



*we work on quality*

#### ADDRESS

14 Alon street  
Piraeus 185 40,  
Greece / Europe

#### PHONE

Phone +30 21 0422 7410  
Fax +30 21 0422 7303

#### ONLINE

info@farad.gr  
sales@farad.gr  
www.farad.gr

# Evangelos Fanouriadis Production Director



**EPICOR**  
Authorised Partner

# Optimizing sales processing in Manufacturing with Epicor ERP



## Company Profile

### About FARAD

- ❑ FARAD SA has been designing and manufacturing high quality Heat Exchangers, since 1979.
- ❑ Our company is based in Piraeus, Greece, has over 40 years of experience, it employs 60 people, while has so far completed more than 25.000 successful installations.

### FARAD in Numbers



40 years  
of experience



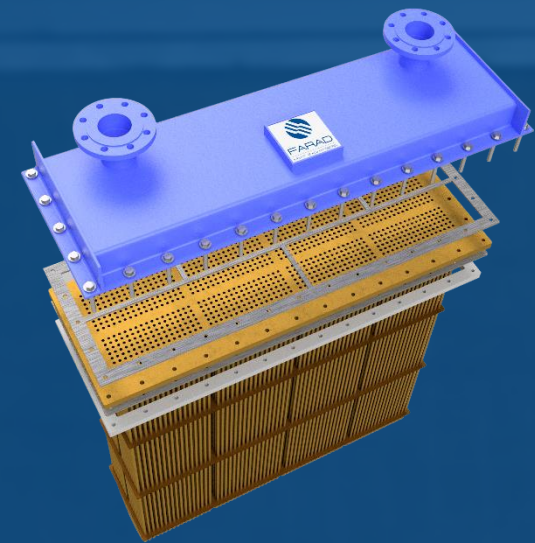
60 specialized  
employees



>25k successful  
installations



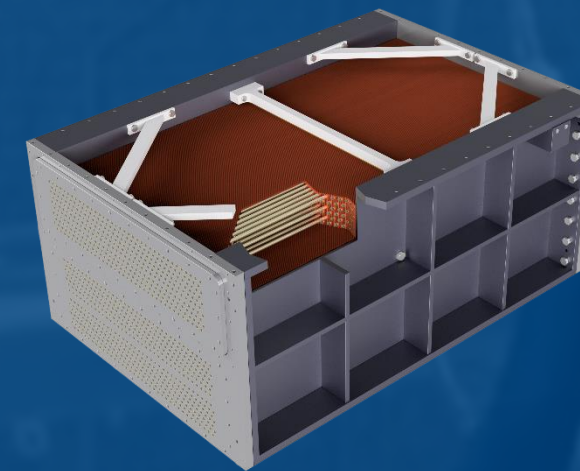




Box Coolers



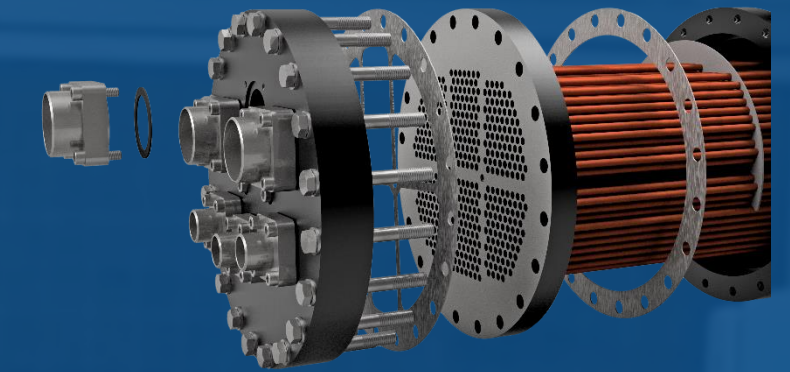
Cargo Condensers



Charge Air Coolers



COPT Condenser



DEX Evaporators



Electric Heaters



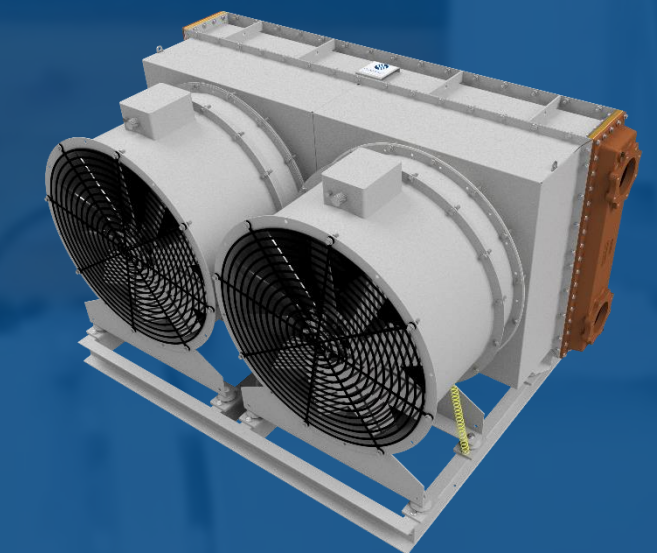
FC Condensers



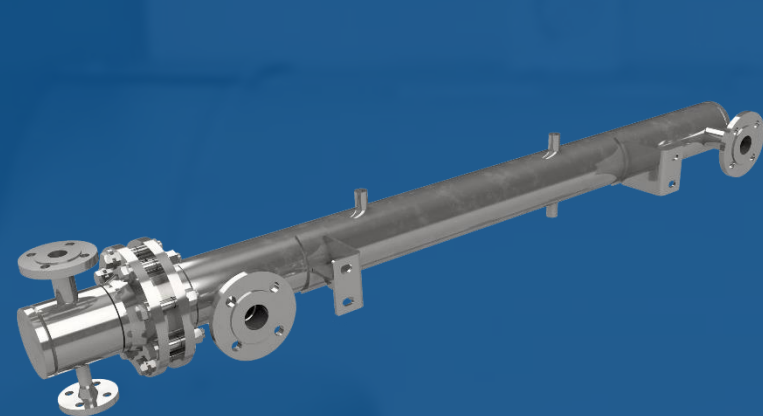
Fresh Water Generator



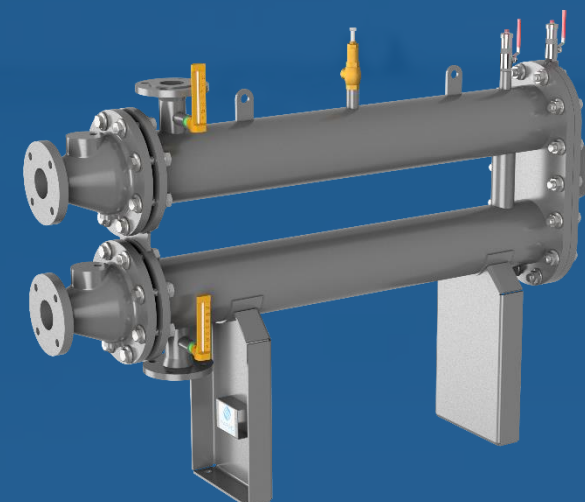
Gasketed Plate  
Heat Exchangers



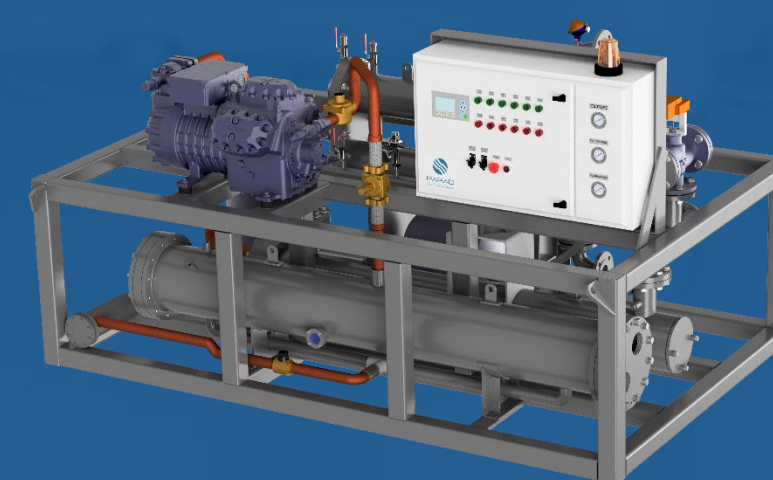
HVAC Air Coolers



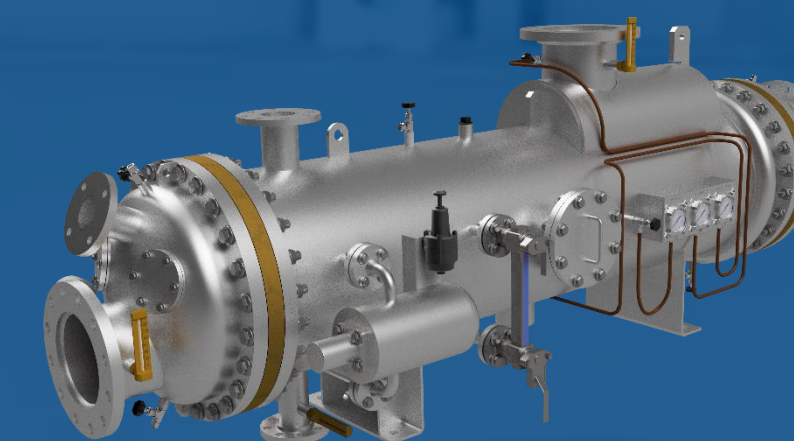
LNG - LPG Vaporizers



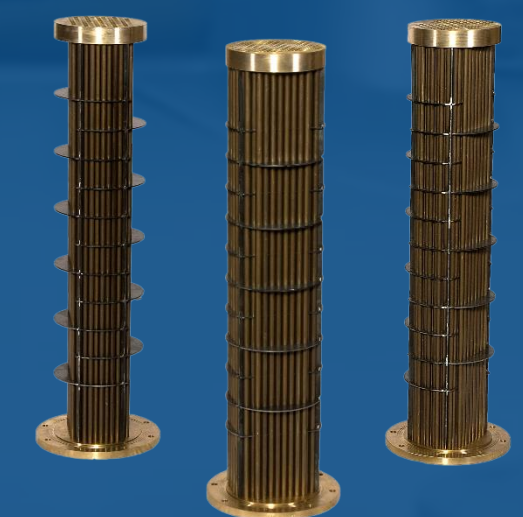
MGO Coolers



MGO Cooling Unit



Tank Cleaning Heaters



Water - Oil Coolers



## Industries

### Our cross-sectoral approach

Through 40 years of experience, FARAD S.A. has acquired valuable knowledge and technical expertise in 5 different industries

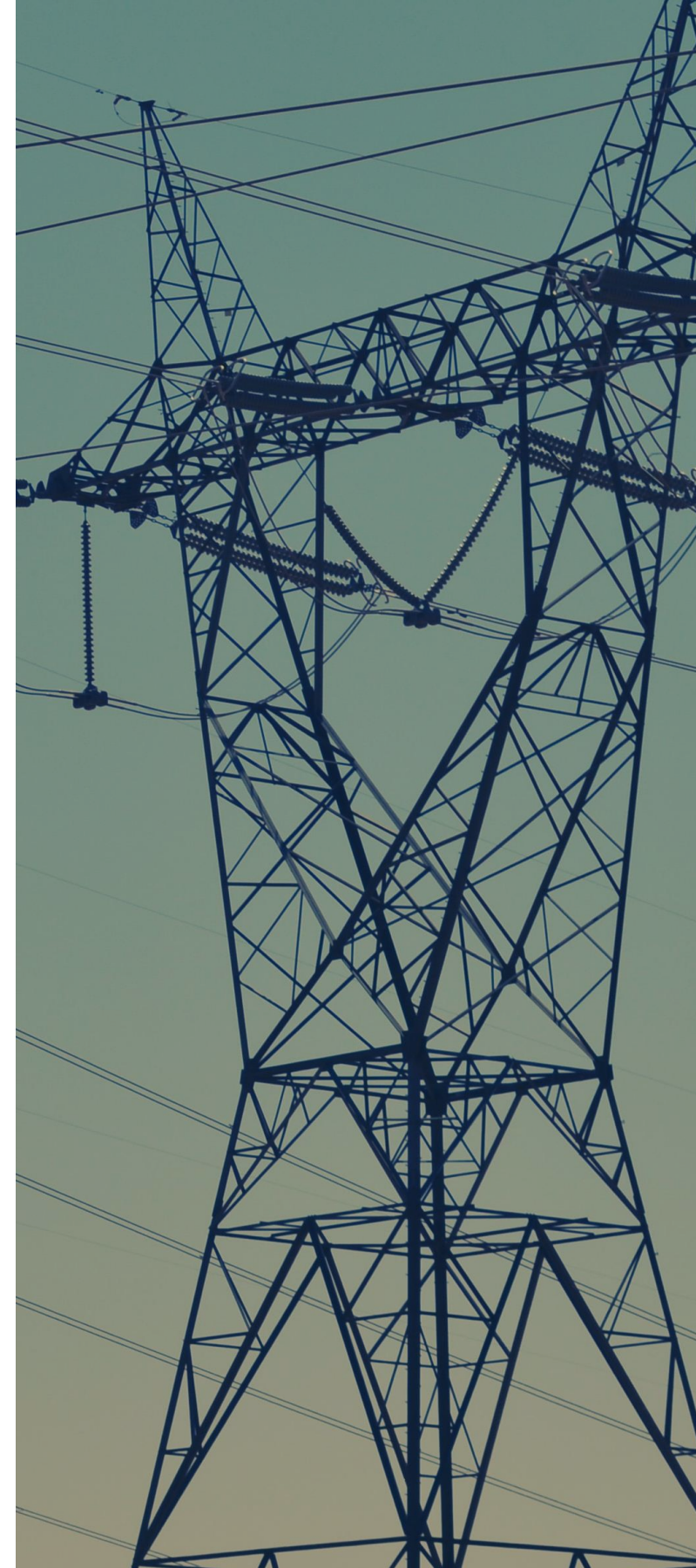
Marine



Petrochemical



Energy



Food & Beverage



HVAC & Refrigeration





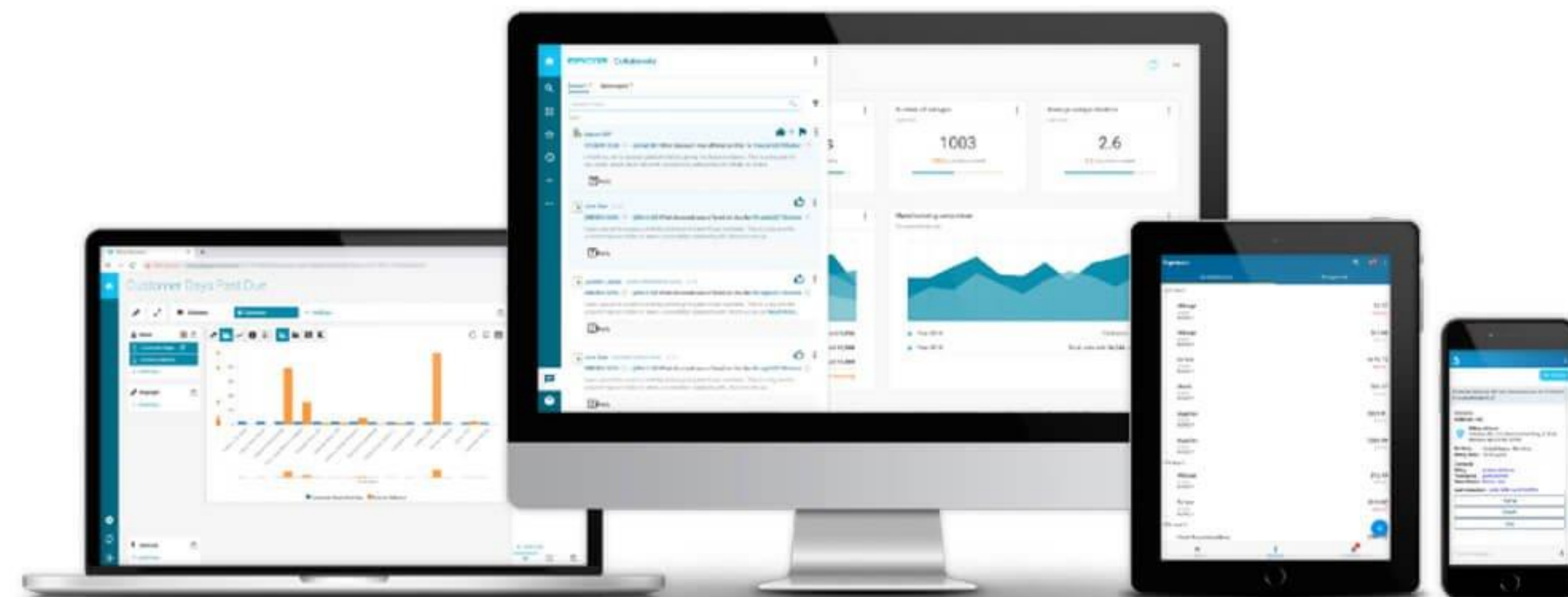
## Customers



- Australia
- Austria
- Canada
- China
- Egypt
- Finland
- France
- Germany
- Greece
- India
- Ireland
- Italy
- Japan
- Malaysia
- Oman
- Portugal
- Romania
- Singapore
- South Korea
- Spain
- Turkey
- UK
- USA

# Choosing ATC & Epicor ERP

- Epicor ERP is an enterprise resource planning software built for the precise needs of mid-sized and large businesses involved in manufacturing and distribution.
- Athens Technology Center (ATC) is the Epicor ERP Authorized Distributor for Greece and Cyprus , with +15 certifications based on successful implementations.
- Cloud – forward | Flexible | Mobile | Extensible | IoT-Enabled



# Product Configurator – Challenges

- Make to Order products
- Quote pre-costing
- Sales and production team's coordination
- Full versatile production process

# Product Configurator – Solution

- Configurator Designer
- Product Designer
- Revisioning
- Workflows
- Rules





**EPICOR**

**22105**

- ASM: 0 PHE
  - Subassemblies
    - ASM: 1 Certification
      - Subassemblies
      - Operations
      - Materials
    - ASM: 2 PHE Covers
      - Subassemblies
      - Operations
        - Opr: 100 OP: PL-CUT
          - Resources
            - OpDtl: 10 Plasma Cut Work
            - OpDtl: 20 PlasmaCut
          - Mtl: 100 Steel
        - Opr: 110 OP: PL-CUT
          - Resources
            - OpDtl: 10 Plasma Cut Work
            - OpDtl: 20 PlasmaCut
        - Opr: 200 OP: CNC-MIDR
          - Resources
            - OpDtl: 10 CNC Employees
            - OpDtl: 20 CNC Machines
        - Opr: 300 OP: ST1-WEL1
          - Resources
            - OpDtl: 10 St1-Steel work
            - OpDtl: 20 SteelShop Fronius 1
          - Mtl: 400 02201
          - Mtl: 500 02201
          - Mtl: 600 02201
          - Mtl: 700 02201
      - Materials
        - Mtl: 100 Steel
        - Mtl: 400 02201
        - Mtl: 500 02201
        - Mtl: 600 02201
        - Mtl: 700 02201
    - ASM: 3 PHE Carring Bar
      - Subassemblies
      - Operations
        - Opr: 100 OP: CNC-MIDR
          - Resources
            - OpDtl: 10 CNC Employees
            - OpDtl: 20 CNC Machines
          - Mtl: 100 Inox
        - Opr: 200 OP: LAT-PL
          - Resources
            - OpDtl: 10 Lathe work
            - OpDtl: 20 Lathe
        - Materials
          - Mtl: 100 Inox
      - ASM: 4 PHE Plates
        - Subassemblies
        - Operations
          - Opr: 100 OP: PHEASM
            - Resources
              - OpDtl: 10 PHE Employees
              - OpDtl: 20 PHE Production

Text		Operating Pressure Max	Test Pressure
<input type="text" value="Water"/>	<input type="text" value="STEAM"/>	<input type="text" value="11.0"/>	<input type="text" value="16.50"/>
<input type="text" value="STEAM"/>		<input type="text" value="12.0"/>	<input type="text" value="18.00"/>

<input type="text" value="Test Factor"/> <input type="text" value="1.50"/>	<input type="checkbox" value="Overwrite Factor"/>
--	---

<input type="text" value="Result Model"/> <input type="text" value="NBL"/>
<input type="text" value="Gasket Material"/> <input type="text" value="EPDM"/>
<input type="text" value="Model Frame"/> <input type="text" value="N - Carbon steel free standing 2 floor fixes"/>
<input type="text" value="Pressure Class"/> <input type="text" value="B"/>
<input type="text" value="Material Finish"/> <input type="text" value="L - CS painted"/>

Port	Type	DN	Part Number
A	<input type="text" value="Flange"/>	<input type="text" value="DN50"/>	<input )="" -="" a105"="" sop="" steel="" type="text" value="02201 - Flange JIS B2220 5k 50A (2"/>
B	<input type="text" value="Flange"/>	<input type="text" value="DN50"/>	<input )="" -="" a105"="" sop="" steel="" type="text" value="02201 - Flange JIS B2220 5k 50A (2"/>
C	<input type="text" value="Flange"/>	<input type="text" value="DN50"/>	<input )="" -="" a105"="" sop="" steel="" type="text" value="02201 - Flange JIS B2220 5k 50A (2"/>
D	<input type="text" value="Flange"/>	<input type="text" value="DN50"/>	<input )="" -="" a105"="" sop="" steel="" type="text" value="02201 - Flange JIS B2220 5k 50A (2"/>

	On Hand	Job Demand	Open PO
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>

Extra Costs	
Assembly	Type
<input type="text" value="Accessories"/>	<input type="text" value="Other"/>
<input type="text" value="Main"/>	<input type="text" value="Material"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>

	Material	SubContract	Other	Setup Hrs	Prod Hrs
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="537.69"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.92"/>	<input type="text" value="6.25"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="0.00"/>	<input type="text" value="600.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.50"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="400.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
<input )="" -="" a105"="" sop="" steel="" type="text" value="Flange JIS B2220 5k 50A (2"/>	<input type="text" value="140.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>

Quoted	<input type="text" value="7.67"/>	<input type="text" value="1,901.56"/>	<input type="text" value="305.60"/>	<input type="text" value="318.30"/>	<input type="text" value="677.69"/>	<input type="text" value="600.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.92"/>	<input type="text" value="6.75"/>
Optional	<input type="text" value="0.00"/>	<input type="text" value="400.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="400.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
Summary	<input type="text" value="7.67"/>	<input type="text" value="2,301.56"/>	<input type="text" value="305.60"/>	<input type="text" value="318.30"/>	<input type="text" value="677.69"/>	<input type="text" value="600.00"/>	<input type="text" value="400.00"/>		



# Product Configurator – Benefits

- Lean approach of sales processing
- Minimization of workflows idle times
- Minimization of data entry errors
- Automated pre-costing and sales order processing
- Minimization of time and errors of sales order processing
- Consolidate +200 Boms in one Configure Part



# Thank you For your attention

## CONTACT

14 Alon street  
Piraeus 185 40,  
Greece / Europe

**Phone** - +30 21 0422 7410

**Email** -

sales@farad.gr

**Website**- [www.farad.gr](http://www.farad.gr)



*we work on quality*