

CASE STUDY OVERVIEW



Challenge

Talent shortages for seasoned landscape architects were limiting the number of projects in which HighGrove Partners could engage, inhibiting revenue-generating opportunities for the firm and limiting opportunities for existing employees.



Solution

RCMS Group provided a team of experts to handle all of the landscape architecture production drawings for HighGrove Partners' design projects.



Results

RCMS Group helped HighGrove Partners increase their project load by nearly 30 percent while significantly increasing company revenues year-over-year and allowing HighGrove Partners' employees to take on higher level project work.



Challenge

As one of the top-50 landscape architecture firms in the United States and one of the largest privately owned diversified landscape design/installation/maintenance companies in Atlanta, HighGrove Partners' services have consistently been in high demand. However, a shortage in the number of highly qualified landscape designers was limiting the number of projects in which the firm could successfully engage. Additionally, HighGrove Partner's talented employees were becoming more involved in basic CAD production and were not able to focus on their core competencies and passion – landscape design and architecture.

Solution

RCMS Group provided HighGrove Partners with a team of extensively trained and experienced experts who provided CAD support and document production services.

Results

HighGrove Partners is now able to focus on its core competencies and more consistently provide its clients with big thinking and great ideas. In the process, the company boosted its project load by nearly 30 percent while increasing company revenues.

While the number of projects and revenues has increased, so has employee morale. HighGrove Partners' employees now are free to focus on high-level design, instead of document production. The increased level of job satisfaction is contributing to top-notch project delivery in the short term and potentially greater employee retention in the long term.

After initially engaging with RCMS Group on a project basis, HighGrove Partners made a long-term commitment in early 2007 to work with RCMS Group on nearly all of its high-profile projects.

