



THE STATE OF THE **AEC PROJECT LIFECYCLE**

A BST Global Report on Project and Resource Management for Architects and Engineers

GLOBAL BUSINESS SOFTWARE LEADER FOR ARCHITECTS, ENGINEERS, AND CONSULTANTS



47

Years developing software for the AEC industry

5

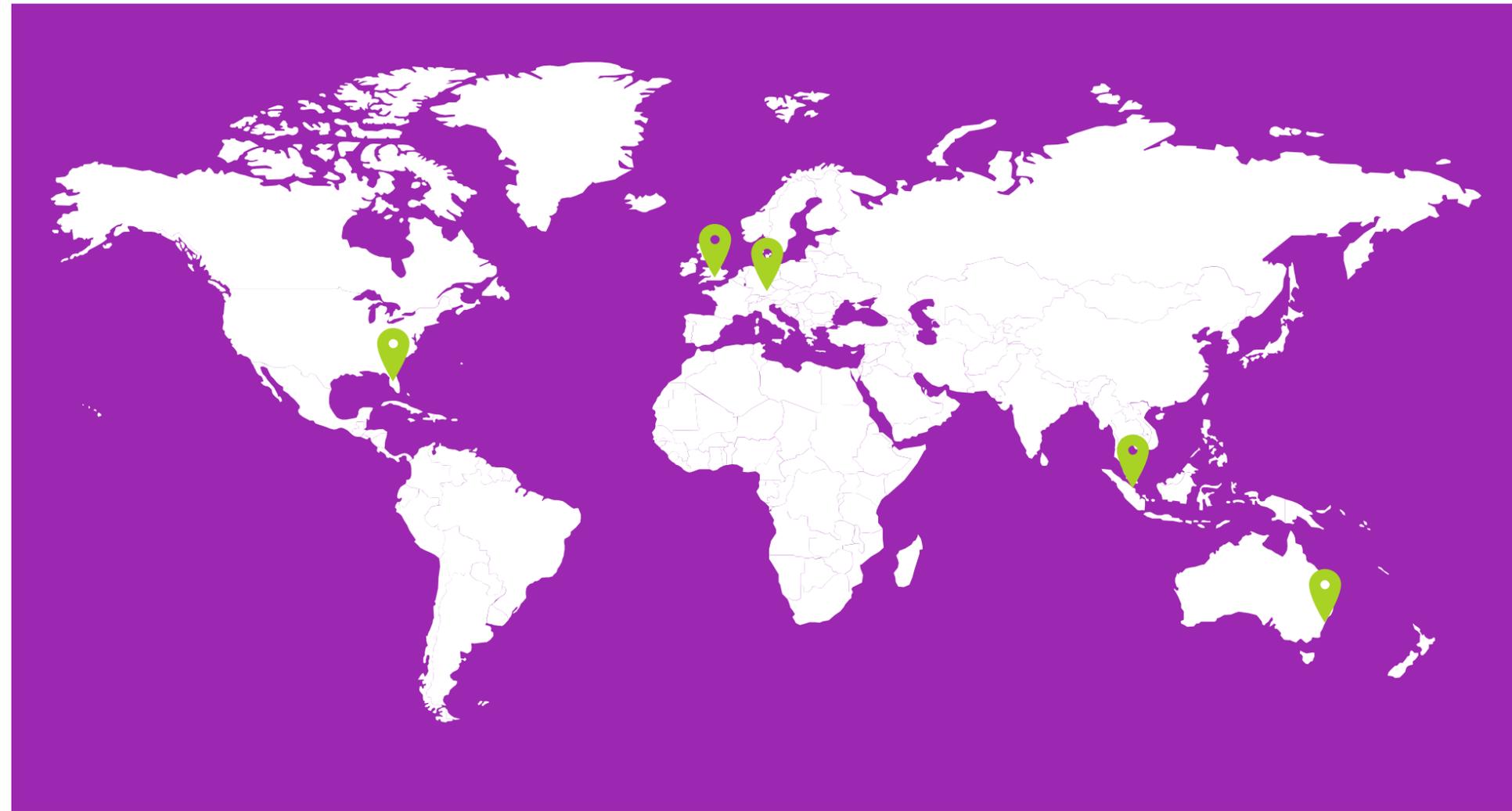
Global offices, follow the sun global support

65

Countries where BST solutions are leveraged

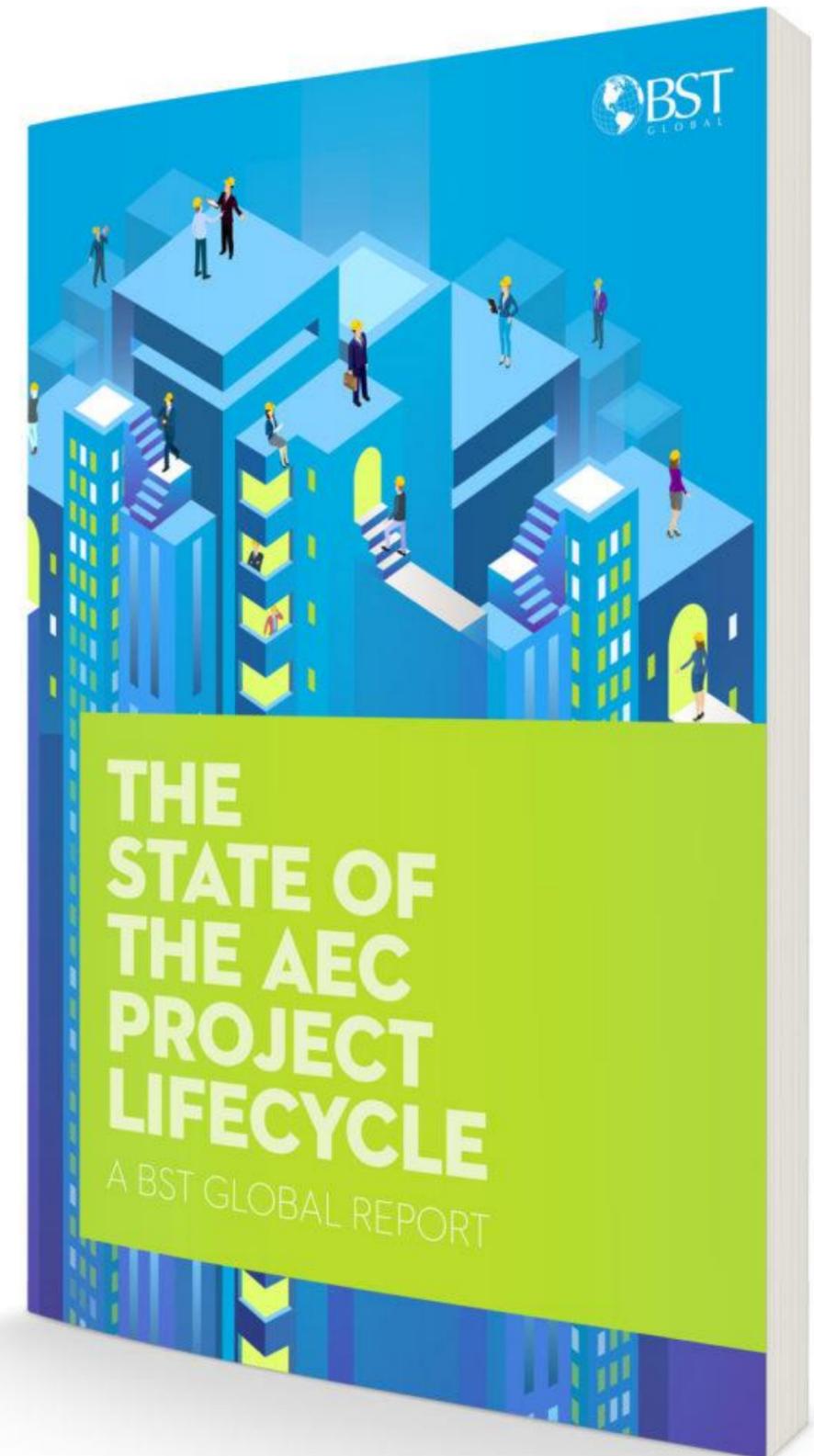
100,000+

BST users around the world



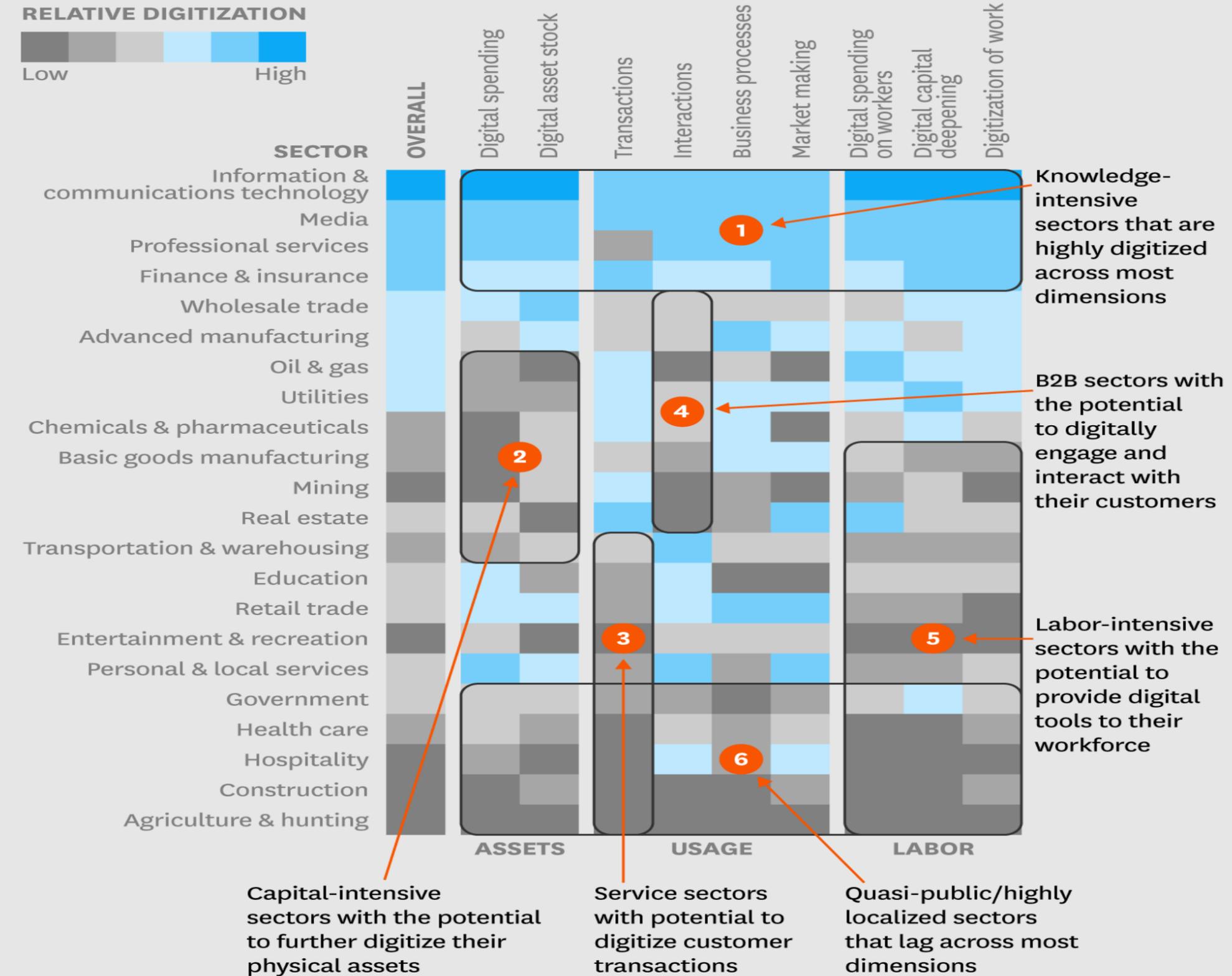
THE STATE OF THE AEC PROJECT LIFECYCLE REPORT:

- KEY PROJECT AND RESOURCING CHALLENGES
- AEC-SPECIFIC INDUSTRY BENCHMARKS
- TOP PRIORITIES FOR PROJECTS AND PEOPLE

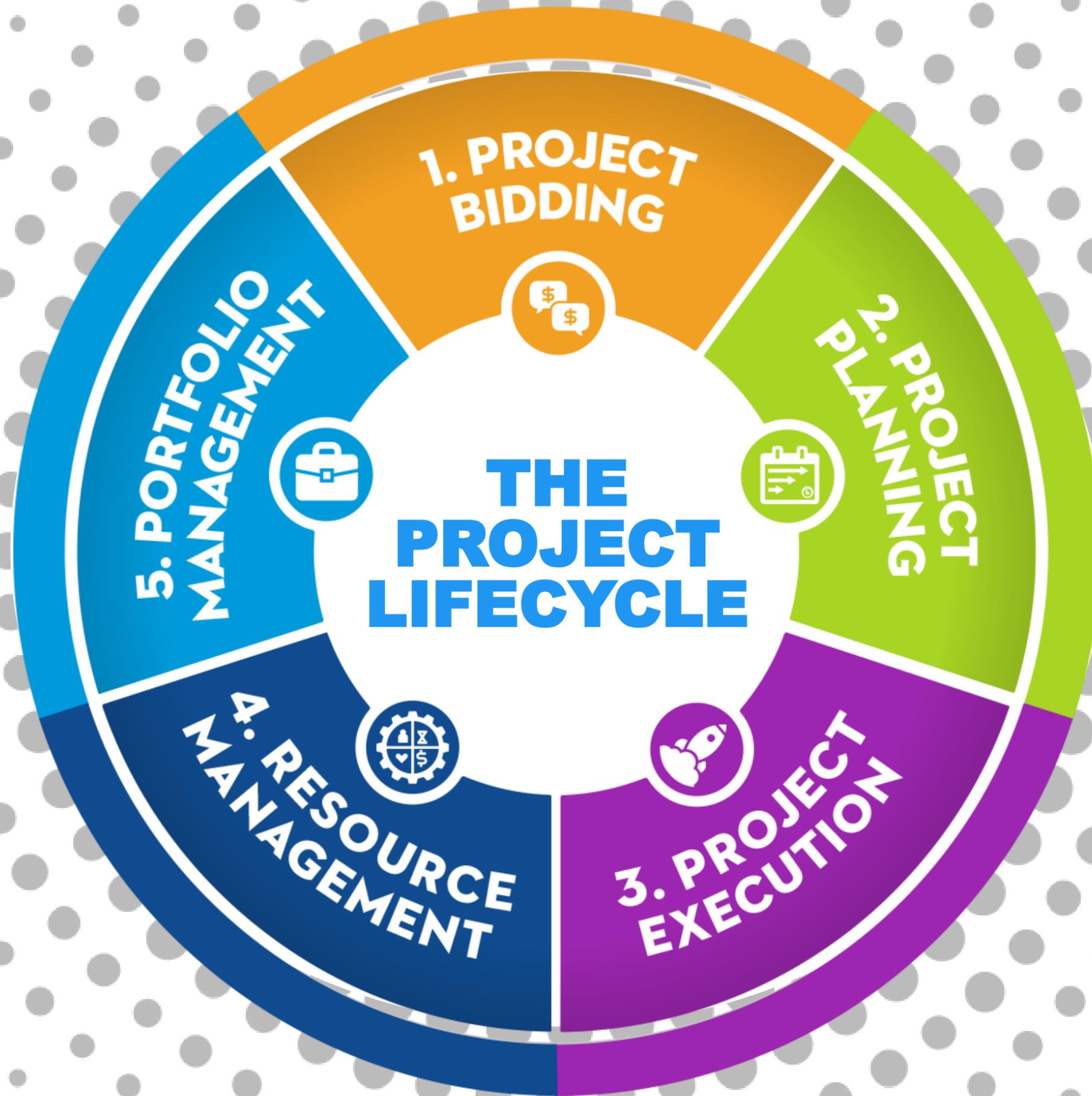


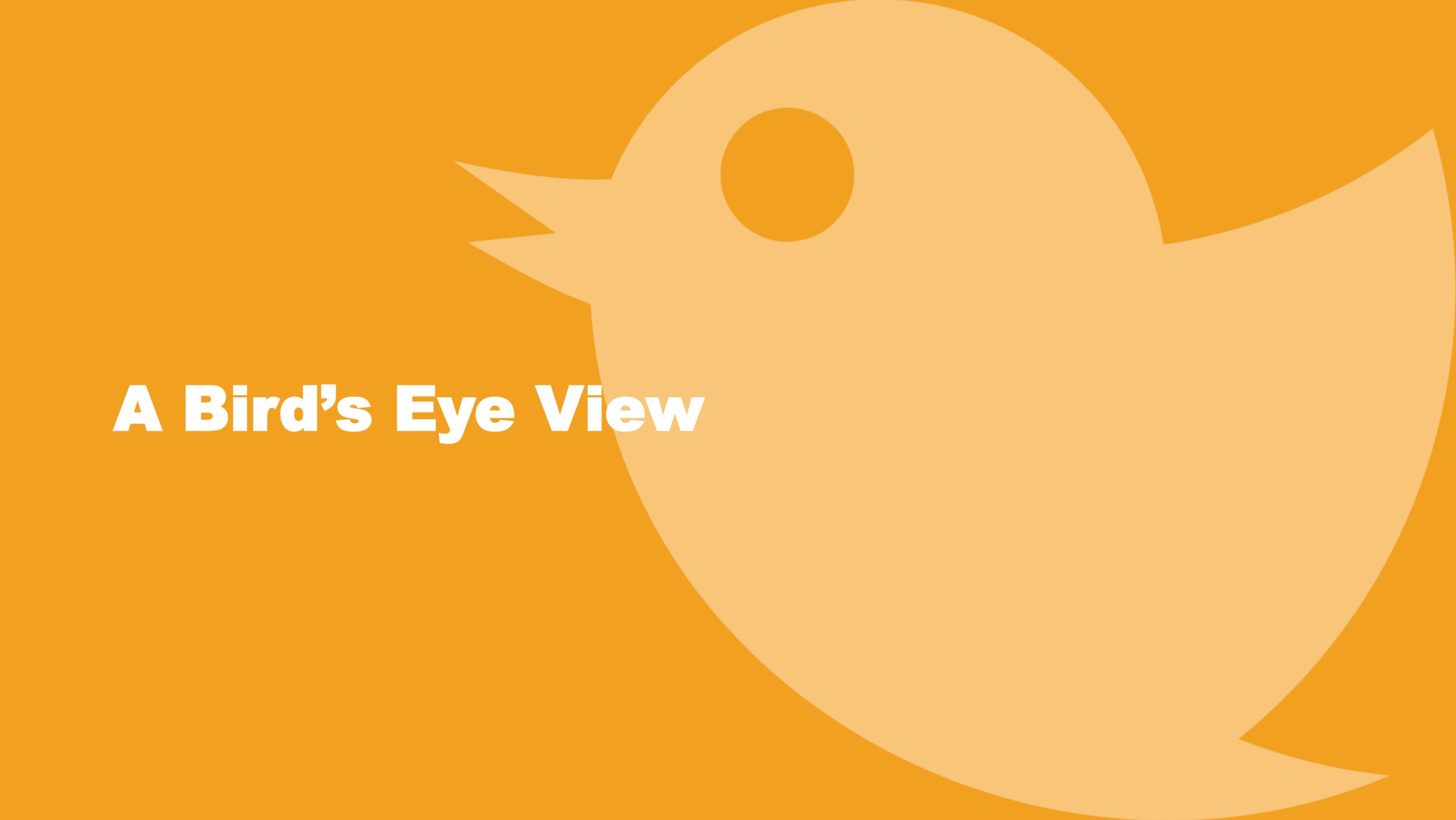
How Digitally Advanced Is Your Industry?

An analysis of digital assets, usage, and labor.



SOURCE DATA ANALYSIS AND EXPERT INTERVIEWS CONDUCTED BY THE MCKINSEY GLOBAL INSTITUTE
FROM "WHICH INDUSTRIES ARE THE MOST DIGITAL (AND WHY)?" BY PRASHANT GANDHI ET AL., APRIL 2016





A Bird's Eye View

KEY PROJECT LIFECYCLE PRIORITIES

- Reduce revenue leakage
- Increase client satisfaction
- Increase resource utilization
- Utilize standard delivery methodologies and best practices
- Reduce service delivery costs
- Reduce the number of systems used in service delivery

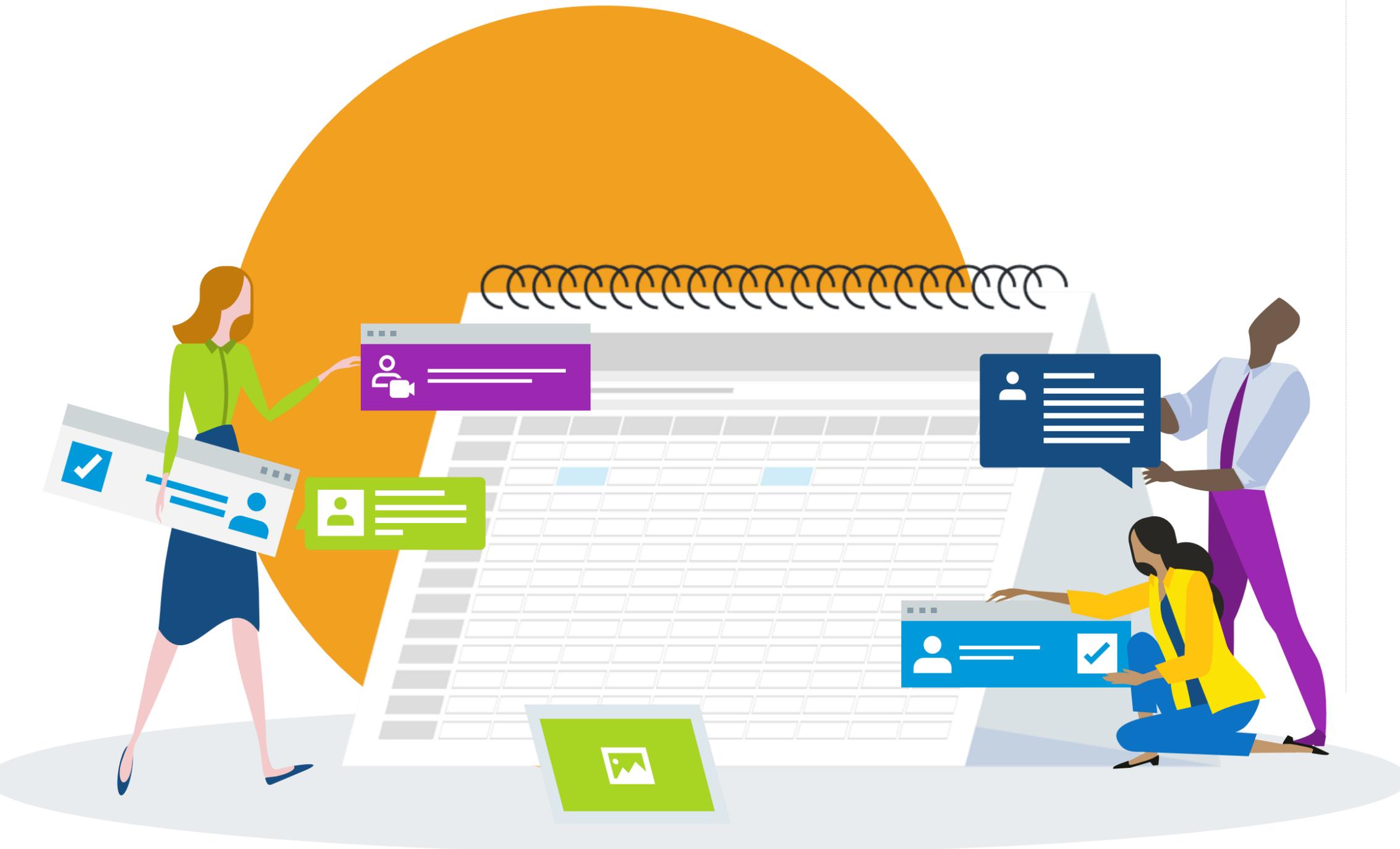


KEY PROJECT LIFECYCLE CHALLENGES



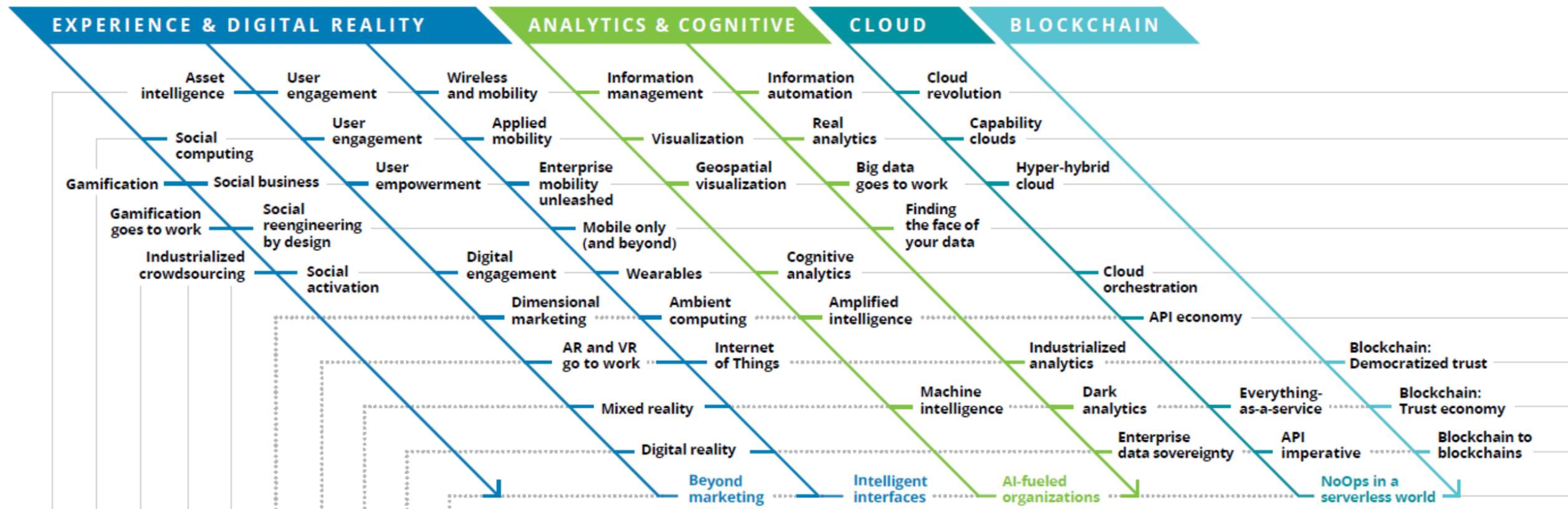
- Poor resource utilization
- Impaired project performance
- Lack of insight into earlier work
- Limited collaboration and access
- Poor scope and risk management



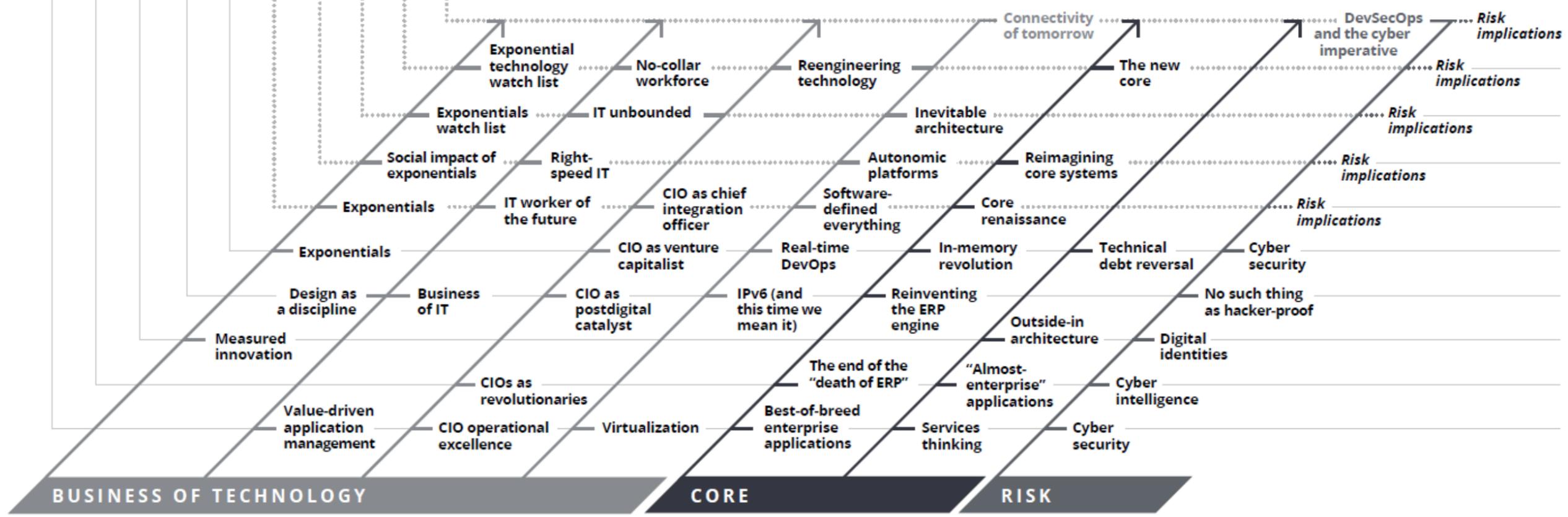


NEARLY
EVERYTHING IN THE
PROJECT
LIFECYCLE IS BEING
MANAGED IN
SPREADSHEETS:

- Bids
- Projects
- Resources



Trending the trends: A decade of research



1. PROJECT BIDDING



PORTFOLIO
MANAGEMENT

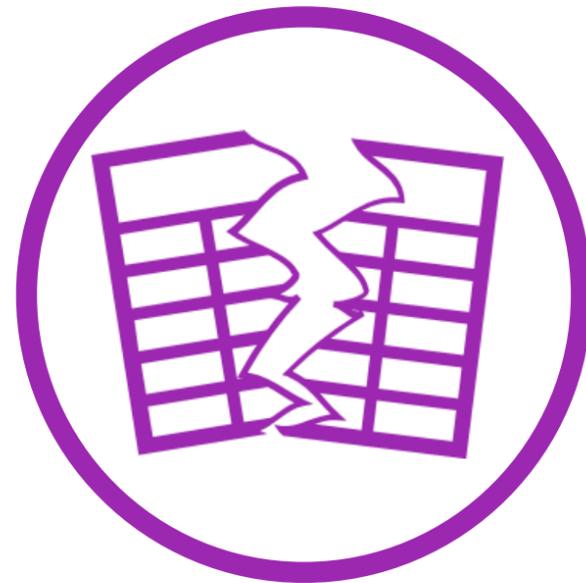


2. PROJECT
PLANNING

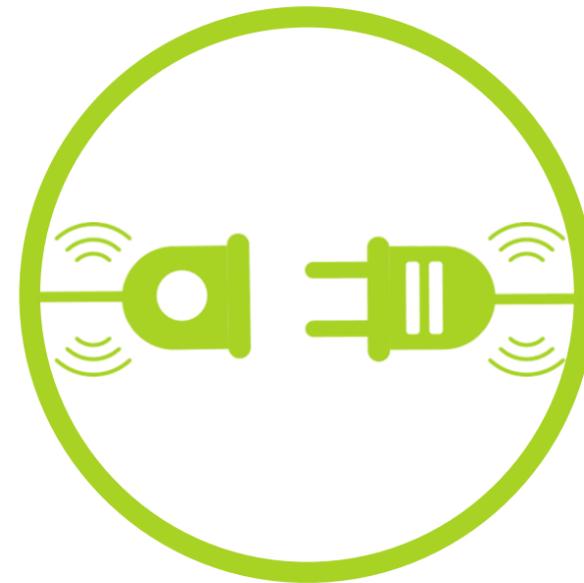
KEY CHALLENGES



LACK OF
STANDARDIZATION
IN TOOLS AND
RATES



RISK OF BROKEN OR
INCORRECT BIDS



BIDS AND DOCUMENT
STORAGE TOOLS
DISCONNECTED



MINIMAL
VISIBILITY INTO
CAPACITY AND
AVAILABILITY

2. PROJECT PLANNING



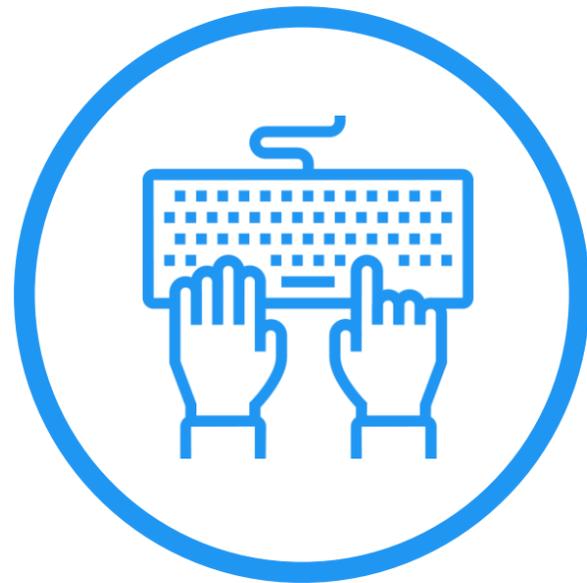
1. PROJECT
INITIATION



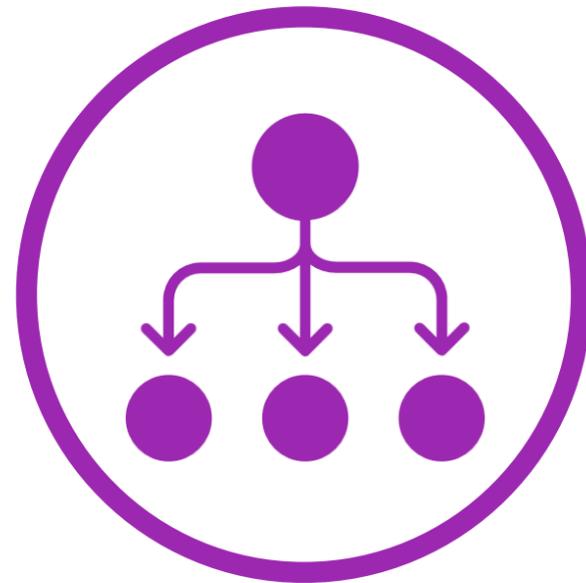
3. PROJECT
EXECUTION



KEY CHALLENGES



MANUAL RE-ENTRY
OF ESTIMATE
DETAILS INTO A
SEPARATE PROJECT
SYSTEM



INCONSISTENCIES
BETWEEN DESIRED
PROJECT MANAGEMENT
WBS LEVELS



MINIMAL VISIBILITY INTO
RESOURCE AVAILABILITY
WHILE ASSEMBLING THE
PROJECT TEAM



PROJECT DATA AND
ASSOCIATED
RESOURCE
INFORMATION
STORED IN
SEPARATE,
DISCONNECTED
SYSTEMS

100%

REPORT RE-USING BID DATA TO INITIATE THE PROJECT



3. PROJECT EXECUTION



PROJECT
MANAGING



MANAGE
RESOURCES



KEY CHALLENGES



STATUS UPDATES TYPICALLY
GATHERED BY PROJECT
MANAGER FROM TEAM
MEMBERS VERBALLY



MANUAL PROJECT REPORTING
PROCESSES RESULTS IN
DELAYED PROJECT
ESCALATION INDICATORS



DOCUMENT STORAGE TOOLS
ARE TYPICALLY
DISCONNECTED FROM THE
PROJECT PLAN



4. RESOURCE MANAGEMENT



PROJECT
CUTION

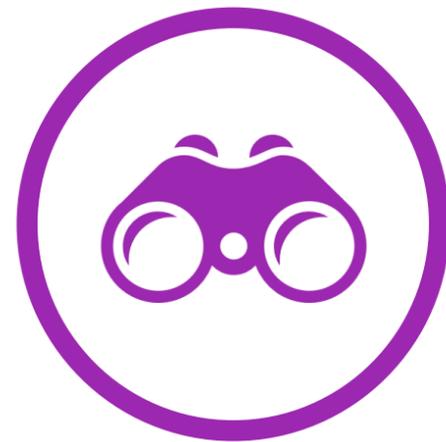
MANAGE
PORTFOLIO



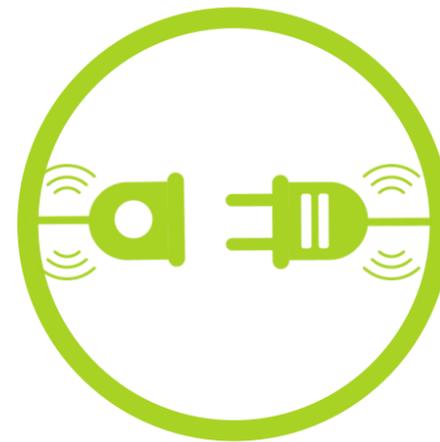
KEY CHALLENGES



RESOURCE MANAGERS TYPICALLY RECEIVE OUTDATED REPORTS OF UPCOMING TEAM COMMITMENTS



TEAM MEMBERS HAVE LITTLE VISIBILITY INTO UPCOMING ASSIGNMENTS AND ASSOCIATED CHANGES



DISCONNECTED RESOURCE MANAGEMENT AND PROJECT MANAGEMENT TOOLS



FUTURE DEMAND FROM SOFT BACKLOG IS NOT ACCESSIBLE TO THE RESOURCE TEAM MANAGER



VERBAL, OFFLINE PROCESS FOR TEAM MEMBERS TO EXPRESS INTEREST IN UPCOMING PROJECTS

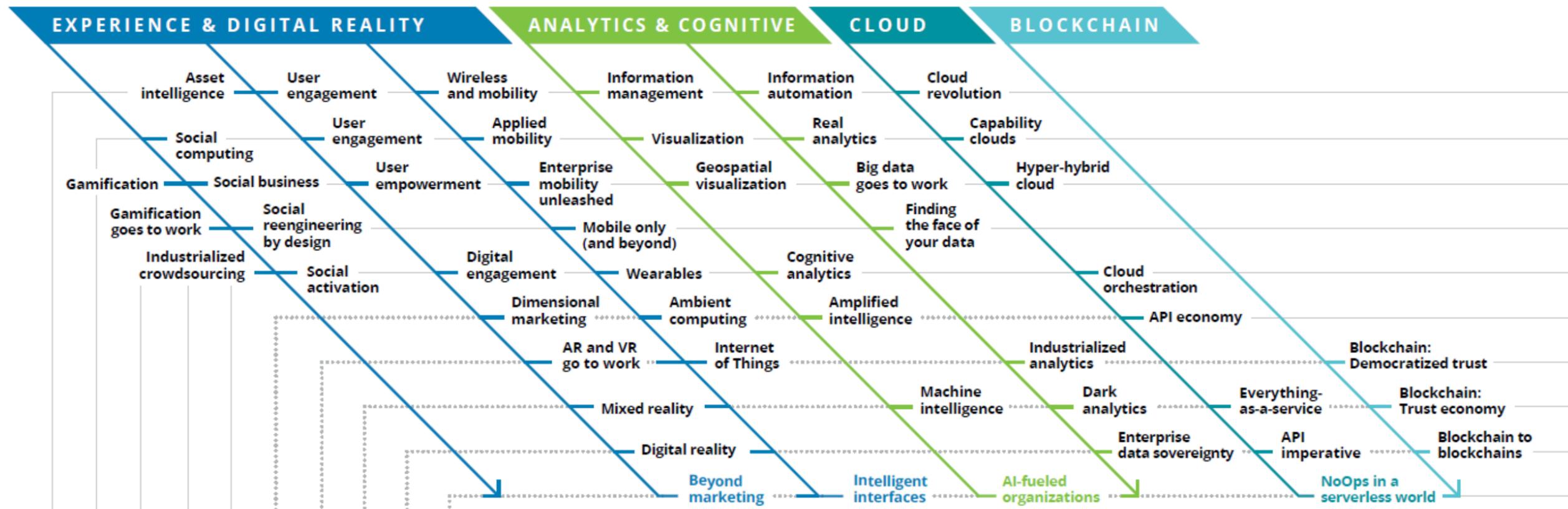


LESS THAN
15%
OF
RESPONDENTS
USE ONLINE
COLLABORATION
TOOLS.

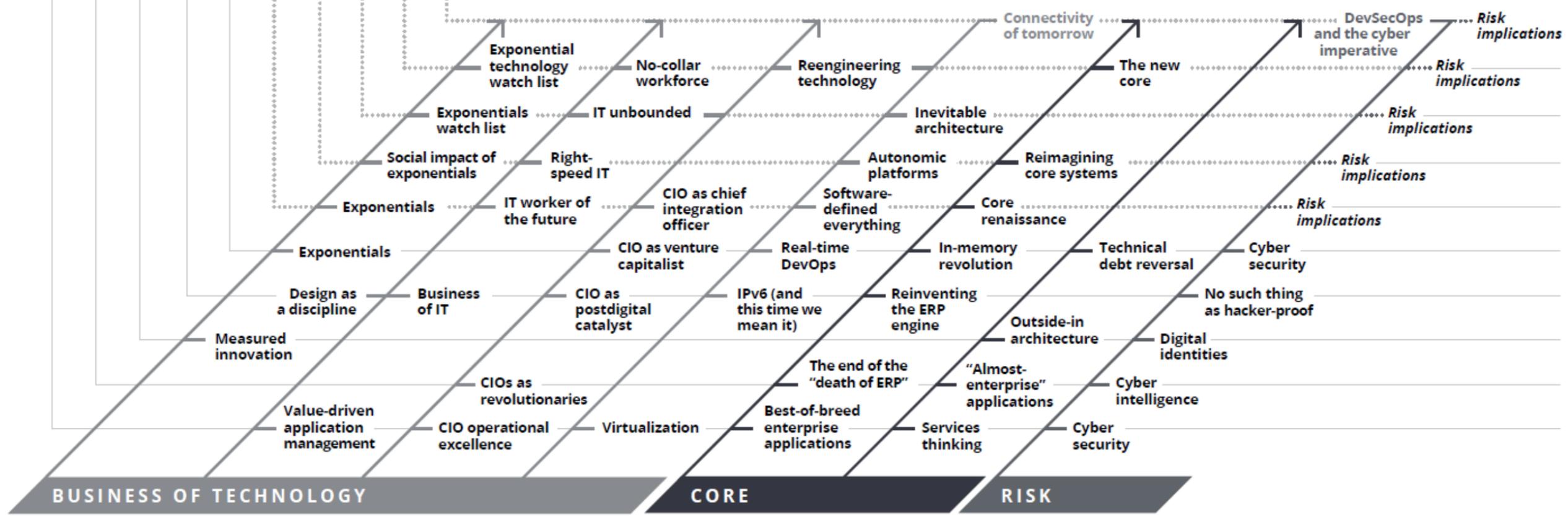




CLOSING THOUGHTS



Trending the trends: A decade of research

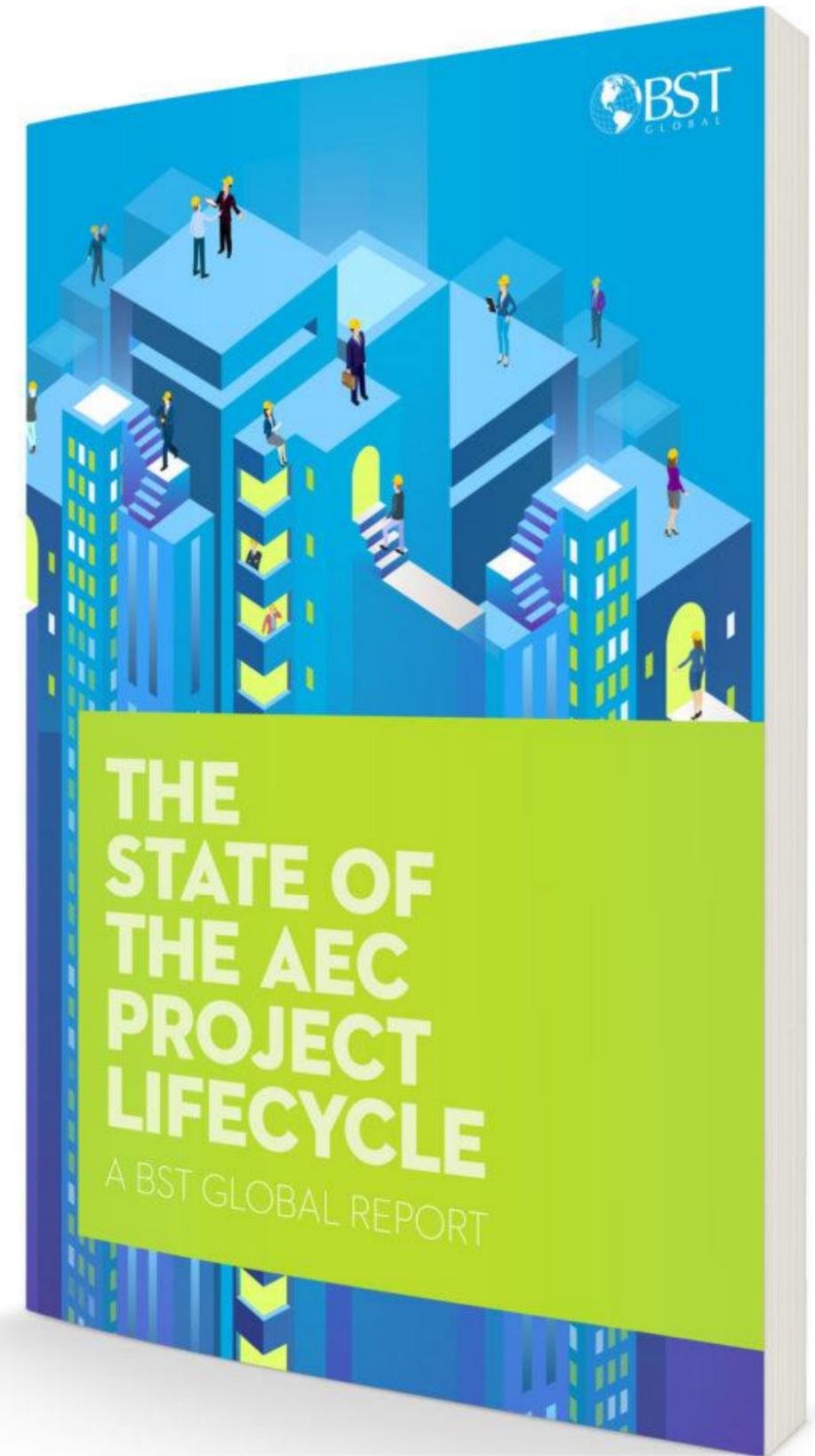


1. **REDUCED REVENUE LEAKAGE**
2. **INCREASED CLIENT SATISFACTION**
3. **INCREASED RESOURCE UTILIZATION**
4. **REDUCED ERRORS THROUGH STANDARD DELIVERY METHODOLOGIES AND BEST PRACTICES**
5. **REDUCED SERVICE DELIVERY COSTS**
6. **REDUCED NUMBER OF SYSTEMS USED IN SERVICE DELIVERY**



THE STATE OF THE AEC PROJECT LIFECYCLE REPORT

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A stylized city skyline at night with a starry sky. The buildings are represented by simple grey silhouettes with small black squares for windows. The sky is dark with several white stars of varying sizes. The overall aesthetic is clean and modern.

Thank you.

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