

CANNONDESIGN

Cannon Design
Buffalo, NY
www.cannondesign.com

Industry:

Engineering & Construction

Annual Revenue:

US\$101 million to US\$500 million

Employees:

800

Oracle Products & Services:

Oracle Primavera Contract Management

“By applying Oracle’s Primavera Contract Management to the design side of our practice, we have distinguished Cannon Design from conventional architectural and engineering firms. We’ve improved collaboration companywide, cut costs, and significantly reduced our response time for RFIs and submittals, which gives us a competitive advantage and minimizes our liability.”

– Gustavo Lima, AIA,
Principal and Director of
Construction Administration,
Cannon Design

Cannon Design Increases Collaboration to Avoid Project Delays, Reduce Risk, and Improve Productivity

Cannon Design is an internationally ranked architectural, engineering and planning firm. It operates under a “single firm, multioffice” (SFMO) concept—one firm practicing through regional centers with offices in major cities throughout the United States and Canada, and in Shanghai, China, and Mumbai, India. The company designs and manages construction projects valued at US\$1.5 billion per year across North America, Europe, Asia, and the Middle East.

Challenges

- Take advantage of the firm’s uniquely distributed knowledge approach and share best practices via a more collaborative, virtual work environment
- Ensure timely responses to thousands of requests for information (RFIs) and submittals (the process by which a contractor seeks architect approval for specific products) to avoid project delays and liabilities
- Improve the productivity of the professional staff

Solution

- Implemented Oracle’s Primavera Contract Management to create a virtual collaboration environment
- Enabled Cannon Design’s architects, engineers, and construction managers to coordinate with owners and contractors around RFIs, submittals, change orders, project finances, and more—regardless of their physical location
- Streamlined the RFI and submittal management process, enabling Cannon Design to optimize productivity of the professional staff and reduce overall operational costs
- Enabled Cannon Design to precisely track more than 2,000 documents each month, spanning more than 150 projects
- Enabled real-time monitoring of compliance with internal best practices and industry standards, producing analytical data that resulted in a process of continuous improvement in performance
- Gained market competitive advantage and reduced liability by improving average turnaround time on submittals and RFI’s by 35%