

Engineering Cost Reduction with CADENAS for Enterprise Customers of Siemens PLM Software

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NX Product Manager

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What makes a good partnership?

Two individuals with:
Common and/or Complementary Goals
Complementary Strengths
Fluid Communication

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What makes a good software partnership?

Two companies with:

Common and/or Complementary Customers

Complementary Technology Strengths

Fluid Communication

A large, bold, teal-colored Siemens logo centered on a white rectangular background.

Where do Siemens PLM and CADENAS Intersect?



Engineering



Where do Siemens PLM and CADENAS Intersect?

PLM:

- Derivative Designs
- Configuration Mgmt
- And more...



Engineering

Design
Reuse

SIEMENS
PLM

Where do Siemens PLM and CADENAS Intersect?



Engineering

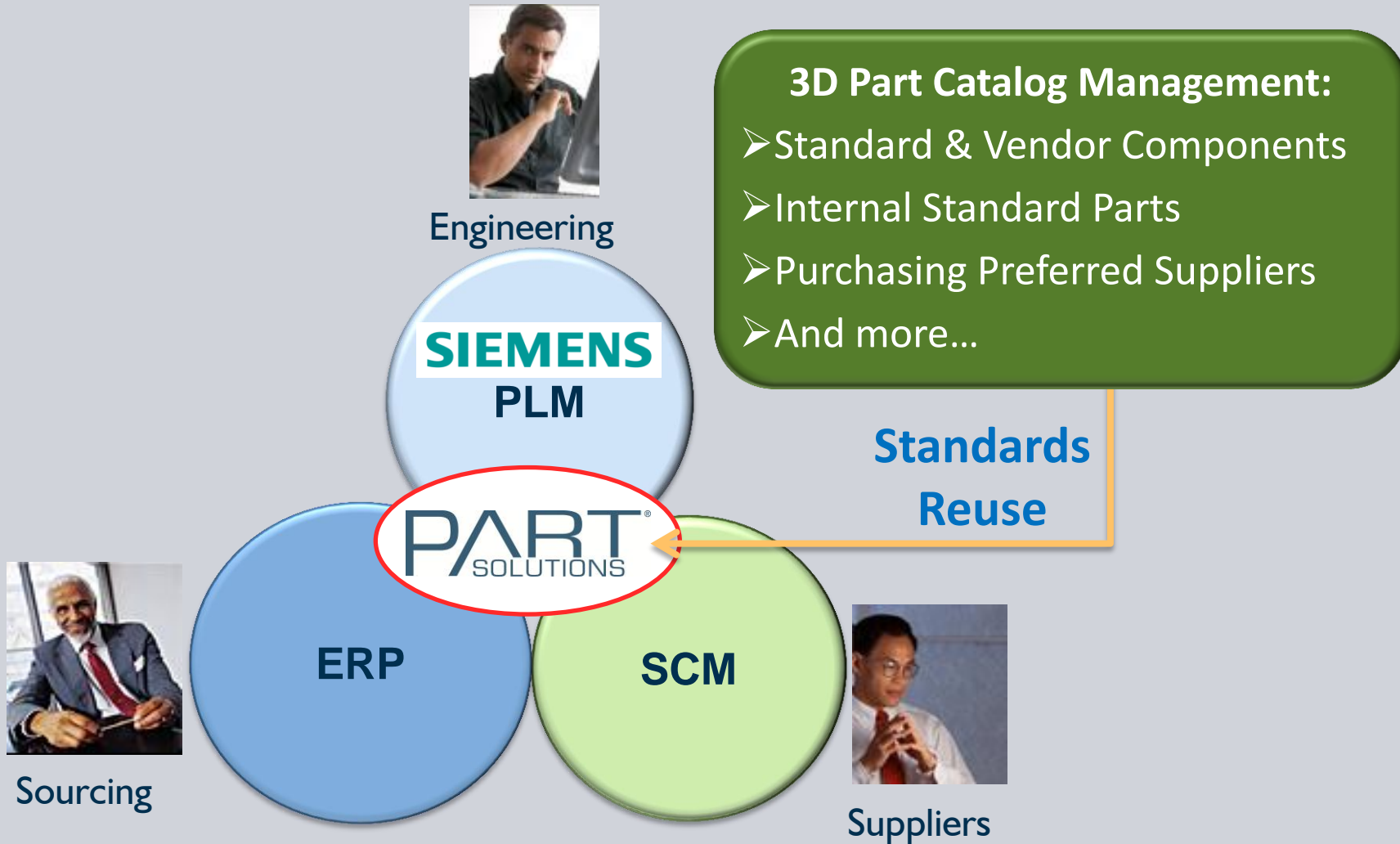


Sourcing



Suppliers

Where do Siemens PLM and CADENAS Intersect?



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PLM:

- Derivative Designs
- Configuration Mgmt
- And more...



Engineering

3D Part Catalog Management:

- Standard & Vendor Components
- Internal Standard Parts
- Purchasing Preferred Suppliers
- And more...

Design
Reuse

SIEMENS
PLM

Standards
Reuse

PART[®]
SOLUTIONS

ERP

SCM

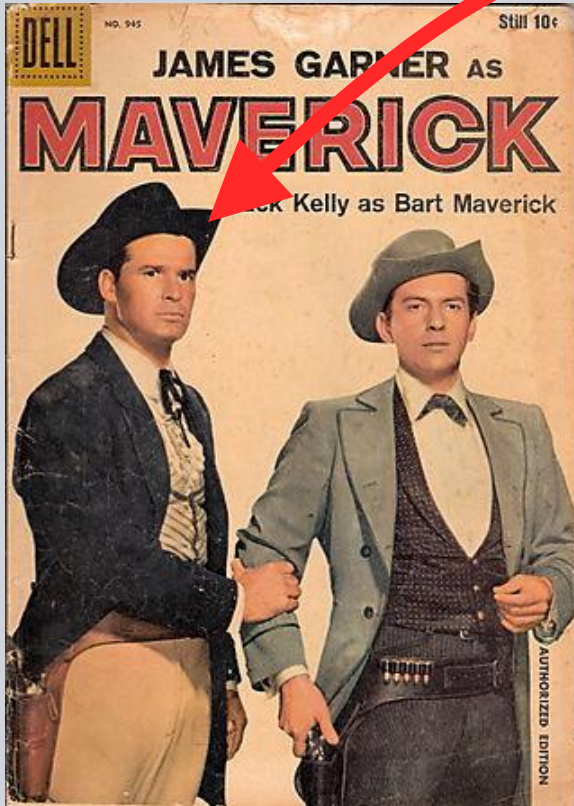


Sourcing

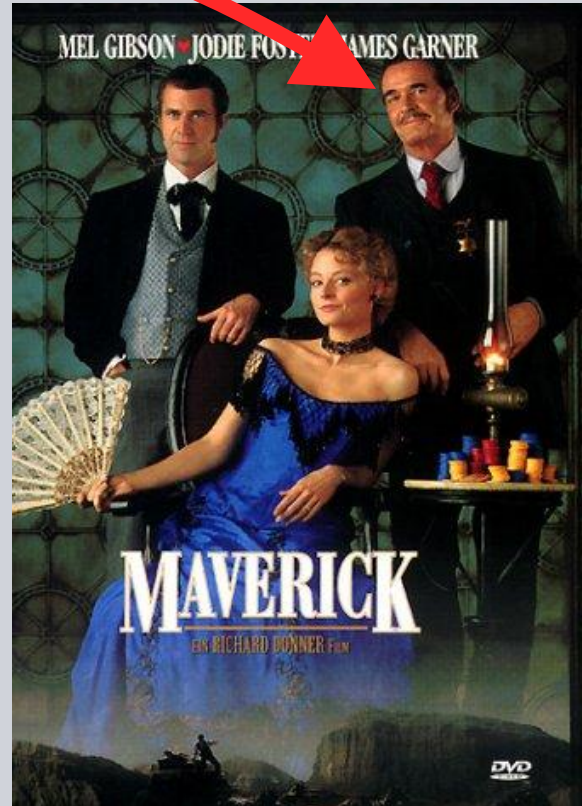


Suppliers

What is a “Maverick”?



(1957-1962 TV Show)



(1994 Movie)



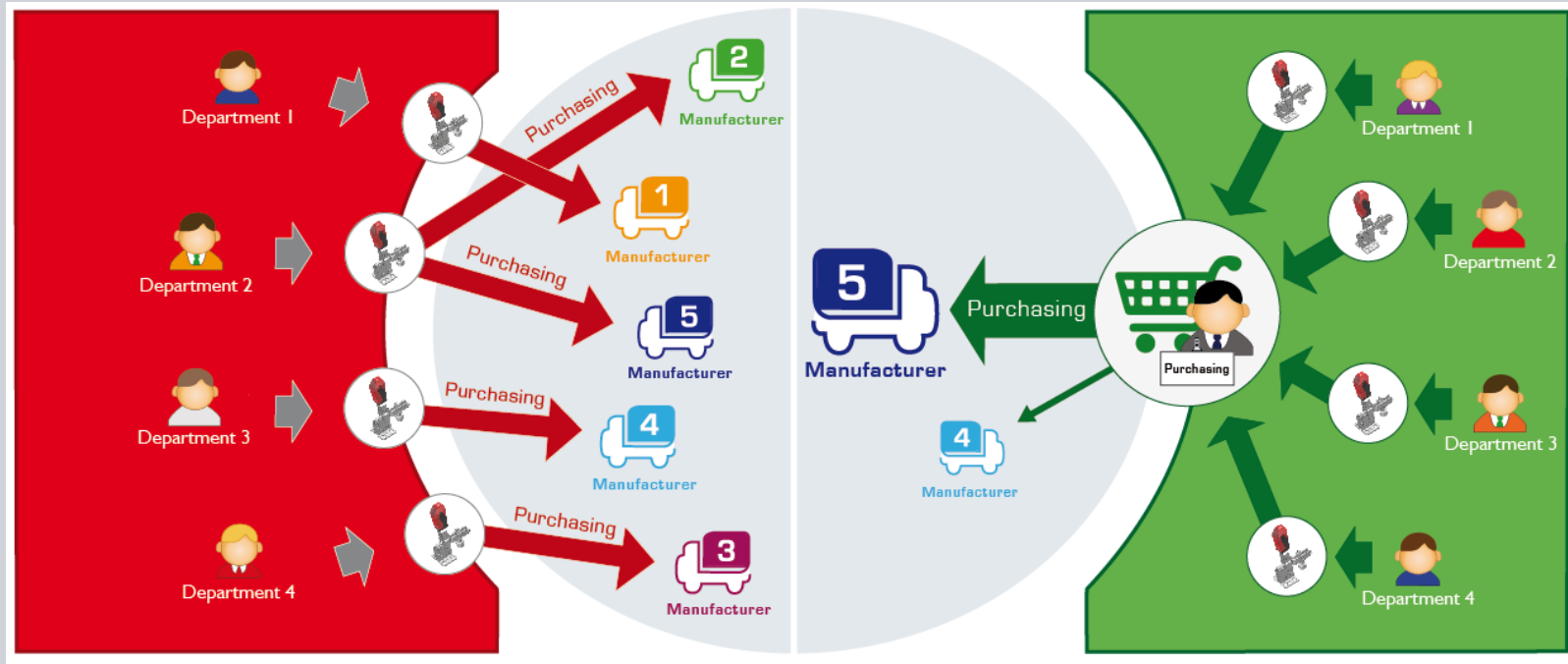
What is a “Maverick Buyer”?

A “Maverick Buyer” makes corporate purchases outside of standard procurement processes.

Why is this not a good thing?

- Higher prices due to no, or weak negotiations and smaller quantities
- Unused price advantages through unknown contracts
- Additional demands due to lack of know-how in contract execution
- Vendor confusion with multiple orders from the same company
- Failure to perform adequate price comparisons
- Ignorance about total expenditures

Maverick Buying



Maverick buying has a negative effect on the financial success of a company and endangers its competitive edge.

(Suppliers)

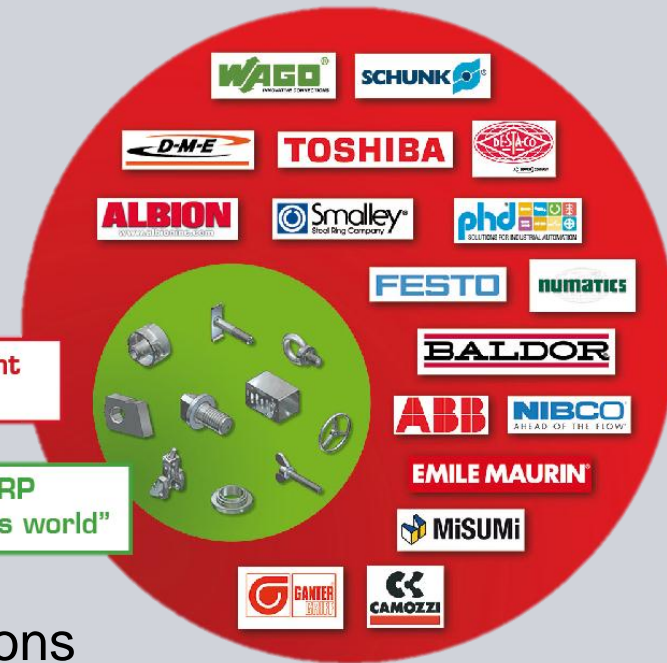
PARTsolutions creates a real, tangible, positive effect on the success of the company by integrating the silos of Purchasing and Engineering.

Make or Buy Decisions

PLM and ERP systems only manage internally designed parts and previously specified vendor parts.

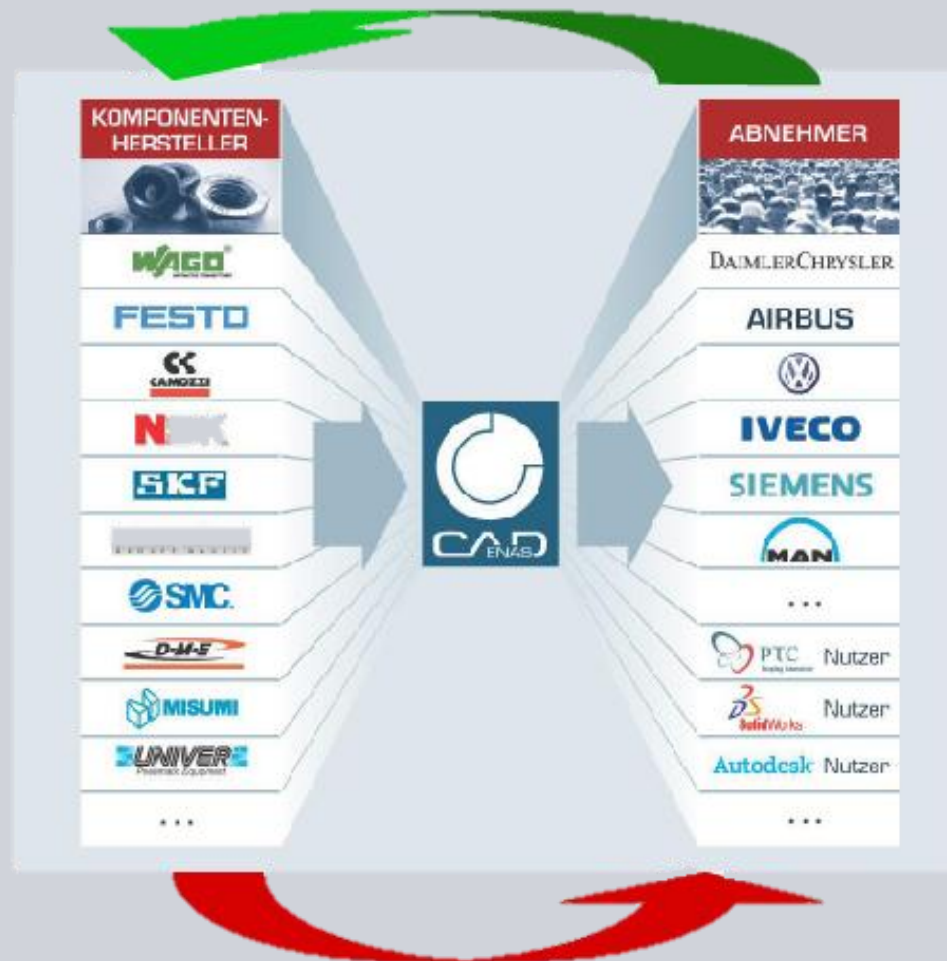
View: Strategic Parts Management
"external parts world"

View: PLM/ERP
"internal parts world"



Parts Management with CADENAS PARTsolutions allows design engineers to discover appropriate products in the supplier world – providing huge potential cost savings over internally-produced parts, and while freeing up internal manufacturing capacity for new products.

Integration of Supplier Product Catalogs



CADENAS product catalog technology:

- Real-time content updates
- 500+ Suppliers
- 3M+ end users
- Smarter Supplier Components

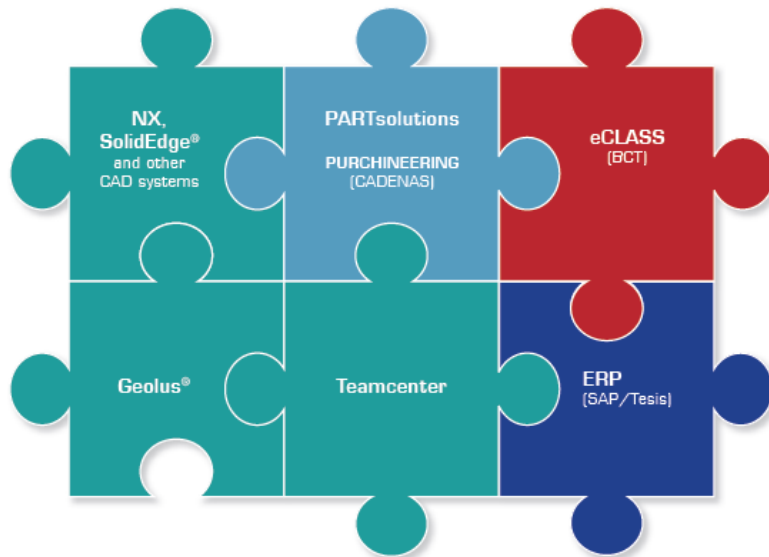
PARTsolutions works concurrently in the NX + Teamcenter environment



PARTsolutions for Teamcenter and NX

CADENAS

SETTING STANDARDS



“The constant effort to create, maintain and distribute technical and geometric part information has been considerably reduced with PARTsolutions.”

Wilhelm Reiner, manroland AG

manroland

“We have 6 different CAD systems at Voith, but only one parts management system for all areas. The effort required for the standard and purchased parts management is significantly reduced!”

Friedrich Spitzer, Voith IT Solutions GmbH

VOITH
Engineered reliability.

Solution
Partner

SIEMENS

PLM



Role of PARTsolutions for Teamcenter and NX:

- The same UI for selecting and specifying >500 supplier catalogs
- 10,000 standard part families including all major international standards (like DIN, ANSI, JIS, EN, GOST, etc.)
- Generate native CAD geometry “on the fly” for NX
- Generate native CAD geometry for nearly all other CAD systems (supports Multi-CAD Teamcenter environments from one source)
- Catalog content and end of part life updated by the supplier directly (obsolescence)
- Provide Teamcenter with standard and supplier parts geometry, attributes & PDF datasheets, kinematics, etc.

Role of PARTsolutions for Teamcenter and NX:

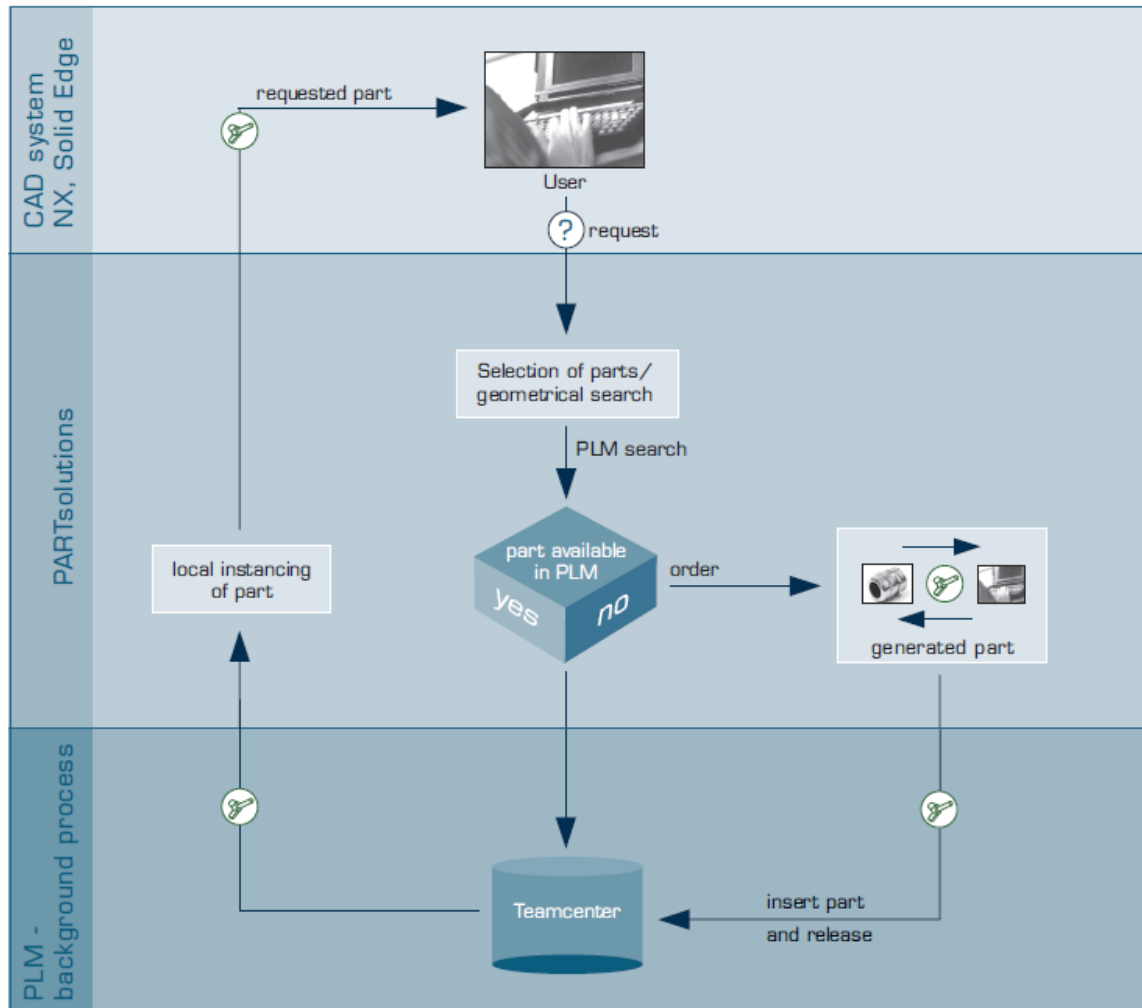
- Enhance Teamcenter, providing META data and classification fields
 - Supports Teamcenter part naming & numbering in defined workflows
 - Works embedded within Teamcenter, while Teamcenter stays the leading system in the workflow
 - Search for supplier parts
 - Deliver all necessary information about supplier parts for purchasing and engineers
-
- Protects you from Maverick Buying
 - Perfectly apply and maintain clean Master Data



Workflow example using PARTsolutions in CAD/PDM/ERP driven processes

CADENAS

SETTING STANDARDS



Solution Partner

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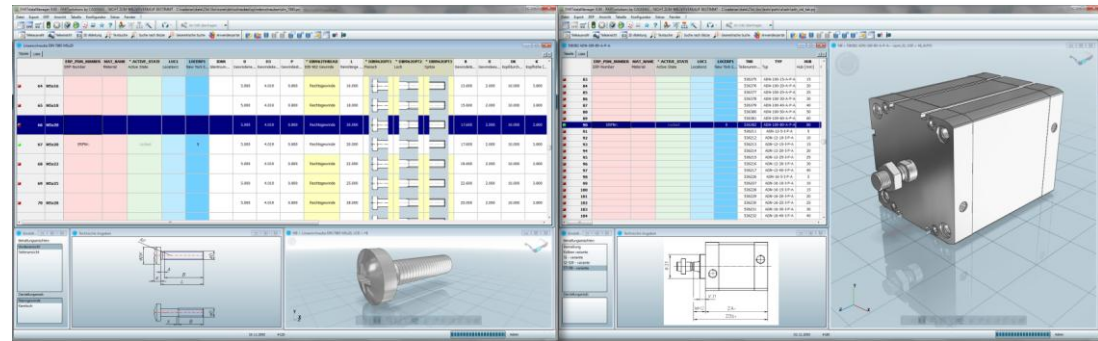
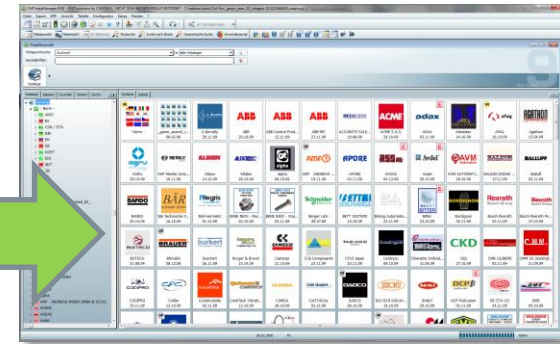
CADENAS/PARTsolutions

Overview

CADENAS
SETTING STANDARDS

Value Points

- ✓ Supplier Content (> 500 suppliers)
- ✓ Company Standards (Multicad)
- ✓ Industry Standards (DIN, ANSI, ASME, JIS..)
- ✓ Content QA'd and updated by Supplier
- ✓ Obsolescence managed
- ✓ Accurate, orderable Part Numbers
- ✓ Small data footprint
- ✓ Trillions of managed configurations
- ✓ CAD version independent
- ✓ Thin and Thick Client deployable



Enables easy to find, reuse and control of standard parts and supplier parts like FESTO, PHD, SMC,



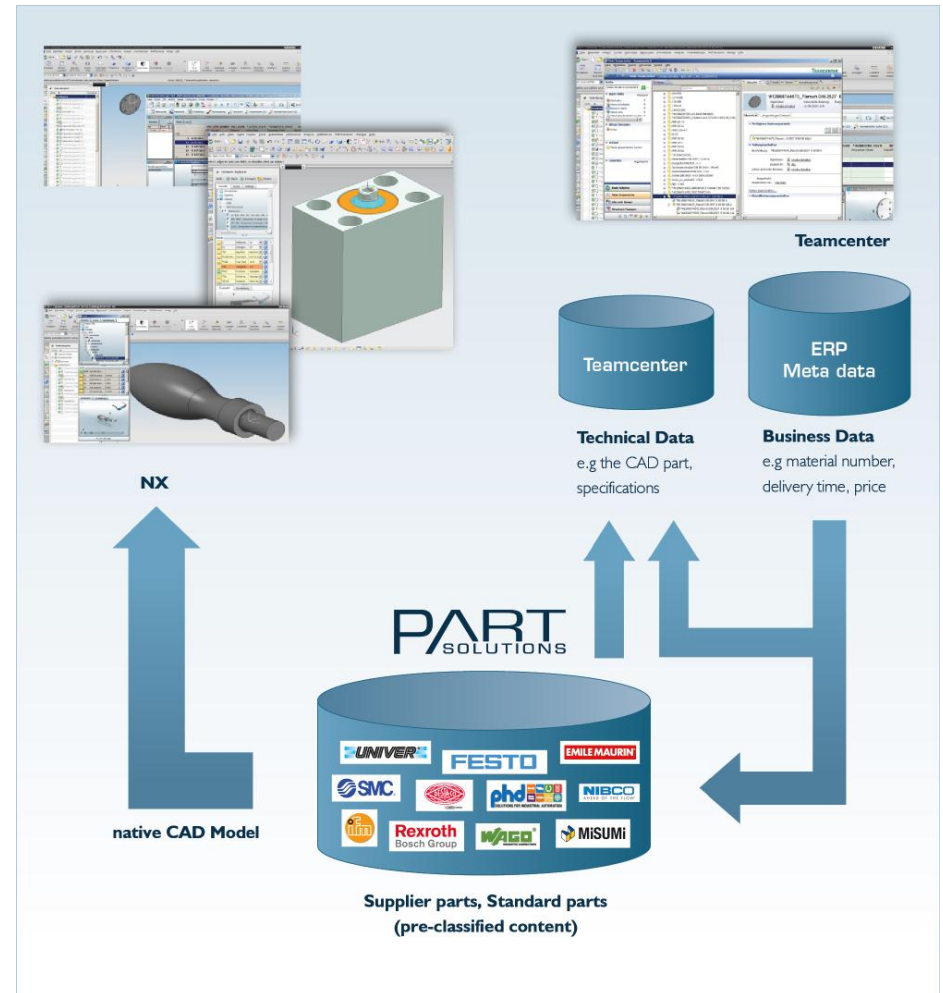
Workflow example using PARTsolutions in CAD/PDM/ERP driven processes

CADENAS

SETTING STANDARDS

Value Points

- ✓ Classification support
- ✓ Approval
- ✓ Restriction
- ✓ Minimize Standard part footprint in PDM
- ✓ Preferred Parts
- ✓ Just In Time delivery, eliminates mass population of data
- ✓ Avoid Part Duplication
- ✓ Enforce Company Guidelines
- ✓ Ensure Design Compliance
- ✓ Purchineering (Purchasing and Engineering Collaboration)





PARTsolutions for Teamcenter and NX

CADENAS

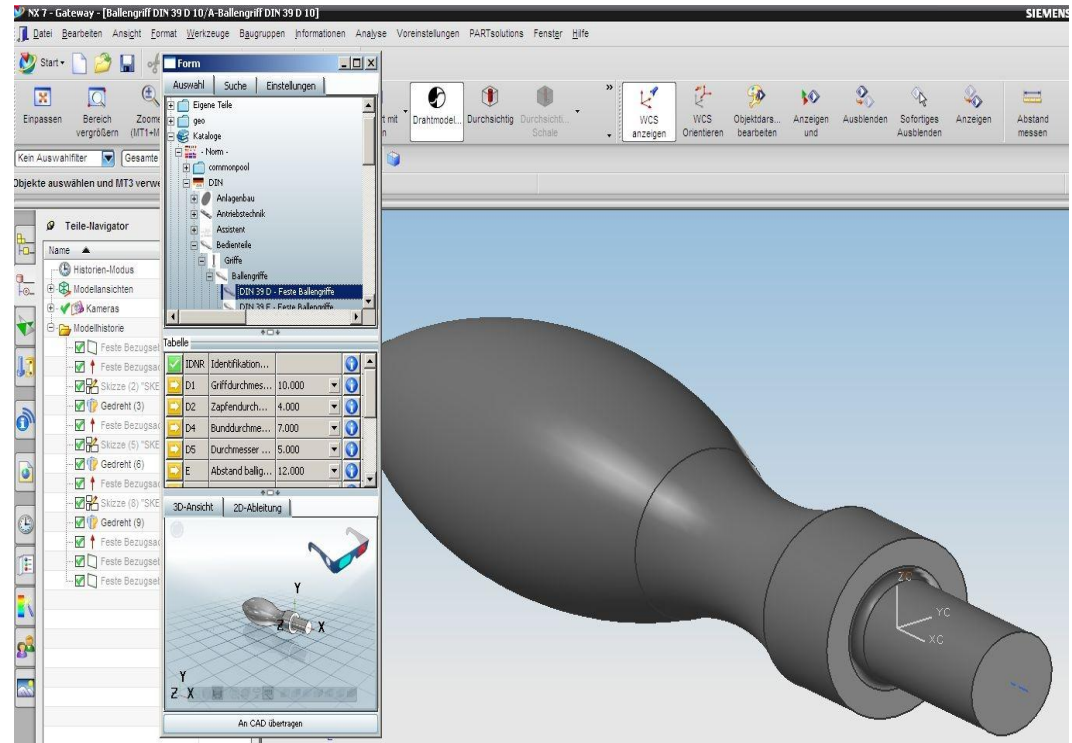
SETTING STANDARDS

Capabilities in NX

- ✓ Native Parts
- ✓ High Fidelity
- ✓ Rich Meta Data
- ✓ Kinematic Joints
- ✓ Seamless Integration
- ✓ NX “look and feel”

Customer Value

- ✓ Eliminates “non- value add” design
- ✓ Full BOM support
- ✓ Version Independent
- ✓ Eliminates migration
- ✓ Minimal training

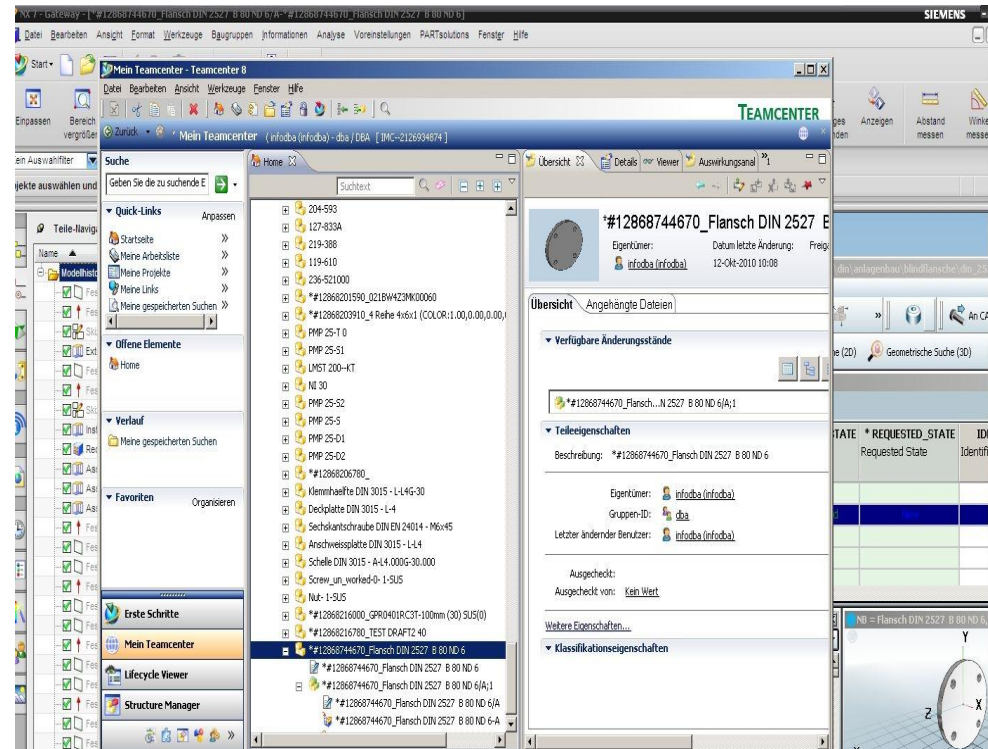


Capabilities in Teamcenter

- ✓ Attribute Mapping
- ✓ Classification Support
- ✓ Automatic Background Checkin/Checkout
- ✓ Unique Configurations instanced (non table driven)

Customer Value

- ✓ Automatic attribute feeds
- ✓ Avoid manual processes
- ✓ Avoid Duplicates
- ✓ Footprint for standards reduced
- ✓ Enriched PLM experience



Alignment with Enterprise Strategies:

- Complexity Reduction
- Part Reuse and Standardization
- Cost Structures / Sustainable Supplier Rationalization
- Platform Reduction and Model Commonality
- Design Engineering Productivity Increase
- New Product Launch Time to Market Reduction

Recurring Enterprise Savings:

- Long-term prevention of standard parts proliferation
- Convenient discovery of vendor parts
- Automatic communication of preferred suppliers and parts to engineering consumers of standard parts
- Ongoing coordination between disparate groups that all participate in the standard parts lifecycle:
 - Product Design / Product Engineering
 - Tooling Design / Manufacturing Engineering
 - Procurement
 - Purchasing
 - Production

Thank you!

SIEMENS



www.siemens.com/plm