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- Mr. Sam Eicher, NBS



## Nucor Building Systems selects Bricscad V9.

Since 2005 Nucor Building Systems has a Bricscad Corporate License at a flat fee, allowing every NBS employee in the company to install Bricscad. Bricscad V9 enables NBS employees and clients to switch from AutoCAD® without investing in additional training. Per license it saves more than 90% on the purchase and upgrade budget.



### Customer Profile

Nucor Building Systems - a subdivision of the Nucor Corporation - is a leading manufacturer of metal building systems including the industrial, commercial, warehouse, community, and agricultural markets.

### NBS-Bricsys

- 6 years of collaboration
- Constant growth in efficiency
- Corporate License Agreement

### Why Bricscad

- Pricing for quality
- Very flexible licensing
- Interaction
- Transparency
- Very efficient support system

### Nucor Corporation

Nucor Corporation isn’t just an American company, it belongs to the select club of companies that really has changed the industry. Nucor and affiliates are manufacturers of steel products, with operating facilities primarily in the U.S. and Canada. The company is specialized in producing steel from scrap metal.

### Mini-mills

When Nucor introduced the mini mill in the United States in 1969 it introduced recycling to the steel industry and drastically changed the steel production landscape in the US. In fact, mini mills now produce the majority of steel in the US. Recycling 65 million tons of steel per year is changing the country’s landscape as well since all that old steel now goes into new steel instead of into landfills.

Nucor sparked the boom in “mini-mills,” which now produce more than half of all steel made in the United States. Nucor, meanwhile, has grown into the largest steel-maker (measured in tons) in the United States and the largest individual

recycler of any material. In the US and Canada it is the largest producer of steel joists and steel deck, standard building components in non-residential construction. In a recent article, Mr. DiMicco, CEO Nucor Corp., summed up what makes the company a year-after-year success:

*“We are low-cost focused, highly efficient, and our culture actually works to bring out the best in people.”*

- Mr. DiMicco, CEO Nucor Corp.

Nucor’s tireless workers and modern techniques can make steel and steel products at a cost that is competitive anywhere in the world. Nucor is one of the excelling companies in the best-seller book “Good to Great”. The Company excels in employees safety, lean management, commitment to employees, innovation and environmental stewardship.

## NBS basically has 3 types of CAD users

### Internal Nucor CAD users

Create final engineering drawings, permit drawings and drawings used in the field erection of the building. Since 2004 Bricscad and AutoCAD co-exist in this group while the number of Bricscad users continues to grow.

### Internal Nucor Sales people

Work with the builders to make sales presentations and create preliminary drawings. They have been using Bricscad since 2004.

### Nucor clients

Use the NBS pricing software either with AutoCAD - usually since they already had a CAD department before Bricscad showed up at NBS - or they use the NBS pricing software with Bricscad. Since 2004 a constantly growing number of clients have selected Bricscad as their preferred platform.

*"I see it as a big plus that Bricsys is a company with which we can interact; in other words a company that listens and responds to feedback as opposed to larger CAD companies, and that means a lot to me."*

- Mr. Sam Eicher, NBS

## Nucor Building Systems

Nucor Building Systems - a Nucor company - is a leading manufacturer of metal building systems including the industrial, commercial, warehouse, community, and agricultural markets. Its nation-wide authorized Nucor Builder network consists of over 600 of the best design-build contractors in the business, providing exceptional solutions, on time, and within budget. As a member of the Metal Building Manufacturers Association, Nucor Building Systems' manufacturing and engineering policies, practices, and procedures are audited annually. The metal building industry certification process reviews raw materials, design specifications, software, building code compliance, and quality control procedures. The process assures the structural integrity and quality of Nucor steel building systems.

Nucor Building Systems products have passed rigorous third-party testing of engineering and manufacturing policies, practices, and procedures. The Company has received many awards for Excellence. In 2007, Nucor belonged to America's most admired Companies on the Fortune magazine list and was the Best in Class on the Business Week list.

## NBS-Bricsys, six years of collaboration

The initial contact of NBS with Bricsys dates back to September 2002 when NBS purchased its first 100 Bricscad licenses. At that time NBS had a great deal of VBA programs, written in-house, that were being used with AutoCAD. In August 2004 NBS planned to port them to the Bricscad platform. Working jointly with the Bricsys development team, this hurdle was efficiently overcome. When Bricscad V5 was released, NBS was also planning a new release of its drawing package (within its pricing software), including a significant number of improvements. Since Brics-

cad V5 was less expensive and offered a solid alternative to AutoCAD®, NBS decided to have their new release run on Bricscad V5. In October 2004 NBS and Bricsys enabled NBS clients to download the Bricscad software, allowing them to quickly and easily install a professional DWG compatible CAD package on their machine and try it for a while. If they liked it, they could purchase it directly from the Bricsys web site - a win-win solution that continues today.

The excellent collaboration and confidence in the development skills of the Bricsys development team has continued to grow at NBS. In March 2005 this led to the signing of a Corporate License Agreement, allowing every NBS employee throughout the company to install Bricscad, and this for a flat fee and a yearly maintenance fee. This allows NBS to save huge amounts on their yearly CAD budget.

## Constant growth in efficiency

Nucor Building Systems and Bricscad have continued to improve the collaboration and the implementation of Bricscad in the NBS organization overall. Nucor Building Systems always has access to the latest Beta versions and commercial versions of the software. It allows Nucor to decide at any moment which new features they would like to use in their constant growth in efficiency, so typical for the Nucor Corporation and its subdivisions.

## Pricing for quality

Absolute priority for NBS is quality and constant evolution. That is what NBS found in Bricscad. The software is very reasonably priced, and offers a DWG alternative that enables NBS employees and clients to switch from the standard package without any additional training. Per license it saves easily 90% on the purchase and upgrade budget.



← **Heartland Steel** This three-phased industrial complex has 17 acres under roof, using over 6,500 tons of steel.

### Very flexible licensing

In 2005 NBS decided to sign a Bricscad Corporate License Agreement. This type of contract offers the company maximum flexibility in deploying Bricscad all over the company for a flat purchase fee and a fixed yearly upgrade and maintenance fee. Such contract takes away a great deal of worries for IT managers because it eliminates the need of control against illegal copies: everyone in the company may use a copy. It also takes away the possible financial hurdles for upgrading. The only criterion for installing an update or a major upgrade is what's in it. That's how it should be. NBS is known for the care of its employees and at the same time its pragmatism when it comes to economics.

### Interaction

Today Bricscad has an excellent reputation in the industry and a lot of credit for that goes to the way Bricsys supports its customers. For a large corporation such as NBS the CAD platform is mission critical. It is good to know that the CAD provider you are dealing with, is available for your employees and listens to those request that relate to your business directly. The support has never been in relation to the amount of licenses in use, and has always been there 100% from day one.

### Transparency

Bricsys is one of the very rare companies that provides full transparency with every update. "Read me" files list real information about fixes, improvements and new features. "The transparency and openness in Bricsys' communication - e.g. bug reports and fixes - is a real good match with the company culture at Nucor. It is a kind of guarantee that the team won't hide or don't want to get away with unsolved problems." says Mr. Sam Eicher, NBS.

### Support and Communication

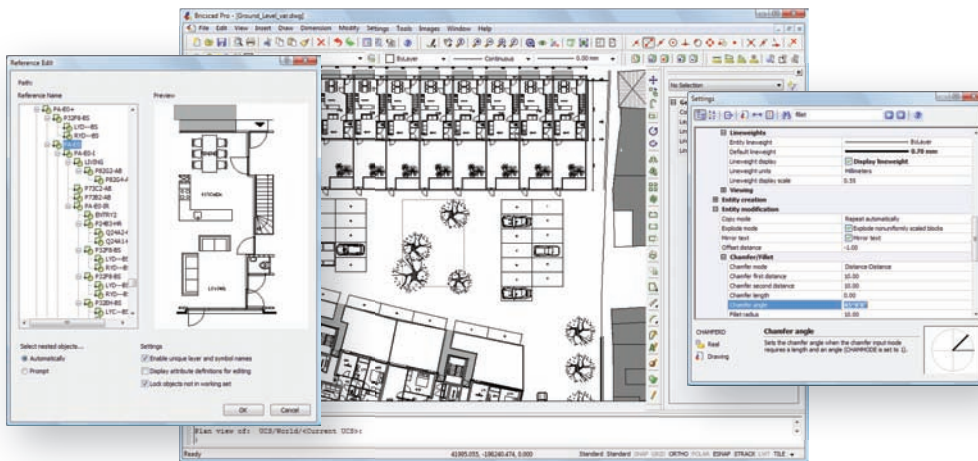
As any other Bricscad customer, NBS communicates directly with the Bricsys team for support and special requests. Unlike many other CAD providers on the market, Bricsys has created a very efficient support system. Bricsys customers can post new support requests at any time using a web-form. Files can be attached. Each support request arrives in the support system, where requests are dispatched to one of the 130 support analysts. If a request is not handled immediately the customer receives a message explaining why the problem is on hold and whether there is a reasonable time frame for a solution. If a temporary workaround solution is possible this will be proposed while the support request receives an ID number that also is communicated to the customer. With each new upgrade, Bricsys publishes a list of all fixes.

### The future

Over the years Bricscad has of course matured also. For NBS it is important that the chosen platform follows the industry evolution. Today Bricscad has a set of APIs that allow DWG applications to run directly on Bricscad. Users can easily run their LISP or COM routines on Bricscad. However many commercial DWG applications are a mix of LISP, SDS and/or ARX. Recently Bricscad announced a code compatible API for ARX called BRX. This opens access to the rich world of third party applications. NBS has its own applications and those run fine on Bricscad. Bricsys informed NBS that today more than 200 commercial application developers have ported or are in the process of porting their application from AutoCAD to Bricscad, a number that grows every week. NBS always strives to improve. Knowing that the Bricscad platform allows future extensions is extremely reassuring.

*"You could say that there is a direct line to the development team, which has always been very alert and responsive over all the years since Nucor Building Systems became a customer."*

- Erik De Keyser, CEO Bricsys



← Bricscad V9 offers similar functionality as AutoCAD® in an "it doesn't get much closer" interface.

## Bricscad V9

Bricscad V9 - based on IntelliCAD - is the 2D and 3D CAD platform by preference for users who want to extend their number of professional CAD seats or just want to replace other too expensive CAD licenses. Bricscad V9 reads and writes the DWG format and offers maximum compatibility with AutoCAD®. Bricscad V9 has a very recognizable intuitive user interface and requires no extra training.

In Bricscad V9 there are a ton of improvements on existing features and many new added features like the in-place WYSIWYG MText editor, REFEDIT, Associative Dimensioning, Wipe-out, Transparency, support of ECW images - just to name a few of a long list. The performance as well is boosted again.

But Bricscad V9 is a milestone version because it can support for the first time all DWG applications, including those applications developed with ARX, thanks to the Bricscad BRX Software Developer Kit. Developers of DWG based applications can now port their CAD and engineering applications to the code compatible platform of Bricscad V9.

## Enabling applications

Thanks to the extended list of compatible API's available (LISP, SDS, COM, BRX), Bricscad V9 is now chosen by more than hundred of application developers so far to port their AutoCAD® based application to. Each application extends Bricscad V9 feature set to a new level.

## Enabling solutions

Applications in main domains, such as AEC, GIS, Mechanical and Civil Engineering lift the Bricscad platform to the highest professional level. With a constant growing number of available engineering applications the Bricscad platform offers real solutions for the job to be done.

## Enabling choices

By enabling DWG based solutions in every engineering domain Bricsys now finally can offer freedom in the decision process. As from Bricscad V9 on, the DWG world does have a real choice. Bricscad V9 combines professional engineering solutions with a fair and transparent pricing model, and a user friendly upgrade policy.



**BRISYS**

**Bricsys** is a global provider of engineering software through its network of 70 offices on four continents. The product portfolio consists of Bricscad and Vondle (Project Management). Bricscad is the powerful DWG-alternative CAD platform that enables DWG-based applications to serve the growing markets of GIS, AEC, mechanical CAD, and civil engineering.

[www.bricsys.com](http://www.bricsys.com)

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