Accelerate supplier collaboration and decrease costs

Business trends
Due to increased complexity and compressed production cycles, more products are being digitally designed and validated by globally dispersed teams. Suppliers are assuming more responsibility for developing a larger portion of today’s product content. They can have a significant impact on the ability of an original equipment manufacturer (OEM) to face industry challenges such as delivering more innovative products, accelerating design and launch cycles and developing quality products, all while cutting costs and reducing prices.

Successful businesses need to manage the interaction of their internal and external teams across multiple disciplines, including purchasing, engineering, design, compliance, quality assurance and manufacturing. Integrating this ever-increasing and critical supply chain is crucial for making informed and accurate product decisions. It has become imperative to have early supplier involvement with real-time, integrated business processes to ensure that each phase of the development cycle is a closed loop and is measurable and predictable.

Supplier Connect: a Siemens/Atos solution
Supplier Connect leverages Teamcenter® software for supplier collaboration. The Teamcenter supplier collaboration solution provides a product lifecycle management (PLM) backbone for collaboration, harmonizing processes between you and your suppliers as well as with your internal stakeholders, who are responsible for making supplier decisions. This solution provides the structured counterpart to procurement processes that have already been standardized in the enterprise resource planning (ERP) domain. In the same way that purchasing processes are strongly driven by service level agreements (SLA), deadlines and compliance rules, Supplier Connect provides synchronized processes and enables product development teams to deliver the right information to facilitate correct sourcing decisions. Such decisions must be compliant with regulations, company best practices and ongoing project and quality management.
This solution offering includes:

- A maturity scan to architect and define roadmap for the future
- Siemens PLM Software’s Teamcenter for supplier collaboration
- A cloud-ready framework with multi-tenant support
- An easy-to-use, context-based interface for suppliers
- Design, implementation, system migration and integration with other core systems and processes, including ERP, manufacturing execution systems (MES) and business process management (BPM)
- Best-in-class collaborative PLM platform to enable procurement and engineering to work with suppliers in a harmonized, collaborative environment
- PLM web-based services, including ground-breaking options for cloud delivery and scalability

The solution is efficiently implemented using best-practice template libraries along with extensive business expertise and integration knowledge.

**Improving OEM and supplier collaboration**

Siemens PLM Software and Atos can help you simplify the growing complexity of supplier collaboration, enabling you to accelerate supplier collaboration and decrease costs through process harmonization and by using leading technology to integrate best practices into your processes.

OEMs will be able to shorten the lead time for sharing information with suppliers, and suppliers will be able to lower costs and remain compliant while collaborating with their OEM customers.

Supplier Connect addresses the following four business scenarios:

**Supplier substance declarations**

Thousands of materials used in product development are tightly regulated by local, state, country and regional directives. OEMs and their suppliers must report the quantities and concentration levels of every substance used in their products to regulatory bodies. You can reduce the risk of non-compliance by leveraging Teamcenter to proactively assess and report on the impact of your product material choices, including supplier parts. Errors and rework costs can be minimized by automating and integrating the exchange of material and substance declarations with your suppliers.
Direct materials sourcing
Integrating product development and direct material sourcing optimizes commercial value, technological fit and the execution of suppliers’ contributions to OEM product and business results. Automating sourcing processes shortens time-to-market and time-to-manufacture and increases buyer productivity through benchmarking capabilities.

Supplier program management
You can define tasks and due dates and easily track deliverables assigned to suppliers during the product development process to enable proactive planning and complete process visibility. You can see an immediate improvement in communication with your suppliers by leveraging standardized quality processes, such as the advanced planning quality process (APQP) and production part approval process (PPAP). You can communicate more effectively and earlier in the design phase with your supply base.

Design data exchange
Secure information exchange and synchronization between your company and your supply base is critical. Information access and exchange provides development context to suppliers and enables suppliers to deliver their work product back to your company.

About Atos
Atos SE (Societas Europaea) is an international information technology services company with 2012 revenues of 8.8 billion euros, and has 76,400 employees in 47 countries. Serving a global client base, it delivers high-tech transactional services, consulting and technology services, systems integration and managed services. With its deep technology expertise and industry knowledge, it works with clients across the following market sectors: manufacturing, retail and services, public sector, healthcare and transports, financial services, telecommunications, media and technology and energy and utilities. Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. It is the worldwide information technology partner for the Olympic and Paralympic Games and is quoted on the NYSE Euronext Paris market. Atos operates under the brands Atos, Atos Consulting & Technology Services, Atos Worldline and Atos Worldgrid. For more information, visit: www.atos.net.

About Siemens PLM Software
Siemens PLM Software, a business unit of the Siemens Industry Automation Division, is a world-leading provider of product lifecycle management (PLM) software, systems and services with nine million licensed seats and 77,000 customers worldwide. Headquartered in Plano, Texas, Siemens PLM Software helps thousands of companies make great products by optimizing their lifecycle processes, from planning and development through manufacturing and support. Our HD-PLM vision is to give everyone involved in making a product the information they need, when they need it, to make the smartest decision. For more information on Siemens PLM Software products and services, visit www.siemens.com/plm.