# Our PLM Journey

## Justifying Change with Strategic Vision

Nathan Naramor
linkedin.com/in/naramor

# Introduction

Selecting and implementing a PLM is hard.

      -Many stakeholders

      -Complex processes

      -Unique challenges for a smaller company

How can we get our bosses, peers, and other stakeholders on board for this massive change?

# Agenda

Introduction

  Who is Parata?

Our Journey

  Selection Process

  Elements of Our Vision

    Reduce Risk
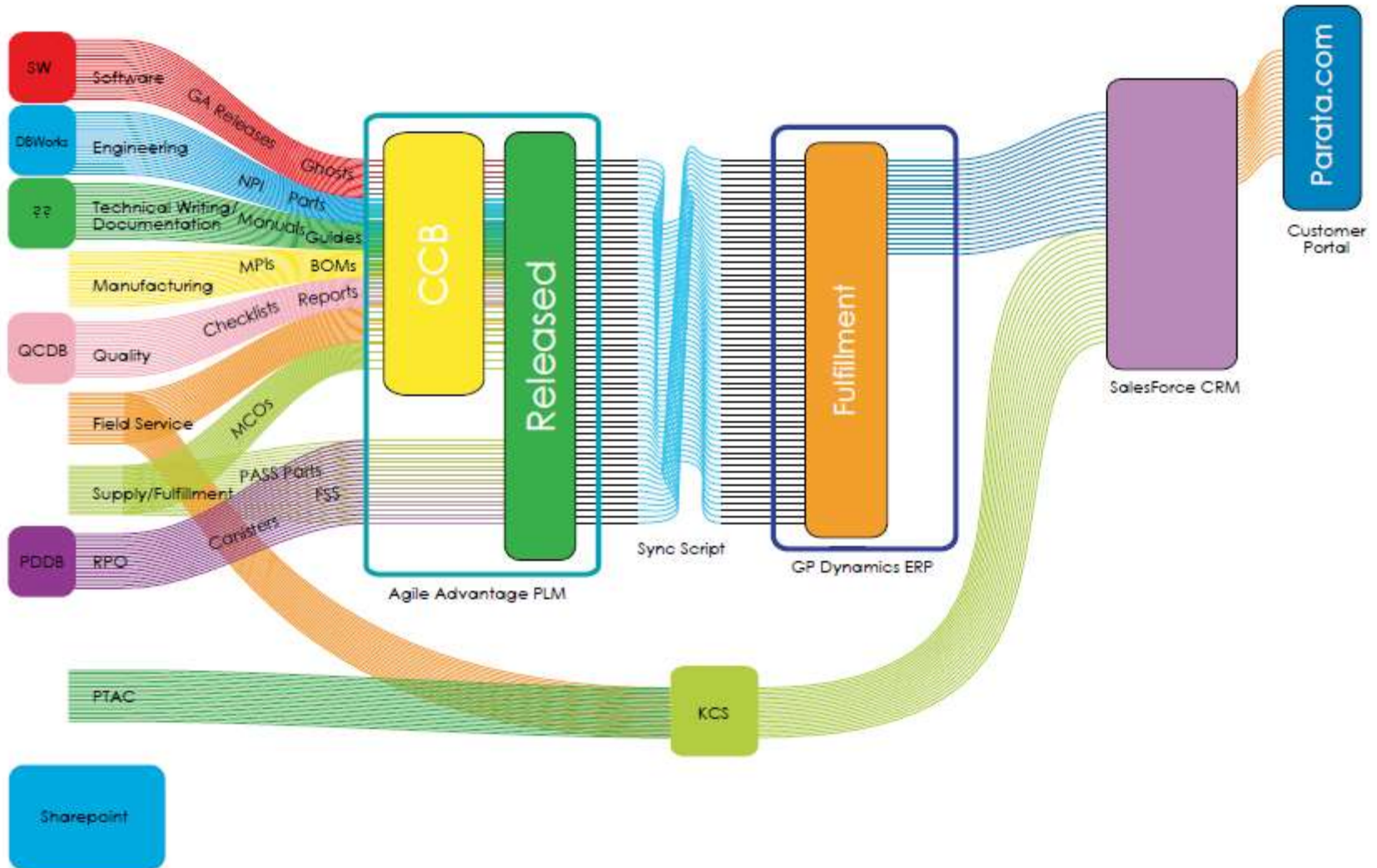
    Rewards

    Foundation for the Future

Key Takeaways

Parata®

# Who is Parata?

We design and manufacture machines to support pharmacies. (video)

Even though we are small, we have complex needs.



**Parata®**

# Parata Data Flow (Partial)

# Our Situation

Our software went end-of-life six months after we implemented….ten years ago.

We had a proliferation of "pocket databases"
   Everyone has their own tools and none of them talked to each other.

People had to be clever.

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# AARP Technical Recommendation

Replace Agile
with What?

Agile Advantage
Replacement Team

# Original Mission of AARP Team

✓ Recommend a replacement for Agile Advantage (AA) with limited scope creep.

✓ Consider scalability of additional features that Parata can grow into (don't ignore opportunity)

# Requirements Gathering

We asked how we currently used the software

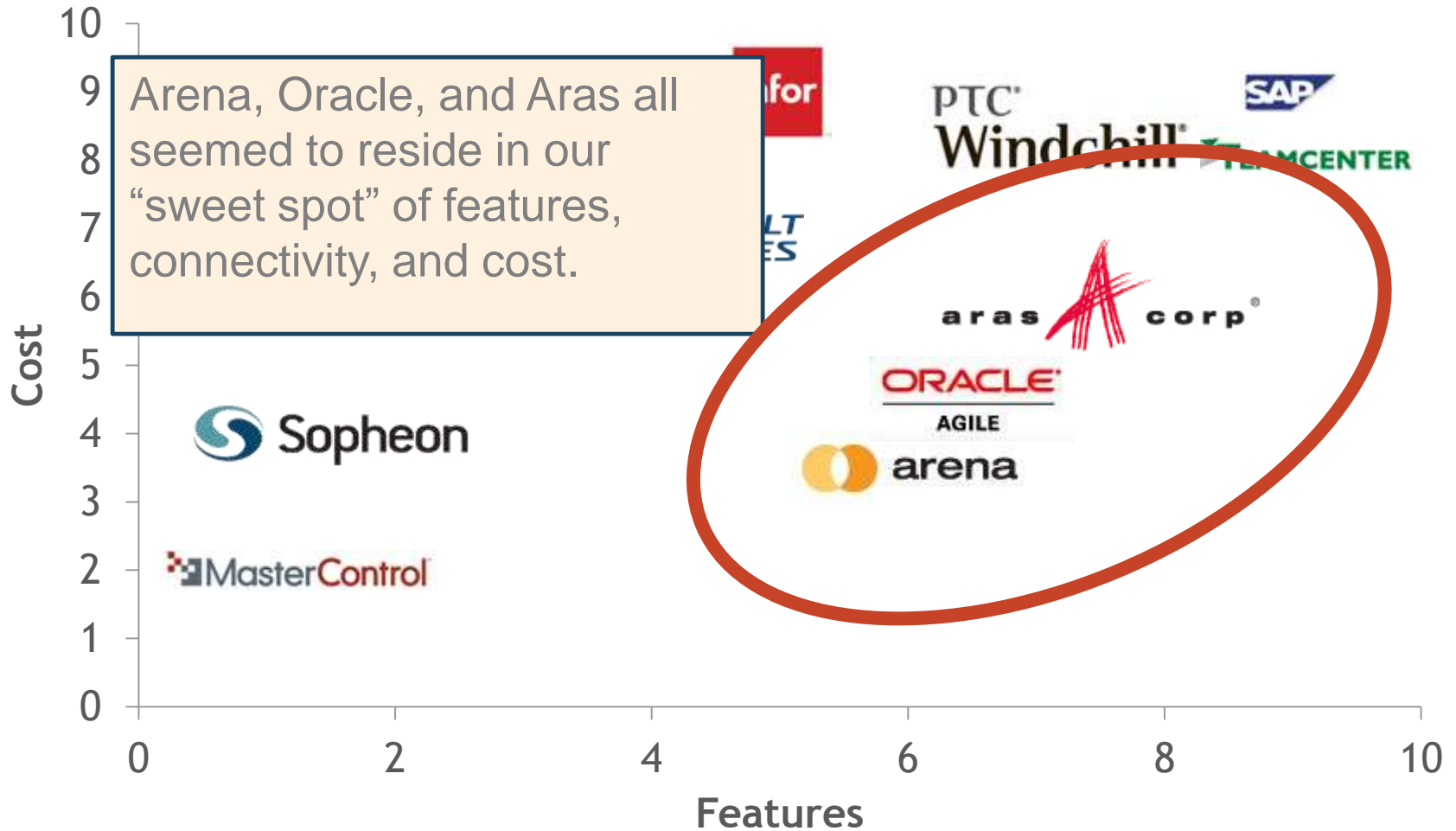We mapped our business processes end-to-end

We filled out a massive spreadsheet of over 1000+ lines (don't recommend)

We looked at the PLM landscape

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# Products Considered

# Semi-Finalists



Arena, Oracle, and Aras all seemed to reside in our "sweet spot" of features, connectivity, and cost.

Cost (y-axis, 0–10)
Features (x-axis, 0–10)

# Aras Selection

We found Aras met all our minimum requirements.

Aras also had the brightest vision for the future – and gave us access to it.

Fit best with our company's culture of continuous improvement (tweaking).

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# Reduce Risk



- Obsolete software on obsolete hardware
- Proprietary Database
- Stuck Processes
- "Fat-Fingered" integrations
- Duplication of Effort
- Duplication of Data
- Massive Exposure

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# Focus on Reward

- Give them numbers
  - We ran ROIs on every hard benefit we could find
    - Time studies on reduction in duplicate efforts
    - Increased efficiencies with connected systems
      - ✓ Managing BOMs
      - ✓ CAD Check-ins
      - ✓ Field Service searches
    - Speed increases of modern infrastructure
    - License/support costs of smaller tools
    - Time to Market

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# Features We Could Get with Aras

- ✓ APIs
- ✓ Remote Access w/o VPN (for FSEs)
- ✓ In-House or Cloud Based (MIS prefers In-House)
- ✓ Two-way Integration to SalesForce / Dynamics GP
- ✓ Quality Module (Quality Engineering would use this)
- ✓ Project Management
- ✓ PDLC / SEAM
- ✓ Regulatory Management
- ✓ CAD File Viewing
- ✓ New Product Introduction
- ✓ Configuration Management
- ✓ Microsoft-based Database

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# Benefits of Lifecycle Integration

✓ NPI

- **PDLC / SEAM** – Reduce time-to-market with automated workflows and connected deliverables
- **Project Management** – Issue management can be driven from many sources (web, Salesforce, field…) through API
- **Quality Module** – CAPAs and 8Ds also workflow-driven and tied to specific parts/products and readily available

✓ Sustaining

- **Two-way Integration to SalesForce / GP** – Material cut-ins and substitutes can be better managed.  Better understanding of cost drivers
- **Regulatory Management** – Custom alerts and notifications can eliminate gaps
- **Configuration Management** – System more future-proof and capable of configure-to-order (not restricted by our tools)

✓ Strategic

- Best chance at a company-wide platform – break down silos

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# Focus on Reward

- Give them pictures
  - Show them!
    - Aras is available for a test drive. Having it installed to be seen was a huge benefit.

- Give them stories
  - The hard numbers will only work so well. Benefits of system-wide integration aren't necessarily known beforehand. *Don't neglect future opportunities because they don't have a known ROI*

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# Foundation for the Future

- Aras is designed with the future in mind
  - Open processes
  - Clear databases
  - Highly configurable
- Infrastructure to grow
  - IoT examples:
    - ThingBrowser augmented-reality maintenance call
    - Machine-connected quality data

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