



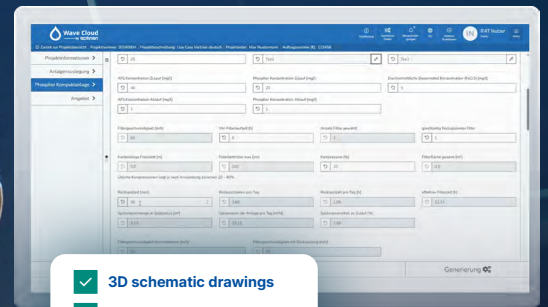
# Sales Manager

by **zähnen**

## Automated quotes. Standardized. Created in minutes.

The software module for technical design and the entire sales process, from initial contact to order placement

— Seamlessly integrated into the Wave Cloud by zähnen Plattform.



- ✓ 3D schematic drawings
- ✓ Quotes
- ✓ Additional documents



# Automated quotation saves time, ensures quality & expertise.



## Your problem time pressure, mistakes & dependency

Manual creation of quotes takes time and trust, without standardization and automation, the error rate increases.



Sales and technical departments lose time, patience and revenue due to a lack of automation.



Slow, inconsistent quotes cost customer trust and let competitors get ahead.



Design and sales expertise is tied to specific individuals and brings sales activities to a stop if they are absent.



Sales Manager  
by **zahn**

## Your digital sales solution with system intelligence

The Sales Manager generates technically accurate, standardized & sales-driven quotes in minutes, fully automated.



Standardized components & processes, customized to meet your specific needs.



Multilingual configurator for quick quotes in international markets.



All relevant information consolidated into a single platform.



Supplementary technical documentation is generated automatically.



Quotes and documents are created in a standardized format.

— BENEFITS

# Measurable ROI: Your efficient leverage for sales growth

Instantly generate 100% consistent documents from a single data source.

**60 %\***

increase in  
quotes' volume  
for international sales

**70 %\***

less time spent  
preparing quotes

- ✓ Automated upselling increases order value
- ✓ Digitally securing your sales expertise
- ✓ Fewer follow-up inquiries & shorter turnaround times
- ✓ Minimizes coordination efforts
- ✓ Consistent quote quality
- ✓ Increased revenue



15-Minute  
Demo:  
Experience  
the Sales  
Manager live

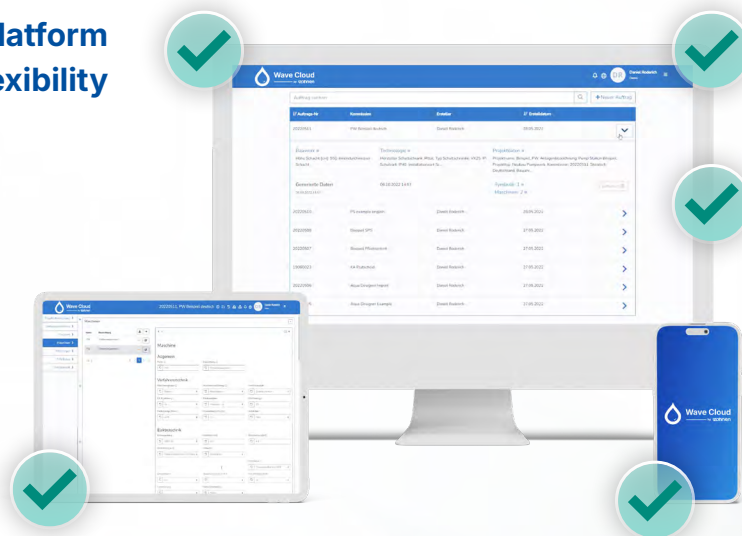


\*Project-based projections; results vary depending on scope and data quality

# Digital customization according to your standards.

Custom configuration based on customer requirements

High platform flexibility



Integration with existing systems  
(interfaces to ERP, among others)

Flexible adjustment to customer processes

Single Source of Truth as a central database

24/7

**Smart Planning**

Work together and see changes instantly.



**Part of the Wave Cloud platform**

Seamlessly integrated into a certified system environment.



**One cloud, one database**

Everyone involved has access to the most up-to-date version.

# Smart document output



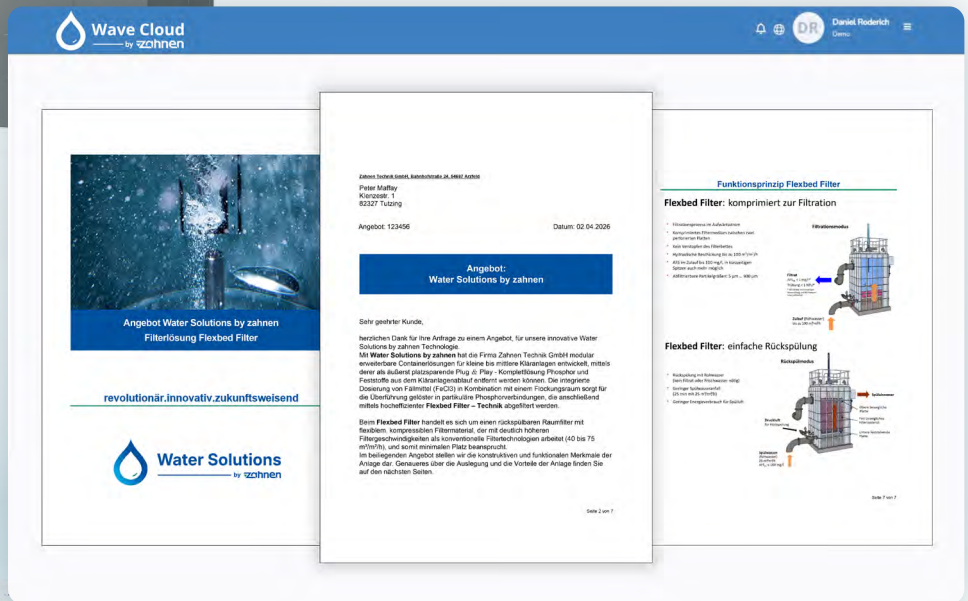
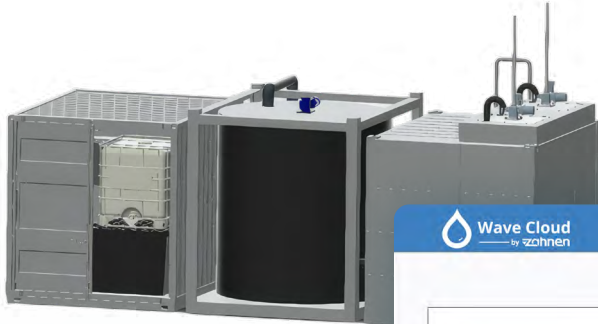
**Get started with the Sales Manager**

Full data consistency at every step



**Integrate systems**

Seamless interfaces with your existing IT systems



## POSSIBLE DOCUMENTS

3D drawings

Quotes & Additional documents

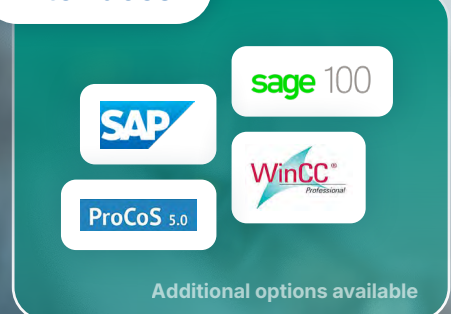
and many more...



## Interfaces for generation



## Interfaces



# How to get **your own** Pre Planner.

How do you preserve valuable expertise & make it accessible for the entire team?

With Wave Cloud, we transform your unique business processes into an intelligent, digital environment.



**Sales Manager**  
by **zähnen**

1

ANALYSIS

## Wave Cloud Workshop

Our experts and your project team define your requirements directly on-site.

- **SCOPE DEFINITION**  
Defining your requirements for the platform.
- **FRAMEWORK**  
Definition of interfaces & user.
- **CONCEPT**  
Development of a detailed implementation concept for your custom Wave Cloud application.

2

IMPLEMENTATION

## Building your solution

We build your custom configuration and make your knowledge accessible.

- **KNOWLEDGE STANDARDS**  
Joint definition & digitization of your standards.
- **EARLY PROTOTYPING**  
We incorporate user feedback early on to ensure the solution is optimally tailored to your daily workflow.
- **CUSTOM CONFIGURATION**  
Development of a custom interface tailored to your specific needs.

3

GO-LIVE

## Training on the Job

Once the system is handed over, your Sales Manager will be there to support you in every project.

- **INDEPENDENT WORK**  
Intuitive use of the platform by your team.
- **CONTINUOUS OPTIMIZATION**  
Ongoing development of features.
- **SUPPORT**  
We guide the rollout and ensure quality.
- **USERS & LICENSES**  
Unlimited users and a flexible licensing model.

— ERROR-FREE CONFIGURATION WORLDWIDE

# Example of success AQUACONSULT

The goal was to automate and internationalize the complex process from design to document creation.

Customized Solution  
for Configuration

**AEROSTRIP®**  
Diffusers

AUTOMATED  
CALCULATION & TEMPLATES

**Speed**

Quotes in minutes instead of hours

SETTING UP THE  
QUOTES LOGIC & STANDARDS

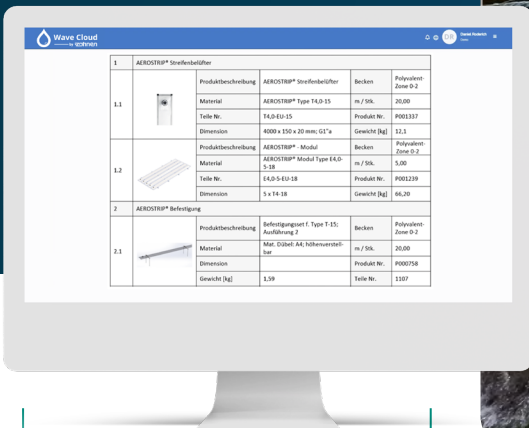
**Structured**

Consistent processes for every quote

MULTILINGUALISM  
(PLATFORM & DOCS)

**Scalable**

40+ users worldwide, active 24/7



1 AEROSTRIP® Oberflächenlüfter			
1.1	Produktbeschreibung	AEROSTRIP® Oberflächenlüfter	Becken
	Material	AEROSTRIP® Typen E4.0-15	Polystyrol Zone D-2
	Teil-Nr.	E4.0-15-15	Produkt-Nr.
	Dimension	4000 x 150 x 20 mm G17a	Gewicht [kg]
1.2	Produktbeschreibung	AEROSTRIP® Modul	Becken
	Material	AEROSTRIP® Modul Typen E4.0-5-18	Polystyrol Zone D-2
	Teil-Nr.	E4.0-5-18	Produkt-Nr.
	Dimension	5 x 14-18	Gewicht [kg]
2 AEROSTRIP® Befestigung			
2.1	Produktbeschreibung	Befestigungspart f. Typen T-15; Ausführung 2	Becken
	Material	Max. Dübel: A4; Nibbelverschiebbar	Polystyrol Zone D-2
	Dimension	E4.0-5-18	Produkt-Nr.
	Gewicht [kg]	3.39	Teil-Nr.

ERP INTEGRATION & IMAGE SUPPORT

**Simple**

Intuitive operation. ERP & CRM interfaces included

DEFINITION OF TEMPLATES & PRICING LOGIC

**Efficient**

Standardized templates & prices

LOGIC FOR AERATORS, PIPES & ACCESSORIES

**100% faultless**

Only compatible parts can be selected



**Gerald Glaninger**

Managing Director  
AQUACONSULT Anlagenbau GmbH



WAVE CLOUD IS OUR DIGITAL GROWTH BOOST:

We have scaled our expertise globally and can now guarantee error-free configuration of complex systems at the click of a button. For our 40 international users, this means maximum security and significant time savings.

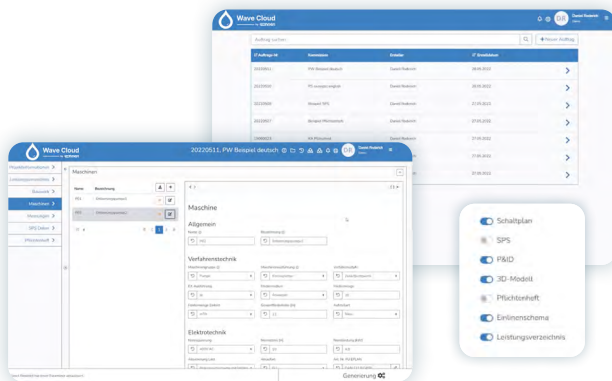
# Expertise in submitting offers with configuration.

We support your water treatment system throughout its entire lifecycle.



**Wave Cloud**  
by **zahn**

✓ **Seamless flow of information from the initial sketch to the digital twin.**



**Control Cloud**  
by **zahn**

✓ **Takes over intelligent monitoring during operation.**

## Your Benefits IN FOCUS

- **PRESERVING KNOWLEDGE, FIGHTING THE SKILLS SHORTAGE**  
Practical knowledge is stored in a structured digital format and remains within the company, independent of individual employees. At the same time, structured processes boost the efficiency of existing teams.
- **SAVE TIME & REDUCE COSTS**  
Routine tasks are automated. This reduces manual effort, minimizes errors by providing a single source of truth, and frees up time for strategic tasks.
- **MAKING COMPLEXITY MANAGEABLE**  
All work steps are logically linked within a single system: transparent, traceable, and structured.

## 4 Wave Cloud Modules



### Pre Planner by zahn

#### Planning

Preliminary process engineering and technical specifications form the digital starting point.



### Detail Engineer by zahn

#### Engineering

Takes the Pre Planner data and automatically generates CAD Drawings and lists for electrical, mechanical, and automation engineering. Precise and compliant with standards.



### Sales Manager by zahn

#### Sales

Utilizes technological tools to quickly configure and price products and systems during the sales process.



### Asset Manager by zahn

#### Operation

The central, intuitive documentation system. This is where all data from planning and construction comes together to ensure the efficient management of the plant over decades.

## Wave Cloud is much more than just software

- ✓ Specifically developed for water and waste water technology, based on over 500 completed projects.
- ✓ Tailored precisely to your company, your processes, and your technical standards.
- ✓ Stored in the cloud (Germany), accessible from anywhere, and secure.



**Daniel Roderich**

Product Manager  
Wave Cloud  
by zahn

### Platform effect

**One-time data entry, lifelong benefits.**

We eliminate data loss at interfaces and integrate planning, engineering, and operations into a highly efficient, future-proof system.

# Water treatment with decades of experience

## We are passionate plant engineers

Driven by our vision that everyone has the right to have clean water, Zahnen Technik develops holistic solutions for water and wastewater technology. Founded in 1958, we combine technical expertise, innovative strength, and experience from over 500 projects to ensure water quality and design plants that are both efficient and sustainable.

**Our practical experience in the water sector forms the foundation of our Wave Cloud platform.**



## Zahnen core values

- Effective innovation
- Sustainable value
- Real reliability



CORE COMPETENCIES

# Innovative solutions for a safe & sustainable water supply



## Digitalization

Efficient planning & reliable expert knowledge with Wave Cloud & Control Cloud



## Process Engineering

Reliable process solutions for water & wastewater treatment plants



## Standardization

Consistent standards for quality, efficiency, and reusability



## Mechanical Engineering

Construction & manufacturing of mechanical system components



## Electrical Engineering

Planning & implementation of smart control and automation systems

For over 68 years, we have been combining process engineering with innovative project management.

### With a nationwide presence

As part of Deutsche Wasser Holding, we combine local expertise with nationwide reach, drawing on over 1,000 completed projects

**100 %**

specialized in

**water & wastewater systems**



Deutsche Wasser Holding



### Request a workshop

- Gather requirements
- Define specific benefits
- Establish a roadmap





**Because everyone has a right  
to have clean water.**

**Zahnen Technik GmbH**

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