

Industrial Equipment Campaign

What We Are Talking About ?



US SIC codes : 3582, 3567, 3585, 3433, 3563, 3564, 3519, 3568, 3511, 3562, 3492, 3561, 3586, 3593, 3594, 3491, 3494, 3498

Customers References / Wins :



Recommended Solutions :

- ✓ **P1 Configuration :**
 - ✓ XM1, MD1, AL1, ME1, TDM, SCP, SEG
- ✓ **P1 Add-On :**
 - ✓ EL1, EH1, Portal Products
- ✓ **P2 Configuration :**
 - ✓ XM2, MD2, AL2, ME2, HD2, MS2, PM2, SA2
- ✓ **P2 Add-On :**
 - ✓ KIN, TUB, ECR, EFD

More information :

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Pain 1: Need to reduce Cycle time for Bidding / Build To Order

- ✓ Reduce bid time cycle by considering Product Modularisation and Platform strategy
- ✓ Reduce Engineering to Order by integrating the business to move to systems integration capability and make the development process more consistent

Pain 2: Rapid change in customers needs

- ✓ Increase rate of product innovation and responsiveness to customer requirements by providing differentiation by product design & service capability
- ✓ Lower cost & time to make late changes by allowing controlled innovation around new technology

Pain 3: Increasing product complexity and demands of international standards

- ✓ Reduce cost on product audit trails to implement quality standard
- ✓ Reduce test and prototype evaluation costs to allow the right support product modularity
- ✓ Achieve product certification and requirement compliance first time to support testing and certification process

Pain 4: Delays and cost increase due to lack of co-ordination between different teams, locations, BUs and suppliers

- ✓ Exploit different BU skills and products within new customer solution by increasing de-located development capacity to drive new customer solutions and reducing technical re-work and minimize risks
- ✓ Integrate Supply Chain by allowing an easy access to data to the suppliers

Pain 5: Maintain product through the entire lifecycle and search quickly the right information

- ✓ Avoid the difficulty to capitalize maintenance procedures by enhancing maintenance documentation with assembly/de-assembly videos of the machine mock-up
- ✓ Avoid being late into documentation production by implementing easy technical publication process
- ✓ Reduce maintenance costs by minimizing number of references to be manage at shop floor and getting configured BOM Management

