

ACCELERATOR

ENOVIA Apparel Accelerator for Sourcing and Production



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 with corporate growth, business, and financial goals within their global sourcing strategies.

Key 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 quotes enabling multiple supplier quotations based on volume, delivery dates, trade terms, and alternative components.

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 complements the product design/development process with sourcing, costing, and pre-production processes in one single platform. Apparel brands can define their sourcing organizations' capabilities, structure, and hierarchy for optimized staffing decisions and management. Vendor details may be defined to include detailed capacity levels, production capabilities and audit history. 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. Testing requests may be automatically generated to accompany the sampling process and provide visibility to status tracking and reporting to the larger organization.

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 cost sheets 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.

Finally, pre-production activities are supported by allowing the sourcing organizations to plan, communicate and confirm production placement and sourcing needs across production offices, agents and vendors. Seasonal assortment details may be efficiently managed between merchandising and sourcing teams in a common workspace allowing visibility into production placement and the aggregation of material demand for fabrics and trims used across products. Time and action milestones are automatically calculated based on assortment placement for critical path management.

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 office structure, hierarchy, and responsibilities. This organization structure provides sourcing executives better visibility and control over 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.

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 (SUCs) are available by style, delivery terms, effectivity, and in-store for a given facility and projected quantity. Landed unit costs (LUCs) can incorporate inspection, logistics, organization, and miscellaneous cost details for instant Gross Margin (GM%) and Initial Mark-up (IMU%) visibility. These costs 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.



Product Details for:SHR-20021

Type	Shirt	SPD Status	Concept	Name	SHR-20021	Product Team	LV_Team1	Brand	LV
Style No				GPOA		Size Scale		Size Category	

Sample Order Line Item Details for:SHR-20021

Marketing Name	Request Type	SR ID	SR Status	SO ID	SO Status	Supplier	Factory	COO	TOQ	Test Request ID	Test Type	Test Supplier	Test Status	Overall Test Result
ShirtSp11	Advertising Request	0000020095	Acknowledged	SO-20018	Issued	.HK Sup 1	.HK Pty 1 (osn)	Hong Kong	10	PT-20011	Production	.HK Testing	Submitted to Agent	Fail
ShirtSp11	PreProduction Request	0000020096	Acknowledged	SO-20021	Issued	Haedy	Haedy-No.1	China	10	PT-20014	Production	Jeanwest	Submitted to Agent	Pass
ShirtSp11	Development Request	SB-20009	Acknowledged	SO-20019	Issued	.HK Sup 1	.HK Pty 1 (osn)	Hong Kong	20	PT-20012	Development	.HK Testing	Submitted to Agent	Pass
ShirtSp11	General Request	PB-20003	Acknowledged	SO-20020	Issued	Fu.Lian	FuDe	China	230	PT-20013	Development	Fu.Lian	Submitted to Agent	Pass

Sample Order Report



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Sample Material Report

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.

Request for Quotation

RFQs 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 SUC 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 good PO/As are then able to continue defining 'ordering' details by allocating quantities and finalizing costs across supplier and factories.

Bulk Material Management

The bulk material capabilities enable organizations that develop and source their own fabric and trim to issue a bulk material commitment for the pre-production aggregation of material demand for these items across products. Users can manage commitment details at a greige and/or color level, add surplus quantities to meet minimums or optimum pricing, view potential assortment demand, track material shipment details, and settle liability quantities.

Vendor Development and Compliance

Detailed vendor profiling capabilities help to better define vendor qualifications for production of materials and finished goods including specific machinery, qualified material, and product types. Companies may better track the history of audits for each vendor for reasons such as quality, human rights compliance, customs clearance, and other relevant inspections.

Cone Mills: Capabilities			
Categories			
Capabilities		Sourcing Attribut...	
Production Office/Agent	Design - NY	Max Monthly Capacity	500000
Approved Brands	Barely Apparel,Turtle Bay	Max Monthly Allotted Capacity	100000
Language Spoken	English	Num. of Workers	150
Num. of Floors	2	Num. of Workshops	10
Num. of Sewing Lines	10	Num. of Knitters	5
Num. of Linkers	2		
Vendor Rating	Preferred	Green Rating	2
Risk Rating	Low ■	EDI Capable	Yes
Full Package Capable	Yes	Comments	

Vendor Development and Compliance – Sourcing Attributes

Vendor Audit

Status: Active Filter Launch View

Vendor: Capability All Country PO/A Next Audit Date...

Vendor	Status	PO/A	Country	Capability	Vendor Rating	Risk Rating	Green Rating	Next Audit Date
Aleny	Active		Canada	Mill	Preferred	Low	1	
Aleny-No.1	Active	Yulu	Philippines	FG Factory	Preferred	Low	1	Feb 9, 2012
BaiMa	Active	Shangai	China	FG Factory	Preferred	Low	1	
FuDa-No.1	Active	HongK	China	FG Factory	Preferred	Low	1	
FuDa-No.2	Active	HongK	Vietnam	FG Factory	Preferred	Low	1	
FuDa	Active	HongK	China	FG Factory	Preferred	Low	1	

35 objects

Compliance / Audi...

Actions Mode Launch View

Audit ID	Audit Type	Audit Status	Auditor	Requested Date	Confirmed Date	Audit Date	Audit Score	Audit Result	Violations Found
CA-20006	REACH	Preliminary	O.SA	Jan 19, 2011	Jan 20, 2011	Jan 20, 2011	80	Pass	N
CA-20007	C-TPAT	Preliminary	O.SA	Mar 1, 2011	Jan 12, 2011	Jan 20, 2011	70	Failed	N
CA-20008	Social compliance	Preliminary	O.SA	May 17, 2011	Jan 25, 2011	Jan 19, 2011	90	Pass	N
CA-20009	Quality compliance	Preliminary	O.SA	Jan 18, 2011	Jan 4, 2011	Jan 27, 2011	95	Pass	N
CA-20010	Test order	Preliminary	O.SA	Aug 1, 2011	Jan 13, 2011	Feb 2, 2011	85	Waive	N

5 objects

Vendor Development and Compliance – Sourcing Attributes

Time and Action Events

Add Event Delete Mode Launch View

Sequence	Event Name	Event Type	System Required	Match with Closing Day	Look-up Calendar	Actual Date Feed From
1	FG Order Confirmation	Product	+	-	FG Country	User Input
2	Greige Commit Due	Material	+	-	Material Country	BMC - Greige Commit Due
3	Color/Finish Commit Due	Material	+	-	Material Country	BMC - Color/Finish Commit Due
4	Material AC Date	Material	+	+	Material Country	BMC - Actual Material AC Date
5	Material Arrival Date	Material	+	-	FG Country	User Input
6	FGPA Due	Product	+	-	FG Country	User Input
7	FG AC Date	Product	+	+	FG Country	User Input
8	FG Trade Point Date	Product	+	-	Material Country	User Input
9	Delivery Date 1	Product	+	-	Material Country	User Input

Products: JJ Product2: Early Time and Action

JJ Product2: Time And Action Show Calculated Date and Plan Date

Categories Actions State All Filter Mode Delete Expand 2 level(s) View

Name	Country of Origin	Country of Import	FG Order Confirmation	Greige Commit Due	Color/Finish Commit Due
TTA No-20002					
JJ Product2	Hong Kong	United States Of America			
Calculated			Sep 14, 2010	Sep 24, 2010	Nov 5, 2010
Plan			Sep 14, 2010	Sep 24, 2010	Nov 5, 2010

Time and Action

	SUC	Remarks	Dutiable	Dutiable Cost
[-] Total SUC	636.5499			636.5499
[-] JJ Set Product1	58.6518			58.6518
[-] JJ Product1	131.0			131.0
[-] JJ product3	442.8176			442.8176
[-] JJ product4	4.0805			4.0805
[-] Total Material Cost	562.6481			562.6481
[-] Fabric Cost	175.2216			175.2216
[-] Trim Cost	387.4265			387.4265
[-] Other Material Cost	0.0			0.0
[-] Total CMT Cost	26.75			26.75
[-] Cut/Make	21.0			21.0
[-] JJ Set Product1	10.0	for Set	Yes	10.0
[-] JJ Product1	5.0	for Set	Yes	5.0
[-] JJ product3	4.0	for Set	Yes	4.0
[-] JJ product4	2.0	for Set	Yes	2.0
[-] Labels	2.75			2.75
[-] JJ Set Product1	1.0	Set	Yes	1.0
[-] JJ Product1	0.5	Set	Yes	0.5
[-] JJ product3	0.5	Set	Yes	0.5
[-] JJ product4	0.75	Set	Yes	0.75
[-] Packaging	3.0			3.0
[-] JJ Set Product1	0.5		Yes	0.5
[-] JJ Product1	0.5		Yes	0.5
[-] JJ product3	1.0		Yes	1.0
[-] JJ product4	1.0		Yes	1.0
[-] Total Shipping/Import Cost	0.0			0.0
[-] Total Miscellaneous Cost	47.1518			47.1518

Sets and Packs – Costing example

Time and Action

Early time and action scenarios provide sourcing users with a workspace for creating potential sourcing scenarios to determine if possible placement will support required delivery time lines. Production time and action plans calculate milestone dates for production based on actual assortment placement within the vendor base.

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, which are:

- Global collaboration innovation
- Single PLM platform for intellectual property (IP) management
- Online creation and collaboration
- Ready to use PLM business processes
- Lower cost of ownership.



Delivering Best-in-Class Products



Virtual Product



Information Intelligence



3D Design



Virtual Planet



Realistic Simulation



Dashboard Intelligence



Digital Manufacturing



Social Innovation



Collaborative Innovation



3D Communication

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