

SOURCING & STANDARDIZATION INTELLIGENCE

CUSTOMER STORIES





DISCOVER HOW LEADING COMPANIES
IN DIVERSE INDUSTRIES AROUND THE
GLOBE ARE BENEFITTING FROM NETVIBES
SOURCING & STANDARDIZATION
INTELLIGENCE SOLUTIONS ON THE
3DEXPERIENCE PLATFORM BY:

- Breaking down data silos;
- Reducing, reusing and standardizing product parts;
- Decreasing costs and speeding time-to-market; and
- Driving business transformation.

The following real-world customer case studies are true; some names have been anonymized.



INDUSTRY: TRANSPORTATION & MOBILITY

INCREASE PROFITS AND REDUCE COSTS FROM NEW PARTS INTRODUCTION

Customer: Automotive manufacturer

Challenge: A leading automotive manufacturer conducted an internal analysis to calculate the total cost of new parts introduction for a typical project at the company, including: product development, purchasing, manufacturing and after-sales maintenance.

Results: Using Sourcing & Standardization Intelligence, the company was able to significantly reduce its new parts introduction volume, **boosting profits and achieving 100% ROI in just six months.**



DECREASE NEW PRODUCT INTRODUCTION CYCLE TIME

Customer: Recreational vehicle manufacturer

Challenge: Facing the challenge of siloed data across disparate systems, this powersports manufacturer needed a way to better analyze its data in order to drive efficiency, increase product diversity and improve the customer experience.

Results: By indexing legacy data from various systems (PLM, ERP, CRM) and analyzing it on one platform for a single source of truth, the company has **decreased its new product introduction cycle time from 36 months to 30 months.**

ACHIEVE IMMEDIATE ROI BY IDENTIFYING DUPLICATE PARTS

Customer: Automotive manufacturer

Challenge: With different data sets distributed across departments and platforms, this automotive manufacturer wanted to increase the productivity of its queries and enable engineers to quickly search for parts based on shape, metadata, features and other aspects. The company needed to reduce duplicates and optimize parts reuse to drive down project costs and time-to-market.

Results: In the initial parts review, NETVIBES on the 3DEXPERIENCE platform immediately **identified hundreds of duplicates, potentially saving the company more than \$600,000.** Now teams can quickly access and analyze data from across systems, including SAP, SmarTeam and legacy homegrown solutions, and see similar parts compared on one screen, enabling them to optimize vendor locations and prices.





INDUSTRY: AEROSPACE & DEFENSE

PREDICT MAINTENANCE NEEDS AND RETURN AIRCRAFT TO SERVICE FASTER

Customer: Aircraft servicing

Challenge: With data siloed across multiple systems (ERP, MES, PLM), this aircraft manufacturer and servicer needed a way to analyze all available data from across disparate locations.

Results: Using NETVIBES Information Intelligence, the company is able to make quicker, better decisions about aircraft maintenance, thereby **achieving 400% ROI, saving \$20M**. By aggregating information from diverse systems on the **3DEXPERIENCE** platform, the company can better leverage its data, thus driving immediate and significant business value.



REDUCE SUPPLY CHAIN COSTS BY MILLIONS

Customer: Aerostructure manufacturer

Challenge: This aerostructure manufacturer wanted to reduce the cost of parts while increasing efficiency and delivering better transparency to customers.

Results: Using **3DEXPERIENCE** NETVIBES, engineers can easily analyze the entire parts inventory and quickly discover the best part using 3D similarity and side-by-side drag-and-drop analysis. As a result, the company is reusing more parts, reducing costs and delivering projects faster. With around 400,000 standard parts on an airplane, a savings of 2% on each part means a total of **\$60M savings**. In fact, the company estimates it can save up to 10% per part and expects to achieve a **20% overall reduction in supply chain cost**.



BID SMARTER ON PROJECTS FOR SIGNIFICANT SAVINGS

Customer: Industrial goods manufacturer

Challenge: With data siloed across separate systems and no PLM system in place, this industrial manufacturer could neither find parts it had already designed nor identify similar projects it had performed. At the same time, project complexity was increasing, making it difficult to make efficient bids. Due to these challenges, the company was missing out on millions in projects annually by failing to bid on projects that it should have been qualified to win.

Results: Using the **3DEXPERIENCE** platform, the company can now analyze parts data to generate better bids, while significantly reducing the amount of time and manual effort involved. When a new Request for Quotes is received, the work package data is automatically added to the platform for dissection and Bill of Materials structuring. The company **saves up to \$12M annually and has reduced its no-bids to 15%.**

BOOST PROCESS AGILITY AND PERFORMANCE

Customer: Aerospace manufacturer

Challenge: This aerospace manufacturer needed a solution to aggregate and analyze data in order to improve overall quality, increase agility and decrease risks and costs.

Results: Using NETVIBES Information Intelligence, the company is able to analyze data for critical decision-making intelligence, including **reducing parts, increasing reuse, and optimizing sourcing**. Effective cross-functional management tools enable the company to standardize processes.

CUT INTERNAL COSTS AND IMPROVE QUALITY

Customer: Aerospace manufacturer

Challenge: This aircraft manufacturer wanted to improve competitiveness and reduce recurring and nonrecurring costs by optimizing its industrial processes. To do so, the company needed a way to better aggregate information from across disparate systems and analyze it for key insights.

Results: A potent data aggregator, the **3DEXPERIENCE** platform with NETVIBES has **enhanced decision-making capabilities across the company by delivering a single source of truth.** Improved intelligence and increased accuracy drive cost reductions and a broader view of verticals.





REUSE PARTS AND SHORTEN THE DESIGN CYCLE

Customer: Aerospace manufacturer

Challenge: With a significant number of long-time employees approaching retirement, this aerospace manufacturer needed a way to preserve knowledge across different departments and decades' worth of projects. In addition, management wanted to accelerate innovation cycles and improve sustainability with an eye toward the future.

Results: NETVIBES on the **3DEXPERIENCE** platform allows the company to drop any CAD 3D model, in a wide variety of formats, into the search bar and immediately find all similar parts to understand the level of similarity. As a result, the company is able **to deliver projects faster, reduce costs and eliminate 70% of the design cycle by reusing existing components.**



INDUSTRY: HIGH-TECH

IMPROVE DESIGN EFFICIENCY BY STANDARDIZING COMPONENTS

Customer: Mobile device manufacturer

Challenge: This large high-tech manufacturer wanted to reduce and reuse the number of parts and components across its product line in order to slash the costs of design, manufacturing and supply chain at scale. Because each division is independently organized, using different IT platforms and business processes, it was difficult for the company to share parts information or monitor projects across departments. It needed a solution to analyze structural mechanical components, including 3D models and other data dispersed across various systems.

Results: Deployed out-of-the-box, Sourcing & Standardization Intelligence immediately identified duplicate parts, enabling Procurement leaders to standardize components across projects for significant cost savings. The solution has integrated perfectly into the company's business processes, and each department has defined a goal percentage of reused parts as an important KPI for evaluation of designer performance. NETVIBES is used not only throughout the design process, but also for weekly new part reviews to **keep projects on target.**



SAVE MONEY ON PARTS AND DRIVE BETTER ENGINEERING DECISIONS

Customer: Power management and technology

Challenge: This technology leader in power management solutions faced a heterogeneous IT landscape between ERP, PLM and CAD systems found in the various divisions across the organization. The company wanted to better utilize data and engineering assets across divisions and improve supply chain and engineering efficiency.

Results: Sourcing & Standardization Intelligence solutions on the **3DEXPERIENCE** platform **immediately identified part duplicates, reducing the company's direct spend and boosting profits**. Using NETVIBES, the company is better able to negotiate with suppliers for the best price and, in some cases, has even found suitable project parts already on hand, allowing them to avoid the entire sourcing process. Despite many acquisitions, the company is able to quickly reveal, reduce and reuse parts on newly acquired design assets, leading to quicker ROI on new business units.



IDENTIFY SIGNIFICANTLY MORE DUPLICATE PARTS AND OPTIMIZE SOURCING SAVINGS

Customer: High-tech manufacturer

Challenge: Because home appliances is a low-margin business, much of the profit depends on how much procurement can save on part costs. This technology manufacturer needed a way to better identify parts and analyze costs, as its existing manual methodology was subject to human error and would sometimes miss identical parts due to wrong component names or numbers.

Results: After a test run of indexing and searching parts in 3D using Sourcing & Standardization Intelligence, the company was able to immediately find 70% more duplicate parts than they had known about. **This intelligence helps buyers to better plan and negotiate sourcing, resulting in significant savings across geographies.**



ELIMINATE DUPLICATES FOR DRAMATIC COST SAVINGS



Customer: Bird Technologies, manufacturer of radio frequency products

Challenge: With many 3D models siloed across legacy systems, Bird Technologies needed a way to quickly locate and analyze 3D models and parts data that can be reused in new designs.

Results: Using Sourcing & Standardization Intelligence, Bird was able to rapidly find similar parts for reuse instead of spending time redesigning new ones. As a result, the company has **reduced the number of duplicate parts on its server by 75% and accelerated product development.**

INDUSTRY: INDUSTRIAL EQUIPMENT



SAVE MONEY AND TIME



Customer: Wittur, global elevator industry supplier

Challenge: Following a series of acquisitions, Wittur, a top manufacturer of elevator components, modules and systems, faced a significant challenge in using the massive amount of diverse data across its globally located plants to support part reuse.

Results: The company adopted Sourcing & Standardization Intelligence to break down data silos and provide global access to parts data stored in distributed sources, including SOLIDWORKS PDM Professional and legacy SQL databases. As a result, engineers have reduced the time spent looking for information by more than **20 hours per day, freeing up €184,000 worth of engineering time per year** for higher value tasks while reducing parts proliferation.

The image shows a scenic landscape with rolling green hills in the foreground and two large wind turbines standing on a ridge in the middle ground. The sky is filled with soft, white clouds, and the overall lighting suggests a bright, slightly overcast day. The right side of the image is partially obscured by a dark blue vertical overlay containing text.

INDUSTRY: ENERGY & MATERIALS

IMPROVE ENGINEERING PRODUCTIVITY

Customer: Renewable energy player

Challenge: With hundreds of thousands of different parts in use, this company had many potential duplicate parts, with each one costing up to \$4,000. It needed a way to analyze 3D parts geometry to identify duplicates and lower-cost alternatives.

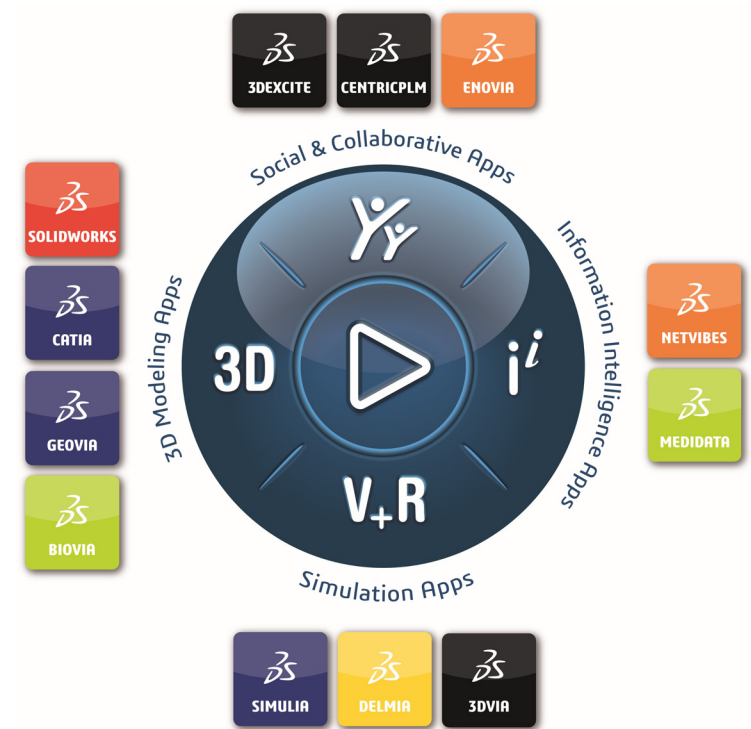
Results: Using Search & Standardization Intelligence, engineers are able to identify the best part for any project, perform “should-cost” analyses and achieve cost-balancing through optimization of components. As a result, the company has reduced time-to-market in new product introduction programs, as well as **reduced product costs by 5-10%.**

LEARN MORE ABOUT EXALEAD SOURCING & STANDARDIZATION INTELLIGENCE

Our **3DEXPERIENCE®** platform powers our brand applications, serving 11 industries, and provides a rich portfolio of industry solution experiences.

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Europe/Middle East/Africa
 Dassault Systèmes
 10, rue Marcel Dassault
 CS 40501
 78946 Vélizy-Villacoublay Cedex
 France

Asia-Pacific
 Dassault Systèmes K.K.
 ThinkPark Tower
 2-1-1 Osaki, Shinagawa-ku,
 Tokyo 141-6020
 Japan

Americas
 Dassault Systèmes
 175 Wyman Street
 Waltham, Massachusetts
 02451-1223
 USA