University of Huddersfield Repository

Conlon, Jo and Taylor, Andrew

Radicalising your Lifecycle’s full potential with PLM

Original Citation

Conlon, Jo and Taylor, Andrew (2016) Radicalising your Lifecycle’s full potential with PLM. In: Radicalising your Lifecycle’s full potential with PLM, 21st June 2016, University of Huddersfield. (Unpublished)

This version is available at http://eprints.hud.ac.uk/28748/

The University Repository is a digital collection of the research output of the University, available on Open Access. Copyright and Moral Rights for the items on this site are retained by the individual author and/or other copyright owners. Users may access full items free of charge; copies of full text items generally can be reproduced, displayed or performed and given to third parties in any format or medium for personal research or study, educational or not-for-profit purposes without prior permission or charge, provided:

- The authors, title and full bibliographic details is credited in any copy;
- A hyperlink and/or URL is included for the original metadata page; and
- The content is not changed in any way.

For more information, including our policy and submission procedure, please contact the Repository Team at: E.mailbox@hud.ac.uk.

http://eprints.hud.ac.uk/
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
Typical Apparel Product Development Process

1. Sketch
2. Line Boards
3. Yarn Selection
4. Textile Selection
5. Trim (Button/Zipper) Selection
6. Color Palette
7. Pattern Grading / Sizing
8. Cutting
9. Sewing
10. Testing
11. Wet Processing
12. Manufacturing
13. Quality
14. Finished Product
15. Logistics
16. Retailer/Consumer

4-8 Seasons

©2016 ITC Infotech. All Rights Reserved.
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

©2016 ITC Infotech. All Rights Reserved.
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

©2016 ITC Infotech. All Rights Reserved.
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
PLM and Beyond …

PLM Capability Framework

Plan
- Line Planning
- Advanced Line Planning
- Global Buy Table

Concept
- Concept Development
- Color Palette Management
- Inspirations and Themes

Design
- Design Creation
- Product Mgmt
- Colorway / SKU Creation
- Sample Management
- Color Definition
- Material Definition
- Line Sheets / Boards

Develop
- BOM Management
- Specification Management
- Construction Management
- Costing
- Finished Good Sample Mgmt
- Material Sample Management
- Material/ Product Testing

Source
- Basic Supplier Management
- Vendor Portal/ RFQ
- Production Order Tracking
- Vendor Performance Management
- Primary Material Aggregation
- Advanced Sourcing

Produce
- Integration to ERP
- Test Specifications
- Integration to E commerce
- Vendor Compliance

QA & Delivery

Calendar Management Workflow Product Tracking Reporting Integration Supply Chain Collaboration

Business Intelligence / Style Performance Analytics / Mobility

Standard Capabilities Advance Capabilities

©2016 ITC Infotech. All Rights Reserved.
## 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

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

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

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

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

Re-usability
- Libraries, Document Management

©2016 ITC Infotech. All Rights Reserved.
## 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**

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

**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