



Win Announcement

Account Location **Winnebago Industries**
 Forest City, Iowa, USA

Sales rep Partner **Vern Heyer & Eric Williams**
 VMH International

Competition Lead Source **3DVIA**
 Existing VMH Customer

Products **RapidCatalog**



<p>Issue to be solved</p> <p>Delivery of materials via an HTML environment for ease of use/access. Help them expand and build on their spare parts business. Ease of use with customer interaction.</p>
<p>Reason for selecting Cortona3D / criteria for selection</p> <p>Able to add Shopping Cart functionality, with ease of use and coordination of systems. Lightweight file translation. Ease of use of Rapid tool.</p>
<p>Plans for implementation</p> <p>Custom development completed and implementation of tools - May 2010 Go live with Winnebago product catalogs on-line - 2011</p>
<p>3 reasons they bought this product from us</p> <p>Existing trusted supplier relationship with VMH User friendliness of product Integration with their existing PLM product (Siemens PLM)</p>
<p>Company / division / department description</p> <p>Winnebago Industries, Inc., is a leading United States (U.S.) manufacturer of motor homes, self-contained recreation vehicles used primarily in leisure travel and outdoor recreation activities. The Company builds quality motor homes with state-of-the-art computer-aided design and manufacturing systems on automotive-styled assembly lines. The Company markets its recreation vehicles on a wholesale basis to a diversified dealer organization located throughout the U.S., and to a limited extent, in Canada. In 2008 the North American dealer network comprised 280 locations.</p> <p>The technical publications team has 8-12 people – a mixture of authors and illustrators.</p>