The SuccessWare.
A+W: PROCESS SOLUTIONS FOR THE GLASS AND FENESTRATION INDUSTRY

A+W Software, founded in 1977, develops innovative comprehensive solutions for the glass, windows and doors industry. With software solutions for the commercial sector and production, we help to optimize processes permanently in both sectors of the industry. As one of the world’s leading automation partners for the flat glass and window industry, our IT solutions form our customers’ “intelligent backbone.” A+W’s comprehensive IT solutions mean that our national and international customers can reduce production costs, reduce throughput times, and manage greater product complexity and differentiation. Thanks to its innovative solution approaches, A+W has the highest market share in these industries. A+W offers its customers a broad spectrum of industry expertise and services.
MILESTONES OF A+W SOFTWARE GMBH

1977 Foundation by Dr. Renate Albat and Dr. Bernd Wirsam
1978 Development of the first glass cutting optimization
1980 Development of a PPS system for the flat glass industry and start of the order recording system A+W Business
1991 First ERP system (A+W Enterprise)
1994 Successful market start of CANTOR
2005 First dynamic optimization [A+W DynOpt]
2007 A+W becomes part of the Finnish Glaston Corporation
2010 Every 3rd window in Germany is produced by a CANTOR user
2013 Takeover of A+W by Constellation’s Friedman Operating Group
2014 New A+W company headquarter in Pohlheim
The more you automate your processes, the more you reduce both throughput times and wage and material costs, the more you can increase your earnings. A+W solutions do not just reveal their strength in the window and flat glass industries, they also enable the seamless integration of these industries. A+W solutions create added value. Customer benefits include more efficient order processing, less sorting effort, and a better flow of information.

**Material savings** There is enormous savings potential in the cutting optimization of glass. In various cutting environments, in particular in interplay with sorting systems and buffers for residual plates, A+W’s dynamic optimization (A+W DynOpt) allows a significant increase in material exploitation while retaining the desired production sequence. In addition, efficiency and quality are improved greatly thanks to a smooth glass flow with no manual handling. Residual plates are avoided almost completely. Above and beyond the material savings, energy consumption and CO2 emissions are also reduced even during raw glass production.

**Slim processes** Custom-tailored software systems and integrated solutions are necessary in order to optimize production processes for glass, windows, doors, and roller shutters. With our tools, we help you to make preparatory steps such as capacity planning, batch formation, sorting and storage space assignment, as well as production throughput slimmer and more efficient, thus optimizing machine capacity. Production capacities are reserved on the basis of stored data, the system determines production start dates. Orders are organized according to temporal and technical criteria into production batches.

**Improvement of internal structures** The demand for unique pieces is increasing. In order to manage this complex variety of variants, internal structures such as commercial order control must be made faster and more secure. With A+W’s solutions you can not only copy and manage offers, orders, credits, invoices, inquiries, and orders, but also all other company areas such as warehouse, purchasing, and dispatch. The results are reliable date specifications, optimal order organization, and goal-oriented control of the logistics.

WITH A+W YOU WILL INCREASE YOUR COMPANY’S SUCCESS

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<table>
<thead>
<tr>
<th>Cost structure (flat glass manufacture) in percent</th>
<th>Before</th>
<th>After</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td>Logistics</td>
<td>14,7</td>
<td>14,1</td>
</tr>
<tr>
<td>Order Management</td>
<td>5,2</td>
<td>4,9</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>51,7</td>
<td>48,6</td>
</tr>
</tbody>
</table>

### Improvement of internal structures

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OUR INDUSTRY-SPECIFIC SOLUTIONS

Each day, millions of sheets at more than 1800 companies around the world are produced with A+W’s process optimizing software. The areas of application are many and varied: architectural glass, furniture glass, automobile glass, and solar glass. Just as varied are the glass industry’s requirements with respect to production technology, production control, quality assurance, logistics, and service. In the architectural sector, for example, high-quality function glass is called for – in particular low-E glass in countless functional combinations with other glass types. For furniture glass, multi-step processings and time-consuming design require specific parts list structures in order to be able to plan and control finishing processes (break resistance, heat/cold isolation) precisely. In large-series production, cutting, breaking, edge processing, pre-tensioning process, and stacking processes must be implemented on effective, highly-integrated production lines. With their extremely high degree of automation, the largest technologically-advanced high-tech automotive glass producers around the world rely on CAD software from A+W for their pre-processing lines and control of their production lines.
The requirements for heat insulation and sustainable construction materials require the constant enhancement of high-quality windows and doors. In order to do justice to the flood of innovations, plan time-consuming production processes effectively, and be able to use these as a market advantage, manufacturers and dealers need a software partner who understands the dynamic of the industry, orients his product line in cooperation with his technology partners, and constantly optimizes it. In addition to comprehensive ERP and production software, this also includes a professional commercial solution for trade and assembly partners. With 2500 installed production workstations and more than 4000 dealer versions, our product A+W CANTOR is extremely successful on the market. With A+W CANTOR, it is also possible to combine the needs of the roller shutter and sun shade sector in an IT solution since these items are frequently installed with windows. A+W imports various suppliers’ price books into A+W CANTOR. In the window and door industry, this makes recording orders easier and also allows plausibility checks with respect to the construction of the system.
A+W Software is a complete supplier for the industrial production of windows, doors, and glass. With A+W CANTOR and A+W Production, we provide an integrated and comprehensive solution for window and glass manufacturers.

A+W CANTOR and A+W Production are the solution for a window manufacturer with associated glass production. A+W CANTOR is the controlling ERP system for your customer orders. In this system, the constructability and the glass are checked. Thus only constructions are transferred to glass production that can actually be constructed. Special glass, which cannot be manufactured in-house, is detected specially and provided as a purchased product.
With A+W’s latest product generation, you have the opportunity to access business processes and view management figures in real time on the road regardless of where you are. Ongoing processes can be monitored continuously by specialists, dashboards visualize business data and production figures. In addition, you can use Web-based applications to record and display orders easily.
A+W offers its customers extensive and well-defined support with guaranteed response times (SLAs). Many support cases can be resolved immediately through remote maintenance; for service interventions that take longer, you have access to their current status via our Web portal access.

Incomplete user knowledge and the use of out-of-date versions can prevent the great value of the software from being used 100%. In addition to new software bundles, our maintenance program offers you expanded support, regular training and feedback sessions for optimizing your training and information base and your knowledge and specialized knowledge with respect to A+W software systems.
For the implementation of your projects, we don’t leave anything to chance. Strict internationally-recognized standards determine the quality of our work. Thus, for example, our project managers and supervisors have internationally-recognized certifications according to the GPM/IPMA standard. After a careful need analysis, our A+W solution architects work with you to create a detailed requirements specification with concrete data for the implementation. This happens based on process templates („best practices“), which we have formulated on the basis of more than 1000 customer projects. We test all software modules extensively in-house in test environments before the roll-out or implementation.
A+W SAYS THANK YOU

We thank our partners for placing their trust in us, for their support, for many years of successful cooperation, and for the engagement that this brochure has made possible.
Glastonishing!

We are changing the way the world sees glass.

Create the finest glass
Get the most comprehensive range of glass processing technology and services from Glaston.

LogiKal.

Professional metal construction software for windows, doors and facades

Simplify your production!
Calculate safer!
Save time and money!

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