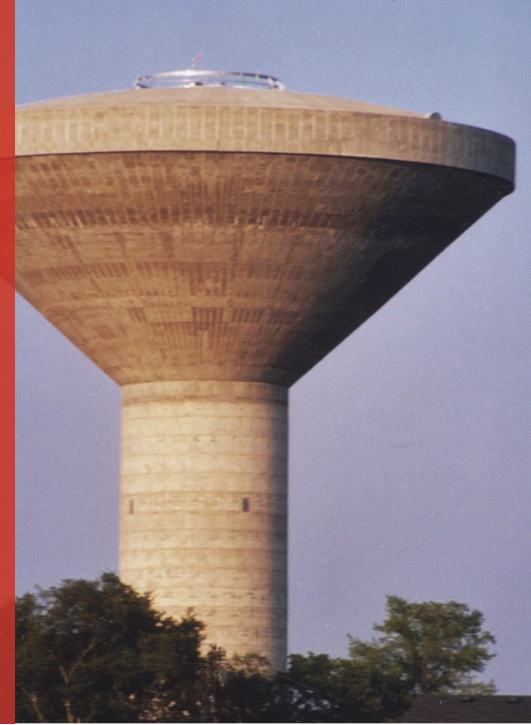


# The Crom Corporation

Customer Success Story

Autodesk® Design Review  
Autodesk® DWF™ Viewer  
AutoCAD®



*“With Autodesk Design Review, we produce only one version for review. Our designers are spending 10 to 20 percent less time on the process.”*

K. Ryan Harvey,  
Vice President of Engineering,  
The Crom Corporation

## Concrete Benefits

Using Autodesk® Design Review, The Crom Corporation accelerates its design review processes and realizes more value from AutoCAD® software

### Project Summary

Based in Gainesville, Florida, The Crom Corporation (Crom) designs and builds pre-stressed concrete water storage tanks for clients across the southeastern United States and the Caribbean. The firm’s staff includes drafters, engineers, project managers, and regionally-based account managers all dedicated to delivering superior products in a timely manner. With its emphasis on quality, Crom takes the design review process for every tank seriously; as many as five internal staffers review each design. Until recently, the process was extremely time-consuming—especially for drafters. To accelerate and improve its design review workflow, Crom turned to Autodesk Design Review. With Autodesk Design Review, the firm has been able to:

- Realize more value from its design software
- Improve the productivity of drafters by as much as 20 percent
- Produce one design iteration for review instead of three
- Communicate complex design changes with greater clarity

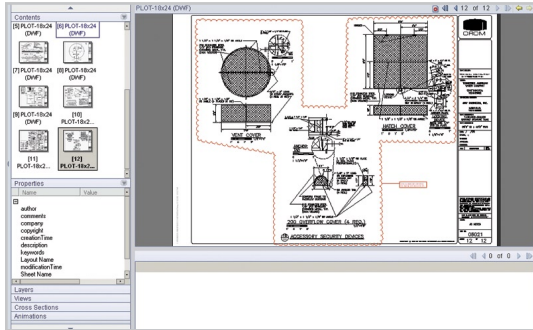
### The Challenge

#### Paper-based Design Reviews Slow Workflow

At Crom, projects begin when an engineering consultant or a municipality requests a proposal for a concrete water storage tank. After Crom wins the bid, the heavy lifting begins. Collaborating with the project manager, the drafter develops a set of shop drawings for the tank, which are sent to a design review team that includes two engineers, the area account manager, and the project manager.

Before adopting Autodesk Design Review, the review team contended with an inefficient review process. Although the drafter used sophisticated design software to develop the shop drawings, the entire design review team depended on paper printouts to review a design. After one reviewer drew in comments and changes by hand, the drafter included them in the design, printed a new version, and sent it to the next reviewer. The entire process generated three separate sets of design drawings, leaving Crom dependent on a tedious and time-consuming design review workflow.

Autodesk®



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"Our projects have short schedules, usually only eight to 15 weeks," says K. Ryan Harvey, Crom's Vice President of Engineering. "We need to complete our design reviews quickly and efficiently. With paper, faxes, and delivery services, that's very difficult. We knew it was time to make our design review process as efficient and electronic as possible. That's why we turned to Autodesk Design Review."

### The Solution

Crom began using Autodesk Design Review in September of 2005, and in just a few short weeks, the firm transformed its review process—and realized more value from its design tools. After completing one project using a trial version of Autodesk Design Review, Crom decided to implement the software throughout its organization.

"In just six months, we have completed a significant number of projects with Autodesk Design Review," says Harvey. "Because it works well with AutoCAD and it's easy to use, we're getting more value from AutoCAD, too. Our drafters spend more time creating designs in AutoCAD and less time on the design review process."

### A Better Workflow

Now, when it is time to initiate the design review process, a drafter simply publishes DWF™ files of shop drawings directly within the AutoCAD application, and the project manager sends them out to reviewers by email. Each reviewer opens the DWF in Autodesk Design Review, uses the markup tools to make changes, and passes the DWF to the next reviewer. Autodesk Design Review automatically tracks who made changes and when. After the process is complete, the drafter efficiently incorporates changes into the AutoCAD drawing.

According to Harvey, "We pass the DWF from one reviewer to the next electronically. There's no more need to print or to create multiple drafts of the drawings. Everyone can see the changes, and even complex changes are very clear, which is often not the case with printouts. The entire process is much faster and more efficient for everyone."

### The Result

#### 20 Percent More Time to Design

With Autodesk Design Review facilitating Crom's workflow, the firm has seen a number of benefits, including the elimination of time-consuming faxes, lower delivery costs, and a reduced risk of errors. Making the biggest impact, however, are the productivity improvements experienced by the firm's AutoCAD users. "We once needed to generate three versions of every design during our review process," explains Harvey. "With Autodesk Design Review, we produce only one version for review. Our designers are spending 10 to 20 percent less time on the process."

Project Manager Stephen Crawford agrees. "Our drafters like Autodesk Design Review because it saves them time and the comments from reviewers are clearer," he says. "Our reviewers can make changes more quickly, especially when they are on the road. We also like that we can open DWF files with Autodesk Design Review. It's now easier to make sure that all changes are incorporated into the final shop drawings. It has improved our productivity and sped up our projects across the board."

### For More Information

Add Autodesk Design Review to your workflow and realize more value from your design tools. Find out how by visiting us on the web at: [www.autodesk.com/designreview](http://www.autodesk.com/designreview)