

INsights

Advanced Search

Industry Drivers

Competitive, Market-forces, Regulatory, Growth-goals...

- Increased global competition is renewing emphasis on product innovation
- Shrinking product lifecycles are accelerating product time to market
- Increased Design Re-use (IP) and Customer Quality requirements are forcing better collaboration and management across enterprise and supply chains
- Increasing product liability claims, failed regulatory scrutiny and compliance and insurance costs are increasing margin volatility
- Product longevity (Legacy Products) is extending the window for product management and product information requirements

Corporate Strategies

Common strategies adopted in response to industry drivers

- Take cost out of processes across the organization through automation, streamlining, system consolidation and synchronization
- Increase innovation and development throughput (NPI turn timeframes) through accurate access to information
- Emphasize process definition, improve common enterprise processes and track and measure those processes as a basis for improvement
- Adopt quality and regulatory methodologies (Six-Sigma, ISO and FDA) as well as best-practices (CMII) for critical processes
- Focus on improving program/project estimates, speeding thru-put, culling failed projects early and improving accuracy to ensure the profitability of an opportunity
- Leverage innovation in the design chain to enhance competitive position.
- Achieve cost and time savings through the re-use of Intellectual Property (IP) and systems
- Reduce product corrective action and quarantine incidents through more complete product requirements and change accuracy

In my years dealing with technology I've never seen any system ever receive 'applause' from the user community as the MatrixOne advanced search solution did.

Boris Cononetz – IT/PLM Project Manager, Medtronic, Inc.

Business Value Assessment



Business Case for Advanced Search Solutions

Typically the people within an enterprise who produce product-related content know how to find the specific information they use on a daily basis. Yet, for every person who creates content, there are ten other people who rely on that content to perform their own jobs. Enterprises struggle to share such content, because it exists in several forms; purely in data form, in document form, or in a combination of data and documents. When not found quickly and easily, data and documents are either re-created or left out of key processes. The impact of such redundancy and/or content loss can be dramatic and can result in:

- Increased Product Development Time
- Increased Product Costs
- Reduced Market Opportunities

How does Advanced Search help?

Advanced Search capabilities enable simplified, parametric searches of both metadata and file content. Search results are achieved quickly and are fully integrated with MatrixOne applications providing direct access to the MatrixOne business object and viewing of attachments. The benefits of Advanced Search solutions are profound:

- User Acceptance: Faster and easier access to information
- Configuration Management: Improved information re-use and reduced duplication of information
- Change Management: Simplified development and improved accuracy of change intent and impact
- Enhanced and Secure Collaboration: Controlled access ensuring the right user has access to results at the right time, across the enterprise
- Project Management: Simplified tracking and status of development deliverables and information

The Metrics

Metric improvements observed or projected (baseline ranges from manual and sub-optimal systems):

Time Metrics (Average Reduction %)		Operational Metrics (Average Improvement /Reduction %)	
Searching for Data	80%	BOM Accuracy	35-80%*
Entering/Re-keying Data	10-85%	On Time Product Launch	15-40%*
Issue/CAPA Management	15-25%	Re-creating IP (avoidance) Cost	15%
Design Authoring/Management	5-30%	Cost of Quality (Rework, Scrap, Obsolete, Excess)	25-40%
Change Initiation/Management	15-45%	Cost Search Accuracy	50%*
Project/Program Management	35%	Cost of Audit/Avoidance	50%
Re-creating Existing IP	20-25%	CAPA/Quarantine Avoidance Cost	10-25%
Activity Coordination	20-40%	New Product Intro Cycle Time	10%
		User Acceptance	Priceless
Personnel (Hiring Practices) Metrics (Average Reduction %)		Revenue Metrics (Average Reduction /Improvement %)	
Staff Avoidance (Program,Procurement,IT)	10-15% ^{FTE/Year}	Lost Sales/Margin - Prod. Launch Delay	15-30%*
Cost of Staffing (per year)	\$40-60K	Number of Product Launches	15-35%
		Lost Margin - Time-To-Market	5-15%
Cost of Goods Metrics (Average Reduction %)		Goodwill	Significant, but Subjective
Direct Material/Components	3-15%		
Vendor Premium/Penalties	10-25%		
Overtime	10%		
Raw Material Cost (spot buy)	1-5%		
Outsourcing Costs	10-25%		

Results may vary. Information contained in this document is provided "AS IS" and is subject to change. ENOVIA MatrixOne does not make and disclaims any express or implied representations, warranties or guarantees, including any implied warranties of merchantability or fitness for a particular purpose, regarding metrics, results, benefits, savings, value or any other information contained in this document.

Enabling Solutions

Solution components driving metric improvements:

- Matrix PLM Platform™ provides global access to and automatic distribution of data. Additionally, provides dynamic modeling studio that keeps pace with business changes.
- MatrixOne Advanced Search Integration provides information retrieval technology for searching both textual and attribute content. Search results are fully integrated into the MatrixOne applications. Capabilities include:
 - Full Text Search — including search of all attributes and content via simple keywords
 - Advanced Search — Boolean and other complex search parameters
 - Parametric Selection — Filter results through navigatable selection criteria
 - Relational Taxonomies — Indexing data by category (Product, Suppliers, parts, etc.)
 - FTS Tools: — Verity K2, Endeca
- ENOVIA MatrixOne PLM Solutions ENOVIA MatrixOne is the recognized leader in business-critical applications in product lifecycle management (PLM). ENOVIA MatrixOne's collaboration platform (Matrix10™) and web-based applications provide best-practice capabilities enabling: global program management, sourcing automation, product data management, enterprise change processes, material compliance, FDA compliance and more.



210 Littleton Road, Westford, Massachusetts 01886 978 589 4000 MatrixOne.com 3DS.com

© 2006 Dassault Systèmes. All rights reserved.

ENOVIA MatrixOne and the ENOVIA and MatrixOne logos are registered trademarks, and Matrix PLM Platform, Matrix10, ENOVIA MatrixOne INsights are trademarks and BVA, Business Value Assessment are service marks of Dassault Systèmes. All other trademarks and service marks are the property of their respective owners.