

# Company Profile

## ALBAT+WIRSAM

english



## The Company

ALBAT+WIRSAM Software GmbH  
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GERMANY

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Fax + 49 6403-643 90

software@glaston.net  
www.a-w.de

### Line of Business

Software development for the flat glass industry as well as for window and door manufacturers

### Employees

Approx. 220 employees world-wide

### Regular Customers

Currently about 1000

## Company History

### Formation

ALBAT+WIRSAM was founded in 1977 by Dr. Renate Albat and Dr. Dr. Bernd Wirsam as a Private Limited Company.

### Development

From the day the company was founded, it has been on the up and up. The enormous success of ALBAT+WIRSAM is mainly based on the practical software systems, tailored to the needs of the flat glass industry, based on a thorough knowledge of this industry.

This competence is supported by specific developments for the window and curtain-walling industry.

Since 1988, the company has been growing rapidly, from 20 employees then, to almost 220 today. All this is assisted by various co-operations in the area of software development and marketing. Today, ALBAT+WIRSAM are an international group of companies.

In June, 2007, ALBAT+WIRSAM became a member of the Glaston Corporation.

## The Philosophy

- Specializing on the variant-producing industry such as glass, window, and door manufacturers
- A combination of glass industry-specific, and IT know-how
- Fair customer relations
- Co-operations and networking with technology partners
- Closeness to the market through world-wide subsidiaries
- Global approach to software development – dealing with the customers in their own language
- Generous re-investment



## The Company Structure

### Management Directors

Günter Befort (Chairman)

George Evers

### Power of Attorney

Dr. Klaus Mühlhans

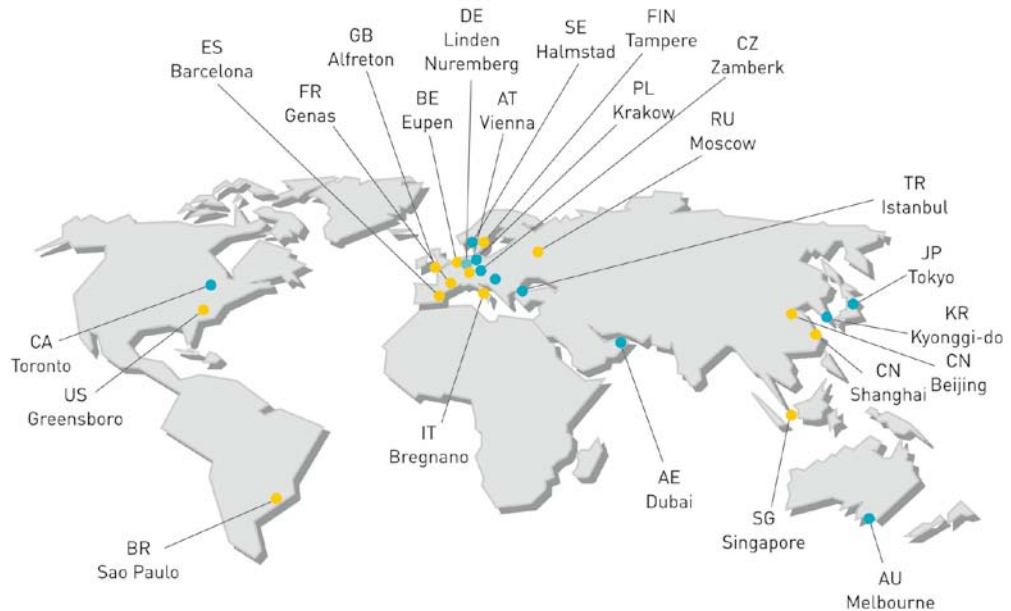
Stephan Müller

Ralf Kurpjuhn

## The ALBAT+WIRSAM Group of Companies

To keep close to the market and the customers, ALBAT+WIRSAM have set up their own subsidiaries, holding companies, offices, and agencies all over the world.

Austria • Australia • Belgium • Brazil • Canada •  
China • Czech Republic • France • Germany •  
Great Britain • Italy • Japan • Korea • Poland • Russia •  
Scandinavia • Singapore • Spain • Sweden • Turkey • USA



ALBAT+WIRSAM world-wide

● ALBAT+WIRSAM Sales & Service  
● Glaston Office

## Scope

The ALBAT+WIRSAM group are developing and marketing complex software solutions for the glass, window, door, and curtain walling industry.

The scope matches the general philosophy of ALBAT+WIRSAM, offering integrated solutions to increase the profitability of the glass industry (flat glass with the focus on architectural glass, with an increasing share in automotive glazing).

Apart from intelligent, innovative products, implementing integrated concepts also involves individual service which, among others, includes the close co-operation with machinery and system manufacturers. Especially as a member of the Glaston group, we can offer comprehensive concepts consisting of software and machinery solutions. This allows us to offer optimum consulting and service.

All of ALBAT+WIRSAM's software concepts are tailored solutions, created through intensive co-operation with our customers.

The speciality of ALBAT+WIRSAM's solutions is that not only the internal requirements of the customers are analyzed and taken into account – we also include the communication with their suppliers and customers (dealers for instance). The result is an efficient network of market partners to increase their competitiveness.



## The Most Important Products

### Software for glass

#### ERP Systems

**ALCIB** – The integrated ERP solution for the flat glass industry. With Informix or ORACLE on UNIX, compatible with WINDOWS NT, the integrated, complete ALCIB solution covers all commercial, production and logistical organization requirements of a company. ALCIB has been developed with the goal of all-round and rationalization solutions for the glass industry: for groups of companies and company affiliates.

**ALFAK** – The modular order processing system for network configurations features a fully graphic surface.

#### PPS Systems

**ALCIM** – The modular Production Management System for IG, toughened and laminated safety glass operations; fully networked production; on-line control of processing stations; on-line monitoring and display of production data.

#### Optimization Systems

**DynOpt** – Premium system for the dynamic, fully automatic cutting and sorting organization; complete guidance of high-tech sorting systems like HEGLA SortJet and BYSTRONIC first'sort; perfect sequencing with highest yield and minimum leftovers.

**XOPT** – Cutting optimization for extremely low residual rates in any size of glass operation; direct control of all standard cutting tables; management of cutting and stock sizes; output via printer or display via the graphic monitoring system XTV.

#### CAD Systems

**Shaping & Nesting** – CAD/CAM system for free-form shapes in building & automotive glass; fully graphic user surface; interfaces to the digitizing equipment (e.g. digitizing table, Virtual Digitizing, etc.).

**AWDesign** – CAD/CAM system for free-form shapes in building & automotive glass; fully graphic user surface; interfaces to the digitizing equipment (e.g. digitizing table, Virtual Digitizing, etc.).

#### Process Controlling

**XOPT-ON** – Optimization and control system for production environments requiring the highest flexibility in cutting configuration, handling of residual plates and the automatic re-cutting of broken or imperfect sheets.

**ToolTV** – A control software for processing stations used at the registration terminals for the processing machinery. ToolTV provides detailed information on the imminent processing steps including true-to-scale production sketches.

### Software for Windows and Doors

**CANTOR** – The complete ERP solution for administration, trade and production within the window and door industry. Options include order processing, production and dealer interfacing software and complete management systems for time, production, materials, shipping and logistics.

You will find further product information on the internet at [www.a-w.de](http://www.a-w.de)

## The ALBAT+WIRSAM Group

### Headquarters

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## America

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## Agencies

To expand the international sales network, ALBAT+WIRSAM are cooperating with small, specialized software suppliers in various countries.

All agencies representing ALBAT+WIRSAM will demonstrate and explain the products, but will neither install them, nor offer training.

Currently, we have agencies in:

## Japan

Correns LTD.  
Iino Building  
1-1, Uchisaiwai-Cho, 2-Chome  
Chiyoda-Ku  
Tokyo 100-0011  
JAPAN  
Tel. +81 3 3501 23 61  
Fax +81 3 3501 53 09

## Korea

UCS Corporation  
Mr Yong-Guk, LEE  
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Email: ucsllee@korea.com

## China

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## ALBAT+WIRSAM Holding Companies

To form synergies for the development of technical software, ALBAT+WIRSAM are closely cooperating with the following, specialized software suppliers:



BITEC GmbH  
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