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Universal Electric Selects BuyDesign

Universal Electric Corporation (UEC), a rapidly growing manufacturer of customizable power distribution products, has selected TDCI's BuyDesign Channel Sales to support sales and manufacturing of the company's STARLINE Track Busway product line.

"We selected BuyDesign Channel Sales along with Infor ERP SyteLine because it provides a comprehensive guided selling solution that utilizes

the same product configurator we will use for order entry and manufacturing within our ERP system," said Bob Swanson, UEC Materials Manager. "Many of our

products are highly configurable, so the ability to deploy a common product configurator throughout the quote-to-delivery cycle is very important to us.

We want to make it as easy as possible for customers to buy our products, and BuyDesign will help us achieve that by enabling sales people to quickly and accurately configure, quote, and order products that meet exactly the customer's needs. This will be an important capability as we continue to grow."



Building Supply Distributors Pick BuyDesign

Building Supply distributors, **Huttig Building Products** and **Wausau Supply Company** have both recently selected BuyDesign as the basis for new quoting and ordering solutions. Both will use BuyDesign to streamline dealer sales of pre-hung exterior and interior door systems. Wausau will use BuyDesign for additional value-added products as well.

With headquarters in St. Louis, Missouri, Huttig is one of the nation's leading distributors of millwork and specialty building products for new residential construction and remodeling. Wausau Supply serves retail lumber yards from eleven distribution locations in Wisconsin, Minnesota, Iowa, Illinois, South Dakota, and Kansas.

"We selected BuyDesign as the basis for our new door quoting system because it will enable us to quickly deploy a robust web-based solution that is already proven in the window and door industry," said Brian Robinson, Huttig CIO. "We were also impressed with TDCI's industry knowledge and willingness to work closely with us on our implementation and deployment."



At Wausau Supply, CEO Joe Jordan said: "Deployment of BuyDesign is part of our strategy to provide dealers and customers with the best value-added services in the industry in order to save them time and money,

and to make it very easy for them to do business with us."



Mike Stelzl, Wausau IT/Applications Manager, added: "We selected BuyDesign over the other solutions we looked at because it has the flexibility to handle a wide range of products, and because their integration strategy enables us to smoothly incorporate it into our overall systems environment."

Another leading door fabricator, **BenBilt Building Systems**, has also recently begun implementation of BuyDesign. Located in Mount Pleasant, Pennsylvania, BenBilt sells and
(cont.)

Building Supply Distributors (cont.)



fabricates Therma Tru and Simpson pre-hung exterior doors. They serve customers in Pennsylvania, Ohio, New York, Maryland, and West Virginia.



"We needed an on-line tool that would enable our

customers to create accurate quotes and place orders at times that were convenient to their schedules," says JJ Bennett, one of BenBilt's Partners. "We selected BuyDesign because it has the flexibility to handle the wide range of door systems we build, and could generate the detailed bills of materials we require in the fabrication process. It also

enables us to make the quoting and ordering process intuitive and visual, which is important to our customers."

Other leading window & door companies using BuyDesign from TDCI include Atrium Windows & Doors, Ceco Door, Eggers Industries, Moss Supply, Quaker Windows, Thermo-Tech Windows, and Therma-Tru Doors.

"We selected BuyDesign because it has the breadth of capabilities to support our needs today, as well as our anticipated needs as we grow."

-Scougal Rubber

Scougal Rubber Selects BuyDesign

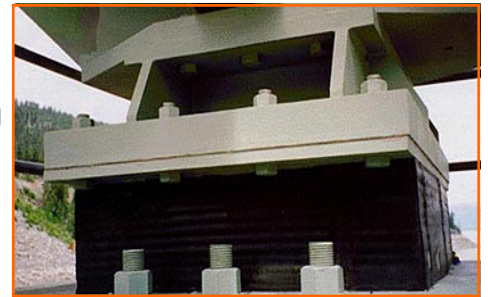
Scougal Rubber, a manufacturer of rubber products used in highway bridge construction and industrial applications, has selected BuyDesign Product Configurator and Guided Selling software to streamline sales quoting processes for the company's custom-engineered products.

They will use BuyDesign Channel Sales, to standardize the sales quote generation process for company sales people as well as a network of manufacturer's representatives. BuyDesign Flex2D will be used to dynamically generate

configuration-specific drawings for product visualization and to support the manufacturing process.

"We continually strive to provide the very best service to our customers," said Matt Bowman, Scougal Rubber President and General Manager. "When we developed plans to upgrade our business systems, we recognized that an important part of that needed to be tools to support the sales quoting and ordering process, and

that the best way to do that for products like ours was through the use of product configuration technology. We selected BuyDesign because it has the breadth of capabilities to support our needs today, as well as our anticipated needs as we grow."



Selux Picks BuyDesign for Quoting

SELUX Corporation (SELUX), a manufacturer of exterior and interior lighting systems, has selected BuyDesign Channel Sales from TDCI to provide a new generation of quoting and ordering capabilities to their network of sales representatives and agents throughout North America.

"With the sales growth we are experiencing in North America and Internationally, we want to offer our agents a more powerful capability for

specifying, quoting, and selling our make-to-order products," said Veit Mueller, SELUX President. "BuyDesign will give us the tools we need to help our sales people accelerate the sales process while ensuring accurate product specifications and pricing."

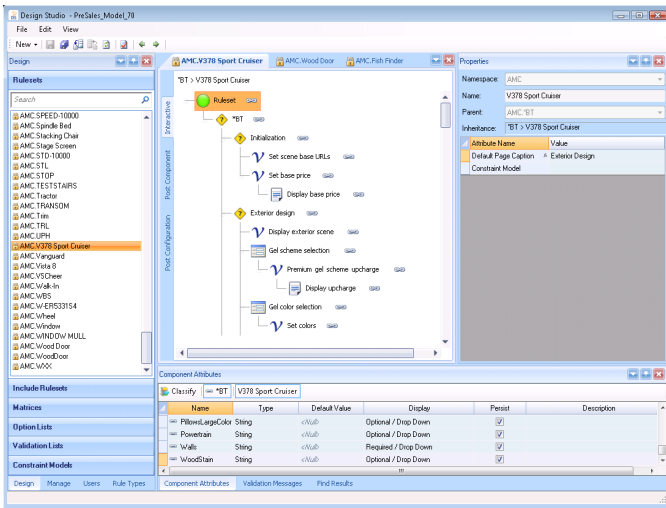
"BuyDesign Channel Sales is the natural choice as the platform for our next generation quoting and ordering system because it's already integrated with

SyteLine," added Brenda Shaffer, SELUX Vice President. "Even more importantly, it's built on the same product configurator we use for order entry within SyteLine. That means we can leverage a single base of product information for all our sales, order processing, and manufacturing activities."

SELUX is the North American subsidiary of German-based Semperlux AG.



Solution Spotlight: BuyDesign 7



New Design Studio graphical model development

BuyDesign Release 7 includes:

- Extensive enhancements to the Design Studio and modeling capabilities
- Expanded 3D CAD integration and design automation
- A new Web Storefront application
- A number of new tools for system administration and enterprise integration.

Visit www.tdci.com
or call
800-630-6687 to
request a copy of
the **BuyDesign 7**
Release Highlights.

New to BuyDesign Configurator

Manufacturers from a wide range of industries are selecting BuyDesign Configurator. A few of the latest are:

Barker Specialty Products:

Designer and manufacturer of specialty merchandisers for supermarkets, convenience stores and food service locations



Gabriel & Co.: World renowned designer and manufacturer of quality heirloom jewelry.

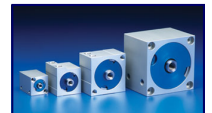


Mestek: A family of manufacturers providing HVAC products, coil handling equipment, extruded aluminum products, and information systems.

Orion Energy Systems: Manufacturer of energy efficient industrial and commercial lighting systems.



Nason Company: Manufacturer of pneumatic and hydraulic automation products, and custom engineered switches.



Smarte Carte:

A principal concessionaire of airport self-serve vended luggage carts, electronic lockers, commercial strollers and massage chairs.



More BuyDesign News...

TDCI Joins PTC PartnerAdvantage™ Program

Inclusion in the PTC partner program provides TDCI with access to PTC technology and resources. Andy Barlow, PTC's Senior Director of Business Development, stated: "With the



addition of TDCI to the PTC PartnerAdvantage Program, Pro/ENGINEER users have a powerful solution for dynamic generation and use of configuration-specific CAD information for configure-to-order products. Through our review process, TDCI demonstrated its expertise in sales configuration, guided selling, and dynamic 3D CAD generation. The company is a great addition to the program."

Companies Share Successes at TDCI Customer Forum

Executives and end users from Atrium Company, Great Plains Manufacturing, Harper Industries, Lippert Components, PulaFeeder division of IDEX, and Threma-Tru all shared their successes when BuyDesign users gathered at TDCI's *Perspectives 2010* Customer Forum held September 20-22 in Columbus, Ohio. Attendees also heard updates on TDCI and BuyDesign product direction, and participated in an array of education sessions, panels, and roundtables.

