



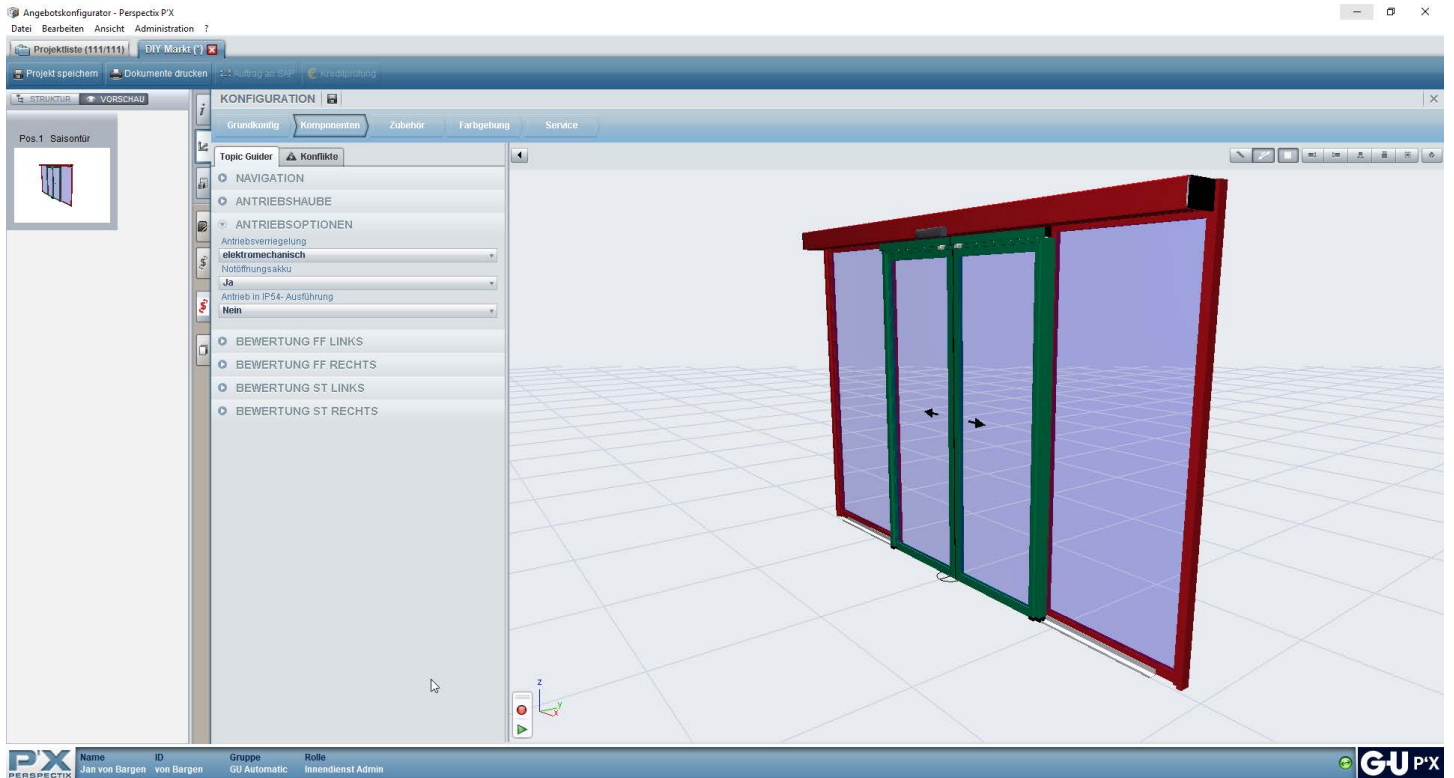
Door opener for variant diversity in series production

GU Automatic uses the P'X Sales Solution product configurator from Perspectix for the distribution of its four most important sliding door series. Using the extensive 3D libraries and software selection options, the entrance systems can be designed in detail to match the existing building fabric - and customers quickly receive their custom-made entrance system. This reduces quotation processing time from several days to a few hours.



Interview with:
Jan van Bargaen
Manager GU Automatic Sales Department

In 1907 Viktor Gretsch founded the hardware manufacturer Hermann Gretsch GmbH in Stuttgart-Feuerbach. What started out as a small company developed over the years into the Gretsch-Unitas Group, one of the leading suppliers of window and door technology as well as automatic entrance and building management systems. The production and delivery of the innovative entrance systems has been carried out at the Rietberg location by the subsidiary GU Automatic since 2015. The subsidiary's production includes sliding, carousel and other automatic doors as well as systems for the separation of people, as used in many football stadiums. The company offers its customers the complete package of consulting, individual production, installation and commissioning.



Individualization made to measure

Since structural features, architecture and special customer requirements play an important role in the planning of automatic entrance systems, all solutions must be individually designable. Therefore, and in order to better manage the extensive product portfolio including all variants, GU Automatic started to implement the software P'X Sales Solution from Perspectix in 2017.

The product configurator, which the employees named GU Portal, accesses databases in which lightweight 3D models of the respective product series and their components are recorded. These can be put together easily and variably on the clear user interface, so that the user receives realistic images of the most varied variants in a short time. The software also helps the company to transmit important information to the responsible departments as efficiently as possible. Since it is linked to SAP via several interfaces, articles, accounts receivable, contact persons and technical locations, for example, can be read directly from the master data and used for planning. On the other hand, if a quotation is successful, the data is transferred directly to the ERP system for the order.

From days to hours

Jan von Bargaen, manager of the GU Automatic sales department and responsible for the implementation

project, explains: "Especially in the area of automatic doors, we have a wide range of solutions for our customers in the standard range. With GU Portal, instead of several days, we only need a few hours for an initial planning draft. Modifications to the models can also be implemented much more quickly, with the result that we can confirm and execute orders more efficiently".

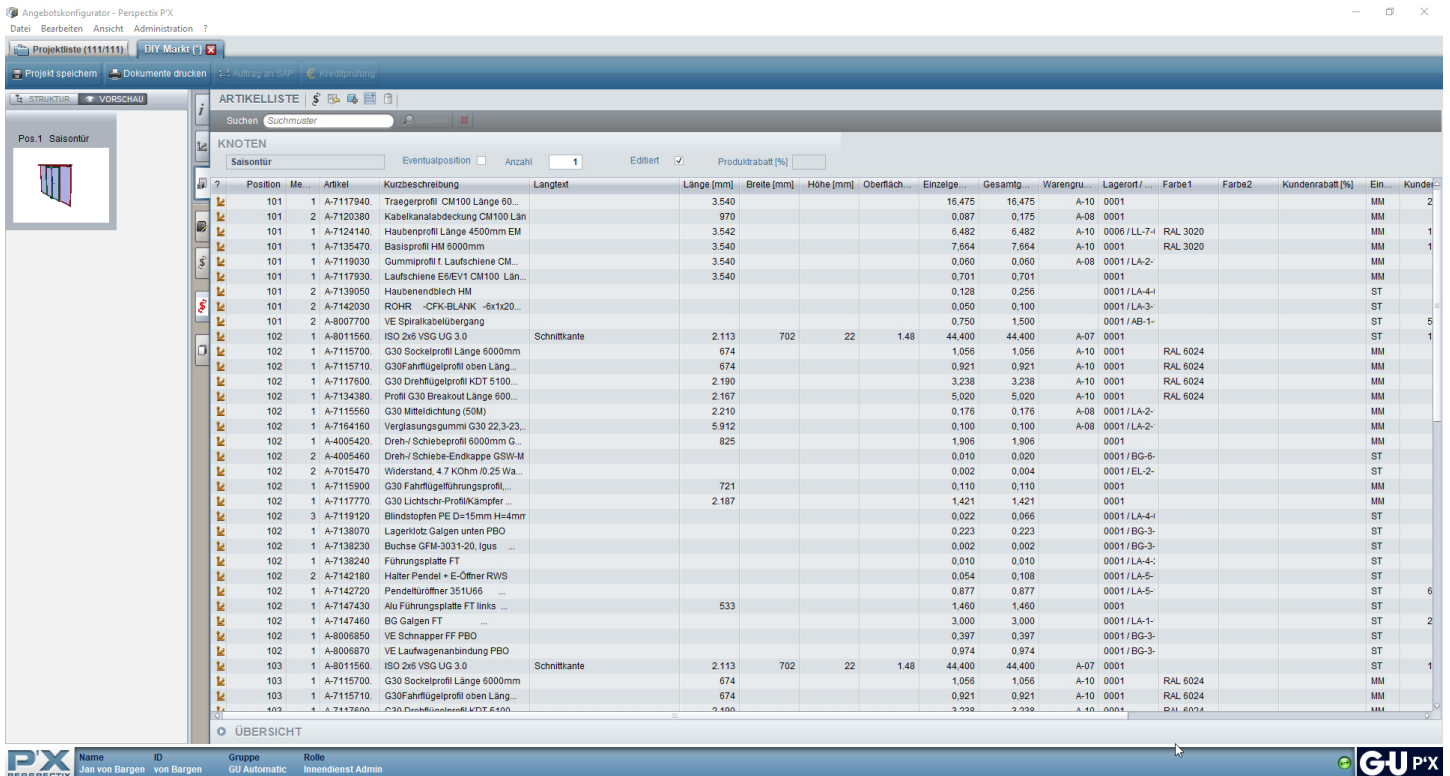
Since July 2018, the company has been successfully using the product configurator for the four most important standard sliding door variants in practice: compactMaster, econoMaster, heavyMaster and the special HM-F FT escape route sliding door have been configured quickly and variably using the application since then.

Complex processes are no longer required

Before the introduction of the P'X Sales Solution, the process of placing an order from the sales representative to production was complicated and time-consuming: First, the sales force had to manually enter all the customer's order information and requirements and transfer them to the internal sales force. Once there, the order data was created in SAP, sorted and prepared for further processing in the other departments. Credit check data was sent to the accounting department, while others were sent to the technical processing department to prepare con-

About GU Automatic

GU Automatic GmbH has developed into one of the leading suppliers of sophisticated automatic entrance systems, glass sliding walls and solutions for the separation of persons. The company was founded in 1977 as "ats - Automatik-Tür-Systeme GmbH" in Rheda-Wiedenbrück and has been part of the Gretsche-Unitas Group since 2001. The company has been operating under the name "GU Automatic GmbH" since 2009 and has been based in Rietberg in the district of Gütersloh since the end of 2015. Assembly, maintenance and service are carried out by GU Service GmbH - a sister company of the Gretsche-Unitas Group. Further information can be found at www.gu-automatic.de



struction plans. Once these processes had been completed, the processed data packages were returned to the office staff, who updated the status of the order in SAP, reprocessed the data and passed it on to the purchasing department and production. Feasibility and timeliness of implementation were checked there before a new confirmation with the order release reached the office staff. On the basis of this information, the latter created an order confirmation, which was sent to the customer. The P’X Sales Solution eliminates many of these clerical tasks: “The field service now records customer requirements and information in the software, and each department receives the data it needs directly,” says Jan von Bergen, describing the change. “This eliminates entire process loops, enabling us to process orders much faster.”

Intelligent product management: digitization needs standardization

With the assistance of the P’X Sales Solution, entry systems are now standardized and put together step by step. When configuring the individual components, the user always has an overview of all available selection and adjustment options. In addition, the costs for each component are listed individually during the configuration process and thus also remain transparent.

First, the user creates the order with customer information and deadlines to be met. In the second step, the configuration wizard guides the user through general parameters of the entrance system, such as model, size, number of door leaves and other features, such as the system for securing the doors, the so-called protective leaves. The user also defines the emergency and escape route systems here. During selection, each change is displayed in a separate view window.

This is followed by adjustments to the building, such as the offset of the door and the colour selection for each part of the interior and exterior. After completion of the model, special services such as dismantling and disposal of the old system are entered so that the cost calculation takes these into account in the calculations. The finished design drafts can now be exported directly as DWG/DXF files, printed and transferred to GU Automatic production.

The software makes the entire process from selection to delivery more transparent and minimizes the risk of incorrect planning and calculations. Predefined component dependencies ensure that only variants that can actually be produced are created. The breakdown of costs and the accompanying calculations have also made cost calculations much more precise - and available earlier.

Über Perspectix

Perspectix AG in Zurich realizes sophisticated software solutions for technical sales and store planning. Since its foundation in 1996, the company has continuously developed into a technological leading solution provider for sales and project planning of a wide range of products. Users of the P’X Sales Solution benefit from experience from complementary user industries: Mechanical engineering, plant construction, electrical engineering, furnishing, shopfitting, storage and logistics systems. The P’X Store Solution provides users with a tailor-made solution for shop planning, assortment design and store evaluation. Due to the combination of sales optimization, graphic project planning and product lifecycle management in a forward-looking technology, Perspectix is today a strategic supplier of renowned manufacturers and retail chains.

The screenshot displays the P'X software interface for product configuration. The central 3D view shows a door assembly with dimensions: Anlagenbreite: 2'146 mm, LDH: 2'000 mm, and Montagehöhe: 2'007 mm. The interface includes a left sidebar with a component tree, a top navigation bar, and a right sidebar with resource and filter panels. Below the 3D view is an 'ARTIKELLISTE' (Article List) table.

Position	Artikel	Menge	Kurzbeschreibung	Länge [mm]	Breite [mm]	Höhe [mm]	Oberfläche [m ²]	Gewicht	Warengruppe	Farbe1	Farbe2
101	A-7117960	1	Haubenprofil CM100 Länge 6000mm	2'142.00				3.639	A-10	RAL 6001MAT	
101	A-7147330	1	Traegerprofil CM100 Länge 4500mm	2'120.00				9.866	A-10		

"The detailed selection and configuration of our doors with GU Portal saves us a lot of time and work overall. We get faster feedback from customers, can make adjustments immediately and identify problem areas much earlier with special designs," summarizes Jan von Bargaen. "The software even warns us when a variant exceeds our manufacturing capabilities. Important information is immediately passed on to production and the assembly teams. If necessary, the price calculation can be adjusted more quickly. Since each step is precisely documented and stored in SAP via an interface, the status of the project can also be called up at any time during the entire order processing.

Advancing digitization with product configuration
After the successful implementation project in Germany, GU Automatic's management plans to implement the P'X Sales Solution in its subsidiaries abroad. In addition, the positive results have triggered further large digitization projects in the areas of ERP and CRM systems. These investments should release

similar process improvements and productivity increases as after the introduction of the P'X Sales Solution: shorter processes, more direct communication between departments and improved variant management. In this way, the traditional company benefits from faster order processing, more satisfied customers and is preparing for a flourishing future.

About Gretsch-Unitas

The GU Group is one of the leading suppliers of window and door technology, automatic entrance and building management systems. Under the brands GU, BKS, FERCO and ela-soft, it manufactures and sells building hardware, locks, locking and access control systems. The GU Group offers "Advancement with system" with its coordinated complete range and supplies solutions for burglar resistance on doors and windows, for barrier-free construction, for doors in escape and rescue routes through to individual façade solutions for buildings.