



# CASESTUDY KUFA Window Systems

**IN PRACTISE:**  
‘Two companies,  
one ambition’



Although KUFA Window Systems is still a relatively young company, in Benelux, it is already firmly on the map as a specialist in plastic frames. Shortly, in this area, various breakthroughs have come about, and the ambitions of this frame pioneer continue. Director Henk Weber initiates and anticipates new developments, future needs, and applications within the sector. “Innovation is made for KUFA; therefore, no side issue but a precondition. And the close collaboration with Matrix is a good example”, he said.

Since the beginning, in 2009, KUFA has intensively used MatrixWindows for the calculation department, work preparation, and the CNC machine control of the production. According to Weber, “a smart and balanced software program which is fast and efficient can perform some essential calculations. Only this software runs traditionally on PC, while the market asked for one online application. We have raised this with Matrix, and that is one of the joint initiatives to create the online brother of MatrixWindows develop. Internally we use our product name for it, but with Matrix, it is called the Windows Web.”

“This is the online quotation and calculation tool for doors & windows.”

Director KUFA Window systems



## Online calculation from A to Z

With this online tool, individuals and resellers can go online to make calculations and orders directly from KUFA. After making the order, the frames are produced via the CNC control from MatrixWindows. Weber: “It is a handy online quotation and calculation module, which we use to manage the order process with our partners step-by-step.

## About KUFA Window Systems

KUFA Window Systems is the leading manufacturer of plastic frames. This fast-growing company, founded in 2009, provides an extensive profile and color program, mainly to the business market (contractors, dealers, and project developers). The range consists of high-quality and attractive window frames, not only in standard versions but also in a more exclusive series. KUFA guarantees a favorable price and a ‘just-in-time’ system with short delivery times. The quality of the window frames is guaranteed because everything is made in our factory - from profile to end product. It is possible to innovate further, which has led to, among other things, the innovative single and double HVL® frame, the natural wood grain Realwood® and various KOMO certifications. The KUFA specialists are constantly looking for ways to improve the products and processes. Thanks to the flat organization, ques are short, and customers can always be fast and expertly helped.





It is a massive help because often, they do not have their order or quotation system. Thanks to Windows Web, we can easily benefit from this, and we are more than just a supplier of window systems. The system is everywhere available: you are in only with one login code.

#### Stunningly simple

Windows Web is an open and transparent system. All aspects of its order process are made in the online step-by-step module. It calculates plastic frames straightforward. "In a few simple steps, you go through the process from customer request to quotation to order," clarifies Weber. "You passed on a few things, such as dimensions, kind glass, colors of window frames, and turned parts. And then the quotation rolls. Suppose the customer adjusts a frame height, so one part comes with it, then immediately changes the price. We also send via WebCoach all machines within the production process. The orders are tailor-made, and you can immediately see the actual price. You can directly order accessories and other additional products."

#### Free for our partners

Windows Web is the solution for every business that has regular plastic window frames needs. "With this system, we have all the data ready to go fast, able to produce and deliver. An additional advantage for our partners: they have no costs for purchasing your calculation and offer a package with Windows Web. That is a service from us. As a partner of KUFA, you can immediately print out a ready-made offer with your logo and manage all your calculations and quotations within one program. And do you want to be old-fashioned with us? 'Sparring' or keeping something up to the light? Then you can still use the mail request quotations and order from us."



#### The benefits of Matrix Software

- Never do the same thing twice with an integrated solution
- Do more in less time
- The right information for the right employee
- Improved effectiveness of business operations
- Seamless integration with financial software
- A permanently manned helpdesk with total expertise

Discover Matrix Windows Web on  
[www.matrix-software.com/webkozijn](http://www.matrix-software.com/webkozijn)

**MAKE IT WITH MATRIX**  
Software

