

# Fueltech Sweden AB

Cuts product development time by 65% with CATIA PLM Express



## Overview

### ■ Challenge

*Fueltech needed to considerably shorten its product design process to offset the time needed for multiple design iterations with customers*

### ■ Solution

*The parametric capabilities in CATIA PLM Express help Fueltech speed product design preparation and avoid tedious, repetitive tasks*

### ■ Benefits

*Fueltech has dramatically reduced construction lead time with not only a more effective product development process, but also a much higher level of customer satisfaction*



“With CATIA PLM Express, we have reduced our total product development lifecycle from 12-16 weeks down to 4-6 weeks.”

Matthias Nedfors, Product Manager R&D department, Fueltech Sweden

### High-end supplier to the automotive industry

Fueltech Sweden AB is a leading player in its niche market as a fuel, oil and urea tank supplier to the automotive industry. A member of the Salzburger Aluminum Group (SAG) in Austria since 2002, Fueltech Sweden AB has approximately 65 employees and sales in 2006 of SEK165 million (€18 million).

Fueltech Sweden is active in two areas: as a tank specialist in the Customer Aftermarket Sales (CAS) for special vehicles and other smaller customers with specific design demands, and as a supplier to Original Equipment Manufacture (OEM) companies such as Volvo and Scania. The dynamics of these two segments are very different since each imposes different supplier requirements.

### Tight product design schedule

“There are often several rounds of discussions with customers with respect to a design before reaching an agreement.

This is why shortening the product design preparation time becomes crucial,” said Matthias Nedfors, product manager of Fueltech Sweden R&D department. During the design stage, a fuel and hydraulic oil tank are composed of the same sections, whereas the end product varies in length, size or positions of holes etc. “This is an ideal situation for using the parametric model and where CATIA PLM Express comes into play,” said Nedfors. By just simply clicking on the buttons or dragging arrows in the drawings, the process of product design preparation is reduced from several days to only a few hours.

### CATIA PLM Express – A common working platform

Fueltech Sweden is the first company in Sweden to choose CATIA PLM Express. It will benefit from working on the CATIA V5 platform used extensively in the automotive industry. Since implementing CATIA V5, Fueltech works closer and more efficiently with the SAG Group, which already uses CATIA V5.



CATIA PLM Express is a scalable solution that provides CATIA design excellence at an affordable price for companies of all sizes. It also delivers core collaborative PDM functionality via ENOVIA SmarTeam, for optimized CATIA design management and collaboration.

### **The OEM market: "It's all about matching up with the customer"**

"Many projects from our big OEM customers are quite large in terms of breadth and depth which means that communication can be time consuming. This is why it is crucial to use the same PLM working environment as the customer," said Nedfors. Fueltech Sweden was determined to switch to CATIA PLM Express in the early stages because both Volvo and Scania were also moving towards CATIA V5.

Using the same working environment as its strategic customers, as well as with SAG's R&D headquarters in Austria, Fueltech Sweden verifies all the product development under the same design program. This shortens the total product development lifecycle from 12-16 weeks to 4-6 weeks. By deploying CATIA PLM Express, Fueltech Sweden has already recorded significant improvements in product development processes thereby reinforcing its already strong market position.

### **Addressing future challenges**

Fueltech Sweden is looking forward to an exciting future with CATIA V5 and the implementation of ENOVIA SmarTeam. The first test for CATIA PLM Express came up when Fueltech Sweden launched a joint venture with motion and control solutions provider Parker Hannifin for the manufacture of complete hydraulic oil tanks. Consequently, Fueltech Sweden is equipping its tanks with Parker Hannifin products such as return filters. "The challenge is that we have received 54 new products to introduce into our system. We have great hopes that CATIA PLM Express will allow us to improve this process considerably," said Nedfors.

Fueltech Sweden's goal is to increase production volume by more than 30% and hire another engineer by the end of 2007. With such an effective product design program in place using CATIA V5, Nedfors is convinced that his department is well prepared to grow and to meet the challenges of the future. "Maybe a year from now we'll be able to show more of the positive impact CATIA PLM Express will have not only on the product development process, but throughout the entire production chain. CATIA V5 is the Rolls-Royce of 3D."

"CATIA PLM Express has shortened our product design preparation time from several days to only a few hours, and has had a strong, positive impact on our product development process."

Matthias Nedfors, Product Manager R&D department, Fueltech Sweden



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