# Starting signal for digitisation

With the P'X Sales Solution from Perspectix, Viessmann Kühlsysteme GmbH in Hof is digitising its cold store portfolio and value-adding processes.

The Viessmann Group is one of the leading international manufacturers of energy systems. Founded in 1917, the family-owned company employs 12,100 people and has a group turnover of 2.37 billion euros. With 23 production companies in 12 countries, sales companies and agencies in 74 countries and 120 sales offices worldwide, Viessmann has an international orientation. 55 percent of sales are generated abroad. At the Hof location, around 600 employees produce cold storage and deep-freeze rooms as well as refrigerated cabinets, which are sold via a worldwide sales network to specialised refrigeration planners and plant manufacturers for the food retail trade, hotels, gastronomy, food manufacturers, medical products and laboratories as well as other areas of application.
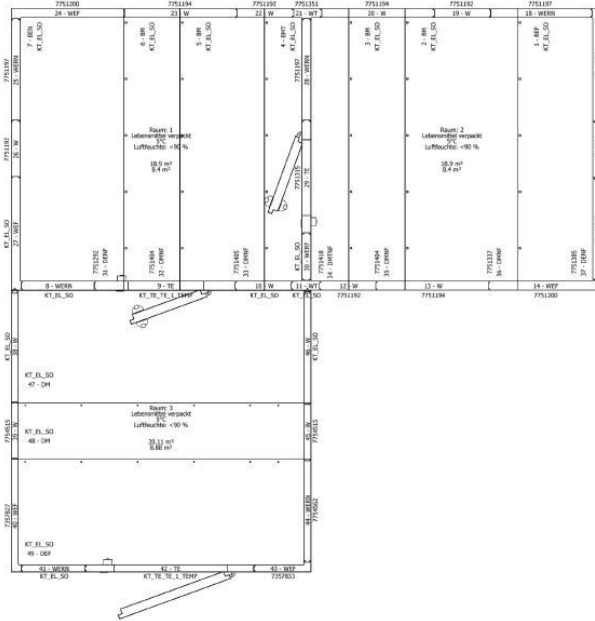
Interview with:
Markus Hässler-Maraun
Projektleiter Konfiguration
Viessmann Kühlsysteme GmbH

Separate, individual cold rooms

Low space availability and rising square metre prices mean that cold storage cells literally have to be planned to measure. With the configurator P'X Sales Solution from Perspectix, Viessmann in Hof provides the solution for optimum customer service and improved performance. The product configurator optimises all processes from quotation to loading and triggers sustainable digitalisation.

System selection for the P'X Sales Solution

The company had already decided in 2016 to replace the previous 2D configurator. Despite the possibility of creating drawings and transferring data to subsequent systems, almost every customer order had to be processed additionally in the design department. Various possibilities were investigated and suppliers were tested in a selection process. „We tested various systems that match our products and guarantee a good database for our subsequent systems," reports Markus Häßler-Maraun, Project Manager Configuration. „Perspectix met these requirements and presented a user-friendly interface that our sales staff and designers can use intuitively," continues Häßler-Maraun.

Comprehensive implementation project

At the beginning of 2017, the project team of IT specialists and technicians began implementing the Sales Solution. „Perspectix's goal was to provide us with all the information we needed to build an independent team. Today, we only rely on Perspectix for complex extensions," reports Markus Häßler-Maraun. For one and a half years, the team worked on all topics from the design of the frontend to the definition of the documents, the parts list configuration as well as the illustration or adaptation of the business processes for cold storage cells in 2-week sprints. What followed was a three-month test phase with subsequent live operation. Several sales employees and design engineers each started working in P'X Sales Solution and tested all function modules, including documents and subsequent processes. This ensured a smooth live process.
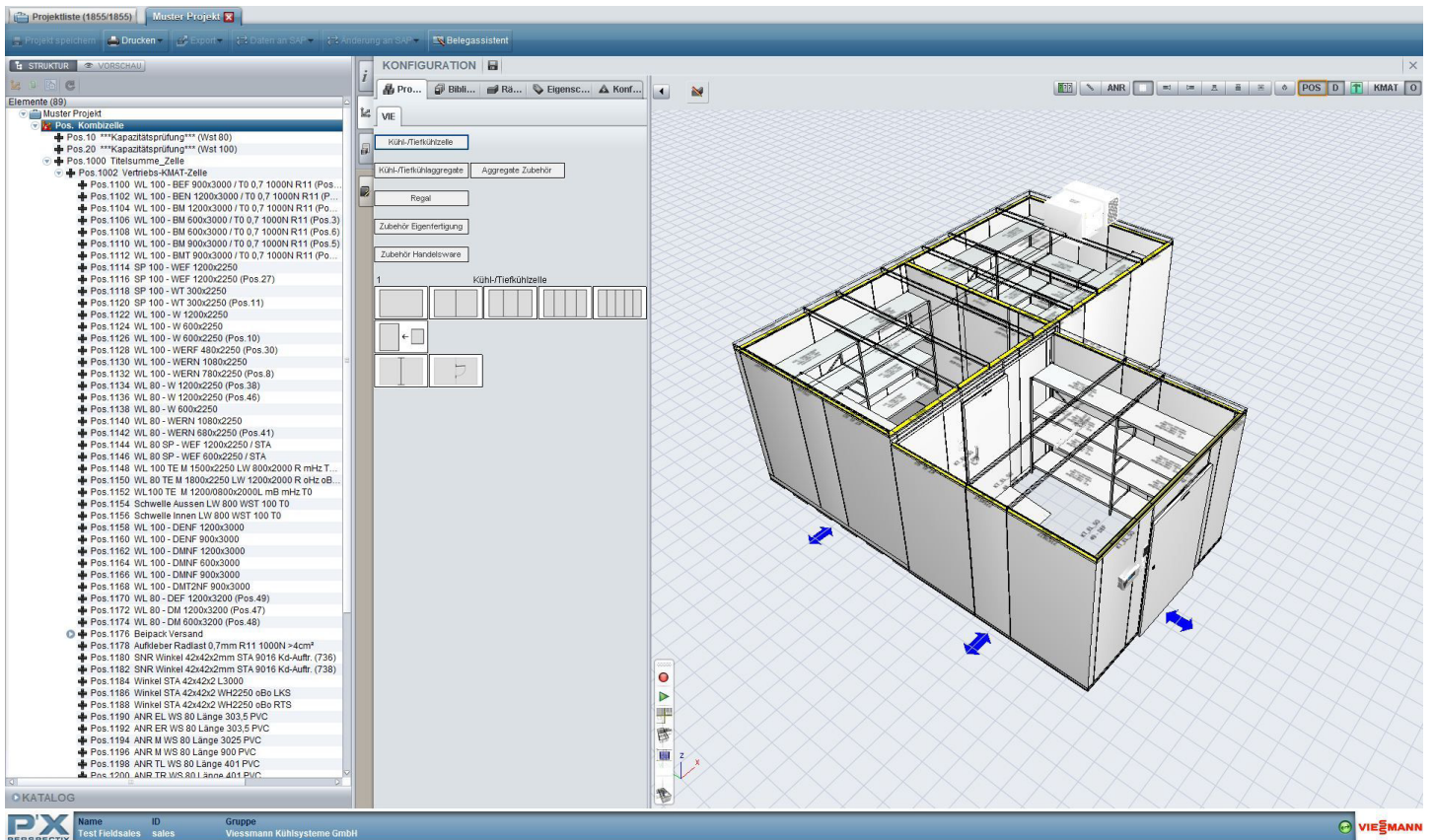
Swifter from offer to loading

To create an offer, the customer data is first loaded. A suitable 3D refrigeration cell model containing all purchased parts, bearing parts and production parts is individualized on the screen according to the customer's specifications. The arrangement of the doors and shelves can be configured based on rules. Connecting elements are placed automatically and the interior design is added by drag-and-drop. Finally, the employees send the data to the subsequent sys-

tem. The offer documents with 3D views, installation plans and detailed descriptions are generated at the touch of a button and made available in various formats. „A considerable part of the quotations and orders is already mapped via the configurator. We achieve absolute added value for the customer only in the preparation of quotations, as detailed information facilitates the coordination process. The feedback from customers in the field is very positive," reports Markus Häßler-Maraun.

With the P´X Sales Solution into production

But the performance of the configuration solution goes even further, into production. From the configured 3D models, not only customer documents, but also all required production documents are automatically derived. „We have divided the information into target groups so that customers and production employees only get the information they need," says Häßler-Maraun.

Starting signal for digitisation

Häßler-Maraun and his team will not stop at these positive results. Step by step, they optimize all systems so that the company can continue to produce in a customer-optimized manner. Viessmann intends to use this effect primarily for growth. In this respect, the project - as well as the configuration solution - can be seen as the starting signal for digitisation. „We are extremely satisfied with Perspectix," praises Markus Häßler-Maraun. „Provider and system are reliable, flexible and innovative". In the future, we want to develop with the provider towards Building Information Modeling (BIM) and web-based configuration.

About 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 technologically 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.
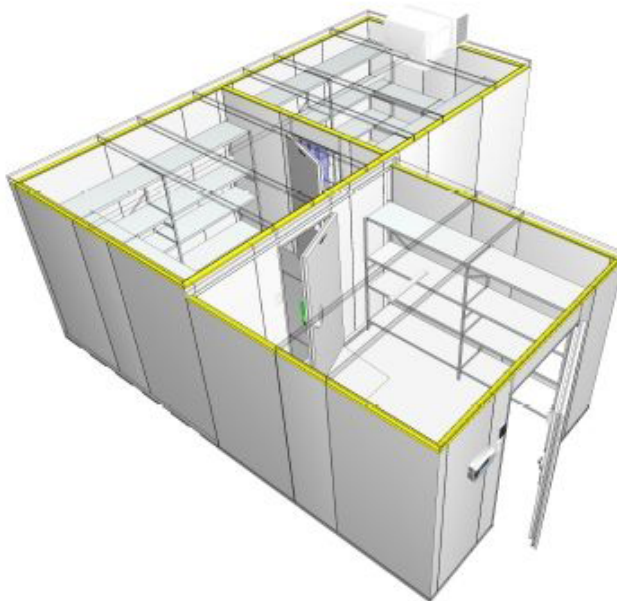
Kunde

VIESSMANN

Projekt
Muster Projekt

Kombizelle

Belegnummer
Entwurf
Version 1

	Zelle 1		Zelle 2
Zellentyp	Tecto Cell Standard Plus		Tecto Cell Standard Plus
Baustoffklasse	B2		B2
Wandstärke	100 mm		80 mm
Aussenbreite	6200 mm		3000 mm
Aussenlänge	3000 mm		3200 mm
Aussenhöhe	2430 mm		2346 mm
Grundfläche	12.9 m³		9.6 m³
Gewicht	1611 kg		921 kg
Unterkühlung	30 mm		0 mm
	Raum 1	Raum 2	Raum 3
Temperatur	6°C	6°C	6°C
Rauminnenhöhe	2260 mm	2260 mm	2286 mm
Rauminnenbreite	2800 mm	2800 mm	3040 mm
Rauminnenlänge	3000 mm	3000 mm	2920 mm
Grundfläche	8.4 m³	8.4 m³	8.88 m³
Volumen	18.9 m³	18.9 m³	20.11 m³
Bodenvariante	Standardboden - T0	Standardboden - T0	ohne Boden - PVC-ANR
Rutschfestigkeit	R11	R11	
Bodenbelastung	1000 N/4cm³ Gummirad	1000 N/4cm³ Gummirad	