

Autodesk® **Inventor**® Engineer-to-Order

Define the rules.

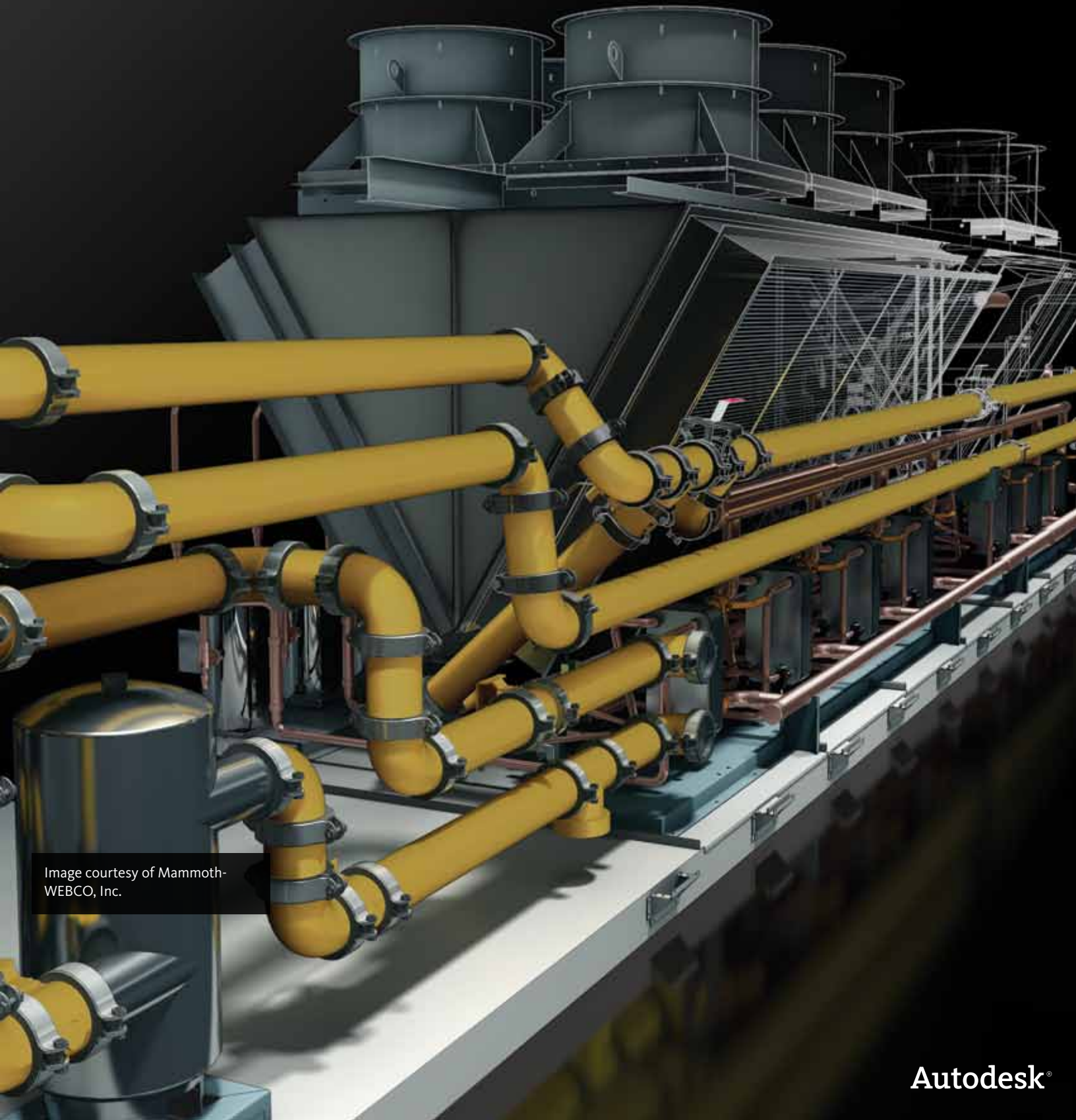


Image courtesy of Mammoth-
WEBCO, Inc.

Autodesk®

Discover Why Manufacturers Are Choosing Autodesk Inventor Engineer-to-Order Software

To stay ahead of the competition when building unique products designed for a single customer, manufacturers turn to Autodesk® Inventor® Engineer-to-Order software to make the timeline from order to final release to manufacturing faster and more efficient. Autodesk Inventor Engineer-to-Order helps manufacturers reduce lead times and avoid unnecessary delays so they can produce custom designs in less time, with better results.

Facing these issues?

- Design teams are spending too much time and money to get customized designs to customers.
- Profits and margins are at risk because of inaccurate bidding.
- Engineering teams spend too much time supporting bid and order engineering processes.
- Customer satisfaction issues are hindering repeat business.
- Presales engineering resources are limiting the creation of effective, valid, and timely proposals.

Deliver Better Designs, Faster

To safeguard profits, manufacturers need to improve bidding accuracy and spend less time and money to deliver customized designs. Autodesk® Inventor® Engineer-to-Order software captures and uses engineering rules, configuration rules, and best practices to help manufacturers predict the actual cost of a completed design and provide quick and cost-effective delivery of products—helping protect the profits and margins of engineer-to-order (ETO), custom, and customized product manufacturers. In addition, Inventor Engineer-to-Order helps users reduce design errors, shorten design cycles, and significantly cut time spent on repetitive design tasks.

Focus on Design

Engineering teams often spend too much time on bid and order engineering processes. By automating design and configuration for the creation of ETO, custom, and customized products, Inventor Engineer-to-Order helps accelerate the productivity of engineers by performing the “by the numbers” part of their work—so they can focus on the business of new product design and innovation.

Save Valuable Resources

The cost of engineering resources can prevent sales teams from creating effective, valid, and timely proposals. Autodesk Inventor Engineer-to-Order creates design-specific configurations and documents rules so sales teams can effectively quote valid ETO designs without relying on expensive engineering resources.

The Engineer-to-Order Role

Autodesk Inventor Engineer-to-Order captures and reuses the expert’s engineering knowledge to model ETO solutions and their complex interdependencies at the point of sale. Unique engineered solutions, based on customer requirements, are created and visually displayed. Iterative changes can be evaluated against the engineering knowledge model to optimize a solution, without tying up valuable, expert resources.

As a result, sales teams can help to set customer expectations, capture crucial requirements, and accurately predict margins—all before a proposal is submitted. When the time comes to submit a complete proposal, it can be automatically generated, complete with customer requirements, price quotations, and drawings.

Benefits with Real Results

Autodesk Inventor Engineer-to-Order software extends engineering knowledge, helping ETO business to increase sales, operate with greater efficiency, and maximize the value of existing technology investments through flexible deployment options.

Autodesk Inventor Engineer-to-Order enables ETO businesses to:

- Capture and reuse engineering knowledge to configure engineered solutions at the point of sale
- Provide real-time, accurate quotations, configuration options with drawings, and customer-ready proposals
- Predict margins and protect profitability, before a proposal is submitted

Case Studies

Hytrol Conveyor Puts Engineer-to-Order Sales in Motion 50 Percent Faster

Hytrol Conveyor Company depends on Autodesk software to help it solve a pressing business need: speeding product customization from the point of sale to delivery. As one of the largest manufacturers of conveyors and conveying hardware in the world, Hytrol needed to implement a real-time ETO solution to increase sales volumes and market share. With Autodesk engineer-to-order software, Hytrol's distributor network was able to drive conveyor sales in the field, reduce sales cycles and engineering time by automating redesign for each order, automatically produce bill of materials and spare parts lists, and reduce order-management bottlenecks in engineering.

Evans Consoles Cuts Design Time

As a leader in the design and manufacturing of mission-critical control room consoles, Evans Consoles turned to Autodesk software to quickly generate full proposals and cut design time. With engineer-to-order software from Autodesk, Evans Consoles was able to drastically reduce the lead time to generate all proposals, which were previously quoted in its Calgary home office. By automating the design process with the fully interactive quoting tools, Evans Consoles cut full design time from weeks to hours for most orders, and enabled its dealers to design an impressive visualization of valid consoles to get instant feedback for customers.

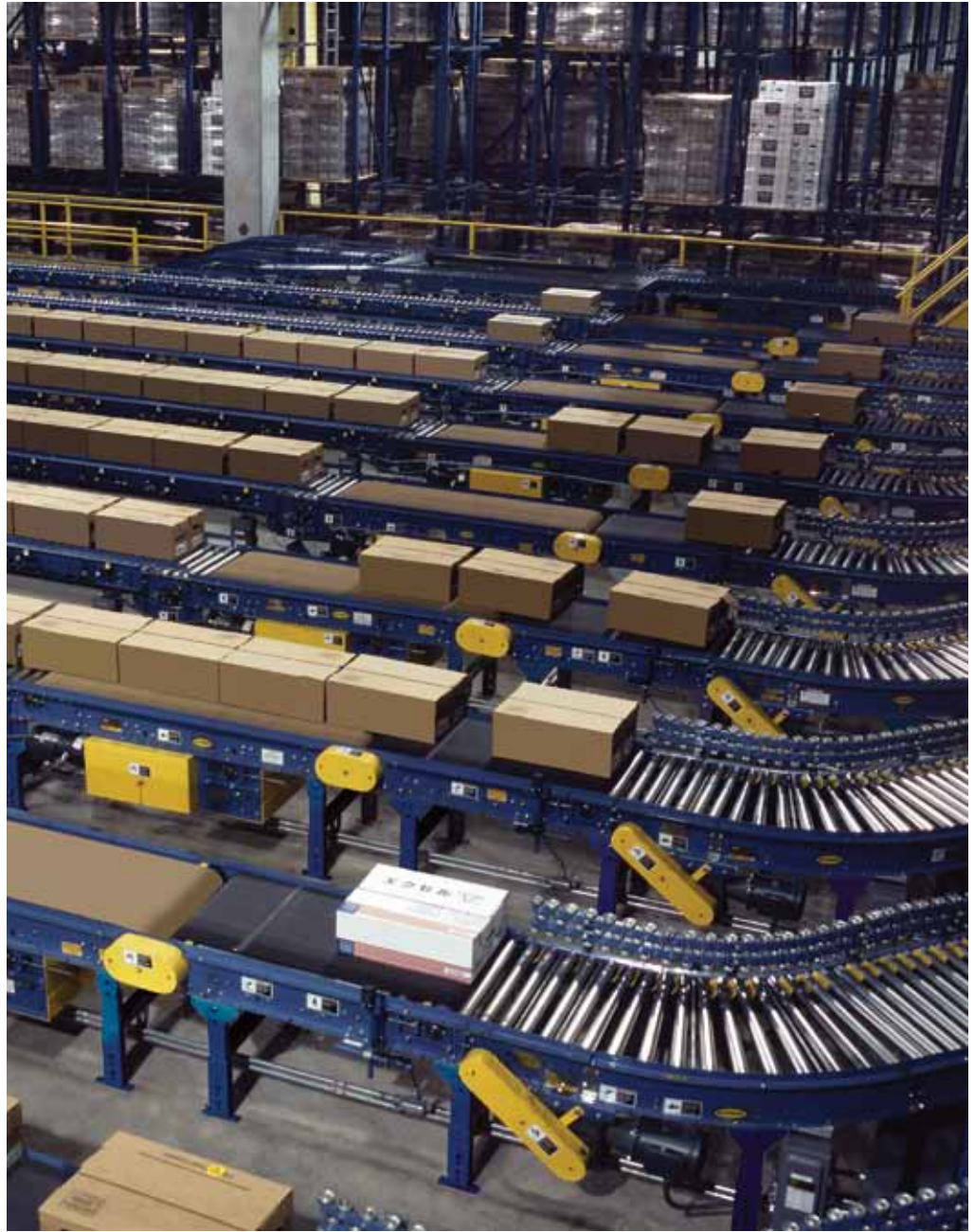


Image courtesy of Hytrol Conveyor Company, Inc.

Digital Prototyping for the Manufacturing Market

Autodesk is a world-leading supplier of engineering software, providing companies with tools to design, visualize, and simulate their ideas. By putting powerful Digital Prototyping technology within the reach of mainstream manufacturers, Autodesk is changing the way manufacturers think about their design processes and is helping them create more productive workflows. The Autodesk approach to Digital Prototyping is unique in that it is scalable, attainable, and cost-effective, which allows a broader group of manufacturers to realize the benefits with minimal disruption to existing workflows, and provides the most straightforward path to creating and maintaining a single digital model in a multidisciplinary engineering environment.

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