

DriveWorks Case Study

Drive
Works

- MATERIALS HANDLING PRODUCTS MANUFACTURER

DriveWorks—Online Sales Configurator & Design Automation

Blue Giant create parts configurator for their Worldwide Authorised Dealers and Sales Teams using DriveWorks

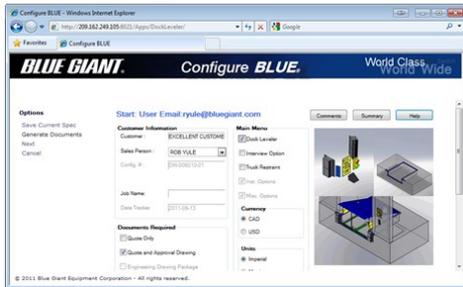
BLUE GIANT Blue Giant Equipment Corporation were founded in 1963 and initially specialized in the manufacture of dock levellers and hand pallet trucks.

Since then the company has grown rapidly with the addition of innovative technology, expanded product offerings and worldwide manufacturing and distribution facilities. Today their renowned product line includes: dock levellers, ground-level lifts, vehicle restraints, intelligent dock controls and a diverse range of materials handling products.

A Configuration Solution

With over 8 million product combinations, Blue Giant were in need of a more simplified configuration solution.

Configure **BLUE**[™]



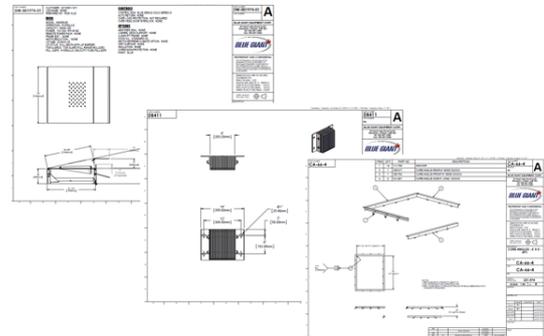
They now use DriveWorks Pro to power **ConfigureBLUE**, their **online parts configurator** for use by their worldwide Authorised Dealers and Sales Teams.

The configurator is available 24 hours a day, 7 days a week and removes the confusion and learning curve often associated with configuring a solution from catalogues.

ConfigureBLUE is tied directly to Blue Giant's internal manufacturing response planning (MRP) system and typically a quote will be received via email within seconds of configuring a solution.

Generating Documents

By using DriveWorks, **ConfigureBLUE** generates 2D and 3D drawings and models to the customers exact specification and the drawing package is received within minutes of the request.



"We use DriveWorks for quoting and approval drawings for almost 160 teams and 530 users. We also use DriveWorks for production part component generation for various product lines and a whole bunch of other great stuff!" - Christopher Zona, Automation Specialist.

DriveWorks World

Members of the Blue Giant team regularly join us at our annual technical training event, DriveWorks World. Not only do they participate in our training sessions, they also present to other attendees and share their success.



Christopher Zona and Raymond Rosana of Blue Giant discussing their project with DriveWorks CEO, Glen Smith—DriveWorks World 2016.

