

# CP-Manufacturers



Ladies and gentlemen,

One of the most important aspects of marketing for producers consists in preparing and distributing complete technical information concerning products used during the design and documentation phases of construction investments. At present, design is done with the use of CAD software, which is why the development of a digital catalogue is a necessity, as well as the creation of libraries of blocks which ease and speed up the design process. The quality of materials prepared is often the deciding factor in whether or not the equipment and solutions on offer will in fact be used in projects and sold as the investment is realized.

At a certain moment during the design process, the designer selects a product and then wishes to place it in the project. If he has the CAD block library of a given producer available, he will select the desired view and place the equipment in the drawing. If there is no such library, he will search for the producer's Web page and download any available files from this site. If there is no CAD information available, the risk arises that the designer will search for other solutions such as the CAD blocks of other producers. **Is it acceptable that a designer will choose the competition's solutions just because we haven't made the right information available to him?** Certainly not! If a designer is already on our Web page to search for CAD blocks, we have to give him those blocks, or better yet offer a complete library of blocks so that he will have all of our solutions "at his fingertips" in the future. This is especially true in the case of producers offering complete system solutions, when a single block is not sufficient. In this case it is a must to deliver a complete solution to the designer, ideally in the form of a CAD application which can simplify the work, taking into account the specifications of the system being offered.

If a designer is already on your Web site, there is no sense in directing him to other portals or services with CAD blocks. Such services require a designer to log on, and user information is then sent to a number of recipients (including the competition) in order to conduct marketing research. Do we want our clients and designers to be serviced by the competition?

CADprofi, as developed by us, is a specialized CAD application supporting the design process in construction and industry. The program is in a modular format, owing to which it can be easily expanded to include new norms, systems, language versions, product libraries, etc. At present, CADprofi consists of four primary modules: CADprofi HVAC, CADprofi Electrical, CADprofi Architectural and CADprofi Mechanical. The program interface is available in 22 languages and used successfully in countries all over the world. One of the problematic issues which arises during the creation of such programming is that of access to a library of equipment and furnishings used in projects. The technology we have developed for parametric objects has, in part, solved this problem but a much better solution is the integration of particular products into the library program. These libraries must be designed properly, and above all must be kept up-to-date. Without the help of manufacturers it is difficult to meet these conditions as the producer best knows the specifications of his products and can provide the most current information about them. For this reason, our company eagerly cooperates with manufacturers in designing CAD libraries. Our goals are the same: both your business and ours depend on the delivery to designers of the most useful information for assisting in design. The benefit to your business is increased turnover, and we can improve the quality of programming on offer.

In order to distribute CAD libraries to the largest possible audience, we propose making use of CP-Manufacturers, which is an element of the CADprofi application. We deliver a dedicated version of the program to producers, which can be distributed without limitations.

Both your and our marketing activities are directed at the same segment – designers. For this reason, we offer various forms of collaboration and programming distribution including one free of all licensing fees. Our goal is, above all, to ensure the best possible cooperation in developing CAD catalogues – the essential content of the program. Apart from cooperation in CAD library development we also propose joint informational activities, training sessions, presentations, and so on.

### **CP-Manufacturers**

The CP-Manufacturers application fulfils the role of an electronic CAD catalogue and library that supports and speeds up the design process. The program is free of charge for users and functions as an application for the majority of currently-used versions of applications like AutoCAD, AutoCAD LT, Bricscad, ZWCAD, IntelliCAD and others. At present the CP-Manufacturers application is used by tens of thousands of users all over the world.

Details related to CP-Manufacturers are also included with commercial versions of CADprofi, and may be exported to Internet CAD catalogues located on producer Web sites or to **separate domains** of CAD-Profi (e.g. <http://wilo.cadprofi.com>, <http://emb.cadprofi.com>). Owing to this, information developed can be easily, quickly and safely distributed on the Internet.

### **Benefits of CAD-Profi libraries and CP-Manufacturers:**

- CP-Manufacturers is a part of CADprofi, so it is a professional application under constant development and expansion.
- It is possible to work in nearly all versions of CAD programs currently in use, such as AutoCAD, AutoCAD LT, Bricscad, IntelliCAD, Arcadia, ZWCAD, ProgeCAD, CADopia, StarCAD, 4M CAD, and more. After installing libraries of CP-Manufacturer, a configuration program is made available which allows the automatic linking of applications to all located CAD systems. The CAD-Profi configuration utility also allows for de-linking from CAD programs, owing to which the user may restore the original environment as desired. The creator eliminates the necessity of manual adjustments to CAD programs (a great deal of applications require manual configuration of AutoCAD, a process difficult for even highly experienced designers).
- The configuration utility also allows for browsing of libraries, technical information and catalogue cards even in the event that the user does not have any CAD program installed. This is very useful for sales representatives who do not use CAD design programs but have to present the program to designers.
- Often the product range of one producer contains several thousand different articles. Most of them require the preparation of several views (top, side, front, 3D, etc.) which are saved in separate files. Also, "normal" libraries contain miniatures of objects saved in formats wmf, gif or jpg. For this reason a producer's standard library can contain tens of thousands of files, and a designer can not limit himself to the products of one manufacturer. Such a huge amount of small files on the disc causes significant slowdowns in any operating system, which is why **standardized solutions are not enough**. This problem has been completely eliminated by CP-Manufacturers, in which all files are compressed using advanced compression methods, and it is also possible to use **parametric** technology in which one parametric block can present many objects. Owing to this technology a CAD-Profi library displaying several thousand products contains roughly 10-20 files, which take up very little space on the user's disc.
- CAD-Profi libraries are not just everyday CAD blocks. Objects can have different aspects making work flow smoothly. An example is the system for automatically adding objects using one-click technology. The program monitors the correctness of the project and either warns or blocks the designer in the event that the objects added do not suit one another.
- One-click technology can be used in system solutions, such as chimneys, busbars systems, etc. The technology also assists in attaching various accessories and equipment to objects. In CADprofi, one-click technology allows for the attachment of pipes and ducts and electrical cable trays – the program automatically selects the size and type of objects being connected.
- Parametric technology contributes to greatly increased functionality of objects, reduces the costs of library development, simplifies changes and also reduces the quantity and size of files creating the library.
- Technical information, photographs, catalogue cards, descriptions, calculation programs or calculation sheets assisting in equipment selection can be attached to all objects.
- Work can be done in 2D or 3D. The two technologies can be linked in projects, with an automatic transition function from 2D to 3D and vice versa.

- Technological schemas can be added to libraries (e.g. chimney arrangements). Such plans can be easily edited and adapted to particular projects.
- Drawings done with the use of CP-Manufacturers libraries can be edited in any CAD system without the necessity to install applications. This is important when many people are working together on a project, as not every designer needs to install the application.
- Automatic object descriptions. The user can comfortably edit the attributes of all objects.
- An on-line actualization system.
- **At your request it is possible to implement an automatic user registration system. Several modes of program registration are available. Following each program registration an automatic message is sent to the e-mail address you provide. This provides the marketing department or others responsible for cooperation with designers with invaluable data regarding program use.**
- Creator of specifications. A powerful tool allowing for the mining of various types of data about objects used in a project. The creator can also automatically generate orders for products from a given producer.
- Selection of measurement units (mm, cm, m, inch).
- System of automatic layer management increases readability of drawings. The program also includes standard plot styles adapted to the structure of layers.
- Possibility to work in multiple languages. The interface is at present available in 22 languages, owing to which a great deal of producers use CP-Manufacturers as the basic CAD marketing tool in countries all over the world.
- The CP-Manufacturers license is **for an unlimited period of time** and allows for unlimited copying of the program. It is also possible to distribute the program via the Internet, on CD, attached to publications, etc.
- Libraries used in CP-Manufacturer are also attached to standard installations in CADprofi.
- Parametric libraries can be exported to dwg, dxf, step and iges format files. It is possible to generate html catalogues, which can then be published on the Internet or the CAD-Profi online system.
- The program is prepared in such a way to use the minimum number of commands to achieve the greatest possible efficiency. For this reason, the program is intuitive in use and does not require additional training for users.
- It is important to note that designers try to avoid installing too many applications. Each application makes its own adjustments to AutoCAD, adding menus and toolbars. This is problematic and makes work more difficult. In the case of libraries prepared by CAD-Profi this problem is eliminated, as the objects of all producers are integrated into one coherent program. This guarantees proper use of CAD data by designers.
- The program comes with a complete on-line help system, to which instructional presentations and films about producers' libraries can be attached.

### **Forms of collaboration between CAD-Profi and manufacturers:**

We offer several different models of collaboration with producers. CAD blocks can be prepared and added into the program independently by the producer, assigned to a subcontractor, or ordered in CAD-Profi. In each case we deliver an "open" version of CADprofi, which allows for the automatic addition of drawings to libraries, descriptions, and the addition of technical specifications, photographs and catalogue cards to objects. We also ensure, if necessary, training and consultation regarding the editing of libraries.

**CP-Manufacturers Base** – no obligations and no risk. In this model **it is not necessary to purchase a CP-Manufacturers license**. This is an introductory form of cooperation allowing for the creating of libraries which can then be used in various ways. Information is incorporated into CADprofi and the free version of CP-Manufacturers. It is also possible to export to html catalogues located on proprietary servers or CAD-Profi on-line. The maximum period of use is one year, after which the other options for collaboration can be selected or cooperation can be terminated with no obligations. Even if you choose not to continue cooperation, materials as prepared remain available for further use.

**CP-Manufacturers Flexi** – this version is quite flexible, as **the CP-Manufacturers license is leased**. This license assumes the preparation of a separate program for the producer, which can be copied without limitation and distributed as seen fit. The leased program is subject to special service care, which offers the same benefits as CP-Manufacturers Pro Plus. All of this without the necessity to purchase a license. The cost of license leasing is set as low as possible and comparable to a single advertisement in an industry magazine. The marketing benefits are substantially greater.

**CP-Manufacturers Pro** – in this model the producer obtains **a license for CP-Manufacturers**. The license is perpetual and assumes the preparation of a separate program for the producer, which can be copied without limitation and distributed as seen fit. When a license is purchased, the program is for the first year subject to service care. This allows for easy implementation of the program (e.g. in stages) as well as the introduction and publication of corrections to previously developed libraries. CP-Manufacturers is an established solution used with success by a large number of users. The costs of program development are borne by us through the development of CADprofi, which is why the proposed fee for a CP-Manufacturers license (without time or territorial limitations) is lower than the cost of AutoCAD for one computer. The marketing value of CP-Manufacturers for you is incomparably greater.

**CP-Manufacturers Pro Plus** – model similar to Pro, with the additional option to extend service care.

	<b>CP-Manufacturers Base</b>	<b>CP-Manufacturers Flexi</b>	<b>CP-Manufacturers Pro</b>	<b>CP-Manufacturers Pro Plus</b>
Length of contract	1 year	lease	perpetual	perpetual
<b>License for CP-Manufacturers</b>	-	<b>lease</b>	<b>yes</b>	<b>yes</b>
One's own CP-Manufacturers	-	yes	yes	yes
Quantity of CP-Manufacturers copies	-	unlimited	unlimited	unlimited
CP-Manufacturers license costs	-	85 Euro / month	4160 Euro	4160 Euro
One year of service	yes	70 Euro / month	70 Euro / month	70 Euro / month
Further years of service	-	140 Euro / month	optional	140 Euro / month
Library distribution: - in proprietary program - on proprietary server - in CP on-line - in CADprofi	no no yes* – 1 year perpetual	yes yes yes perpetual	yes yes yes – 1 year perpetual	yes yes yes perpetual
Updates on-line	no	yes – lease	yes – 1 year	yes
User registration system	no	yes	yes – 1 year	yes
User support	no	yes	yes	yes
Independent creation of block libraries	yes	yes	yes	yes
CADprofi (for block library editing)	temporary license for 1 year	temporary license	free	free
Possibility to outsource block creation to CAD-Profi	yes	yes	yes	yes
Possibility to create parametric blocks	yes	yes	yes	yes
Possibility to attach schemas	yes	yes	yes	yes
Maximum number of blocks	1000	unlimited	unlimited	unlimited
Various library types	yes	yes	yes	yes

Automatic attachment of blocks	yes	yes	yes	yes
Attachment of catalogue cards	yes*	yes	yes	yes
2D and 3D views	yes*	yes	yes	yes
Specifications	yes*	yes	yes	yes
Attachment of photographs	yes*	yes	yes	yes
Sort and search of libraries	yes*	yes	yes	yes
Descriptions of objects in a drawing	yes*	yes	yes	yes
Selection of units, layer structure and other adjustments	yes*	yes	yes	yes
Multiple language mode	no	optional	optional	optional
Export to STEP, IGES, DXF	optional	optional	optional	optional
2D and 3D drawing export to DWG	optional	optional	optional	optional
Export to on-line (html) catalogue	optional	optional	optional	optional

*Yes\* - available only in CADprofi*

We would like to highlight that in choosing the independent development of libraries it is possible to cooperate without incurring any costs. In the event that assistance from our personnel becomes necessary, service fees are calculated at the lowest possible level.

We invite you to work with us.