

# Riello Group

Industrial Equipment Case Study



## Challenge

Riello Group needed to share data between its different sites and enhance collaboration, as well as do away with its legacy product development systems.

## Solution

The company adopted Dassault Systèmes' (3DS) 3DEXPERIENCE Platform, including the Single Source for Speed industry solution experience, to manage all its engineering data and documentation and to enable collaboration between its sites worldwide.

## Benefits

Improved collaboration and access to information has enabled Riello Group to reduce product development time, risks and costs.

## Italian success story

When Pilade Riello founded the "OFR Officine Fratelli Riello" in Legnago, Italy, in 1922, he had no idea that he would one day be considered one of Italy's most outstanding entrepreneurs. Over the years, he significantly contributed to the economic and technological development of his country. His artisan workshop evolved from a facility where he built oil burners for bread-baking ovens to a group of international presence and worldwide leader in burner production.

During its 90-year history, Riello Group has extended its manufacturing capacity and product offering to respond to its customers' growing residential and industrial heating requirements. It also added air-conditioning units to enhance its portfolio. Customer demand for more ecologically efficient energy sources later prompted Riello Group to shift focus away from oil to develop alternatives based on solar energy.

## Accent on renewable energy

Riello Group is constantly innovating in the area of renewable energies. This is illustrated by the group's investments in state-of-the-art technologies that help it produce the most sophisticated heating and air-conditioning systems. "Our products aim to improve the quality of life," Gionata Berna, CIO, Riello Group, said. "They are setting new standards in terms of efficiency, reduced energy consumption and environmental protection. These are the common traits that permeate both our company policy and research and development strategy."

## Reducing development time and costs

Developing state-of-the-art products presented Riello Group with a number of challenges. Its project data was fragmented and distributed across multiple systems, making it difficult to gather and track information.

Its commercial and technical documentation was costly and difficult to produce. From a manufacturing point of view, Riello's plants in Italy, Poland, China and Canada all needed to collaborate with its research and development organization in Italy.

To address these challenges, Riello Group adopted Dassault Systèmes' (3DS) 3DEXPERIENCE Platform, including the Single Source for Speed industry solution experience, to manage its engineering data and documentation and to enable collaboration between its global sites.

"Single Source for Speed helps reduce our overall product development time since all the sites are connected, sharing information, and enabling everyone to download drawings, bills of materials and technical and marketing documentation," Berna said. "Single Source for Speed provides us with a unique solution to accelerate design, sourcing, production and servicing from any of our sites."

Marco Colombo, PLM manager, Riello Group said, "We took advantage of the unique Platform to develop a virtual catalog of spare parts and components and a content management system for marketing and technical information of our products that we can share with our various sites and suppliers around the world. We plan to use the 3DS application EXALEAD for information access, as our search engine."

Riello Group has done away with its legacy product development systems, which are no longer necessary thanks to the unique 3DEXPERIENCE Platform. "We can manage all our CAD and engineering data, all our documentation and replace our disparate legacy software with one integrated solution," Colombo said.

Riello Group wants to facilitate collaboration, which is why it chose Single Source for Speed, which is powered by the 3DEXPERIENCE application ENOVIA. Each of its different research and development centers specializes in a specific product and they all must work together to bring the final product to market. With Single Source for Speed, project managers can easily review projects during development and share information with all the teams working on a project.

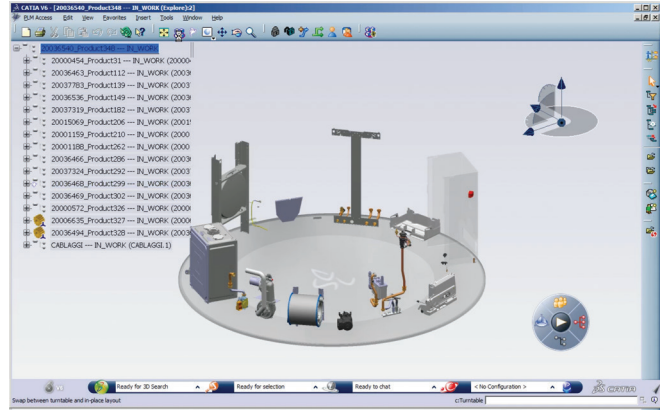


*"Single Source for Speed provides us with a unique solution to accelerate design, sourcing, production and servicing from any of our sites."*

**Gionata Berna, CIO, Riello Group**



State-of-the art Riello burners



CATIA User Interface



*“Riello reduced the number of man-hours needed to create its designs and saved €100,000 annually.”*

Marco Colombo, PLM manager, Riello Group

To support after-sales operations, for example, for spare parts or for maintaining and assembling products in factories, the company uses the 3DS application 3DVIA Composer to streamline its documentation creation process. “We plan to use 3DVIA to develop media that our consumers can access with their mobile devices,” Berna said. “Our customers expect quality service. Using technology to enhance our response will create a link and a whole new experience for the consumer.”

### Partners for more than a decade

Riello Group’s journey with Dassault Systèmes (3DS) began over 10 years ago when the company implemented its first PLM solution based on CATIA for product design and MatrixOne for documentation management. After deploying these applications in all of the Group’s divisions, Riello Group quickly perceived measurable benefits. “We produced less paper and reduced the number of man-hours needed to create and deliver our designs to our suppliers and factories, which led to annual savings of up to €100,000,” Colombo recalled.

Following this positive experience, in 2006 Riello Group decided to link its PLM solution with its ERP system. “We started a real PLM project

involving all the different phases of product development, including our bill of materials and engineering change processes,” Berna explained. “We were also able to review and standardize the processes within our engineering and product development divisions. So when Version 6 came out, we naturally turned to its powerful and integrated platform to consolidate our worldwide growth and to integrate our different skills and technologies that would help us develop innovative and competitive products. Our partnership with 3DS Industry Services was also a key success factor. 3DS Industry Services enabled us to implement and deploy the Single Source for Speed industry solution experience in less than one year.”

The story that began many years ago between Riello Group and 3DS continues. “Our relationship with Dassault Systèmes is great,” Berna said. “We are real partners. Our collaboration has produced great results and our plan is to continue the adventure.”

### Focus on Riello Group

Riello Group is one of Europe’s major producers of heating and air-conditioning products.

**Products:** Wall-hung and floor standing boilers for domestic as well as industrial installations, solar energy systems, air conditioners, and photovoltaic modules

**Revenue:** €510 million (2012)

**Employees:** 2,200

**Headquarters:** Legnago, Italy

**For more information**  
[www.riello.com](http://www.riello.com)



## Delivering Best-in-Class Products



Virtual Product



Information Intelligence



3D Design



Virtual Planet



Realistic Simulation



Dashboard Intelligence



Digital Manufacturing



Social Innovation



Collaborative Innovation



3D Communication

Dassault Systèmes, the 3DEXPERIENCE Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 150,000 customers of all sizes, in all industries, in more than 140 countries. For more information, visit [www.3ds.com](http://www.3ds.com).

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