

## Focusplan

Customer Success Story

### AutoCAD P&ID

Adopting the new software tool has been a smooth transition. We are using global standards and symbol libraries that help to standardize design work throughout the world. We would not have been able to keep up with this development with our own product.

—Minttu Aaltonen  
Designer  
Focusplan

# Improved Customer Service, Time Savings and Flexibility Make AutoCAD P&ID an Easy Choice.

Focusplan adopts AutoCAD P&ID to replace existing software. The results speak for themselves.



#### About Focusplan

Since 1988, Focusplan, an engineering company operating in Turku, Finland, has supplied production automation to various industries.

The scale of technological design work provided by Focusplan, as well as the industries it serves, is far-reaching. For example, the company has provided designs for the food industry, feed mills, treatment of paper industry chemicals, manufacturing and dosing units of chemicals, product plants and buildings, wastewater treatment plants, and aggregates used in petrochemistry.

Managing Director Vesa Ranta explains, “In most cases we work directly for the end customer. The majority of our work is performed for targets outside of Finland. Only the design work is performed here.”

#### Globalization Prompts Change

For years, Focusplan used its own P&ID software, FocusPI, which had been developed by its subsidiary, FocusPro. At first, the software provided an effective solution not only for Focusplan, but other companies as well. In fact, as many as 300 FocusPI licenses were in use throughout Finland.

However, Focusplan soon realized that it might need another product solution to help with its expanding globalization needs. As Design Director Kyösti Meriläinen explains, “We are using global standards and symbol libraries that help to standardize design work throughout the world. We would not have been able to keep up with this development with our own product.”

#### Solution Provides Stellar Benefits

Focusplan soon realized AutoCAD P&ID provided a better solution—it could support the scale of the company’s design work and the range of industries of its clients. AutoCAD P&ID created a big impact from the start. “Autodesk has significantly invested in the development of AutoCAD P&ID,” states Ranta, “which is also evident in the product itself.”

The greatest benefit of AutoCAD P&ID lies in keeping the information up-to-date. In the past, FocusPI stored data in the attributes of the symbols within a drawing, which were difficult to access. With AutoCAD P&ID, the data for the symbols are stored in a DWG file, which can be uploaded to Excel via a two-way link. The listings of an AutoCAD file are visible directly on the desktop and can be easily accessed directly from the diagram. And, thanks to the database, they are always up-to-date.

**Autodesk®**

# Additional features and functionality help serve clients better

“This is an important feature and makes the use of existing designs easier. When the information is easily linked to an external database via the API interface, the design process becomes significantly faster. The information is still also there in the traditional attribute form,” explains Meriläinen.

## Customization, Templates and Client Access Provide Flexibility

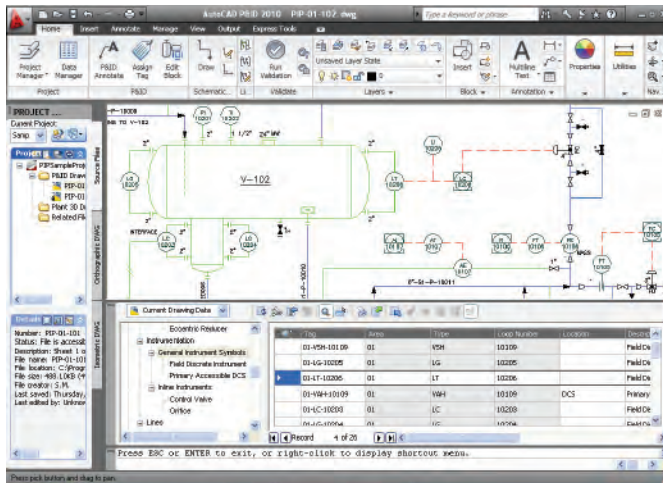
Another benefit is the ability to easily adjust the settings of AutoCAD P&ID for each project. Information fields for each symbol can be defined manually at the beginning of the project. This up-front work is invaluable and allows Focusplan to carefully plan the appearance of the listings and the type of information they include.

According to Meriläinen, “The groundwork will make the actual design work easier. Customer-specific wishes are easy to account for.” AutoCAD P&ID also contains default settings that provide a good starting point for other projects. Previously-used templates serve as a foundation for new projects, which saves time and effort. In addition, generated graphics can also be modified with the standard AutoCAD.

Focusplan exists to serve its customers, and AutoCAD P&ID allowed them to offer their clients multiple opportunities to modify their drawings during the review process. First, clients can always request that Focusplan make changes to a drawing, but there are many other options. For example,

clients can modify a P&ID drawing using standard AutoCAD software; they can use their own software that is compatible with AutoCAD P&ID; or thanks to the moderate price of AutoCAD P&ID, purchase the software themselves.

AutoCAD P&ID is not the only Autodesk product that Focusplan uses. From Autodesk Inventor Suite, to AutoCAD Mechanical and Electrical to Navisworks, Focusplan has fully taken advantage of the quality and reliability provided by Autodesk. And according to Ranta, it shows. “Our customer relationships are long-term, which indicates customer satisfaction. With the new software, the quality of our work in the eyes of our clients is improved further, as it makes the work faster and reduces the margin for human error.”



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—Kyösti Meriläinen  
Design Director  
Focusplan