

# Introduction to Specifier Insights



Funded from the  
Building Research Levy

2024

# ARCHITECT SENTIMENT

E EBOSS



Funded from the  
Building Research Levy

2024

# BUILDER SENTIMENT



2024

# SPECIFIER INSIGHTS

Research on the behaviour and preferences of 1,499 New Zealand architectural specifiers and builders in relation to product selection



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## ABOUT EBOSS

Established in 2006, EBOSS connects building product suppliers with New Zealand's architectural and construction communities through their significant online product library, electronic publications, and industry events. EBOSS keeps the industry informed through their regular research programme, which in addition to the biennial Specifier Insights includes Industry Sentiment Reports, and the EBOSS Pulse Report which summarises demand indicators for residential and commercial construction as well as past reports into BIM adoption and the building industry supply chain. [www.eboss.co.nz](http://www.eboss.co.nz)

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Note: The ratings in some of the stacked bar charts may not add to 100%. This is due to rounding.

# Specifier Insights Part 1

# Key Themes

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## Part 1

Fragmentation of specifiers  
Practice Diversification

## Part 2

Educators & Trainers  
Content Creation  
Six quick wins

# Practice Fragmentation



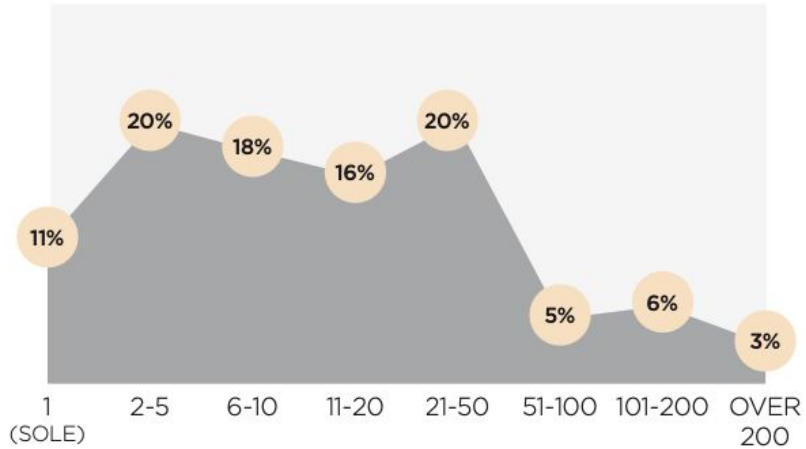
## ARCHITECTS

**2022**

BASE: 157

**49%**

1-10 EMPLOYEES

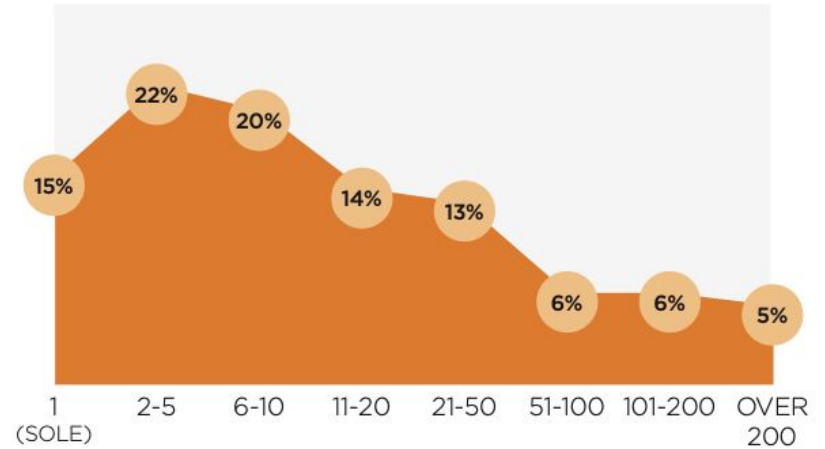


**2024**

BASE: 184

**57%**

1-10 EMPLOYEES



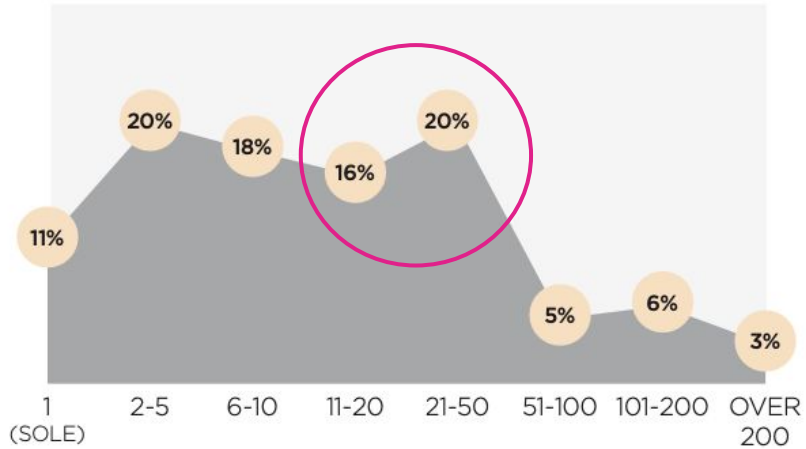
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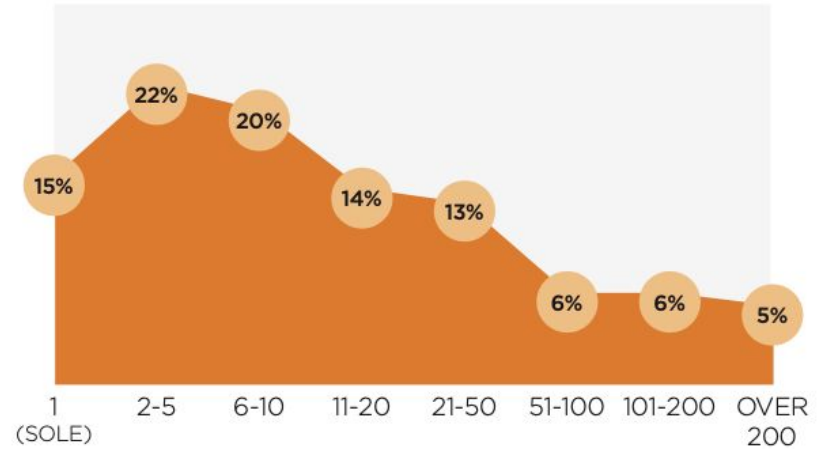


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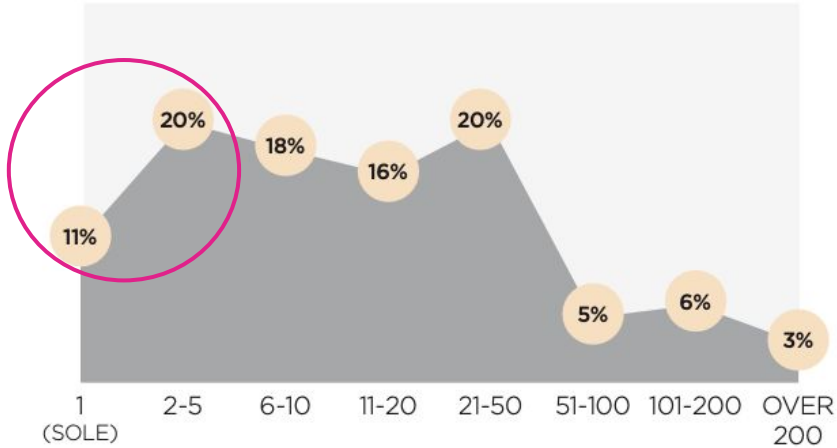
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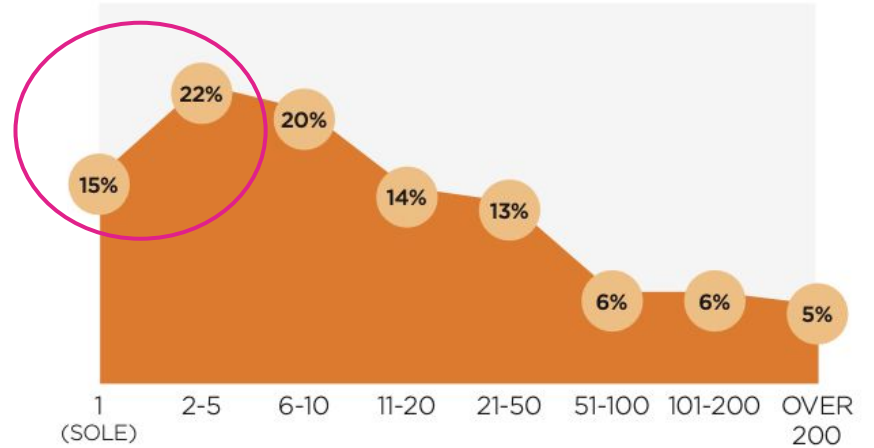


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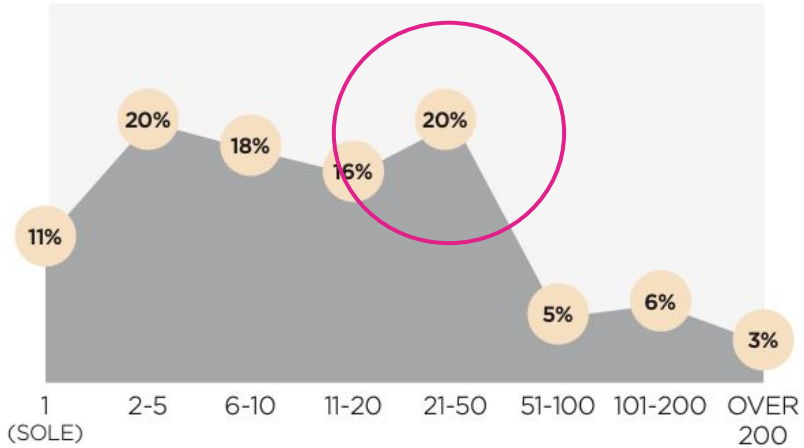
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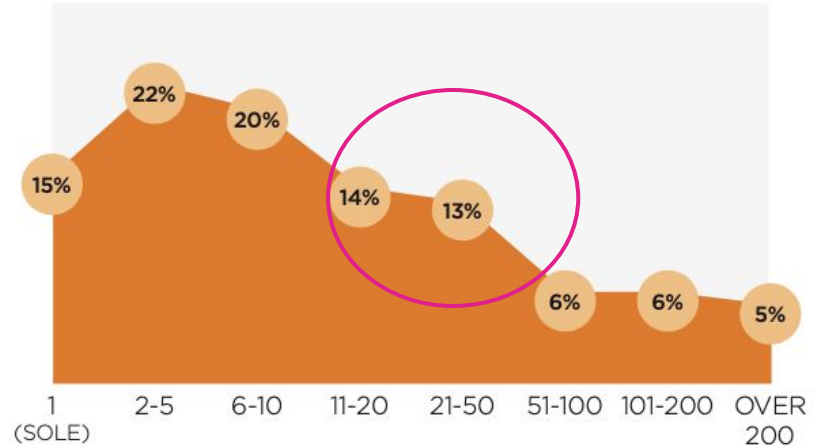


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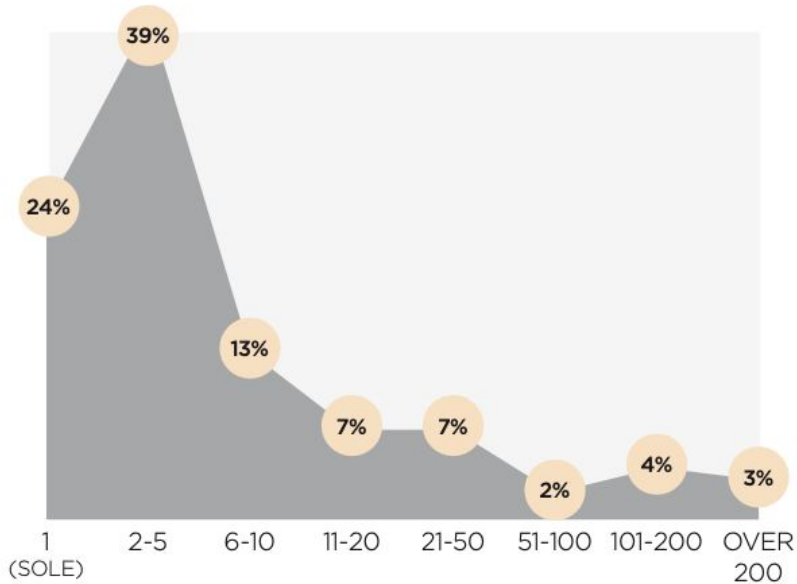
## ARCH. DESIGNERS

**2022**

BASE: 227

**24%**

SOLE PRACTITIONER

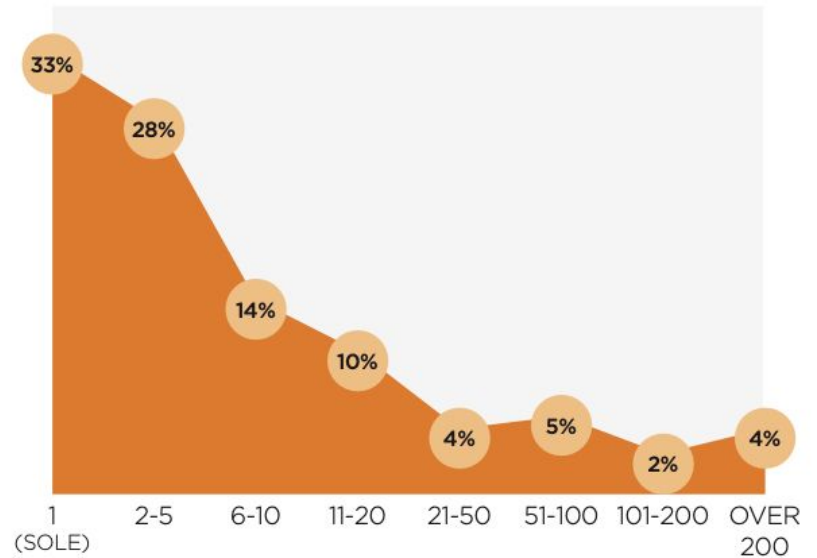


**2024**

BASE: 231

**33%**

SOLE PRACTITIONER



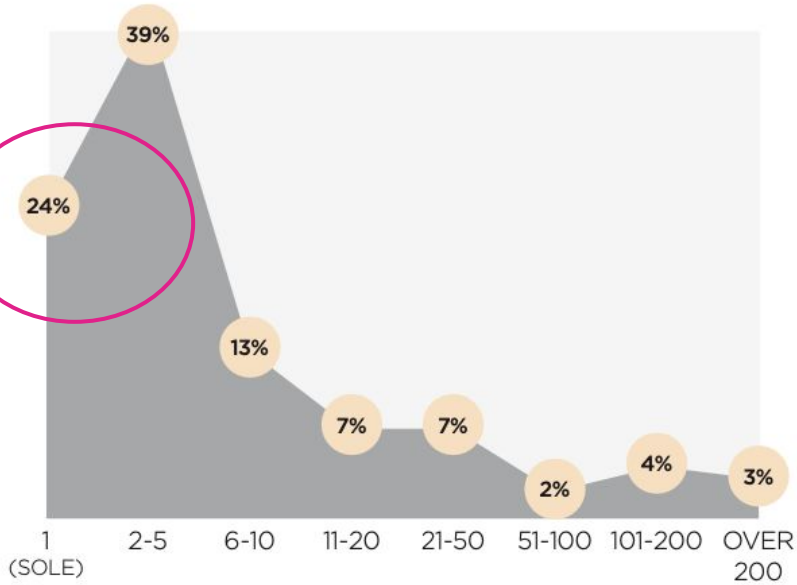
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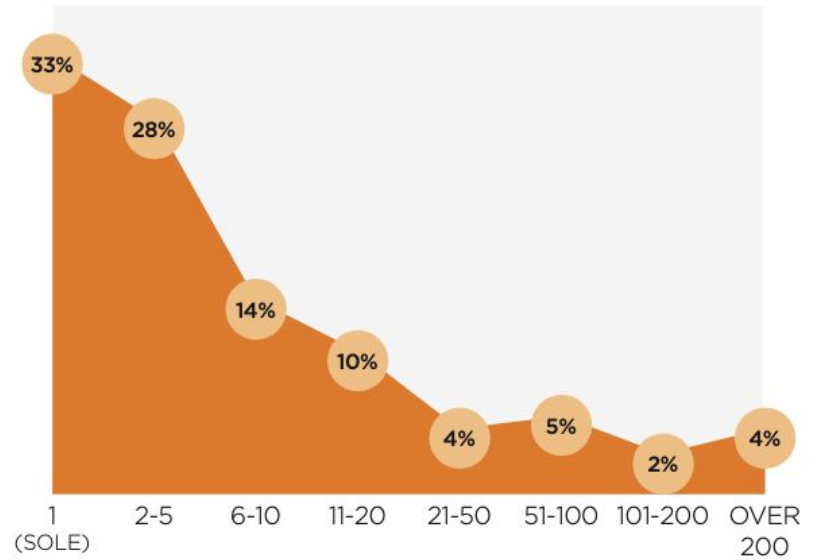


**2024**

BASE: 231

**33%**

SOLE PRACTITIONER



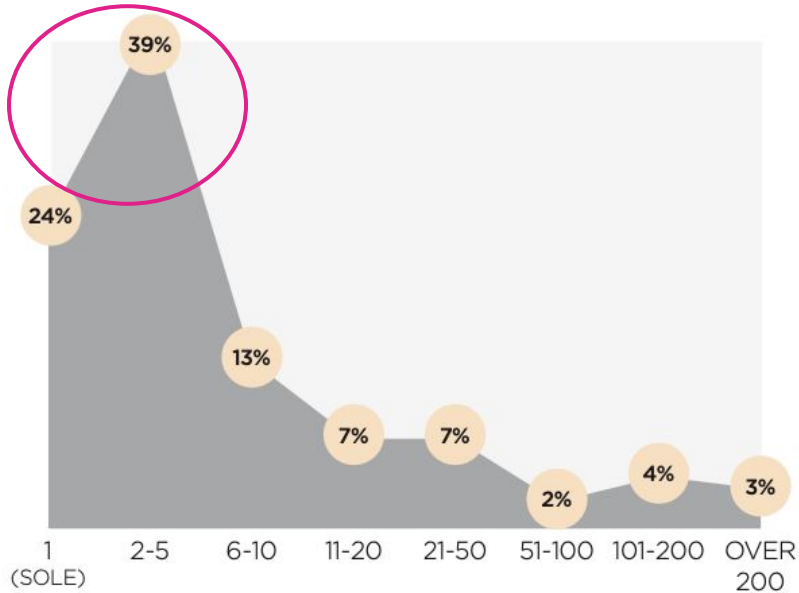
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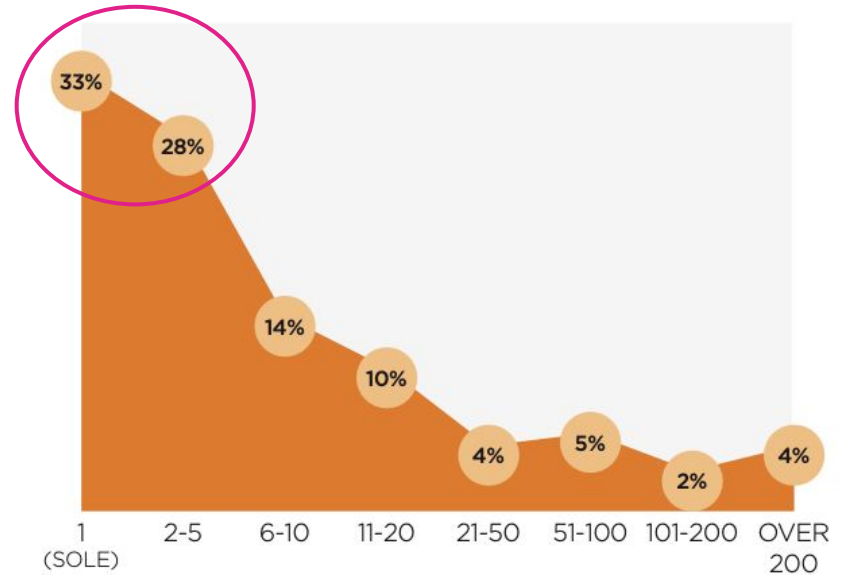


**2024**

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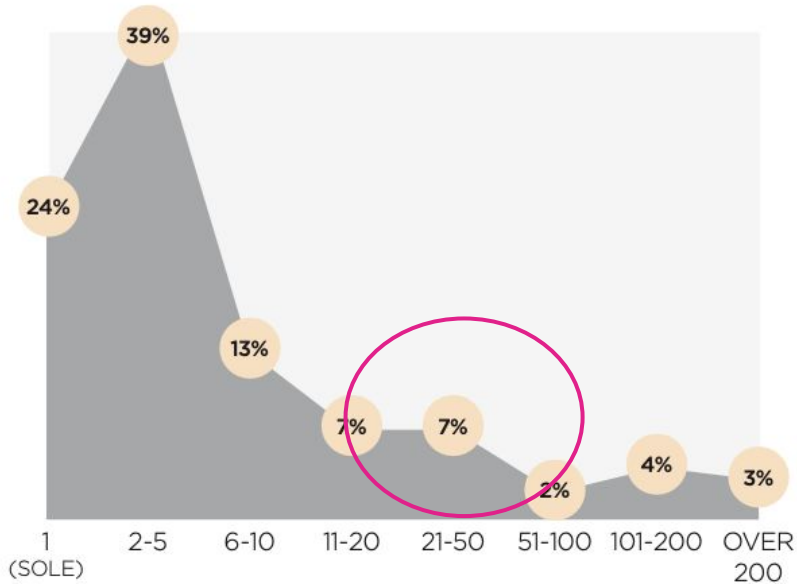
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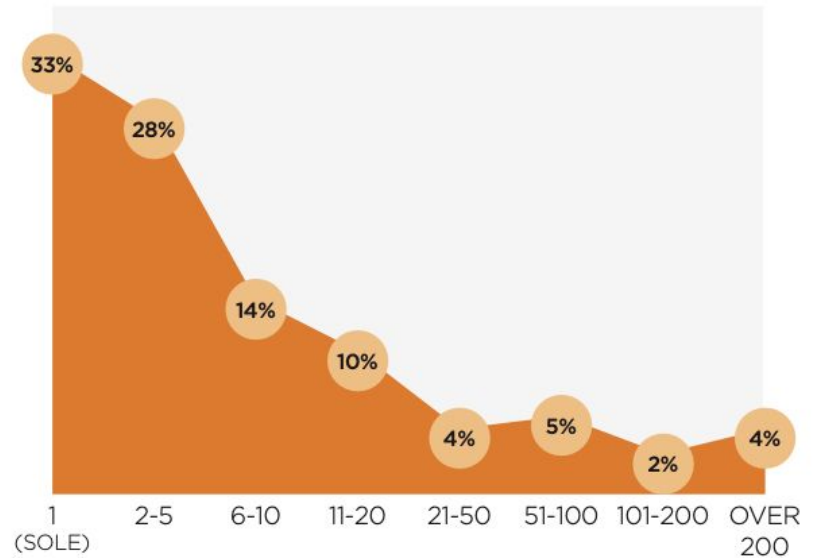


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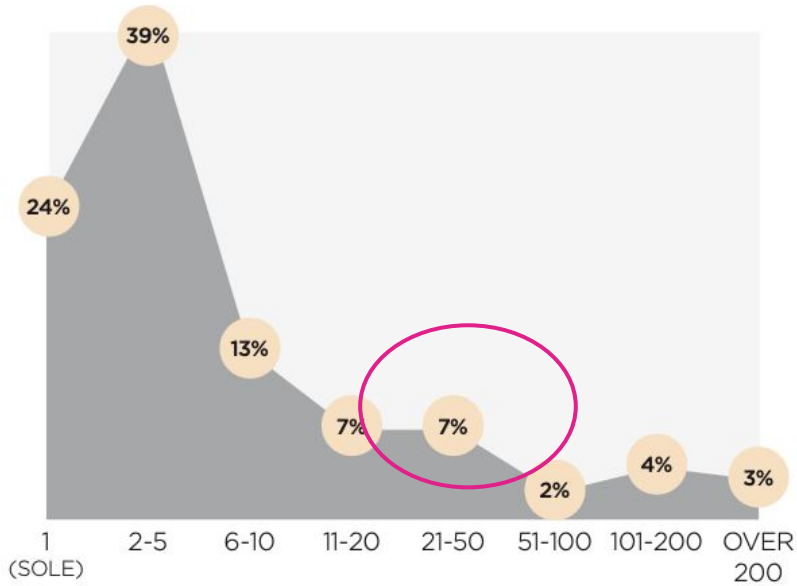
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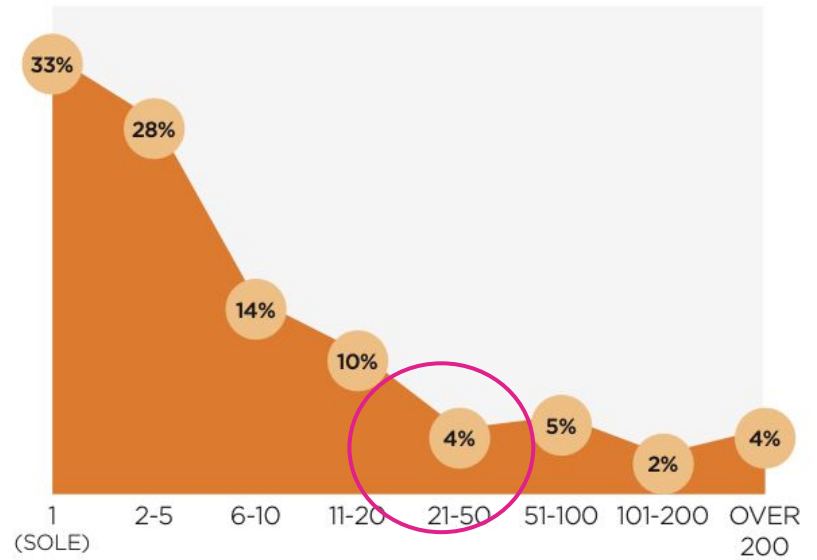


**2024**

BASE: 231

**33%**

SOLE PRACTITIONER



# Fragmentation of Practices

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More architects & designers working than ever before

Mainly come from mid sized firms

# Typical mix of work

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**New project from old clients or  
Contracting back to old practice**

**In both scenarios they are hard to reach, as they are working in isolation.**

# Fragmentation of Practices

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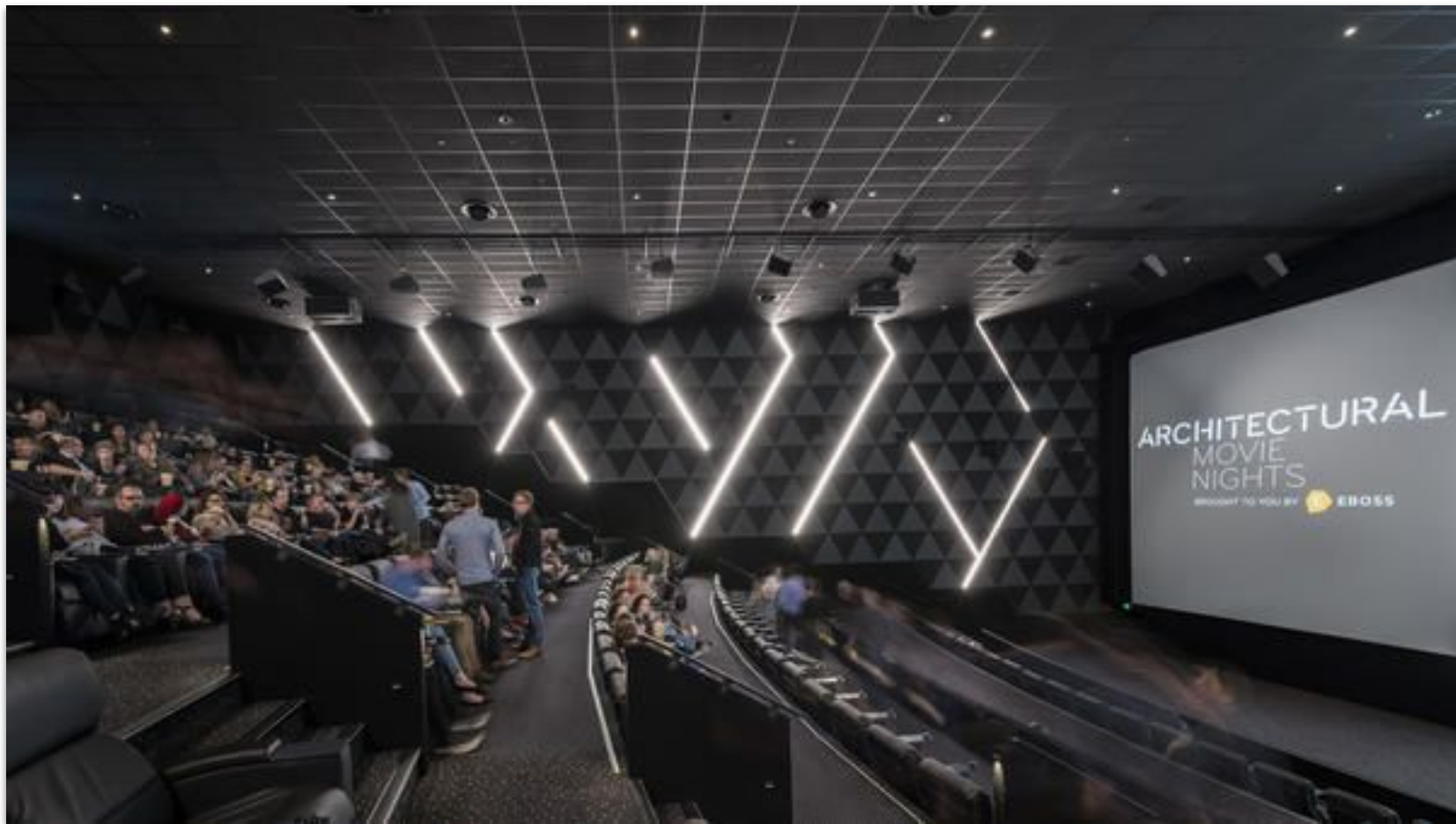
**How do we influence senior practitioners working remotely or contracting?**

**Need to reconsider how we engage with smaller firms**



Matthew Duder

Shane Brealey



# Practice Diversification

# Specifiers are Diversifying

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57% of all specifiers are involved in both commercial & residential work

Many firms are chasing work that they have no or little experience

Smaller firms are doing more complex work



# Residential

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AVERAGE NUMBER OF  
CATEGORIES PER PRACTICE

2022 2024

## 1-5 EMPLOYEES

1.5

1.7

## 6-20 EMPLOYEES

1.9

1.8

## 21+ EMPLOYEES

1.9

1.6

# Commercial

---

AVERAGE NUMBER OF  
CATEGORIES PER PRACTICE

2022 2024

## 1-5 EMPLOYEES

0.9

1.2

## 6-20 EMPLOYEES

2.0

2.5

## 21+ EMPLOYEES

3.7

3.7



April 2023

# The future of design for aged care

context

context

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10 May 2023

## Design for aged care – white paper

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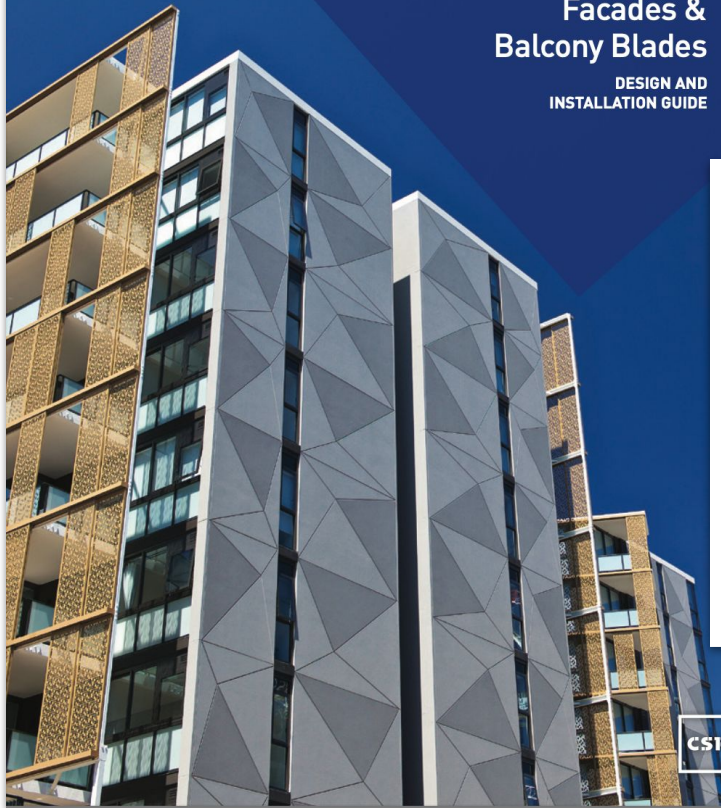
The future of design for aged care

context



# High Rise Apartments Student Accommodation Hotels and Commercial Facades & Balcony Blades

DESIGN AND  
INSTALLATION GUIDE



[Housing](#) [Multi Residential](#) [Products](#)

The content in the Design and Installation Guides for Low Rise Multi-Residential Intertency Walls, High Rise Apartments, Student Accommodation, Hotels and Commercial Corridor, Intertency, Shaft & Service Walls and High Rise Facades downloads are for Australian conditions. For documentation to support compliance of these systems with the NZ Building Code please contact Hebel NZ on 0800 4 HEBEL (0800 443 235).

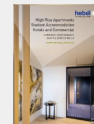
[Design & Installation Guides](#)

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[MSDS Files](#)



High Rise  
Apartments Student  
Accommodation  
Hotels Commercial  
Design & Installation  
Guide



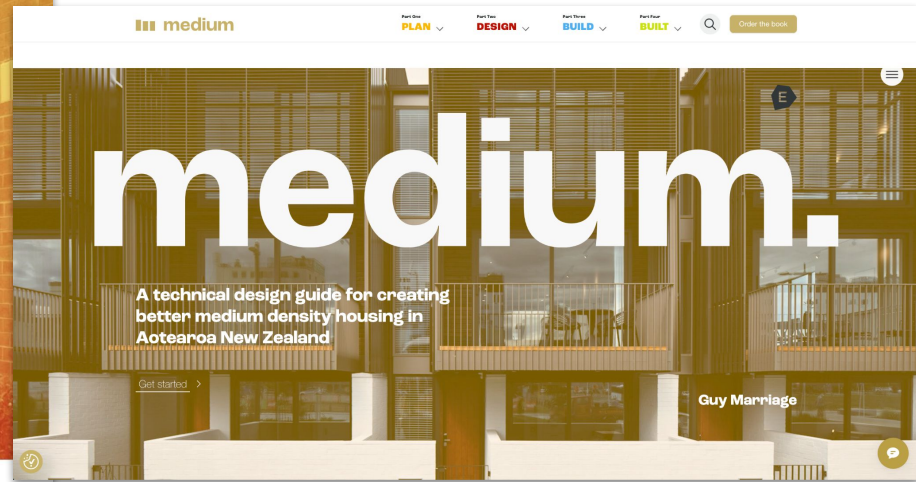
High Rise Facades -  
Design and  
Installation Guide





# medium

A Technical Design Guide for creating better  
Medium Density Housing in New Zealand



# How do you make it easier for those diversifying or specialising?

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Design support for healthcare, hospitality, education, accommodation

**New categories - BTR, retrofitting office space**

# Key Themes

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## Part 2

**Educators & Trainers**  
**Content Creation**  
**Six quick wins**

S2P0

ECIF

SPECIFIED  
— 2024

LE24D