



Partnering for BIM Enablement: How Industry Collaboration Strengthens Project Delivery

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SPEAKER PROFILE

Victor Mokwape

Pr.CPM

Senior Project Manager • Pro-serve Consulting

ABOUT

Victor is a registered Pr.CPM with over eight years' experience in the Built Environment having delivered infrastructure projects across various sectors both in South Africa and Botswana.

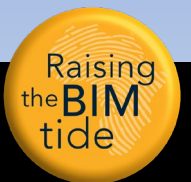
He is passionate about digital transformation and actively promotes the adoption of Building Information Modelling (BIM) as a catalyst for collaboration, innovation and improved project delivery.

8+ Years' Experience

South Africa & Botswana

BIM Champion

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WHAT WE DO



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Pro-serve Consulting

2007
ESTABLISHED

19
YEARS

7
SERVICE LINES

A leading provider of Project Management, Quantity Surveying and Engineering professional services in the built environment – founded in Gauteng, South Africa in 2007, with nearly two decades of integrated consulting delivery.

OUR EXPERTISE

- Project Management
- Quantity Surveying
- Engineering
- Construction Management
- Project Management Units (PMU)
- Infrastructure Programme Management
- Property Development Advisory

OUR COMMITMENT

Delivering sustainable infrastructure through:

Collaboration

Innovation

Digital Transformation

Quality

Value for Money

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THE CHALLENGE

Why BIM Matters More Than Ever



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The construction industry continues to face common challenges:

Fragmented project teams

Information silos

Design coordination issues

Cost overruns

Programme delays

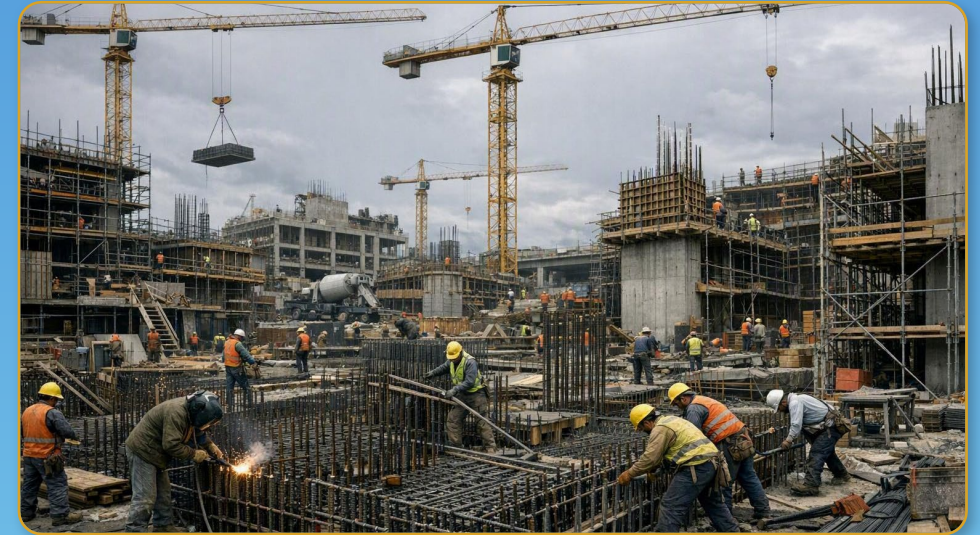
Abortive Work

Poor communication

Inefficient handovers

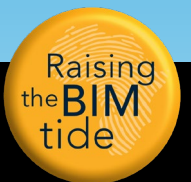
Budget constraints

Geographic locations on projects
and teams



BIM is not simply software. It is a collaborative way of delivering projects through shared information.

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PEOPLE FIRST

BIM is About People Before Technology



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Technology enables BIM. People deliver BIM.

Successful BIM implementation depends on collaboration between:

- Clients
- Project Managers
- Architects
- Engineers
- Quantity Surveyors
- Contractors
- Suppliers
- Facility Managers



Without collaboration, BIM becomes nothing more than a sophisticated 3D model.

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What Does Industry Collaboration Look Like?



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A BIM-enabled project requires partners to collaborate through:

- Shared project objectives
- Common Data Environment (CDE)
- Standardised information exchange
- Early stakeholder engagement
- Transparent communication
- Digital coordination meetings
- Model-based decision making
- Shared accountability



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Pro-serve Consulting's Approach to BIM Enablement



At Pro-serve Consulting, BIM is viewed as a project delivery strategy rather than simply a design tool.

We encourage our clients and project partners to embrace BIM from project inception.

Our approach includes:

- Promoting BIM adoption across projects
- Encouraging multidisciplinary collaboration – BIM coordinator
- Defining BIM responsibilities within Service Level Agreements (SLAs)
- Supporting digital coordination throughout project delivery
- Educating clients and consultants about BIM



Our belief is simple: The earlier collaboration begins, the greater the value delivered.

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Why We Include BIM in Our SLAs



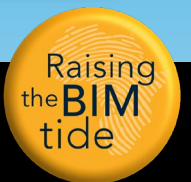
At Pro-serve Consulting, collaboration is formalised – not left to chance.

Where appropriate, our Service Level Agreements encourage consultants and project partners to:

- Participate in BIM coordination meetings
- Share information digitally
- Adopt agreed BIM standards
- Deliver coordinated models
- Support collaborative workflows
- Improve information quality throughout the project lifecycle

This establishes clear expectations for all project participants and strengthens accountability.

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The Cost and Resistance We Face



BIM adoption is not without friction, and the most common pushback we face from stakeholders is cost. Software licences are a real investment, and BIM only delivers value when the whole value chain takes part:

- License costs – buying BIM software is a real upfront investment
- Smaller partners struggle to justify the cost against their project fees
- When one or two partners opt out, the eco-system breaks down for all
- Gaps in participation force manual rework and re-entry of information
- Uneven tools and skills across the value chain slow coordination
- Reluctance to move away from familiar 2D ways of working

R

Licence cost

A real upfront investment to buy in

X

Partial adoption

One opt-out breaks the chain

!

Change resistance

Reluctance to leave 2D ways

The eco-system only works when everyone is in – so we tackle cost and partial adoption early through phased onboarding, shared standards and SLA commitments.

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How We Bring Everyone On Board



We meet the cost objection head-on with practical, shared solutions that lower the barrier to entry. Our aim is simple: make it affordable and worthwhile for every partner to join the eco-system.

- Phased cost-sharing across the whole project team
- Funding the licence gap for smaller partners
- Minimum-participation clauses written into SLAs
- Right-sized tooling matched to each partner
- Onboarding and training to ease the change
- Early engagement so cost is planned, not sprung



Phased cost-sharing

Spread licence cost across the team



Licence-gap funding

Cover smaller partners

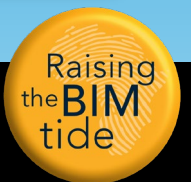


Participation clauses

Keep the value chain connected

Lower the barrier, share the cost – and the whole value chain gains the certainty, quality and efficiency that BIM delivers.

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THE PAYOFF

Benefits of Industry Collaboration



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When teams collaborate effectively through BIM:

- Streamlined design coordination
- Fewer clashes
- Reduced rework
- Better cost certainty
- Improved programme performance
- Improved quality
- Better risk management
- Better decision-making
- Better client satisfaction



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LOOKING AHEAD

The Future of BIM in Africa



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The future of construction across Africa will be shaped by:

- Digital delivery
- Artificial Intelligence
- Integrated Project Delivery
- Smart Infrastructure
- Sustainability
- Data-driven asset management



No organisation can achieve this transformation alone. Industry partnerships will determine the success of BIM adoption across the continent.

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The Construction industry must embrace technology

BIM succeeds because of collaboration.
Technology alone does not transform projects.
Partnerships do.

By bringing together clients, consultants, contractors and technology providers under a shared digital vision, we can improve project outcomes and create lasting value for our communities.

Together, we are not just delivering projects – we are transforming the future of the built environment.

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THE QUESTION WE NEED TO ANSWER

"Who Owns BIM?"



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Is it:

- The Client who funds the project?
- The Designer who creates the model?
- The Contractor who builds from the model?
- The Facility Manager who operates the asset?
- The Technology Provider who enables the process?



Or is BIM a **shared responsibility** owned by everyone involved in delivering and managing the asset?

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Head Office

Irene Corporate Corner Office Park, 37 Via Salara Crescent
Cnr Nellmaphius & Van Reyneveld Drive, Irene

Postal Address

P.O. Box 16611, Lyttelton, 0140



(+2712) 661 3435



info@proservegroup.co.za

www.proservegroup.co.za

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