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SPAIX 4 PUMPS: THE NEW MULTI-PLATFORM CONCEPT FOR EFFICIENT PUMP SALES

Dresden, 24 September 2013. In the year of its 20th anniversary VSX – VOGEL SOFTWARE is celebrating the official market launch of the latest version of its well established pump selection software Spaix. The software has been successfully used by national and international customers for several years. The new multi-platform concept consisting of desktop-, web- and mobile-version is unique on the market.

Spaix 4 Pumps is based on a completely new technology which has been tailored specifically to meet the demands of the modern IT landscape. Above all, aspects such as internet security and flexible authorization models played a major role. In addition, the new Version 4 offers existing customers as well as new clients many interesting possibilities to further optimize their pump selection and configuration processes and to adapt to current market conditions.

The user-specific product data that is stored in the database program is linked practically with predefined selection parameters and calculation methods. As a result, pumps matching the specifications are displayed for the user. For selecting the right pump the users are offered different access points similar to the previous versions, such as hydraulic selection or the product selection browser.

Hydraulic Selection and Product Configuration

The hydraulic selection enables the sizing and configuration of pumps as per predefined operating conditions, such as area of application, fluid, flow rate and head. The Spaix 4 product range supports the selection of several operating points for the first time, even for different fluids. The sizing can be done as a single pump or as a parallel or series connection of several pumps. In addition, the definitions of limits and search guidelines have been simplified, as these can now be compared directly with the product features of individual components. Specifically predefined input templates also make sizing special pump systems easier, for example, pressure booster systems, borehole pumps or process pumps, without the template being overloaded with entry fields for simple systems.

The product configuration supports the user in selecting available options and is done in several steps, whereby the program independently checks whether the selected pump fulfills all the entered criteria. The pump performance curves are converted automatically to the relevant operating conditions by the software. For high-viscous Newtonian fluids the method according to the latest standards of the Hydraulic Institute (HI) from 2010 is used amongst others.

The program supports all common procedures for adjusting the duty point (impeller trimming, speed adjustment, throttling and many others). The performance curve optimization procedures can also be used for multi-stage pumps. The new feature here is that for the performance curve optimization using affinity laws various methods for depreciating the efficiency are available.

Sizing of Special Pump Types and Components

Spaix 4 Pumps has been considerably expanded and improved for the efficient sizing and dimensioning of special pump systems. The software offers the user a multitude of components, which can be used for the configuration process, e.g. materials, shaft sealing, bearing frame and coupling protection.



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Specifically to highlight here are the consideration of motor performance curves, magnet coupling sizing, the treatment of frequency converters as well as the sizing of borehole pumps. The sizing of booster sets according to DIN 1988 is also newly integrated. For electronically controlled circulating pumps, as are widely used in heating technology, there is a calculation module that calculates the control curves from the constant speed curves. As well as various technical parameters, such as a power control, graphical aspects are also taken into account.

Friction Loss Calculation Module Supports Duty Point Calculation

With the optionally expandable functionality of pipe calculations (additional Spaix PipeCalc module), the user also receives support in determining the operating point. On the basis of defined parameters, the program determines the pressure loss for unbranched systems and the pump volume in accordance with common international standards (e.g. for sewage- and wastewater based on DIN EN 12056). The results are automatically assumed for the pump selection and calculation data sheets are integrated into the current project. For pump manufacturers, it is now even easier to define typical pipe systems with the data maintenance program and considerably speed up the recording of friction loss data by the selection program's user.

Optimized Project Management to Display the Whole Sales Process

As part of the project management, quotes including detailed datasheets can be compiled and supplied. The price calculator integrated into the program can be flexibly adapted to the requirements of any company. Prices are calculated as per the selected configuration including all components and accessory parts and can be displayed as an overall price or on the basis of single components. Using dynamic product codes, the configuration is linked with the price table and the item numbers as applicable. As a result, clear identifiers are created, which are also used to integrate external programs, such as ERP systems. In order to be able to manage and supply the prices for different markets Spaix works with user group-specific price groups. Various currencies are supported and it is also possible to convert using the currency exchange rate. With an additional module it is possible to display the product availability through enabling delivery times on the quote.

By using special interfaces project data can be transferred to external programs such as ERP and CRM systems for further editing.

Extended User Management and Permissions

The user management can be organized with even more detail in Spaix 4 Pumps. Program functions, price groups and product ranges can be managed and released appropriately for different user groups. An expanded user authorization system makes it possible to accurately allocate rights to user groups.

Data Maintenance Program Offers Proved Reliability and New More Flexible Structures

The data maintenance program is a versatile piece of software to maintain the entire database and influence the functions of the selection program. The person creating the data decides which parts of the program are available for which products and which users. The modular concept guarantees a minimum amount of data redundancy and displays different product structures.



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Consideration of Current Market Conditions and EU Guidelines

In Spaix 4 Pumps the calculation of the energy efficiency index (EEI) and the minimum efficiency index (MEI) is integrated in accordance with the current EU guidelines. Through the on-going updating of the guidelines companies can react properly on current and future framework conditions in the economic environment.

In addition, Spaix 4 Pumps offers the calculation of operating and life cycle costs whereas various load profiles can be taken into consideration depending on the use. The cost comparison of the various solutions is shown clearly in graphic and tabular format.

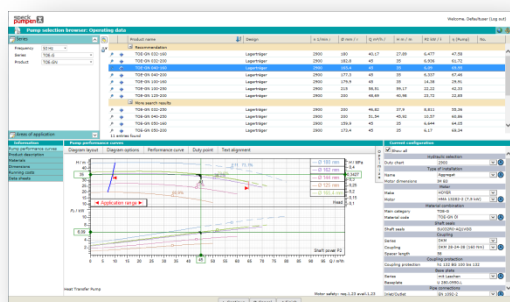


**Leading in
sales software
for the pump industry**



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Picture 1: scrO_PumpSel_EN.jpg



Caption: Spaix 4 Pumps is a high-performance application for the computer-supported selection and configuration of centrifugal pumps. In addition, the software provides valuable support throughout the entire sales process.

(Foto: VSX – VOGEL SOFTWARE GmbH)

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VSX – VOGEL SOFTWARE develops applications for sizing, selection, configuration and sales of pumps and engineered products in the fluid handling industries combined with solutions for business process automation. The software solutions substitute conventional product catalogues and thus simplify the sales processes of producers as well as users. Moreover, the software users profit from additional applications like the technical calculation, complex product configurations as well as offers and technical documents producible directly in the system.

VSX – VOGEL SOFTWARE was founded in 1993 by the brothers Hanns-Henrik and Jens-Uwe Vogel and since this time the firm grows continuously. Due to the intensive international orientation the company generates 70% of its turnover outside of the domestic market Germany.

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