Transforming Business

Dana K. “Deke” Smith, FAIA
Executive Director, buildingSMART alliance
Member of buildingSMART International Executive Committee
We Must Profundly Change

- We need to know where we are and set goals of where we want to be.
  - We need metrics

- Doing more of the same and expecting different results is not a healthy outlook.
  - We must profoundly change the way we do business
    - We must enter data one time for entire project
    - We must share information across the life cycle
How Do We Change?

• It is not easy!
• You will hear from organizations that have been successfully involved with change for many years.
  – We must learn from them.
• You must understand what you are doing now (As Is)
• Then you need to define what you want to look like in the future (To Be)
• Then define steps to get there.
• Take a look at our Capability Maturity Model (CMM) in the NBIMS-US™ as a resource.
Alliance Sponsors

These are the Change Agents in the Facilities Industry.

Why isn’t your group recognized here?

COBie Education Sponsor
Todays Agenda

All-star cast

- **Steve Jones** – Latest Smart Market Report
- **Ron Zimmer** – Why are we not implementing Life Cycle Costing
- **Phil Wirdzek** – Getting the message to the owner
- **Chris Moor** – How BPR actually works
- **Chuck Eastman** – How you can get engaged in BPR
- **Bill East** – Follow-through after you have figured it out
- **Kevin Connolly** – Comprehensive and profound transformation – developing a plan!
Thank You

If I can be of further service please contact me:

Dana K. “Deke” Smith, FAIA
Executive Director, buildingSMART alliance
Member of buildingSMART International Executive Committee

Email: dsmith@nibs.org
Phone: (202) 289-7800
Cell: (703) 909-9670
Tweet: b_smart_all