Owing to a great variety of products and variants, proposal preparation has become a very time-consuming task in many companies. Many companies have therefore expressed the wish for tools and configurators that can support not only the product development engineers, but even the sales engineers during earlier stages of a project. Ideally, such tools can create and evaluate variants already during the first visit of a customer, which would also shorten the time between the first customer contact and order placement. The prerequisite for this is a web-based solution allowing a location-independent access.

The Walraven Group, too, was looking for such a solution. The producer of fixings for heating systems, sanitary installations, sprinkler pipes, air ducts, cooling systems and solar panels required a tool that enabled its sales engineers to configure various systems in any location of the world, create offers and modify them subsequently - with the aim to reduce the time needed from several days to only one hour. For maximum ease of use, the configuration process was to be supported graphically by means of detailed 3-D models. The result of the configuration process should include, besides a detailed offer, the corresponding bill of materials and the 3-D CAD drawing.

The products created at Walraven are used in a wide range of fields: Building services engineering, offshore and shipbuilding projects, industrial and infrastructure facilities. Although the requirements of the these projects are very different, they can all be realised on the basis of one standard parts catalogue enabling the assembling of the desired product.
UNLIMITED PERFORMANCE

Walraven uses HiCAD for its design tasks. HiCAD communicates with the HELiCON Configurator via an interface.

This is achieved with the help of a rules set managed in the HELiCON Configurator.

Future changes to the rules set can be applied by the staff of Walraven directly in the Configurator. Existing customer data are collected in the so-called Quoter, ensuring their availability right from the start. When required, a sales engineer can use the Quoter to call the data of a particular customer, create a new offer, or edit an existing one. The Configurator will then be started. Here the engineer can select the required elements, which are displayed in a graphical preview. The corresponding bills of materials, including the prices from the ERP system, as well as the complete 3-D CAD model will also be generated automatically.

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