

# SRM RFX with data exchange

## Using Teamcenter to manage and exchange design, process and business information across your supply chain

### Benefits

- Automated creation and population of events
- Supplier involvement earlier in the design cycle
- Lower supply chain costs throughout the product lifecycle
- Cost visibility in the bill of materials
- Supplier change management
- Streamlined RFP sourcing
- Visibility into supplier cost drivers
- Reduced time-to-market
- Improved business results
- Enhanced data integrity
- Enhanced response evaluation and reporting capability
- Reduced sourcing cycle time

### Supplier benefits

- Structured view of BOM
- Easy access to reference design data
- Faster and easier RFP completion
- Improved response content
- Collaborative response development internally and with buyers
- Experienced in-field delivery and help desk

### Summary

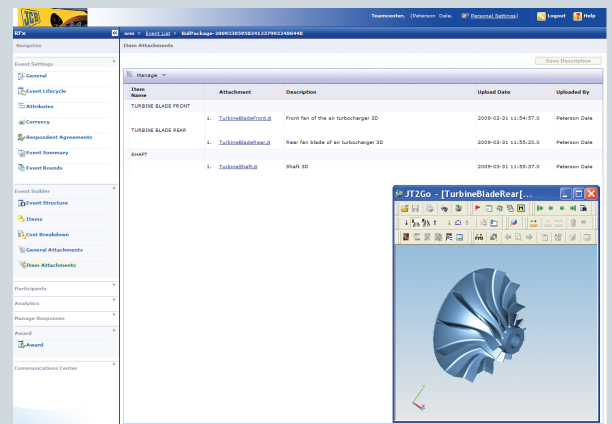
Teamcenter® software's supplier relationship management (SRM) suite empowers companies to efficiently manage and exchange product and cost data with their supply chains. SRM enhances the Teamcenter platform to provide a single source of data and streamlined processes across the extended enterprise. The result is lower product costs and improved levels of quality, service and innovation.

### Improve your bottom-line by including suppliers early

Due to increasing complexity and compressed production cycles, more products are now being digitally designed and validated by globally dispersed teams than ever before. As a result, suppliers are assuming more responsibility for developing a larger portion of today's product content. This requires you to manage the interaction of multiple disciplines, including purchasing, engineering, design, quality assurance and manufacturing on a cross-company basis. In fact, it is increasingly critical to your company's bottom-line to integrate suppliers early into your design and business processes. To facilitate this, you must be able to efficiently manage and exchange product and cost related data with your entire supply chain.

Companies that implement a comprehensive approach to supplier management are able to reduce risk and time-to-market. In addition, the

ability to capture detailed costs provides the visibility you need to reduce key cost drivers, as well as to "design out" costs early in the product development process. To help you achieve these goals, the Teamcenter SRM suite provides an automated RFX with data exchange solution that enables you to integrate your supply chain into your product development processes.



# TEAMCENTER

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## SRM RFx with data exchange

### Proven results

- More than 275 companies in 60 industries using Teamcenter's SRM solutions
- Over \$200 billion in spend sourced
- Average RFQ savings of over 12 percent
- Over 100,000 participating suppliers
- Sourcing cycle time reductions of 50 percent

### Features

- Secure integrated platform
- Intuitive, comprehensive event and template builder
- Event management and analytics

Item Name	Item ID	Description	Revision	Quantity	Designer Name	Part Weight	Attachment
Turboscharger	00010	Reactor Head	A	1	Dale Peterson	1.0	Turboscharger.dwg
Fan Shaft Assembly	00100	Fan Shaft Turbo Assembly	A	1	Dale Peterson	1.0	Fan Shaft.dwg
Front Fan Turbo	00100	Front Turbo Fan	A	1	Dale Peterson	1.0	Front Fan.dwg
Rear Fan Turbo	00100	Rear Turbo Fan	A	1	Dale Peterson	1.0	Rear Fan.dwg
Fan Shaft	00100	Turbo Fan Shaft	A	1	Dale Peterson	1.0	Fan Shaft.dwg

### Redefining the scope of PLM through cradle-to-grave product development

You can significantly increase productivity on an enterprise basis by automating the way you and your suppliers exchange information. The Teamcenter ability to control the exchange of design and process data across your supply chain ensures version alignment and improves the accuracy of supplier deliverables and responses. Teamcenter enhances the propagation of product and process changes through the supply chain, thereby shortening the change cycle and delivering more accurate

information, including cost, design and process-related data.

Teamcenter-driven sourcing provides better insight into the impact of supplier costs on the final product by enabling you to analyze this information in a bill-of-material (BOM) context. You can shorten time-to-market and increase buyer productivity by automatically creating RFx events from pre-established templates and populating them with Teamcenter-managed product data. In addition, you can make better business decisions and reduce risk by performing sourcing earlier in the design cycle.

Teamcenter synchronizes your value chain and enables you to strategically leverage your suppliers' innovation potential in the battle for profitable growth. With Teamcenter, all stakeholders, including purchasing, design and engineering teams, can access supplier information, thereby enabling these stakeholders to quickly find, qualify and monitor suppliers. Your ability to integrate supplier information facilitates better purchasing component decisions and supplier analytics.

### Key capabilities

The Teamcenter SRM RFx with data exchange solution provides key capabilities that include a wide variety of features.

#### Secure, integrated platform

- Employs secure socket layer encryption (SSL) and role-based user security model
- Integrates with Teamcenter to support a BOM that automatically populates the RFP and updates Teamcenter with supplier-related product and process information
- Provides secure partitioning of event data to support multiple business units in decentralized environments

- Provides customized screens that incorporate customer branding and preference

#### Intuitive, comprehensive event and template builder

- Collects complex supplier data at item level, including cost detail breakdowns for each item, such as detail material, labor and tooling used by the supplier to manufacture the part
- Enables suppliers to view the BOM structure and add BOM items
- Provides a flexible, customizable format for data collection that supports all question types from simple text to multiple choice to complex pricing matrices
- Manages multiple file attachments and types for supplier review and upload
- Provides library functionality for storing and re-using section and event templates
- Includes multi-currency options, multi-language capability and custom time-zone display

#### Event management and analytics

- Provides powerful analytic tools to monitor and measure results, including side-by-side comparison reports of responses, multi-round analysis, supplier cost breakdown analysis, total cost and savings calculations, bid optimization and data export capability
- Enables multi-round negotiations while leveraging a history of previous submissions
- Automatically initiates supplier communications in conjunction with predefined and user-defined events, as well as with message board postings that include RFP-specific questions and answers
- Generates tracking reports that display RFP completion levels and other participation details

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