



Customer story: Per Knudsen Arkitektkontor

Bid more and win more projects with Spacemaker.

Spacemaker makes it easier for architecture firms to create multiple competition-winning site proposals—faster.

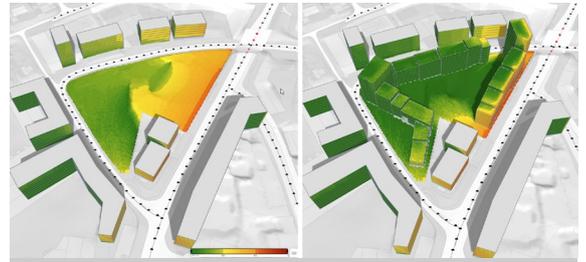
Learn how PKA, a Norway-based architecture firm, adopted Spacemaker as a key part of their early-stage workflow, won more bids, and grew their company by nearly 15%.

Streamline purpose-made proposals

Creating site proposals is a labor-intensive process. To streamline workflows and sharpen your competitive edge, you need a tool that backs your designs with reliable site-specific data—freeing up your time to work on your best ideas.

As an intuitive, collaborative, cloud-based software, Spacemaker empowers architects, urban planners, and property developers to design high-quality site proposals—every time.

With design and analysis tools in one software, Spacemaker helps architects create more detailed massing models than ever. It also allows firms to test sites and receive accurate analyses for 100+ criteria like noise, wind, sun, and precise microclimates.



Per Knudsen Arkitektkontor (PKA) is the largest architecture firm in Trondheim, Norway. Specializing in residential projects, PKA takes pride in using the latest digital tools. Once the firm had heard about Spacemaker, they were immediately interested.

“There are many tools that can do something similar. But it was very clear that Spacemaker was so much more advanced—it was a very obvious choice.”

Axel Kristoffersen, Architect and Managing Director at PKA

Competition wins, closer than ever.

Spacemaker is now indispensable for all of PKA’s competition entries. Using Spacemaker, architect Hilde Nessa has helped develop a new way of working (and winning) in parallel competitions, which aided the team in their two latest wins.

One of them was Fridheimkvartalet, an infill project in the center of Trondheim. The brief asked for a modern residential neighborhood with high-density, attractive housing and approximately 380 apartments. The jury commented that the winning proposal combined a “high degree of density” while “maintaining the qualities of the surroundings”.

The second, also in Trondheim, was a former industrial site that will be transformed into a residential neighborhood with 500 to 600 apartments and dedicated recreation areas.

Winning both of these projects could yield additional business for PKA, equivalent to 8 to 10 full-time architects.

Spacemaker has helped PKA win two project proposals – driving up to 15% additional growth for the company.





Early-stage planning, reworked

“Our project becomes so much more robust because of the improved decision support provided by Spacemaker in the whole concept development phase.”

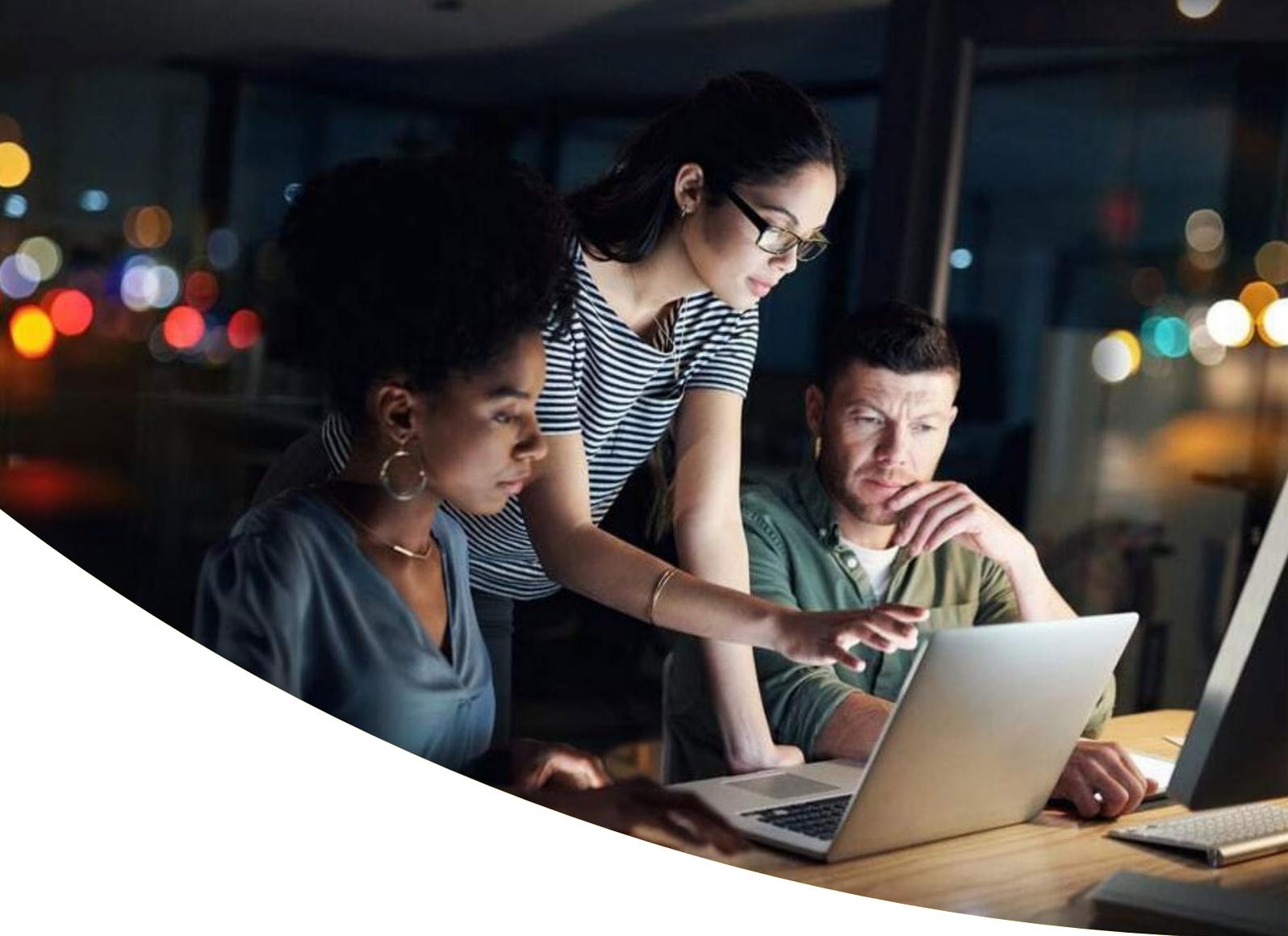
Axel Kristoffersen, Architect and Managing Director at PKA

Several members of the PKA team, including Hilde, were some of the earliest users of Spacemaker. Today Spacemaker is integrated into their early-stage workflows. Hilde works mainly with feasibility studies for residential developments and isn't shy about showing off Spacemaker to developers, consultants, and even government officials.

“I now have a better understanding of how qualities like daylight, noise, and sunlight can best be achieved, and I have the data to back it up in meetings—that is very useful knowledge to have.”

Hilde Nessa, Architect at PKA





Closer collaboration – from the start

Axel Kristoffersen, Architect and Managing Director at PKA, explains that developers often see parallel competitions as a “black box” – where they only see designs mid-way for feasibility evaluations and then again during the final presentation accompanied by a grand narrative. Today, Spacemaker empowers PKA architects with the confidence to collaborate with developers as co-creators from the start. They also use Spacemaker for feasibility studies, driving more projects at the top of their funnel.

“With Spacemaker, you get the hard facts up front, and this creates a smoother process where you can build your argumentation on a more stable foundation.”

Axel Kristoffersen, Architect and Managing Director at PKA

Axel even comments that they can present several concepts after “a couple of hours” and that Spacemaker has freed them to explore vastly different approaches because of their ability to back up each proposal with data confidently.

“By opening up the process, developers [have] a better understanding of the site’s possibilities and led to very outcome-oriented discussions.”

Axel Kristoffersen, Architect and Managing Director at PKA

Using Spacemaker, they were able to easily show the developer how the design had evolved. Involving the developer more closely early on helped give them ownership of the project.



Find your edge

Discussing hard facts and site qualities with developers from the start enables architects to make more impactful decisions and address challenges much earlier. It also helps create a deeper level of trust within the project team.

“We are actually at the point now where using Spacemaker in competitions feels a little bit like we’re getting a head start on our competitors.”

Axel Kristoffersen, Architect and Managing Director at PKA

Supercharging the architect’s intuition while winning competitions has been a very positive experience for PKA. At the same time, the firm has noticed positive effects in its internal day-to-day work. Long hypothetical discussions and guesstimates have turned into robust and relevant data that is only a few clicks away. Plus, architects are now free to design their best ideas and back them up with hard data.



Axel Kristoffersen, Architect and Managing Director at PKA



Hilde Nessa, Architect at PKA



Give Spacemaker the space it deserves

Ultimately, Spacemaker affords architects a faster, smarter, and more robust way to approach every project—giving them clear advantages over the competition and a clear path to win more bids and take on more projects.

Keeping up with the newest technology paid off for PKA. And it can do the same for you. Spacemaker can empower teams to create real-world impact through designs with digital collaboration at their core. Improve the speed, effectiveness, and quality of your proposals, and expand your capacity to work on multiple projects at once.

Learn more: autodesk.eu/spacemaker

