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Conlon, Jo and Taylor, Andrew

Radicalising your Lifecycle’s full potential with PLM

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PLM EVENT – Inspired

University of Huddersfield

21st June 2016
Jo Conlon FHEA, MCMI, C.Text.ATI,

Fellow of the Higher Education Academy, a member of the Chartered Management Institute and an Associate of the Textile Industry
18 years experience in the clothing industry
Technical and Sourcing Manager
Joined UoH 2009

Vivek Mani – Principal Consultant

10 years of experience in Retail Industry in merchandising, marketing, sourcing and vendor management
5 years of PLM & Consulting experience
Key PLM Engagements : George-Asda (U.K), Clarks Shoes (UK), Ecco Shoes(Denmark), Li-Fung (USA)
Agenda

- Typical product development process
- Industry pain points and challenges
- What is PLM and its concepts
- PLM capability framework
- Benefits of PLM
- Road ahead
Some Problem Echoed?

- High Product Cost
- High Time to Market
- High Material Cost
- High cycle Time
- High Sampling cost
- Lower Resource productivity

- Multiple Versions Of Truth
- Limited Process Visibility
- Lack Of Control
- Decentralised Data
- Dispersed Supply Chain
- Multiple Stakeholders
- Effort Duplication

Bottom line
Top line
Margins
Market Share

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Complex Apparel Value Chain

- Multiple points of communication
- Limited process Visibility
- Not centralized
- Multiple versions
- Lack of control
- Dispersed Supply Chain
- Various Stakeholders
- Duplication of efforts

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What is PLM?

“Product life cycle management (PLM) is a philosophy, process and discipline supported by software for managing products through the stages of their life cycles, from concept through retirement.” – Gartner

“Product lifecycle management is an integrated, information-driven approach to all aspects of a product’s life – from its design inception through its manufacture, deployment and maintenance, culminating in its removal from service and final disposal.” – University of Michigan, PLM Development Consortium

“A strategic business approach that applies a consistent set of business solutions in support of the collaborative creation, management, dissemination, and use of product definition information across the extended enterprise from concept to end of life — integrating people, processes, business systems, and information.” – CIMData
What PLM Brings?

- PLM brings the 3Ps
  - People
  - Processes
  - Product Data

Together in the Product Life Cycle
What’s the Concept?

PLM

Facilities
- Workflow/Process Mgmt
- Document/Asset Mgmt
- Visualization
- Reports/Dashboards
- Enterprise Integrations

Modules
- Business/Season Planning
- Merchandise/Line Planning
- Product Specifications Management
- Product Sourcing/Costing
- Sample Management
- Materials Management
- Color Management
- Vendor Collaboration

Agents
Suppliers
Merchants
Designers
Factories
Costing/Sourcing
Tech Designers
Material Development

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PLM and Beyond …

PLM Capability Framework

Plan | Concept | Design | Develop | Source | Produce | QA & Delivery
--- | --- | --- | --- | --- | --- | ---
Line Planning | Concept Development | Design Creation | BOM Management | Basic Supplier Management | Integration to ERP | Test Specifications
Advanced Line Planning | Color Palette Management | Product Mgmt | Specification Management | Vendor Portal/RFQ | Integration to Ecommerce | Vendor Compliance
Global Buy Table | Inspirations and Themes | Colorway / SKU Creation | Construction Management | Finished Good Sample Mgmt | Production Order Tracking | Vendor Performance Management
 | | Sample Management | Costing | Material Sample Management | Material/ Product Testing | Advanced Sourcing
 | | Color Definition | | | |
 | | Material Definition | | | |
 | | Line Sheets / Boards | | | |

Calendar Management | Workflow | Product Tracking | Reporting | Integration | Supply Chain Collaboration
--- | --- | --- | --- | --- | ---
Business Intelligence / Style Performance Analytics / Mobility

Standard Capabilities | Advance Capabilities

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## Advance Capabilities

<table>
<thead>
<tr>
<th>Style Performance Analytics</th>
<th>Material Aggregation</th>
<th>Flex PLM Reporting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enable Smarter decision making by predicting Fashion</td>
<td>Unlock hidden inefficiencies in material sourcing</td>
<td>Pre-configured FlexPLM Reports</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Factory compliance &amp; Product Testing</th>
<th>Vendor Scorecard</th>
<th>Mobility Solution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manage vendor compliance, audit &amp; tracking</td>
<td>Ensures current, consistent &amp; accurate information about vendors</td>
<td>Approve tasks, upload pictures, mass approve/reject samples on the go via mobile app</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Production Order Tracking</th>
<th>Global Buy Table</th>
<th>Advance Sourcing for Apparel</th>
</tr>
</thead>
<tbody>
<tr>
<td>Track Real time Status of orders in factories</td>
<td>Unifies Forecast Information and addresses multi-region buyer requirement</td>
<td>High degree of collaboration with Vendor. Lets the organisation focus on Core areas.</td>
</tr>
</tbody>
</table>
PLM is a Source of Competitive Advantage

Best-Price from Best Source
Multiple Factories/ Multiple Costing Scenarios

Speed-to-Market
Reduced Lead Time by 50-60%

Enhance Adoption Rate
Saving in cost & resources up to 50%

Single-Version of Truth
Coordination among various players; Better Quality Products & Knowledge Mgmt

Well Defined Roles & Responsibilities
Security Enabled, User Specific Task Allocation

Re-usability
Libraries, Document Management

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# PLM can help you generate ROI

<table>
<thead>
<tr>
<th>Expectations</th>
<th>Delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduced Product Development Time</td>
<td>24% to 31% Improvement</td>
</tr>
<tr>
<td>Reduced Total Lead Time</td>
<td>7% to 19% Improvement</td>
</tr>
<tr>
<td>Material Cost Reduction</td>
<td>3% to 5% Improvement</td>
</tr>
<tr>
<td>Reduced Approval Timeline</td>
<td>Upto 5% Improvement</td>
</tr>
<tr>
<td>Improved Time To Market</td>
<td>17% to 31% Improvement</td>
</tr>
<tr>
<td>Improved Overall Margin</td>
<td>7% to 19% Improvement</td>
</tr>
<tr>
<td>Reduced Inventory</td>
<td>3% to 25% Improvement</td>
</tr>
<tr>
<td>Reduction In Redundant Tasks</td>
<td>15% to 30% Improvement</td>
</tr>
</tbody>
</table>

*Source: Kurt Salmon and Gartner*
Road Ahead - Planning and Readiness Assessment

Planning

- Review company’s vision, business strategy and goals
- Evaluate PLM software solution
- List business requirements and define PLM strategy
- Define operational metrics and targets for improvement (ROI etc.)
- Document product lifecycle Process
- Assess effectiveness of your product development process

Assessment

Infrastructure Assessment
- Adequateness of the current technology
- Scalability of the technology
- Openness to the technology

Current system and application assessment
- Flow of information – System Architecture
- Systems need to be integrated
- Systems to be replaced by PLM

Business Process Assessment
- Mapping of current processes / People
- Pain points and Challenges
- Business expectation from PLM

People assessment
- Openness to accept new system
- Timing of the new system
Thank you
Connect with us to understand how ITC Infotech can help your business.

Email: vivek.mani@itcinfotech.com
Web: www.itcinfotech.com