

## Atlas Copco

### The Problem and Challenge for Atlas Copco was:

- To improve their sales process and shorten their sales cycle for 3000 sales persons and world wide sales distributor organization and it this way get distinctive competitive advantage
- To improve sales person performance and get a consistent sales approach
- The need of a sales application that could be updated continuously over the Internet and extended online.
- To allow sales persons to select compressors and be able to visually plan in real-time any layout along with complete quote and bill of materials



### EON solved Atlas Copco's problem:

- By providing EON Planner™, a framework visually driven planning application for sales. EON Planner also generates automatically proposals
- By using EON Server download and track in real-time the planning process as well as the parts updates
- EON's ease of use, rapid interaction creation and reusability provided content production cost savings.

### The EON Solution gives Atlas Copco many Key Benefits. Atlas Copco can now:

- By using the visual configuration the sales cycle shortens by allowing sales person to generate complete quotes, bill of materials and 3D drawings on the fly
- Show the entire compressor library and components in 3D without increasing the stock
- By using the innovative and exciting application provide distinctive competitive advantage
- Experience a consistent product sales presentation approach and improved salesperson performance
- Get customer feedback by tracking behavior and choices and experience an excellent market research tool
- And decreased product returns by get it right the first time
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### **Key Features**

- *3D EON Planner application to Interactively plan a industrial site at scale*
- *Draw site environment, wall / user sections spots*
- *Drag in compressor, receivers, Quality air Products*
- *Connect items with pipe / fittings to design by-pass & Compatibility checking*
- *Draw piping & fittings system together / Compatibility / Orientation functionalities*
- *Zoom-in / Zoom-out functionality / Orientation tool, incline or rotate the all drawing*
- *Possibility to draw pipe ring / distribution pipes by nominated sectors*
- *Pressure drop calculator interactive & Ruler in imperial / metric system*
- *Preview Print & Print total & List of components & PDF Format with e-mailing*