



T **A** **S**

ENGINEERED-TO-ORDER
PRODUCT CONFIGURATION
CAD - DRAWING SOLUTIONS

Directly from your company's
Web Site

MAINTAIN IDENTITY

KEEP CONTROL

TRACK & QUALIFY SYSTEM USAGE

CONFIGURE PRODUCTS

DISTRIBUTE CAD DRAWINGS INSTANTLY

INCREASE SALES

INTERNATIONAL SALES SOLUTION

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Cleveland, Ohio 44135
Ph. 216-267-3435
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www.technasales.com

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T **A** **S**

ENGINEERED-TO-ORDER
CONFIGURATION SOLUTIONS

Web-based and PC-based
solutions for Manufacturers

OVERCOME COMPLEXITY

REDUCE ORDER ERRORS

SIMPLIFY SIZING AND SELECTION

GENERATE CAD DRAWINGS INSTANTLY

STRENGTHEN SUPPLY CHAIN

INCREASE SALES

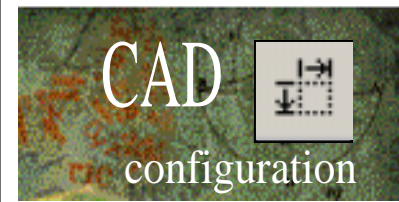
IMPROVE PRICING FLEXIBILITY

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T **A** **S**

The New Tool for

ENGINEERED-TO-ORDER
CAD - DRAWING SOLUTIONS

Web-based and PC-based
solutions for Manufacturers

MEET CUSTOMER REQUIREMENTS

CONFIGURE PRODUCT DRAWINGS

GENERATE STANDARD SPECIALS

GENERATE DIMENSIONED DRAWINGS

GENERATE CAD FILES INSTANTLY

INCREASE VALUE ADDED SALES

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e-Business Solution

The ability to provide dynamic, real time information 24/7 for configured to order and engineered-to-order products, directly from the manufacturers and distributors Web site, to customers is now the focus for e-business solutions. Simply stated. "Provide the information the customer needs to do business with you and provide it from your Web site". The ability to select the type of product needed. The ability to size that product to the required application. The ability to configure the product to the customers requirements, (accessories, options, special requirements), developing the products model number. Provide a standard 3 view dimen sioned product drawing for a printout reference record. Provide a 2D and/or 3D scale CAD file of the product for import into the customers MCAD (design CAD system). Provide the customer the ability to quickly receive the price, and availability of the selected product.

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"A manufacturers web site is or should be the hub of the business. A direct link to customers. A real time system, disseminating both static and dynamic information upon demand. Providing data, text and verbal communications."

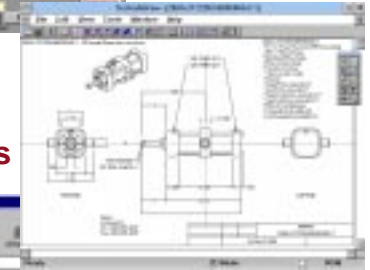
"Sales drives manufacturing. The manufacturers Web site can be the number one salesman for the company."

"Support, product quality and relationships, maintain sales."

Product Configuration



Product
Geometry



Electronic RFQ's



Camozzi Pneumatics, Inc.

Product Pages

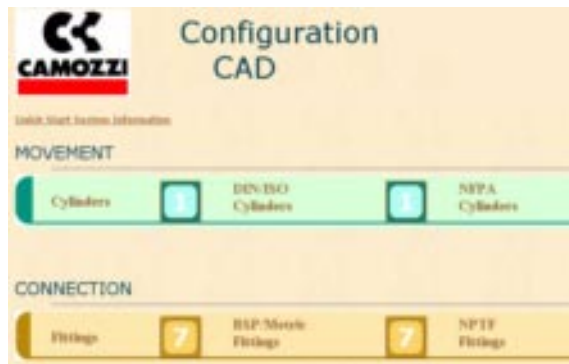
[Web-Based Product Configurator](#) - The only tool you need to size, configure, check price and availability, draw (2D & 3D), and order a Camozzi air cylinder all online.

[Applications](#) - Here you'll find exciting applications to help you find just the right Camozzi Part to fit your needs.

[Catalogs](#) - Our award winning catalogs can be found and downloaded here.

[AutoCAD Drawings](#) - You can retrieve AutoCAD® .dwg files for popular Camozzi parts.

Manufacturer's Web site link's to product selection.

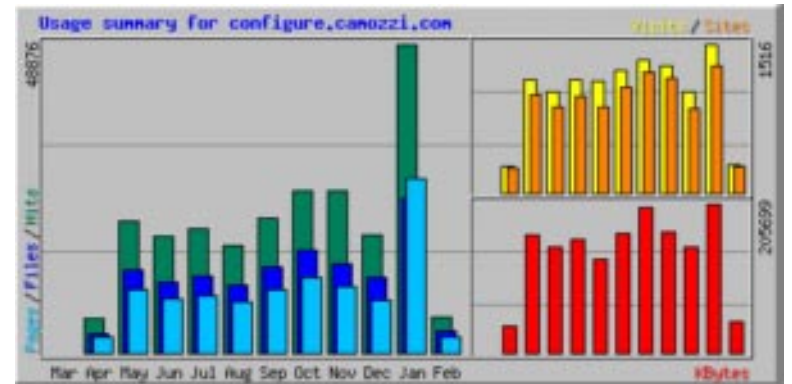


Document and Track system usage and visitors.

One click permits the manufacturer access to all system usage, in data and graphic formats.

The Manufacturer provides a link from their Web site to Web Based Product Configurator.

Distributors can provide links to the system from their Web sites permitting more customers access to the manufacturers Configuration/CAD tools



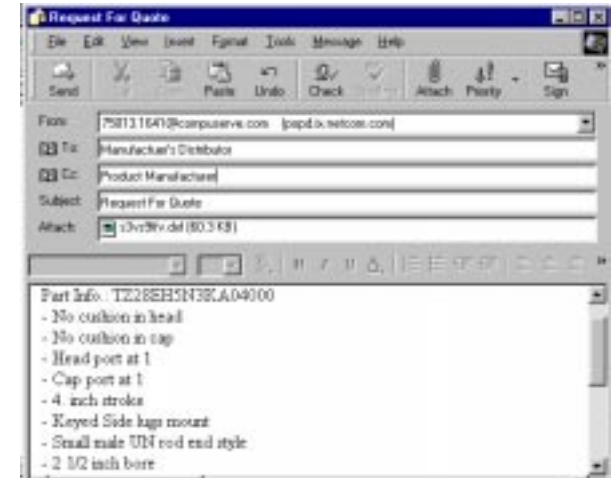
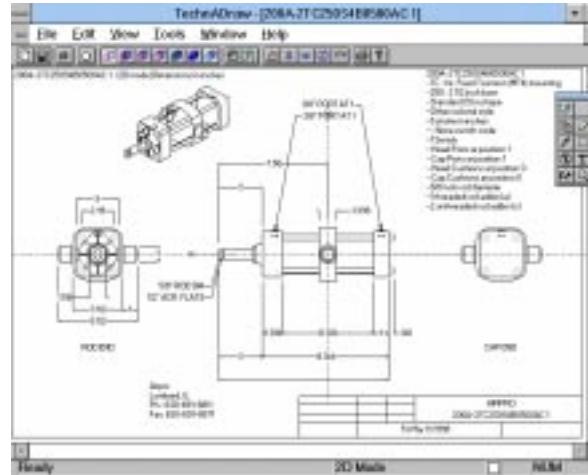
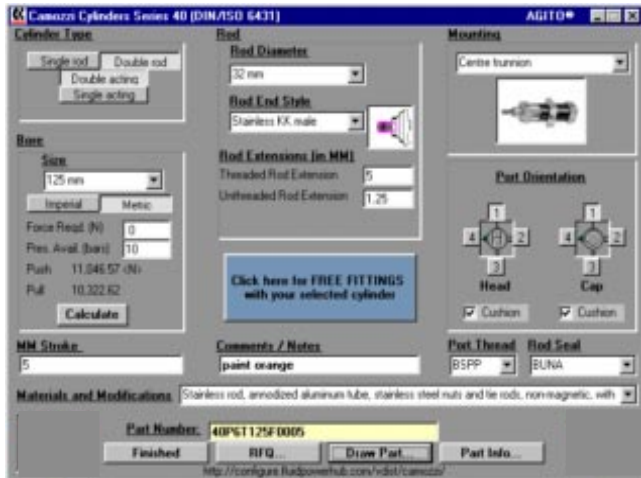
Usage documentation of 1,200 to more than 1,500, visitors a month and growing, over a 9 month period using the Web Based Product Configurator.

Manufacturer's Solution

Manufacturers have made significant progress in establishing more efficient and effective activities (such as lean manufacturing, 6 sigma). However, the method of disseminating product information, to distributors and customers is nearly unchanged. Paper catalogs have limitations; potential for out of date information, limited reach, hard-to-use ordering tables, and printing and distribution costs.

TAS

Configuration and CAD Solution's for Engineered - and Build-to-Order industrial components help you sell more - and more efficiently - across all channels. Manufacturers meeting the demand for better product information and CADs, can increase customer satisfaction and attract new customers.



Product Configuration

OVERCOME COMPLEXITY

- Ordering rules, automated through an intuitive GUI, guide users (design engineers, sales reps, and distributors) through all required product attributes and options for quick and easy product configuration.
- Engineering calculators aid users with sizing and selection of components based on specific design requirements.

REDUCE ORDER ERRORS

- Automatic ordering constraints ensure customer configured products are not out-of-spec.
- Part numbers entered directly into the system "backload" product attributes for order validation.
- Recommendation rules guide users to specific part accessories, resulting in additional sales.

Product Geometry

GENERATE CAD DRAWINGS INSTANTLY

- Engineering drawings and CAD models are based on attribute information and generated real-time, on-line, power by our proprietary, drawing module. Producing 2D, 3D and Solid Model drawings and CAD files on the fly. Associativity permits creation of standard-specials.
- Enables immediate rendering and viewing, (*rotate, pan, zoom*) of *millions* of configured products complete with Imperial or Metric dimensions.
- CAD models generated by the configurator can be saved in many popular formats for incorporation into assemblies modeled in major mechanical CAD systems (AutoCAD, Pro/E, Solidworks, etc.).
- Eliminates the need to manually re-create parts in a 3D CAD system, saving the engineer time and money.

Electronic RFQ's

STRENGTHEN SUPPLY CHAIN, INCREASE SALES

- Automatic RFQ generation routes orders by e-mail to appropriate suppliers.
- Rules assisted product selection provides distributor sales reps with tools to accelerate the sales cycle.
- Customized ordering rules can be added for cross-selling and up-selling, such as recommending add-on components, and intelligently suggesting, alternative products - both of which add incremental sales without additional sales investment.

IMPROVE PRICING FLEXIBILITY

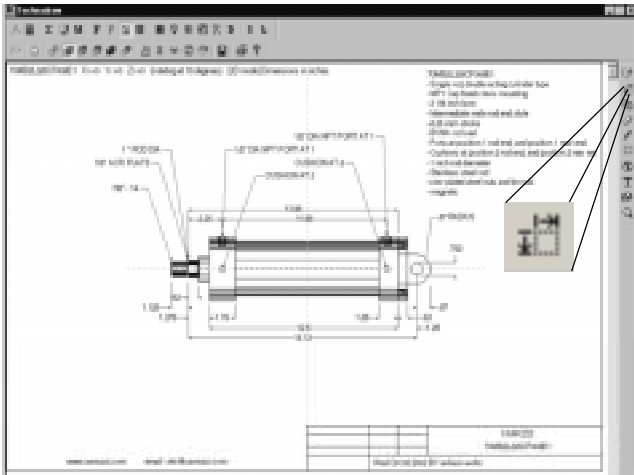
- Attribute values can be linked to pricing rules - rapidly disseminate price changes.
- Security controls enable password protection of list prices. - protects/strengthens distributor ties.

CAD Configuration Solution

High-end design, MCAD systems have long had associativity. The ability to change a dimension and have the CAD program redraw and generate a properly scaled, dimensioned drawing per the change. **TAS** now brings a powerful associative, CAD engine to the Internet. TechnADraw, the long established standard for parametrically generating dimensioned product CAD drawings on the fly, is now both associative and equipped with a rules based configuration tool.

TAS

The Specials Tool permits the ability to modify standard product drawings within the manufacturers specifications. Standard products can now be configured into Standard Specials. Adding value and meeting your customers requirements while maintaining the manufacturers ability to make the product.

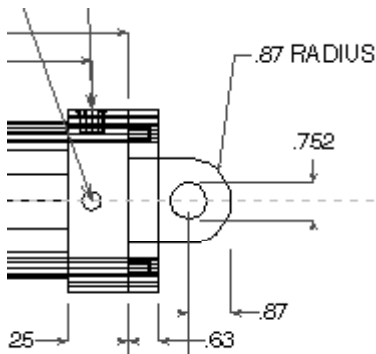


CAD Configuration

MEET CUSTOMER REQUIREMENTS

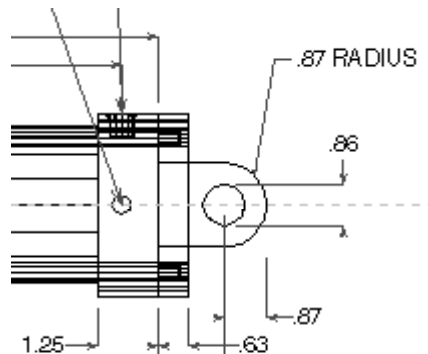
The actuator above is a standard configured product.

The customer notes the .752 " diameter clevis mounting hole.



Using the Specials Tools, the customer has selected the, clevis mount.

The CAD Configuration screen appears. The hole diameter is selected and changed to .86, the requirements for the customer. The manufacturer has set the limits for this hole between .5" and 1.25". Any input within this arrange is accepted. OK is selected and the drawing instantly regenerates.



The customer has made the following changes to the standard actuator. Adding additional rod-thread length, adding additional rod-stick-out and changing the clevis mounting hole. All of these changes meet the design requirements and staying within the manufacturers set limits.. The drawing is now available for printouts or CAD file export.

GENERATE CAD FILES INSTANTLY

- Eliminates the need to manually re-create parts in a 2D, 3D, Solid Model CAD system, saving the engineer time and money.
- Provides the customer an instant dimensioned drawing and CAD file for his project. No design delays.



CAD Configuration

- Add premium value to your products and meet your customers requirements.