



Walvoil

Sales and Technical Configuration of modular and monoblock directional control valves.

Case Study

Based on *RuleDesigner*[®]

Walvoil – About the company

Walvoil is one of the main producers of hydraulic valves and complete mechatronic systems for the worldwide market of moving equipment.

The company develops, creates products and systems to hydraulically and electronically control all what revolves around movement.

Walvoil's customers and partners work in different sectors and markets, such as: agricultural equipment, industrial vehicles, aerial cranes and platforms, construction and earth moving machines. The company's origins are also supported in the realization of an authentic daily vocation to flexibility and efficiency, whose results are marked customizations, if required, and high competitiveness. Walvoil offers a wide range of products more and more dedicated and tested for every application: monoblock valves, sectional valves, load sensing valves with electro-proportional controls interfaced with digital electronics, remote controls and diverter valves.



Walvoil – Needs and Challenges

Walvoil need was to **cut time and costs** attributed to design and production within both the sales and technical area, through:

- Product Configuration via web
- Errors elimination when creating sales offer and purchasing orders
- Automatic generation of sales offers and sales proposals
- Automatic generation of technical projects

Problems and challenges in reaching the fixed targets dealt with:

- Reading configuration rules which are constantly updated
- Real time production of the hydraulic system plan
- Production of the 3D plan through SolidWorks and automatic assembly in Assembly





The solution: **RuleDesigner® Configurator**

RuleDesigner provides user with processes via web which include an interaction paradigm characterized by a customized step by step logic aimed at driving to the correct product configuration. On the basis of a rule-based logic, choices are available to customers according to options selected previously.

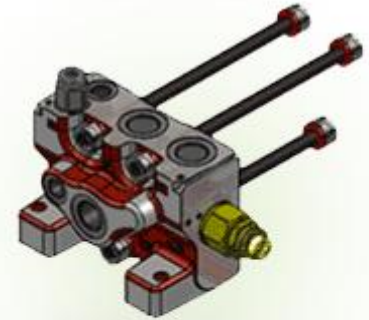
Once the product configuration is ended, the process automatically creates documents such as Offers, Bills of Materials (BOM) and technical hydraulic schemes which can be consulted on the web. Moreover, as soon as the customer accept the offer, salesmen forward the purchasing order to the technical dept. which will run the procedure to automatically generate the assembly, getting back the 3D assembly of the modular valve.

RuleDesigner is able to run any rule-based process. Processes can be executed and re-executed both in local and remote modes, any time there is the need to configure a new product. By implementing RuleDesigner's solution, **Walvoil has already noticed, for the first developed products, time and cost savings both in the sales and technical area, achieving strategic value added.**

"With RuleDesigner we have brilliantly coped with problems related to Walvoil's product specifications, with particular focus on difficulties concerning the definition of composition rules. As a matter of fact, although the intrinsic dynamism of our products, RuleDesigner allows to constantly update and make composition rules operational in a simple and intuitive way, with no specific IT skills. Finally, RuleDesigner ability to automatically drive external applications such as Word, Visio and SolidWorks give us the possibility to easily generate quotations, hydraulics schemes, 3D assemblies and may other outputs".

Matteo Orlandelli, CAD Manager at Walvoil

RuleDesigner®Configurator is one of the tool of the portfolio of products by RuleDesigner able to cope with the current trend in customized products and highly customized design projects. This trend in the market forces companies to accomplish a great effort in time and cost saving and quality enhancement. With **RuleDesigner®Configurator companies capitalize** their Know-How generating procedures that, shaping processes, robotize complex configurations, customized designs, workflows, basic BOM, CAD assemblies, CAD 3D models and 2D design sheets, sales offers.



RuleDesigner, the business Unit of ENGINEERING PLM Solutions, is a leading player in the Italian market and a global vendor in the PLM industry. **RuleDesigner®** technical staff and management have high competence and over 20 years of experience exclusively in the CAD and PLM domains: these 2 key aspects turn the company in a qualified and specialized player, able to deeply understand companies critical points and requirements.

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