



ENOVIA Apparel Accelerator for Sourcing and Production

Product Objective

ENOVIA® Apparel Accelerator™ for Sourcing and Production seamlessly connects global sourcing and production offices to brand and retail headquarters. It enables enhanced collaboration, process control, and risk management within the sourcing and pre-production processes. A broader user base from within and outside of the organization can now participate in the full sourcing process to ensure compliance to corporate growth, business, and financial goals within their global sourcing strategies.

Product Overview

ENOVIA Apparel Accelerator for Sourcing and Production addresses visibility, transparency, and process control in the complex global operations of Apparel brands and retailers. It supports the sourcing, costing, and pre-production processes. Apparel brands can define their sourcing organization, structure, and hierarchy for optimized staffing decisions and management.

Companies using ENOVIA Apparel Accelerator for Sourcing and Production can effectively create, issue, and manage requests for quote (RFQs) to their offices, agents, and suppliers. Quotation responses can be captured in an open or sealed bid process and easily transformed into supplier unit costs for simple cost comparisons and negotiations. Landed cost calculations are generated for each distribution country and normalized to a single currency enabling effortless evaluation and placement decisions. Sourcing and production offices can capitalize on the brand headquarters' sampling process and aggregate demand across brands and divisions for streamlined communication and tracking with vendors and providers. Lastly, pre-production teams can specify test requests and requirements and provide visibility to status tracking and reporting to the larger organization.

Product Highlights

With ENOVIA Apparel Accelerator for Sourcing and Production, Apparel brands and retailers have the following capabilities:

Sourcing Organization and Vendor Management

Sourcing executives can manage their production offices, vendors, and agents for strategic and tactical goals. Brand executives can define their sourcing and production offices structure, hierarchy, and responsibilities. This organization structure provides sourcing executives better visibility and control over their agent relationships and foreign office resourcing. Sourcing executives can better leverage resources across the globe based on capabilities, expertise, and sourcing strategies. Companywide and/or brand specific strategies can be outlined for collaboration, assignment, and profiling management. Vendors and factories can be managed by process capabilities, sourcing protocols, and placement decisions during the development processes. Agents and facilities can be associated to key production offices and commission structures identified for tighter control on operational costs.

ST0100 - Properties				
Test Request ID	ST-0100	Test Type	Development	
Supplier	Open	Status	Finalization	
Owner	Open	Last Modified	6/13/2008 3:32:24 PM	
Overall Test Result		Reason	Pass	
Issue	SNF-2	Style #	STY-0023965	
Marking Name	Washed Jersey Easy Fit Shirt			
Text Supplier	Supplier		Techna Apparel	
Text Supp Address	Supplier Address			
Text Supp Contact	Supplier Contact			
Factory	Factory			
Sourcing Div/Dept	Dept			
Country Of Origin				
Comments				
Test Request	Test Request Date	Reference ID	Test Request Status	Test Request Details
1	Jun 27, 2008	9538	Completed	Close - Near Test Reason - Basic Package Issue - Performance Test Color Test Fail
2	Jul 4, 2008	8756	Submitted to Test Supplier	Close - Basic Package Reason - Color Test Issue - Performance Test

Key Customer Benefits

- Improve gross margins by allowing more control over the cost analysis and negotiation with vendors as well as enforcing more structured hand-offs between headquarters, buying offices, agents and vendors.
- Increase management control and reduce risk of unexpected delays by providing visibility beyond product development activities into pre-production and production processes through time and action and quality reporting.
- Optimize merchandise opportunities and cost control through on-line requests for quote enabling multiple supplier quotations based on volume, delivery dates, trade terms, and alternative components.

Product Highlights (continued)

Component and Standards Development

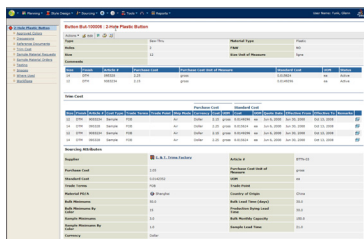
The ENOVIA Apparel Accelerator for Sourcing and Production enhances fabric and trim specifications for color level costing. Supplier specific lead times and minimums are identified at the color level as well as improved color definition to support prints and patterns applied to materials. Material development teams can better monitor suppliers to drive sample and bulk production costs for optimized sourcing decisions.

Product Development

Line and product managers can ensure cost accuracy, meet margin requirements, and evaluate placement options facilitated by detailed management of supplier unit costs and visibility to calculated landed unit costs. Supplier unit costs (SUC) are available by style, delivery terms, effectivity, and in-store for a given facility and projected quantity. Landed unit costs (LUC) can incorporate inspection, logistics, organization, and miscellaneous cost details for instant Gross Margin (GM%) and Initial Mark-Up (IMU%) visibility. These vendor level costs (SUC) are included in the RFQ process for improved business value and usability. Multiple cost quotations are required to support downstream activities of pro forma orders and sourcing placement decisions. Detailed costing provides users with a better evaluation of placement decisions, order volumes, and margin targets earlier in the development cycle.

Sample and Test Request Management

Utilizing existing style sample requests, production offices can aggregate requests and generate sample orders by vendor/agent. Additional capabilities support their need to increase sample quantities for reference samples and seal samples without impacting brand headquarter requests. The management of sample material orders enables companies to track detailed shipping and receiving information for those orders. Like style sample orders, production offices can aggregate material requests into single supplier orders. This increased visibility and ability to aggregate the requests enables brands to control material consumption, minimize sample lead times, and further reduce sample costs.



Item	Quantity	Unit Cost	Landed Unit Cost	Gross Margin	Initial Mark-Up
100	1000	1.50	1.80	33%	20%
200	2000	1.20	1.50	33%	20%
300	3000	1.00	1.20	33%	20%
400	4000	0.80	1.00	33%	20%
500	5000	0.60	0.80	33%	20%

About ENOVIA

ENOVIA is the recognized leader in delivering collaborative PLM solutions. We enable companies from a broad range of industries to dramatically accelerate innovation, time-to-market and revenue generation by collaboratively developing, building and managing products. Our solutions facilitate the sharing of concepts, content and context across product lifecycles and throughout value chains of employees, customers, suppliers and partners.

ENOVIA collaborative PLM solutions help global enterprises bring together people, processes, content and systems to achieve a compelling competitive advantage. Our interoperable solutions unify and streamline processes across the product lifecycle, enabling companies to easily and cost-effectively work on projects within and outside of their enterprises. Our adaptable, scalable technology is built to accommodate the ever-changing marketplace.

Request for Quotation

Requests for quotes are included with style records for improved usability and tracking. Multiple product quotes and options can now be captured within the context of the style. Cost quotes are converted to supplier unit cost records easily and included with the LUC to provide easy analysis of sourcing options. Users can now collaborate easily with sourcing offices and vendors to provide accuracy and consistency when defining RFQ requirements and comparing multiple responses.

Source Planning

Sourcing plans are used to define annual planned/projected units to be allocated amongst production offices/agents (PO/As) and further down to a supplier/factory/country of origin level. Sourcing plans generate corresponding capacity plans for each supplier to confirm capacity expectations.

Capacity Planning

Vendor capacity plans manage the annual/season reserved capacity units from each supplier/factory/country of origin. PO/As project seasonal and monthly production demand and are used to collaborate with vendors to accurately plan and manage capacity levels based on corresponding production time frames.

Assortment Management

The assortment management capabilities allow products that are placed for production to be pulled into a workspace for merchandising. Users 'allocate' quantities across finished goods PO/As that handle production, determine the sales channel, delivery and transportation requirements, and indicate target costing. Finished goods PO/As are then able to continue defining 'ordering' details by allocating quantities across supplier/factory/COOs and finalizing costing details.

The role of ENOVIA V6 and PLM 2.0

ENOVIA Apparel Accelerator for Sourcing and Production supports PLM 2.0, product lifecycle management online for everyone, and the ENOVIA V6 values: global collaboration innovation, single PLM platform for intellectual property (IP) management, online creation and collaboration, ready to use PLM business processes, and lower cost of ownership.

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