

## Glidepath doubles chances of winning tenders by using Right Hemisphere's Visual Communication software Deep Exploration!

### About Glidepath

A world leader in the field of airport baggage and air cargo handling systems, Glidepath has completed over 550 projects in more than 60 countries and is widely recognized in the industry. Glidepath operates from two fully integrated manufacturing facilities in Dallas (TX), USA and Auckland, New Zealand. In addition to this they have subsidiary companies in Canada, Latin America, India, South Africa, China and Australia.

With over 35 years of experience in materials handling, Glidepath has the knowledge and ability to offer complete solutions including consulting, design, manufacturing and installation services.



### The Challenge:

Operating in a highly competitive global environment, Glidepath is fully aware of the need to develop long term partnerships with their customers. Airport baggage and cargo handling system developments and installations are usually expensive and lengthy projects where security and reliability are especially important. Glidepath's Engineering Manager, Alex Tung, explains: “

*Customers will choose a supplier for a new baggage or cargo handling system very carefully, based on the supplier's ability to demonstrate that they will deliver high quality systems in the proposed time frame and with minimal product downtime and interruption to airport operations”.*

As each project has specific requirements Glidepath needs to develop a new proposal for each customer. Part of every proposal is a plan outlining delivery stages of the project.

Customers usually select suppliers based on their level of confidence in the company's ability to deliver the project as proposed. To gain this confidence, Glidepath needs to communicate all of the relevant information in their proposals as clearly and effectively as possible. This is especially important for project delivery schedules that have previously been difficult to understand and visualize, as the sample below shows.

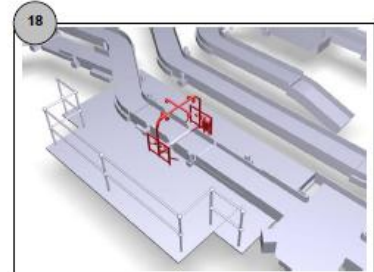
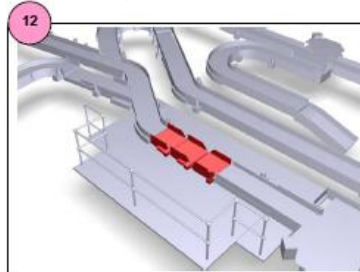
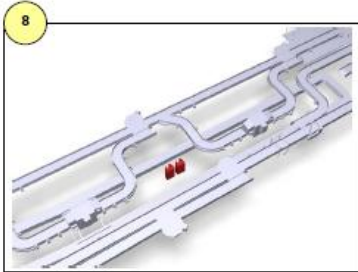
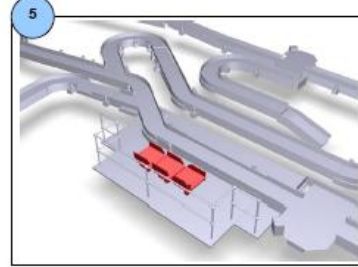
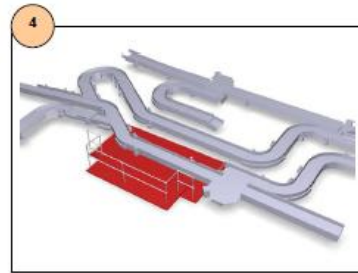
*“Customers will choose a supplier [...], based on the supplier's ability to demonstrate that they will deliver high quality systems in the proposed time frame and with minimal product downtime and interruption to airport operations”*





Sample 2: Project schedule with images created in Deep Exploration

1	☐ New ATR	24 days
2	☐ Preliminary	7 days
3	*Site Clear and Available for Installation / Contractor Mobilized at	0 days
4	ATR Platform	2 days
5	Position metering conveyor on platform	1 day
6	Run Field Device Cables	1 day
7	Install & terminate field devices on metering	1 day
8	MCP Modification (Instal motor starters & field IO)	2 days
9	PLC code modification & off-line test	1 day
10	Pre-commissioning (elect & mech) & I/O check & function check	1 day
11	☐ Live Cut Over	1 day
12	Shorten GT & insert metering	1 day
13	Log tracking tuning	1 day
14	Client Acceptance Test & Sign off	1 day
15	☐ Post Cut Over Work	16 days
16	Shortening cables & make good for operations	1 day
17	Relocate sprinkler	2 days
18	ATR gantry instal & cabling	4 days
19	ATR pre-commissioning independent of system	1 day
20	Connect ATR Coims to PLC & TEST	1 day
21	Test & commission ATR / PLC I-HLC / Comms	1 day
22	Client Acceptance Test of ATR & Sign off	1 day
23	Confidence Period of Stage 1	10 days



*“double the chances of winning a deal with an operating airport by using visualizations”*

**The Value:**

According to Alex, Glidepath was able to

*“double the chances of winning a deal with an operating airport by using visual information created with Deep Exploration”.*

Moreover, by using Deep Exploration they

*“were able to reduce the time for graphics content creation for manuals and technical documents by over 65%”.*

Alex strongly believes that Deep Exploration has helped them to gain a competitive advantage and sees them extending the use of Deep Exploration in the future.



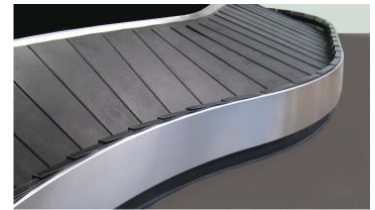
### Why Deep Exploration:

When asked why Glidepath chose Deep Exploration over other products Alex points out:

*“There was no other product that was as simple to use as Deep Exploration”.*

No CAD knowledge is required to be able to use Deep Exploration. This, combined with the extremely competitive price point, enables everyone in the organization to access CAD data and create visualizations that are relevant to them (photo-realistic images, animations, technical illustrations, etc.). In addition to its ease of use, Glidepath especially values Deep Exploration’s ability to publish into lightweight 3D PDF files. Glidepath uses this feature to communicate internally as well as with customers. 3D PDFs allow them to demonstrate their products in 3D images and animations in a format that can be viewed easily by anyone with the free Acrobat Reader.

*“There was no other product that was as simple to use as Deep Exploration”*



### More information:



Visit: [www.glidepathgroup.com](http://www.glidepathgroup.com)  
Or contact Alex Tung at [Alex.Tung@glidepathgroup.com](mailto:Alex.Tung@glidepathgroup.com)



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