



AUTOMAKER SAVES \$1 BILLION WITH PRODUCT LIFECYCLE MANAGEMENT SOLUTION

GLOBAL AUTOMAKER

/// CASE STUDY



Facing intense market pressures, this company needed to improve enterprise collaboration, get products to market faster, and do more with less. EDS helped implement a product lifecycle management solution that halved new vehicles' time to market and saved the client a billion dollars.

CUSTOMER PROFILE

Industry:

Manufacturing

Employees:

Nearly 300,000

Sales:

Around 9 million vehicles

Business Needs Addressed:

Growth

Productivity

To succeed in this challenging, competitive environment, the company needed to introduce new models with a greater number of features faster than ever before - all while holding down costs.

Automaker needed to cut costs and decrease time to market

This leading automaker faced fierce competition, ever-increasing cost pressures, more regulations and fickle customer demand. To succeed in this difficult environment, it wanted a solution that seamlessly linked everyone from design and manufacturing teams to business partners and suppliers around the world. This would enable it to quickly introduce new models with a greater number of features at less cost - a key factor in increasing sales and profits.

At the time, however, the company's technology was a global mix of disparate systems, processes and software packages that were costly and disconnected. As a result, tasks were often performed sequentially, rather than collaboratively, meaning one process had to be completed before the next could begin. Plus, personnel could not share or reuse data, which often resulted in a costly reinvention of the wheel. For example, a chassis design for a model in one country might not be available elsewhere, meaning it had to be created from scratch.

The company decided to transition to a next-generation product lifecycle management (PLM) solution. However, a successful PLM implementation required more than just installing powerful software; the solution also had to be aligned with business processes, integrate with existing applications, and reside on a robust, highly available and secure technology infrastructure.

EDS deployed and integrated a PLM solution

For decades, EDS has helped this automaker meet business goals and adapt to market conditions through technology. For this project, EDS teamed with the automaker and vendors to deploy Teamcenter and Unigraphics NX, a leading PLM solution that links product knowledge with process innovation to deliver value throughout the product lifecycle - from planning and design to production and support. EDS then integrated the solution with the automaker's legacy systems, manufacturing, autocad applications and third-party vendors, enabling true global connectivity and collaboration across the extended enterprise.

EDS DELIVERS CONTINUOUS ENHANCEMENTS

To ensure upgrades are transparent to users and result in little to no downtime and lost productivity, EDS meticulously approaches the bi-annual block point releases. Starting with the planning phase and progressing through tasks such as testing for and fixing errors, redefining business processes, training end users and conducting site-specific work, the entire process can last up to eight months. Then, during the deployment - monitored by a central EDS command center - EDSers work through the weekend to complete the upgrades so that the company's operations are not negatively affected in any way.

Services featured

- Applications Development Services
- Applications Modernization Services
- Applications Outsourcing Services
- Applications Rationalization Services
- Business Continuity Management Services
- Managed Server Services
- Information Optimization Services
- Information Protection Services
- Manufacturing Services

Since the PLM solution is now a vital part of the company's everyday operations, EDS provides continuous global management of the environment to ensure the system is firing on all cylinders. As part of that mission, the EDS team supports application databases, servers, as well as the network on which the solution resides.

To keep the system up to date, EDS conducts two block point releases per year, which are a predefined combination of new and/or updated components. EDS' services during block points ensure that the automaker's critical applications continue to be available and fully functioning during all normal business hours. While the process is invisible to users, the team painstakingly plans and executes upgrades to 32 sites in 15 countries spanning nine time zones - without incurring expensive downtime for the client.

Automaker increased productivity and saved \$1 billion

Thanks to efficiencies gained through PLM, the automaker is also enjoying remarkable success in international markets. In China, for example, the company was able to manufacture a vehicle that hit the sweet spot of market demand in terms of cost, design and fuel mileage. Indeed, the company sold more than 170,000 of those models and quickly surpassed the one-time entrenched market leader in terms of sales. Moreover, the client was able to take another model from prototype to production in just two years - a time frame once considered impossible.

As the industry, the company and technology continues to evolve, EDS will provide technology support and ideas to help the client further cut costs, accelerate time-to-market and quickly adapt to ever-changing market conditions around the world.

Contact

EDS
5400 Legacy Drive
Plano, Texas 75024-3199
phone: 1 800 566 9337
visit: eds.com
e-mail: info@eds.com



EXPERTISE. ANSWERS. RESULTS.