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Radicalising your Lifecycle's full potential with PLM

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# PLM EVENT – Inspired

*University of Huddersfield*  
*21<sup>st</sup> 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

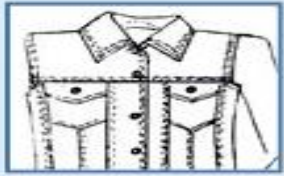
10 years of experience in Retail Industry in merchandising, marketing, sourcing and vendor management  
5 years of PLM & Consulting experience  
Key PLM Engagements : George-Asda (U.K), Clarks Shoes (UK), Ecco Shoes(Denmark), Li-Fung (USA)

- ➔ 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

4-8 Seasons



Sketch



Line Boards



Yarn Selection



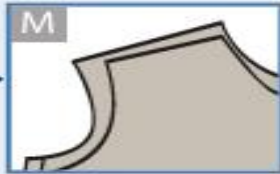
Textile Selection



Trim (Button/  
Zipper) Selection



Color Palette



Pattern Grading / Sizing



Cutting



Sewing



Testing



Wet Processing



Manufacturing



Quality



Finished Product

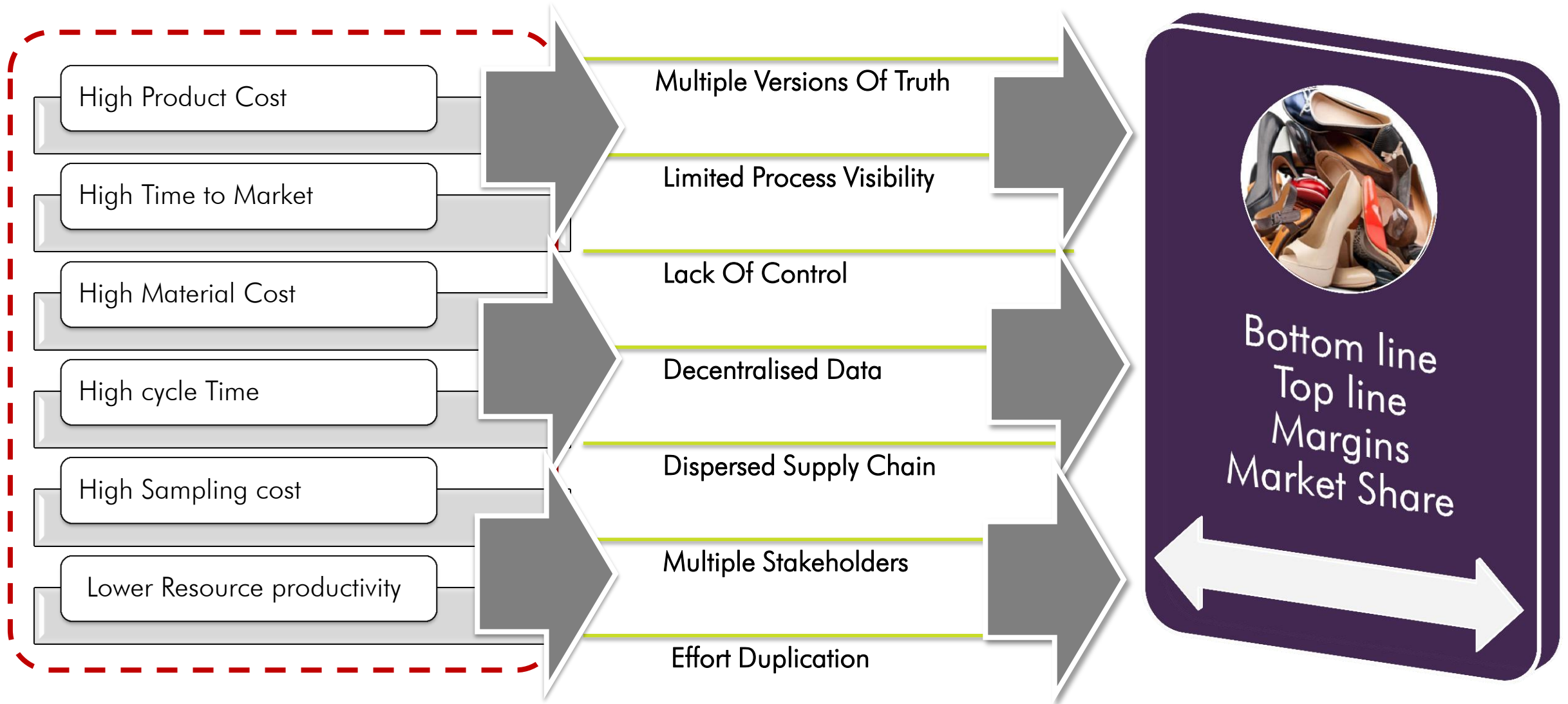


Logistics

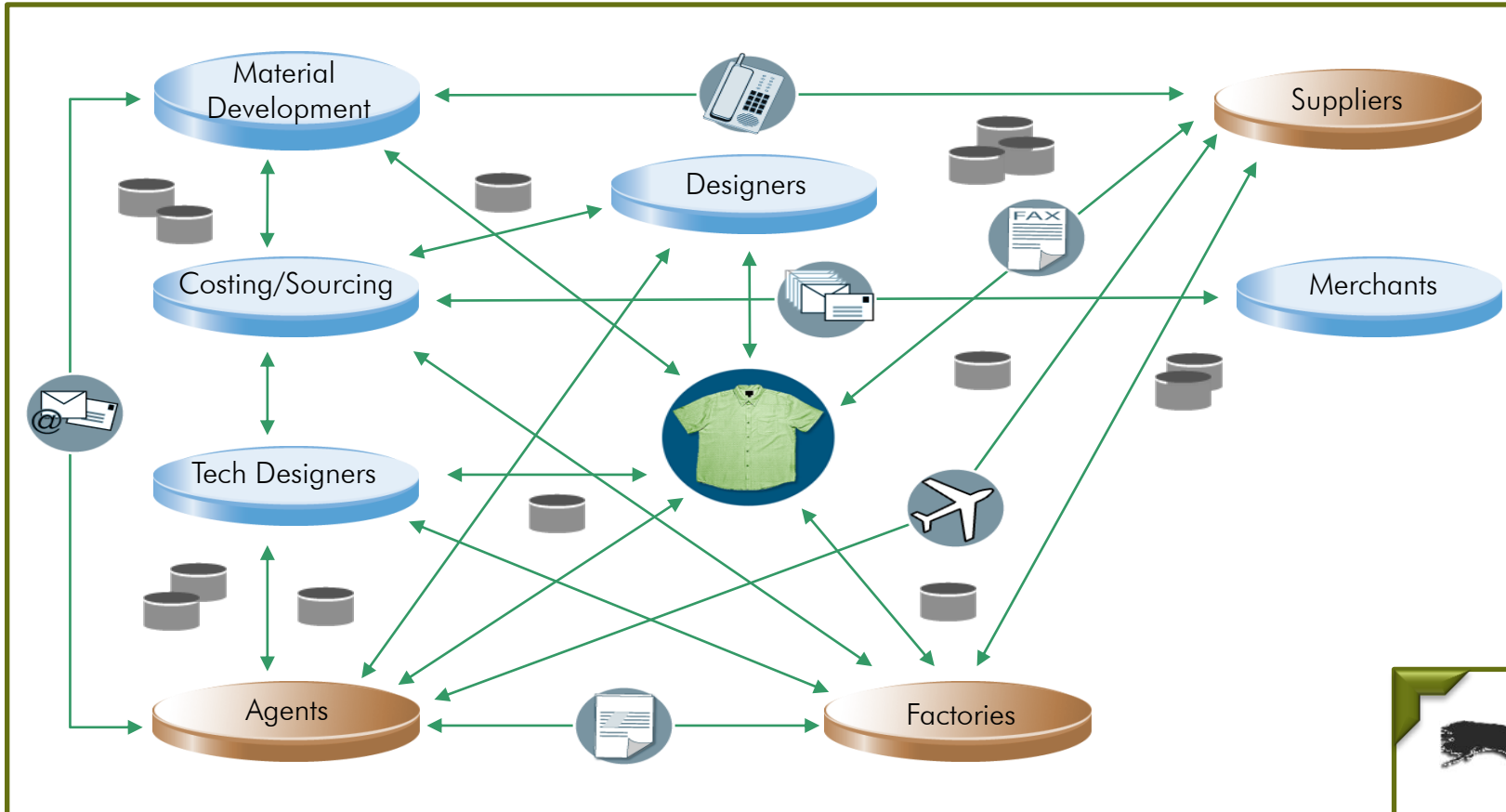


Retailer/ Consumer

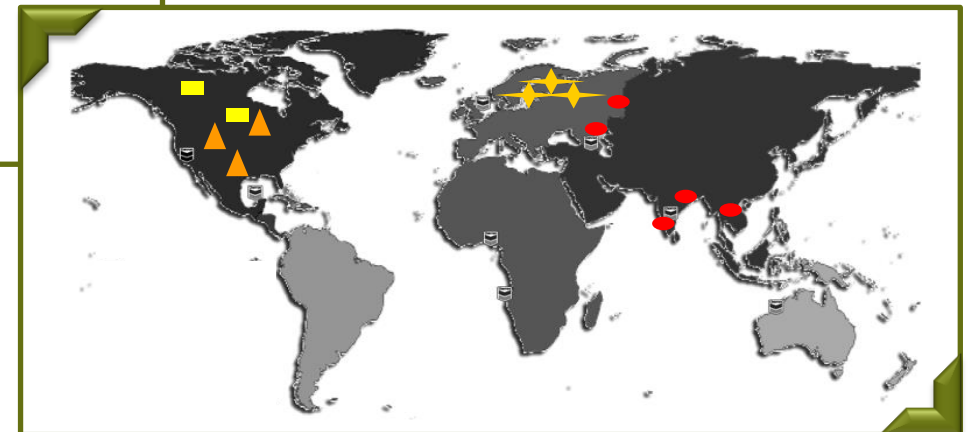
# Some Problem Echoed?



# 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



# 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?

People



Product Data



Processes

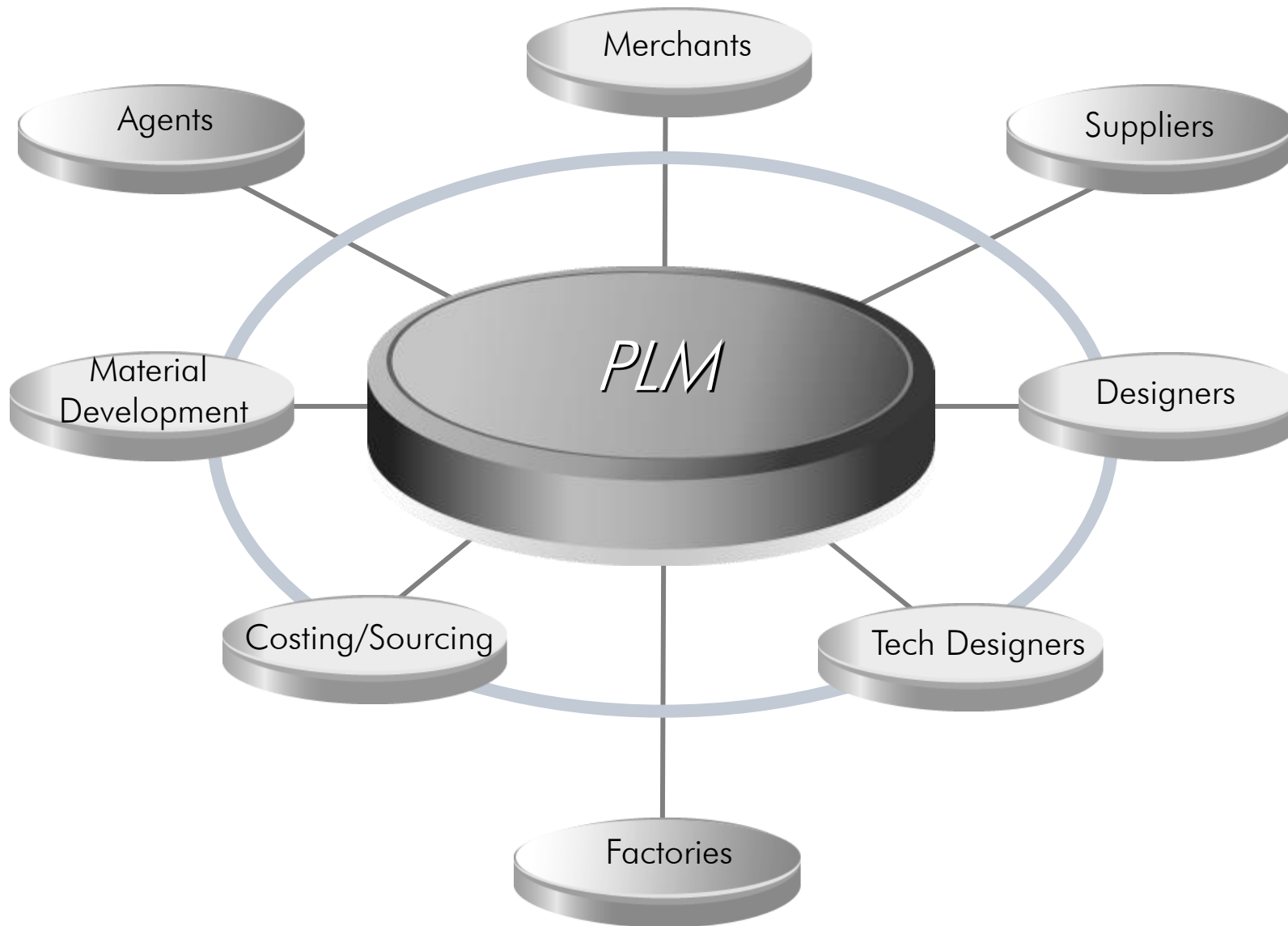


■ PLM brings the 3Ps

- People
- Processes
- Product Data

Together in the Product Life Cycle

# What's the Concept ?



## Facilities

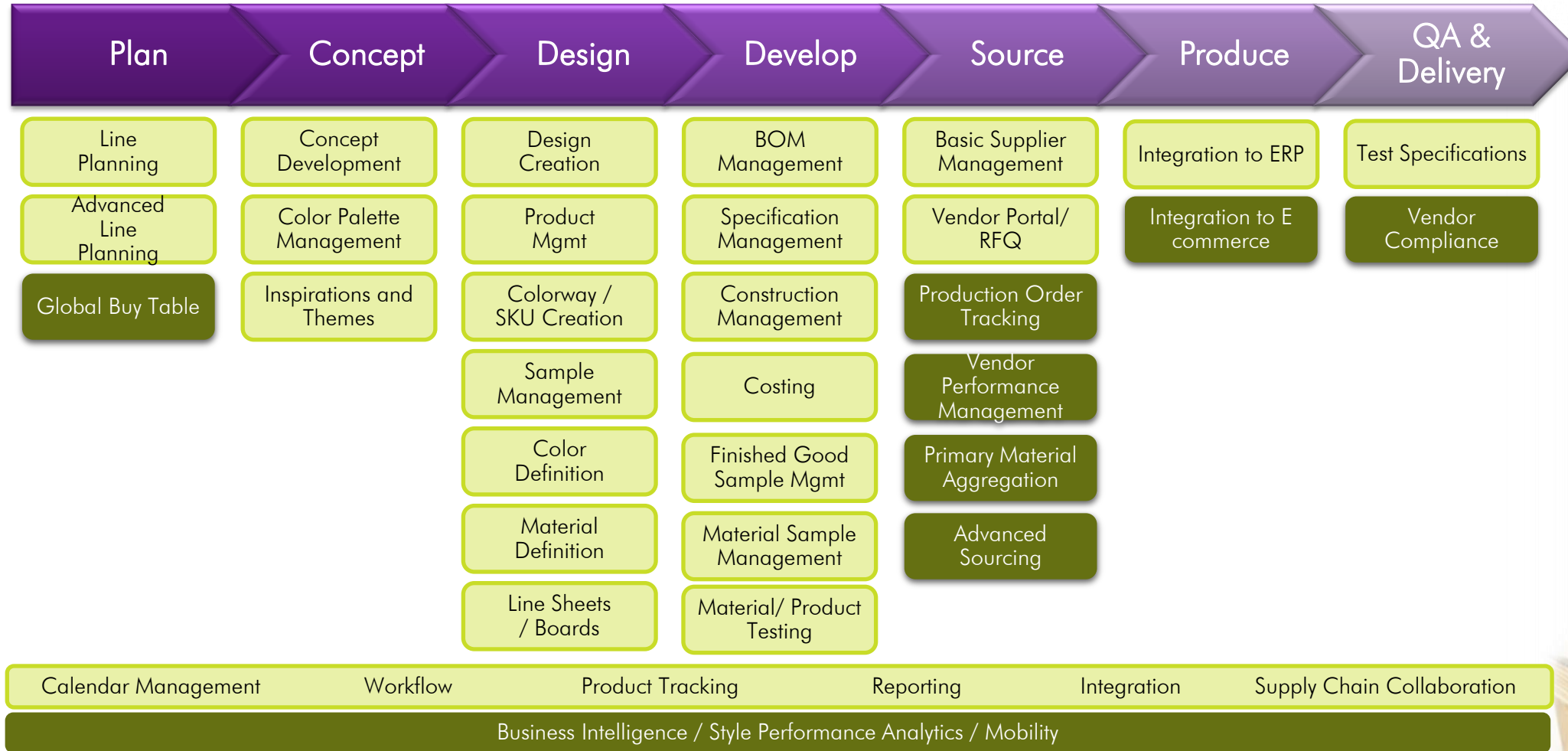
- Workflow/Process Mgmt
- Document/Asset Mgmt
- Visualization
- Reports/Dashboards
- Enterprise Integrations

## 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



Standard Capabilities



Advance Capabilities



# Advance Capabilities

## Style Performance Analytics

Enable Smarter decision making by predicting Fashion



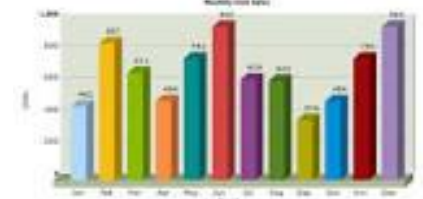
## Material Aggregation

Unlock hidden inefficiencies in material sourcing



## Flex PLM Reporting

Pre-configured FlexPLM Reports



## Factory compliance & Product Testing

Manage vendor compliance, audit & tracking



## Vendor Scorecard

Ensures current, consistent & accurate information about vendors



## Mobility Solution

Approve tasks, upload pictures, mass approve/reject samples on the go via mobile app



## Production Order Tracking

Track Real time Status of orders in factories



## Global Buy Table

Unifies Forecast Information and addresses multi-region buyer requirement



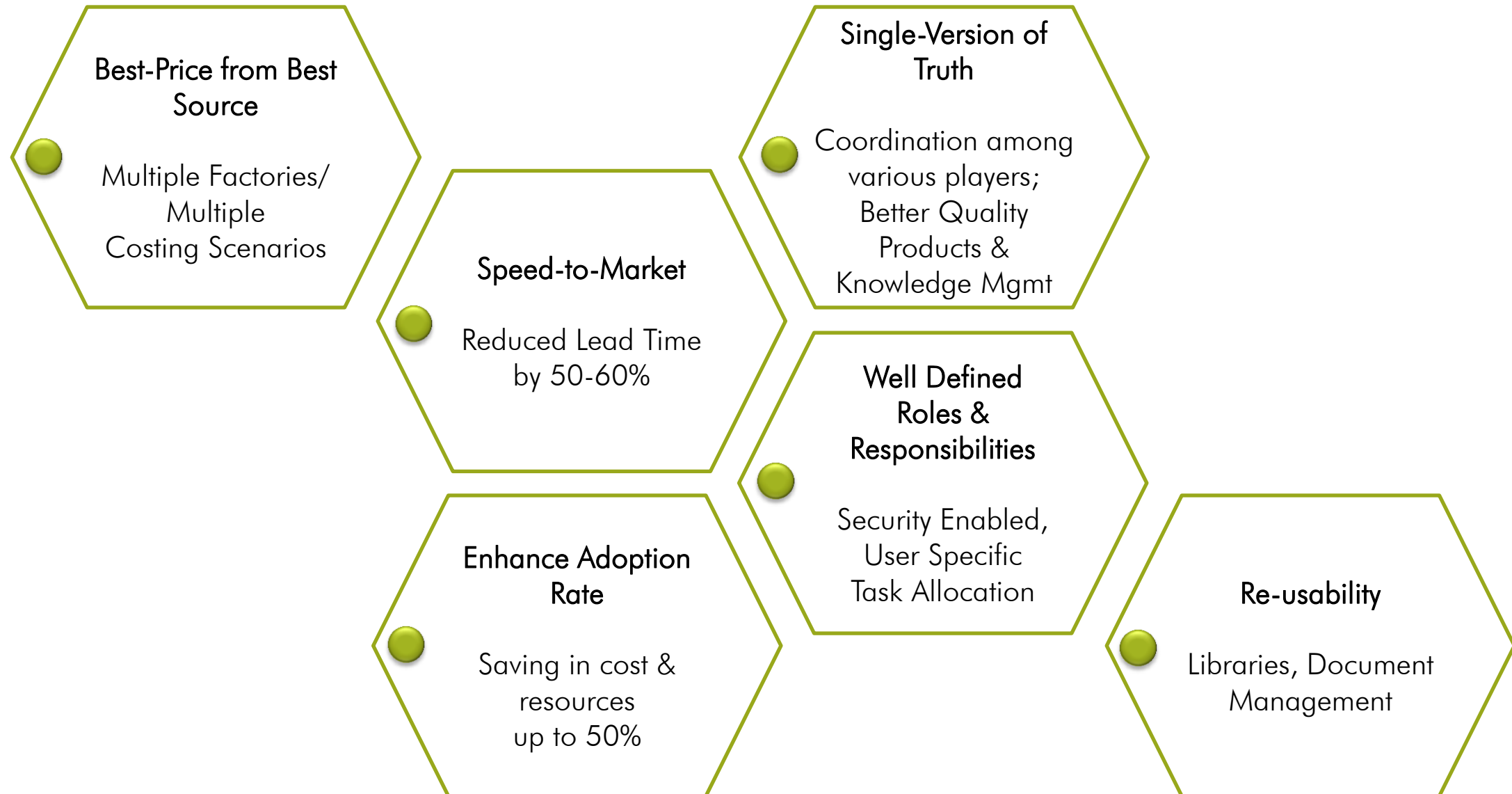
## Advance Sourcing for Apparel

High degree of collaboration with Vendor. Lets the organisation focus on Core areas.





# PLM is a Source of Competitive Advantage

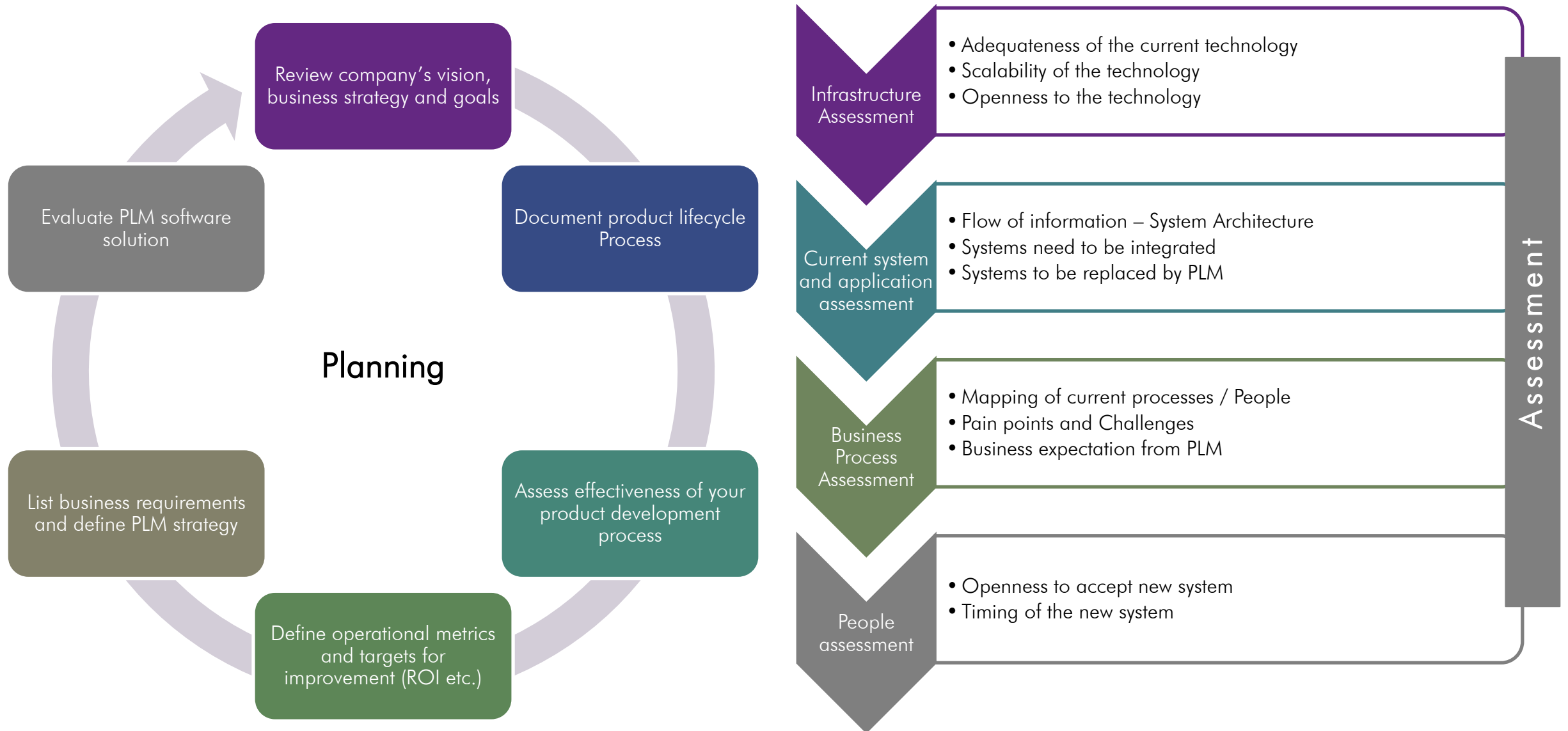


# PLM can help you generate ROI

Expectations		Delivered
Reduced Product Development Time	→	24% to 31% Improvement
Reduced Total Lead Time	→	7% to 19% Improvement
Material Cost Reduction	→	3% to 5% Improvement
Reduced Approval Timeline	→	Upto 5% Improvement
Improved Time To Market	→	17% to 31% Improvement
Improved Overall Margin	→	7% to 19% Improvement
Reduced Inventory	→	3% to 25% Improvement
Reduction In Redundant Tasks	→	15% to 30% Improvement

\*Source: Kurt Salmon and Gartner

# Road Ahead - Planning and Readiness Assessment



# Thank you

**Connect with us to understand how  
ITC Infotech can help your business.**

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Business-friendly Solutions