

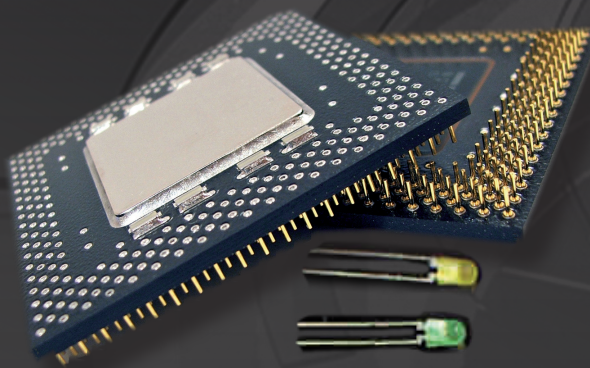


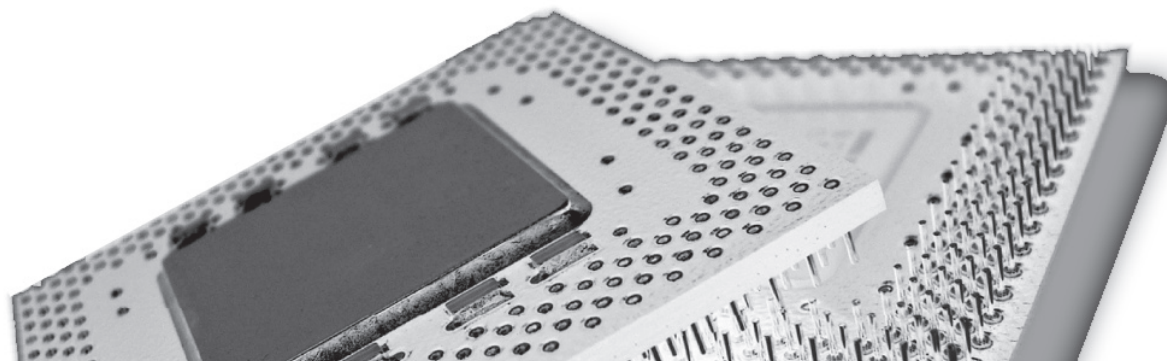
# Component Supplier Management **Solution**

DRIVING DESIGN-TO-COST AND EFFECTIVE SOURCING STRATEGIES

**The solution enables:**

- Bringing together engineering and sourcing functions to facilitate cost-effective part development decisions
- Driving economies of scale by maximizing part re-use and component standardization across products, models and geographies
- Implementing strategic sourcing and (VPA) Volume Price Agreement strategies
- Improvement in component qualities and compliance with company policies and multiple geographical standards and regulations
- Reduction of development time through consistent end-to-end component development and introduction process
- Enhancement of supply chain performance through supplier standardization and AVL/ AML (Approved Vendor List/Approved Manufacturer List) management
- Support of global business operations and DAMA (Design Anywhere Manufacture Anywhere) strategy





### INCREASING CHALLENGES IMPACTING PROFIT

Price wars make economies of scale and component re-use key imperatives for High-Tech companies and other electronic component manufacturers to remain competitive. For many organizations, adding a new part component to the database can be a bottleneck that contributes to missed deadlines and decreased profitability. Poor component management also causes engineers to spend time searching and validating component selection, instead of innovating. With direct materials often representing more than half of an organization's spending, companies managing a global component supply-chain must implement a Design-to-Cost strategy. Design for part re-use and modularity is essential as new part setup is very costly. Ideally, up to 70% of the components can be targeted for standardization and re-use for more cost effective designs.

### Component Supplier Management Solution Overview

The Dassault Systemes' Component Supplier Management solution enables High-Tech companies to manage development processes of parts that are either produced internally or purchased from suppliers. Complex business rules related to part qualification and development processes can be modeled, so that information is captured and tasks are executed consistently across the enterprise. Functional teams from design to testing, manufacturing, purchasing and quality control can collaborate efficiently without relying on complex, rigid workflows.

### A flexible solution for managing components

By implementing an integrated part development process that includes all key stakeholders, companies can drive a sourcing strategy that ensures product and component compliance, while enabling "Design Anywhere, Manufacture Anywhere" agility and savings. The Component Supplier Management solution helps High-Tech companies shift their focus from managing internal costs only, or external price only, to a complete understanding and management of all cost drivers across the value chain. The net result is improved profit margins and enterprise profitability.

### Speed up product development

The Component Supplier Management solution enables High-Tech companies to gain competitive advantages by accelerating product development through part re-use. Moreover, users can create new parts and classify them in hierarchies or catalogues that can be easily tailored to meet ever changing business needs. Industry standard taxonomies such as RosettaNet are supported.

### The Component Supplier Management solution includes:

- New part request and development
- Component classification
- Component compliancy
- Supplier management and collaboration
- Component sourcing

### Track & control costs

To track actual part usage in products, a powerful search capability is provided for the users to perform complex search on part re-use. Cost analytics functions are available to enable cost analysts, engineers, and buyers to analyze Bill of Materials component costs by using actual costs for existing parts and quoted costs for new parts. This enables organizations implement a Design-to-Cost part development and sourcing strategy.

### Drive suppliers performance

As suppliers are oftentimes included in a product development process, they can be provided with secured access to the latest product information to improve collaboration with in-house designers. Part buyers have access to supplier capability, quality and performance information so that they can make strategic sourcing decisions and maximize the quality of the company's supply base.

### Ensure product compliancy

Material data declaration should be managed to help companies meet specific regional mandates such as RoHS (Restriction of the use of Certain Hazardous Substances), WEEE (Waste Electrical & Electronic Equipment) and others. By proactively analyzing part compliance throughout the product development process, delays and penalties due to non-compliance issues can be avoided.

### Manage obsolescence

Purchased part obsolescence is a major concern. High visibility into the status of all these components to immediately know when components become obsolete is critical. A key differentiator of the Dassault Systemes enhanced Component Supplier Management Solution is its standardized approach to purchased component obsolescence management. Integrated Obsolescence Management gives all stakeholders global visibility into potential issues due to planned obsolescence and the tools to assess the impact of purchased parts obsolescence on product development strategy.

The Component Supplier Management solution facilitates the management and sharing of component information across the enterprise. High-Tech companies can gain efficiency and optimize resource usage, while driving more effective part and product introduction processes that directly impact the company's bottom line.