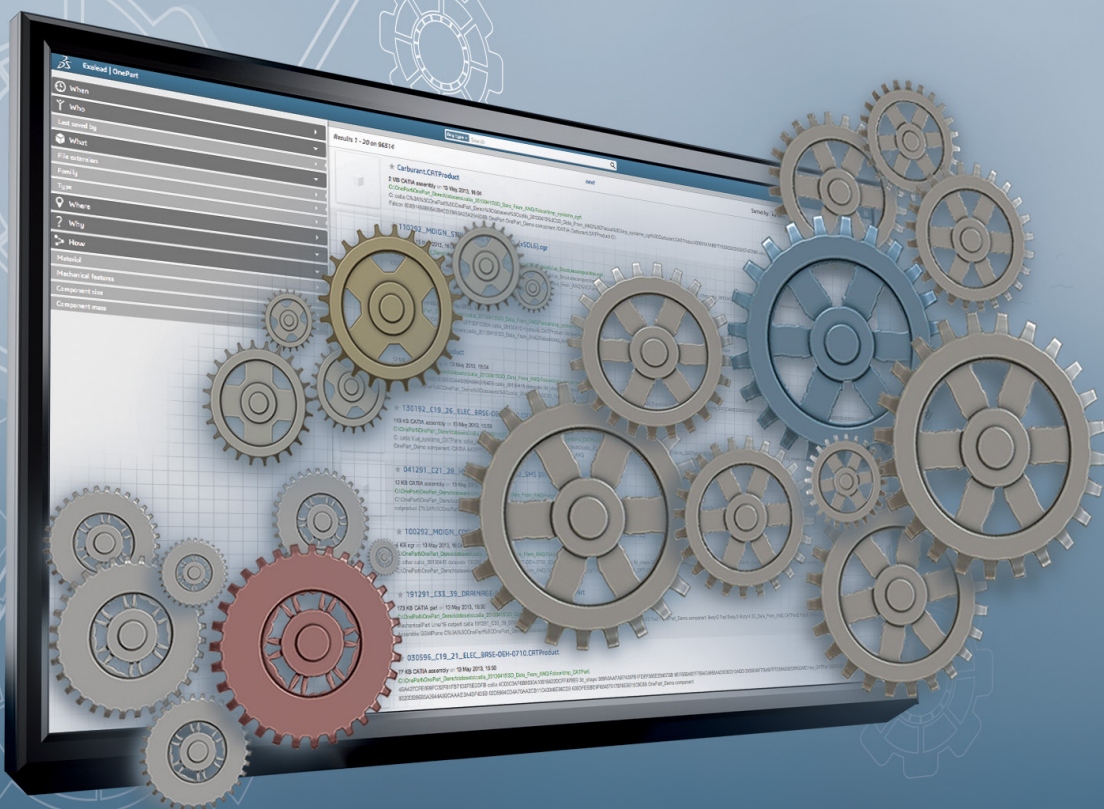




3DEXPERIENCE™

ONEPART FOR PROCUREMENT



EXALEAD OnePart is a business discovery product line for parts that reveals Engineering and Procurement related information—helping Procurement professionals level the playing field with suppliers through rapid visibility and comparison of parts hidden anywhere inside the enterprise.

Let's look at an example of a Procurement manager.

MY ROLE

I am a **Procurement manager** at a leading industrial company where my primary responsibility is the timely and cost-effective acquisition of parts, components, and materials to meet ongoing business objectives. I negotiate frequently with many suppliers and interact regularly with different functions inside my organization and across multiple locations.

I am part of a cross-functional product governance team, charged with maximizing sales orders, minimizing the price of

individual parts, ensuring supplier excellence, and increasing part reuse.

My company designs, manufactures and sells a wide range of products, embedding a high volume of components bought from suppliers. Using fewer parts, but higher volumes, can streamline business operations—helping achieve better on-time and on-budget performance across the company.

MY GOALS

Empower Procurement to drive the part purchasing strategy by:

- Ensuring Procurement's influence in part selection and final decision process
- Simplifying identification of best parts and best suppliers across the company
- Leveling the playing field with suppliers:
 - Drive better pricing and terms for the quotes we receive
 - Access all data and related information in context for negotiations
 - Uncover different prices charged by different suppliers for the exact same part used in various programs
 - Reduce costs of non-standard engineering work performed by suppliers for specific services on parts already manufactured
 - Establish average reference pricing for any category or sub-category of parts
 - Compare bought vs. actual material volumes to promote direct cost reductions

Enhance Procurement's **performance** with:

- Deeper build-vs.-buy analysis based on comparing all enterprise data
- Economy of scale volume buying—based on selection/standardization of a master part rather than similar or duplicate parts
- Dynamic cost estimates—based on aggregated learning from past purchases from any data source
- Efficient aggregation and comparison of data for proposed and qualified BOM components
- Reuse maximization through part comparison transparency—avoiding expensive one-off supplier charges on unique parts, tooling, fixtures, or materials

Influence quality, time-to-market, and standardization objectives by:

- Influencing engineering—ensuring all CAD content includes related Procurement information to drive reuse decisions
- Lowering dependency on IT—all engineering, parts, costs, and supply chain data are available in one application
- Integrating supplier quality (warranty/recall data) into the selection process

- Incorporating supply chain, transportation, and logistics data into the process
- Automating classification of parts into libraries—eliminating duplicates and driving higher standardization rates

MY OPTIONS

- Add and train more resources to collect data, build reports and analyze → expensive/time-consuming
- Continue with manual data extraction and compilation from several different systems → difficult/inefficient/not scalable
- Hire outside help to assist in meeting our goals → expensive/lose knowledge retention

WHAT I REALLY NEED

A high-performing and intuitive non-CAD solution to locate, organize, and analyze parts content and associated data (supplier, part cost, stock quantity, quality rating, release status, classifications, etc.) coming from any source—quickly, efficiently, and accurately

ONEPART CAN HELP MY COMPANY:

- **Level** the playing field with suppliers based on data science
- **Realize** the strategic business value of existing IP and knowledge
- **Lean out** inventories and improve cost structure
- **Simplify** complexity through greater standardization
- **Deliver** better on-time and on-budget performance to customers
- **Standardize** buying decisions of common parts used across product lines and plants

HOW IT MAKES MY JOB BETTER:

- **Associate** Engineering and Procurement part information
- **Reduce** manual data extraction and analysis
- **Collaborate** efficiently with Engineering and Manufacturing
- **Generate** and share rich analytics and reports
- **Improve** performance and effectiveness

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