



# KTECHNO

## Production Lifecycle Management

Manage the production data in an **easy**, **effective** and **safe** conditions.



**Organize**  
information data  
controlling the entire  
**lifecycle** of products

Organization of  
production data, while  
controlling status of  
your products.

**THE FIRST PLM SOLUTION FOR RHINOCEROS®**

Software to manage the entire production cycles efficiently and profitably  
by providing a 360° handling support capable for all product-related processes



**from concept to design, from equipment management to customer delivery.**

# Approach to innovation

- **More than 29 years in manufacturing world**
- **The most simple and intuitive management application**
- **The first business application that does not change your habits but facilitates your workflow**
- **First (and unique) application integrate with Rhinoceros® and compatible with the principal Cad files**
- **The application with the biggest level of customization to better manage your business**
- **Application plug & play, immediately operational and customizable at any time**
- **Break-even Point calc**

## POTENTIALITY

- ◆ Access, SqlServer, Oracle, Postgres
- ◆ Postgres (also Cloud)
- ◆ Installable on Cloud
- ◆ Distibuted data
- ◆ Multi company
- ◆ Multi language
- ◆ Both for 32 and 64 bits system

**COMPONENT SHEET**

**DYNAMICS ASSEMBLIES**

**MULTI ASSEMBLIES**



## Principal functions

- Component sheets with raw material, weight and dimensionals info
- **Replacement and dependents parts**
- Projects, Components and assemblies selected by family and type (Industrialized, Bought or Marketed)
- **Component sheet creation directly or from Cad**
- Versioning and revision control for all attached documents
- **Any type of document can be attached on sheet**
- Manage Components, assemblies and Multi-assemblies
- **Process customization from user**
- Raw materials and suppliers informations
- **Standard work cycle with one direct phases or multi phases**
- Tooling work machine informations
- **Raw material, accessories and filament for 3D printing**
- Cost management with external formulas to customize prices
- **Customers and Suppliers for CRM base informations**
- Production BOM dynamically customizable
- **Images and Cad file preview with external or direct modules**
- Excel® and OpenOffice® integration
- **material requirements, orders and job assignment**
- Workflow to control the processes status
- **More dynamics form customizables by user**
- Communication functions to exchange data between users via Web

**From BOM you can assign job to machine or operators and manage the workflow**



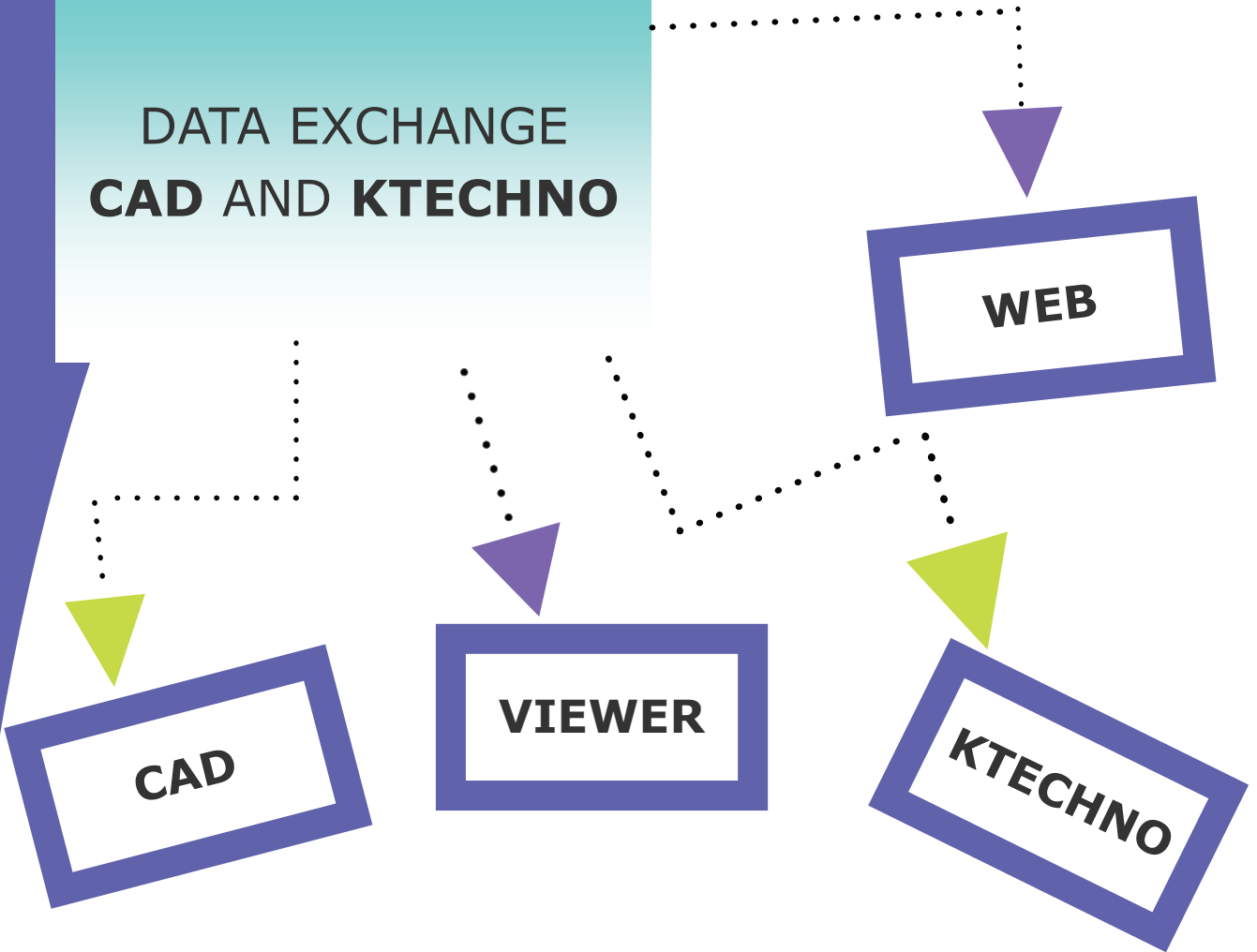
Communicate with external operators via Web to share images, documents, Cad files and each kind of informations

*KTechno* can be configured to update news and e-commerce systems data

**With the same simplicity can be executed BOM for components, assemblies or custom multi assemblies with rules, to maintain and develop the project based production according to customer preferences.**



# DATA EXCHANGE CAD AND KTECHNO



Manage user permissions to customize BOM and component data controls

Dynamic visualization and manage Cad file from components sheet

Sheet components and assemblies creation directly from Cad file with code control

Volume, weight and raw material need calculation

Document revision and versioning control

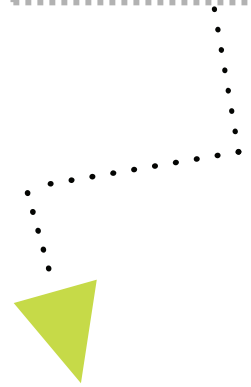
Exchanging data (Cad files, documents, text, images) with Cloud database to communicate between different operators

Documenti preview Pdf, Word, Excel, OOP, Rhino

## Commands to manage Rhino Cad file from KTechno

- All geometry recognized (2D & 3D)
- Open Cad file managing the revision level
- Volume, weight and raw material need calc
- Extract single layer from complex draws
- Manage layer in Cad files
- Save position object
- Auto rendering with rotation (360°)
- Execute Cad commands
- Export file in different formats  
IGES, STEP, DWG, STL ...
- Extract layers from complex files and create component sheet and assembly.
- Object recognized by name or layer

### VERSIONS



ENTRY

BASE

PROF

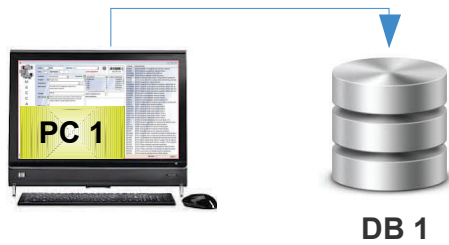
Small version for suppliers

## Import / Export data

- KTechno export BOM data in different formats like Open Office, MSOffice and Text
- Some function let user to create customized forms
- KTechno can use for electrical components the Metel® list price.

# DATA DISTRIBUTION

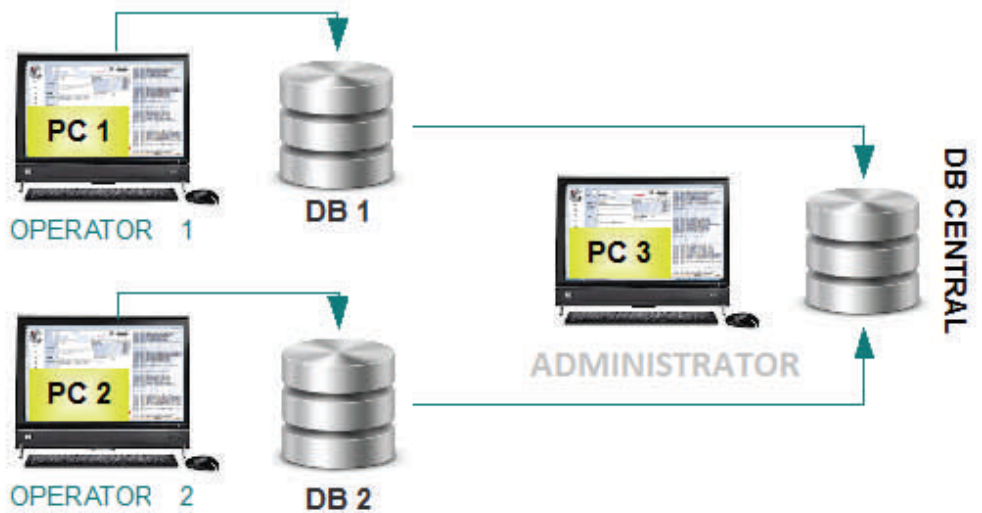
## PC STANDALONE



## TRADITIONAL LAN



## STANDALONE PC WITH SINGLE DB



### DB SUPPORTED



## Direct communication KTECHNO E RHINOCEROS®



- All geometries recognized (line, curve, solid ...)
- Revision management for 3DM files and check BOM
- Create single component sheet reading layers or objects from file
- Volume and weight calculation with application of raw material for 3D geometries or Area and perimeter for 2D geometries
- Files conversion from 3DM to DWG, STEP, IGES, STL, Autocad
- Save and retrieval objects position
- BOM customizable with rules for customers
- Automatic rendering at 360°
- All functions can run with parameters
- Check layer name or object name to manage Revisioning and Versioning, Object recognized by Layer or by Name/ID
- KTechno can works with 2D and 3D geometries
- Check quality of geometry and correct coding for components and assemblies.
- Python & VbScript scripts to customize data

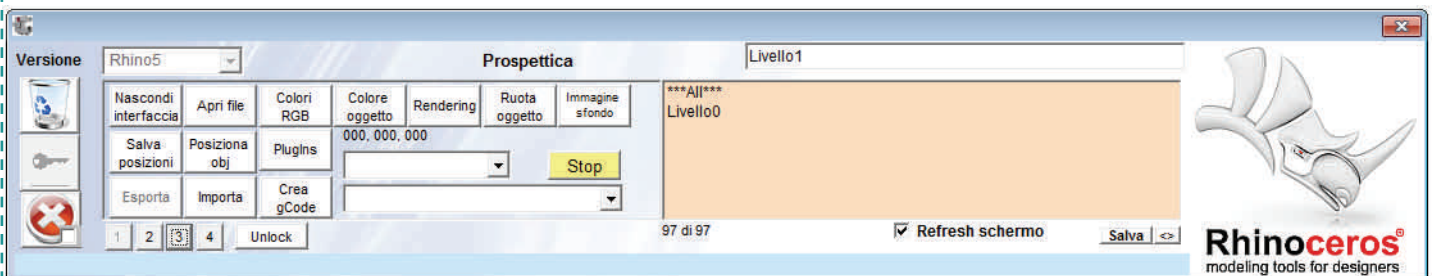
**Other functions on request**



Direct communication  
KTECHNO E RHINOCEROS®



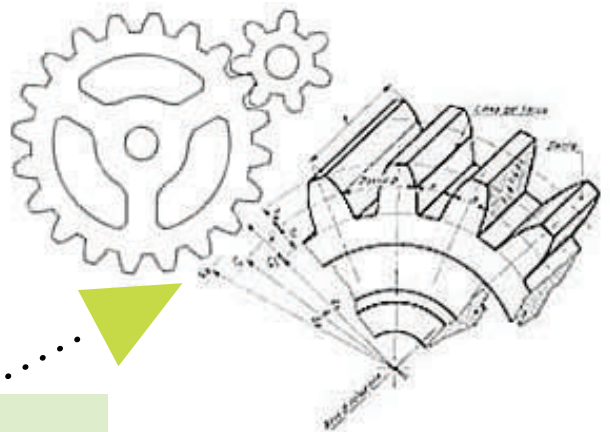
## La console comandi: comandi eseguibili



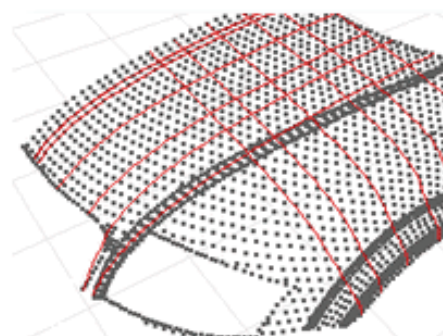
**operazioni manuali sui file 3DM**

**script di elaborazione geometrie, come:**

la creazione di ingranaggi



lettura e rappresentazione delle coordinate da  
un file gCode per il reverse engineering.



# KTECHNO

## and 3D printing

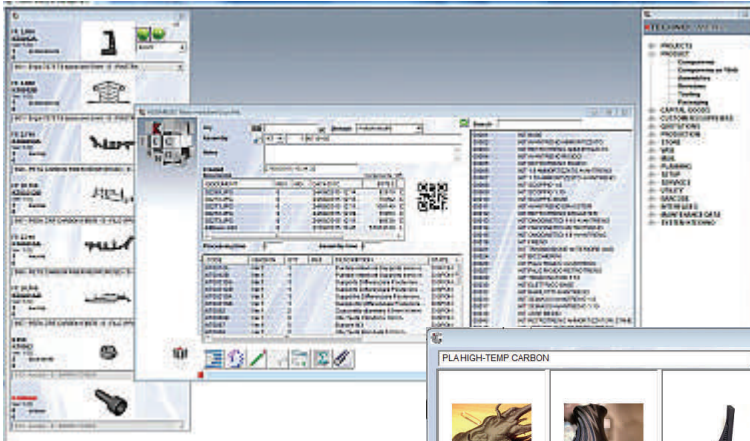


- **Help user to select the best filament material for object characteristics**
- **Automatic conversion from 3DM to STL and gCode generation with preferred slicing software**
- **Recalc and save data about filament and infill selected for production**
- **Help user to select the material by type variant and cost values**
- **Generate BOM with work cycles and documents informations**
- **KTechno save the configuration of printers and permit to manage the print with the best parameters for machine and material in use**
- **If printers have a wifi or lan connection, can communicate with KTechno that can manage and control the state of the job**

**Facilitates 3D print production and  
save all relevant informations**

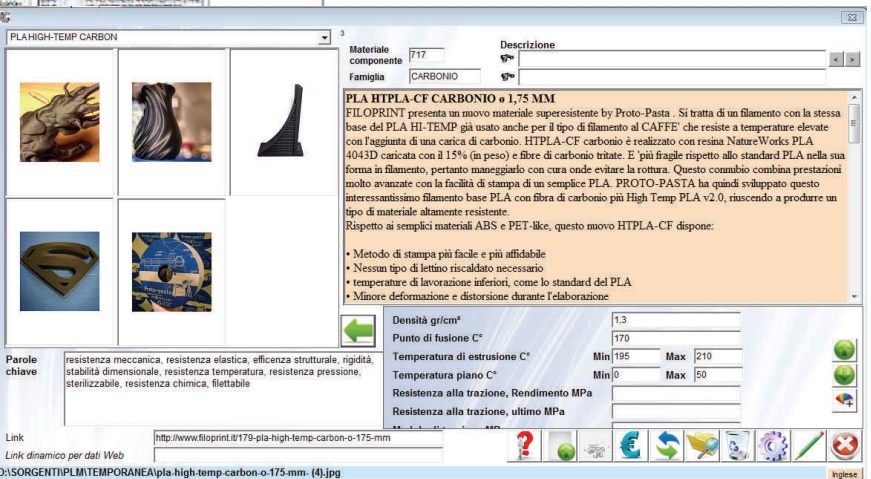
# Screenshot KTechno and 3D printing

www.ktechno.it

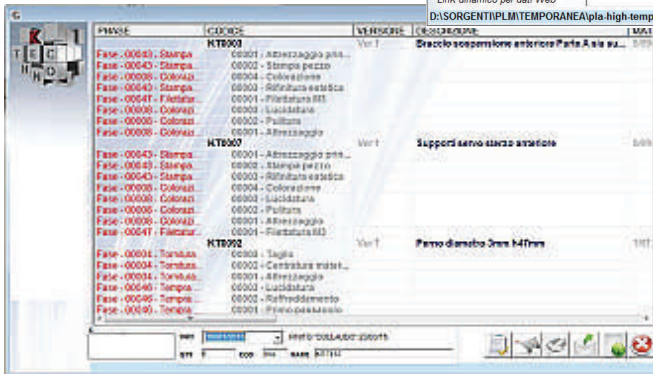


Manage all data about component you want to produce with a specific material

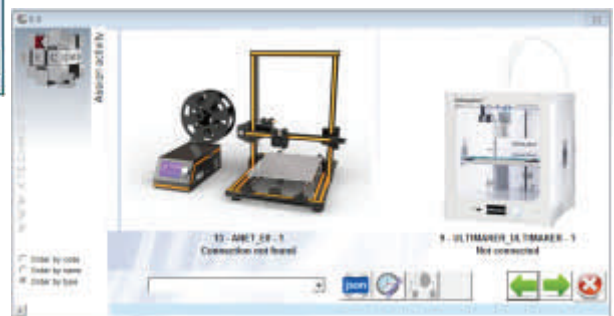
Select the best material and order it



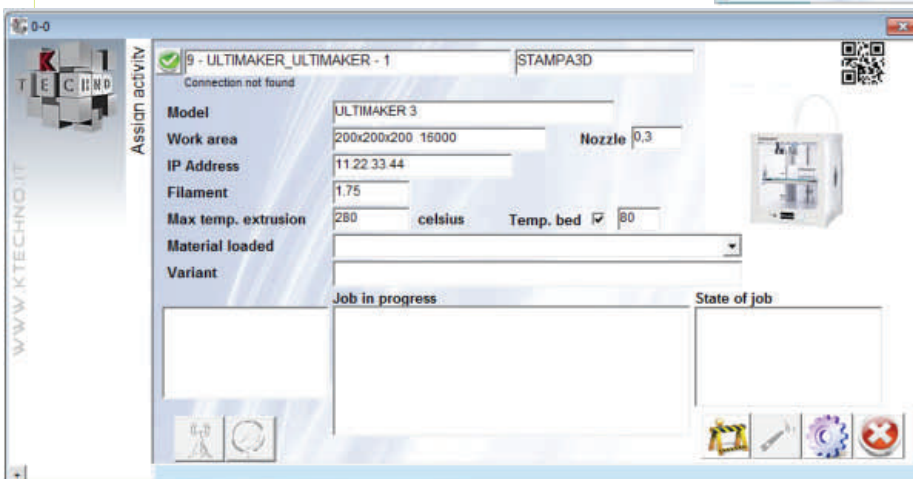
Generate a BOM with data and documents for a perfect production process



Check the state of the job and manage the state of printer queues



Generate customized print queue with the best optimization and run job



# KTechno & external script



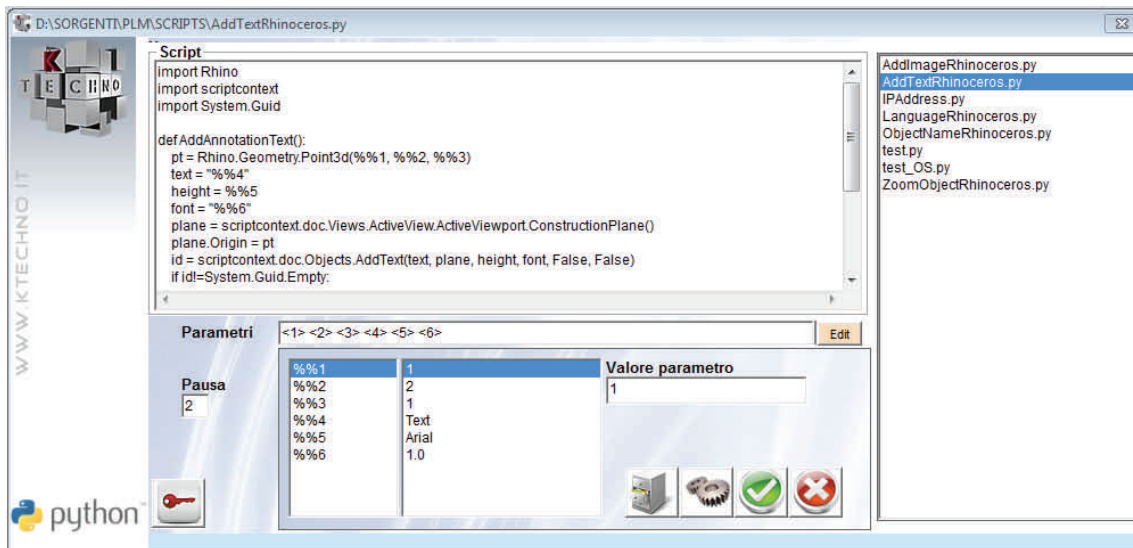
KTechno can execute external scripts both to interact with the main PLM data (VbScript, JavaScript, Python) and Rhinoceros geometries (VbScript, Python)

In this way KTechno is open to communicate with any other system that allows to interact with data.

## SCRIPTS TYPE:

- DIRECTS AS COMMAND LINE
- WITH PARAMETERS ON COMMAND LINE (ex: "NomeScript Par1 Par2")
- WITH INTERNAL PARAMETERS (ex: %%%1 %%%2)

In this second case the script is recompiled and executed directly both in the KTechno system or for Rhinoceros geometry.





**KTECHNO**

Product Lifecycle Management

**To manage the customer is also:**

**Customer Lifecycle Management**

**BOTH FOR CUSTOMERS OR INTERNAL  
COMMUNICATION BETWEEN OPERATORS**

**BUSINESS STRATEGY**

anticipating needs of current or potential customers

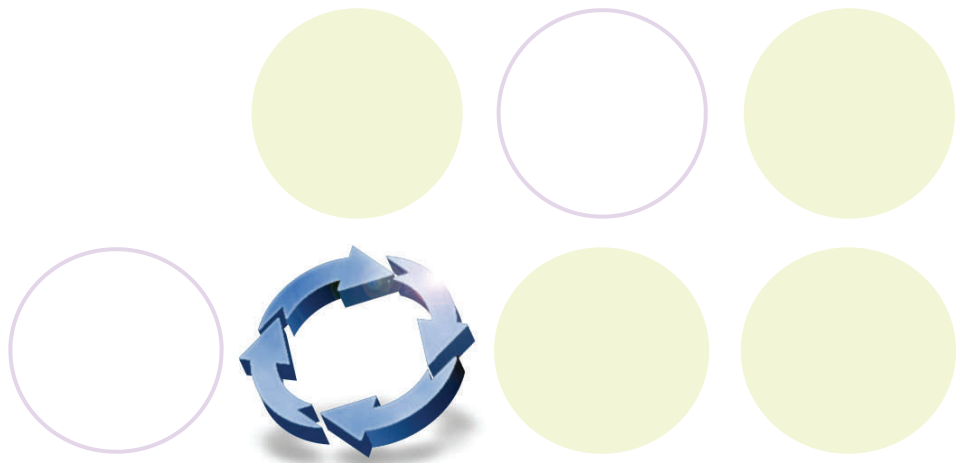
customize long-term relationships with customers

## Customer lifecycle

Synergy between all business processes for

- *identify*
- *selection*
- *acquiring*
- *develop*

**Our customers**



**Identification of the evolutionary path of the client's relationship with the company**

KTechno CLM save all informations data

1. People identification
2. Acquiring new customer process
3. Develop cooperation with customer
4. Maturity and stability phase
5. Descending phase

From the technical point of view KTechno CLM involves:

- The identification and capturing customer data
- The consolidation of these in a central database
- The analysis of data in order to identify information
- The distribution of the results to the entire organization

## Principal functions on KTechno CLM console

- encode potential customers (leads) or access the archive of acquired customers
- Association to each of possible contacts lead, with their e-mail address, personal details, direct telephones, etc.
- Save activities planned and executed for each lead or negotiation
- management of commercial offers with the ability to manage revisions

## KTechno manage the database of your customers and prospect (contcts), and all relations data with them

- **Commercial actions and communication done**
- **Requests received and historic dialogues**
- **Assistances processes**
- **products sold and sales value**
- **training provided**

With the schedule function,  
you can program all  
business activities



# CLM WORKFLOW

## CLM

Contacts  
Payments  
Guarranty activation  
Documents archive  
Buying archive  
Communications  
Rule of product customization  
Google Map functions



## TELEMARKETING

Create cards for new leads and turn them into potential customers  
Fixed the contact appointments for agents and the area manager.

## CUSTOMER SHEET

Save all the necessary informations about customer's description and identification, with the ability to add form to suit the user.  
Create master data of company



**Our CLM solution has been designed to allow maximum flexibility of customization**

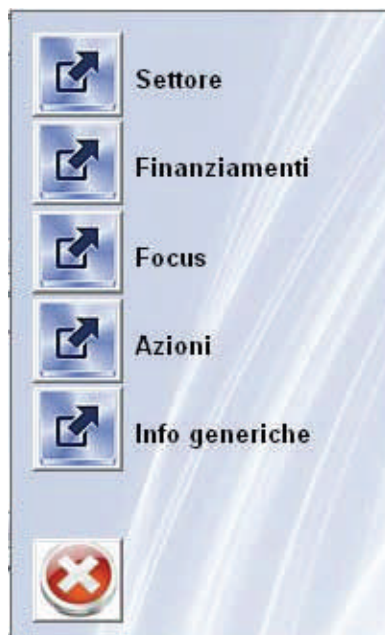
**The user can customize all the forms data using the configuration form of KTechno**

The user decides the setting of the masks to suit his needs

Dynamic changing carried even while using KTechno CLM

Update and modify fields on user forms

User can add new form at his pleasure



KTechno CLM is for the **customer satisfaction:**

Amplify interpersonal skills of company and realize customer expectations

## THE CUSTOMER FOCUS

### CHOOS THE RIGHT CHANNEL

One of the most important results of KTechno CLM is to optimize the interaction with your potential customers with:

1. The right message
2. To right person
3. When it is the best time to do it

### STRATEGY

- Planning and campaign management
- Extraction and data selection
- collaboration tools for marketing / sales
- potential and opportunities, customer management
- commercial territories management and allocation of sellers in each territory
- Forecasting and sales analytics
- quick access to products, prices and price lists
- Management and Report Calls
- Managing workflow across teams and groups

# MARKETING



With KTechno CLM enhance the effectiveness of the marketing strategy of your company with flexible tools, campaign management features and feedback analysis



- Manage your data effectively
- Identified the target for your marketing activities
- Simplify campaign planning
- Redemption analysis: improved response management
- Analysis: get key information for decision making

The screenshot displays the KTechno CRM software interface. On the left, there is a vertical sidebar with the 'KTECHNO' logo and the text 'CRM' and 'WWW.KTECHNO.IT'. The main area contains a form for entering customer data. The form is divided into sections: 'Cliente da contattare' (Client to contact) with fields for 'Comune' (Municipality) and 'Provincia' (Province); 'Data e Ora' (Date and Time); 'Azienda' (Company); 'TipoCliente' (Client Type); 'Comune' (Municipality); 'Indirizzo' (Address); 'Provincia' (Province); 'Telefono' (Phone); 'Cellulare' (Mobile); 'Fax'; 'Mail'; 'Settore' (Sector); 'Raggruppamento' (Grouping); 'TMK'; and 'Banca dati clienti' (Customer Data Bank). At the bottom of the form, there are several icons: a green checkmark, a red 'X', a printer, a calendar, a map, and a gear.



### **marketing plan**

Align corporate strategy on customers and declines strategic choices in relationship marketing initiatives

### **Managing the relationship with the customer**

Through the various relational channels: call centers, Internet, sales force, sales outlets, direct marketing

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### **Reporting and mailing**

The reporting function allows you to produce, with all the possibilities of selection and filtering, summary reports and detail.

With this function you can extract a specific list of potential persons, automatically used for sending e-mail marketing.

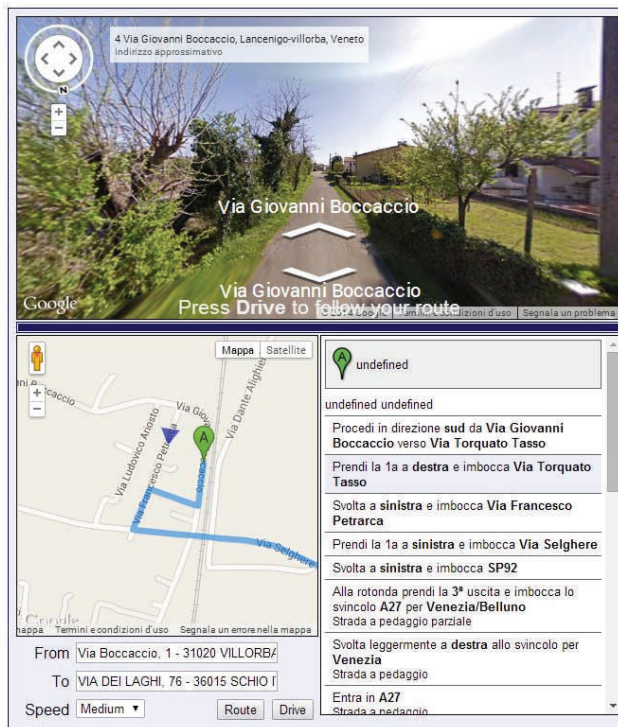
The reports can be exported to PDF and Excel format.



## KTechno CLM integrates geographical component for the marketing strategy



To make it more effective and efficient decisions, communication, sales, distribution and customer service.



Registrazione delle coordinate geografiche (latitudine e longitudine) al fine di tracciare i marker sulla mappa.

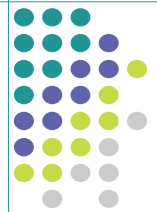
Funzione utile agli Agenti nel momento in cui necessitano di uno strumento efficace per gestire gli appuntamenti in modo organizzato e proficuo.

### Not only geolocation!

- Inclusion of data from internal / external company source into a business information database
- Data analysis through models, query & reporting actions and geomarketing
- Use of information obtained by increasing the sales force performance and to improve the relationship with customers, through geographically targeted actions
- Analysis of competitors



## EFFECTIVENESS OF KTECHNO CLM



### **To increase and enhance revenue:**

- Increase the effectiveness of marketing actions
- Increase the number of customers
- Increase the most profitable customers
- Increase the rate of customer retention
- Increase the satisfaction of operators in carrying out their work

### **Reduce costs:**

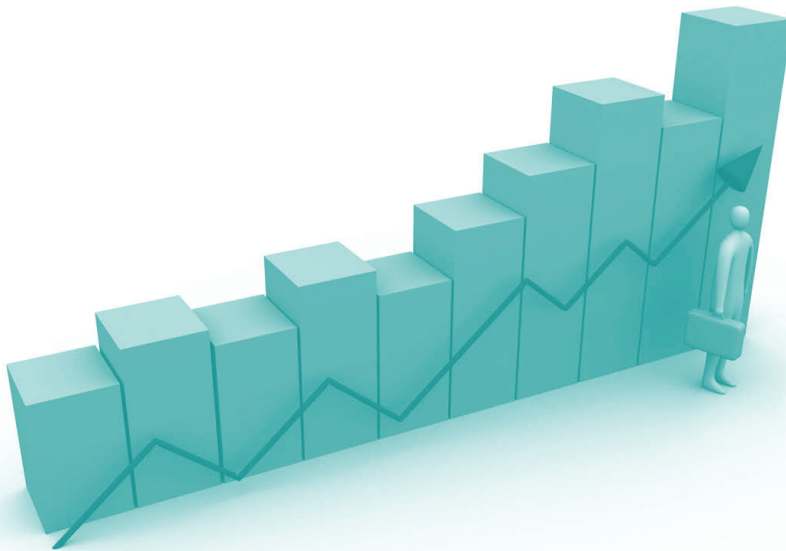
- Reduce the cost of the sales cycle
- Reduce the time of customer interactions
- Reduce the commercial training times
- Reducing marketing expenses do not focus on profitable customers

# WHY CHOOSE **KTechno** ?

Optimize and better manage the relationships with your customers

**KTechno** allows you to manage not only the customers, but any kind of strategic relationship with partners and suppliers,

Improving the job and cooperation of the people within your organization.



## **Target**

Consolidate the Relationship

Choose the right tool to improve productivity and boost the relational capacity

- Easy to use
- Flexibility and agility
- Generate value
- Freedom in choice

**simple and intuitive interface**





## Services for companies

- 1. KTechno is a complete solution for companies that start for the first time with IT infrastructure**
- 2. We can install dedicated functionalities in parallel with other systems**
- 3. If the company just has other system, KTechno can communicate with them**
- 4. DATABASE definition:**
  - **Complete installation**
  - **Install only defined modules**
- 5. Historic data can be load or use with SOA method**



# KTechno

Can be customized for:

■ Mechanical



■ Food



■ Electronic



■ lighting technology



■ Software



■ eyewear



■ Fashion



■ Building



■ Jewelry



Also for FabLab and  
3D printing professionals

■ Carpentry



■ Documental



**... and others!**



ASK FOR ANY INFORMATIONS  
**info@ktechno.it**



Ask for a personal quotation  
(different user in the same lan or multilicence)



[www.ktechno.it](http://www.ktechno.it)

