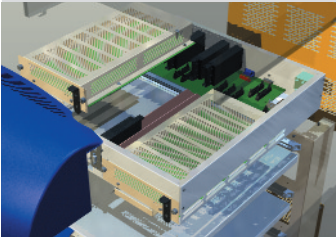
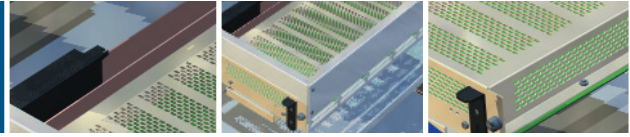


Building extraordinarily reliable electronic protection systems worldwide

Liebert effectively re-uses 80 percent or more of its design data

www.solidedge.com



LIEBERT CORPORATION

- Liebert Corporation is in the business of protecting mission-critical operations for a broad array of applications including banking, medical and telecommunications. This means global design teams can't compromise quality and as a result, the CAD system must be easily understood and immediately leveraged.

“With other CAD packages, we found that trainers could usually anticipate questions from engineers for months after a training session. With Solid Edge, there are a few questions the first week, tapering down to a very few by the second, with hardly any calls the third week. Engineers are not an easy bunch to please, but user acceptance of Solid Edge has been excellent.”

Jack Beekman
Liebert Corporation

The business issue

Need to re-use design data at far-flung engineering centers

Standardize on common CAD system worldwide

Reduce design time while maintaining quality

The approach

Train all designers to use same process and same tools

Implement Solid Edge worldwide

Enforce worldwide quality methodology and philosophy

How it worked

80 to 90 percent of design data created today is re-used

Annual productivity savings of more than \$250,000 in one department

Design time cut in half while earning ISO 9000 certification and numerous awards for quality



TECHNOLOGY

Solid Edge®

PRIMARY BUSINESS

Liebert makes protection systems for sensitive electronics products for banking, computer, and telecommunications systems. Liebert products are in use throughout the world.

LOCATION

Liebert is headquartered in Columbus, Ohio, USA. Liebert-Asia Pacific is based in Wanchai, Hong Kong, and Liebert-Hiross S.p.A – Europe, is based in Padova, Italy.

Integrated sheet metal design and more

Solid Edge helps get products to market faster through unique tools to eliminate design errors, enabling you to reduce development time and decrease costs. With Solid Edge, you not only create 3D virtual prototypes of your products, you also capture knowledge that guides the engineering process toward an error-free, accurate design solution. Solid Edge is especially effective for Liebert's needs because of its ease of use and integrated sheet metal design capabilities.

Quality means 24/7 protection

Every company talks about quality. But at Liebert (a subsidiary of Emerson Network Power), because the end-product is improved availability of customers' mission-critical systems, quality is absolutely key to the company's success. As a maker of protection systems for sensitive electronics used to manage critical business processes, the company's products simply cannot fail. In fact, because the goal is often continuous availability, customer losses could be measured in the millions. Liebert's systems include uninterruptible power supply (UPS) systems, power conditioning, distribution and surge protection devices. Other Liebert systems condition the environment – the temperature, humidity, and cleanliness. Monitoring products will even notify a repairman about maintenance issues, such as "the air filter needs to be changed."

New corporate CAD standard is selected

Typically, Liebert products are created in one design center and later modified by design teams in other countries to meet local requirements and manufacturing processes. Prior to the selection of a corporate standard CAD system, Liebert engineers in other countries had to virtually "re-invent the wheel" with each project. The duplication of effort was costing the company a substantial amount of time and money.

To select a new corporate CAD standard, Liebert applied its nationally recognized quality process to the task. The results of this process indicated Solid Edge from EDS is the CAD system best suited to Liebert's needs because of its ease of use and its integrated sheet metal design capabilities. Liebert has purchased approximately 100 seats of Solid Edge so far, and continues to implement the software at design centers throughout the world.

Solid Edge is unlike some CAD programs that require a thorough understanding of construction history to modify a design. "Solid Edge offers a clear-cut approach that leads you down the same path as the person who created the design," notes Jack Beeckman, Liebert Corporation. "With other CAD packages, we found that trainers could usually anticipate questions from engineers for months after a training session. With Solid Edge, there are a few questions the first week, tapering down to a very few by the second, with hardly any calls the third week. Engineers are not an easy bunch to please, but user acceptance of Solid Edge has been excellent."

Benefits are directly attributable to Solid Edge

In meeting its corporate goals of re-using 80 to 90 percent of design data, Liebert has also reduced design time by 50 percent. In one department with 18 Solid Edge users, Liebert has documented annual time savings – directly attributable to Solid Edge – of more than \$250,000.



For more information, contact your local Solid Edge reseller:



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800-807-2200

Europe
31-7936-35515

Asia Pacific
852-2230-3333

eds.com



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