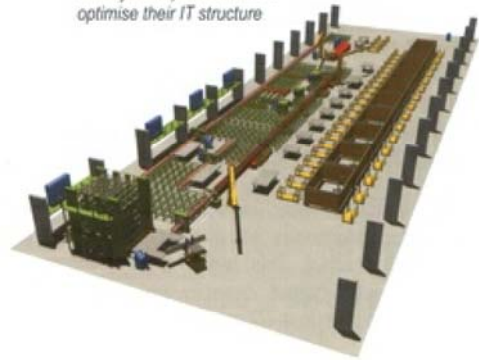


3R Software Solutions optimistic about 2010

While the impact of the global financial crisis can be felt throughout the industry, German software developer and consultant 3R is cautiously optimistic. Managing director Georg Schulze-Dürr explains: "Optimisation and automation is more important than ever before. Companies have to examine their IT-structure and production methods in order to remain competitive. And we have more than thirty years of experience in the field, so we are a logical partner for them."

Indeed 3R Software Solutions offers a wide variety of software applications for the tube industry, from CAD platforms running on portable tablet PCs to full workshop control systems. Each application was specifically developed to meet the demands of both construction departments and machine operators, often

3R says companies need to optimise their IT structure



implementing ideas and suggestions from customers, to make the software more user-friendly and convenient.

"Customer input has always been very important to us," Mr Schulze-Dürr said. "We want to make sure that the customer has all the functions he needs, and if there is something we do not have, we try to integrate it if possible. All of our software is customer-specific, as are all of the workshop layouts we propose."

These workshop layouts, which are developed after extensive consultation with machine operators, shop foremen, department heads and all other involved parties, are one of the most powerful tools at 3R's disposal.

Analysing the existing production volume and flow of material, and taking planned future output volume into consideration, they recommend the machine configuration and arrangement that they consider ideal for the restructured tube shop.

In combination with their software package they calculate an average increase in efficiency of 50%, always depending on existing structures. "The amount of time and money that can be saved if fabrication is automated should not be underestimated. Often workshop personnel spend as much time moving spools from one machine to the next as they do

actually working with the machines. We try to cut down on this time wherever we can, while always striving to improve the actual quality. Of course there is an initial investment for new machines and fully automatic transport systems, but this investment can usually be recouped very quickly. And after that, all savings due to our system are added profit."

With the crisis still looming in 2010 it is important to find ways to increase efficiency and remain competitive. And that is exactly what 3R Software Solutions offer.

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