excelize

THE SECRET TO

HIGH PERFORMANCE BIM TEAMS

NO OUTSOURCING REQUIRED

Before we begin, a moment of honesty

Not a Sales Pitch

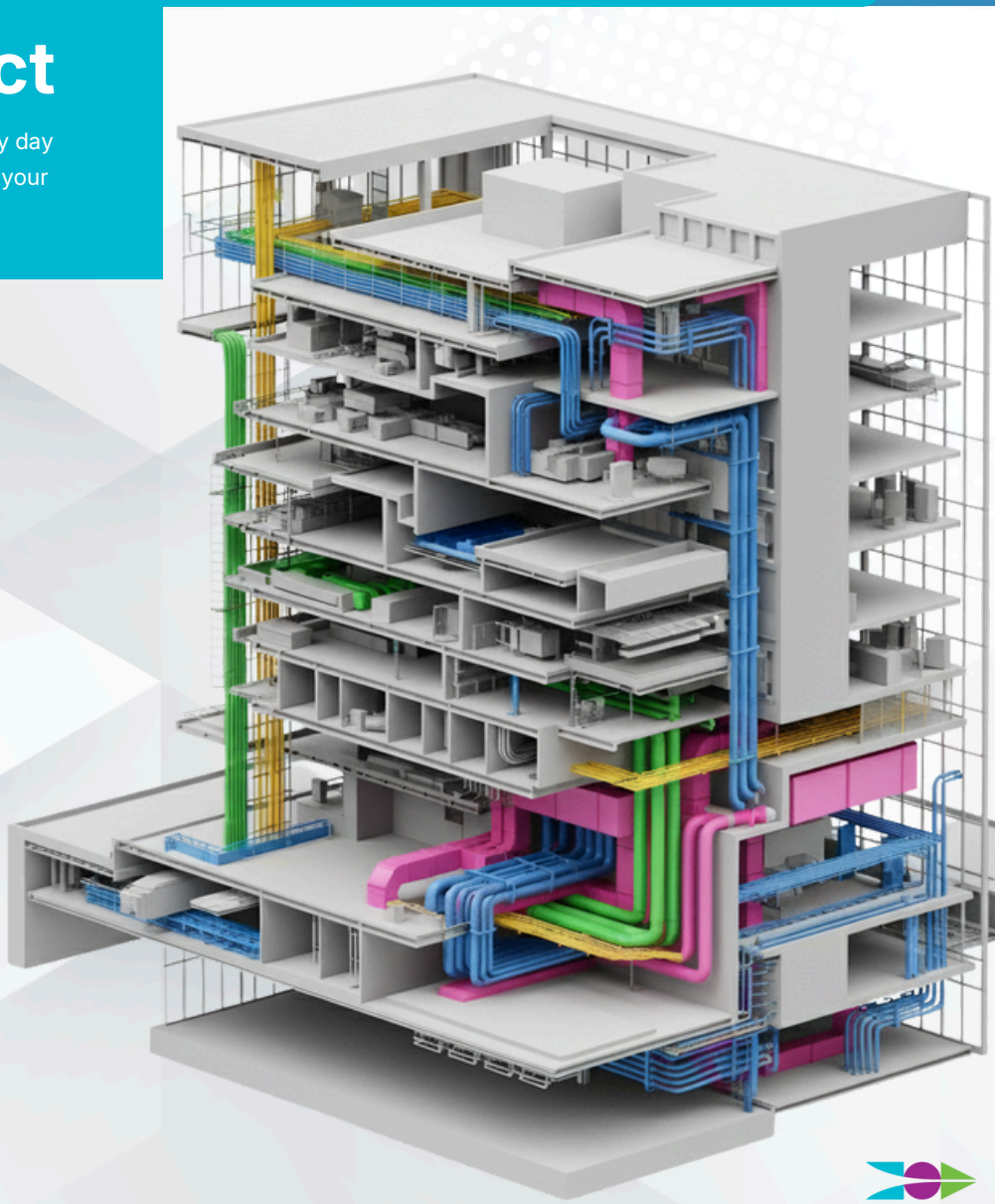
This is a genuine conversation between dedicated professionals who care deeply about their work, teams, and projects, without any hidden agenda.

Complete Sincerity

What follows is offered with utmost transparency, aiming to foster understanding and collaboration rather than promote a product or service.

Genuine Respect

We deeply value the real challenges you face every day and present our insights with profound respect for your experience.



BUILT ON CLARITY DRIVEN BY CARE

The Excelize Story

Before Excelize had a name, it began with two people, an engineer and an architect, working late at a project site, long after the site lights had turned off. They weren't frustrated by the work itself, but by the unnecessary struggle they saw happening around them.

The Everyday Project Struggles:

Incomplete Drawings

Confusing or constantly changing project plans.

Repeated Rework

Wasting time and resources on avoidable corrections.

Unexpected Clashes

Issues arising from poor coordination.

Constant Stress

Coordination pressure that follows you home.

THE FUTURE BLUEPRINT

Thousands of projects across the US and around the world, we've seen one truth: When teams get clarity, their work becomes interesting, their confidence increases, and their projects flow the way they always hoped they should. That is, and will always be, our purpose.

Our Mission

Implement BIM workflows to remove design, rework, and coordination nightmares, and give teams the clarity, confidence, and processes they need to deliver great projects and live better lives.

This booklet is a sincere attempt to share our experience. No hidden agenda. No pressure. Just a sincere intention to streamline the processes. To help you see what's possible, and to give you something useful, practical, and honest.

If this booklet brings you even a step closer to that, then our goal is achieved.

OUR PROMISE: SIMPLER, SMARTER, FASTER TRANSFORMATION THROUGH BIM

What we want for you, honestly, and wholeheartedly.

Before we talk about tools, mistakes, or KPIs, let's begin with something sincere: We want your work to be smoother. We want your projects to feel calmer. We want your team to feel confident and stress-free. Because deep down, your real goals aren't about BIM alone. Your real goals are:

- No fires to put out
- Eliminate stressful evenings
- Minimum drawing surprises
- Stop spending weeking playing catch-up
- A team that works as one
- A day that is not chaotic

And underneath all of that is a quiet desire: I want to contribute to what truly matters, for all the projects to be completed on time and within budget.

What We Will Share

With complete sincerity, and without any hidden motive, the next pages will give you:

01

Clarity

Understanding where your stress, and wasted time, and cost are coming from.

02

Control

Simple, quick, and easy solutions to the patterns that unknowingly slow teams down.

03

Consistency

KPI's that global leaders rely on to achieve their goals consistently.

04

Tools, Tricks, and Best Practices

Thoughtfully curated resources, shared with generosity, to improve quality and efficiency.

05

Empowerment Growth

Ideas to empower and grow your existing team without adding people or outsourcing.

Our Commitment to You

Take the ideas, tools, checklists, and simple suggestions shared by us, implement them on a few use cases with total unbiased commitment. This first step will take your BIM team to a performance level that was not possible before. You will see improvement with the people you already have. This is not a big claim. It's our quiet, honest experience based on what has been proven repeatedly.

THE HIDDEN COST DRAINING YOUR BIM PROFITS

A gentle truth most teams never see

Significant BIM cost is attributed to software and salaries, which cannot be controlled. The quit hidden inefficiencies inside the daily workflow: slow modeling cycles, repeated rework, unclear ownership, idle hours between updates, mismatched versions, coordination loops that repeat, and deliverables that take longer than they should. Individually, these look small. Collectively, they quietly drain profit, timelines, team morale, and your peace of mind. When we reviewed BIM operations across hundreds of projects, one thing became clear: most teams are losing money without ever seeing the numbers.

THE REALITY OF TCO (Total Cost of Ownership)

Based on reliable industry benchmarks

A typical BIM modeler in the US carries far more cost than the salary line suggests.

Salary (40-50/hr)	Overheads (30-40%)	Software, Hardware & Training
$83,200 - $104,000 per year	Admin, PTO, insurance, supervision $25,000 - $36,000 per year	Revit, Navisworks, ACC, workstation $8,000 - $12,000 per year

TRUE ANNUAL COST PER BIM PROFESSIONAL

$116,000 - $152,000

This is the real TCO, the number most leaders never see. And the deeper truth is this: The biggest loss isn't in the labor cost. It's in how much of that cost is lost to avoidable inefficiencies.

WHY THIS MATTERS

When rework, delays, or slow processes consume a portion of this TCO, teams suffer twice: Once in cost and again in **stress, timelines, predictability, and workload.**

Seeing your true TCO isn't about reducing headcount. It's about reducing **friction** 4 so your team can work with more clarity, more confidence, and calmer.
This is about empowering people, not replacing them.

SOURCE (CREDIBILITY CHECK)

These calculations align with:

- U.S. Bureau of Labor Statistics (BIM/CAD wage data)
- Autodesk-sponsored AEC salary research
- ENR contractor overhead standards (30-40%)

(All reputable sources land consistently in the $40-$50/hr range with 30-40% overheads.)

COSTLY BIM MISTAKES

Hiring for software skills instead of coordination ability- The Mistake: Selecting BIM staff based only on software proficiency.
The Impact: Good BIM staff, poor coordination outcomes.
The Fix: Hire/assess for understanding of drawings, constructability knowledge, and communication, who can be trained to use software, but thinking cannot.

Overstaffing during peaks, understaffing during valleys- The Mistake: Rushing to hire during busy months and paying for idle time in slow months. The Impact: Direct impact on profit, managing staff workloads and workflows.
The Fix: Use a workload rhythm chart; plan staffing by project curve, not emotion.

No Weekly QA rhythm- The Mistake: Teams jump into modeling without structured checks.
The Impact: Repeated errors, inconsistent quality.
The Fix: A 15-minute QA ritual prevents hours of downstream rework, using structured QA/QC checklists.

No single owner for BEP (BIM Execution Plan)- The Mistake: Everyone assumes someone else is following it.
The Impact: Disconnect processes, standards not being followed, and impact on quality.
The Fix: Assign one "BEP Champion" per project. 4 clarity removes chaos.

Not tracking rework- The Mistake: Teams spend hours fixing issues but never measure why.
The Impact: Project hours increase, knowledge, and understanding to avoid rework.
The Fix: Start a simple FPY (First Pass Yield) metric- it quietly reveals where quality slips.

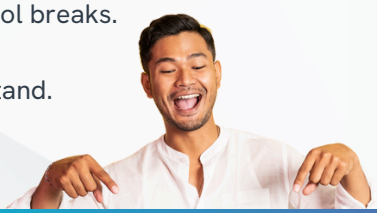
No KPI visibility- The Mistake: Teams work hard, but without knowing if they're winning or falling behind.
The Impact: No improvement or learning.
The Fix: Track 4 core KPIs weekly: FPY, Clash Closure Speed, RFI Rate, Drawing Turnaround Time.

Multiple disconnected vendors or workflows- The Mistake: Too many hands, tools, and communication loops.
The Impact: Lack of ownership and accountability.
The Fix: Consolidate to one coordination flow per project, 4 fewer voices, more clarity.

No naming or modeling standards- The Mistake: Everyone models in their "own style."
The Impact: Increased chances of low quality, rework, and a coordination nightmare.
The Fix: Adopt a BEP Lite standard for naming, sheets, families, and templates.

Tool overload- The Mistake: Using too many tools without mastering any of them.
The Impact: Increased software investment costs, challenges of interoperability.
The Fix: Keep a lean stack; review your software once a year with a "Do we really need this?" lens.

Poor documentation discipline- The Mistake: Decisions are made but never logged; version control breaks.
The Impact: Inconsistency in process, and too much dependency on people.
The Fix: Auto-generate weekly coordination summaries 4 the team always knows where things stand.



Why These Mistakes Matter

These patterns don't just create technical issues, they create stress, confusion, slowdowns, and avoidable rework that eat into your TCO.

THE 5 KPIs OF HIGH-PERFORMANCE BIM TEAMS

1 FPY 4 First Pass Yield

What it means: % of deliverables approved on the first submission.

Benchmark: Good: 70-80%, High-performing: 80-90%

Why it matters: High FPY means fewer cycles, fewer frustrations, and calmer schedules. Self-Check Score (1-5): 1 = frequent rework | 5 = first-pass approval is the norm.

2 Clash Closure Speed

What it means: How quickly clashes are resolved after being identified.

Benchmark:Good: 3-5 days, High-performing: 1-3 days

Why it matters: Speed shows maturity, alignment, and clarity of ownership. Self-Check Score (1-5): 1 = slow/recurring clashes | 5 = fast, predictable closure.

3 RFI Rate (RFIs per 100 Sheets)

What it means: How often teams need clarity from design.

Benchmark: Good: 10-15 RFIs per 100 sheets, High performing: <10

Why it matters: Low RFIs reflect strong drawings and fewer surprises on site. Self-Check Score (1-5): 1 = high RFI load | 5 = exceptionally clear deliverables.

4 Drawing Turnaround Time

What it means: How long it takes to complete or revise a drawing.

Benchmark: Good: 3-5 days ,High-performing: 1-3 days

Why it matters: Predictability here creates predictability everywhere. Self-Check Score (1-5): 1 = often delayed | 5 = consistently predictable.

5 Utilization Rate

What it means: % of time spent on meaningful modeling work.

Benchmark: Good: 60-70%, High-performing: 70-80%

Why it matters: Higher utilization = less waiting, less wasted talent, smoother flow. Self-Check Score (1-5): 1 = lots of idle/waiting | 5 = steady, productive flow.

BIM tools that improve your efficiency, quality and productivity

ModPlus

A Revit plugin suite that automates repetitive modelling and annotation tasks.

Benefit:

Reduces manual drafting time, improves modelling consistency, and minimizes human error during documentation.

Bird Tools

A collection of automation utilities for Revit focused on productivity and model cleanup.

Benefit:

Speeds up batch editing, parameter management, and model standardization helping reduce avoidable coordination friction.

DiRoots

A popular Revit add-in suite offering parameter management, sheet automation, and data export tools.

Benefit:

Improves data control and export reliability, reducing coordination errors caused by inconsistent parameter usage.

NonicaTab

A task automation plugin for Revit that simplifies batch processes and repetitive actions.

Benefit:

Reduces manual workflow fatigue and improves repeatability across project teams.

pyRevit

An open-source Revit extension framework allowing custom automation scripts and workflow enhancements.

Benefit:

Enables teams to standardize processes and automate validation checks, reducing reliance on individual expertise.

Pangolin

A Revit-based QA/QC and model auditing tool.

Benefit:

Provides structured model validation before coordination, helping detect issues earlier in the workflow.

M-Labs

Advanced BIM automation and data validation utilities.

Benefit:

Enhances model integrity by automating rule-based checks and ensuring compliance with project standards.

ConserveBox

A digital workflow and sustainability integration platform.

Benefit:

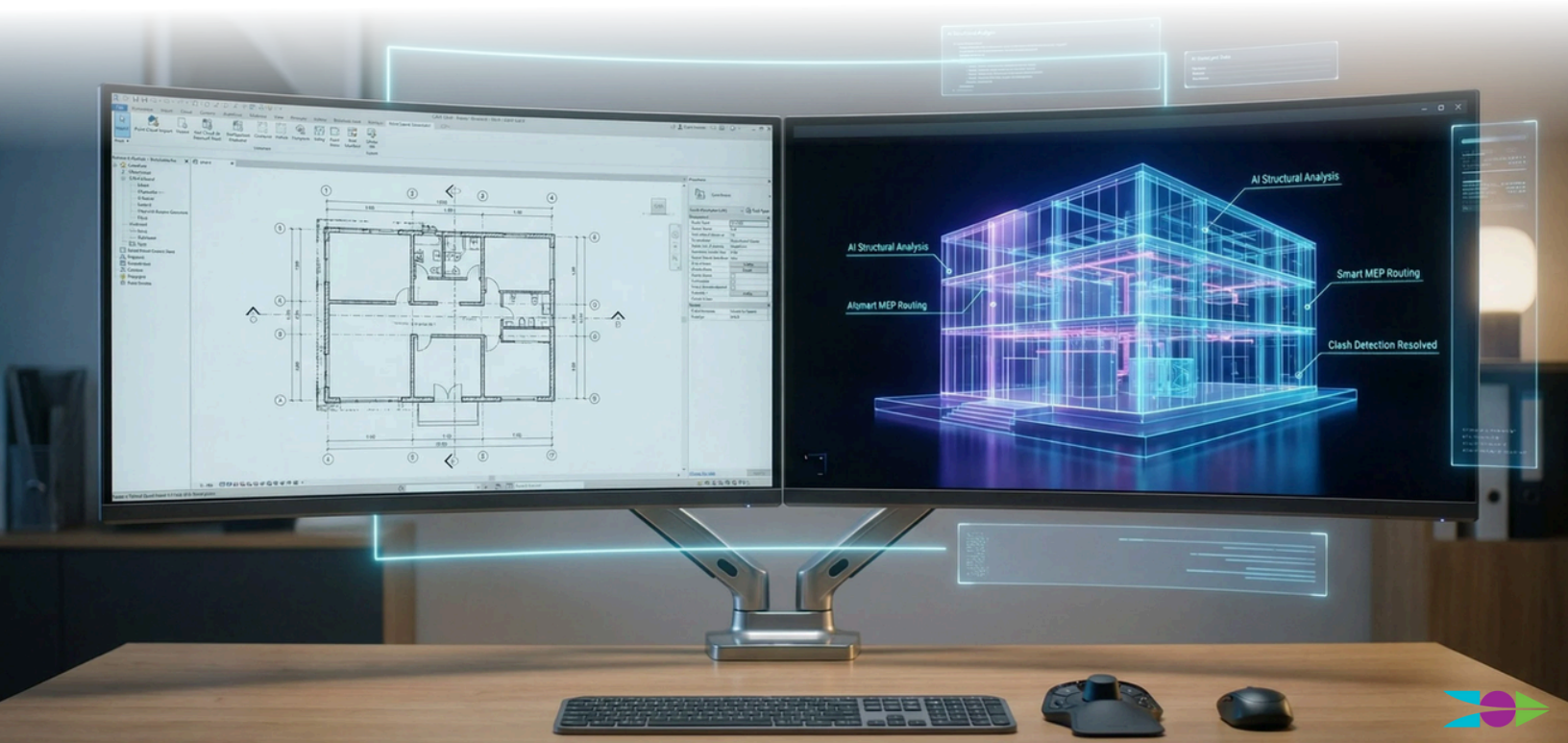
Improves data traceability and project transparency, reducing coordination gaps between teams.

BIMKit

A Revit add-in suite for productivity and model management.

Benefit:

Standardizes modelling actions and reduces inconsistency across teams.



Best Practices to Reduce BIM License Waste

Monthly Use Audits

Deactivate unused seats for 30 days. Small check, big clarity.

Right-Size Your License Types

Creators need full licenses. Reviewers have limited use.

Use Floating Licenses Across Time Zones

One seat serving multiple teams = immediate savings.

Centralize All License Ownership

One admin, no duplication, no accidental expiry.

Review Renewals Quarterly, Not Annually

Quarterly visibility = early corrections before renewals sneak up.

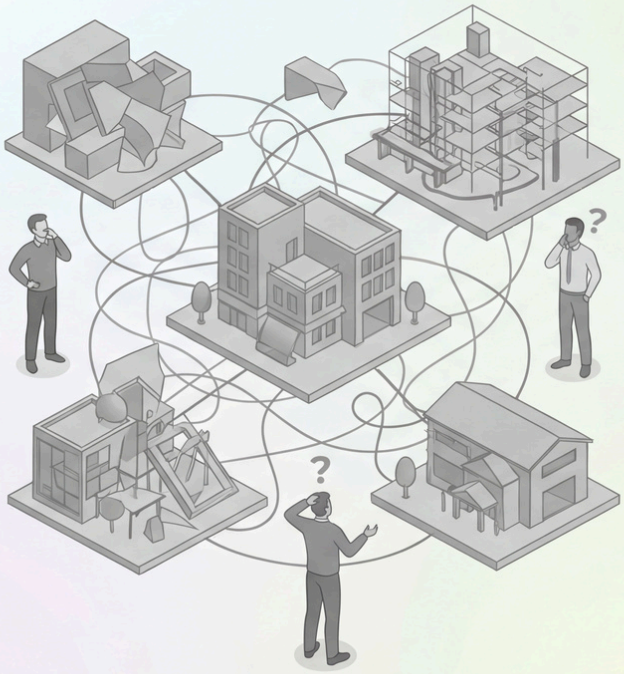
Automate Modeling Tasks

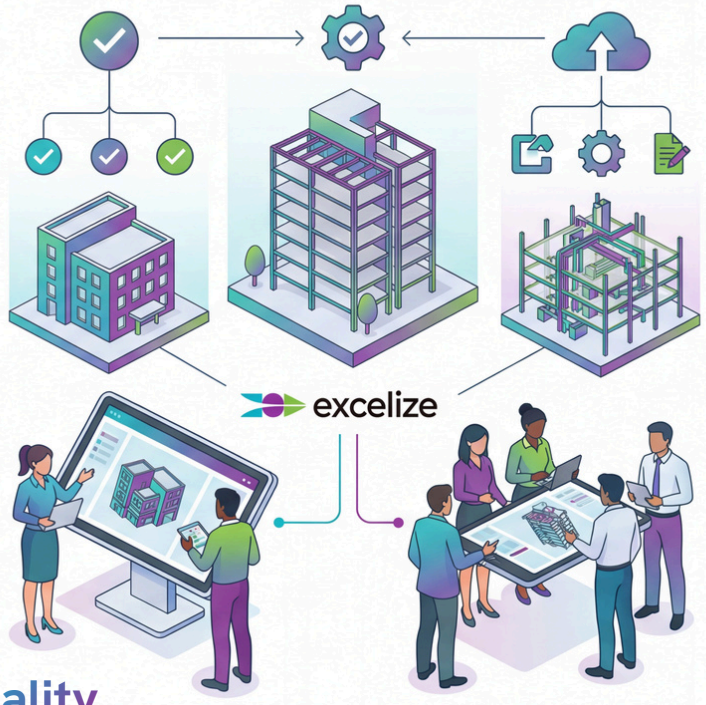
Tools like pyRevit, Dynamo, and custom scripts reduce hours→ reduce seat strain.

Remove Overlapping Tools

Run a "Do we really need this?" review annually. You'll be surprised how much duplication disappears.

The Reality Behind BIM Partnering





Myth vs Reality

WHEN YOU ACTUALLY NEED A BIM PARTNER

When you're expanding quickly

Growth increases complexity, not just volume. As teams and projects expand, existing BIM workflows often become fragmented or inconsistent. A BIM partner helps analyze current processes, redesign workflows, and introduce structured methods that scale efficiently across projects.

When you have short-term or unexpected workload spikes

Without clear standards, BIM execution varies from project to project. A BIM partner supports the development of templates, protocols, coordination rules, and QA/QC frameworks that create consistency, reduce errors, and improve predictability across teams and disciplines.

When you need specialized expertise for a short period

Capabilities such as 4D, 5D, advanced coordination, point cloud integration, or data deliverables are not always required full-time. A BIM partner provides focused expertise to set up systems, validate approaches, and guide implementation, without creating permanent overhead.

When your team deserves breathing room

Long-term BIM performance depends on people, not just tools. A BIM partner works alongside internal teams to transfer knowledge, support upskilling, and embed best practices, so improvements remain in place after the engagement ends.

THE 4 COMMON FEARS AND THE TRUTH BEHIND THEM

"I will lose control."

Truth: Clear roles, shared dashboards, and defined deliverables increase your control, not reduce it.

"Quality will drop."

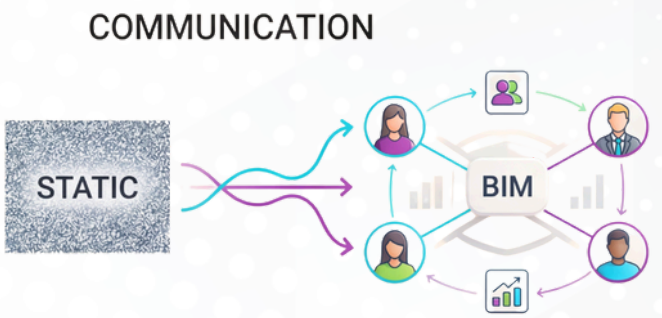
Truth: Quality rises when the process is clear, standards are aligned, and review rhythms are followed. Quality is never about location, it's about structure.

"Communication will get harder."

Truth: With fixed weekly rhythms and a single point of coordination, communication becomes lighter, faster, and more predictable.

"It feels risky."

Truth: The real risk is unclear workflows, unclear ownership, and unclear schedules. Partnering with clarity is often safer than going alone.



A SIMPLE SUMMARY→ CLARITY→ CONFIDENCE→ ACTION

Everything we have shared so far comes down to one truth. You don't need a bigger team. You don't need more software. You don't need to work harder or rush faster. What you truly need, and what we aim to give you, is clarity.

Clarity on:

- Where hidden BIM costs quietly appear
- The patterns that slow teams down
- The measurements that matter
- The unseen waste in capital expenditure
- The respectful tools that lighten daily work
- How partnering brings safety and support
- How to create predictable, clear BIM deliverables

You gain:

- Confidence in the decisions you make
- Control over schedules and deliverables
- Clarity about the way your team operates
- Pride in the work your people produce
- Eliminating constant coordination nightmares

This was not created to sell you anything. It was created to support you in honoring the effort you put into your projects, and to offer you a gentler path forward.
And if you pause for a moment, you may notice this: you now understand your BIM system more deeply.

You see your team with clearer eyes. You feel more grounded and in control than you did just a few pages ago. That is the bridge. From confusion to clarity. From pressure to calm. From reaction to intention. You now have the pieces; you now see the path. And you don't have to walk alone.

From Insight to Direction

Clarity Is the First Step, Direction Is the Next

If this guide felt familiar, it's because recurring BIM issues rarely come from effort or intent.
They come from one part of the system breaking down first, under real project pressure.
Until that part is identified, most fixes:

- Work briefly
- Increase effort
- Fail to create stability

This is why capable teams still experience repeat coordination issues, rework, and escalation.
At this point, the most valuable move is not another fix it's identifying where the problem actually sits in your setup.

Why Most Teams Guess and Why That's Costly

Clarity on:

Teams usually act based on symptoms:

- Late coordination clashes
- Repeated rework
- Growing leadership involvement

In Practice

The real issue is often elsewhere:

- Standards that don't hold under pressure
- Delivery dependent on a few individuals
- Quality feedback arriving too late

When the wrong area is fixed first, instability remains, and effort increases.

This is why clarity matters before action.

The Right Next Step

A Short Assessment to Identify the Real BIM Issue

To help teams move forward with clarity, we've created a short assessment that identifies **where recurring BIM problems originate:**

Standards
When rules and responsibilities stop holding

Team Capability
When delivery depends on individuals

Quality Feedback
When issues surface too late to prevent rework

The assessment is:

- Experience-based
- Non-evaluative
- Designed to surface one dominant issue

It takes about 5 minutes to complete.

What You'll Get from the Assessment

At the end of the assessment, you'll have:

A clear indication of the primary problem area

Practical guidance tailored to that issue

Clarity on what to focus on first, and what not to fix yet

This creates direction, not more work.

How to Continue

After reviewing the result, you can choose to:

Option 1

Apply the guidance internally

Option 2

Or take **Take the Free BIM Assessment** to interpret the result and decide sensible next steps

Take the Free BIM Assessment

Identify the real issue before fixing anything

CLICK HERE