

# SpecLink Helps DSGW Produce Specifications in Half the Time

*"With SpecLink, we were able to have specifications to our client in three days."*

**Joe Watson,  
Specifier  
DSGW**



*Fortune Bay Resort and Casino*

## **DSGW is a Minnesota firm with offices in Duluth, Virginia, Grand Rapids and the Twin Cities.**

Their 40+ person team provides architecture, planning, landscape design, interior design and implementation services to communities of every size and character. Since 1938, DSGW has attracted clients who are active in their communities and want to play a proactive role in determining what is built within them.

DSGW provides architectural services to public and private community groups. They know that the word "community" has many meanings because communities come in every size and character. They work with private businesses, public institutions, neighborhoods, towns, suburbs and cities to

design environments that enhance their daily lives, providing creative solutions that meet their client's aesthetic needs, quality expectations, budget and schedule parameters.

They apply both classic and contemporary techniques to develop cities, buildings and interior spaces that exceed client expectations. Whether working with local leaders to pass referendums or responding to a health care provider's requirements of a thoughtful design approach for a healing environment, DSGW listens to client expectations. Their clients' dreams and aspirations help them to deliver enduring buildings that bring communities together.



Building Systems Design, Inc.

3520 Piedmont Road, Suite 415  
Atlanta, GA 30305

888-BSD-SOFT  
(273-7638)  
Fax: 404-365-8912

[www.bsdssoftlink.com](http://www.bsdssoftlink.com)

# BSD CUSTOMER CASE STUDY

## DSGW

**The Need:** The concept of “community” and creating solutions for them permeates the way DSGW conducts business. One definition for community can be a group that has common goals. They knew that a good specification writing system should mimic a community: every section of the software should work together to produce the end goal. For example, when information is added, deleted or changed in one section, that modification should flow through to other parts of the specification.

Word-processing based specification writing systems lack this kind of coordination between sections. Sections can be added, deleted or changed, but there is no synchronization of the data. This was what DSGW was seeing in their word-processing based system in 2001 – and it was something they wanted to change. It was one of the needs that motivated them to look at SpecLink.

**The Solution:** SpecLink’s formatting features have helped DSGW reduce their specwriting time by 50%. Joe Watson, Specifier with DSGW in Duluth, Minnesota, says, “SpecLink has considerably reduced the time it takes for us to change footers and clean up imported text. As soon as you name the project, the footers formatting is done. And imported text takes on the formatting of the section to which it is imported. SpecLink has

helped us in cleaning up the word processing ‘quirks’ associated with importing text from various sources.”

This ease of formatting was impressed upon Watson during a recent project. He recalls, “One of the best projects where we have been able to utilize the features that SpecLink offers was the Carlton County Maintenance Facility. This was a very large job that was done with mostly imported materials. With SpecLink, we were able to have specifications to our client in three days.”

**The Outcome:** DSGW has been using SpecLink now for four years. They have taken advantage of how easy it is to create an Office Master in SpecLink, creating one for standard projects, and have benefited by using SpecLink’s automatic updating of reference standards. These two features have made creating specifications at DSGW much faster and easier. “Knowing that everything is being updated – such as ASTM numbers and other reference standards – was another major reason for our switch to SpecLink,” says Watson. “And being able to use the Office Master for similar jobs – easily removing paragraphs that don’t apply and adding new ones that do – has given us a great productivity advantage that we will use to continually grow our business.”



*“Being able to use the [SpecLink] Office Master for similar jobs . . . has given us a great productivity advantage.”*

**Joe Watson,  
Specifier  
DSGW**

Images courtesy of DSGW.



A strategic partner of



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

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.