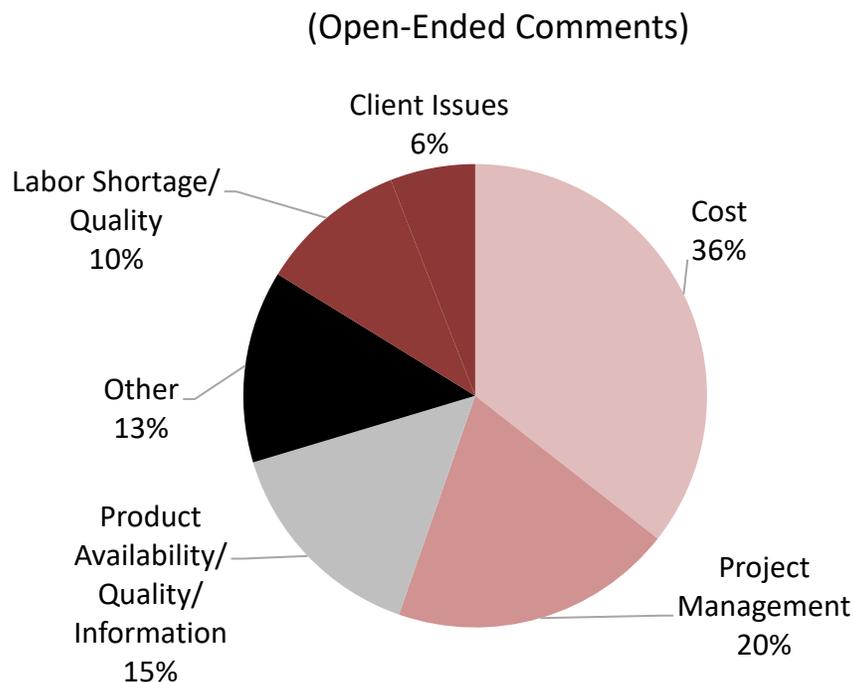

Building professionals have issues with balancing budgets while still meeting clients' needs, maximizing design, maintaining quality and trying new products.

What are the biggest issues or obstacles you face today?



Sample Comments

- Balancing costs with owner needs and design sensibilities.
- Cost savings for our clients but still finding good products.
- Everyone wants a Cadillac on a Chevrolet budget, and in less time than ever before. So issues with schedules and budget as well as high expectations for a quality building with fewer qualified craftsman out there.
- Narrowing down options with so many selections available. Also lead times & delays.
- Details when two different products are to meet at a corner or other plane. Working with very inexperienced subcontractors and/or contractors has been very time consuming which takes away from our productivity.
- Schedules, back-orders, labor cost, budgets.

TAKE AWAY: Building professionals have to balance many project details in order to meet clients' needs, deadlines and budgets. Manufacturers can make it easier for design professionals by having product information and quality products available when they need them. This will help achieve a higher level of success.



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Purpose:

To find out the key issues or challenges building professionals face in today's building construction market in order to provide better products and support.

Methodology:

AIM surveyed architects, interior designers and facilities. The survey was conducted on-line in October, 2019. Overall response was 170 completed surveys.

Conclusion:

Building professionals continuously look for ways to meet clients' requirements while balancing budgets, project deadlines, design objectives and still delivering a quality project. There are a number of key issues facing architects and designers that make it more difficult for professionals to do their jobs. This includes a shortage of quality contractors/installers, rising costs, difficulty staying current on new products, longer product lead times and maintaining consensus and communication with stakeholders. Product manufacturers can make the product selection and purchase process easier by keeping design professionals updated and having the products they need when they need them.

Note: Data is based on research conducted by Accountability Information Management, Inc. (AIM). Total response=170. AIM is a business-to-business marketing communications company, ©November, 2019. For additional information including a more in-depth analysis, contact AIM or visit our website. Phone 847-358-8558, Email inquiries@a-i-m.com. Website: www.a-i-m.com. Thank you.