SIEMENS
Ingenuity for life

Multi-industry

Zhejiang Connor Technology

Zhejiang Connor Technology thrives as a Siemens Digital Industries Software Smart Program partner

Products

Femap, NX, Siemens Opcenter, Simcenter, Solid Edge, Teamcenter, Tecnomatix

Business challenges

Design management

Inefficient project planning

Keys to success

Smart Expert partner recognition

Support from Siemens Digital Industries Software

Results

Increased BOM accuracy by 30 percent

Realized 20 percent reduction in project duration

Multi-industry partner leverages Siemens solutions to reduce project time and cost for customers

Recognized for excellence
Zhejiang Connor Technology Co. Ltd. (Zhejiang Connor Technology) started as a Silver level Siemens solution partner in 2012, then went on to achieve Platinum level status in 2017. In the same year, the company was recognized as a Smart Expert program partner in the Teamcenter® product suite in the automotive and transportation industry.

Smart expert partner value
Liu Hui, General Manager, Zhejiang Connor Technology, says the Siemens Digital

Industries Software Smart Expert program helps the company leverage its partnership with Siemens with current and potential customers.

"The Smart Expert program is a very beneficial program. In today's complex industrial customer environment, selecting professional service providers is a major challenge for customers," says Liu. "The Smart Expert program proves to our customers that our suite of solutions and expertise to fully understand their needs offers real business value to their customers. Through Siemens' industry best practices and templates offered by the program, we can better understand customers' business challenges more quickly and in turn provide customers with the best and most appropriate Siemens solutions."

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General Manager
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The Smart Expert program helps Zhejiang Connor Technology build the company's image and increase its branding in the automotive and transportation industry by creating relevant customer use cases, many of which are China Ministry of Industry and Information Technology projects.

"The Smart Expert program improves our competitiveness in the market and enhances customer confidence because we are recognized by Siemens Digital Industries Software as experts," says Liu.

Support from Siemens

Siemens provides Zhejiang Connor Technology support for technical sales, industry use cases and training programs that enable the company to develop unique solutions for its customers. Siemens also assists Zhejiang Connor Technology in designing its business strategy and marketing campaigns, while also providing marketing support. The company quickly developed its product lifecycle management (PLM) customer base with Siemens Opcenter products, including the Manufacturing Execution System (MES), Advanced Planning and Scheduling (APS) and Quality Management System (QMS) solutions.

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Customer success stories

Industry 4.0 is an industrial trend from Germany that creates a positive and opportunistic view of future industrial development for companies in China such as Zhejiang Connor Technology. As China seeks to improve its level of manufacturing excellence during this current trend of intelligent manufacturing, more modern Chinese manufacturing enterprises are becoming more competitive, which in turn offers more opportunities in the market.

Zhejiang Conner Technology follows Industry 4.0 and smart manufacturing trends to provide several customer solutions. For example, Wanxiang Qiancao Co., Ltd., an automotive supplier in China, faced many business challenges including bill-of-materials (BOMs), inaccurate management of product design, inefficient planning for manufacturing projects and inconsistent delivery date commitments. After deploying APS, MES and PLM solutions and building its smart digital factories, the company increased its BOM accuracy by 30 percent, realized a 20 percent reduction in project duration and gained significant time savings on assessment and decision-making.

"Our digital factory solutions are mainly MES and PLM, where MES realizes the digitization of large-scale production functions, including advanced planning and scheduling, manufacturing execution, quality management, monitoring control, data acquisition and manufacturing intelligence," says Liu. "PLM can optimize production and improve efficiency and flexibility. PLM integrates all product information and processes needed by customers into a centralized system. Through PLM, customers can create a digital process that runs through design, production and usage."