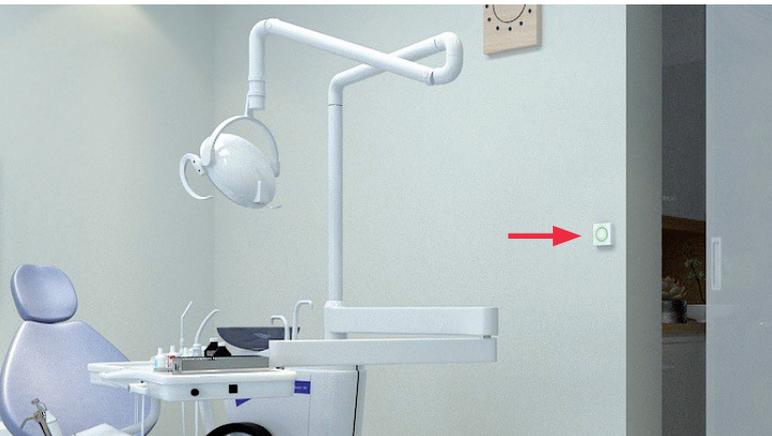


Success story

Automating access points

Safe and comfortable:

OPK Europe combines their linear motor sliding door
with access systems from BBC Bircher Smart Access



Hygienic door opening in the medical sector with PrimeMotion B and CleanSwitch.



Sliding doors can be conveniently automated with access systems from BBC Bircher Smart Access.

To add value to its linear motor sliding door drive, the up-and-coming company OPK Europe relies on sensor systems from BBC Bircher Smart Access. Customers can choose between the PrimeMotion B overhead motion sensor and the CleanSwitch contact-free switch for both sides of the door. This offers them a modern and convenient way of opening their sliding doors.

The doors glide out of the way without any hassle, providing a view into the room or leading into the building: Sliding doors are often used to enhance interior spaces and building entrances. They were already in use by the ancient Romans, and they can also be found across various cultures, for example in traditional Japanese architecture. Modern variants can usually be opened automatically, and an extremely wide range is available on the market today. When it comes to installing and operating professional sliding doors, sliding door fittings are essential. These are components that safely guide and lock the door and, if necessary, also move it automatically. A sliding door fitting usually consists of a top track, two roller carriages with dampers and a bottom guide.

In a relatively short time since its foundation in 1996, the Chinese company Zhongshan Opik Hardware Product Co., Ltd – OPK for short – has succeeded in becoming a valued supplier on the European market for sliding door fittings. OPK Europe was founded in Horb am Neckar, Germany in 2017 – and nine associates now represent the Chinese group with over 1,200 employees and sales revenue in the hundreds of millions. Sebastian Krames is Head of Marketing and Sales at OPK Europe and explains the company's strengths: "We have a very wide range of products and at the same time a significant level of vertical integration. This enables us to meet high quality standards. In addition, our young team

brings in a strong hands-on mentality that fits well with the Chinese approach – speed is also key in our market."

One system, many possibilities

OPK supplies sliding door drives for furniture, room partitioning and building systems to specialist retailers and tradespeople as well as customers in the door and gate industry. "An important target group for us is carpenters. They often carry out unique custom orders and need a product that is easy to handle and works reliably," says Hans-Peter Nägele, who works in Sales at OPK. "With our premium products, such as the E-Space with linear motor, we have even succeeded in establishing ourselves on the Swiss market – one of the most demanding markets in existence, where a lot of standards have to be met and the hurdles are generally high."

To offer customers even more options and to further strengthen its position in the premium segment, OPK has included two BBC Bircher Smart Access products in its range since summer 2021. Customers who order OPK's E-Space system can now also order the PrimeMotion B microwave motion sensor and the innovative touchless switch CleanSwitch, which has won awards for its design. "Although there are already existing options for opening by touch, remote control or smartphone, the products are an ideal complement to our portfolio. Most customers also order

the PrimeMotion and CleanSwitch straight away. The solution is in particularly high demand in the medical sector but also used often in the catering industry. And we have even installed it in a tattoo studio," Nägele states.

End customers can choose which opening system is used on which side of the door: either two motion detectors, two touch-less switches, or one each of the PrimeMotion and CleanSwitch. The PrimeMotion B microwave motion sensor, which was specifically designed for swing doors, avoids excessively long open times thanks to its direction recognition. Due to its enormous field width, it is also suitable for large passage doors and is easy to install and convenient to operate. "We already knew Bircher from our many years of experience in the market. When we saw CleanSwitch and PrimeMotion, we immediately thought: That's it, it's a perfect match for our products! And once we saw that the products worked instantly and smoothly in our tests, we didn't hesitate before integrating them into our range," continues Krames.

Easy to install, convenient to use

With the CleanSwitch, OPK and Bircher offer an opening option for sliding doors that is especially popular during pandemics. The switch, which can be operated with a simple gesture, is compatible with the European switch range and can be customized in terms of design and operation – both

the appearance and switching distance (10 to 50 cm) can vary. "At trade shows and other events, the CleanSwitch in particular often creates excitement and a kind of 'wow' effect," recounts Krames happily. "In terms of appearance, function and simplicity of installation and operation, Bircher's products leave virtually nothing to be desired," Nägele adds. "When questions arise, support is quick to respond, thanks in part to the short lines of communication."

In the future, OPK will also include the CleanSwitch Lock variant in its program: This gives customers the additional option of locking their sliding doors contact-free. Of particular importance here is the colored LED feedback integrated into the switch which signals to the user that the door is locked. "The partnership with Bircher Smart Access has been a great success. The products create enthusiasm among customers and there are zero complaints. This has brought us another step closer to our goal of gaining additional market share with high-quality standard products," Krames concludes.



Sebastian Krames
Head of Marketing and Sales



Hans-Peter Nägele
Sales

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Examples of customized design options for the CleanSwitch

Contact-free and hygienic opening of sliding doors

The solution from BBC Bircher Smart Access and opk for hygiene-compliant automation of sliding doors with the following features:

- Most pleasing appearance
- Choice of knowing act or non knowing act door activation
- Low maintenance
- Easy installation

The combination of the opening system with a touchless switch and/or motion sensor offers optimum adaptation to almost any application.



Door drive

E-Space (opk)

Customer-specific design



Detectors

CleanSwitch (BBC Bircher)

Dimensions: 88 x 88 x 38 mm

Finish: white, "hand" pictogram

Surface-mounted box (included in the package)

Dimensions: 90 x 90 x 58 mm



PrimeMotion B (BBC Bircher)

Dimensions: 172 x 60 x 48 mm

Model: Black

You can find more Success Stories online:



About BBC Bircher Smart Access

BBC Bircher Smart Access develops, produces and distributes intelligent sensor solutions for access systems. Rising levels of pedestrian and vehicle traffic around the world are placing increasingly exacting requirements on access points.

Solutions from BBC Bircher fulfil the growing demand for safety, hygiene, accessibility and energy efficiency. Sensor solutions from BBC Bircher are characterised by a comprehensive product portfolio, an international production network, as well as the commitment and teamwork of some 180 employees and their exceptional technological expertise.

With its extensive sales network in Europe, Asia and North America, BBC Bircher has been meeting the specific requests and requirements of its international client base for more than 60 years. BBC Bircher Smart Access has been a business segment of the BBC Group since 1991.

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bircher.com

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- Hygienic and convenient access
- Sustainability and many years of experience



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- Trustworthy and competent partner
- Everything from a single source