Archeon

[ARCHEON GUIDE]

What AI companies license from AEC firms

Buyers want records that show how projects actually run. Very little of this is public. It sits in firm archives, so AI companies have to license it.

Project records

RFI logs, submittal logs, change-order logs, daily reports and meeting minutes. They are dated, structured and tied to decisions, so they show the reasoning behind the finished drawings.

Standards and QA/QC

Checklists, SOPs, office standards and spec templates show how technical review happens at a working firm.

Estimating and bids

Estimates, bid histories, fee proposals and cost data. A bid is worth most when it comes with its result.

Project communication

Email and Teams or Slack channels show how decisions were made. Only the channels and mailboxes your firm picks are included, and personal and HR channels stay out.

What buyers pay most for

- ✓ Years of continuous history
- ✓ One issue traced from the email to the RFI, the answer, the submittal and the change order, with its cost
- ✓ A mix of building types and regions
- ✓ Exports from every system a project touched

Drawings are optional

Standard details, templates and Revit families can add value. Project drawings and models go in only with the building owner's written consent. RFI, submittal and change-order records license without them.