

Online Sales Support for Configuration of Air Heaters

YORK Novenco's newly developed web configurator, NoVa® Online, sets a new standard for online mass customization of air heaters. The solution is developed using Configit Software's advanced configuration tool on Microsoft's new .NET platform, and gives YORK Novenco's customers maximum flexibility in customizing the new NoVa® air heater according to their individual needs.

Background

NoVa® is YORK Novenco's newest generation of air heaters which is more economic in use, easy to maintain, and at the same time has a stylish Scandinavian design, see Illustration 1.

NoVa® is a complete composite unit consisting of a heating coil and a ventilator heating up rooms by blowing hot air. It is extremely flexible and applicable in a number of different areas.

When introducing NoVa® it was important for YORK Novenco to provide online access to guaranteed correct configuration from the start. The combination of Configit Software's configuration technology and Microsoft's new .NET platform formed the perfect base to ensure this.

The Solution

The NoVa® Online solution was developed by YORK Novenco after successful completion of a two-day training program in Configit's software suite, see Illustration 3. The result is an on-

line application which gives customers maximum flexibility in customizing the product according to their individual needs, see Illustration 4.

During configuration and dimensioning NoVa® Online continually calculates, for example, the power of the heating face and the total power of the product.

By combining configuration, dimensioning, and calculation in this way, YORK Novenco has developed a powerful tool for individual customization of air heaters.



Illustration 1: NoVa® air heater.



Illustration 2: YORK Novenco develops and produces air handling systems and equipment that are marketed and distributed worldwide.



Configit Software develops standard software for creating configurator-based solutions.

The software is used to develop advanced setup and installation software in electronic devices, and for developing configuration-based sales-support solutions.

Configit Software is a spin-off of the IT University of Copenhagen and the core technology in the software is based on more than 10 years of research in formal verification. The company is headquartered Copenhagen, Denmark and sells via its partners worldwide.



YORK Novenco is a Danish company established in 1947 by S.T. Westenholtz, one of the great Danish entrepreneurs of the postwar period.

YORK Novenco is part of YORK International — the largest independent supplier of heating, ventilation, air conditioning and refrigeration equipment in the US, and a leading international competitor in the industry. The company's products are sold in more than 100 countries and YORK International has approximately 25.000 employees worldwide.

YORK Novenco develops and produces air handling equipment and systems that are marketed and distributed through an international network of representatives and subsidiaries all over the world. More than 80% of production is exported.

“ The product configurator from Configit Software has enabled us to reduce the development time substantially as the development and testing of the product model is done independently from the programming. ”

**Peter Holt, Project Manager
Software Development, YORK Novenco**

Results

YORK Novenco has achieved the following advantages by using Configit Software's configuration software:

- Substantial reduction of development costs
- Automatic detection of inconsistencies in the product model
- Fast validation and simulation of the product model
- User-friendly application with complete freedom in selecting parameters
- Guaranteed correct product configuration

Using Microsoft's new .NET platform with the programming language C# has resulted in an easy transition to web applications. In particular, it has been fast and easy to implement older calculation routines that were not originally intended for application over the Internet.

“ Configit Software's configuration technology has increased the scalability of our applications. The technology ensures a systematic separation of logic and design. This separation enables us to work more efficiently, and makes the development and maintenance of the application much easier. ”

**Jørgen Bühring, Software Developer
Software Development, YORK Novenco**

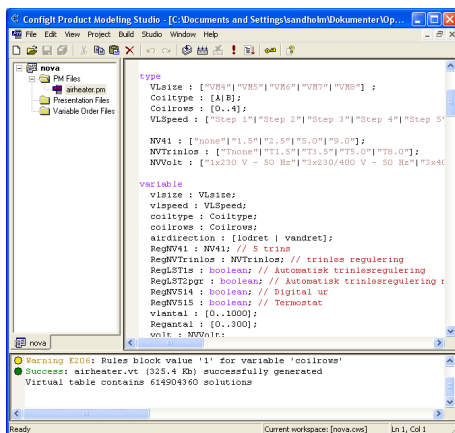


Illustration 3: The configurator NoVa® Online was developed using Configit's software suite.

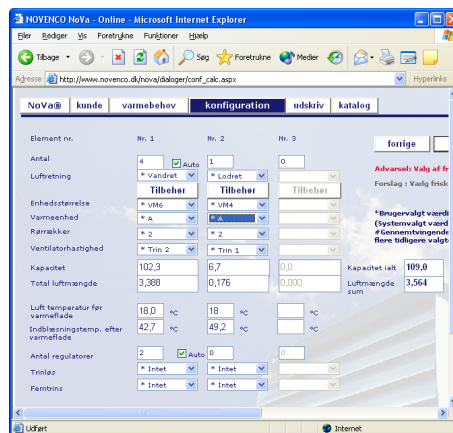


Illustration 4: NoVa® Online combines configuration, calculation, and dimensioning.

NoVa® is YORK Novenco's newest generation of air heaters.

Check out NoVa® Online at www.york-novenco.com/nova.

Configit Software Products:

Configit Developer is a graphical modeling tool enabling product specialists to construct models of products and compile them into compact configurator modules called virtual tables.

Configit Control Manager for COM is an application programming interface for run-time software enabling fast lookup in a virtual table.

See **Configit Software Product Overview** for a more thorough description of Configit's software suite.



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