revalize & Cre8tive

TECHNOLOGY AND DESIGN

3 Best Practices to Create a Product-Centric

Competitive Advantage with PRO.FILE PLM

Our Sales Pros: Driving Your Success!

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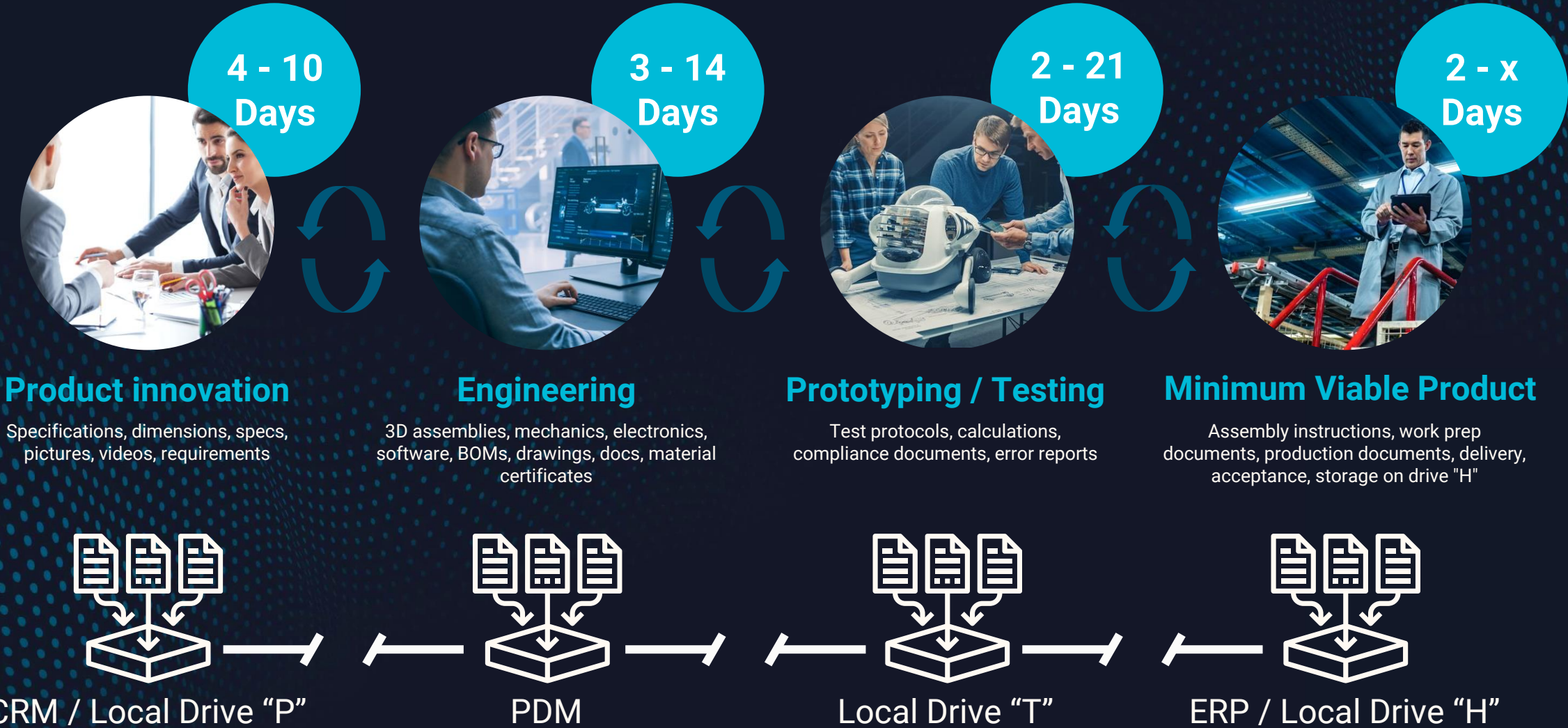Michael.Allen@revalizesoftware.com

The Revalize Difference

3

4

2

5

1

IDEA TO CASH

The Revalize Difference

- Improve time to value
- Sync with your customers, manufacturers & suppliers
- Shorten your sales cycles
- Gain process confidence
- Accelerate your product development

IDEA TO CASH

The Revalize Difference

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IDEA TO CASH

How does product development look today?

Many data silos slow down the product development process

4 - 10 Days

3 - 14 Days

2 - 21 Days

2 - x Days

Product innovation

Specifications, dimensions, specs, pictures, videos, requirements

Engineering

3D assemblies, mechanics, electronics, software, BOMs, drawings, docs, material certificates

Prototyping / Testing

Test protocols, calculations, compliance documents, error reports

Minimum Viable Product

Assembly instructions, work prep documents, production documents, delivery, acceptance, storage on drive "H"

CRM / Local Drive "P"

PDM

Local Drive "T"

ERP / Local Drive "H"

What's slowing down your product development?

Inefficiencies can hinder productivity

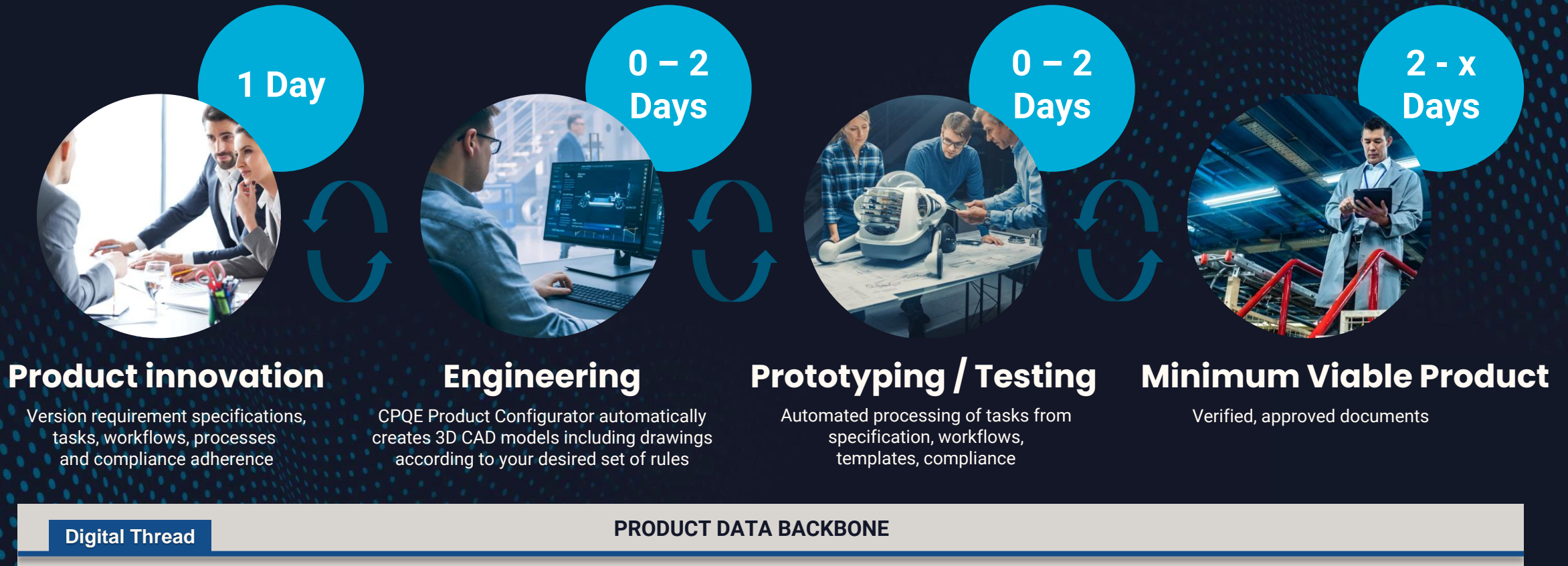|	Challenge	Impact
1.	Outdated versions of documents / graphics	Manufacturing of obsolete (nonsalable) products
2.	Errors due to manual parts list creation	Delay in product creation
3.	Limited automation possibilities due to separate "data silos"	High utilization of expensive manpower and additional effort (searching in multiple systems, no workflows possible, dependency on interfaces, errors)
4.	Product and manufacturing information not available	Low reusability, wide variety of duplicated components, manufacturing to wrong specification, false test results
5.	Data sheets, documentation not available	Customer service and support are limited
6.	No mechanism to verify existence of duplicate files	High redundancy

Faster and more efficient product development

With product-centric document management (Product Data Backbone)

Enterprise Portal

Product creation **CAD/CAE**	Manufacturing and logistics Process **ERP/SCM**	Sales & Service **CRM**
CAD parts lists drawings 3D assemblies	BOM Production parts lists Product rules	Spare parts lists Article Management Documentation

PRODUCT DATA BACKBONE

Digital Thread
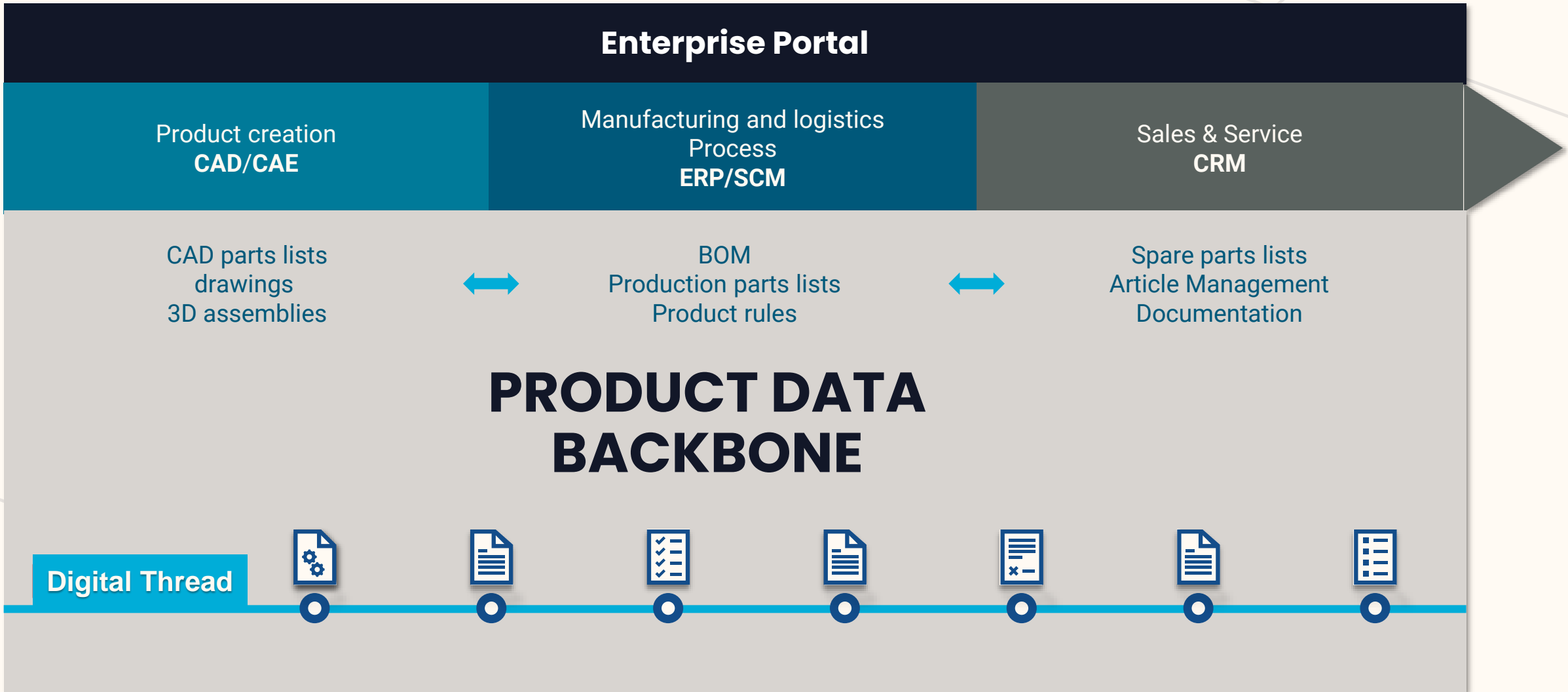
How can you improve your product development?

Optimized process = more value in less time

1 Day

0 – 2 Days

0 – 2 Days

2 - x Days

Product innovation
Version requirement specifications, tasks, workflows, processes and compliance adherence

Engineering
CPQE Product Configurator automatically creates 3D CAD models including drawings according to your desired set of rules

Prototyping / Testing
Automated processing of tasks from specification, workflows, templates, compliance

Minimum Viable Product
Verified, approved documents

PRODUCT DATA BACKBONE

Digital Thread

5 x more Innovation   **5** x faster speed-to-market

Accelerate product development

Your win, your impact
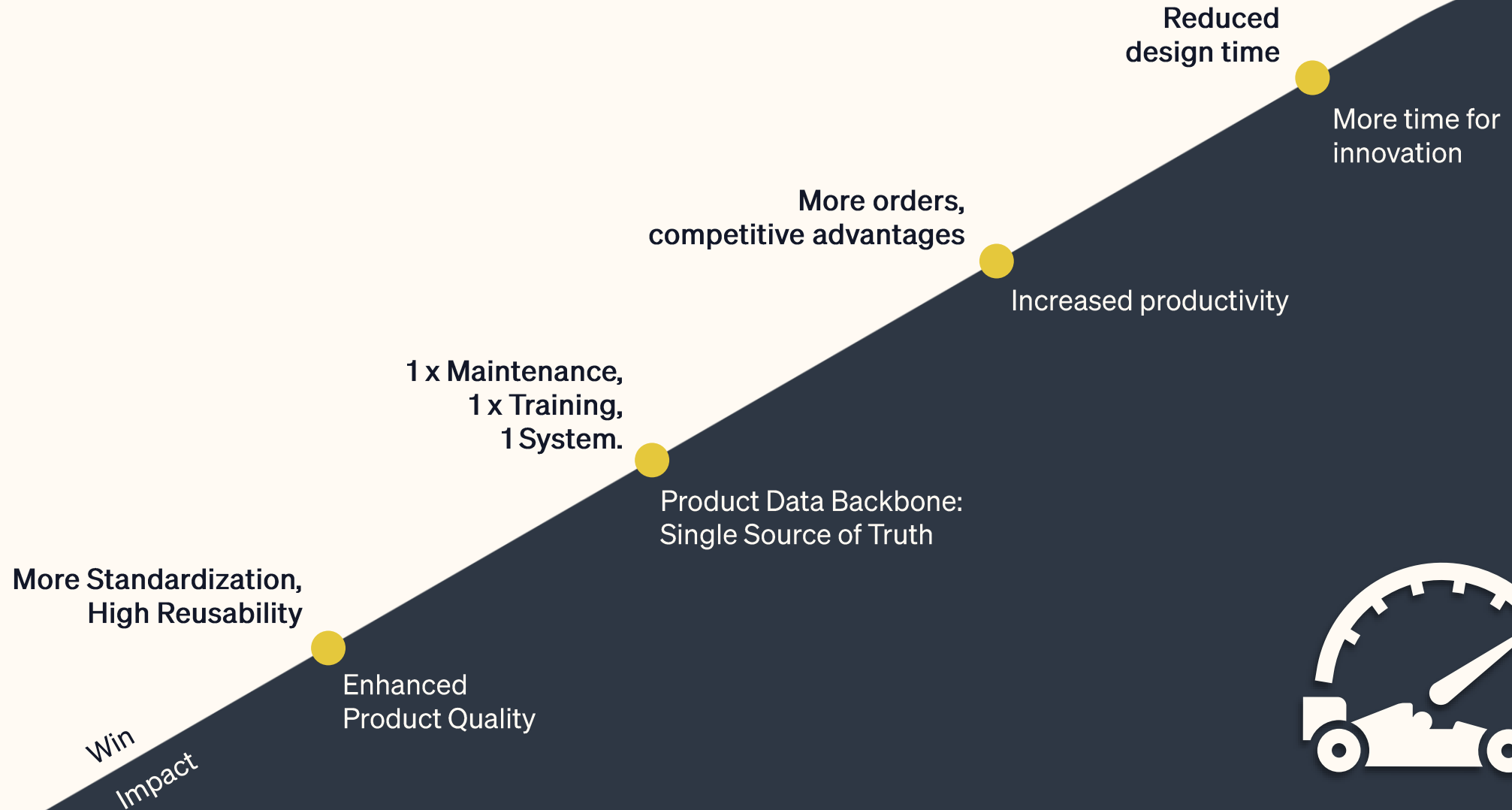
Reduced design time

More time for innovation

More orders, competitive advantages

Increased productivity

1 x Maintenance, 1 x Training, 1 System.

Product Data Backbone: Single Source of Truth

More Standardization, High Reusability

Enhanced Product Quality

Win

Impact

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IDEA TO CASH

Current Software Implementation Workstream

Project cost and complexity are often underestimated

▶ Software Implementation Roadmap

Tasks

Requirements Scope

Communication

Project Start

Project Completion
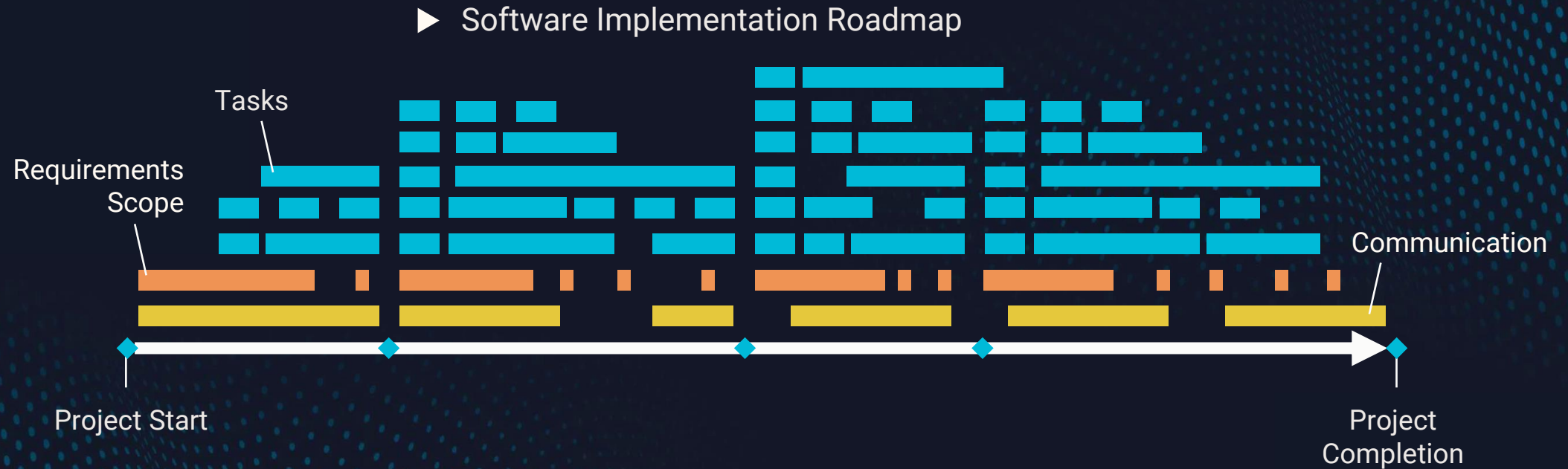
Potential Software Implementation Problems

Challenge	Impact
1. Time spent on descriptions and requirement specifications	Prolonged implementation time, slower time to value, digitalization blocker
2. Internal and external misalignment	Project delays and slower time to value
3. Extensive software customizations	Low flexibility due to individual programming, digitalization blocker, increased implementation costs
4. Frequency and scope of software updates	Enormous testing effort, high update costs, strong dependency on software providers

The PRO.FILE Implementation Methodology

Improve Time to Value

Project Plan

Projektmanagement/ Projekt-Organisation

PRO.FILE Basis

PRO.FILE ...management

Projektstart-Meeting und Protokollerstellung

Installation PRO.FILE Server und Clien...

Projektmanagement: Projektplanung, Projektsteuerung

Workshop De... Konfigurati... Gruppen, W...

Projektabschluss-Meeting / Projektstatus-Meeting

Inbetrieb...

Sp... kund... Entw...

Training PRO... Kurs in K...

Workshop PDM / CAD — 2

Configuration PDM / CAD — 2

Konfi... und M...

Test operation support PDM / CAD — 1

Testb...

User Training PDM / CAD — 1

customer-approved forecasting accuracy

PRO.FILE

1

2

3

4

User Empowerment

Before the project starts, system administrators are enabled in the **admin training** to directly configure the requirements in the system.

Expert Guidance

Our project team bring 30 years of experience to the **workshops,** effectively reducing common errors.

Freedom from Provider

Independent **prototyping** shortens the implementation phase

Flexibility After Go-Live

Try out new requirements in the **sandbox** and ship directly to **production environment**
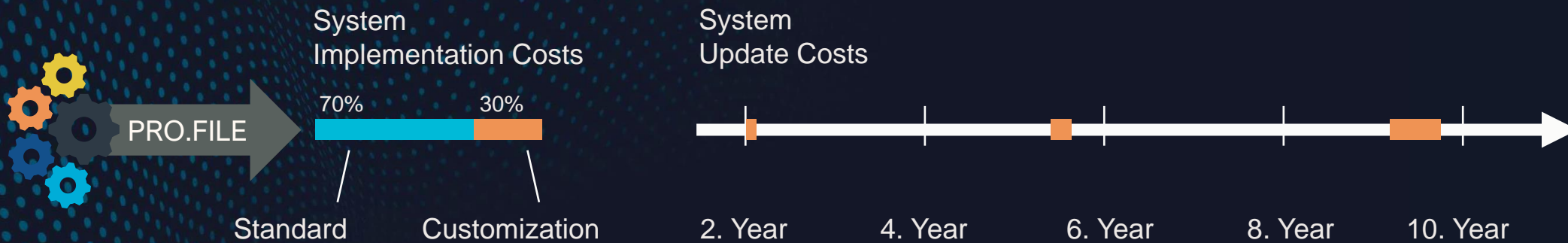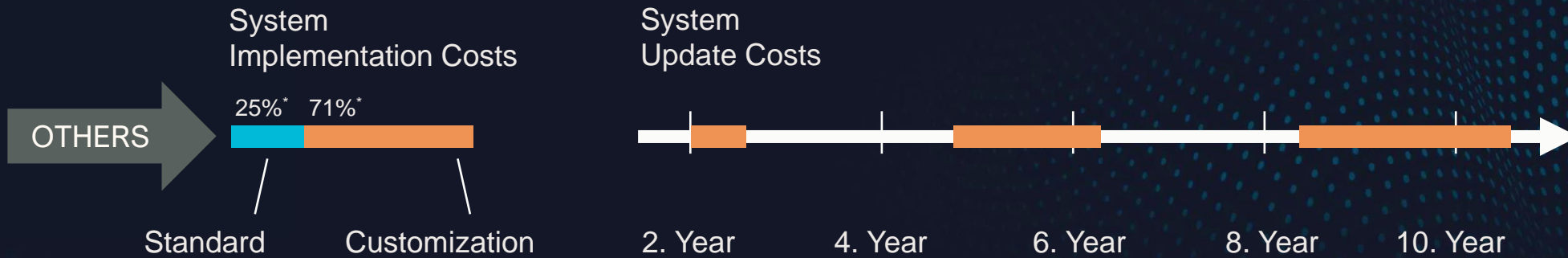
Project Effort and Costs under Control

With the PRO.FILE Implementation Methodology
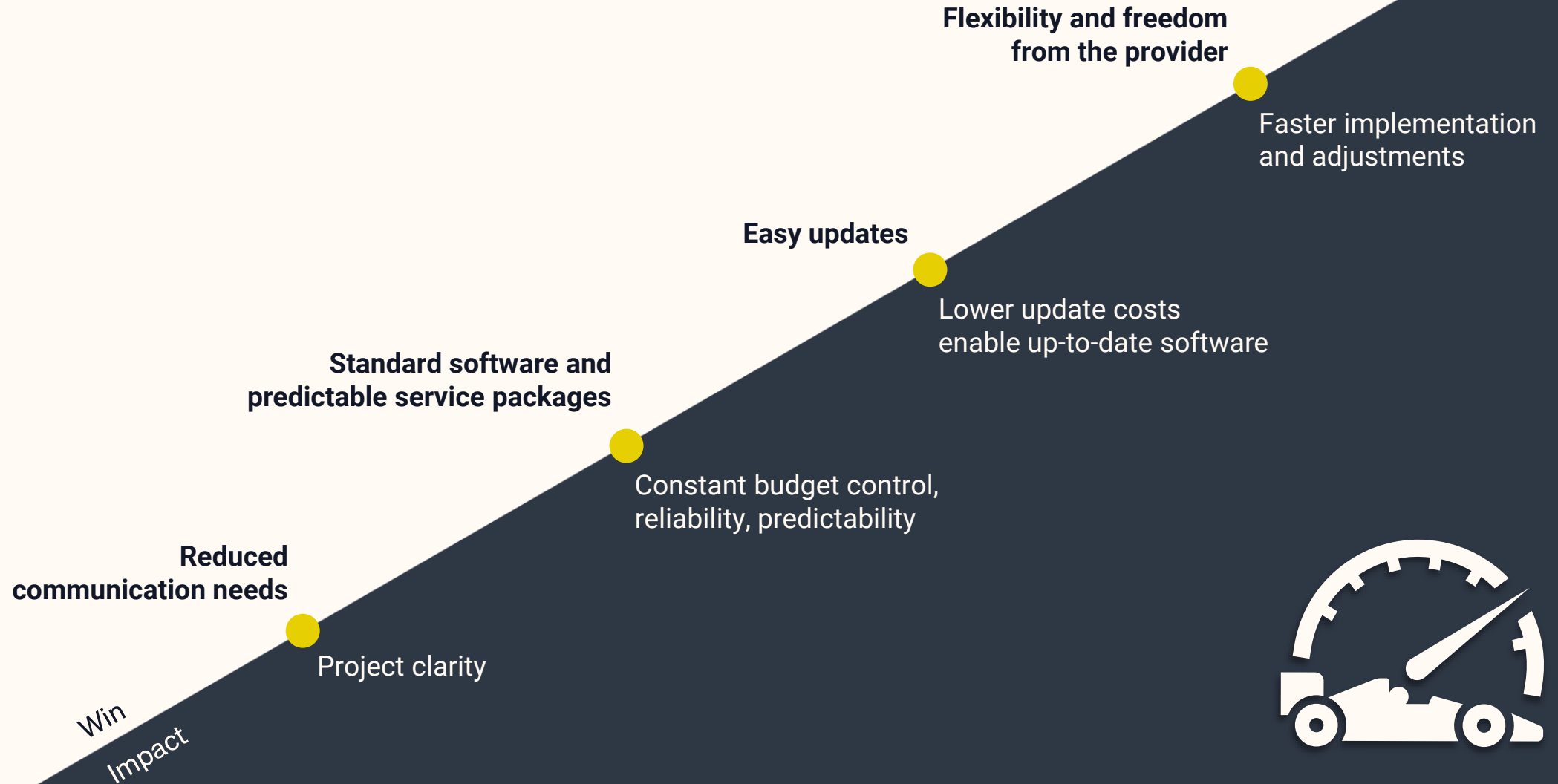
▶ Software Implementation Efforts

Tasks

Requirements
Scope

PRO.FILE

Communication

Project
Start

Project
Completion

Project Effort and Costs under Control

With the PRO.FILE Implementation Methodology

OTHERS

System
Implementation Costs

25%[*] 71%[*]

Standard   Customization

System
Update Costs

2. Year   4. Year   6. Year   8. Year   10. Year

PRO.FILE

System
Implementation Costs

70%   30%

Standard   Customization

System
Update Costs

2. Year   4. Year   6. Year   8. Year   10. Year

What do our customers say?

"After we discontinued the PLM implementation with Siemens Teamcenter after one year and a high investment, we were productive at 3 locations within 6 months after the restart with PRO.FILE."
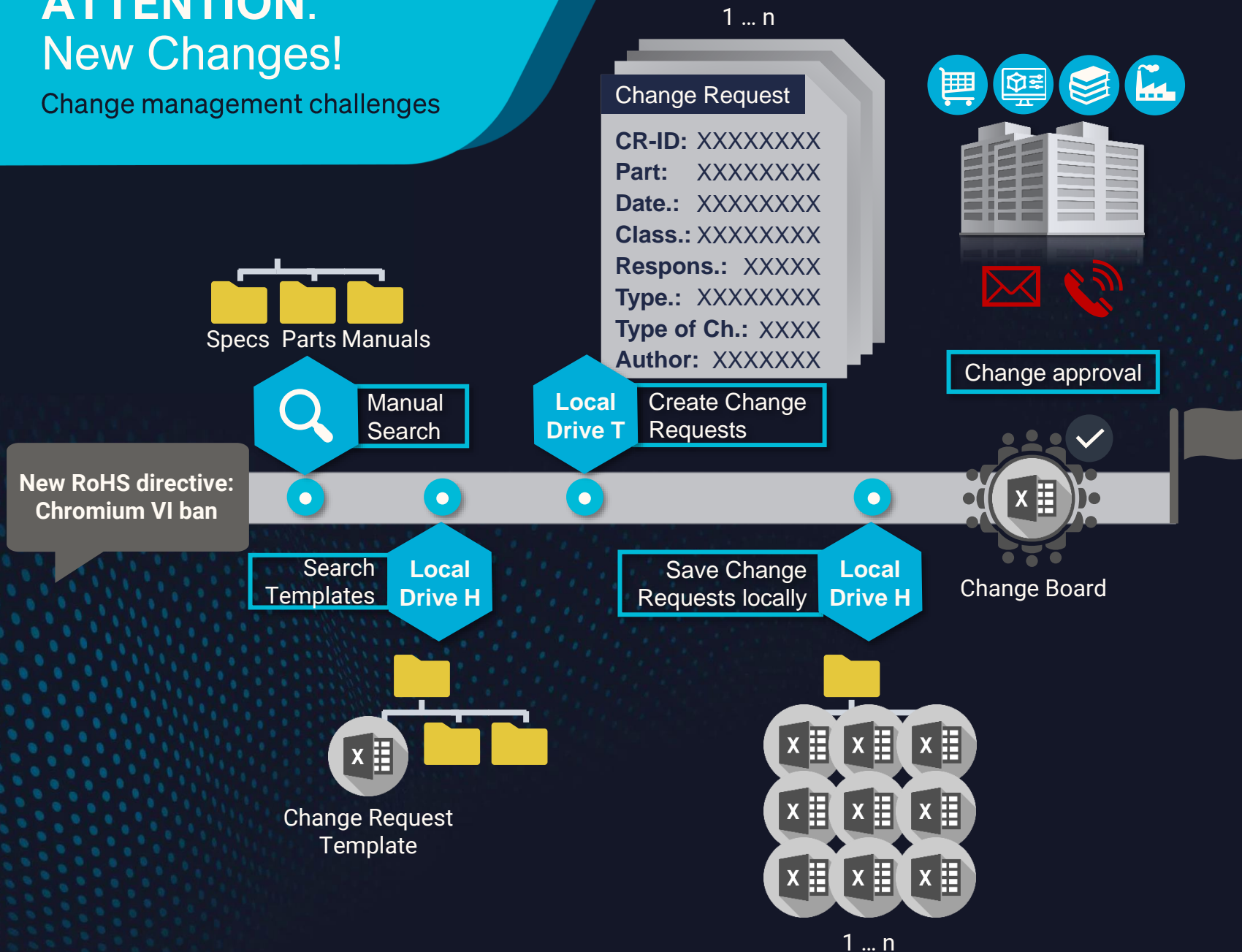
Marc Gajewski, PLM Team Leader

Mubea
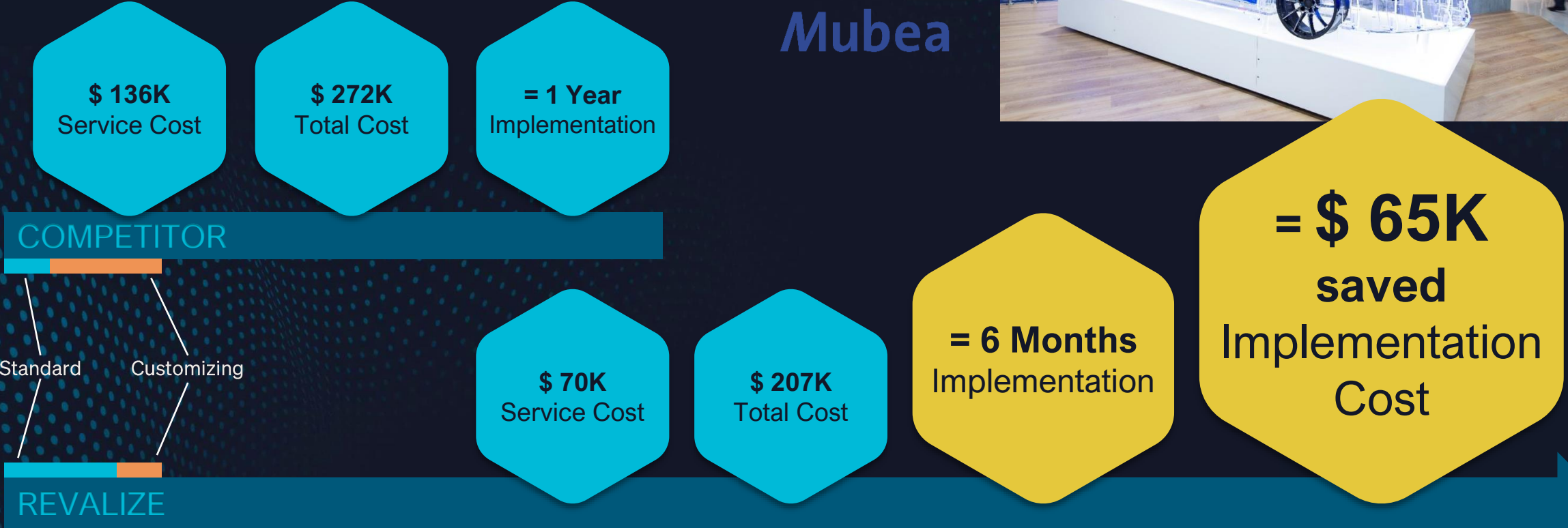
$ 136K Service Cost

$ 272K Total Cost

= 1 Year Implementation

COMPETITOR

Standard   Customizing

REVALIZE

$ 70K Service Cost

$ 207K Total Cost

= 6 Months Implementation

= $ 65K saved Implementation Cost

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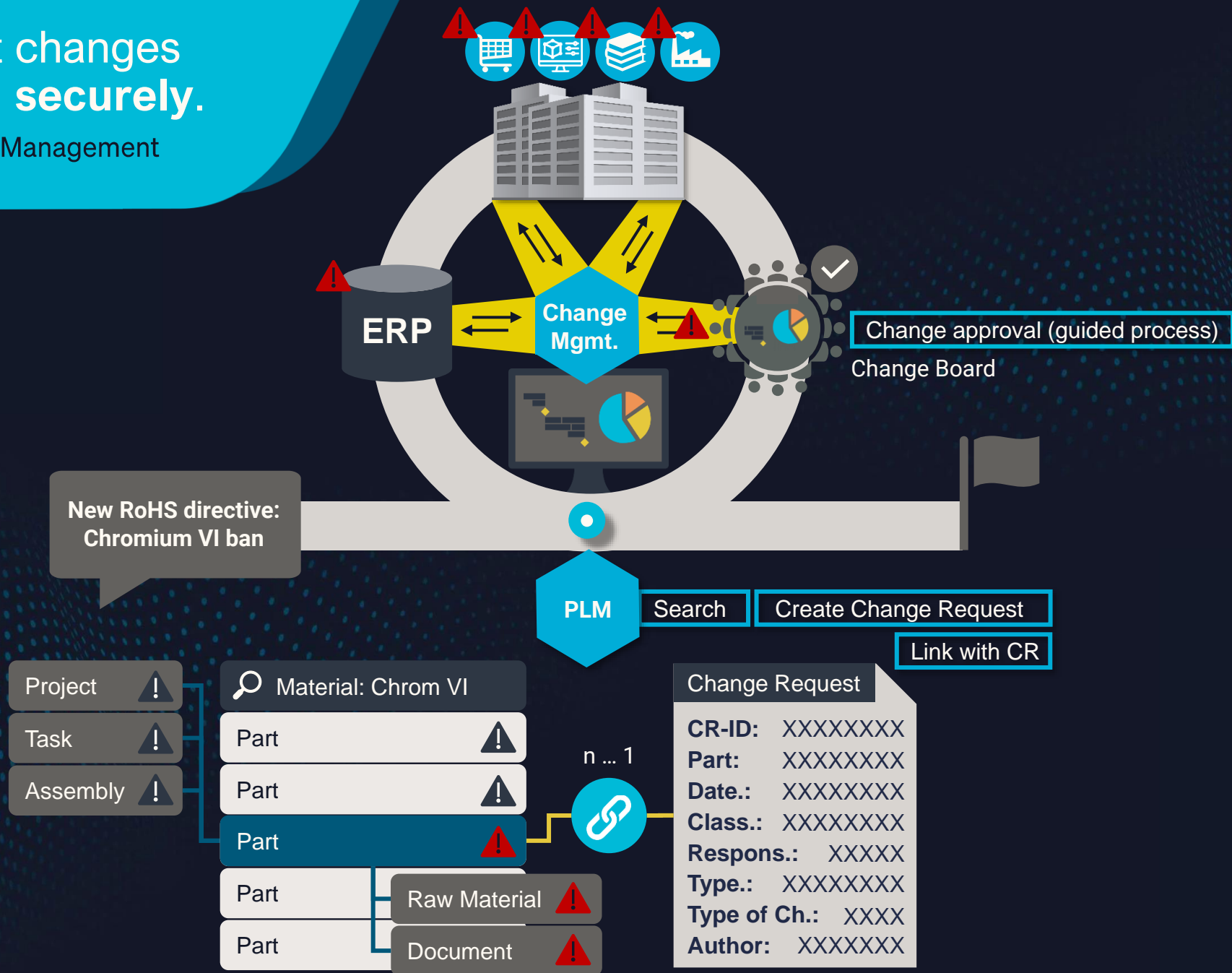- Accelerate your product development

IDEA TO CASH

Disadvantages of "Excel Change Management"
Why do errors accumulate without proper software support?

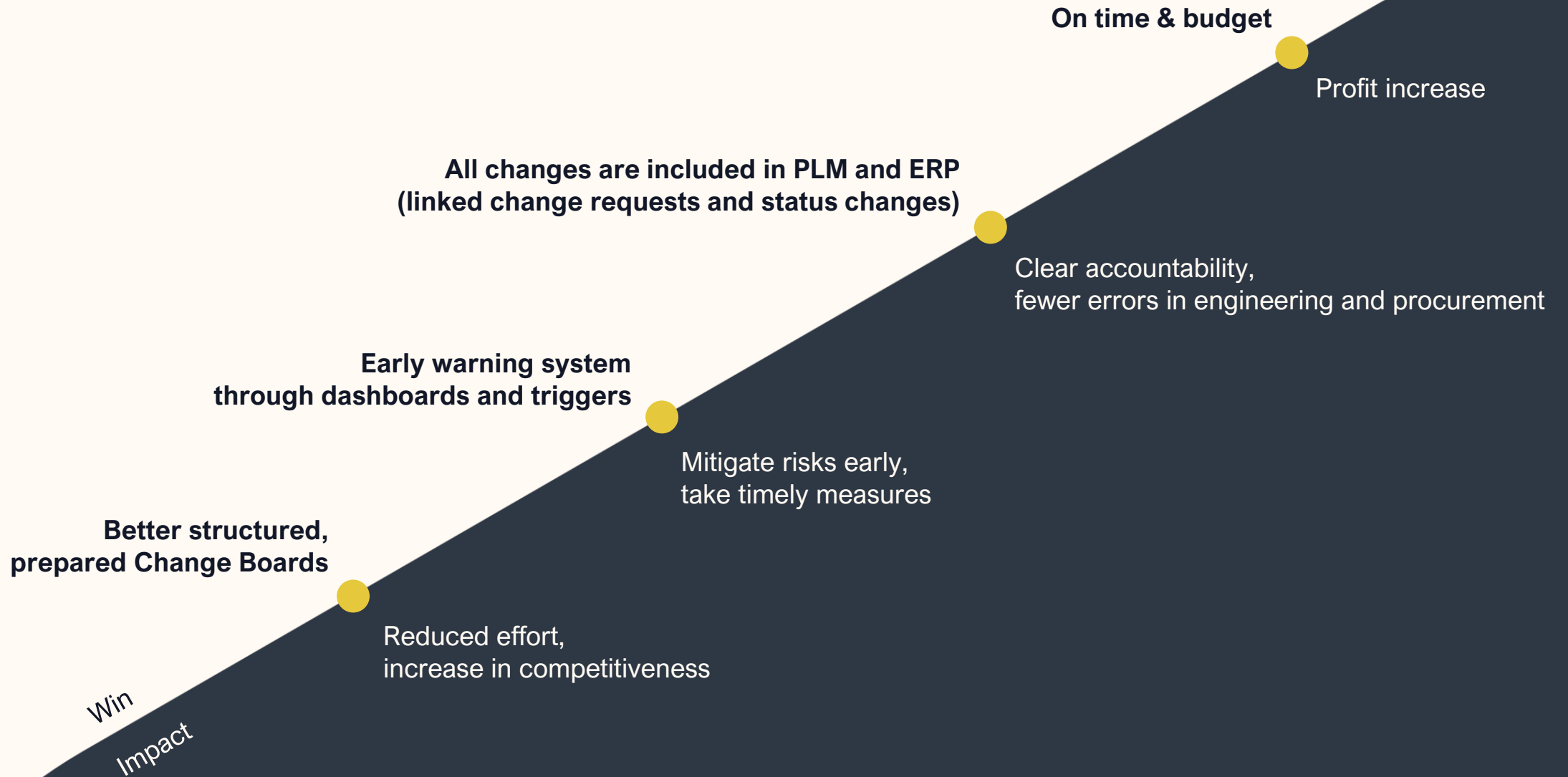| Challenge	Impact
1. Time-consuming, "manual" search for change-relevant parts or documents (data silos, PDM, ERP ...)	Project delays (project managers are involved in searches), increased need for communication and coordination
2. Lack of information connections, no relationship knowledge: Changes are not linked to documents/parts/tasks!	High search efforts, modified parts are used without changes, old guidelines/norms continue to be used, procurement orders outdated parts
3. Very high number of change requests or excessively long change requests that are difficult to oversee	Increased administrative effort, redundant information, limited clarity, slowed response capability, loss of control
4. No monitoring, no warning about obsolete parts/documents	Costly and time-consuming error correction, batches rendered unusable due to incorrect procurement, acceptance and delivery delays, inaccurate documentation
5. Change information is not transferred to ERP	"Information gap" leads to costly errors in procurement
6. Manual preparation of decision templates for the Change Board	Unnecessary, recurring additional resources and efforts are required
7. No current change status evaluable, no automatic reports, no dashboard	Slowed responsiveness, hindered collaboration, loss of control

Implement changes **easily** and **securely.**

Revalize Change Management

ERP

Change Mgmt.

Change approval (guided process)

Change Board

New RoHS directive: Chromium VI ban

PLM

Search

Create Change Request

Link with CR

Project

Task

Assembly

Material: Chrom VI

Part

Part

Part

Part

Part

Raw Material

Document

n ... 1

Change Request

CR-ID: XXXXXXXX
Part: XXXXXXXX
Date.: XXXXXXXX
Class.: XXXXXXXX
Respons.: XXXXX
Type.: XXXXXXXX
Type of Ch.: XXXX
Author: XXXXXXXX

What do our customers say?

"By using SolidWorks in conjunction with PRO.FILE, we have reduced the time from order receipt to machine delivery **from 16 weeks to 11 weeks**."

T. Jacoby, Technical Manager

Erlenbach Maschinen

16 Weeks / Project

3 Projects with $ 545K / Year

$ 1.6M / Year

BEFORE

11 Weeks / Project

5 Projects with $ 545K / Year

$ 2.7M / Year

= $ 1.1M More per Year

AFTER