PLM EVENT – Inspired
University of Huddersfield
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Technical and Sourcing Manager
Joined UoH 2009

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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
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?

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

Together in the Product Life Cycle

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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

<table>
<thead>
<tr>
<th>Plan</th>
<th>Concept</th>
<th>Design</th>
<th>Develop</th>
<th>Source</th>
<th>Produce</th>
<th>QA &amp; Delivery</th>
</tr>
</thead>
<tbody>
<tr>
<td>Line Planning</td>
<td>Concept Development</td>
<td>Design Creation</td>
<td>BOM Management</td>
<td>Basic Supplier Management</td>
<td>Integration to ERP</td>
<td>Test Specifications</td>
</tr>
<tr>
<td>Advanced Line Planning</td>
<td>Color Palette Management</td>
<td>Product Mgmt</td>
<td>Specification Management</td>
<td>Vendor Portal/RFQ</td>
<td>Integration to E-commerce</td>
<td>Vendor Compliance</td>
</tr>
<tr>
<td>Global Buy Table</td>
<td>Inspirations and Themes</td>
<td>Colorway / SKU Creation</td>
<td>Construction Management</td>
<td>Production Order Tracking</td>
<td>Vendor Performance Management</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Sample Management</td>
<td>Costing</td>
<td>Finished Good Sample Mgmt</td>
<td>Primary Material Aggregation</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Color Definition</td>
<td></td>
<td>Material Sample Management</td>
<td>Advanced Sourcing</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Material Definition</td>
<td></td>
<td>Material/Product Testing</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Line Sheets / Boards</td>
<td></td>
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</tbody>
</table>

- **Calendar Management**
- **Workflow**
- **Product Tracking**
- **Reporting**
- **Integration**
- **Supply Chain Collaboration**

**Business Intelligence / Style Performance Analytics / Mobility**

- **Standard Capabilities**
- **Advance Capabilities**

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<table>
<thead>
<tr>
<th>Advance Capabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Style Performance Analytics</strong></td>
</tr>
<tr>
<td>Enable Smarter decision making by predicting Fashion</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Factory compliance &amp; Product Testing</strong></th>
<th><strong>Vendor Scorecard</strong></th>
<th><strong>Mobility Solution</strong></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><strong>Production Order Tracking</strong></th>
<th><strong>Global Buy Table</strong></th>
<th><strong>Advance Sourcing for Apparel</strong></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>

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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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Table: PLM can help you generate ROI

<table>
<thead>
<tr>
<th>Expectations</th>
<th>Delivered</th>
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<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
- Document product lifecycle 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.

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