maintained information model to manage, maintain and operate the asset PAS 1192-2:2013













These are all valid comments....and normal given the current maturity of BIM.....









And it can feel like we are in a race at times!

















How do we keep the discussion moving and keep clients on their digital transformation journey!

- Treat every client uniquely
- Workshop requirements and business drivers (listen and coach!)
- Configure each solution to a client's particular business requirements
- Pay attention to how long term engagement with system will evolve
 - Refurbishment
 - New build
 - Day to day maintenance
 - Equipment change / new technology
 - etc









How have our clients prepared themselves for success;

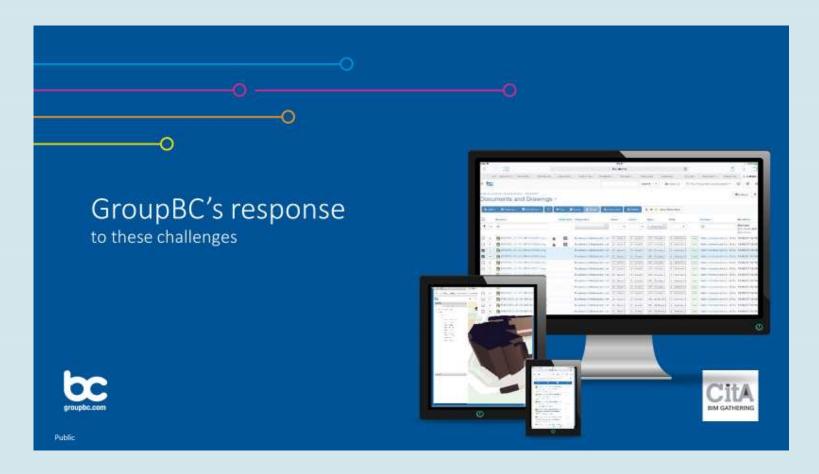


- Invested in a Digital Estate (or Asset Strategy)
- Identified or acquired skills, resources and knowledge to execute the strategy Subject matter experts in each field
- Structured, Managed and reviewed their Asset Information
- Engaged their supply chain and their customers
- Deployed a platform to support their Asset Management plan (yes, that is BC!)
- Identified where the long term benefits of a BIM approach benefit them (and when !)
- Developed their Employer's Information Requirements (EIR) and handover protocols accordingly (whether the project is classed as BIM compliant or not!)
- Made their BC implementations part of Business As Usual as well as special or new Capital projects. For any Asset owner, legacy is as important as shiny and new!







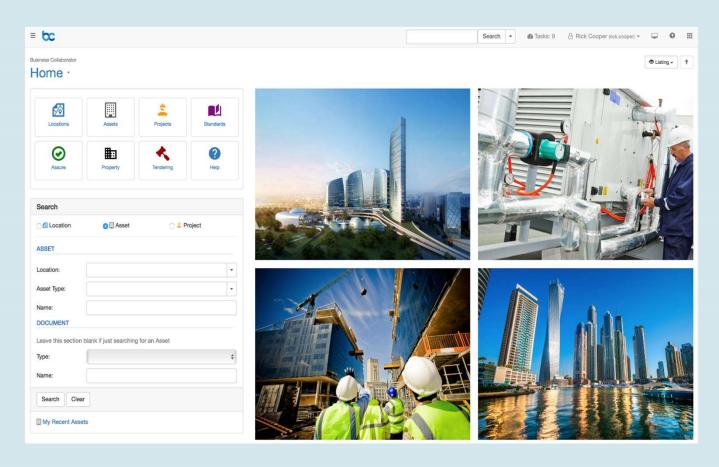








Enterprise Portal Access

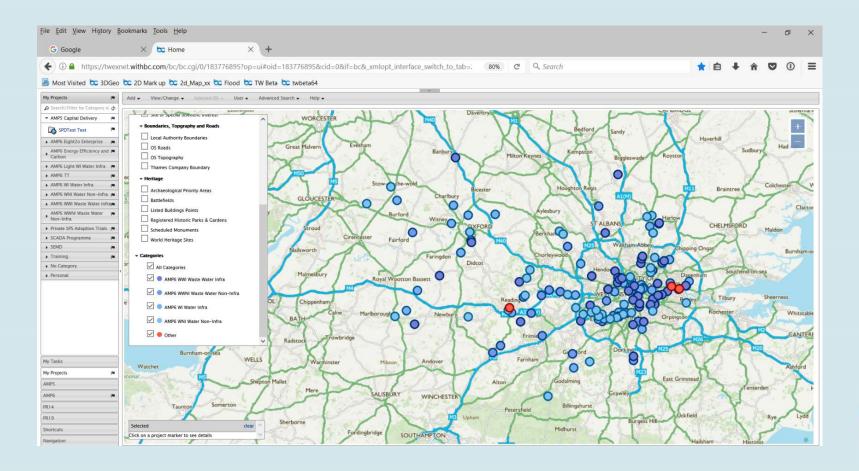








Where are my Assets and related Projects – Geo Locate everything!

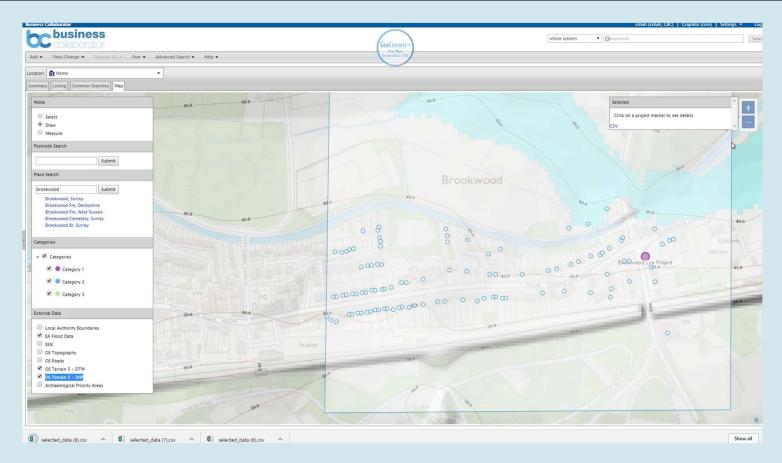








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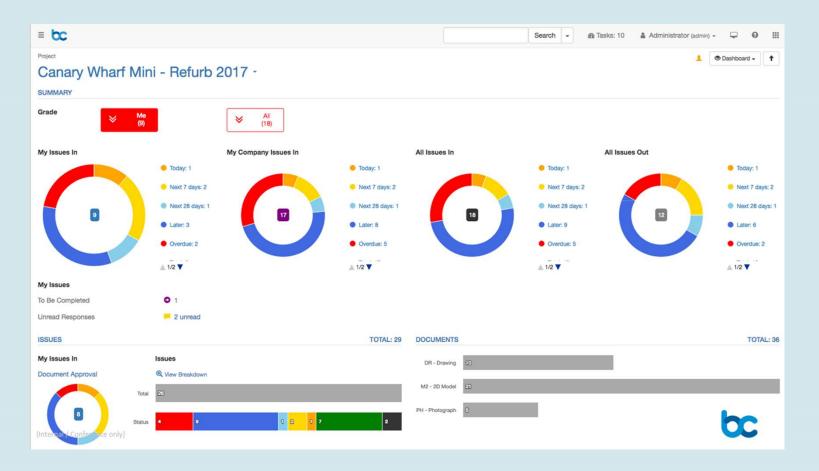








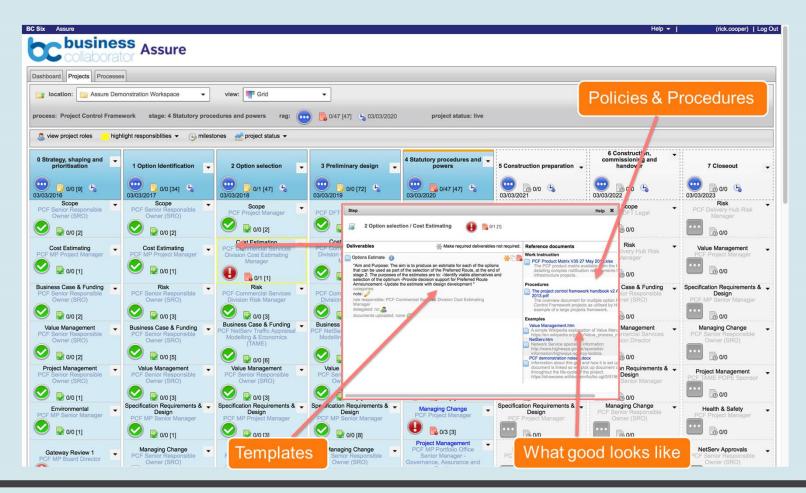










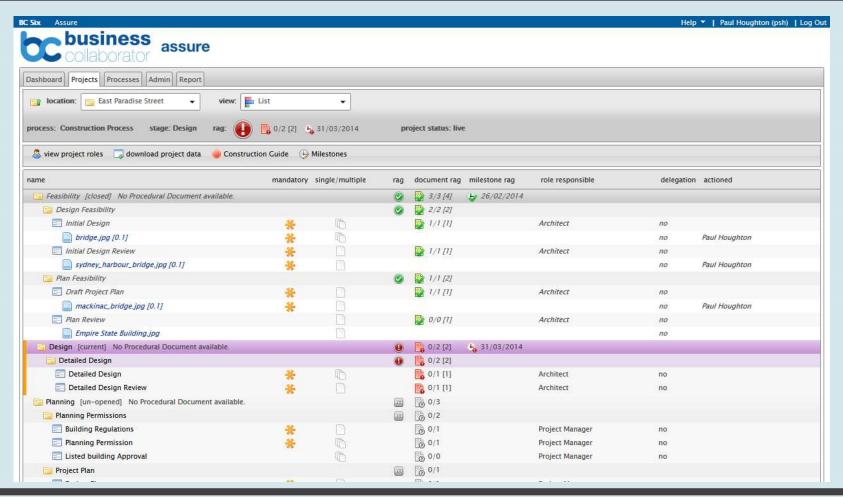




Clear deliverables management – Am I in possession of the latest of what I asked for?





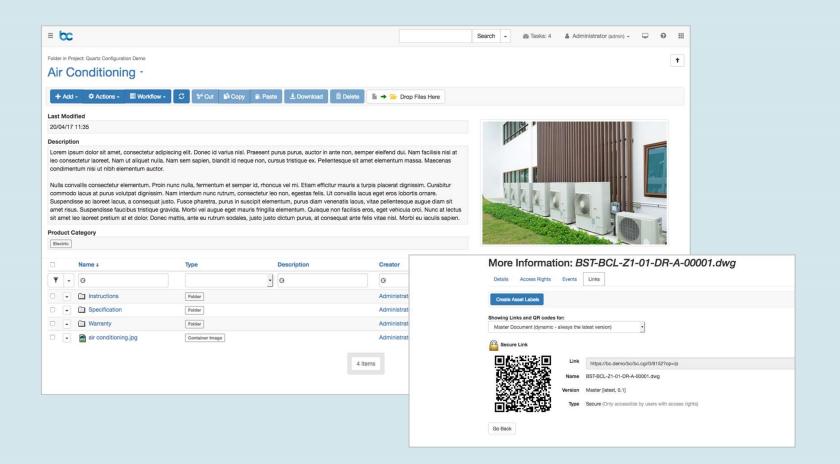












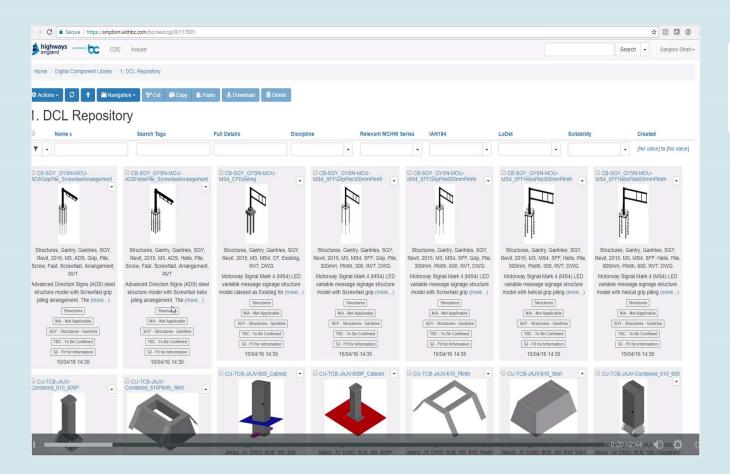


Knowing what you have and where you have it!

Object Library for Assets







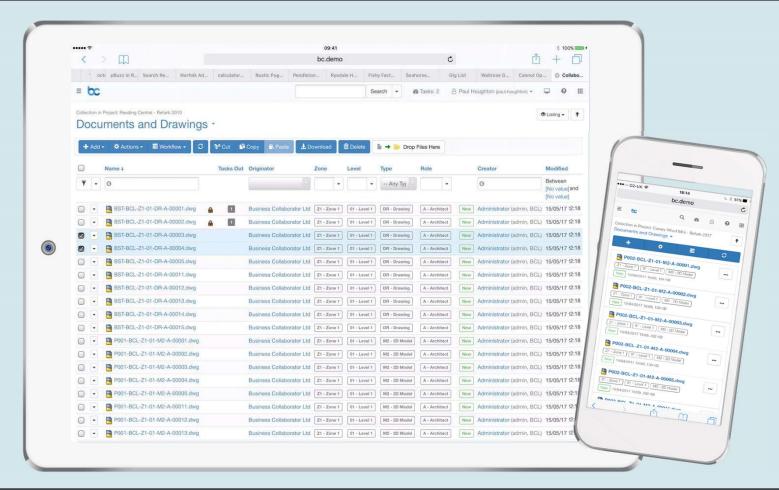










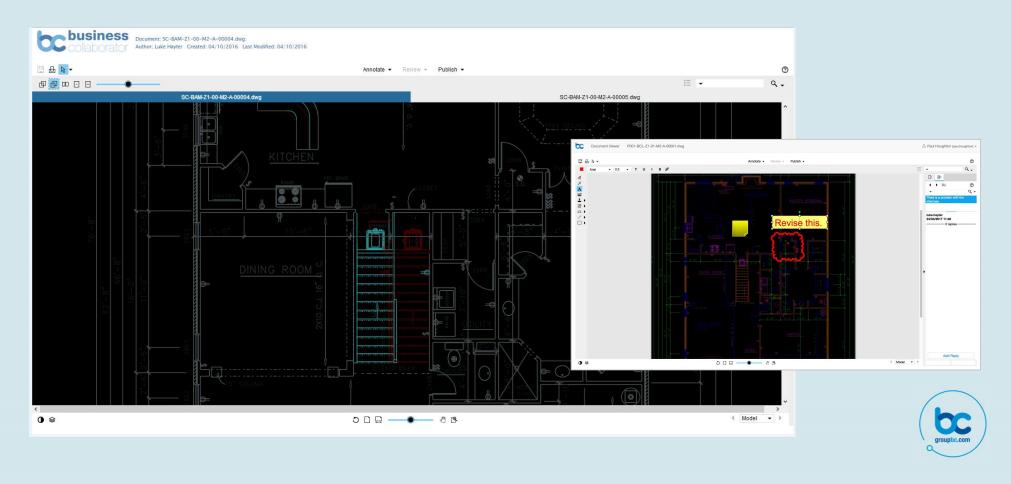




Viewing and interaction via Browser



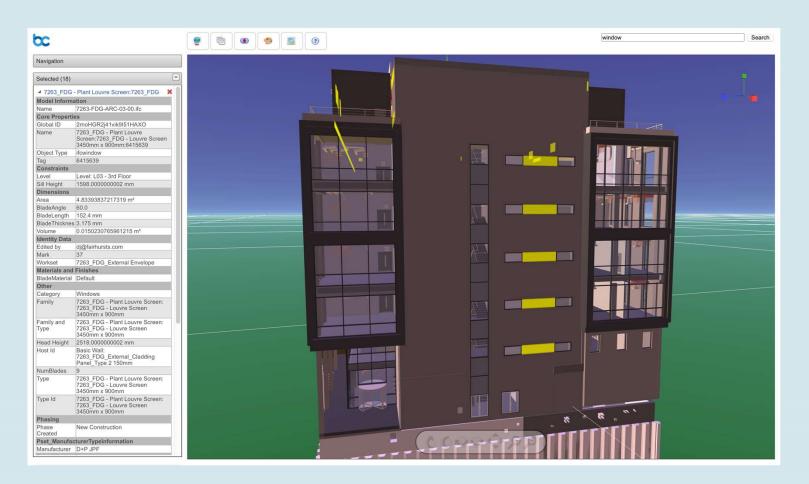




Model Viewing and interrogation – new build and legacy





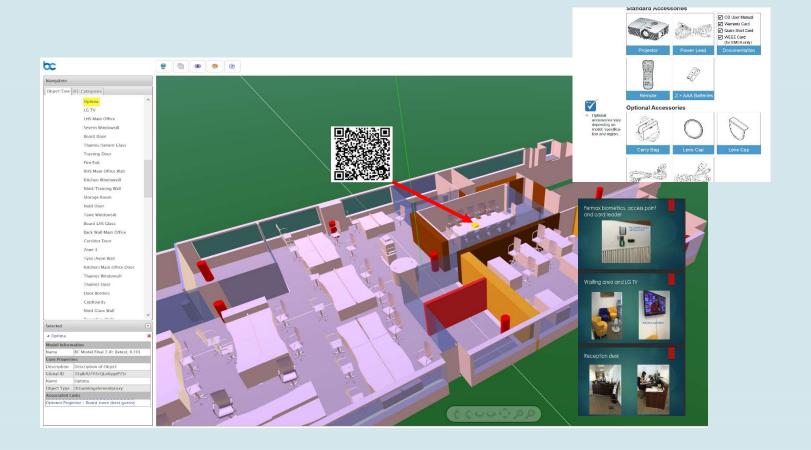




Model Viewing – Asset information accessible via location





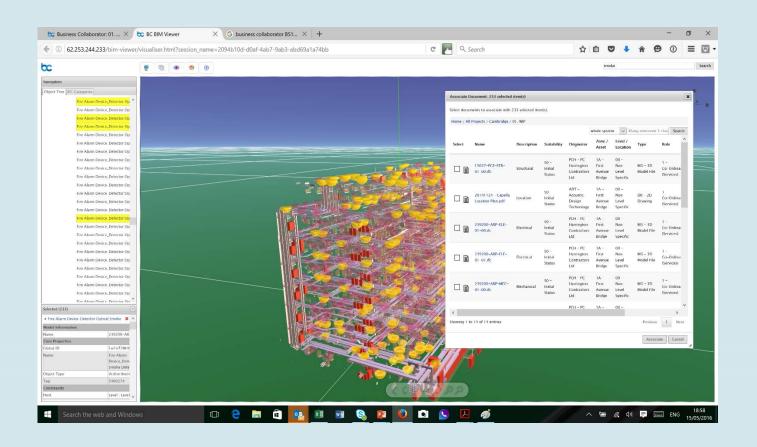








Easy ongoing collection and linking of construction or new asset data



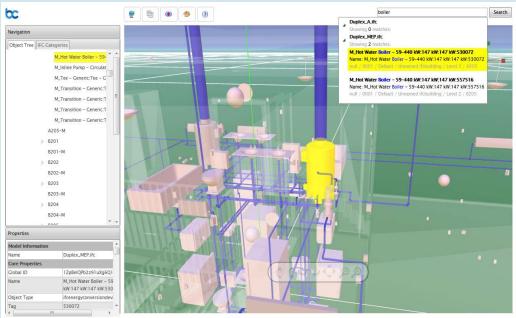


Enterprise Portal Access





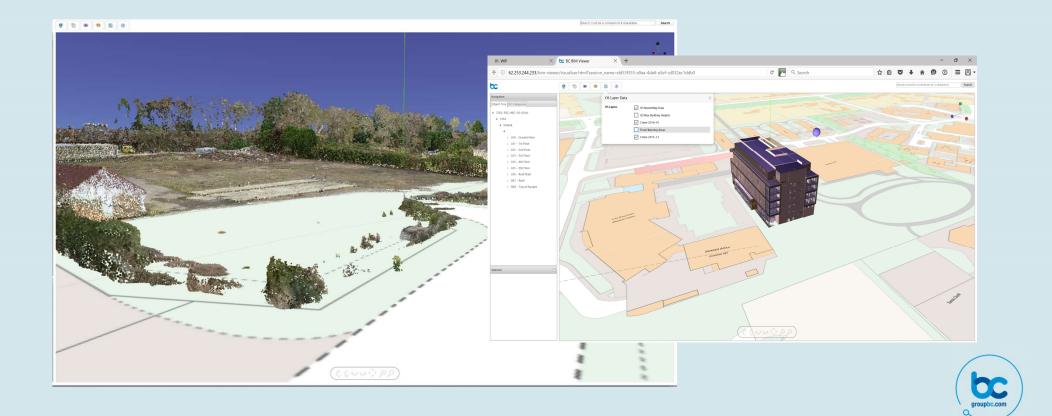








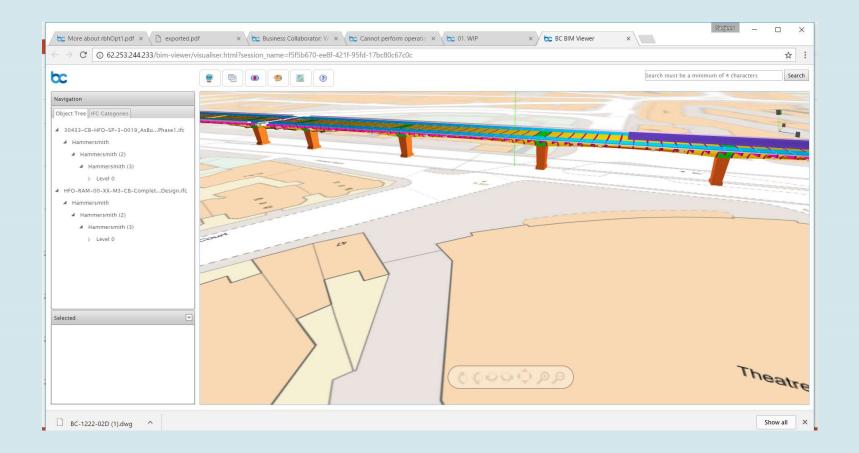








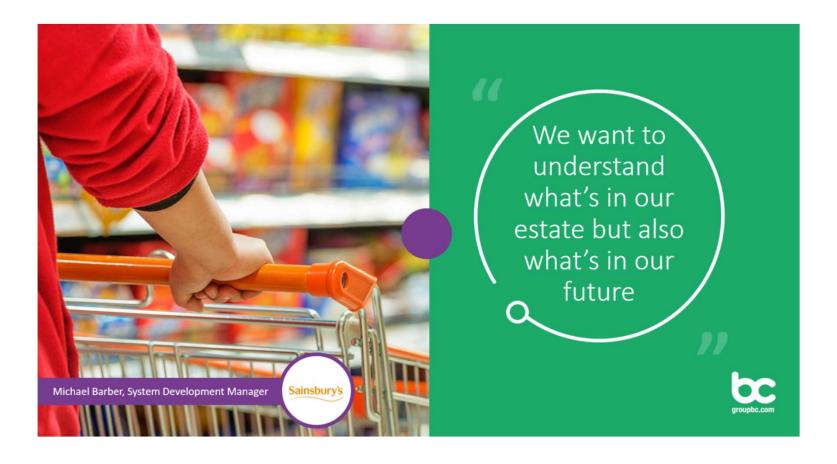
















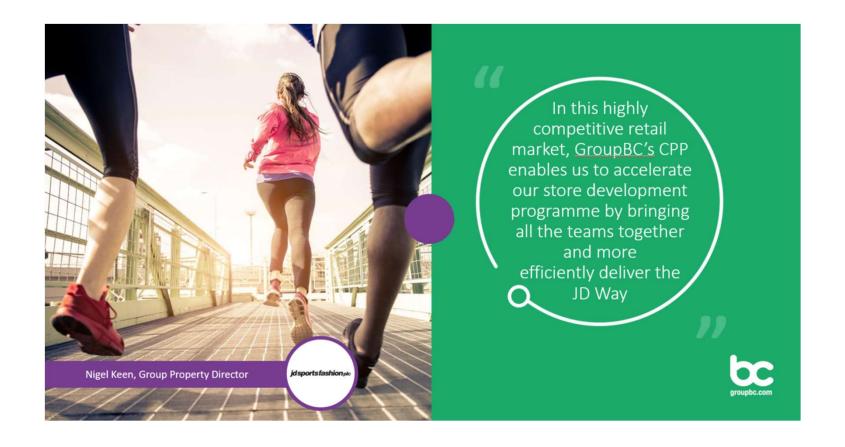
















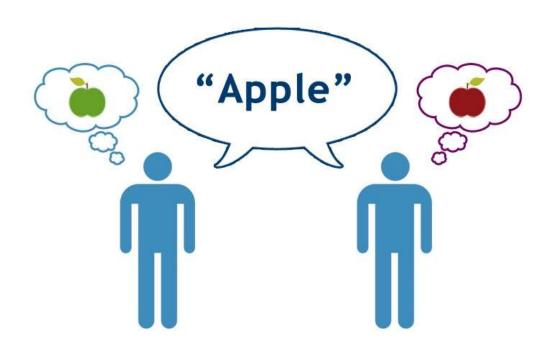


- A Client's Asset Strategy is crucial to defining what a client wants or needs from supply chain
- Collaborative discussion and agreement at the outset of <u>any</u> engagement is crucial to a successful outcome
- Construction benefits of BIM are only part of the story for a Owner Operator client
- Legacy is as important as new
- Aggregating, integrating and utilising basic Asset Information Management is a key foundation for generating value
- Democratising the information and making the tools easy to use are very important for benefits to be realised
- Interoperability and a partnership approach to data sources and systems is essential for future benefits to be realised
- We work with and are delighted to talk to all parts of the supply chain!









Dear Santa

I've been very













Thank you

