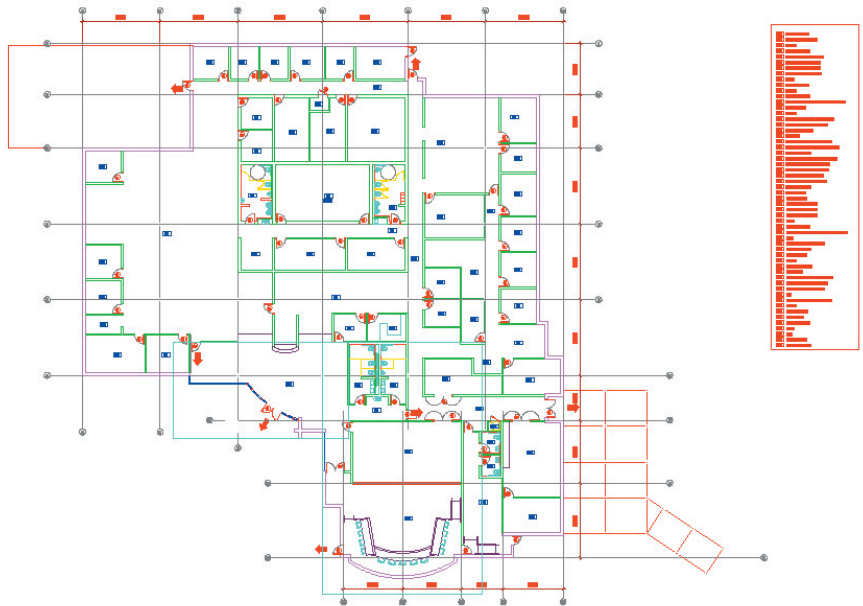


# BSD CostLink/AE Helps Gillis and Associates Produce Accurate and Timely Budgets

"With Building System Design's CostLink/AE we are now able to produce estimates 40% faster than we could before."

**Don Gillis**  
**President**  
**Gillis and Associates**  
**Architects**



**Gillis and Associates Architects goal is to provide complete architectural services resulting in a built environment that satisfies, in specific detail, the client's physical, social, cultural, and aesthetic needs.**

Their projects include many municipal sites in and around Costa Mesa, California. These include public works buildings, fire stations, and pump stations. They have also provided architectural services for civic centers and city parks.

Other services available from Gillis and Associates include:

*Needs Assessment:* Their firm offers professional architectural services, including Space Utilization Evaluations (Needs Assessments), which determine the most effective space coordinating strategies to promote comfortable and productive environments.

*Master Planning:* They provide full Master Planning services to access optimum facility placement and phases of development. The goal is to maximize clients land use potential.

*Space Planning and Programming:* Working closely with clients, they develop intelligent solutions for their environment. This often means embedding themselves in the client's surroundings in order to get a full understanding of the workspace. They are very responsive to client feedback, and hope to establish a close relationship with each client.



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**The need:** Drive through the Costa Mesa area and you will see a number of projects designed by Gillis and Associates. They have worked on police stations, vehicle maintenance buildings and recycling centers. Schools and senior centers also bear the mark of Gillis and Associates. When working on municipal projects, accurate and timely budgets are essential to the success of the project.

In 2004, Don Gillis, President of Gillis and Associates, was outsourcing his estimating. This left him unable to provide fast turn-around on budgets. It was taking more of his time to manage the outsourcing. He needed a better way to provide budgetary cost estimates. He needed CostLink/AE.

**The solution:** "With Building Systems Design's CostLink/AE we are now able to produce estimates at least 40% faster than we could before," says Gillis. "This allows us to give our clients an immediate level of magnitude for their projects practically overnight."

"The way the front-end cost modeling interface prompts us throughout the process has saved time, too. The built-in RS Means databases have also allowed us to generate a 'best guess' for the construction costs – one that we believe, and one that our clients trust," Gillis continues, "Because

CostLink/AE allows us to refine and update the project easily as the design develops, we don't spend time pricing things that haven't been added to the project yet."

**The outcome:** CostLink/AE was easy for Gillis to learn – it took about one day before he was able to start saving time and money. Although he has only been using CostLink/AE for a short time, he has already successfully completed 10 projects. The most recent estimate Gillis and Associates worked on was for the Yorba Linda Water District. Gillis says, "By using different cost models for the project, we were able to shortcut to systems

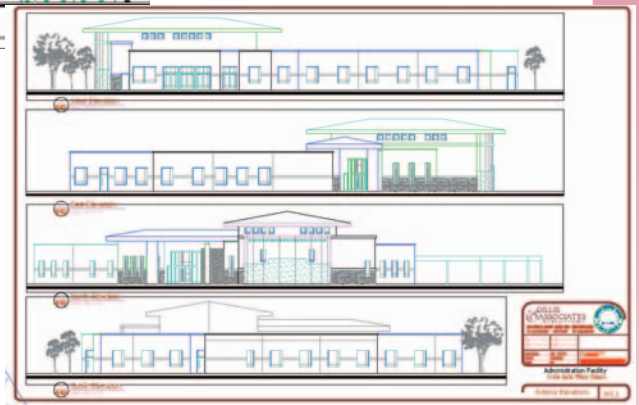
selected to meet a very tight budget."

CostLink/AE has been a great addition to Gillis and Associates. They use it for both new projects and remodeling projects. When asked what he thought of the software, Gillis stated, "With CostLink/AE, we know our estimates are done right. Your cost modeling lets us sleep at night. Being able to quickly change quantities, make simple drag and drop material substitutions and add materials and systems based on our current project type has made a huge impact on both our time-savings and accuracy."



*"With CostLink/AE, we know our estimates are done right. Your cost modeling lets us sleep at night."*

**Don Gillis  
President  
Gillis and Associates  
Architects**



For more information on BSD CostLink/AE, contact Bryant Hendricks: [bhendricks@bsdsoftlink.com](mailto:bhendricks@bsdsoftlink.com)

BSD CostLink/AE provides quick, easy, and modifiable cost estimates using built-in RS Means Cost Data. It was created exclusively for design professionals (and building owners) who like to keep things simple without sacrificing accuracy or flexibility. With CostLink/AE, design professionals can create a reliable, accurate and detailed cost estimate in 10 minutes or less. Its simple and intuitive interface overlays a fast and powerful computational engine with flexible reporting capabilities. Its front-end Building Cost Model interface makes building an early estimate quick and easy, while the built-in RS Means cost databases make customizing the estimate as simple as drag-and-drop.



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