Our PLM Journey

Justifying Change with Strategic Vision

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Introduction

Selecting and implementing a PLM is hard. - Many stakeholders - Complex processes - Unique challenges for a smaller company

How can we get our bosses, peers, and other stakeholders on board for this massive change?
Agenda

Introduction
  Who is Parata?
Our Journey
  Selection Process
  Elements of Our Vision
    Reduce Risk
    Rewards
    Foundation for the Future
Key Takeaways
Who is Parata?

We design and manufacture machines to support pharmacies. (video)

Even though we are small, we have complex needs.
Parata Data Flow (Partial)
Our Situation

Our software went end-of-life six months after we implemented….ten years ago.

We had a proliferation of “pocket databases”
   Everyone has their own tools and none of them talked to each other.

People had to be clever.
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Key Takeaways
AARP Technical Recommendation

Replace Agile with What?

Agile Advantage Replacement Team
Original Mission of AARP Team

✓ Recommend a replacement for Agile Advantage (AA) with limited scope creep.

✓ Consider scalability of additional features that Parata can grow into (don’t ignore opportunity)
Requirements Gathering

We asked how we currently used the software

We mapped our business processes end-to-end

We filled out a massive spreadsheet of over 1000+ lines (don’t recommend)

We looked at the PLM landscape
Products Considered

Cost vs Features

- Sopheon
- MasterControl
- Dassault Systemes
- infor
- PTC Windchill
- SAP Teamcenter
- aras corp
- Oracle Agile
- arena

Parata
Semi-Finalists

Arena, Oracle, and Aras all seemed to reside in our “sweet spot” of features, connectivity, and cost.
Aras Selection

We found Aras met all our minimum requirements.

Aras also had the brightest vision for the future – and gave us access to it.

Fit best with our company’s culture of continuous improvement (tweaking).
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Reduce Risk

• Obsolete software on obsolete hardware
• Proprietary Database
• Stuck Processes
• “Fat-Fingered” integrations
• Duplication of Effort
• Duplication of Data
• Massive Exposure
Focus on Reward

• Give them numbers
  • We ran ROIs on every hard benefit we could find
    - Time studies on reduction in duplicate efforts
    - Increased efficiencies with connected systems
      ✓ Managing BOMs
      ✓ CAD Check-ins
      ✓ Field Service searches
    - Speed increases of modern infrastructure
    - License/support costs of smaller tools
    - Time to Market
Features We Could Get with Aras

- APIs
- Remote Access w/o VPN (for FSEs)
- In-House or Cloud Based (MIS prefers In-House)
- Two-way Integration to SalesForce / Dynamics GP
- Quality Module (Quality Engineering would use this)
- Project Management
- PDLC / SEAM
- Regulatory Management
- CAD File Viewing
- New Product Introduction
- Configuration Management
- Microsoft-based Database
Benefits of Lifecycle Integration

✓ NPI
  • **PDLC / SEAM** – Reduce time-to-market with automated workflows and connected deliverables
  • **Project Management** – Issue management can be driven from many sources (web, Salesforce, field…) through API
  • **Quality Module** – CAPAs and 8Ds also workflow-driven and tied to specific parts/products and readily available

✓ Sustaining
  • **Two-way Integration to SalesForce / GP** – Material cut-ins and substitutes can be better managed. Better understanding of cost drivers
  • **Regulatory Management** – Custom alerts and notifications can eliminate gaps
  • **Configuration Management** – System more future-proof and capable of configure-to-order (not restricted by our tools)

✓ Strategic
  • Best chance at a company-wide platform – break down silos
Focus on Reward

• Give them pictures
  • Show them!
    - Aras is available for a test drive. Having it installed to be seen was a huge benefit.

• Give them stories
  • The hard numbers will only work so well. Benefits of system-wide integration aren’t necessarily known beforehand. *Don’t neglect future opportunities because they don’t have a known ROI*
Foundation for the Future

• Aras is designed with the future in mind
  • Open processes
  • Clear databases
  • Highly configurable
• Infrastructure to grow
  • IoT examples:
    - ThingBrowser augmented-reality maintenance call
    - Machine-connected quality data
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