

# Expert, on-demand CAD assistance lowers costs and expands opportunities

## Case Study

### Case study overview

#### Challenge:

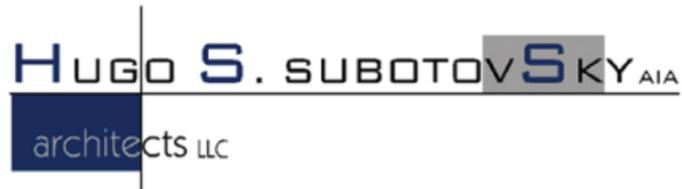
Take on more clients and better handle seasonal business fluctuations while keeping costs low.

#### Solution:

ArchiExcel provided on-demand CAD and Revit talent from highly qualified architects, using a defined process that ensures on-time, high-quality deliverables.

#### Results:

ArchiExcel provided Hugo S. Subotovsky expert CAD services with flexible availability at affordable prices that allowed the firm to boost its project load by nearly 30% while increasing company revenue and keeping costs low.



### Challenge

Hugo S. Subotovsky Architects, LLC has a diversified practice that includes residential multi-family, commercial/retail, and mixed-occupancy structures. In recent years, the company had identified two factors that were impeding growth.

The first was an inability to take on more clients due to an internal lack of architectural talent with emphasis on CAD and Revit skills.

The second factor was the inherent volatility of demand in the architectural business, created by seasonal fluctuations in the construction industry. This seasonality resulted in peaks and lows in demand for CAD skilled architects, and thus a strong need to ramp up and ramp down draftsmen headcount over the course of the year.

Hugo S. Subotovsky needed to find a way to address these factors while keeping in mind that clients are very cost conscious. The solution would need to help the firm remain lean, mean and agile.

### Solution

The firm selected ArchiExcel as their outsourcing partner. ArchiExcel delivers Architectural CAD and Revit services from an international pool of highly-qualified architects with years of experience working on US projects. The ArchiExcel team is supervised by an American-registered architect with 30 years of experience.

ArchiExcel provided Hugo S. Subotovsky with expert assistance in construction documentation, design modifications, Revit modeling, and concept design and other drafting services. As an important aspect of outsourced services, ArchiExcel used a defined project management process to ensure on-time, high-quality deliverables through every step of the project.

Throughout its partnership with Hugo S. Subotovsky, ArchiExcel demonstrated a proven ability to take basic concepts and translate them into high quality construction drawings, provide clients with better project management, and keep costs well within the project budget.

### Results

By using the ArchiExcel services for non-core tasks, the Hugo S. Subotovsky team realized more freedom to be creative, greater flexibility to weather business fluctuations, and expanded ability to take on more projects. In fact, in the first year of doing business with ArchiExcel, the firm was able to increase its project load by nearly 30 percent.

But best of all, Hugo S. Subotovsky Architects gained a trusted partner to help it remain flexible and responsive in a dynamic environment of changing demands.

