**Who we are**

Goppion is an Italian manufacturing and engineering company which, for more than six decades, has been devoted to the creation of premium museum display technologies. We have an in-house workforce of designers, engineers, technicians, and project managers supported by a network of highly specialized outside collaborators that we refer to as ‘co-makers’. Additionally, we have stand alone regional offices managing our work in the US and Japan. The Goppion organization designs, fabricates, assembles and installs technical display cases and related installations for museums throughout the world.

<https://www.goppion.com/company>

**What we do**

At Goppion we strive to produce display cases that synthesize functionality and elegance. The clean, unfussy outward appearance of our cases conceals advanced engineering. Manufactured to meet exacting safety standards for both objects and visitors; our cases are equipped with highly sophisticated opening systems to provide maximum accessibility for museum staff, precise air quality and climate control systems to ensure the best possibile conservation conditions, and state-of-the-art lighting to guarantee ideal viewing.

In addition, we design and construct bases, pedestals, panels, shelving, and other interior fittings—in short, every kind of mounting accessory that helps exhibition designers highlight the features of the objects on display.

<https://www.goppion.com/display-cases>

**Who we do it for**

We put our expertise and technical know-how at the disposal of museums and collectors, whether they require a single display case for a specific masterpiece or a complete new exhibition installation. We also help renovate entire galleries, providing technological and design solutions to suit the most varied conditions.

**How we work**

Our specialists work in close collaboration with designers and clients; we merge our respective skills and match optimal structural and performance features to the requirements of the project at hand. The experience we have gained working with museums and architects the world over has made Goppion supremely able to adapt to local architectural traditions, construction practices, and administrative frameworks, encountered in these varied contexts. In our relationships with our clients we are always fully aware of their commitment to safeguarding the cultural heritage inherent in the display of artifacts.

<https://www.goppion.com/approach>

**Engineering and Production**

Our commitment to precision in all our operations combined with our dedication to creating a discourse among display cases, the exhibition space, and the objects exhibited helps us bring exhibition designers’ and architects’ concepts to life. We constantly explore the potential of new materials, techniques, and technologies. Our openness to innovation ensures that the cutting edge of today becomes the standard application of tomorrow. Thanks to this approach, Goppion holds patents in several fields that contribute to the creation of our unique display cases.

Our manufacturing network consists of specialized design and production units devoted to individual elements of the finished case, yet all working from unified design specifications. Our network includes shops whose expertise lies in precision mechanical engineering, in sheet metal and light alloy laser cutting, or in the sophisticated machining and finishing of large scale flat and curved glass, to name a few. This pattern of production has been crucial to the constant evolution of Goppion’s products.

<https://www.goppion.com/approach/co-making>

**Our style**

The Goppion style exemplifies a few key principles: clean, uncluttered design, precise workmanship and handling of materials, and high quality components. These features distinguish every one of our display cases, no matter its performance class, and make a Goppion display case stand out among its competitors.

<https://www.goppion.com/approach/technical-innovation>

**Environmental policy**

As befits a company dedicated to the preservation of the world’s most treasured artifacts, we are stewards of the environment. We meet and often exceed the most advanced environmental policies. Every display case we construct uses completely recyclable materials, such as the glass sheets used for the exterior of the case and the light aluminum alloys employed for the frames. Furthermore, we use only energy-efficient lighting and climate control systems.

<https://www.goppion.com/approach/sustainability>

**Our experience**

Since its founding, Goppion has been intimately involved in the transformation of museums – their approach to exhibiting the objects they contain and their awareness of the viewing public’s experience. We are proud of having contributed to this evolution by continually improving conservation systems, innovating case designs and experimenting with novel engineering solutions.

<https://www.goppion.com/expertise>

**Design assist**

Over the course of our sixty years of experience, design-assist has always been an integral part of the collaborative approach we take to our business. Given the nature of our product, every project includes this crucial step in some form, but as the practice has gained wider acceptance within the construction industry, we have sensed an opportunity to implement design-assist in a more “formal” way for the benefit of our clients.

Design-assist is now a well-established industrial practice and at Goppion we interpret it as the project delivery method by which museums, architects, designers and fabricators work together at the beginning of the project to develop an integrated design process that smoothly brings to a successful conclusion the overall project. A project completed with a Goppion engineering design assist phase will reduce the amount of value engineering that will be needed later in the project's development. This ultimately makes the whole production process less fraught and more predictable, as well as providing cost savings for the client.

Over our history, museums, architects, and design professionals have consistently turned to Goppion to find solutions for many of the most complex challenges in technical display cases. The formalized design-assist process allows the interested parties to draw upon Goppion’s expertise to ensure each project is clearly defined and value engineered before construction begins. Moreover, it is supported by a contractual framework that defines roles and responsibilities, mitigates risk, and provides the necessary financial controls.   
  
**What advantages does design-assist offer?**

**Improved design efficiency.**

Involving Goppion’s engineers earlier in the design process reduces the superfluous operations inherent in the traditional approach and helps to detect and resolve manufacturing issues before construction starts. The result is a reduction in design-related RFIs during construction, when the potential for budget and schedule overruns is greatest.

**A collaborative environment.**

The design and construction teams can work toward a common goal. Communication is improved throughout the project by ensuring that all members of the construction team fully understand the aims and priorities of the project. Establishing these early in the design phase helps reduce the frequency and severity of disputes and if they occur they are resolved more easily thanks to improved personal relationships between the professionals working on the project.

**Greater accuracy in pricing and cost control.**

Collaborating with design-assist subcontractors from the outset enables the construction team to provide more accurate pricing earlier in the design process, when the cost of changes is usually lower than at a later stage. Goppion’s engineers can provide the team with feedback on components with high price volatility or suggest more cost-effective options offering the same performance. This enables the project team to lock in component choices and effective engineering designs earlier, thus reducing costs.

**Reduced lead time**.

Including our engineers in the design phase also allows construction coordination to begin at the design stage and makes for simplified structural preset integration, rough opening specification, and electrical and lighting control coordination, as well as providing detailing where display cases and building architecture intersect. By involving our team earlier than in traditional delivery methods, greater collaboration of the design-assist team can speed up the schedule, but, more importantly, design assist reduces the likelihood of costly construction changes later in the process. This minimizes overall construction time and costs.

**More efficient constructability.**

Incorporating Goppion into the team allows project constructability and phasing difficulties to be more clearly defined during the design process and incorporated into the construction documentation. Creating a prototype gauges the degree of reliability and functionality of the display case and reveals problems that can be resolved before the finished case is manufactured.

**Improved quality and innovation.**

Early collaboration also increases opportunities to improve performance and innovation by incorporating constructability recommendations based on our expertise.

By contrast, in the traditional design-bid-build approach the case builder does not see the drawings and specs until they have been more or less finalized by the architect or exhibit designer. In this traditional format, the client typically engages in a budgeting and bidding program with several vendors in order to establish a frame of reference; often a formal RFP with design documents and specifications from the architect or exhibit designer defining the geometry and appearance of the casework. However, since display cases have to deliver performance as well as being aesthetically pleasing - and there is a great deal of difference between Goppion and other case makers in this regard - we find it is important to go into some detail regarding exactly how we would approach the engineering in a given display case design within our response/ bid (and how our perspective might contrast with a more direct response to the design documents). In this way we can help the client understand the value of Goppion’s approach to case construction, as well as showing the design team how we might honor their design intent while still delivering the necessary performance – essentially engaging in design-assist within the bid. However, when working within the context of a traditional RFP response we need to bid plans and specs to remain competitive. As a result, it is only post-award that constructability and design engineering concerns and problems can truly be raised, thus causing the client to miss out on the expertise a specialized trade contractor such as Goppion can offer up front and making it more expensive to address these issues; all of which inevitably impacts the overall success of the project. So, although there are clear benefits in utilizing design-assist for high-end museum display case projects, until now there has been no real contractual framework to support the complexities and interrelationships between stakeholders and offer our clients the financial controls their boards and donors demand. Now, however, we have been working with an AIA supported contractual addendum with which many of these concerns can be proactively addressed and we look forward to exploring the benefits of design assist contracting with many of our clients in the future.

<https://www.goppion.com/approach/design-assist>