EGNYTE FOR AEC

EGNYTE

Where Should Your AEC Firm Start With AI?

Find the right opportunities, focus on business value, and build on the experience your firm already has.

Insights from Egnyte's "Where to Start Your AI Journey: Strategies Built for AEC"

THE BIG INSIGHT

Speed Isn't the Problem. Direction Is.

There's pressure to adopt AI quickly, but adding more tools doesn't necessarily improve how your firm works. The better starting point is identifying where AI could help teams solve a real problem, save time, or make better use of what your firm already knows.

> *"Your speedometer says 60 miles per hour, and you're fine with that speed. But where are you driving?"*
>
> **Dr. Sam Zolfagharian**

Nearly 60%

of respondents had approved AI tools without consistent adoption, or were still exploring individually without a firm-wide strategy.

Egnyte AEC Summit poll, May 2026

THE OPPORTUNITY

Start With the Work Your Firm Already Knows.

Four practical AI opportunities discussed by Egnyte's AEC leaders:

01 **FIND PROJECT EXPERIENCE**
Find similar projects, owners, project types, and contract history to inform new work.

02 **CARRY WORK FORWARD**
Use information developed during preconstruction to inform design instead of starting again.

03 **HELP TEAMS FIND ANSWERS**
Make relevant project information easier to find without always relying on the same experts.

04 **BUILD STRONGER PROPOSALS**
Draw on successful past proposals and project qualifications for new pursuits.

WHERE TO START

Three Questions Before You Start an AI Initiative

Adapted from Dr. Sam Zolfagharian's approach to choosing a first AI use case.

Bring this to your next leadership meeting: Identify one problem worth solving, the information needed to address it, and how you would measure success.

ALIGN
What are we trying to improve?
Identify the business outcomes that matter most to your firm.

FRAME
What's getting in the way today?
Define the problem clearly and what success would look like.

SCREEN
Where should we start?
Compare opportunities by business value, feasibility, and the cost of doing nothing.

FROM PILOT TO PRACTICE

A Successful Pilot Is Just the Beginning

A promising AI pilot is a good start. The bigger opportunity is making it useful across the firm and part of how teams work.

TRUSTED INFORMATION
Make relevant project information findable, current, and accessible to authorized people and AI tools.

CLEAR POLICIES
Establish what information AI can use and how teams should use it responsibly.

MEASURABLE IMPACT
Track whether AI improves the work, not just how many employees are using it.

> *"AI tools change every month, but the problems we have change slowly. Build your strategy around the problems and opportunities, and it holds up"*
>
> **Dr. Sam Zolfagharian**

> *"Every firm has years of project experience to build on. AI starts paying off when your teams can find that experience, trust it, and use it on the next project, not just in a pilot"*
>
> **Kevin Soohoo, Sr. Director of AEC, Egnyte**

Ready to go deeper?

Hear AEC experts discuss where to start and how to turn AI experimentation into business value.

Watch the webinar →