DBIS

COPA-DATA Partner Spotlight

As a leading provider of Terminal Operating Systems (TOS) serving the automation, rail, marine and conveyor industries, a crucial part of DBIS' operations is to have a strong relationship with an independent software supplier that provides flexibility, reliability and excellent customer support.

THE PATH TO ZENON

With a growing customer base from a range of industries, DBIS found that working with the proprietary SCADA software provided by varying PLC manufacturers caused more difficulty in the jobs of its engineers than necessary.

Before choosing a new automation software to standardize, DBIS used a range of SCADA solutions that varied significantly from PLC to PLC. Often, projects required reengineering at both front and back end before the control solution could be implemented, resulting in a significant delay for the live date of new TOS projects.

To avoid the additional time and costs associated with reengineering, DBIS decided to seek out a SCADA software

solution that could be standardized and used on different types of PLCs and operating systems across DBIS' spectrum of projects.

THE RANGE OF SOLUTIONS

When DBIS were searching for an automation software provider, the ability to attain complete control over the aesthetical side of the automation solution, whilst being hardware independent, were main determinants. The strong scope of features, which simply wouldn't be provided for end-users in a proprietor package, came as a bonus.

Since switching to zenon, DBIS has uncovered significant

advantages – zenon's ability to re-use objects, symbols and screens reduces the development timeline of projects significantly which has particularly benefitted DBIS when working with intensive waste projects that require a high level of repeatability.

The team at DBIS uncovered the usability of zenon instantaneously, with its engineers and customers quickly getting to grips with the software. "Several of our engineers have participated in various zenon training courses and returned confident in their knowledge of the software within such a short space of time", says Glynn Thomas, Sales Consultant and former Engineer at DBIS.

THE PARTNERSHIP WITH COPA-DATA

"As a Partner, we're the first to hear about and gain access to new developments. This is great news for us, as COPA-DATA are constantly innovating and developing new features which allow us to continue to expand our offering", says Graham Allmendinger, Director at DBIS.

With the help of COPA-DATA's training, support service, online forum and webinars, DBIS has been able to decrease the engineering time necessary to create and manage projects, thus reducing project completion timelines significantly. This has enabled DBIS to reduce overheads and therefore pass these savings onto their customers by pricing their solution competitively.

"The technical support service provided has been excellent - above and beyond what I expected." adds Thomas.

ABOUT COPA-DATA

COPA-DATA is the technological leader for ergonomic and highly-dynamic process solutions.

Learn more at www.copadata.com!

"Using zenon, we provide a tried, tested and trusted solution to all of our customers."

GLYNN THOMAS
SALES CONSULTANT, DBIS

D|B|S
SOFTWARE
AUTOMATION
CONSULTANCY

With 35 years of experience in turnkey automation, DBIS is a leading terminal operating system provider. Specializing in cargo, asset, automation and resource control, DBIS helps companies enhance performance and profitability.

KEY FACTS

▶ COPA-DATA Partner since*: 2012

▶ Industries served: Automation, Rail, Marine, Conveyor

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* The COPA-DATA Partner Community was officially introduced in 2011.