

# SUCCESS STORIES



Ferno-Washington is a leading manufacturer of medical devices, ambulance cots, stretchers and related products for emergency, mortuary and healthcare markets. Because collaboration is critical to its global engineering design teams, Ferno relies on Dassault Systèmes SolidWorks Enterprise PDM powered by Microsoft SQL Server 2008 data management software.

## Ferno designs for success with SolidWorks and Microsoft SQL Server

Sharing data and design files across multiple time zones can keep even seasoned executives awake at night. But not at Ferno-Washington. Ferno relies on SolidWorks Enterprise PDM for its product data management (PDM) system, which uses SQL Server 2008 and runs on the Windows Server 2008 operating systems. With high availability and real-time data access, this flexible solution gives Ferno design engineers and its other employees the ability to easily collaborate across its 14 locations worldwide.

### REAL-TIME ACCESS TO DATA AND FILES

All engineering groups at Ferno get speedy access to data through a centralized PDM vault in Wilmington, Ohio, and three archive servers on three different continents. The archive servers contain replicated copies of everything in the PDM vault, including the CAD, CAM and CAE files, while a virtual private network provides round-the-clock connectivity.

Because SQL Server 2008 supports the extensive use of metadata, employees who log on to SolidWorks Enterprise PDM can search for files using several different terms, which makes finding information a snap. When an engineer checks out a file from the PDM vault, SolidWorks Enterprise PDM sends the file from the closest archive server. The application then locks the file, records who has it, and updates its status within the vault and on the archive servers. Other employees can view only the most recently saved copy until the file is checked back in. "We now have a global engineering force that has the capacity to share workloads," says Jon Brunke, CAD/CAM Administrator at Ferno-Washington.

Ferno engineers can easily reuse parts by viewing plans from others and quickly modifying them, eliminating the need to transfer files. Exchanging data with suppliers is also easy. "Most of our suppliers can read SolidWorks files," Brunke says. "If not, we save the files using the eDrawings format."

### INCREASED PRODUCTIVITY WITH REDUCED UNSCHEDULED DOWNTIME AND COSTS

Since its deployment in 2008, the SolidWorks PDM solution has helped Ferno raise productivity while dramatically cutting downtime and costs. "We have had zero unscheduled downtimes," Brunke says. He estimates the company has saved \$10,000 through improved productivity by eliminating FTP file transfers, and has cut costs by \$15,000 annually in Wilmington alone, from time saved in file searches. With only one database to update—compared to several before—administrative expenses have fallen too. And software maintenance costs have declined by 4%, even though Ferno has upgraded its design capabilities with finite element analysis (FEA) and 2D and 3D prototyping.

Today, no one at Ferno is losing sleep over sharing files and data. Instead, they have embraced the SolidWorks Enterprise PDM system with SQL Server 2008. Brunke put it succinctly: "It's wonderful. The system just runs."

For more information:  
[www.ferno.com](http://www.ferno.com)  
[www.microsoft.com/sqlserver](http://www.microsoft.com/sqlserver)  
[www.3ds.com/life-sciences](http://www.3ds.com/life-sciences)

