



CASE STUDY:

Wabtec Passenger Transit

Duncan, South Carolina

THE CHALLENGE

Wabtec came to TPM in need of a change. They were using PRO/Engineer to make both new and out-of-production brush holders and specialty-machined parts for DC/AC motors, generators, and alternators, but found that Pro-E wasn't user friendly enough for part-time or casual users, they weren't getting the support or training they needed, and on top of all of that, it was expensive.

As a leading supplier of value-added, technology-based products and services for freight rail, passenger transit, and select industrial markets worldwide, Wabtec was looking for a CAD package that not only met all their needs, but that could allow them to go above and beyond for their own clients.

THE SOLUTION

We helped Wabtec make the switch from Pro-E to SOLIDWORKS because it was more user friendly and less expensive, just like they needed.

But in addition to those two factors, we were also able to help by providing technical advice, experience, support, and training as well as resources and references from those who had made a similar successful switch.

THE RESULTS

Wabtec has been using SOLIDWORKS for 14 years and are currently using SOLIDWORKS Premium, SOLIDWORKS Professional, SOLIDWORKS Simulation, SOLIDWORKS Composer, and SOLIDWORKS EPDM.

They love the ease-of-use of SOLIDWORKS and that enhancements are customer driven, as well as their ability to now use 3D models to program their CNC machines. Because SOLIDWORKS is so much easier to use:

- More of their staff is able to use it.
- Purchasing is able to provide solid models to Suppliers, which in turn enables them to make parts faster and more accurately.
- Marketing is able to provide customers with solid models, which allows them to see how our parts will fit on their train, which helps get sales.
- Engineers are able to run stress analyses on parts and prevent failures, which saves time and money.
- And even more that has given them a positive return on their investment.



CLIENT TESTIMONIAL

Wabtec Passenger Transit in Duncan, SC manufactures braking equipment and other pneumatic devices for passenger transit trains. The company serves customers such as NYC Transit, MARTA in Atlanta, and Disney World in Orlando. Gregory Scott, Drafting Manager at Wabtec, discusses the importance of having an on-going relationship with a partner such as TPM that he has relied on since 1986 to help him ensure Wabtec provides safe, quality products.

“We started buying drafting machines from TPM in 1986—our very first year in business. TPM now provides our SOLIDWORKS software and training support, and we have been using their wide format printing equipment for a number of years. What separates TPM is the support they provide. I know I can call upon, and rely on them to get back to me right away. We’ve had other vendors in the past, who were all about what they could sell-sell-sell us instead of helping us succeed. TPM is always checking on us, offering support and making sure we are getting the most out of what we bought. I’ve recommended TPM because of our great relationship—they want to work with their customers to help them grow and be successful...and in turn, do more business with them. ”

- Gregory Scott Drafting Manager, Wabtec Passenger Transit

If you’re ready to make a successful switch to SOLIDWORKS, it’s time to give TPM a call! We can give you the support and ROI you’re looking for in a CAD package and CAD provider.

Reach us by phone at (864) 271-4770 or contact us online today!

