

The Era of the Valve Configurator

Technology has evolved and permeates every aspect of our lives, and has now also made valve and valve automation selection an automated process, too.

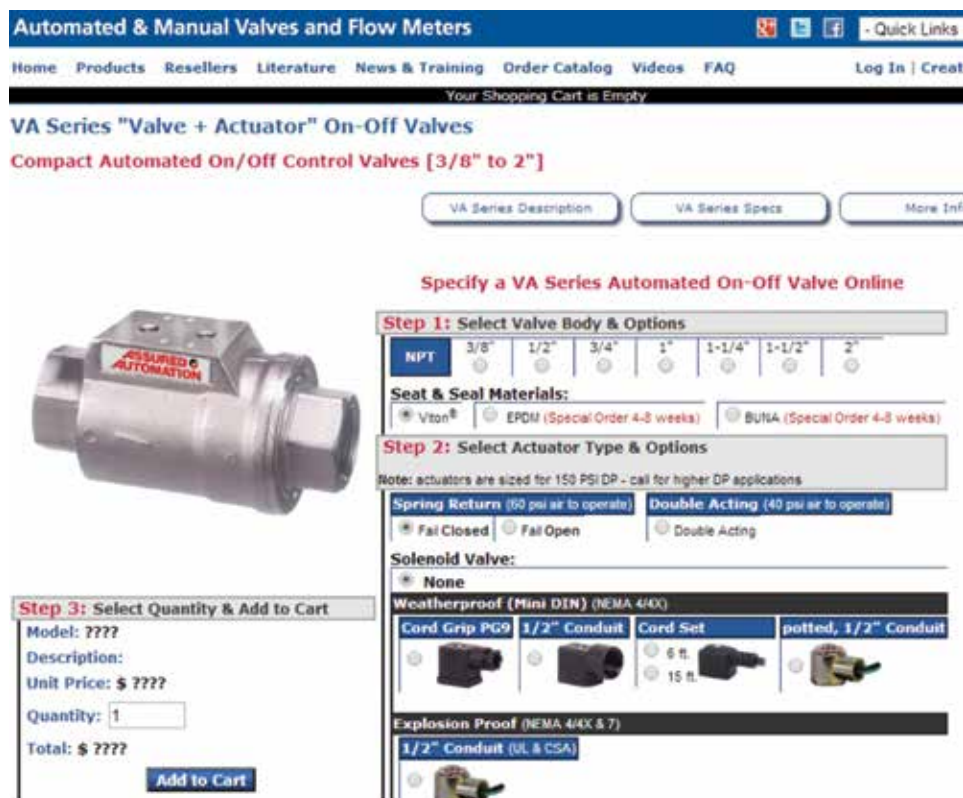
By Bob Donnelly - Consultant

Today, you can go to a website, search for a valve for your application, add any variety of valve automation components, and see the quote and illustration for the configuration on your screen with technical information for the valve and components, as well as the individual cost for each. Additionally, a spec sheet, drawings, and illustrations can be printed out along with the quote, and/or electronically forwarded to others in your organization who need to be informed.

Likewise, if approved, a "click" will confirm the order and let you know the expected ship date for the configuration. You can also specify how you want the order delivered. Another nice feature of this process is that the order is also entered into your historical file and can be pulled up and repeated for other similar applications requiring this configuration, or adjusted if other components are required for those applications, eliminating a new search and the input of the same specifications.

- The ability to place an order with a "click", and receive confirmation and expected ship date via return e mail.
- The retention of the quote/order data for future reorder of the same configuration, or modifications for similar applications eliminating the need to initiate the process again.
- Pictures of the valve and/or automated package with spec sheets, drawings, and illustrations of exactly what was quoted and ordered.
- The ability to trace historical information electronically for valve and component data for any quality issues.

Obviously, in an era where time is becoming more critical the configurator concept is a valuable tool. Given that more and more young engineers have grown up on the internet this concept fits with their modus operandi.

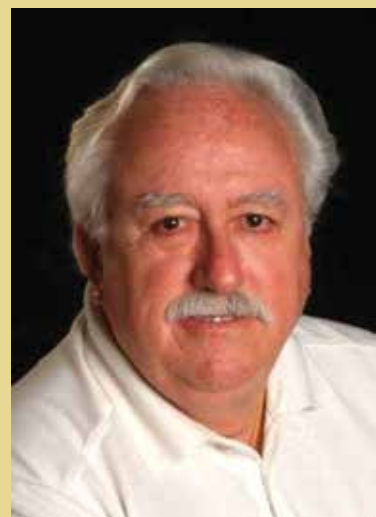


A review of the time/cost savings associated with valve configurators, as well as future efficiencies are:

- No longer need to call, fax, or e mail RFQ's, and then wait for a quote.
- The ability to modify the configuration in real time on your screen. Thus eliminating the historical time consuming back-and-forth communications.
- The ability to "see" the valve and any valve automation components assembled along with supporting technical information for each with associated costs before ordering.
- The option to electronically share the quote with others who are involved and/or have to approve the configuration and expenditure.
- A format that can be imported into a company purchase order format, if required.

About the Author

Bob Donnelly is the Vice President of Marketing for Flo-Tite Valves & Controls. Bob is a pioneer in valve automation and has over 30 years of experience in the valve industry.



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