





For that purpose an employee has to specify the relevant products for the catalog extract. This can be done either by a query, e.g. by indicating producer=Ford and promotion=yes or by collecting arbitrary products into a folder. The next step is to start the print generation for that product selection directly at the touch of a print button. Then the employee receives the catalog as PDF or InDesign file.

### Precise searches in web catalogs

Besides the topic printed catalogs also a comfortable search for the numerous products in Internet/Extranet was of particular importance to Hella. With only few clicks one should arrive at the right product and then having displayed the substantial product information.

The web catalogs were separated also according to the different product sectors of the NAFTA countries regarding initial equipment and TecDoc aftermarket. It is now easy to search for products in the web catalogs via classification trees and further limitations, e.g. 'search for ,rear spotlights with colour black'. Moreover, automotive limitations like 'rear spotlights for Ford Fiesta year of construction 2010' are possible.

### Data views for specific customers

The original equipment manufacturers' catalogs (buses, caravan etc.) should exclusively be offered to a fixed customers' group by extranet. The relevant group was identified by ANTEROS in the login mask of the web catalog where the user speci-

fied not only user name and password but also selected the target group out of a selection list. If he chooses 'buses' the searches and result lists are reduced to this extract. The many product details are displayed well-structured via tabs.

### One installing for all countries

ANTEROS was installed for Hella only once on a server in Germany and is used by several subsidiaries to compile catalogs. As ANTEROS has been a completely web-based solution from the beginning of the Hella ANTEROS project in 2004, there's no need for installing software on any of the employees' computers and nevertheless the application is usable on Windows, Mac and Linux computers. That's why installing and rollout costs are limited to minimum.

