The BIG BIM challenge for a manufacturer

or do not overload the donkey!
The characteristics of a donkey

Very Patient

Intelligent

Fast 50 km/h

Strong pack animal
Worldwide BIM specifications & requirements

- **U.S. GSA & ARMY**: BIM guidelines and tax liability from 2016
- **UNITED KINGDOM**: BIM obligatory for public projects > 5 MILL € from 2016
- **THE NETHERLANDS**: Notice of BIM guidelines since 2013
- **FRANCE**: BIM obligatory 2017
- **ITALY**: BIM projects planned
- **STAATSBYGG NORWAY**: IFC & BIM – Mandatory for all new projects since 2010
- **FINLAND, SENATTI**: IFC & BIM - Mandatory for all new projects since 2007
- **DENMARK**: BIM-Guidelines, IFC-Mandatory for public projects > 5.5 MILL € since 2006
- **KOREA**: Public tender Open BIM/IFC projects since 2012
- **HONG KONG**: Sustainability analysis for modelling of existing structures since 2012 BIM obligatory for new projects from 2014/15
- **SINGAPORE**: BIM basis needed for public tenders on public since 2012 BIM obligatory for planning application since 2013
Worldwide BIM specifications & requirements

Languages
- China
- Germany
- Japan
- South Korea
- France
- Italy
- Spain
- Russia
- Sweden

BIM CAD Systems
- United Kingdom
  BIM obligatory for public projects from 2016
- Norway
  IFC & BIM – Mandatory
- Finland
  IFC & BIM – Mandatory
- United States
  BIM guidelines and tax liability from 2016
- Netherlands
  Notice of BIM guidelines since 2013
- France
  BIM obligatory 2017
- Sweden
  BIM projects planned

Classifications
- Uniclass
- OmniClass
- NS8
- AIA
- CIBSE
- COBie
- eClass
- BSDD
- CAFMConnect

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What is the BIG BIM challenge for manufacturers?

Make all architects in all markets happy!

15 LANGUAGES 7 BIM CAD SYSTEMS 5 VERSIONS
What is the BIG BIM challenge for manufacturers?

Make all architects in all markets happy!

6 LOD (+LOIs) / 8 CLASSIFICATION SYSTEMS
What is the BIG BIM challenge for manufacturers?

Make all architects in all markets happy!

50 PRODUCT FAMILIES
Calculation of BIM component manufacturers effort
Based on a hypothetic theory to make every customer & market happy!

<table>
<thead>
<tr>
<th>Effort</th>
<th>Multiplicator</th>
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<tbody>
<tr>
<td>CAD/BIM Systems</td>
<td>8</td>
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<tr>
<td>Languages</td>
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<td>CAD/BIM Versions</td>
<td>3</td>
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<td>Classifications</td>
<td>6</td>
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<td>Product Families (PF)</td>
<td>50</td>
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<td>Variants of PF to make</td>
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<tr>
<td>Time For Data Creation</td>
<td>4h / PF</td>
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<tr>
<td>Full Time Equivalent (FTE)</td>
<td>&gt; 7 Persons</td>
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<tr>
<td>Time</td>
<td>216 years – 30 years/person</td>
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<tr>
<td>Cost</td>
<td>17,2 Mio €</td>
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</table>
Do not overload the donkey!
Can you see the BIM component manufacturer?
How to unload the donkey?
CADENAS investigated the market & found out...

...there are > 30 companies who offer a BIM manufacturer solution
All companies are built on a file sharing solution

<table>
<thead>
<tr>
<th></th>
<th>Revit 2017</th>
<th>Revit 2012</th>
<th>ArchiCAD 20</th>
<th>Vectorworks</th>
<th>Allplan</th>
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**To find**

YOUR required format in
YOUR language with
YOUR specification and
YOUR classification
is like to move
the wheel of fortune
Déjà-Vu Of
The requirements of the BIM market!

- Déjà-Vu
- Already seen
- Ya visto
- Schon mal gesehen
- Mai visto
- 지금까지 본
- 今まで見ました
- Кода-либо видел
- koskaan nähnyt
- någonsin sett
CADENAS already solved a similar requirement!
mechanical & electrical market 1992 - 2017

Mechanic & Electrical

Product configuration  
Maintenance Info

End-of-Life  
Classification

Translations  
Level of Detail

Embedded  
Smart Parts

3D Visualization

BIG BIM challenges require a BIG PLAYER!

320 Employees
12 Countries
800 Catalogs
14 Million Users
> 500 Innovations
CADENAS already solved a similar requirement!
mechanical & electrical market 1992 - 2017
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Product configuration
End-of-Life  Classification  Maintenance Info
3D Visualization  Translations  Level of Detail
Smart Parts  Embedded

Level of Development

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Possibilities for your catalog

3D BIM Multi CAD

Classifications

3D Preview

Product Configurator

Web Portal

3D PDF Data Sheet

Additional Unique Features

2D Derivations

Marketing & Sales Solutions

Tradeshow Entertainment

Offline DVD / USB

Smart Sales
BIM Data preparation

BIMcatalogs.net

3D BIM Multi CAD

Classifications

Additional Unique Features

Offline DVD / USB

Web Portal

Marketing & Sales Solutions

Smart Sales

3D Preview

Product Configurator

3D PDF Data Sheet

2D Derivations

Tradeshow Entertainment
One Click Import of Product Family
MultiCAD/BIM catalog
Intelligent BIM catalogs + CAD plugin

3D BIM Multi CAD

Classifications

Offline DVD / USB

Additional Unique Features

Marketing & Sales Solutions

Smart Sales

3D Preview

Product Configurator

3D PDF Data Sheet

2D Derivations

Tradeshow Entertainment

BIMcatalogs.net

BIMcatalogs.net

2D & 3D BIM Multi CAD Product Catalogs
Intelligent BIM catalogs + CAD plugin
Level of development
2D for AEC market

BIMcatalogs.net

3D BIM Multi CAD

3D Preview

Product Configurator

Web Portal

3D PDF Data Sheet

Additional Unique Features

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Marketing & Sales Solutions

Classifications

Tradeshow Entertainment

Offline DVD / USB

Smart Sales
2D for AEC market
Embed in BIM manufacturers web page

BIMcatalogs.net

2D & 3D BIM Multi CAD Product Catalogs

3D BIM Multi CAD

Classifications

3D Preview

Product Configurator

3D PDF Data Sheet

2D Derivations

Tradeshow Entertainment

BIMcatalogs.net

Web Portal

Additional Unique Features

Marketing & Sales Solutions

Offline DVD / USB

Smart Sales
Embed in BIM manufacturers web page
More possibilities for your catalog
Offline & online publishing

Online

WWW

APP

Offline

USB

DVD
Holographic display
Possibilities for your catalog

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Thank You
for your attention

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Feedback?
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