

The Big Switch

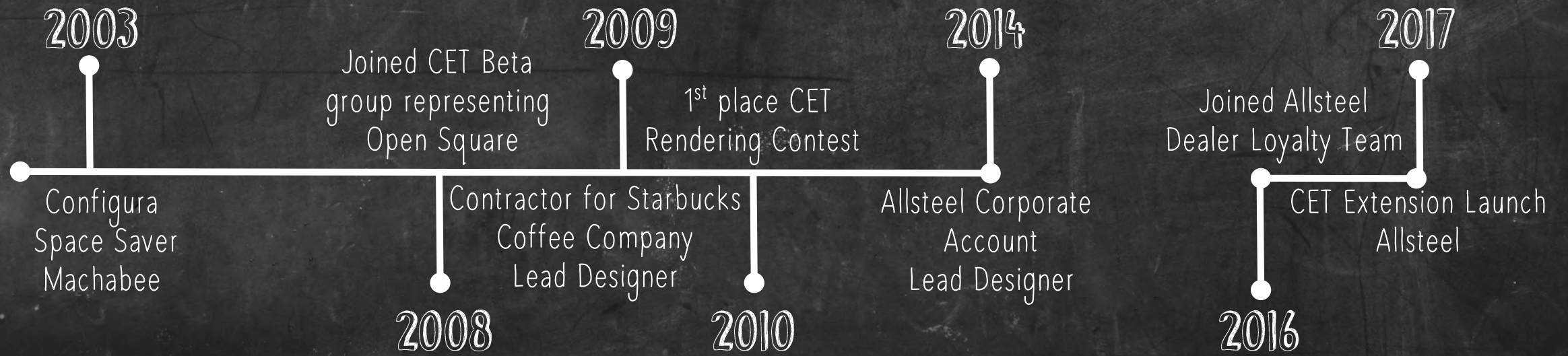
Kaylie Tucker
Allsteel



The Big Switch

CET User Conference
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ME & GET



“IT IS NOT THE STRONGEST OF THE SPECIES THAT SURVIVE,
NOR THE MOST INTELLIGENT, BUT THE ONES
MOST RESPONSIVE TO CHANGE.”

Charles Darwin

PARADIGM SHIFT

AN IMPORTANT CHANGE THAT HAPPENS WHEN THE USUAL WAY OF THINKING ABOUT OR DOING SOMETHING IS REPLACED BY A NEW AND DIFFERENT WAY THIS DISCOVERY WILL BRING ABOUT A PARADIGM SHIFT IN OUR UNDERSTANDING OF EVOLUTION.

Sociology of a Designer

SKILLS

IDEAS



TRAINING

BACKGROUND

ATTITUDE

Hurdles

- OLD CAD FILES
- MULTIPLE DESIGNERS SPACE
PLANNING IN DIFFERENT
STYLES
- MIRRORING OF CAP SYMBOLS
- DISCONTINUED PRODUCT
- SPECIALS
- TIME

EVERY
accomplishment
STARTS WITH
the decision
TO TRY

STEPS

TO

TRANSITION

SET
GOAL

MAKE
PLAN

GET
TO
WORK

STICK
TO IT

REACH
GOAL

EXPIRED

CET DESIGNER IS A PERISHABLE SKILL
IF NOT USED IT WILL EXPIRE

PRACTICE



PRACTICE



PRACTICE



Just the facts...

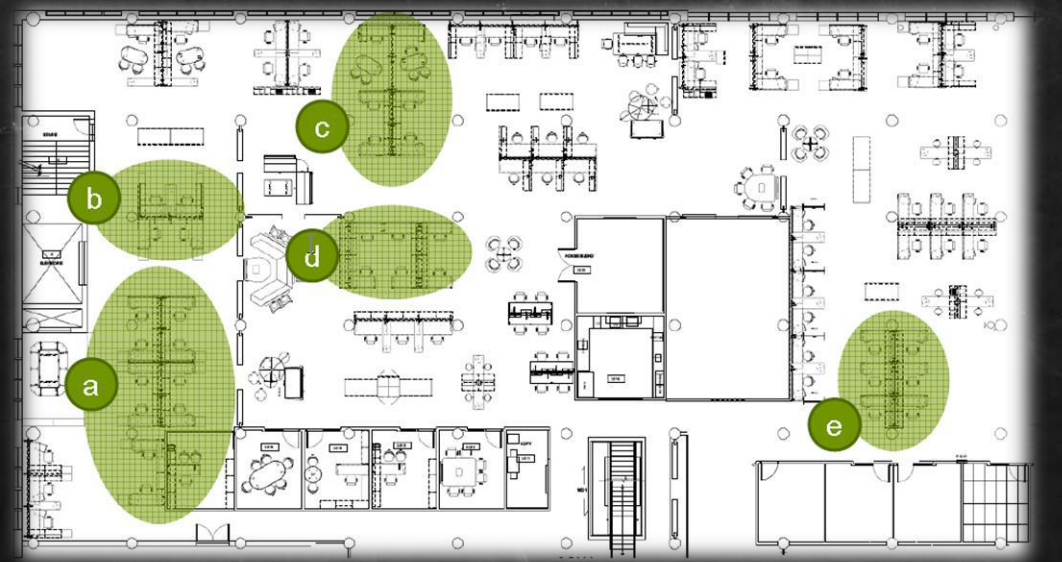
- CORPORATE HEADQUARTERS 9 FLOORS OVER 6,000 WORKSTATIONS
- HQ ALONE HAD 18 CAD FILES THAT WERE ON AVERAGE OF 15 YEARS OLD
- MINIMUM 6 DESIGNERS WHO HAD MANAGED THE FILES OVER THE YEARS
- REQUIREMENT TO SEND CAD MONTHLY TO MAINTAIN THEIR FACILITY MAPS SUPPORT THEIR TEAM
- MULTIPLE PRODUCT LINES MANAGED BY OTHER DEALERS AND ARCHITECTS
- MULTIPLE REGIONAL LOCATIONS WITH THEIR OWN SET OF STANDARDS AND TYPICALS



Catalyst for change



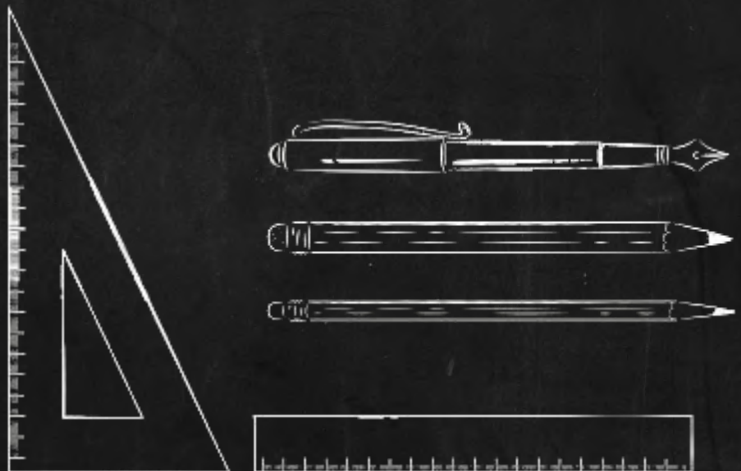
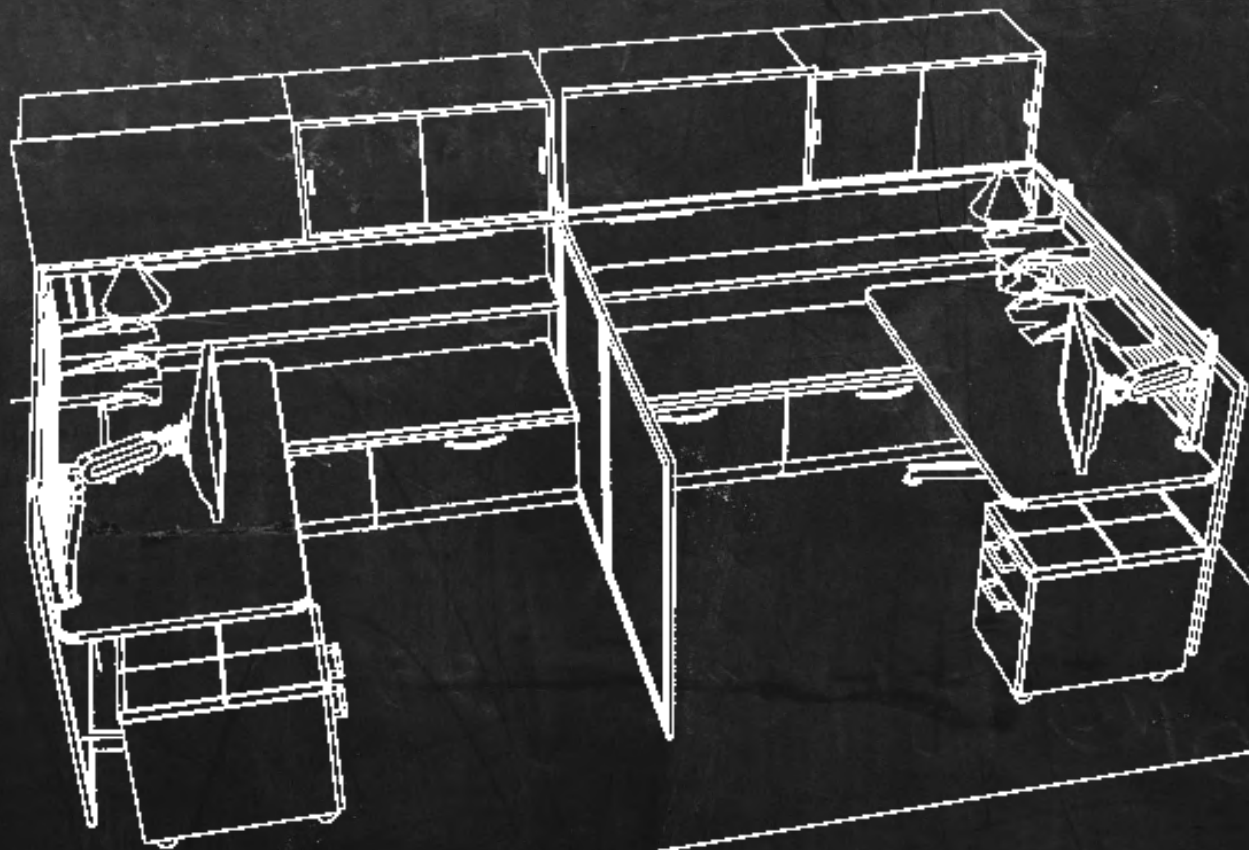
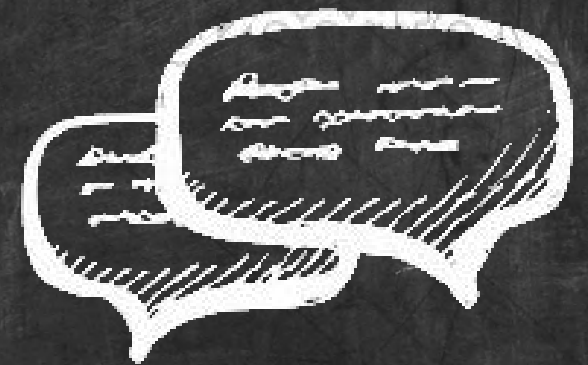
- NEW BIG PROJECT WITH CURRENT CUSTOMER
- STEPPING STONE TO DEVELOPING THE NEW CORPORATE STANDARD
- 80-100 WORKSTATIONS
- JUMPSTARTED THE CORPORATE RESTACK



Start the conversation



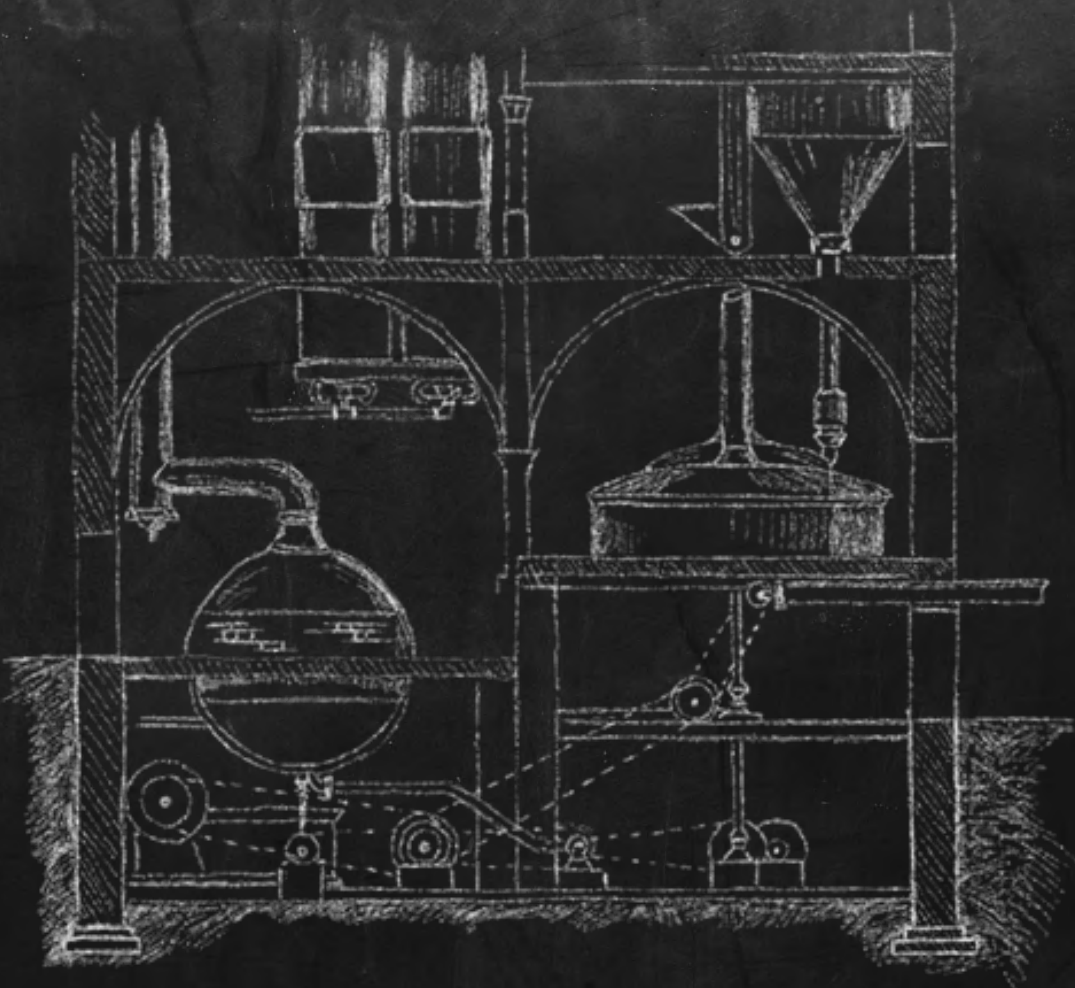
- CHANGE YOUR ROLE AS A DESIGNER
- USE CET TO HELP TRAIN YOUR CUSTOMER
- HELPS YOU PRACTICE AS WELL!



MIX IT UP

IN THE BEGINNING IT WAS A MIX OF OLD AND NEW

- PROJECT SYMBOLS
- SKETCHUP
- PGC SYMBOLS



TRANSITION TIMELINE

SMALL PROJECTS

STILL MAINTAINING EXISTING CAD FILES
AND DOING THINGS THE "OLD WAY"

TYPICALS RENDERINGS

- MULTIPLE SOFTWARE LICENSES
- TRAINING NEW HARDWARE
- INCREASED DESIGN TIME FOR LEARNING CURVE

TRAINING
ADOPTING CET

CONTINUING EDUCATION
TRANSITION

LARGE PROJECTS

- REDUCE OTHER LICENSES
- THIRD PARTY RENDERINGS REMOVED
- PROFICIENT USAGE
- INCREASING LIBRARY OF PROJECTS
- PRODUCTION RATE INCREASED
- SPEC ERRORS REDUCED



START

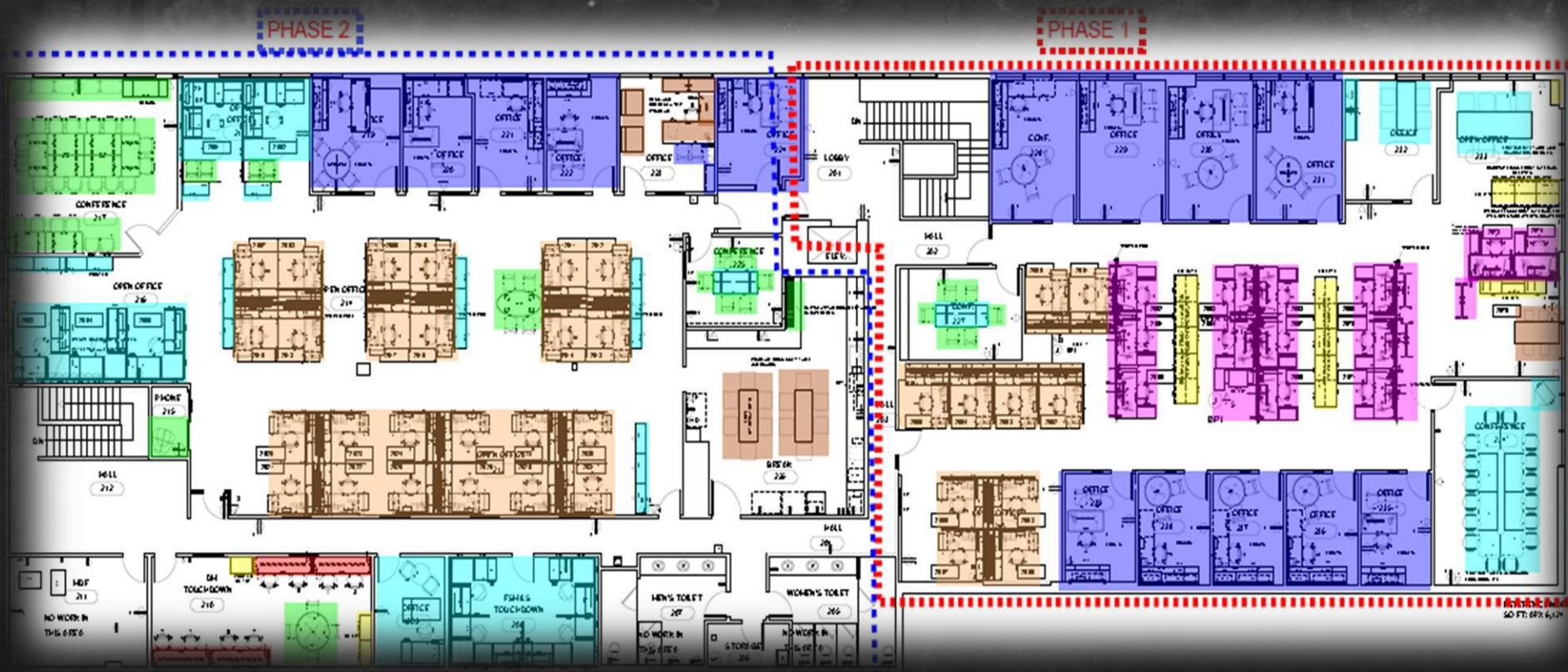
100% CET

IMPLEMENTING CET WITH EXISTING CUSTOMER

A separate but similar path...



- REGIONAL OFFICES WERE DEVELOPING NEW STANDARDS AND REDESIGNING
- GOOD WAY TO CONTINUE TRANSITION AS THESE WERE 100% DRAWN WITH CET



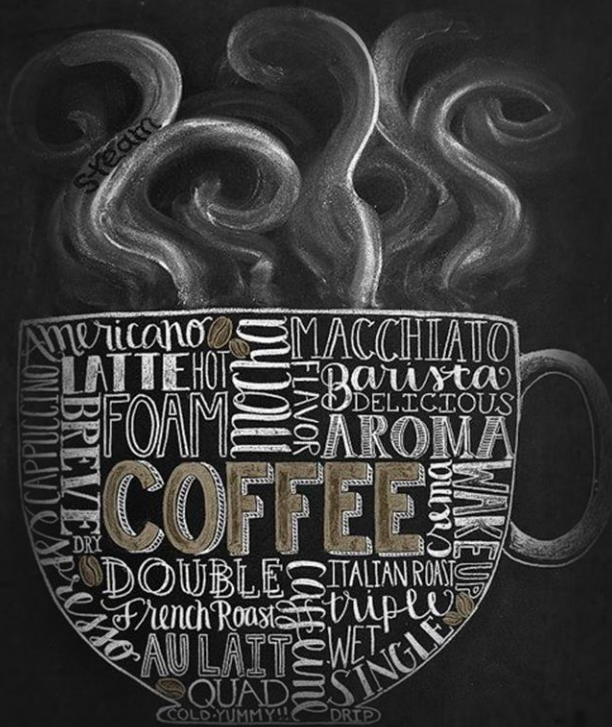
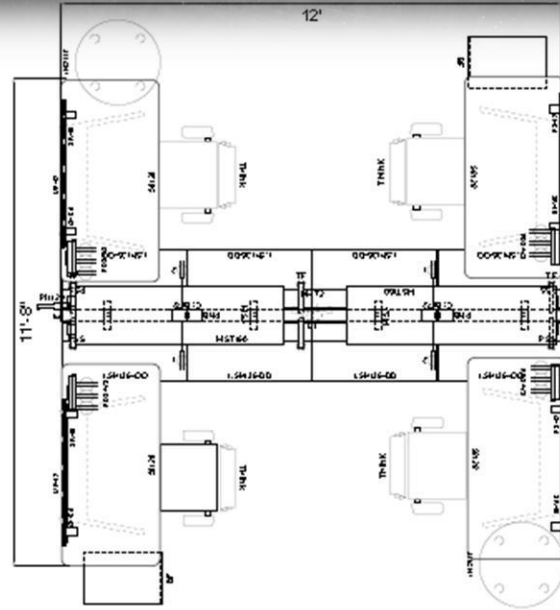


Where's the magic switch?



IT ALL WORKS OUT IN THE END

YOU DON'T NEED TO KNOW HOW.
YOU JUST HAVE TO TRUST THAT IT WILL.



NOW WHAT?

Alternatives

GET TO AUTOCAD

CONVERT EXISTING

RECONFIGURES





THANK

YOU

