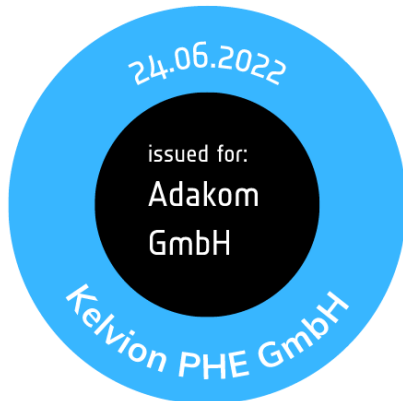


Project reference



Kelvion Order Requirements

Implementation of a workflow for the handling of special additional requirements for plate heat exchanger within the sales process such as coating, calculations, documentation, inspections, shipping, accessories, etc.

Customer

Kelvion PHE GmbH (Sarstedt)

Sector

Mechanical engineering

Locations

Europe

Topic

Digitalization of the sales process, extended product services. Easy to use configurator incl. price, integration into global sales tools

Description

In the existing sales tool, special additional requirements are integrated. Services such as coating, calculations, documentation, inspections, shipping, accessories can now be selected specifically for each heat exchanger variant.

In just a few steps, the desired additional requirements for the quotation and order can be added.

1. Step: Configuration of heat exchanger
2. Step: Select desired additional requirements via filter and assign them to the offer/order.

ITEM: Pos. 10 - NT50T V, 17Pl., 1.4404, 0.5, NBR, CDS-10, S355J2+N **Amount:** 1

Search by category and variant:



Special requirement:

Category:

Variant:

Design Code:







Part / Part combination:

Accessories	Insulation			
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Special requirement	Category	Variant	Design code	Part combination	Norm	Scope
Accessories	Insulation	Heat Insulation, Poly Foam ...	None	Unit	None	
Accessories	Insulation	Heat Insulation, Min Wool ...	None	Unit	None	
Accessories	Insulation	Heat Insulation, Min Wool ...	None	Unit	None	
Accessories	Insulation	Cooling Insulation, NBR Fo...	None	Unit	None	
Accessories	Insulation	Cooling Insulation incl. Drip...	None	Unit	None	



3. Step: Selected services are clearly assigned/displayed including pricing for each unit.

Name	Part combination	Norm	Scope	Amount	Single price (net price)
 OFFER 1323761100					
 Packing list acc. to Kelvion standard	None			1	
 POS. 10 - NT50T V, 17PL., 1.4404, 0.5, NBR, CDS-10, S355J2+N				1	
 4.1.B Coating Std, C3, T<150°C, not RAL5002	Unit	4.1.2		1	
 Cooling Insulation, NBR Foam	Unit	None		1	
 Drip Tray 1.4301 (AISI304)	Unit	None		1	

Top-Competences

- Requirements management
- Project execution in time and budget
- Project organization
- Quality of results

Subject-Competences

- GUI conception & development
- Standardization and digitalization of processes
- Balance complexity in admin area
- Interdisciplinary technical coordination

Feedback on the work of Adakom

"Kelvion offers plate heat exchangers as customized solutions for many industrial applications. In order to handle the requirements of numerous application areas as standardized options, we have developed the "Order Requirements" module with Adakom GmbH. It ensures a structured selection and processing as well as a smooth flow of information. In summary, we broadened our digital process landscape."

Jörg Ullrich

Director Processes & Systems Business Unit PHE