MY UNIFIED DEVELOPMENT AND SOURCING

PROTECTING THE BRAND PROMISE THROUGH A SINGLE VERSION OF THE TRUTH FOR

ALL STAKEHOLDERS

RAPIDLY DEPLOY A STATE OF THE ART, SCALABLE ENTERPRISE SOLUTION FOR APPAREL DESIGN AND DEVELOPMENT TO TAKE PRODUCTS FROM TREND TO DESIGN TO SOURCING TO MANUFACTURING TO THE CUSTOMER.

The retail 'speed to market' cycle continues to shrink every year across virtually all categories, increasing the pressure on retail supply chains to be as responsive as they are cost-sensitive. My Unified Development and Sourcing offers a single, unified environment to manage a fashion brand or retailer's product development, sourcing, costing and pre-production processes. It connects internal and external stakeholders to a 'single version of the truth' to enhance collaboration, speed and agility, and mitigate the risk of incorrect sampling and production. Teams spend less time chasing and re-entering data and have more time to focus on the consumer experience.

PRODUCT HIGHLIGHTS:

Key Benefits

- Eliminate non-value added time:
  - up to 40% reduction in product launch costs
  - up to 30% reduction in cost of samples
  - up to 75% reduction in BOM errors
  - up to 75% reduction in time searching for information, re-keying data, copying & printing
- Get closer to consumers by closing the gap between what is produced and what the market wants.
- Protect brand equity despite extended supply chains and points of sale
- Manage demand chain complexity and risk
- Improve speed, flexibility and profitability

Season and Line Planning

Product teams can define multiple seasonal plans and classification approaches to fit the company's merchandising and/or product hierarchies. Line plans and seasonal libraries are accessible to all users in the company to help promote sharing and re-use of development qualities. The hierarchy can be tailored in a live system without having to change the underlying database schema. Therefore, a company can manage the seasonal nature of the data and their classifications themselves rather than going through an expensive modification of the entire Product Lifecycle Management (PLM) system and expending IT resources.

Within the seasonal plans, the company can clearly define plan objectives such as target revenue, style/SKU counts, target margin, etc. As the development progresses through the season, the actual results are captured and measured against the plan and deviations/exceptions are visually highlighted. Executive dashboards with "Line Assortment" and "Material" views summarize key metrics to help guide management decisions at various development process milestones.

Component and Standards Development

My Unified Development and Sourcing tracks end usage information for all raw materials. Material color approvals can be used to track the status of a color associated to a raw material. This process ensures that combinations of colors and raw materials are viable choices for a product. Using standard capabilities, users can quickly perform mass edits or find and replace a component across an entire season or multiple seasons. The ability to manage standards such as points of measure, grade rules, construction details, and templates is part of the solution and is controlled through role based access. This secure environment as well as template capabilities allows product development to easily leverage these standards without sacrificing the integrity of this data.

Product Development

Product design and development teams can easily work together and collaborate on designs by working in parallel in functional areas such as bills of material, construction, artwork, product variants, care instructions, and sample management. The same teams can manage products as part of a set or as part of a pack, where items such as labeling and packaging are often different from the individual product. As part of product development, a company's approval processes can be executed and tracked against the calendar established for that season. To encourage collaboration, product team members can create ad-hoc routes or workflows to circulate tasks, projects and files for further work and/or approvals and conduct online discussions regarding a project or task. An intuitive calendar interface allows end users to quickly identify their outstanding tasks. All team members can subscribe, view and comment on the original discussion topic or any of the subsequent responses.

Artwork

All artwork can be captured and managed specific to an individual season or reused across multiple seasons. Any and all types of artwork such as sketches, graphics, prints, etc can be managed independent of the native authoring tool used to create the artwork. My Unified Development and Sourcing generates multiple thumbnails automatically to display the artwork for standard image types such as PNG, JPEG, GIF, and BMP. For advanced format types, the solution includes a supported integration that enables companies to use an external third party converter such as ImageMagick or nConvert.

Notification of Changes

Users can subscribe to automatic notifications for key events such as new content being added to the library or changes made to classified items. Subscriptions can be attached to entire libraries or to individual components. Notification comes in the form of automatically generated email and can include attached descriptions and links to the relevant library or components for easy navigation. This means that users making use of data from the library can make decisions based on up-to-the-minute status of issues and updates, rather than static knowledge captured at the time of reuse.

Sourcing Organization and Vendor Management

Sourcing executives can manage their production offices, vendors, and agents for strategic and tactical goals. Brand executives can define their sourcing and production offices structure, hierarchy, and responsibilities. This organization structure provides executives better visibility and control over their agent relationships and foreign office resourcing. Executives can better leverage resources across the globe based on capabilities, expertise, and sourcing strategies. Companywide and/or brand specific strategies can be outlined for collaboration, assignment, and profiling management. Vendors and factories can be managed by process capabilities, sourcing protocols, and placement decisions during the development processes. Agents and facilities can be associated to key production offices and commission structures identified for tighter control on operational costs.

Raw Material Costing

My Unified Development and Sourcing enhances fabric and trim specifications for color level costing. Supplier specific lead times and minimums are identified at the color level as well as improved color definition to support prints and patterns applied to materials. Material development teams can better monitor suppliers to drive sample and bulk production costs for optimized sourcing decisions.

Product Costing

Line and product managers can ensure cost accuracy, meet margin requirements, and evaluate sourcing options facilitated by detailed management of supplier unit costs and visibility to calculated landed unit costs. Supplier unit costs are available by style, delivery terms, effectivity, and in-store for a given facility and projected quantity. Landed unit costs can incorporate inspection, logistics, organization, and miscellaneous cost details for instant Gross Margin (GM%) and Initial Mark-Up (IMU%) visibility. Multiple cost quotations can support downstream activities of pro forma orders and sourcing placement decisions. Detailed costing provides users with a better evaluation of placement decisions, order volumes, and margin targets earlier in the development cycle.

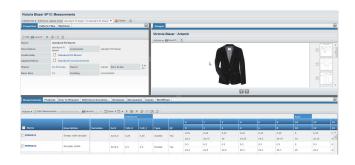## Sample and Test Request Management

Utilizing existing style sample requests, production offices can aggregate requests and generate sample orders by vendor/agent. Additional capabilities support their need to increase sample quantities for reference samples and seal samples without impacting brand headquarter requests. The management of sample material orders enables companies to track detailed shipping and receiving information for those orders. Like style sample orders, production offices can aggregate material requests into single supplier orders. This increased visibility and ability to aggregate the requests enables brands to control material consumption, minimize sample lead times, and further reduce sample costs.
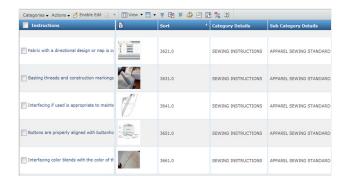
Request for Quotation

Requests for quotes are included with style records for improved usability and tracking. Multiple product quotes and options can now be captured within the context of the style. Cost quotes are converted to supplier unit cost records easily and included with the landed unit costs to provide easy analysis of sourcing options. Users can now collaborate easily with sourcing offices and vendors to provide accuracy and consistency when defining RFQ requirements and comparing multiple responses.

Source Planning

Sourcing plans are used to define annual planned/projected units to be allocated amongst production

Instructions		Sort	Category Details	Sub Category Details
Fabric with a directional design or nap is c...		3621.0	SEWING INSTRUCTIONS	APPAREL SEWING STANDARD
Basting threads and construction markings		3631.0	SEWING INSTRUCTIONS	APPAREL SEWING STANDARD
Interfacing if used is appropriate to mainta...		3641.0	SEWING INSTRUCTIONS	APPAREL SEWING STANDARD
Buttons are properly aligned with buttonho...		3651.0	SEWING INSTRUCTIONS	APPAREL SEWING STANDARD
Interfacing color blends with the color of th...		3661.0	SEWING INSTRUCTIONS	APPAREL SEWING STANDARD

offices/agents and even further down to a supplier/factory/country of origin level. Sourcing plans generate corresponding capacity plans for each supplier to confirm capacity expectations.

Capacity Planning

Vendor capacity plans manage the annual/season reserved capacity units from each supplier/factory/country of origin. Production offices/agents project seasonal and monthly production demand and can collaborate with vendors to accurately plan and manage capacity levels based on corresponding production time frames.

Assortment Management

The assortment management capabilities allow products that are placed for production to be pulled into a workspace for merchandising. Users 'allocate' quantities across finished goods production offices/agents that handle production, delivery and transportation requirements, as the production offices are then able to continue defining 'ordering' details by allocating quantities across supplier/factory/COOs and finalizing costing details per order. Final information can also be interfaced to the ERP/Purchase Order system for improved accuracy and re-use.

Bulk Material Management

The bulk material capabilities enable organizations that develop and source their own fabric and trim to issue a bulk material commitment for the pre-production aggregation of material demand for these items across products. Users can manage commitment details at a greige and/or color level, add surplus quantities to meet minimums or optimum pricing, view potential assortment demand, and track material shipments.

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Europe/Middle East/Africa
Dassault Systèmes
10, rue Marcel Dassault
CS 40501
78946 Vélizy-Villacoublay Cedex
France

Asia-Pacific
Dassault Systèmes
Pier City Shibaura Bldg 10F
3-18-1 Kaigan, Minato-Ku
Tokyo 108-002
Japan

Americas
Dassault Systèmes
175 Wyman Street
Waltham, Massachussetts
02451-1223
USA

Visit us at
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