



Cx Integrated Process Chain

Rapid Concept Development for Production Processes

With the developed sales solution, sales staff create 3D drawings (sales layout) and from these generate the bill of materials and the customer quote. This data can be automatically transferred to the CAD system. This means that up to 60% of the 3D engineering data is already captured during the sales process.

Problem Statement

When selling and manufacturing flexible products, such as conveyor systems, the same data is repeatedly re-entered, which is error-prone and costly. This problem starts with the sales conversation for quote preparation, where a system is roughly planned, and ends with the detailed design for manufacturing the system.

Concept

The salesperson receives a specialized sales solution allows that them to visually assemble the system with the customer. As a result, the customer receives a detailed quote for the system.

With the captured sales data, the engineering data for the systems is already largely determined. CAD objects exist parallel to the layout objects and are populated with the sales parameters. This means that detailed engineering is also largely completed.

Applications

Variable products such as:

- Conveyor systems
- Elevator systems
- Cabinet systems



Contact

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