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Att: Whom it may concern

Date	Our reference/No	Our contact	Direct line
July 8, 2009		Skanskauser	
Your date	Your reference/No		

Value of Artra to our BIM Implementation

Skanska are a USD 4.0 billion market cap company and are the selected builders of the Barts and The London Hospital redevelopment, which at GBP1.0 billion and 10,000 rooms is the biggest hospital in the UK. Skanska have also been appointed to provide a 42 year asset maintenance service on the project.

We are using ARTRA to problem solve some of our construction phase issues and have already made significant savings using ARTRA's solutions versus our traditional processes for example, we have used the material take off capability to help drive down our typical dry lining wastage from 30% to 8% and our blockwork wastage from 10% to 5%. These accurate quantities have helped us drive down MEP package growth from 20% to 8.5%. Conservatively for every GBP 1 we have spent on BIM (including our investment in Artra) we have saved over GBP 2. Furthermore, the powerful search, find and link capability of Artra has been used to deliver the Health and Safety File and Operations and Maintenance Manuals at a cost 50% less than our usual budget allowance. And in the asset management phase we expect that by using the ARTRA software the savings will continue to increase because we are recycling and making the existing data work harder.

We have been very satisfied with the ARTRA products and service and recommend them to any organization interested in utilising leading edge technology to achieve the most technically effective and economically beneficial outcomes for the management of their built assets.

Yours sincerely,

Skanska Technology Limited

David Throssell
BIM Technical Manager

