



## **ENOVIA Apparel Accelerator™** for Sourcing & Production

Over the past five years, the apparel industry has experienced remarkable changes, generating challenges from intense competition to pricing pressures to season and line complexity to time-to-market.

As a result, apparel brands, retailers and suppliers need product lifecycle management (PLM) solutions to integrate the processes of product development and sourcing. The demand is to create a seamless responsive relationship between the trend-setting creative side of the business and the practical production side.

### **The Apparel Industry's First Integrated Global Development and Sourcing Solution**

The ENOVIA Apparel Accelerator for Sourcing and Production enables apparel brands to define their sourcing organization, structure and hierarchy for optimized sourcing management. Jointly developed by Dassault Systèmes ENOVIA and Wing Tai's Zymmetry Group, the product uses a single PLM platform to seamlessly connect global sourcing and production offices to brand and retail headquarters.

The application supports sourcing, costing, and pre-production processes and offers visibility and process control for brand and retail global operations. The ENOVIA Apparel Accelerator for Sourcing and Production creates, issues, and manages Requests for Quote (RFQ) to a company's offices, agents, and suppliers. Retailers and brands can effectively source, negotiate and manage product costs in an open and sealed bid process with their offices, agents and suppliers.

### **Streamline Supplier Communication and Tracking**

Decision-making for placement and evaluation becomes effortless when generating landed cost calculations for each distribution country and normalizing to a single currency. Sourcing and production offices can streamline communication and tracking with vendors by capitalizing on the brand headquarters sampling process and aggregate demand. Pre-production teams can achieve status tracking visibility and reporting to the larger organization by specifying test requests and requirements.

**The Apparel Accelerator for Sourcing and Production enables companies to:**

- **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
- **Optimize merchandise opportunities and cost control** through on-line RFQs enabling multiple quotations for supplier provided options based on volume, delivery dates, trade terms, and alternative componentry
- **Reduce amendments to purchase orders** by managing changes on early forecasts to reserve capacity and facilitating staged commitments to vendors for material and trim purchases

## Product Highlights

### Sourcing Organization and Vendor Management

- Define sourcing and production offices structure, hierarchy, and responsibilities
- Gain visibility and control over agent relationships and foreign office resourcing
- Optimize resources across the globe based on capabilities, expertise, and sourcing strategies
- Drive company wide and/or brand specific strategies for collaboration, assignment, and profiling management

### Component and Standards Development

- Enable suppliers to provide multiple cost types based on trade terms
- Identify supplier specific lead times and minimums at the color level
- Define color formulas and placement for accurate print and pattern application to materials
- Monitor supplier cost options to drive sample and bulk production costs for optimized sourcing decisions

### Product Development

- Enhance cost controls by evaluating placement decisions, order volumes and margin targets earlier in the development cycle
- Ensure cost, placement and margin goals by means of detailed supplier unit and branded unit cost management

### Sample and Test Request Management

- Aggregate requests and generate sample orders by vendor/agent utilizing existing style sample requests
- Track material and trim requests and provide detailed shipping and receiving information
- Enhance visibility into material requests to control consumption, minimize sample lead times and lower sample costs

### Request for Quotation

- Improve usability and tracking by integrating RFQs into Style records
- Capture multiple product quotes and options within the context of the Style
- Easily analyze sourcing options by converting cost quotes into Supplier Unit Cost (SUC) records and integrating with Landed Unit Cost (LUC)
- Enhance collaboration between sourcing offices and vendors with comparison and evaluation of multiple responses for accuracy and consistency

### 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 key values: global collaborative innovation, single PLM platform for Intellectual Property (IP) management, online creation and collaboration, ready to use PLM business processes, and lower cost of ownership.

Item	Brand	Article #	Purchase Cost	Purchase Cost Unit of Measure	Landed Cost	Color	Options
14	OTW	09323	2.15	gross	0.01924	iv	None
12	OTW	09324	2.15	gross	0.01926	iv	None

  

Item	Brand	Article #	Color	Options	Lead Time	Lead Price	Unit Price	Unit of Measure	Effective From	Effective To	Comments			
12	OTW	09324	Sample	FOR	av	Dollar	2.23	gross	0.01926	iv	Jun 6, 2009	Jun 30, 2009	Oct 13, 2009	
14	OTW	09323	Sample	FOR	av	Dollar	2.23	gross	0.01924	iv	Jun 6, 2009	Jun 30, 2009	Oct 13, 2009	
12	OTW	09324	Sample	FOR	av	Dollar	2.23	gross	0.01926	iv	Jun 6, 2009	Jun 30, 2009	Oct 13, 2009	
14	OTW	09323	Sample	FOR	av	Dollar	2.23	gross	0.01924	iv	Jun 6, 2009	Jun 30, 2009	Oct 13, 2009	

Field	Value
Test Request ID	ST-0100
Text Type	Development
Originator	Glenn
Status	Preliminary
Owner	Glenn
Last Modified	6/13/2009 3:32:24 PM
Overall Text Result	Fail
Name	SHT-2
Style #	STY-0003663
Marketing Name	Washed Jersey Easy Fit Shirt
Test Supplier	Supplier
Supplier Address	Supplier Address
Test Supp Address	Supplier Address
Test Supp Contact	Supplier Contact
PO/A	Honsa Kono
Factory	Factory
Sourcing Div/Dept	Top
Country Of Origin	Country Of Origin

  

Test Round	Test Request Date	Reference #	Test Round Status	Test Round Details
1	Jun 27, 2009	0536	Completed	Olive - Wear Test Tanish - Basic Package White - Performance Test Color - Test Fail
2	Jul 4, 2009	0756	Submitted to Test Supplier	Olive - Basic Package Tanish - Color Test White - Performance Test

Dassault Systèmes (DS) is a world leader in 3D and Product Lifecycle Management (PLM) solutions. ENOVIA, one of six DS brands, is responsible for global collaborative lifecycle management.

Wing Tai's Zymmetry Group is the leading manufacturing and sourcing solution provider focused on the apparel industry.



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