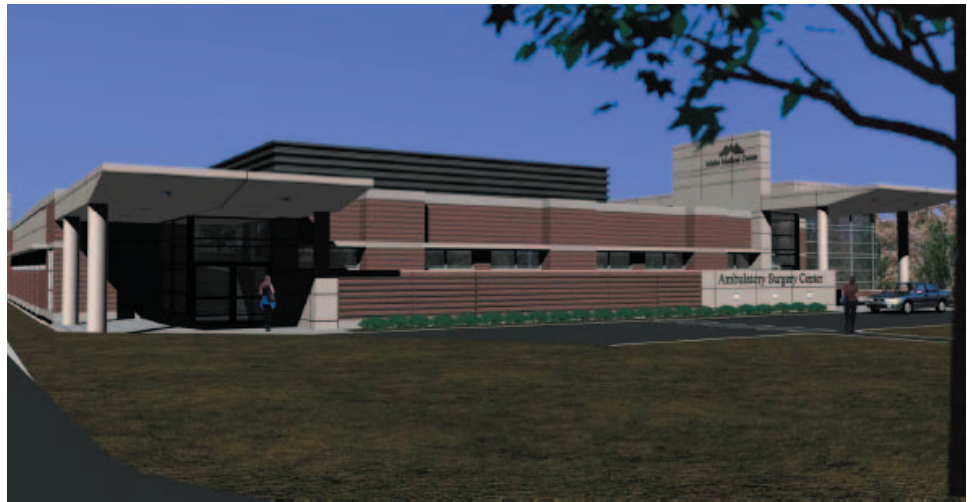


SpecLink Helps MorrisSwitzer Standardize Formatting

"Our sections used to be incomplete, and without a standard format. Now with SpecLink, formatting is certainly much easier."

**Bruce Anderson, AIA,
CSI CCS, LEED AP Architect
MorrisSwitzer**



Maine Medical Center — Ambulatory Surgery Center, Scarborough, Maine

MorrisSwitzer is the perfect blend of seasoned professionals and promising young talent, ready to meet the demands of the present and the challenges of the future.

From their offices in Portland, Maine and Williston, Vermont, they work closely with clients to assess their current situation and develop solutions to meet each client's specific need.

By providing both the design and construction services, MorrisSwitzer offers a single-source solution for clients. Their architecturally-led design-build process offers complete accountability and the reassurance that the design and construction are one comprehensive service. Clients work with their design team from project planning through the entire construction project ensuring that the design intent is properly implemented. Their design and construction team

generate ideas together to provide effective value-engineering and accurate cost estimating throughout the design process.

The team at MorrisSwitzer works hard to maintain the delicate balance between cost and quality on every project offering. They develop multiple options and provide cost projections, thus enabling clients to make informed decisions on both current and future needs. As an added service to clients, they offer in-house estimating and project scheduling. MorrisSwitzer has completed a wide range of master plans — from small community hospitals to 1,000-bed medical centers.



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BSD CUSTOMER CASE STUDY

MORRISSWITZER

The Need: Because MorrisSwitzer offers both design and construction services, clients that take advantage of this combination are assured that their project design will be properly executed during the construction phase. When it came to creating specification documents, MorrisSwitzer realized they needed a similar coordinated system. In 2002, they were using a "home-grown" word processing based office master. Their specifications were taking too much time to develop — especially in the area of formatting, which was often inconsistent. They considered outsourcing, but concluded it was not a viable option. They needed a system that would handle every aspect of their specification writing — one they could use in-house, and one that would save them time and help solve their formatting issues.

The Solution: Bruce Anderson, Architect, with MorrisSwitzer remembered a specification writing program he had used earlier in his career. He knew it would meet MorrisSwitzer's requirements,

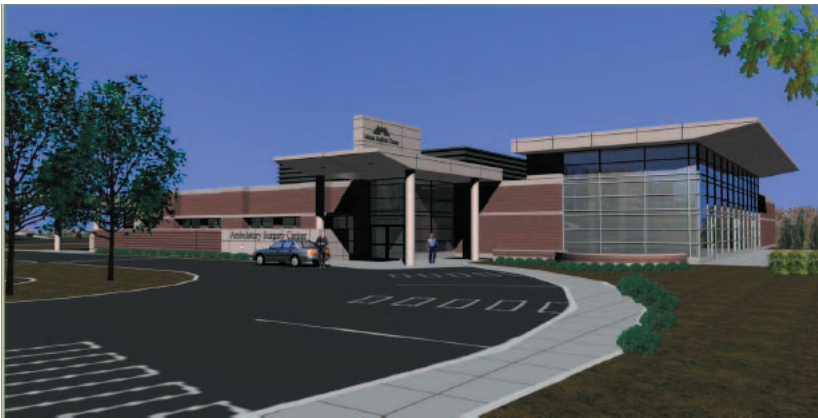
so he suggested they evaluate SpecLink.

SpecLink's unique editing and formatting features were exactly what Morris Switzer needed. Anderson says, "Our sections used to be incomplete, and without a standard format. Now with SpecLink, formatting is certainly much easier." Anderson and his staff have found the global formatting features especially helpful. These include changing the project name, setting headers and footers once for the entire project, and the ability to change the page format once and have it apply to the whole project.

The Outcome: Formatting was only one of the features they found useful. Another was SpecLink's quarterly database updates. Because MorrisSwitzer does a lot of work in one particular industry, it was important that they be able to create an office master that addressed their specific practice. And they knew they could take advantage of SpecLink's updates without fear of overwriting their specialized edits.

"Before SpecLink, some of our information relating to products and manufacturers would be out of date. Now we have a complete and accurate list to choose from when creating and editing specifications," says Anderson. SpecLink's database of manufacturers is frequently checked, with names and web addresses updated on a regular basis. If additional information is needed, there are hyperlinks to the various manufacturers' web sites.

In discussing the specific productivity advantages he has seen with SpecLink, Anderson keeps coming back to two words: formatting and editing. He states, "SpecLink is easy to use and edit. We like all the choices we have to select from when editing. We like the way it has given our specifications a standard format."



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**Bruce Anderson, AIA,
CSI CCS, LEED AP
Architect
MorrisSwitzer**



A strategic partner of



For more information on BSD SpecLink, contact Bryant Hendricks:
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BSD SpecLink is a powerful specification writing, management and production system with built-in intelligence designed to dramatically speed up editing tasks and reduce specification production time while minimizing errors and omissions. Users' project files are each maintained in a single database, rather than in multiple word processing files. Several model projects are included that allow the user to start with a pre-edited set of complete specifications. Because the master data is always visible and never deleted, it is easy to review project choices or select alternatives. Users can also import their own custom sections and/or create model projects specific to company or project-related requirements.