



Finnish Building & Construction Software Market Overview

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Forewords

This overview is designed for Scandinavian Group members. It is a quick glance at the Finnish Building & Construction (B&C) Market with accent on Software side.

B&C market and Information Technologies

Software Structure

In the modern building business IT and special software are being actively used nowadays. This concerns CAD and GIS as well as PDM and CBE software.

CBE systems provide estimations of a project regarding the work amount, costs, project resources need, but they don't present such important data as a calendar plan of works, a schedule of resources need, a calendar profile of expenses.

In the building complex organizations there is a severe need for calendar planning software. As finding the optimal means of project execution in short time and with the most effective resources usage is one of the key factors of success, and considering the everyday growth of competitiveness – a guarantee of surviving for any organization.

For solving such problems a special kind of software is used – systems of calendar planning and project realization control or, in other words, PMS (Project Management System) – we will use this term further on.

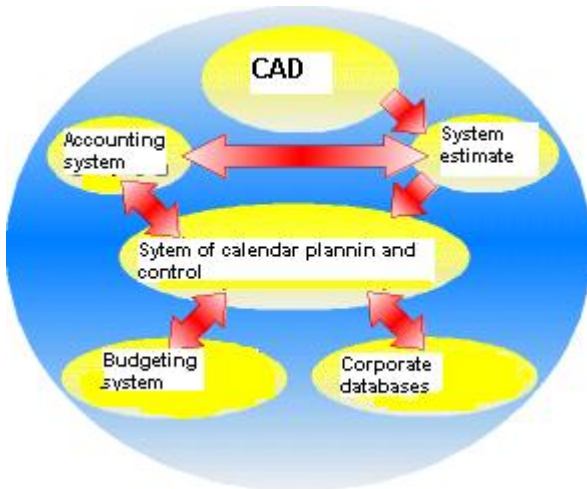
So these systems maintain the main processes of time, resource and cost planning and control based on the algorithms of network planning as well as the critical path method (and even resource critical in some cases), the method of assimilated capacity, etc.

Building projects lay at the backgrounds of network planning. The critical path method as itself was developed for coordinating the works in building the factories of “Dupon” chemical corporation. Nowadays more and more Russian building companies start to implement the systems of calendar planning for increasing the effectiveness of their work.

B&C software structure

- CAD (Construction Auto Design)
- GIS (Geo Information systems)
- PDM (Project Document Management)
- CBE (cost budget estimation)
- PMS (Project Management Systems)

Integration of PMS and others ERP components



The successful functioning of building management system, based on the usage of calendar planning and control software means, depends up to an extent on the fulfillment and credibility of source data. At the same time different informational systems (accounting, estimate systems, material calculation and so on) are already used in companies and actually contain the main part of information. Of course, there is a wish to combine and mutually complete the informational streams originated by different systems. The currents of integration may be viewed by groups:

Finance

The information on planned expenses profile, concerning a project, taken from PMS may be used in the systems of finance planning and analyzing the projects and systems of a company's budgeting. And vice versa, the data taken from these systems may be regarded as directive restrictions within the calendar plan forming.

The information on HR usage, on the amount of realized works can be used for salary calculation.

Supply

In PMS it's not difficult to form a schedule of project HR needs and afterwards use it in the systems of material calculation and supply in order to form schedules of purchases and provision of materials as well as creating constructions.

Quickly updating and real image of needs for material and constructions will help to use own production facility with maximal effectiveness.

Regulation

Estimate systems usually contain norms of material spending for different types of works, machines and mechanisms productivity, solitary costs of materials. But this data doesn't correlate with modern reality to an extent that it can't be implemented for usage in real projects nowadays. Many companies take the way of creating corporate normative bases and integrating them with the systems of calendar planning. Besides, it is thought to be the best solution.

Nevertheless, the integration of estimate programs with PMS attracts some building companies that implement calendar planning systems, which was mentioned above.

PMS and Intranet

Nowadays there are very few software products which do not integrate with web-technologies, except the most conservative – accounting ones. And PMSs do not lag behind. Actually in this case most attractive opportunities appear. First of all, for viewing reports of execution, finance and other data it's not necessary to install expensive PMS client locations on every computer. A browser is quite enough for that. At that we know: the majority of them are totally free. Secondly, even for changing the information in PMS databases a "thin" client suffices the needs. Such solutions are being already included into standard supplies of the mightiest modern systems.

Finnish Building & Construction Market



Building and construction market in Finland is well developed and organized. It has strong connections with [RAKLI](#) - The Finnish Association of Building Owners and Construction Clients. The community lists [118 companies](#) dealing with B&C, real estate and accompanying industries. RAKLI declares to represent “its members in various property ownership matters concerning legislation, taxation and common policies. In addition, support in R&D activities, networking and information transfer is available for the members”.

Finnish industry presents specified institutions and companies tailored to B&C. An example is [Development Centre for Finnish Building services](#), which has the goal “to develop building technology industry to customer based and competitive industry in Finland and abroad”.



Finnish Building & Construction Software Market

Developers

Finnish software market in the building and construction cluster is represented by 79 companies according to Finnish SW portal [www.swbusiness.fi](#). However, analysis of these developers’ skills and abilities, combined with an investigation of their customers, showed that very few of them actually realized tailored solutions or products for the building and construction (B&C) business.

The situation is either that developers have the mentioned area on the list but, in fact, used to solve software problems concerning B&C only approximately, or they are more inclined to cross-industry applications. Having perused the list of Finnish software-makers, we have come to a conclusion that just about a decade of them dispose specified solutions for different branches of such a vast industry as B&C.

Some Developers are devoted to B&C cluster (table 1).






Table 1

Finnish SW developers devoted to Building&Construction cluster

Company	Logo / Link	Expertise area	Site En	Site Fi
DB-Manager Oy		Customer Relationship Management (CRM) Systems; IT management Systems for window and door industry; Kitchen Design Software	Y	Y
Esdata Oy Ab		Systems for Architect and Engineering companies; Professional accounting software	N	Y
Noiscase Oy (Finnish Acoustics Centre Ltd)		Environmental noise management and planning	Y	Y
Progman Oy		Developing software for product selection; Technical/economical calculations; CAD	Y	Y
Visma Software Oy (member of Visma, the leading Nordic ERP Group)		ERP	Y	Y

Others are more universal and have good expertise in other industries (table 2).

Finnish SW developers having expertise in B&C and other clusters

Company	Logo / Link	Expertise area	Site En	Site Fi
DeskArtes Oy		3D Industrial Design Software; Value Adding Software Technology for rapid prototyping, simulation, data verification and data healing; Serving the web-based communications needs of the Finnish construction industry;	Y	N
e21 Solutions Oy		Serving the web-based communications needs of the Finnish construction industry	Y	Y
NEVDESIGN		Industry visualization services; Web-based software and databases; 3d-technologies and database integration	N	Y
Suorakonttori Oy		Information system solutions	N	Y
Tekla Corporation		Network management software; Project management software; Geographic Information System software; Vertical Market Application Software	Y	Y

Solutions

No data

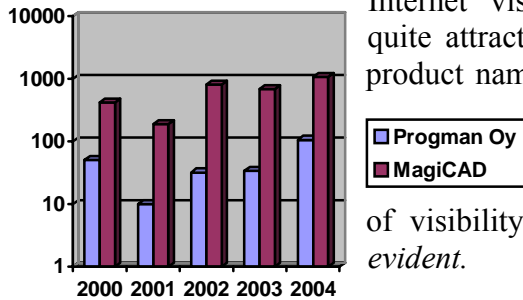
Experts
[Bookmarks](#)
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**Events**Building & Renovation Trade 2006
 Show Type: Tradeshow
 Fair Centre, Jyvaskyla, Jyvaskyla
 Mar 17, 2006 - Mar 19, 2006
OwnHome06
 Show Type: Public Show
 Helsinki Fair Centre, Helsinki
 Apr 07, 2006 - Apr 09, 2006
FinnBuild06
 Show Type: Tradeshow
 Fair Centre, Helsinki, Helsinki
 Oct 04, 2006 - Oct 07, 2006

Finnish Software presence on Russian B&C market

Progman visibility in Russia



Internet “visibility” of Progman in Russian Google search engine looks quite attractive. Using Company name (Progman Oy) and Company product name (MagiCAD) in association with year (2000 – 2005) we can get optimistic diagram. MagiCAD word combination is more known in Russia than Progman Oy, but visibility of both of them is growing. Some reduction of visibility in 2001 for both names is present, *but reason is not evident.*

Case study



«Sites-conditioner» is a leading Moscow turn-key climate (air-conditioner) solutions provider. Company is 12 years old, 3K successful projects in Russia & CIS. Company strongly uses MagiCAD from Progman Oy. MagiCAD brand helps Sites to promote its services. In Feb'04 in Russian CAD journal “САПР и графика” Sites published 5 page article focusing in MagiCAD. It looks like a good example of mutually beneficial cooperation.

By now «Ситес-Кондиционер» using MagiCAD realized projects for several millions USD” «САПР и графика», Feb'04

“Unfortunately, MagiCAD is not tailored for Russian specification requirement. List of MagiCAD elements should be sorted manually, some missing elements should be added, some unneeded should be deleted” «САПР и графика», Feb'04

Progman local distributor is quite optimistic

MagiCAD is an outstanding CAD tool and it has good prospects in Russia. Our Company has sold MagiCAD solutions for some years as a SPb reseller of Progman’s Moscow official dealer (EMT).

It is right time for MagiCAD now to go to Russia regional markets. To do so a Russian interface and better correspondence with Russian Standards are highly desirable.

Why not legalize all pirate copies in Russia? Autodesk did so and now we are overloaded by AutoCAD orders. AutoCAD price is very flexible, depending on version.

Boris Vorobyev, [PetroStroySystema](#) CAD department chief

MagiCAD is a well known trade mark in Russia NW region. Why MagiCAD does not understand Russian, customers ask.

MagiCAD brand is known in SPb

Here is an Internet Job search advertisement. MagiCAD experience is a plus in career.

Search for a job in SPb. Have experience in heating, conditioner design using AutoCAD and MagiCAD. For contacts fixx@inbox.ru

Software for B&C industry from Russia & CIS

Software for B&C in Russia has a lot of local features and designed for local market. I know no one SW developer with international experience in B&C cluster.

Manager of SPb office of [GRAND](#)

There is a tough issue to find good internet portal summarizing Russian SW developers, working in B&C market. More tough to find

Today Russian B&C industry management looks like chaotic. Market is growing rapidly and necessity of IT usage is evident. But there is a shortage of good ERPs tailored for B&C industry.

[MIRAX-ИИФО](#)

analytical information about best SW products and solutions.

Developers

SPb SW Developers

	Expertise area	Sait En	Site Ru	Int.contacts	Int. clients	Products	Solutions
Altec		N	Y				
Bars+		N	Y				
Cliver		Y	Y				
Consistent SW		N	Y				
ASPO		N	Y				
VisiCon		N	Y				
Grand Soft	Design	N	Y				
PSS	ERP; CAD	N	Y			Y	N

Moscow SW Developers

	Expertise area	Sait En	Site Ru	Int.contacts	Int. clients	Products	Solutions
ArchiSoft		N	Y				
GeoTrade		N	Y				
Grand		N	Y				
MAV							
MiraxSoft							
Impuls-IVC		N	Y				
Primax Trade		N	Y				
SoftKompas		N	Y				
StroySoft		N	Y				

Russia SW Developers

	Location	Expertise area	Sait En	Site Ru	Int. contacts	Int. clients	Products	Solutions
StroyExpertiza	Tula		N	Y				
Temper-3D	Omsk		N	Y				
Bisness Soft	Vologda		N	Y				
Def Studio	Novosibirsk		N	Y				

Solutions

ERP Business Control

an automatic informational system of company management developed by MiraxSoft, Moscow. Business Control presents complex software solutions for the building area. Our developers have accumulated a many years experience of the market's leaders and therefore they are optimal for building, subcontracting, real estate companies as well as building materials suppliers, enterprises specializing in exploiting and managing of realty. The configurations are easy for usage and provide effective strategic planning (including the financial one), HR management, automation of calculation, electronic document flow and the control of executing managing decisions in correspondence with the specific business processes of the field.



[Building holding company](#) (all links are to a Russian site)

The united package for full automation of a building company's business processes, combining building, trade, operational and supply enterprises.

The system of building management is simple, convenient and multifunctional, it includes all the modules and modules' sectoral enhancements of the Business Control system and allows to get quick information on the situation in every branch of an enterprise.

[Building](#)

Configuration of corporate Business Control System for building companies and departments (incorporated into an enterprise) of own capital construction management.

The system of building management provides automation of the whole complex of business processes within erection of objects: managing general subcontracts in building, regulation of contracts (tracking the performance, leading works and payments schedules)

Finance: budgeting, strategic and operational planning, calculation, analysis.

[Real Estate](#)

Software solution for the automation of real-estate companies' business processes (program for realty agencies).

This configuration of enterprise management automated informational system "Business Control" gives an opportunity to get quick information on sales and leasing of lodgments as well as to track signing and executing agreements. It also provides an opportunity to link system information to objects and their individual structure (corpuses, sections, floors, etc.). Storing images, an opportunity of creating business-specific reports in graphic mode (apartments graphics).

Finance: budgeting, strategic and operational planning, calculation, analysis.

[Exploitation](#)

KConfiguration for companies which specialize in realty management and exploitation of buildings and constructions.

- Automation of business processes and regulation of leasing agreements. A database of lodgments with parameters and prices. Customers relations (explorations, letters, notifications, acts).
- Automation of objects exploitation: receiving and regulating customers' requests, regulation of works performance, quality control, management of personnel's working time.

[Business materials](#)

Configuration of "Business Control", having an aim of automating the business processes of a trade-purchasing enterprise.

The package allows to manage receipt and performance of requests, warehouses, financial issues, personnel and also to get quick information on the situation in every branch of an enterprise.

This is a mighty and simple tool of trade management: pricelists, programs of discounts, personal discounts for clients, regulation of requests flow and its profitability. Adding the nomenclature of alternative positions names - belonging to different suppliers - into the directory. Calculation of personnel's salary.

[download the demo version](#)

Scandinavian Group Expertise

Arkitektkopia

A professional solution to provide online ordering of drawings and color prints for the building and construction industry in Sweden. An around-the-clock level of availability, reliability and scalability are the main system requirements. [More...](#)

Visualization of B&C objects

JAVA map for client workstation and ActiveX map to administrate the system. Administrating of the system includes the questions of adding and editing mapping objects, geocoding, working with application logic and with visual styles for user's objects. Map data are saved in proprietary cartographic format on server. Users with help of mapping interface could get more easily the needed information about construction objects and get special reports connected with status of them. [More...](#)

[CSI International](#)

[Effective-Soft](#)

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[Effective-Soft](#)

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Annexes

Company Profiles