

Faculty of Architecture Khon Kaen University
Mittraphab Highway,
Khon Kaen, 40002
Thailand



Attention: Assoc. Prof Dr. Yingsawad Chaiyakul
รศ.ดร. ยິงสวัสดิ์ ไชยะกุล

Prepared by M Technologies (Thailand) Ltd – Academic Development Proposal

Dear Sir/Madam,

Thank you for your interest in M Technologies (Thailand) Ltd and our Academic Support Services.

As a brief introduction: M Technologies (Thailand) are a leading IT Software and Services provider with offices in both Thailand and Myanmar. We specialize in the sale and support of high-end, market leading design software and provide a range of professional services focused on the industries of Architecture, Engineering and Construction.

We are privileged to have been invited to submit our proposal of services to support the Faculty of Architecture, Khon Kaen University. Our products and services are all engineered to suit Building Information Modeling (BIM) workflows and as per your request we have outlined our proposal for academic development in the attached draft document for your consideration.

Please let do let us know if you have any questions or require clarification and we will look forward to hearing from you and having further discussion in the near future.

Reference Attachments: Academic Development Proposal

Best regards,
Paul Worthington

General Manager

Faculty of Architecture, Khon Kaen University
Academic Development Proposal
Date : 8th September, 2014

Submitted to :
Faculty of Architecture Khon Kaen University
Mittraphab Highway,
Khon Kaen, 40002
Thailand

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1. Introduction

This document incorporates details of the Academic Support Services offered by M Technologies (Thailand) Ltd. The approach taken and our relevant experience are demonstrated as are various other details appropriate to this project and proposal.

This proposal is valid for 1 calendar month from the date of this document.

Summary

- Building Information Modeling (BIM) Specialists
- Autodesk Specialized Partner: AEC Building
- Autodesk Specialized Partner: Consulting
- Autodesk Specialized Partner: Product Support
- Autodesk Authorized Training and Certification Center

People and Experience

- Strategic alliance with leading engineering firm Meinhardt (Thailand)
- Strategic alliance with the BIM Academy (United Kingdom)
- Qualified local and international project team with significant industry experience
- Backed by 20+ years of experience in the AEC sector in Thailand
- Highly experienced consultancy team
- Direct exposure to the most current industry trends and standards
- Provide a comprehensive building information modeling (BIM) training and consultancy service for all disciplines

Approach

- Alliance of leading global BIM experts
- Mission to support academic development in Thailand
- Company promotes a flexible and cooperative attitude
- Staff at all levels committed to providing a professional service to the university

2. Objective

M Technologies (Thailand) Ltd are committed to help drive forward the adoption of the latest technologies for the construction industry in Thailand. Having been a pioneer of Building Information Modeling (BIM) in Thailand we understand the challenges companies face as well as the opportunities that lie ahead for those that adapt and are enabled to deliver this new approach to design and construction.

One of the main barriers and difficulties companies currently face is the lack of skilled Architects and Engineers who are aware and able to use the technology, especially Revit and Navisworks. Those that have these skills are in high demand and in such a competitive environment companies find it difficult to retain their staff once they have been up skilled.

The rapid advancement in the technology creates new and exciting opportunities for those that come to the market with skills. This is where we feel students and those entering careers in the next few years will have an excellent opportunity to stand out and accelerate both their own professional development and also the progression of the industry in Thailand.

We propose to provide Khon Kaen University, its Architectural faculty and its students with the knowledge, technical skills and experience to facilitate and enable them to adopt and utilize the latest and most advanced technical tools, and understand and implement the most current and efficient project workflows. Through the provision of courseware, training and support services we can drive forward and enhance the faculties technical capability and its ability to transition and adopt BIM into the curriculum.

3. Training & Certification

M Technologies (Thailand) Ltd are an Authorized Autodesk Training and Certification Center. All of our trainers are Certified professionals with significant industry experience. We offer a broad range of multi-disciplinary courses for Architecture, Engineering and Construction.

Training for the faculty

Our recommended approach is to enable the university's faculty staff to deliver technical and process training to their students. To achieve this objective we propose a train-the-trainer program for the faculties lecturers and support staff. In addition M Technologies (Thailand) will produce customized training material that is suitable for the level of the students and the amount of time for which they have to dedicate to this area of study.

Training for students

Training will be delivered to students by the faculty and IT staff. M Technologies (Thailand) are able to travel to the university to conduct guest lectures and provide training coordinators when required. Students of Khon Kaen University will be entitled to 50% discount for our standard training programs offered at our center in Bangkok during the course of their study and within the first year of graduation.

Certification

Upon successful completion of training, faculty members and students will receive an official Certificate of Completion from M Technologies (Thailand) Ltd.

Faculty members and students may also elect to take the examination "Autodesk Revit Certified Professional" and M Technologies (Thailand) offer to provide a training workshop to prepare candidates for this exam.

4. Courseware

M Technologies (Thailand) Ltd will prepare and produce customized courseware and teaching materials for the university including:

Reference Books

- Student Handbook: BIM 101 - An Introduction to Building Information Modeling
- Study Book: Revit Architecture Essentials (Official Autodesk Press)

BIM Courseware

- Introduction to Building Information Modeling (Powerpoint)
- BIM for Architecture (Powerpoint)
- BIM for Construction (Powerpoint)

Software Training Courseware (Revit, Navisworks)

- Revit Sample Model and Object Library (Families)
- Course Outlines
- Step by Step Guide / Walkthrough
- Powerpoint Presentation

5. Events

M Technologies (Thailand) offer to cooperate with the University to deliver events and training programs to both academic and industry professionals hosted by the faculty. M Technologies (Thailand) can send guest speakers and trainers to present and conduct demonstrations at these events.

- Workshop
- Seminar
- Exhibition
- Training Course

6. Student Internship and Career Opportunities

Student Internship

M Technologies (Thailand) Ltd offer to provide work experience and internship placements to students during the course of their study at both our company and also with our clients who participate in this program. Students will be paid a basic salary that covers their expenses and rewards their contributions while working.

Career Opportunities

M Technologies (Thailand) offers to provide students with career guidance and networking opportunities to help them find immediate work in the industry upon graduation. The highest achieving students will be afforded personal recommendations which will be forwarded to our clients. All students will be encouraged to produce a resume and portfolio that can be shared on the "Careers" section of our website and sent out to our client base. Exhibitions can be organized to showcase the students work and introduce them to potential employers, and to create awareness of the Universities capability.

7. Design Competition

M Technologies (Thailand) Ltd can help the University to organize an annual design competition and provide prizes for the best entries. Designs and the students work can be showcased via our marketing channels. Students will also get the opportunity to enter regional and global design competitions via our relationship with the Autodesk Education Partner Network.

8. Fees and Conditions

The proposed services fees for the aforementioned services are as follows. M Technologies (Thailand) recognize that the university will have a set budget and are able to adjust the deliverables to ensure the scope of work on offer matches the universities expectations and aspirations.

| Training and Support Service | Item Cost | Total (Baht) |
|---|-----------|----------------|
| Train the Trainer Program (5 days) | 120,000 | 120,000 |
| On Site Training Coordinator / Consultant (Per Day) | 15,000 | T.B.C |
| Technical Support (1 Year) | 50,000 | 50,000 |
| Total | | 170,000 |

| Course Materials | Item Cost | Total (Baht) |
|--|-----------|----------------|
| Course Material: Revit | 50,000 | 50,000 |
| Course Material: Navisworks | 25,000 | 25,000 |
| Course Material: Introduction to Building Information Modeling | 25,000 | 25,000 |
| Course Material: BIM for Architecture | 25,000 | 25,000 |
| Course Material: BIM for Construction | 25,000 | 25,000 |
| Handbook: BIM101 | 250 | T.B.C |
| Coursebook: Revit Architecture Essentials | 1,650 | T.B.C |
| Total | | 150,000 |

| Disbursements | Item Cost | Total (Baht) |
|-------------------------|-----------|--------------|
| Flights (Per Trip) | 5,000 | T.B.C |
| Accommodation (Per Day) | 2,000 | T.B.C |
| Per Diem (Per Day) | 1,000 | T.B.C |
| Total | | T.B.C |