



# Trampoline Parks Gets the Bounce on Competition with IMAGINiT Technologies

*Product Design Team Slashes Time to Design in Half*

## The Organization

The premier designer, manufacturer and operator of trampoline-based facilities across the United States, Trampoline Parks offers design, build and operations services. With a total of 60 parks constructed and 14 under management, the company employs more than 450 people.

## The Challenge

Trampoline Parks' business was exploding. New orders were coming in everyday and the design team was having trouble keeping up. Their existing design tools were rudimentary—most were drawings created in Microsoft Word and Excel. When they hired drafter Nate Silberman to help, he recognized Trampoline Parks could benefit from improving their drafting technologies. He started out using Google's Sketch-Up and soon realized that by moving to a parametric design tool like Autodesk® Inventor® or Autodesk® Revit®, the company could re-use parts in designs to reduce design time and increase the accuracy of quotations based on automatic parts list generation.

**"Our business exploded over the last year. Our investment in IMAGINiT's expertise with Revit doubled our ability to respond to customers. It's a night and day difference. You wouldn't be able to tell we were the same company today."**

**—Nate Silberman, Product Designer, Trampoline Parks**

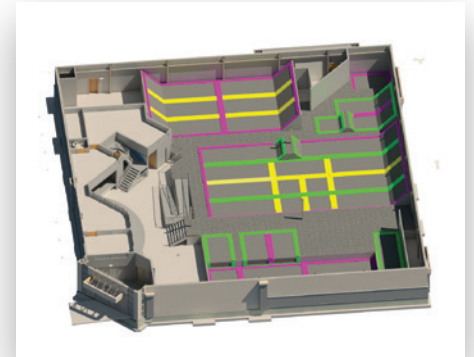
## The Solution

The question that Trampoline Parks design team wrestled with was which of the two products—Revit or Inventor—would work best for them. Trampoline Parks contacted IMAGINiT to find out more about the capabilities of Inventor and Revit. They asked IMAGINiT to demonstrate which product might be a better fit for their operation. The team at IMAGINiT determined that due to Revit's ability to accurately render architectural details like walls, floors and doors it was more appropriate than Inventor.

Instead of just telling Nate and the other designers, IMAGINiT created a presentation to illustrate the differences between the two products. "We were blown away by what IMAGINiT showed us," said Silberman. "They really knew their stuff and we could see a lot of new possibilities from what they showed us about Revit. They went out of their way to include actual examples from our own product line, so that we could really understand the advantages of parametric design."

The design team and IMAGINiT then worked together to create a custom parts and components list. With training and design assistance from IMAGINiT, Trampoline Parks used Revit to model over 50 different items common to most of their installations. "IMAGINiT helped us build the parts in Revit and programmed it so that we could customize them as we dropped components into our designs," said Huff. "Altering certain specifications meant we could re-use existing part drawings, which saved a huge amount of time while still allowing us to produce custom set-ups for customers."

As sales grew, the design team expanded as well. Over the period of a year, all existing and new design staff had spent time with IMAGINiT personnel working over their shoulders to extend their knowledge of Revit and teach them how to create and leverage re-usable design components. "Working with IMAGINiT onsite gave us the impetus and confidence to try new things and test out our ideas for creating new components, and their expertise also helped us use the software effectively, making us dramatically more efficient and creative," said Silberman.



## Significant Rewards

### Reduced Time to More Accurate Design

"The new design system in Revit allows us to produce a custom park layout in half the time it took when we were drawing in SketchUp," said Jason Huff, Trampoline Parks' senior designer. "And, because of IMAGINiT's custom software development team, the design software now automatically generates a complete parts list and bill of materials, and we know to a much higher degree of accuracy, how much that assembly will cost to produce, so we can prepare better quotations for customers."

### Smoother Installations

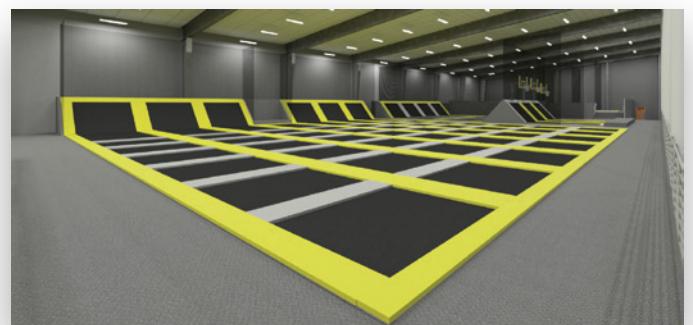
Because the design process is now able to show exactly how many nuts, bolts and springs installation teams need to build a park, installations go much more smoothly. "Before we used Revit, you could almost be sure that our installers would have to halt work to go pick up parts at the Home Depot before they could finish a job," said Huff. "Now that rarely happens because our shipping center knows exactly what to include for a complete build."

### Number One in the World

"Before we worked with IMAGINiT, we were designing close to two parks per month," said Silberman. "Now we can generate designs for four or five parks a month. This is giving us a huge competitive advantage, because no one in the industry can design more creatively and more quickly than we can—and responsive delivery is very important. We are actually set to be the number one trampoline park manufacturer in the world. To put that into perspective, last year we sold 13 parks. This year we are looking at creating 35 parks."

### Seeing the Final Product in 3D

"IMAGINiT also taught us how we could create animations and 3D walk-throughs to show customers exactly how their park might look and feel. These will become super valuable sales tools," said Huff. "Why would you buy a park from a company who showed you a design in Microsoft Word, when we can show you exactly how your park will look inside your facility—right down to the material colors?"



## Solutions Beyond Software

IMAGINiT Technologies, a division of Rand Worldwide, helps architectural, engineering and construction teams become more proficient in the use of technologies to design, develop and manage complex projects faster and more cost-effectively.