



Excitech is an Authorised Training Centre offering a range of courses delivered by experienced application specialists and consultants



Excitech provides technology services and solutions for the construction sector

FACTS ABOUT EXCITECH

- » Founded in 1985
- » Privately owned
- » Annual Turnover £31 million +
- » Based in Enfield
- » 3,200 customers across the UK
- » 130 employees
- » Technology partnerships with Autodesk, Microsoft, Dell, HP
- » Construction Computing Channel Partner of the Year 2016
- » #39 on The Sunday Times BDO Profit Track 100, 2016
- » #88 on CRN Top 100 VARS in the UK, 2016
- » www.excitech.co.uk

Employing over two million people, and contributing £100 billion in economic output, the construction sector is a key contributor to the UK economy¹. Large construction projects, however, typically take 20% longer to finish than scheduled and are up to 80% over budget². With the global construction market expected to grow 70%³ by 2025, digital transformation plays a key role in driving out inefficiencies and ensuring the ongoing competitiveness of the industry. Technology is fundamentally changing the way we plan, build and maintain our buildings and infrastructure today.

Founded by Adrian Atkinson in Enfield, North London, in 1985, we employ over 130 people, generating revenues in excess of £31 million. In the last four years, our revenues have grown over 78%. Our purpose is to provide technology solutions to the construction sector, supporting the complete project life cycle from the manufacture of building products through to design and construction, building handover and maintenance.

We were one of the first partners of Autodesk (the leading supplier of computer-aided design (CAD) software) helping architects, engineers and construction companies transition from paper-based draughting to the then new 2D software AutoCAD. Like any new technology, companies had to invest in understanding how to implement and use the new tool so we focused on providing training, support and advice to help them.

¹ House of Commons Library, Construction Industry, Statistics and Policy Briefing Paper, 6 October 2016. ² Imagining construction's digital future, June 2016, McKinsey&Co.

³ HM Government, Digital Britain, Level 3 Building Information Modelling – Strategic Plan.

Over the years the software and the models it creates have incorporated increasing levels of intelligent data that has the potential to deliver significant increases in efficiency for the construction and maintenance of buildings.

Collaboration is the future

Historically, the construction sector has been represented by disparate industries, with minimal collaboration and sharing of data. Commentators within the industry have, for some time, realised that the building project lifecycle from conceptual design through to construction, handover and management could be significantly more effective if companies shared and co-ordinated data more effectively. The name given to this way of working is Building Information Modelling (BIM).

In 2011, the Government mandated the use of BIM on all public sector projects. The deadline for achieving this was April 2016 and a programme of measures was introduced to reduce costs by up to 20%.

BIM is not a product or single technology; it is a collaborative way of working, underpinned by digital technologies which support more efficient methods of designing, creating and maintaining building assets. BIM embeds product and asset data into a 3D model that can be used for effective management of information throughout a building project lifecycle.

Early BIM at Excitech

We were delivering BIM before BIM was recognised as a methodology. We had a team of nine consultants working on BAA's Terminal 5 construction project, implementing common design and co-ordination standards, policing and managing design data during the design and collaboration stages of the project, and capturing asset data for management of the T5 assets (asset examples would be anything that requires maintenance like boilers, pumps, air conditioning units etc.).



Example of a 3D visualisation depicting internal building services

3D modelling software

We are Autodesk's largest Platinum Partner in the UK. Its flagship product that supports the BIM methodology is Revit.

Revit is an intelligent database modelling system with variations for architecture, structural and building services engineering (electrics, plumbing, heating and ventilation). It provides a modelling engine that allows co-ordinated design between architects, structural engineers and building services engineers, each one able to superimpose their designs onto the existing co-ordinated model. This minimises clashes and re-work, reducing costs and minimising the risk of mistakes.

Revit has the ability to retain asset information for every entity within the model, allowing accurate costings, visualisation, scheduling and downstream maintenance.

While Revit is focused on the construction of buildings, Autodesk's infrastructure technologies are Civil3D and InfraWorks. These provide a similar level of co-ordination and data capture but are aimed at civil engineering (roads, rail and bridges etc).

More than just software

The file sizes and the need to share very large data sets across multiple locations mean that the IT and networking infrastructure has to be capable of supporting these challenges. Workstations and laptops need to be of the highest performance and capacity,

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» **SERVICING THE CONSTRUCTION SECTOR FOR THE NEXT 30 YEARS**

Since we began, we have strived to bring new technologies and processes to the construction sector, helping businesses take advantage of the latest advances. We are proud of the fact that many of our early customers still remain customers today, with many of them having been with us for over 20 years. We don't build ordinary relationships with our customers; we build partnerships that stand the test of time.

Our branding takes references from nature to illustrate what is unique about our customer relationships

and document management has to be capable of managing multiple iterations of, in some cases, many thousands of files across many companies on a single project.

As a result, we developed expertise in providing support, advice and solutions in the areas of IT and document management to deliver a complete service for an effective CAD and modelling environment.

Lifetime management of a building

BIM is becoming increasingly essential in ensuring that facilities managers receive accurate digital information to populate their management systems, enabling them to understand the characteristics of their buildings and estates faster and more accurately than before.

We have a specialist team providing a range of Computer Aided Facilities Management (CAFM) solutions for managing both space and asset data for buildings.

Operational development

Adopting new software, workflows, standards and processes is challenging for any organisation. Our primary objective is to help our customers

maximise the return they get from their technology investments. Whether it's bringing new people on-board or enriching the skills of existing staff, we help our customers maximise the impact of their design tools and nurture a motivated and productive workforce.

We offer a comprehensive range of training courses delivered by industry-experienced application specialists and consultants. We follow up after training to make sure users are comfortable with their new skills and we provide complementary technical support with every training course so there's always someone at the end of the phone to help.

We also offer a state-of-the-art learning and development solution called Pinnacle Series, from Eagle Point Software. It helps users become more productive in the way they use Autodesk software by providing easy-to-follow workflows, access to digital training content, helpful tips and tricks, and an online chat support facility.

Our training is further complemented by a team of experienced project consultants who work with our customers to develop and implement the underlying processes, collaboration standards and workflows necessary to realise the benefits of BIM adoption.

excitech
naturally balanced partnerships

partnerships that stand the test of time

Northern Gannet pairs are monogamous and may remain together over several seasons. If not for all their lives. The pairs separate when their chicks leave the nest but they pair up again the following year.

www.excitech.co.uk

