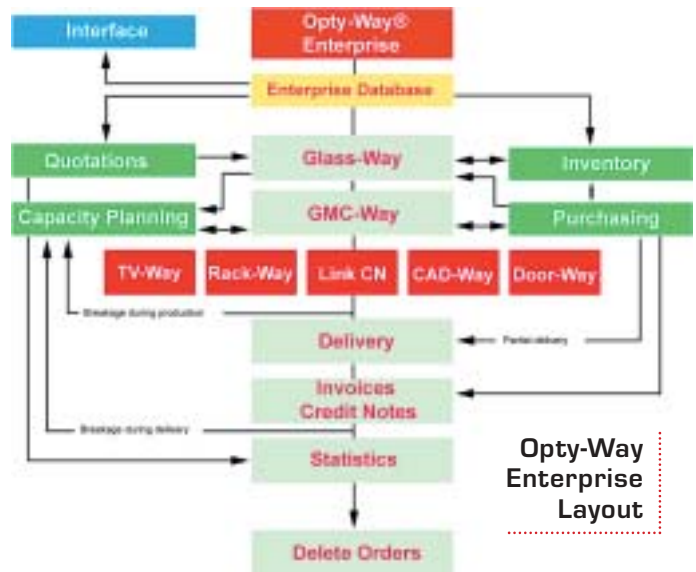


Optima: total glassworks management

During its ten years of activity, Optima has developed and realized Windows-based software for glassworks involved in the processing of flat glass, from administration to sales management, from production to control and shipping of the final product.



The staff at Optima

In this article, the company presents its product par excellence, Opty-Way Enterprise, the first Italian system, developed in Windows®, for the glass sector.

*Cristian Zanca**

OPTIMA SRL

Optima has been present in the sector of Information Technology applied to flat glass processing and, in general, to all processing sectors with tools on flat surfaces since 1994.

The international aim of Optima has, in the last few years, been further confirmed with the opening of branches in France, North America and Canada, and with the opening of a branch in Spain, scheduled for 2006. Moreover, the articulation of a widespread network of agencies that cover almost totally the worldwide market puts Optima in a position to be able to guarantee its clients a high level of competence and technical assistance.

To each of its clients – the most important companies of the sector – Optima guarantees the availability of a high-quality product, continuously updated technology, hot line for assistance, as well as technological collaboration in the development of new products.

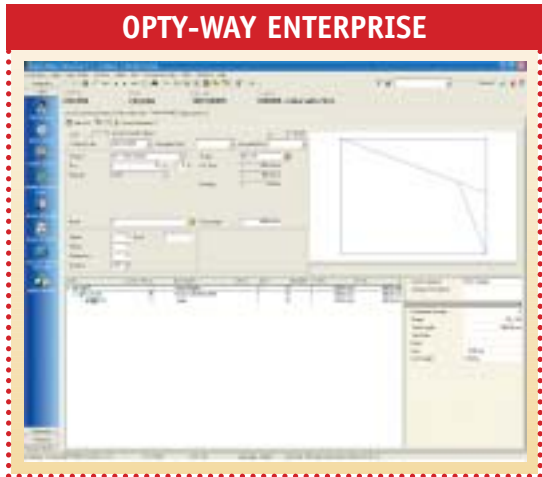
Optima is also present on the Internet, with its website www.optima.it, used mostly for information, but also, and above all, for clients' assistance. In fact, Optima ensures its clients high-level online service. Always studying the best ways to connect with companies, guaranteeing the certainty of the connection, avoiding the risk of intrusions. The online assistance has, for some years now, been the main objective of all companies, but there are still very few able to guarantee care and protection at such a high level.

OPTY-WAY ENTERPRISE

Opty-Way Enterprise is the first project of an Italian company, entirely in Windows, specifically thought up and developed for glassworks. For many years, glassworks have had to adapt to the use of systems that were not specifically designed for their activities, and, therefore, decisively inferior to their needs, or had to pay high prices for the possibility of utilizing software created for other companies.

It is for this particular sector of companies, obliged to use systems that are ever more limited in performance, other than being extremely expensive, that Optima has thought about in the creation of Enterprise.

Enterprise is aimed at companies that are not usually involved with informatics, and are, therefore, able to appreciate the openness of the product, its simplicity of use, and the guarantee

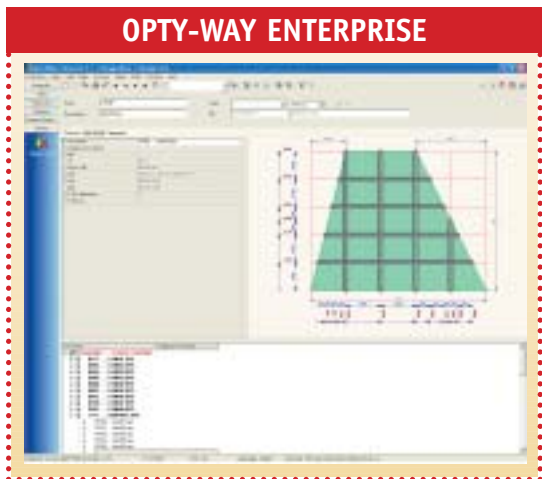


of investment savings that only the use of products based on standard systems can guarantee. The technology, the use of the largest database on the market, as well as the possibility of managing applications regarding client/server of three levels enable, moreover, the easy and efficient migration towards systems that can evolve side-by-side with the needs of the user.

Opty-Way Enterprise is the only solution able to cover all the demands of glassworks, from administration to sales management, from production to control and shipping of the final product.

THE WORLD OF GLASS: SO DIFFERENT AND PARTICULAR

Opty-Way Enterprise was developed expressly to manage and integrate all the typi-



cal and different problems involved in glass handing. These range from the input of the X, Y and Z dimensions, to shape definition; from the simple definition of a double glazed unit, up to the building of a complex structural façade; from the setting up of grinding operations, up to the attribution of all kinds of processes on NC systems.

All this in an integrated modular system, which defines and follows the entire route of a piece of glass in the production cycle of the glassworks. In this way, therefore, it is possible to follow the piece of glass from the moment in which the relationship with the client is started up, from the definition of an offer or estimate, up to the conclusion of the same relationship, and the shipping of the product.

Among the main features of this product, we would like to highlight: graphic interface in Windows, clients/suppliers/contact files, article files, basic (management and graphics) sheets, handling and planning of the production, cutting optimization, management of the production and shipping racks, production statistics that can be personalized by the user, connections with each automatic cutting machine and/or bending, multi-language and multi-measuring unit.

The possibility, therefore, of depending on a single database guarantees the maximum yield of the company's informatics system, both in terms of productivity and also of certainty of the information. In this light, it becomes very important to rely on a series of

OPTY-WAY ENTERPRISE SALES QUOTATIONS



CAD-WAY



products, specific and specialized in the processing of glass.

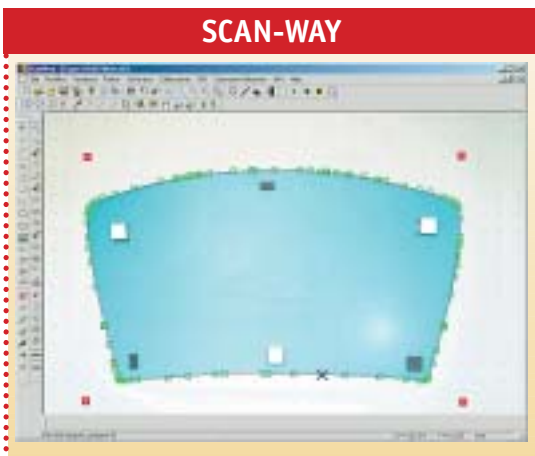
The Opty-Way Enterprise system exploits complete integration with *Opty-Way*®, for cutting optimization of straight and shaped cutting, and the connection to the most widespread and important cutting plants, as well as CAD/CAM processes. The basic characteristics are:

- *Opty-Way*® mono-user system, in Windows, for the management of glass cutting. High yield of optimization of scrapped glass. Directly connected to automatic cutting systems. Management of orders, warehouse, offcuts, production racks. CAD drawing systems, as well as by means of storage of predefined parametrical shapes.
- *CAD-Way* bi-dimensional CAD for the creation of parametrical and free hand shapes. Drawing system for all kinds of original graphics. Import/export of the most well known graphics of the sector. Gathering and treatment of images by means of a scanner;
- *SCAN-Way* module able to obtain and elaborate an image by means of a scanner or digital camera in order to obtain a drawing that can be processed by the drawing module;
- *CAM-Way* – CAD/CAM software system to generate 2D/3D drawing and processing profiles parametrically. Direct link with NC automatic processing plants;
- *Door-Way* – software system for the parametrical construction of simple glass doors up to complex glass façades, built on more than one surface and with different working technologies.

- *Optistrato* – interactive management of optimization and cutting of laminated glass. Automatic sequential layout of personalized cuts on the worktable. Calculus algorithm for the reduction of work times for the automatic worktable. Direct connection to the NC of the automatic or semi-automatic cutting table;
- *TV-Way* – system of visualization of cutting table or of the material on the cutting table or shears. Sequence of the cuts, cross pieces, zoom of the images, indication of quotes, processes, racks and/or trestles;
- *Rack-Way* – management module of the exit sequences or flow of materials in process. Integrated system with the optimization algorithm for the calculations of the flows and reduction of scrapped material.

CONTINUOUSLY INNOVATIVE PRODUCTS

Optima had a completely innovative product on show at the 2004 edition of *glasstec* – the Scan-Way. This programme enables to obtain the characteristics of a product to be created in glass by means of a scanner or digital camera, and to identify the characteristics needed for the creation of the same product. Scan-Way facilitates and speeds up work in the glassworks and responds to the most classical of the needs of glassmakers who, each day, work with templates and architects' drawings, and must revert to the CAD system in order to start up production of the article.



OPTY-WAY CUTTING OPTIMIZATION SOFTWARE

Opty-Way® cutting optimization software, which enables to connect and pilot simultaneously the following equipment:

Cutting tables		Bending machines
Bavelloni	GED	Bayer
Billco	GFPM	Emar
Bottero	Hegla	For.El.
Bystronic	Intermac	Lisec
Bolla	Lisec	Rjukan Metal
Csm	Macotec	Simec
CMS Ysicam	Maver	Valmac
CMT	MTL	
Coopmes	Pannkoke	
Daura	Tecnometal	
Elorglass	Tuomas	
For.El.		

Scan-Way software eliminates all these phases since, directly from a drawing or from a photo, it immediately permits the start up of production without having to revert to particular technical knowledge of the system. Costs are lowered, and there is no need for specific skills for its application. Simplicity of use, ease of use, can be used by all; these are the benefits of Scan-Way, a product that will certainly obtain considerable success. ■

**Foreign Sales Manager*



Optima Srl

Via per Crevalcore 5/C
40017 S. Giovanni in Persiceto
Bologna

Italy

Tel: +39 - 051 - 826336

Fax: + 39 - 051 - 825182

E-mail: optima@optima.it

www.optima.it