

## Using ISO 19650 to Grow 8X

How one small team used ISO 19650 to beating bigger competitors



### THE CLIENT

BuildEXT is a Hungarian general design firm that began in 2008 with just 6 employees. Originally focusing on small local projects, the team saw a turning point when they were awarded a large international industrial project and started following ISO 19650.

“ I cannot imagine using Excel or Word to start writing a BIM contract anymore. ”

### THE RESULTS

**8X** growth

**-10%**  
construction + FM costs

### THE CHALLENGE

BuildEXT faced major hurdles scaling up:

- Competing with firms 10x their size
- Disorganized workflows not built for large-scale or international work
- Contracts that said vague things like “complete planning,” leaving huge interpretation gaps
- Subcontractors unfamiliar with BIM, or stuck in 2D workflows
- Clients not providing clear EIRs (Exchange Information Requirements)

“ The contracts were very vaguely specified... It could mean one thing on our side and a completely other thing on the client side. ”

András Ábele-Nagy, Head of BIM, BuildEXT

### THE ACTIONS

BuildEXT proactively transformed its entire operation:

- Adopted ISO 19650 not because of mandates, but because it made business sense
- Implemented Plannerly to build customized templates for every project type: scan-to-BIM, healthcare, sports, fit-outs
- Digitized and visualized scope so responsibilities were crystal clear for each subcontractor
- Created clear agreements and contracts in just one day with a single BIM/Information Manager
- Built a central object warehouse in Revit to support consistent modeling
- Educated supply chain partners on CDE workflows and standards
- Grew internal capabilities by onboarding Revit workflows across former Archicad users

“ We could implement new workflows faster than large companies. ”

After just two or three big projects, things started to flow – we saw it working. ”

### THE IMPACT

- **Team Growth:** 6 → 50+ engineers across 4 departments
- **Process Clarity:** Visual scopes made roles and responsibilities instantly understandable
- **Speed:** What used to be messy Excel templates now became beautiful visual contracts, generated in a day
- **Scalability:** Handled projects 30x larger thanks to structured, reusable templates
- **Savings:** 10% reduction in both construction and facility management costs
- **Mindset Shift:** From vague, reactive processes to proactive, repeatable excellence

“ It gives structure. It restructures everything. Everyone knows what they have to do. ”



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