



## Famed German Brewery Centralizes Communications on International Building Project with Autodesk Buzzsaw

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### *Anton Steinecker Maschinenfabrik Realizes ROI by Improving Communications and Eliminating Project Delays with Buzzsaw*

When 128-year-old brewery equipment manufacturer and construction firm Anton Steinecker Maschinenfabrik (GmbH) began using the local, German-language version of Autodesk(R) Buzzsaw(TM) online project collaboration service from Autodesk, Inc. (Nasdaq:ADSK), the company hoped to improve communications and eliminate delays in transmitting planning data among its international project teams. Steinecker quickly achieved those goals, and also found that the Buzzsaw service delivered a remarkable return on its investment.

This first project that Steinecker carried out using the Buzzsaw service was the expansion and modernization of three breweries in Mexico. Worth a total of approximately \$30 million, this represented one of the largest projects in the company's history. One of the most complex as well, because Steinecker was forced to coordinate the efforts of its project team on the ground in Mexico with managers at its headquarters outside Munich.

"The cost benefits derived from direct savings in plotting, preparing and transmitting plans and documents have already justified our investment in the Buzzsaw solution," said Wilhelm Heine, project manager for plant construction. "We were delighted to find that Buzzsaw virtually paid for itself within just a few months of deployment. And the improvements we experienced in terms of more efficient processes are translating into an overall increase in team productivity."

Steinecker's positive experience with Autodesk Buzzsaw echoes the findings from an independent study conducted by the research firm the Hurwitz Group. Analyzing the experiences of 50 Buzzsaw customers, Hurwitz found that the average ROI for twelve months of use was approximately \$95,000, including savings on project management, printing, delivery and travel costs. Moreover, the study found that 93 percent of respondents found that Buzzsaw improved quality of work, and that 77 percent reported an increase in team productivity.

"Construction firms that engage in international projects confront a number of issues that can lead to delays and hurt profitability," said Amar Hanspal, senior director, Autodesk Building Collaboration Services. "For instance, simply sending plans by post or courier can take up to a week. And, of course, international telephone and delivery costs are far higher than domestic services. By combining powerful collaboration technologies with the low-cost telecommunication capabilities of the Internet--and providing them in local language versions--the Buzzsaw service is helping construction firms work more efficiently, and profitably, on an international basis."

#### About Autodesk

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