

Your AEC Partner Evaluation Checklist

○ Ask for a list of software providers.

Your AEC partner should provide you with a full tech stack to support you and your team. Not only does this help keep all your software licenses in one place, but it also saves a ton of time and headache when renewal season comes around.

Here's a quick list of the top software sectors to look for:

- Autodesk
- Bluebeam
- Autodesk Plug-ins
- Lidar Data Processing Software
- Visualization
- GIS Mapping
- Cloud-Storage
- Ransomware Protection

○ Look for learning management platforms + custom training.

Partners should provide an educational platform to onboard new employees, allow current employees to be more proficient on current and new software and an administrative portal to track progress. Ask if their training opportunities are out-of-the-box experiences or if can they offer customized training based on your needs and workflows. BONUS: The continued education is conducted by certified instructors and technical experts.

○ Expect complimentary technical support.

Five-star partners provide you with more than just a software payment schedule. Your partner should provide complimentary, live [and we mean talk to a human, not just an email to an inbox] technical support – ask for the stats on their response times and satisfaction ratings.

○ Determine the breadth + depth of their production services team.

Ask if your partner has in-house, from-industry technical experts that can provide more than just training with additional services like BIM/CAD/VDC management, template creation, modeling, consulting and more.

○ Do a background check.

It's worth the work to find a partner that is consistently providing quality content for clients, keeping up with industry trends and working alongside industry thought-leaders. Check out their available educational content, the experience of their technical teams and their presence at local/national events. Leading partners have frequent, consistent content published in varying forms of media by respected experts in the field.

○ Ask about the hardware.

Maybe you don't need that new desktop or laser scanner right now, but you probably will at some point. Be sure to ask your partner about the hardware solutions they offer for your software stack. Most partners have a preferred line they'll recommend... five-star partners will have exclusive partnerships, support, warranties and training services available. BONUS: The hardware will be designed specifically for AEC workflows.

○ Find a success story you can relate to.

Sure, a partner may have a great track record working with a 10,000+ bodied firm, but what if you're not a firm that size? Search for proven success in a project you can relate to; if you can't find it, reach out and request an example. A well-rounded partner will have a strong understanding of firms of all sizes and a track record to prove it.

At ATG, an Autodesk and Bluebeam Platinum Partner, we strive to keep our customers driving toward success. Enjoy industry-leading software and hardware for optimizing workflows and top tier production teams in Architecture, Civil, MEP and Reality Capture - all backed by the industry's highest-rated technical support.



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