



CONSILIUM MARINE & SAFETY AB

Improving Product Development, Change Management with Aras PLM

The decision to implement the Aras solution has paid off in record time. Ultimately, our customers benefit from this new approach. For our customers in a range of industries, products meet the highest safety requirements.

Magnus Erenstedt
Development Manager Gothenburg,
Consilium Marine & Safety Magnus

Global manufacturer of marine, safety and fire equipment improves visibility of document management, part and change management.

Established in the mid-1950s, Swedish-based Consilium designs and manufactures fire and gas detection systems. Consilium is divided into two divisions: Marine and Safety as well as Fire Safety and Automation. The company specializes on niche markets that have high security requirements within the global transport sector, offshore industries and oil and gas.

The company now operates with more than 550 employees with facilities in more than 50 countries in Europe, Asia, North America and the U.S.

Business Benefits

- ▶ Centralized data management
- ▶ Improved change management
- ▶ Predictable cost structure
- ▶ Lower cost of ownership
- ▶ Improved speed of product development, safety compliance
- ▶ Visibility of product data, releases and relations of parts and components

Product Development Challenges

Consilium pursues an ambitious growth strategy with an average annual growth rate of 10 percent in recent periods. Since all products must meet the highest safety standards, comprehensive and up to date product documentation is essential. In the past, this challenge was mastered only with great effort. Product data was distributed on different data systems from network drives to standalone IT systems. Ultimately, it was very difficult and time consuming to manage mission-critical product documentation. Even if employees were able to obtain the information, it was not necessarily the relevant data.

"We simply did not have the time to work proactively when working with LTB and obsolete components," notes Magnus Erenstedt, Development Manager Gothenburg, Consilium Marine & Safety. "We had to change this situation urgently."

With these limitations, the team sought a system that could comprehensively manage the products and adapt to the complexity of the product development process. In addition, the solution had to drive the business processes from New Product Introduction to manufacturing and finally to the final end product.

Another challenge was that the existing process and data management system was not adequately scalable or flexible to keep up with the growth strategy of the company. In addition, the company's employees could not easily manage the revision process of products. It was carried out manually, which was often very time consuming to avoid any risk for errors.

Searching for a New Way

As the team considered a new system, the company was prepared to undergo a completely new approach. "We were able to transfer some data from the old systems, but a reboot ultimately seemed to be the most efficient. The team was aware that we needed to keep up with the complexity of the products and needed a system that accompanies us in all product phases," explains Erenstedt.

The company evaluated PLM solutions from various established providers. Eventually, Erenstedt and his team discovered the Aras PLM platform through Aras partner Minerva. "At the end of our evaluations, we concluded that the Aras solution suite was most suitable. We particularly liked the increased visibility Aras provides about where the latest information is and what the status of changes is."

Another key decision factor was the Aras business model. With the subscription model, ongoing costs are easier to plan and just as important, the company would avoid the need for high initial investments and upgrades as they are included in the subscription. In addition, the PLM solution from Minerva and their industry knowledge and expertise was convincing. Minerva is a gold-certified partner of Aras. As the largest implementation partner in Europe, the company provides a full range of PLM services, productivity tools, integrations and complete business solutions in its portfolio.

During a test run, the Consilium employees were convinced that the Aras solution was the best fit for their environment. After a compressed timeframe, the implementation was complete.

New Approach Brings Benefits

In addition to a higher visibility of product data, engineers can now easily search for product and documentation characteristics in a central data archive. This is a significant improvement since in previous years, engineers were forced to search through numerous data files and standalone systems. Employees have gained insight into problem reports and can determine which consequences arise with product changes, as well as improve insight into problem reports and troubleshooting as needed.

Another important advantage is the identification of change effects. While it was once difficult to foresee and track the impact of changes on the complete product, this important process is very simple today. For Consilium, it is vital to understand any changes made to a part or a component, and how this change affects the complete product. This is of great importance especially in respect to safety certificates and test reports. When changes are made, it is now easy to see any impacts to the product tested and which certificates the product acquired. This is the only way to evaluate and analyze whether the change has an effect on the certificates and if possibly re-certifications are required. In this analysis the Aras system saves time by automatically creating change history reports and impact matrix.

Time, Quality Pay Offs

The transition to Aras PLM has completely paid off for Consilium in all business areas. Processes which were inefficient and time-consuming in the past can now be processed in a very short time. Due to the higher visibility in document management, part and change management, the manufacturer parts (AML) and the supply chains, Consilium has the certainty that all product information is up to date. Moreover, it is now possible to gain product visibility to respond flexibly and quickly to new requirements, since impacts are significantly easier to estimate.

"Compared to the past, we now have a better overview of data, releases and relations of parts and

components. In addition, the handover from development to production is substantially smoother," Erenstedt summarizes.

Convinced of the benefits of the Aras solution, Consilium plans on implementing further projects. An ECAD integration is next as well as the integration of CRM with problem reports. The company also sees great potential for use in the fields of quality and project management.

"With a view to time and quality, we are now positioned much better. Therefore, the decision to implement the Aras solution has paid off in record time. Ultimately, our customers also benefit from this new approach. For our customers, our products meet the highest safety requirements," concludes Erenstedt.

About Aras

Aras® offers the best Product Lifecycle Management (PLM) software for global businesses with complex products and processes. Advanced PLM platform technology makes Aras more scalable, flexible and resilient for the world's largest organizations, and a full set of applications provides complete functionality for companies of all sizes.

By rethinking the way PLM is designed, Aras has taken a fundamentally different approach with a focus on the Business of Engineering. Aras solutions support processes for global product development, systems engineering, multi-site manufacturing, supply chain, quality and more.

Companies running Aras include Airbus, Boeing, Bombardier, GE, Hitachi, Honda, Kawasaki, Magna, Microsoft, Motorola, Nissan, TOSHIBA, Xerox, the U.S. Army and hundreds of others worldwide.



300 Brickstone Square
Andover, MA 01810
USA
[978] 691-8900 Phone
[978] 794-9826 Fax
info@aras.com
www.aras.com

© 2016 Aras Corporation. All rights reserved. This case study is for informational purposes only. Aras and Aras Innovator are either registered trademarks or trademarks of Aras Corporation in the United States and/or other countries. The names of actual companies and products mentioned herein may be the trademarks of their respective owners.