



QUESTware was formed in April 2000 after acquiring the metal building software from the Denver, CO based company MBDS, Inc. Prior to MBDS the software was developed and marketed by CSA, Inc. also out of Denver, Co.

QUESTware's office is located in Hendersonville, TN which is approximately thirty minutes north of the Nashville airport.

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## **Why QUESTware is the Answer**

***Experience in metal building software development and technical services is becoming almost impossible to find and training new personnel is extremely expensive and very time consuming. Most companies have failed to keep their legacy software up-to-date and now face the almost impossible task of incorporating new design codes, product changes, ever changing and frequent price increases, and instant-access web applications. If you are a multi-company that has grown through acquisition you probably find yourself in an even worse situation with multiple software systems to maintain because of product offering, manufacturing differences, detailing procedures and individual market identity.***

**QUESTware** can help you solve your problem **NOW** and **Significantly** reduce your development cost, resulting in **Immediate** bottom line improvement.

- Multi-plant companies can enjoy design synergy with totally different product offerings, different detailing procedures, and different manufacturing capabilities.
- Design codes are kept up-to-date; no more time required for your engineering to define the code and pass to programming for development.
- Numerous design aids to help the engineer design outside the box.
- Drafting aids to help detailing generate custom details and drawings faster.
- Define and use your existing detailing procedures and standards resulting in a very short learning curve.
- Simple to use user interface; you don't have to have full time system administrators, be an engineer or a computer geek to use our software.
- The only company offering complete design and pricing as a web application. ***The Internet. It's the first place Your Customers and John Public looks for a metal building price, and you better be there or you're going to lose revenue.***
- Desktop pricing modules for customers, district managers, and brokers.
- Absolutely the best customer service available, ask **any** of our customers.
- We constantly work with our customers that are AISC Class MB certified to make sure our software and reporting is acceptable during your certification process.
- Professional technical and user documentation
- **Reliable** software upgrades.
- An active User Group that really has a voice in our development efforts.
- An **active** Associate Member of MBMA.
- Detailers to help assist our customer base with excess drafting, complicated jobs, and rush orders.
- Leading component manufacturer's products have been setup as available plants.
- Complete set of professional erection details.
- ODBC compliant databases; making it easier to access data for your internal proprietary reporting.
- Mini-storage software supports dynamic graphical module placement, climate control, corridors, and step-up / step-down floors.

# QUESTware Staff

## Over 175 Years of Industry Experience

Industry experience sets QUESTware Corp apart from any competitor.

QUESTware has a **proven track record** of defining, developing, implementing, and maintaining totally integrated technical software systems for several major metal building manufacturers.

All QUESTware employees are seasoned industry professionals with years of **real** metal building experience. Our industry experience covers almost all disciplines within the industry; design, estimating, drafting, manufacturing, builder training, systems design, and software development. No competitor and few manufacturers, both large and small, have the type of experience QUESTware provides.

QUESTware has acquired seasoned detailers to help our customer base with excess drafting needs and quick turn jobs.

This experience and industry commitment is the primary reason QUESTware is becoming the metal building software of choice.

### Staff Profile



**Lewis Ellis**

Lewis began his career in the metal building industry in 1965 with Varco Steel (now VP Buildings) and over an eighteen year period worked his way through manufacturing, drafting, estimating, and engineering before settling in the technical development staff. Lewis was a key player in the successful definition, development and implementation of VP's Product and Systems Unification (PASU) design and detailing system.

In 1982 Lewis joined Kirby Building Systems as Director of AES (Automated Engineering Systems). AES became a successful automated design, pricing and detailing system capable of supporting Kirby's three manufacturing facilities including a plant located in Kuwait. Lewis was directly responsible for the successful development and implementation of the industry's first on-line computerized design and pricing system for field sales and builder networks. As Vice President of Kirby's Technical Information Systems Lewis provided the leadership that made Kirby one of the most technologically advanced companies in the metal building industry during the 80's and 90's.

In 2000 Lewis began QUESTware Corp, a company dedicated to technical systems for the metal building industry. A staff of highly qualified personnel was formed and today QUESTware is becoming the software of choice for the metal building industry.



### **Norman Edwards, P.E.**

Norman began his experience in the metal building industry in 1980 with Varco Pruden. He has a BS Degree in Civil Engineering and a MS in Structural Design from the University of Tennessee. He was an integral part in the successful development and implementation of Varco Pruden's VP Command System.

Norman joined QUESTware in 2001 and is responsible for the development of mainframe and secondary framing design systems and keeping building codes up-to-date in the design software.

Norman is an active participant in MBMA's Technical committee.



### **Steven Starkey**

Steven began his industry experience with Kirby Building Systems in 1982. He has a BS Degree in Civil Engineering and a MS Degree in Structures from the University of Arkansas. Steven was responsible for the development of the structural design software for Kirby's Automated Engineering System. Steven has extensive experience in systems definition and design, structural design programming, user interfaces and pricing systems.

Steven has been with QUESTware since the company began in 2000.



### **Ralph Carter**

Ralph's career in the metal building industry started in 1983 as a draftsman with Kirby Building Systems. Ralph was promoted to Kirby's technical development group in 1986. Ralph has been responsible for developing erection and fabrication drawings, computer graphics, integrated bills of materials and interfacing to numerical controllers on the shop floor.

Ralph has been with QUESTware since the company began in 2000 and holds a BS Degree in Science and Technology from

Western Kentucky University.



### **Todd Birdwell**

Todd began his metal building experience in 1993 with Kirby Building Systems after graduating from Nashville State Technical Institute with an Associate's Degree in Civil Engineering.

Before joining QUESTware in 2005 Todd was a Senior Level detailer / checker and project coordinator.

Todd is responsible for detailing the most complex jobs and checking.



### **Kris Jensen**

Kris began his metal building experience in 1980 as a metal building erector.

In 1985 Kris joined Stran / Varco Pruden and became a senior level detailer. In 1995 Kris joined Kirby Building Systems and became a Senior Project Coordinator.

Kris joined QUESTware in 2005.



### **Matt McKaskle**

Matt has over 10 years experience in the metal building industry. He has a BA degree in Psychology from Mississippi State University. At Gulf States Manufacturing Matt held positions in drafting, checking, customer service, project management, and estimating. At Kirby Building Systems he was responsible for technical software development, implementation of pricing and builder support software, end user training and technical support. Matt joined

QUESTware in July 2006.