

# StandardShare

## What Our Clients Say...

"The collaborative environment for document exchange that Standard Share offers has been a vital part of numerous projects that I have worked on. A great benefit is that it has given us the ability, as an entire project team, to have up to date documents and information on the go. In addition, it has greatly reduced the time involved in document tracking."

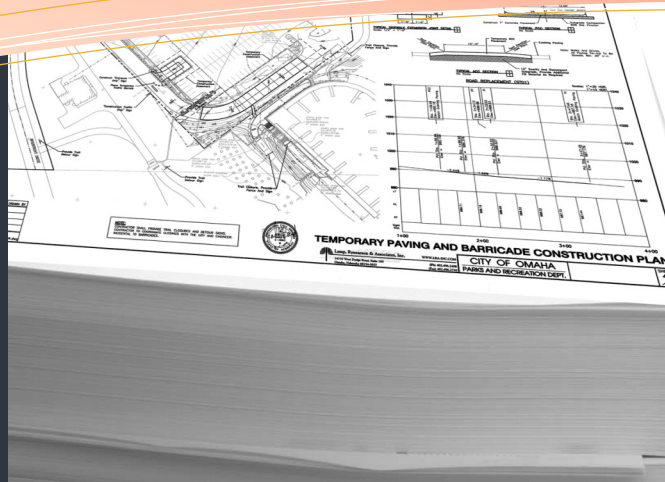
Taylor Cupp  
Holland Basham Architects

"StandardShare saved my client approximately 50% of distribution costs over a similar sized bid package on a previous project conducted in the traditional all-paper format. The StandardShare document upload system is reliable, secure, and efficient."

Steve Eveans  
Architect

"Standard Digital and its "Standard Share" system proved to be an extremely valuable tool not only for The Weitz Company Team at Midtown Crossing but to our subcontractors as well... the learning curve was relatively simple and the ease in which our Subcontractors, Engineers, Architects, suppliers etc. could retrieve current information was a great time saver for all involved. Once changes were uploaded, the information was immediately available to the entire team. These things combined made Standard Share a cost effective and efficient to help manage the changing project environment."

Susan Geise  
The Weitz Company



## Do you want to:

Improve Design Collaboration? **P.2**

Manage Bids Flawlessly? **P.2**

Manage Submittals Efficiently? **P.3**

Print & Distribute Fewer Sets? **P.3**

## What exactly is StandardShare?

**In one statement, StandardShare is a single-point solution to manage operational and document costs by increasing communications, reducing printing needs, and improving the efficiency of project management.**

The mid nineties was a time of transformation at StandardBLUE. After 90 years of being Omaha's leading reprographics company, the days of the ammonia based diazo machines were drawing few.

The emerging advancements in digital reproduction were identified early on by the management staff of StandardBLUE. As the decade ended, the diazo production model had run its course and in its place StandardBLUE offered to its clients a complete digital solution.

Replacing the Vellum, Trans Bond and Mylar originals supplied for mass production were electronic files on floppy disks, Zip drives, BBS systems and Jazz tapes. This is the time StandardBLUE became known as

Standard Digital Imaging.

Today files come in from all over the world in many formats and methods. Standard Digital Imaging continues to remain educated on developing technologies to enable constant improvements in service to its clients.

That is how StandardShare evolved. We realized that every phase of a project's life can be improved by implementing online technology. After years of listening to our clients and experimenting with solutions for their needs, a comprehensive set of tools was developed. Together those tools are StandardShare: the only true concept to archive document management solution.

Turn the page to learn more about StandardShare and what a difference it can make to your projects.



**StandardShare®**  
A StandardBLUE Solution

## Principles for Document Management Success

- 1) Establish a document process that will be consistent for each project you are in charge of. This is often a challenge because different project managers have their preferred way of doing things and so do the other collaborators.
- 2) Consolidate as much of your process into one system as possible. Right now many firms use FTP to share files, a second vendor to handle the submittal process, a third to act as a plan room and often a fourth to do the printing. This represents a huge waste of time and money.
- 3) Reduce the number of hardcopy sets that have to be paid for and kept track of. By allowing, even encouraging, sub contractors to download plans instead of purchasing or putting a deposit down on a print.
- 4) Choose a vendor that knows your industry, listens to your needs and desires, and can respond with a custom solution specifically for you.

Only StandardShare can provide a solution that meets *all* these principles.



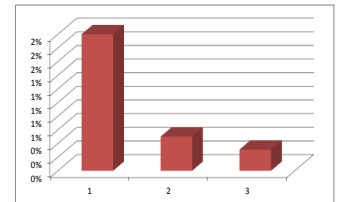
## StandardShare is the cutting edge.

No other service offers a true “Concept to Archive” solution for complete document management.

## Benefits Start With the Design Phase...

From the very first concept sketches you can build a library of documents and share them with your design collaborators. You can manage your entire submittal process, keep a complete version history, communicate with your team quickly and easily. You can even set up custom communication groups such as your Security Team or Engineering Team. The best part is that the entire system is custom to your business and your work flow. You are not tied to a “canned” system. Also, because our system is proprietary, we can add custom functionality very easily, something no other service can do.

- ◆ Set up a private and secure *project specific* team environment
- ◆ You will have a complete document library: “napkin sketches”, emails, meeting notes, initial CAD drawings, etc.
- ◆ Access a complete communications and document sharing system for collaborators
- ◆ You can include all information regarding fundraising, grants, board meetings, studies, etc.
- ◆ Even retain all bids, Contract documents, confidential reports, etc.



**Our clients always see huge savings. One client's printing costs were reduce almost 85% over the course of three projects with varying levels of StandardShare usage.**

## Continue During the Bid Phase...

Once your project is ready to bid, we make the documents available in our plan room and send out notice to our entire subcontractor membership. At over 3,000 members (and still growing) we have the largest membership of any other plan room specifically serving this region. That means that you will get the best bid results possible. Our bid management process is efficient, accurate and most importantly, proven.

- ◆ Your invitation to bid can be private or public
- ◆ You can establish a “go-to” list of suppliers and Subs you have worked well with before for private invitations
- ◆ Your invitation can go out to over 3000 StandardShare subcontractor members – increases bid quantity/quality
- ◆ Drastically reduce printing of bid sets using downloadable drawings and specs – if there is a print need we can fulfill it
- ◆ Full Bid management services are available and include reports on prints, downloads, planholders lists, addendums, etc.
- ◆ Powerful communications hub – communicate to individuals, specific groups, or all parties involved
- ◆ Addendum notifications sent instantly to all plan holders



## Through Construction...

Once the full team is selected and construction begins, you can still use StandardShare as a communications tool. Of course, we can continue to support any printing needs, but in the mean time we will restrict further access to your project to only those awarded the job. We will also manage the recovery process of any outstanding plans, as needed.

- ◆ Security permissions are modified to include only those individuals you wish to allow
- ◆ Share and track Submittals, RFIs, change orders, etc. with accuracy and ease
- ◆ Be confident your team is always working from the most current information

## To Project Completion.

After construction is complete and the keys are turned over, we know that owner will need to archive building plans, contracts, warranties, etc., to access in the future for maintenance, upgrades, or expansions. We can keep an archive of all project documents on our secure servers.

- ◆ Custom security permissions to restrict access
- ◆ Future access can be granted as needed and documents can always be viewed, downloaded, printed, or ordered on CD
- ◆ Include past plans via downloaded or scanning to create a comprehensive historical project archive

## Why do you print so many copies?

### Q: What is the best way to reduce printing costs for my project?

A: Quit printing so many copies, especially bid sets! Most plan rooms attached to reprographics companies model their business to do one thing— make you print. at Standard Digital we have embraced all of the new technological changes occurring in our industry instead of trying to hold on to the old, and more expensive way of doing things. Instead of printing dozens of bid sets, we encourage our clients to print about 30% of what they



would normally start with and the print on demand if there is a need. At the same time we encourage as many potential bidders as are able to download the project files and do their estimates that way.

The savings are huge. You save time too, as bids are returned faster than ever. As printing becomes less and less needed (we know it will never be gone completely) you can count on Standard Digital to lead the way with the most cost effective and efficient document management.

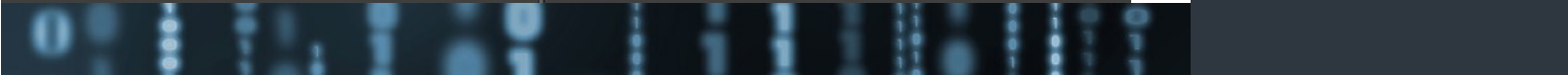
## EYE ON IT Current Industry Trends

- 1) Most online plan rooms charge high membership fees to allow plans to be *viewed* online, and still require the *purchase* of a CD or print to be able to get them in a usable form. This is outdated and wasteful.
- 2) More and more subcontractors use estimating software that needs an electronic file, *not* a print. This gives you faster, more accurate bids.
- 3) Today's portable devices with large, high resolution displays are even making it possible for contractors to be informed of your Invitation to Bid and view your documents, even if they are not at their office.



- 4) Architects, Engineers, General Contractors, and Sub Contractors are getting increasingly frustrated with the lack of a unified system or standard of document management and the number of vendors that only provide part of the process and not a complete solution.

The next trend is...  
**StandardShare**



## The Standard Digital Difference Is our people.



Bill Frasier—COO

**Bill Frasier** started with Standard Digital fifteen years ago.. Starting out with the company as a delivery driver and progressing through numerous capacities over the years, he has gained a unique insight to the industry. That insight led to the creation of StandardShare. Now, as COO and part owner, he has his sights set on the future as he positions Standard Digital to lead the way as the industry evolves.

“StandardShare grew from the necessity of increased efficiencies in project distribution – it has developed into a total data management solution with an emphasis on a digital sharing model.” He adds “When you require a hardcopy print, I know a pretty good place for that as well!”



Sean Kearney -  
Director of Technology

**Sean Kearney** came to SDI 3 years ago. As part of the team that created StandardShare he has particular interest in the comments and suggestions of our customers . He is responsible to ensure 100% uptime and optimal performance of the system as well as the scalability of the infrastructure to meet future growth requirements. StandardShare runs on a platform in which strict adherence to best practices is never compromised, from database maintenance to backups, it's covered. Unlike other online services, we don't depend solely on 3<sup>rd</sup> party products or programmers on contract.

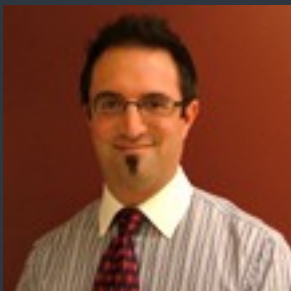
“We have the ability to bring suggestions and ideas to life which just one aspect that sets us apart from other services. Within the next 5 years I fully expect StandardShare to be the benchmark of online plan rooms and construction management solutions.”



April Brudny—  
StandardShare Support

**April Brudny** has been with SDI for 5 years. She started out as a Service Technician for the KIP Wide Format Service Department. In the last 5 years she has continued to grow with the company expanding her horizons to include herself in the development/testing of Accounting Software and is also involved with StandardShare support/development.

“I believe that hard work and knowledge creates superior results. Our StandardShare team is a group of like minded people who have created an excellent product. We are willing to keep moving with the times and needs of our clients.”



Greg Simmons  
Corporate Marketing

**Greg Simmons** joined the SDI team in late 2010. He brought with him a very strong background in marketing and business development. Having been instrumental in the his previous employers ten-fold growth over the last eight years, he was looking for another growth opportunity. Greg's focus is bringing StandardShare to the forefront of SDI's service offerings and developing strategies for rapid growth.

“I once heard “There is nothing more powerful than an idea whose time has come.” I truly believe that about StandardShare. It benefits every end user regardless of what aspect of the project they are involved with. We've already seen excellent growth and this is just the beginning. I'm excited to see it continue and accelerate.”



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# Call Today to discover the power of StandardShare™ for yourself.