

**Dal PDM al PLM,
architettura tradizionale e piattaforma Cloud :
l'integrazione facilitata dalla nuova tecnologia**

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Sales Manager
Man and Machine Software Srl*

Di cosa parleremo:

- › Man and Machine e la nostra visione PLM/ PDM
- › PLM 360 : il PLM innovativo di Autodesk
- › PLM e PDM: dove e come si integrano
- › PDM: il punto di partenza per l'Engineering



Il gruppo Man and Machine

MuM Italia - 3 SEDI :

- Lombardia – Vimercate (MB)
- Piemonte - Torino
- Toscana - Pisa



Oltre 50 sedi
in Europa



Oltre 600
dipendenti
in Europa



30 ANNI
di attività nel 2014

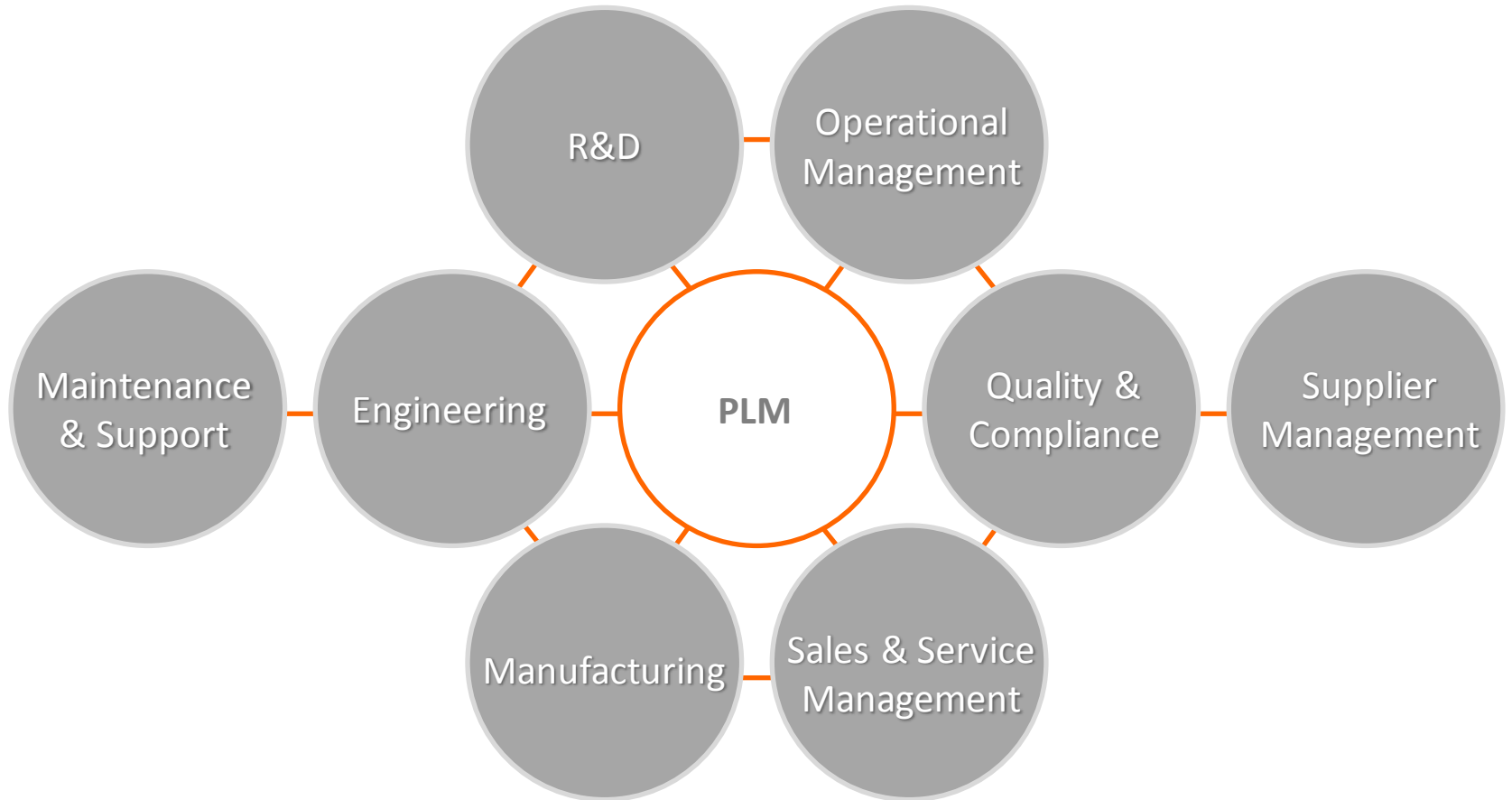
A collage of logos for various companies, including Doka, Strabag, Züblin, Ishida Europe, Düsseldorf International, Avio, Flughafen Zürich, Flughafen München, SNCF, Trepko, Siemens, DOOSAN, AREP, Messe München International, BIPROHUT, LOC, RENÉ LEZARD, Vodafone, LEONI, FERRERO, Carrefour, DESY, ArcelorMittal, HKS, HADLEY GROUP, HiPP, DANIELI, Electrolux, bel, REHAU, LLOYDS BRITISH, METRO, ALSTOM, EnBW, Enel Green Power, swissgrid, RWE, SCHAEFFLER, e-on Engineering, and GDF SUEZ.

La nostra visione sulle soluzioni PLM/PDM :

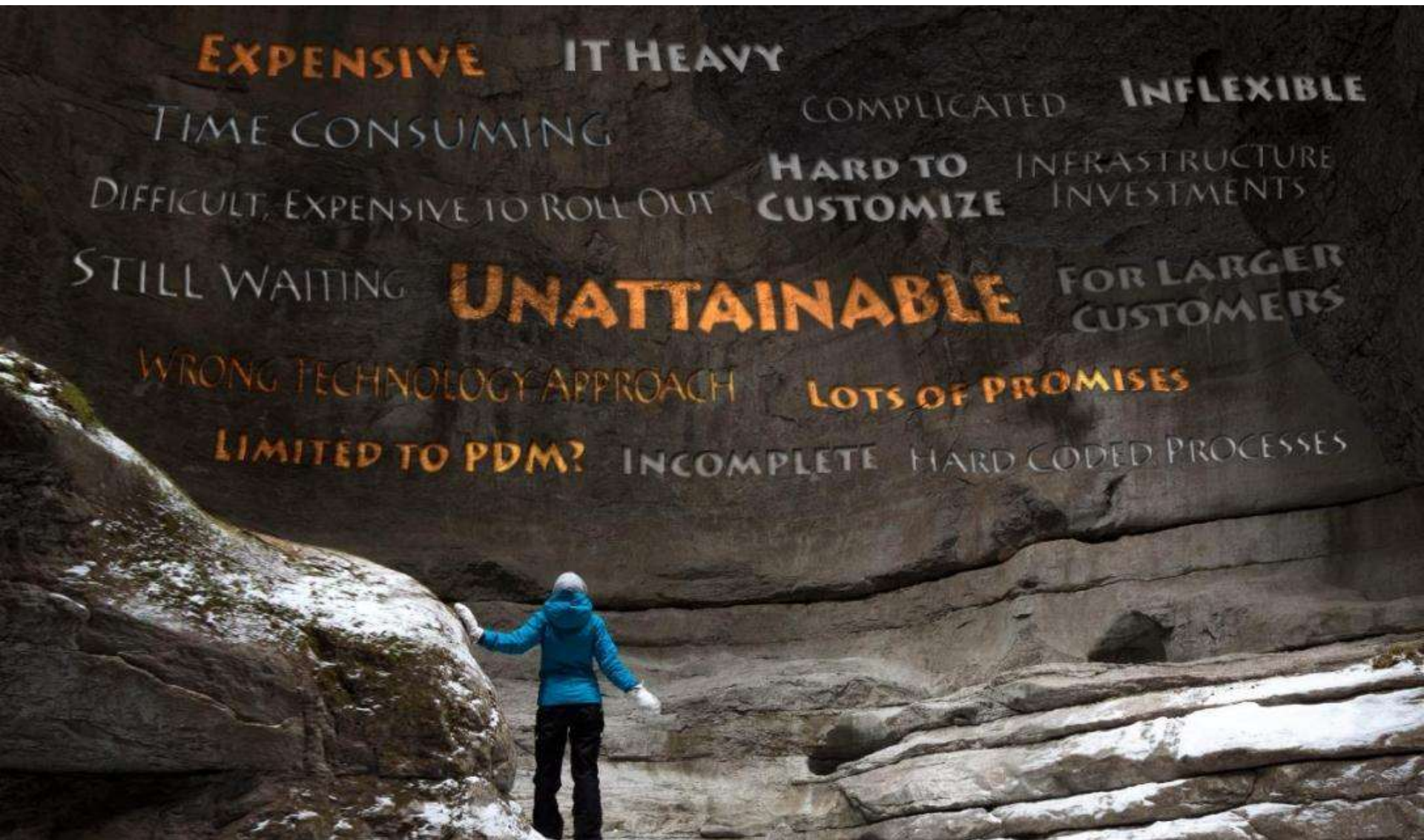
PLM Manages Information & Business Process



Our view of PLM

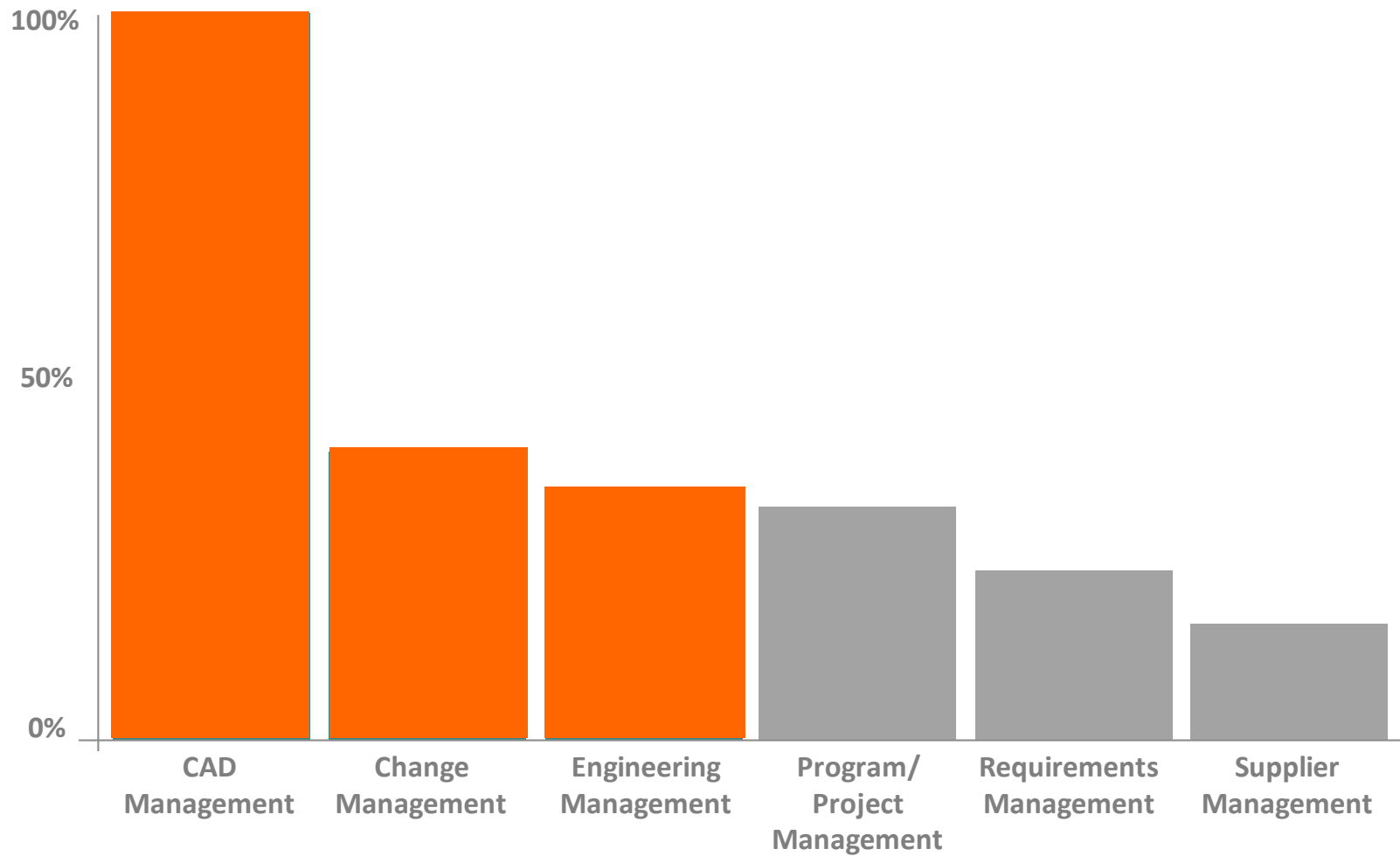


PLM has traditionally been...



The Result

Limited to an expensive engineering solution



PLM Capabilities Implemented

Source : PLM Community Study

PDM = PLM ?

Product Data Management (PDM)

“Una soluzione focalizzata sull’ufficio tecnico per gestire tutte le informazioni correlate al CAD incluse funzioni come check in, check out, gestione revisioni e distinta base di ingegneria”



PDM = PLM ?



Product Lifecycle Management (PLM)

“Una soluzione per gestire i processi necessari per tutte le fasi di vita di un prodotto. Alcuni esempi sono gestione di commesse e progetti, sistema di qualità, gestione del cantiere/montaggio.”



PLM 360 : il PLM innovativo di Autodesk



AUTODESK®
PLM 360

The next generation, cloud based alternative

Changing the Game

CRM

ERP

PLM Business
Applications



The next generation alternative



Cloud-based,
zero deployment



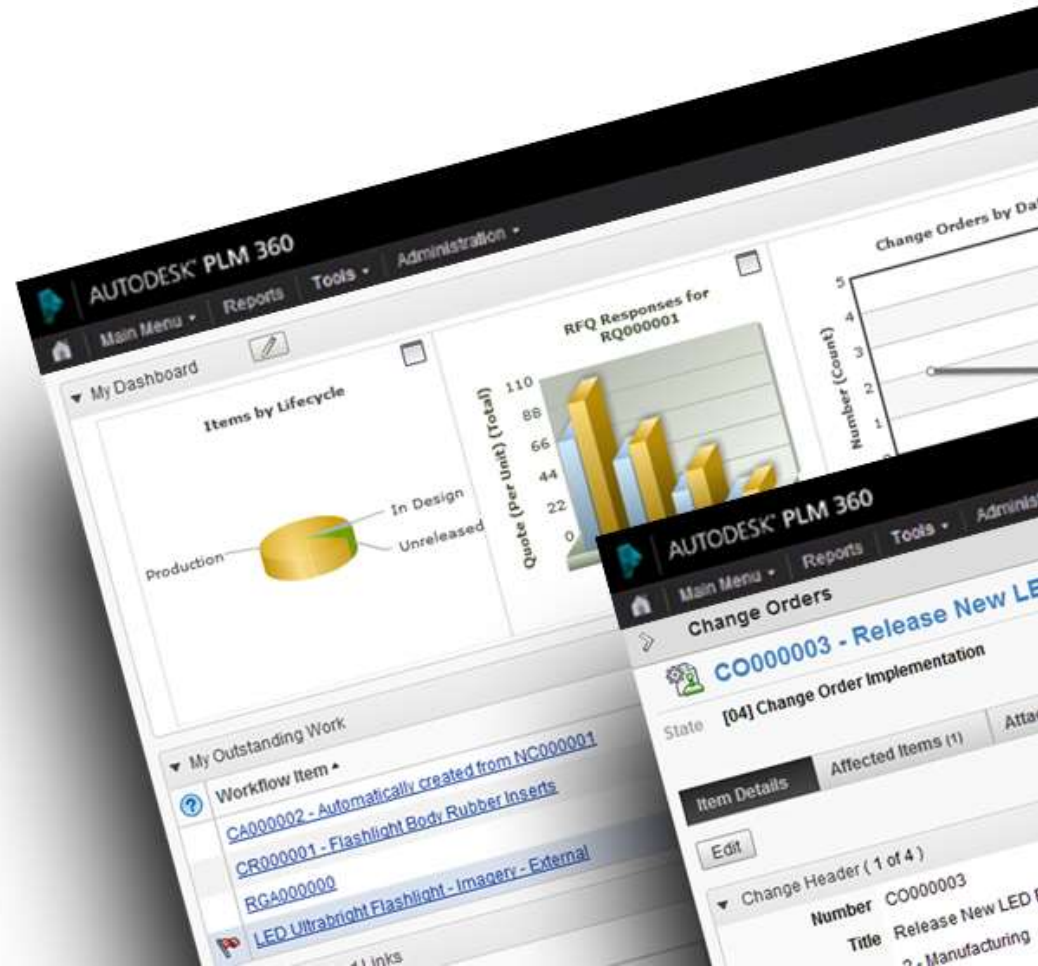
Accessible
on any device



Up and running in
minutes, not months

What makes Autodesk PLM 360 different?

- › Instant On!
- › Modern User Experience.
- › Ubiquitous Access.
- › Pre-Installed Apps.
- › Highly Configurable.
- › Integrated.
- › Subscription based.



Lower Total Cost of Ownership

- › No Hardware
- › No Upgrades
- › Vendor takes on maintenance, security
- › Term Based License



PLM for Everyone

Quality



Facilities



Marketing



Service



IT



Executive



Program Management



Procurement

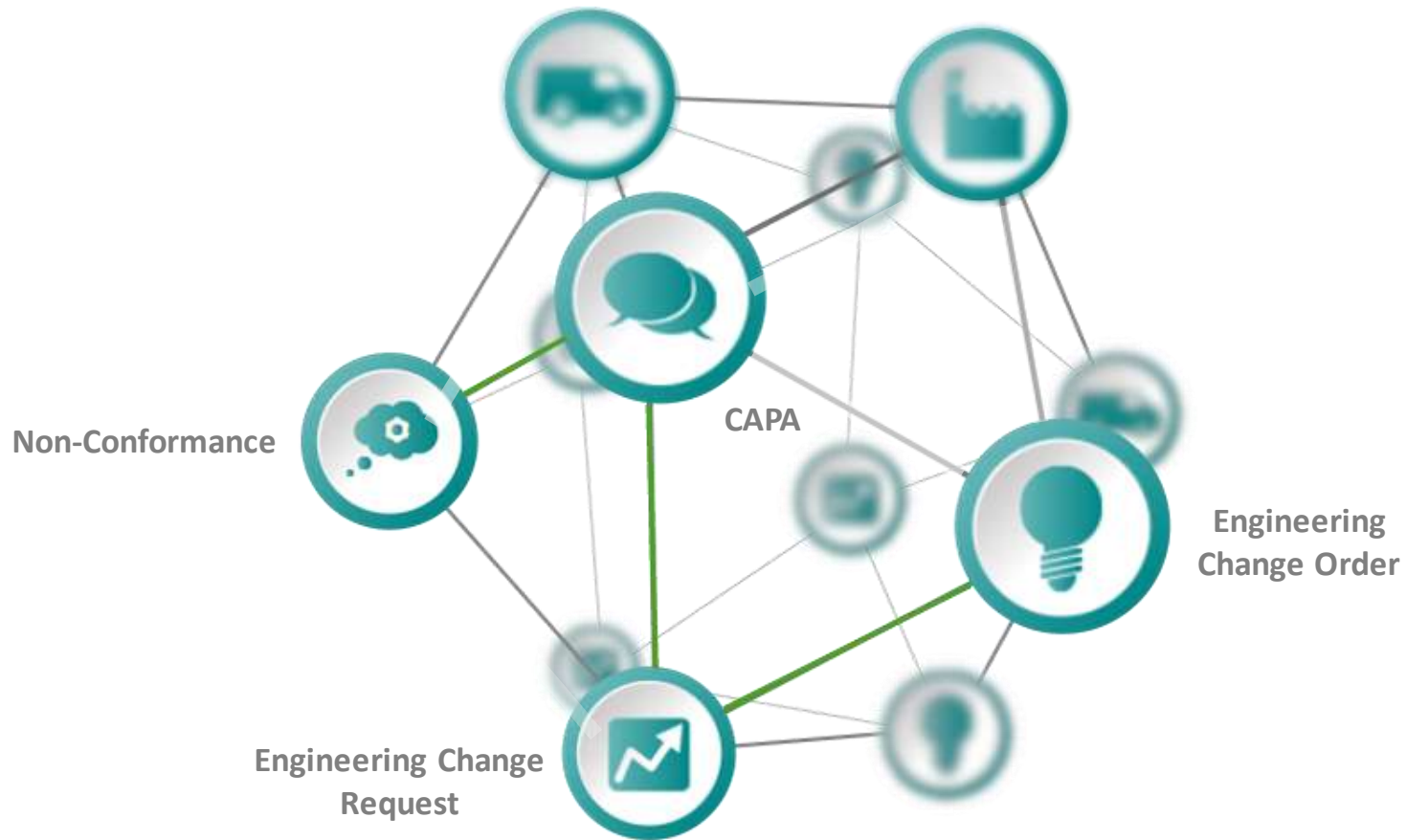


Manufacturing



Engineering

Connect your processes



PLM 360 AppStore

Improve the way you work - Instantly



Program Management

- Program Management
- Quote and Costing
- New Product Introduction
- Tasks
- Requirements



Engineering

- Product Management
- Change Management
- Octopart Components
- Costing to Engineering
- Design Review



Supply & Procurement

- Supplier Management
- RFQ
- RFQ Projects
- Warranty Recovery



Quality

- Quality Management
- Non Conformances
- Corrective / Preventative Actions
- Audits
- Procedures, Guidelines, & Specs
- Document Change Order



Operations

- Asset Management
- Accident Reports
- Calibration
- Equipment Maintenance



Sales & Marketing

- Customers
- Sales Quotes
- Marketing Assets



Service & Support

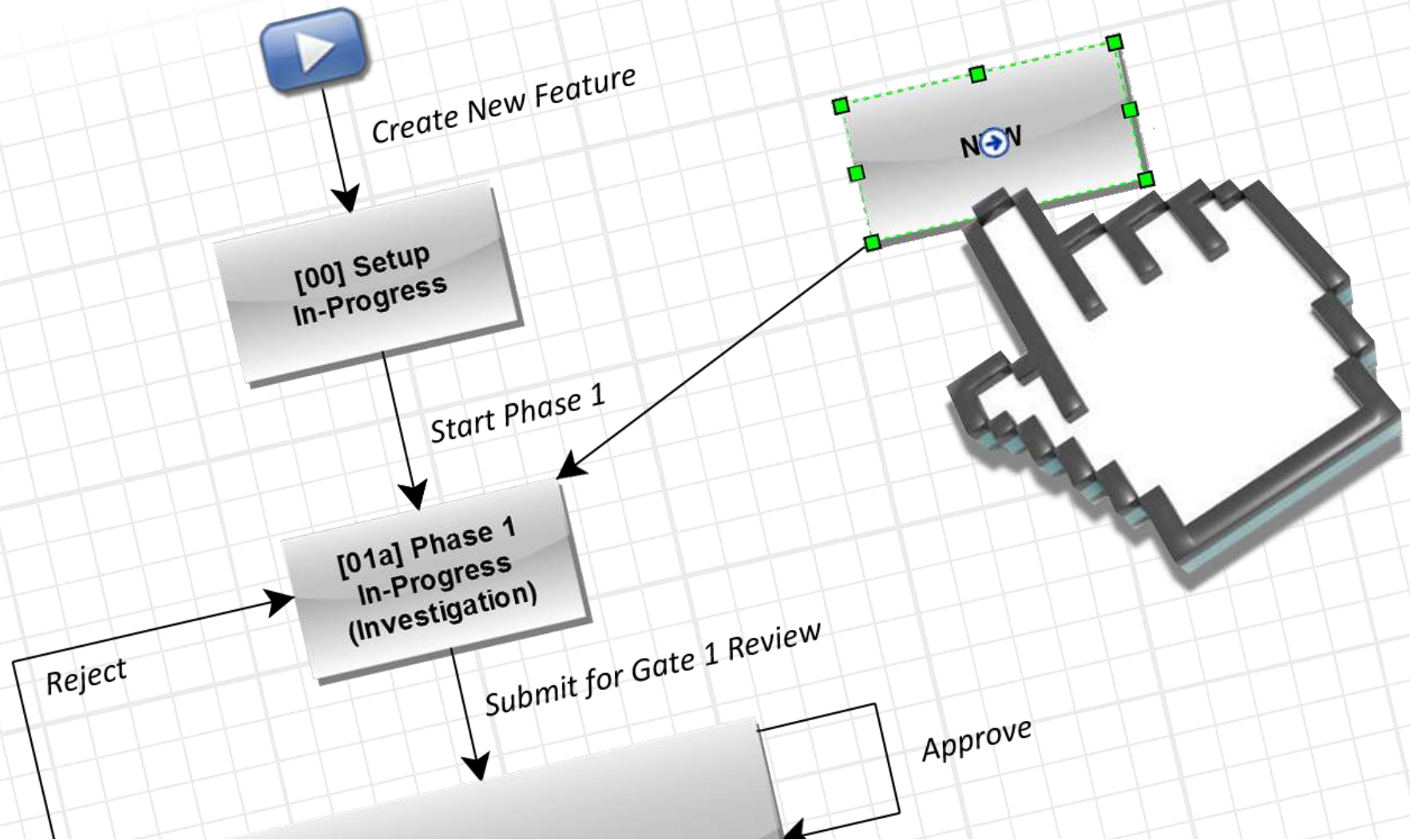
- RFI Management
- Service Request
- Return Merchandise Authorization



Classification & Reference

- Lean 5S Auditing
- Approval Lists
- ISO9001 Sections
- Material Properties
- Inspection Templates
- Item Categories
- Calibration Providers

Configure our apps to make them your own



Integration

Web Services HTTP

FTP LDAP ODBC

JMS File Share

XML



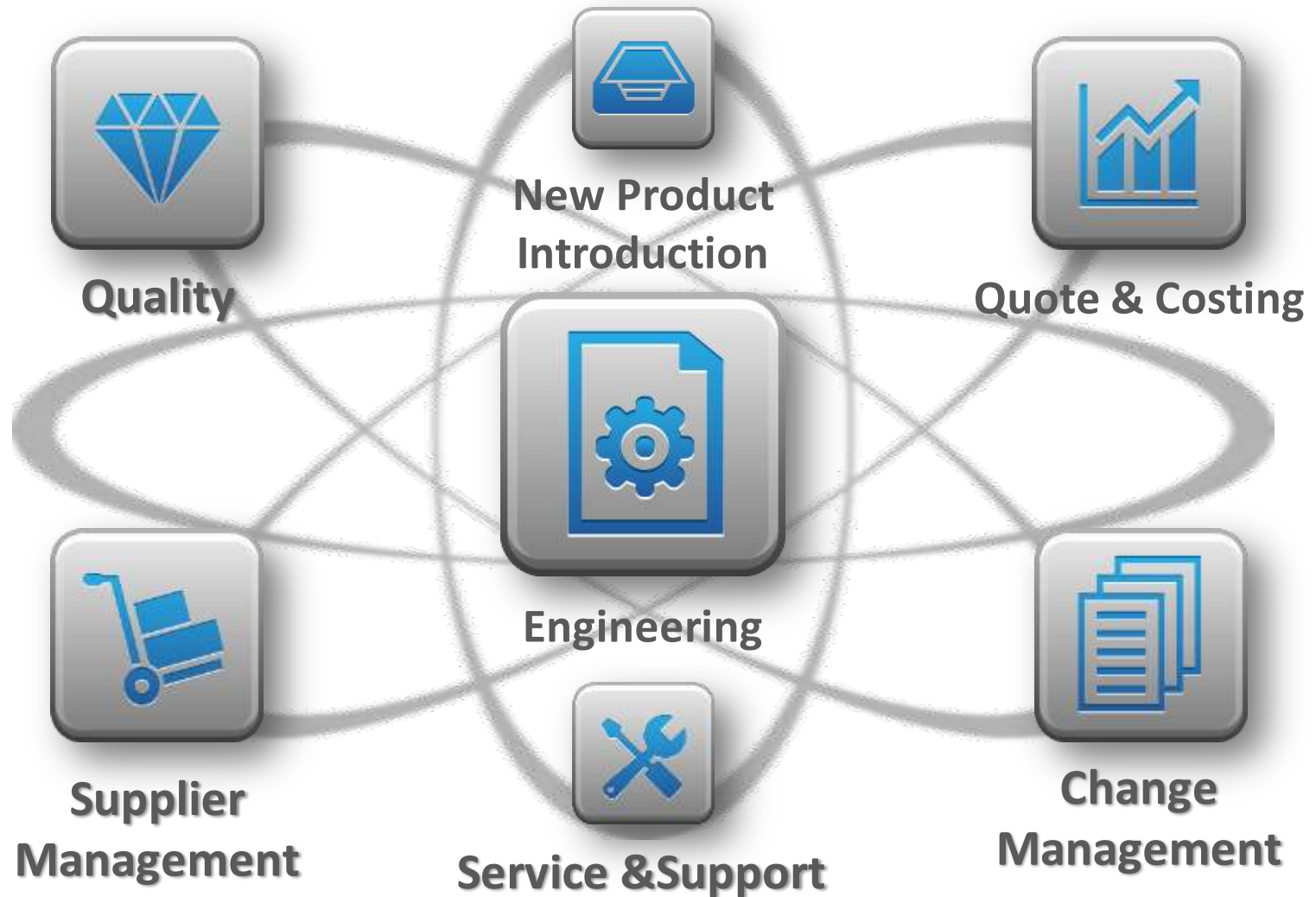
Cloud Based



On-Premise



A Solution Centered Around Your Products





Engineering Item and BOM's

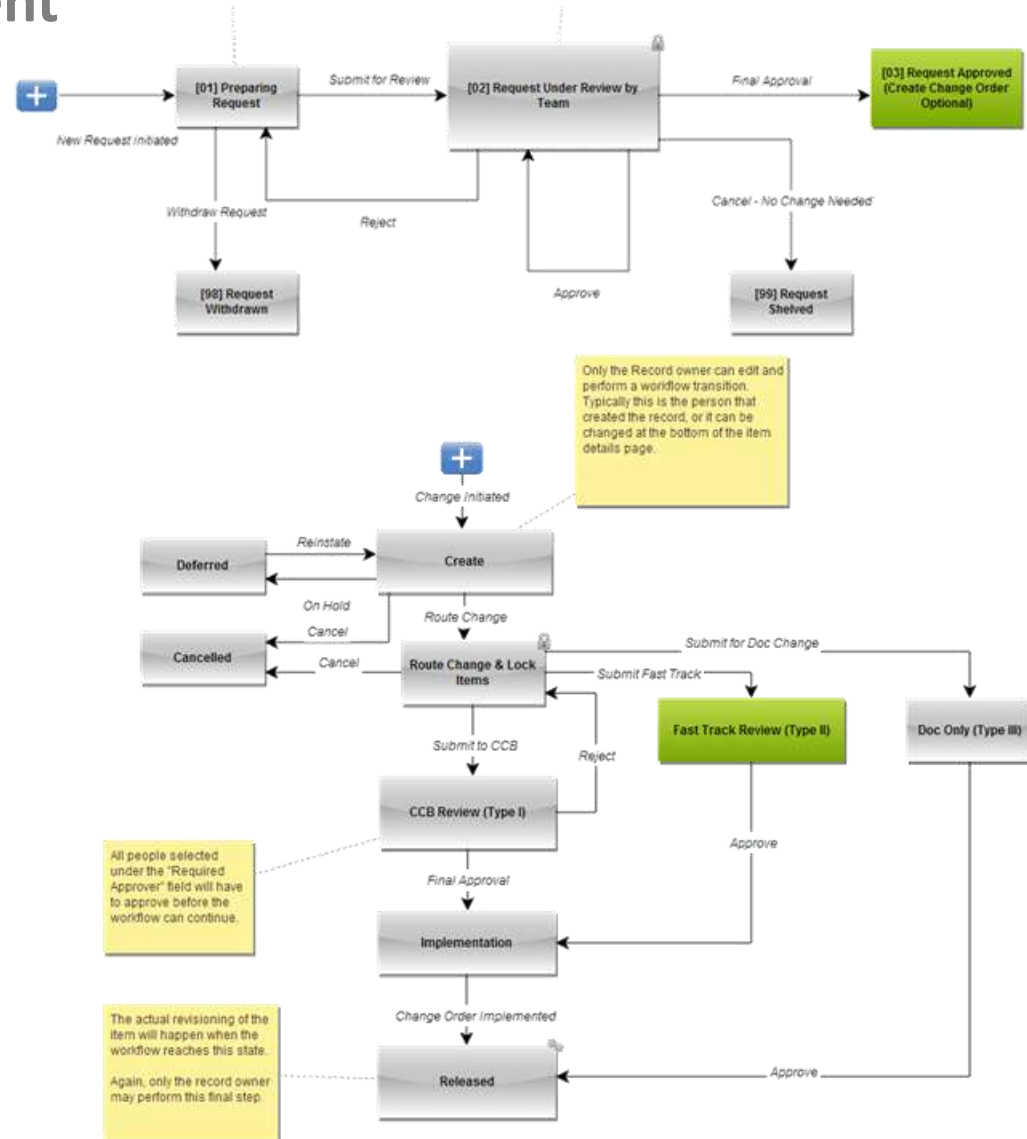
- ✓ Effectivity
- ✓ Revision Pinning
- ✓ BOM Rollup (Any Item Field)
- ✓ Embedded Viewing & Comment
- ✓ Export BOM with Attachments

Nested		Flat							
				BOM View as of: 06/07/2013					
#	Item	Revision	Pin	Lifecycle	Quantity	Units	Description	Weight Total	Restricted Use
1.1	165-0000-000 - PIPE Threaded Ends Schedule 40S - 2 [REV:A]	A		Production	8.100	IN		25.11	<input type="checkbox"/>
1.2	162-0000-000 - FITTING Threaded Tee Malleable Iron Class 150 [REV:A]	A		Production	1.000	EA		5.22	<input type="checkbox"/>
1.3	162-0001-000 - FITTING Coupling Class 125 4" to 1" [REV:A]	A		Production	1.000	EA		2.20	<input checked="" type="checkbox"/>
1.4	162-0002-000 - FITTING Reducing Coupling Class 125 4" to 1/2" [REV:A]	A		Production	1.000	EA		4.00	<input type="checkbox"/>
1.5	165-0001-000 - PIPE Threaded Ends 1/2" Schedule 40S 1.5" [REV:A]	A		Production	1.500	IN		0.30	<input type="checkbox"/>
1.6	163-0000-000 - VALVE BALL 1/2" Female-Female Threaded [REV:A]	A		Production	1.000	EA		3.10	<input checked="" type="checkbox"/>
1.7	165-0002-000 - PIPE Threaded Ends 1/2" - Schedule 40S - 4 [REV:A]	A		Production	4.000	IN		1.20	<input type="checkbox"/>
1.8	163-0001-000 - VALVE PNEUMATIC Safety 1/2" Thread [REV:A]	A		Production	1.000	EA		2.20	<input type="checkbox"/>
1.9	050-0000-000 - REGULATOR PNEUMATIC [REV:A]	A		Production	1.000	EA		6.00	<input type="checkbox"/>
1.10	165-0003-000 - PIPE Threaded Ends Schedule 40S [REV:A]	A		Production	6.000	IN		3.60	<input type="checkbox"/>
Totals								73.23	<input checked="" type="checkbox"/>



Change Management

- ✓ Fully Configurable Workflows
- ✓ Approval Process Tracking
- ✓ Fully Configurable Approval Routings
- ✓ Automatic Notifications
- ✓ Supplier & Customer Participation
- ✓ To-Do Lists
- ✓ Configurable Reports
- ✓ Digital Signatures





Supplier Management

- ✓ Access Controls
- ✓ Sourcing Data
- ✓ Costing Visibility
- ✓ Supplier Restriction by IP
- ✓ Access Logging
- ✓ Automatic Notifications
- ✓ Configurable Reports

The screenshot shows the Autodesk PLM 360 Administration interface. The top navigation bar includes 'Main Menu', 'Reports', 'Tools', and 'Administration'. The 'Administration' section is active, showing 'System Configuration' and 'System Log' tabs. A search bar is present with the text 'Search by user name: Rob Cohee' and a 'Search' button. Below the search bar is a table with the following data:

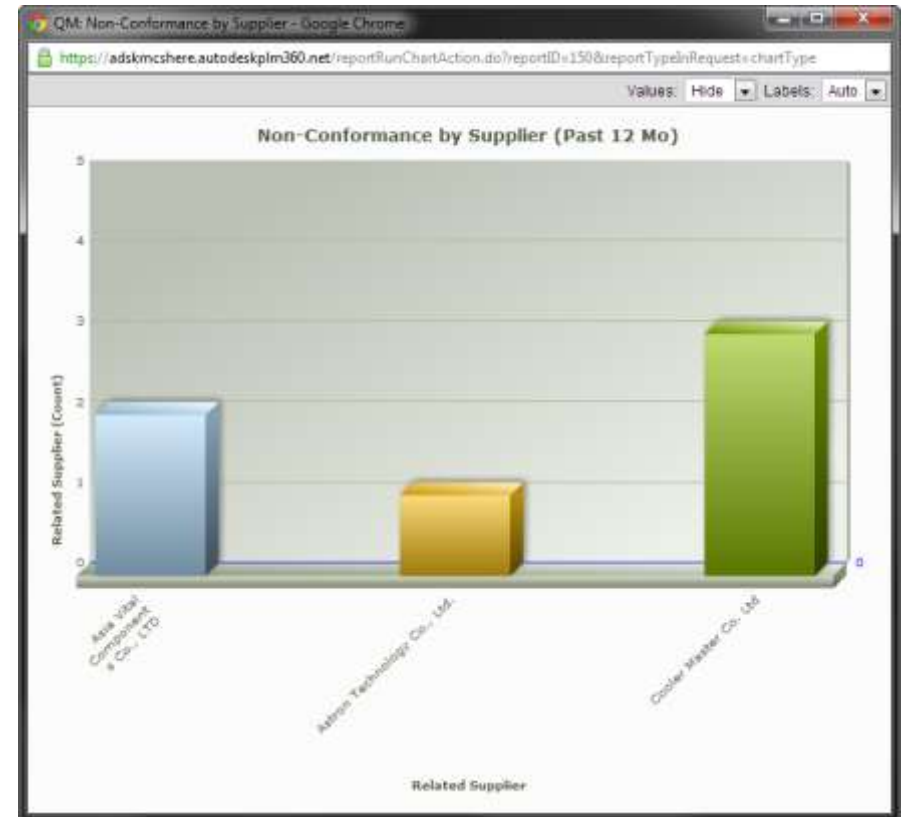
Date Time	Changed By	Action	
06/08/2013 8:55:04 PM	Rob Cohee	Log In	Log in successful
06/06/2013 8:55:04 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)
06/05/2013 2:47:24 PM	Rob Cohee	Log In	Log in successful
06/05/2013 2:47:24 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)
06/04/2013 9:08:23 PM	Rob Cohee	Log In	Log in successful
06/04/2013 9:08:22 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)
04/23/2013 3:35:46 PM	Rob Cohee	Log In	Log in successful
04/23/2013 3:35:46 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)
04/22/2013 2:25:07 PM	Rob Cohee	Log In	Log in successful
04/22/2013 2:25:07 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)
04/21/2013 3:57:11 PM	Rob Cohee	Log In	Log in successful
04/21/2013 3:57:11 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)
04/16/2013 1:22:40 PM	Rob Cohee	Log In	Log in successful
04/16/2013 1:22:40 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)
04/15/2013 5:38:55 PM	Rob Cohee	Log In	Log in successful
04/15/2013 5:38:55 PM	Rob Cohee	Edit Personal Details	Modified user Rob Cohee (rob.cohee@autodesk.com)

The footer of the page includes the Autodesk logo, copyright information '© 2013 Autodesk, Inc.', links for 'Privacy Policy' and 'Terms and Conditions', and the 'AUTODESK PLM 360' logo.



Quality Management

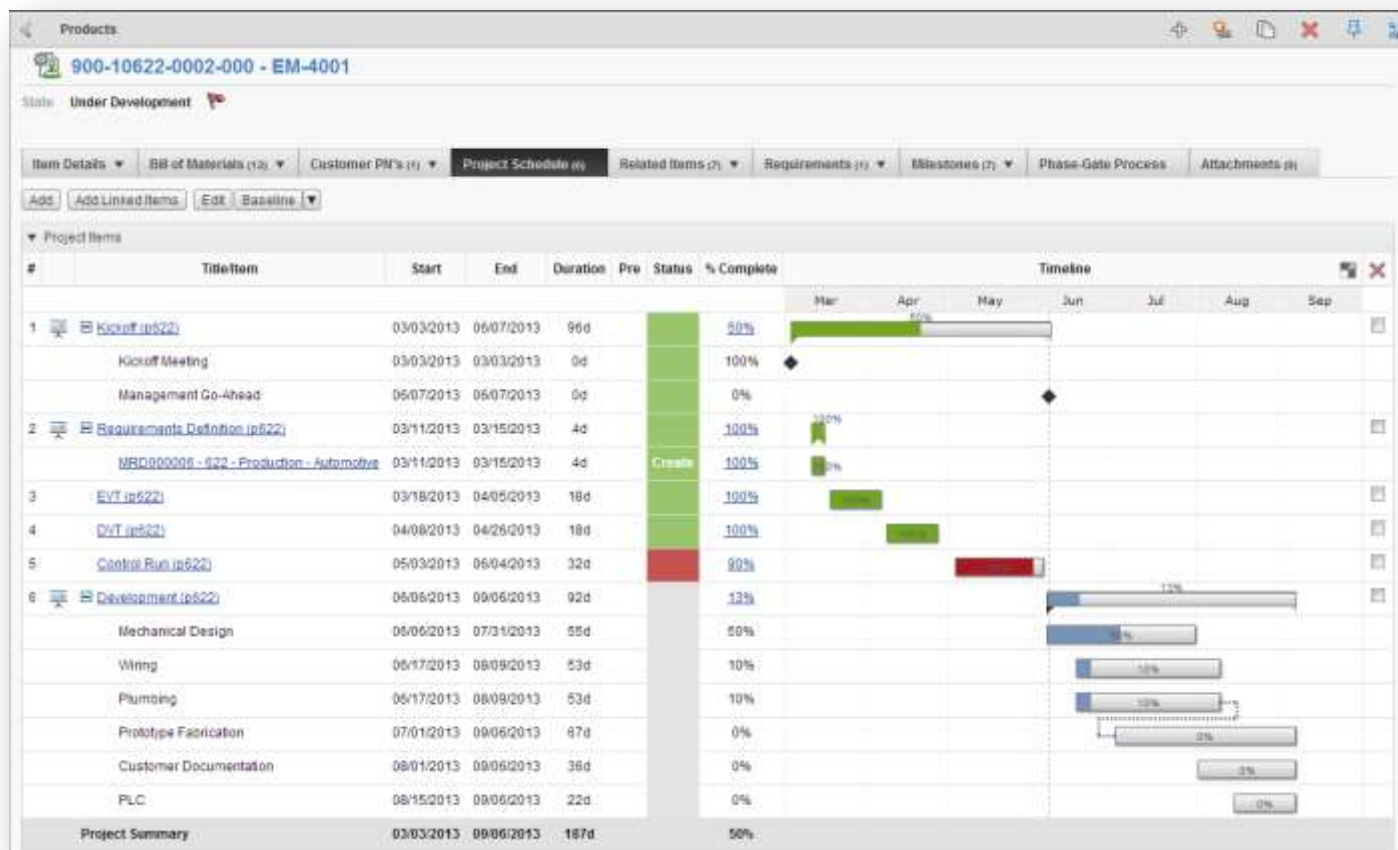
- ✓ Complete Closed Loop Process
- ✓ Automatically Spawn Next Process
- ✓ Extension of BOM, Change, and Supplier Management
- ✓ Root Cause Analysis for RMA or Warranty Claims
- ✓ Top to Bottom / Bottom to Top Traceability





New Product Introduction

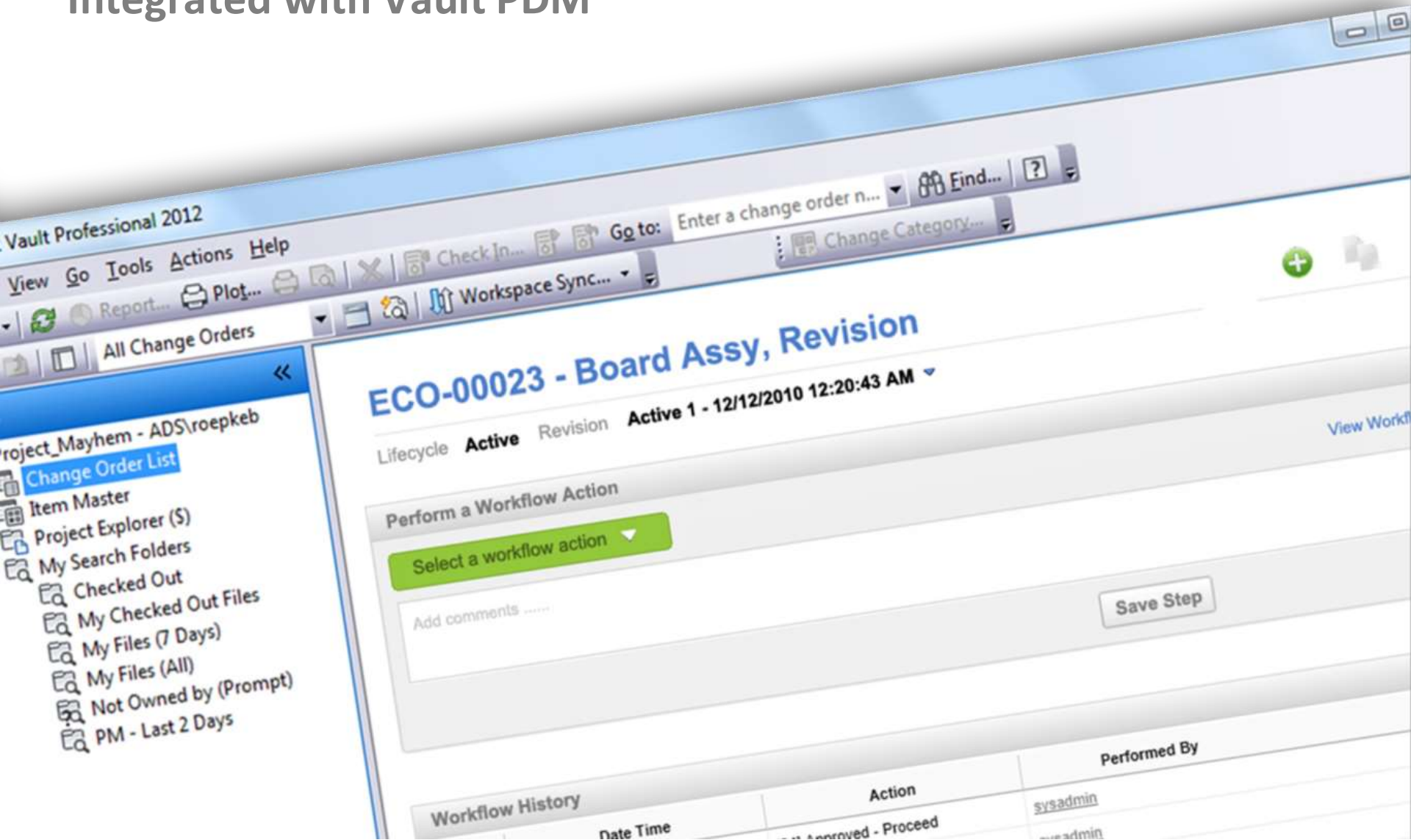
✓ Project Management Tools



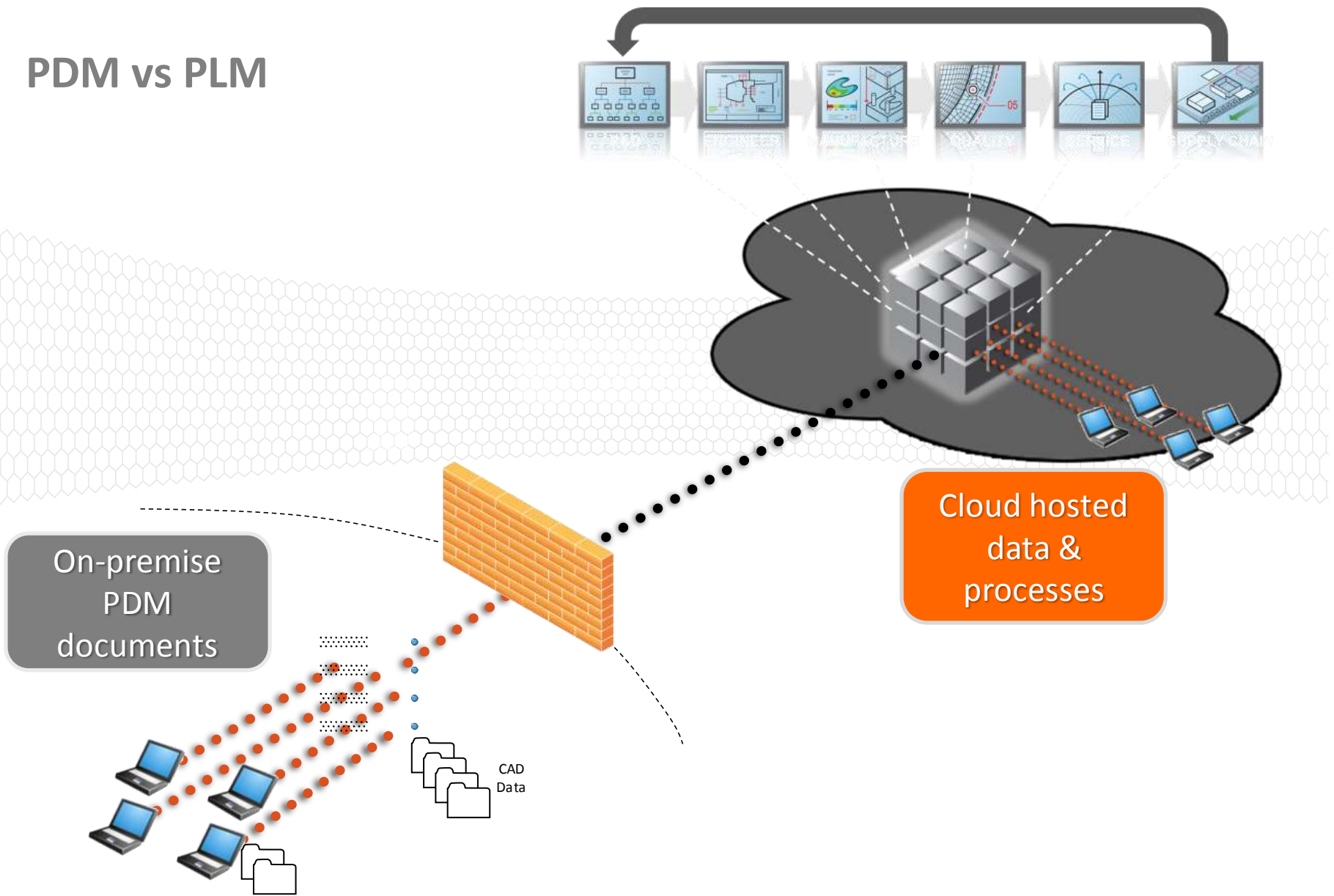
PLM e PDM : dove e come si integrano

Area	Vault	PLM 360
Over 30 Directly Integrated CAD Tools		
Design Management Tools		
Design Reuse		
Automated Lightweight Viewable Publishing		Integration
Design Replication for Working Across Locations		
Item Master		
Engineering Change		
Project Management		
Quality Management		
Supplier Management		
Field Service Management		
Capture of Virtually Any Business Process		
Business Systems Integration		

Integrated with Vault PDM



PDM vs PLM



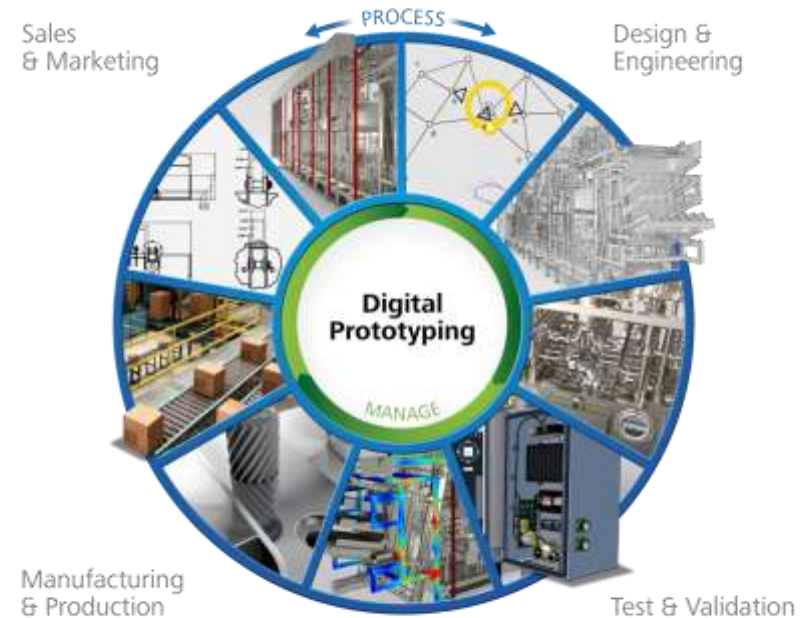
Autodesk Product Data Management

- › Complete product data management for the workgroup
- › Quickly find and reuse data
- › Control design data access with revision management
- › Simple administration and configuration
- › Scalability for larger workgroups and multiple sites
- › Extend engineering data into manufacturing and beyond



Manage your entire design

- › Autodesk® Vault product data management software helps engineering workgroups manage Digital Prototyping data.
 - › Save time organizing files and reusing data
 - › Manage design change processes to avoid costly mistakes
 - › Efficiently release and revise designs to get to market faster



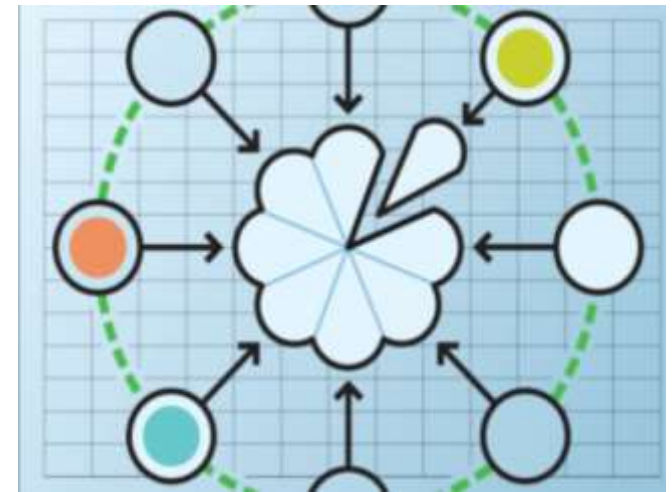
Best-in-class CAD integrations

- › Fits the way you work today
 - › Built into your CAD application
 - › Makes PDM easy to adopt
 - › Minimizes retraining
 - › Smooth upgrading with synchronized releases



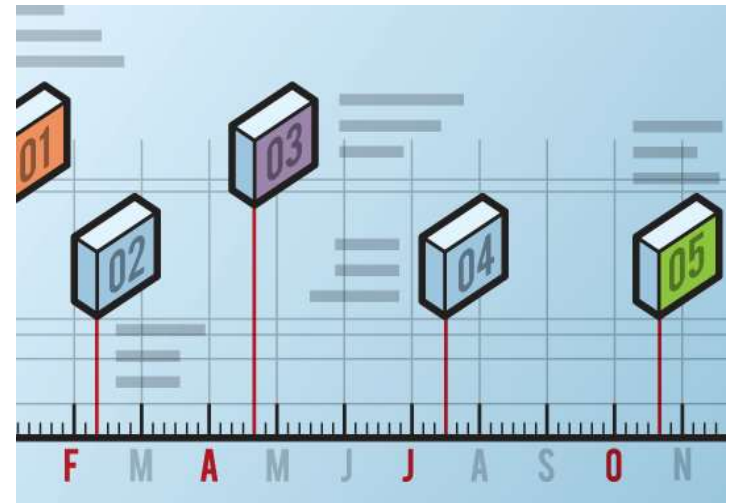
Centrally manage design data

- › Easily create, organize, and share design information
 - › Enable concurrent design workflows
 - › Manage all project and product data in any file format
 - › Microsoft® Office and Outlook® integrations
 - › Secure Autodesk Vault access for team members



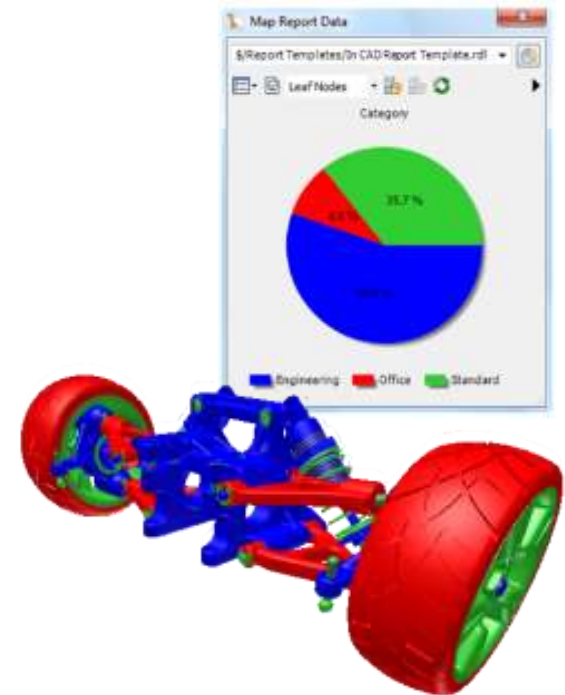
Capture history and milestones

- › Automatically track evolution and important milestones
 - › Track design and project history
 - › Quickly revert to previous designs at any time
 - › Capture important milestones for a complete and accurate record



Visual data management and reporting

- › Communicate and share data with easy-to-understand visuals
 - › Map analytical report data directly onto a CAD model
 - › Highlight and quickly select data based on status, compliance, material, lifecycle state, etc.
 - › Share data and status updates using dashboard-style reporting tools



Secure and control data access

- › The right access at the right time
 - › Help prevent unwanted changes to design milestones
 - › Automate the approval process
 - › Improve compliance with client, governmental, and regulatory bodies



Intelligent productivity tools for designers

- › Easily manipulate data, prevent broken links, and save time
 - › Automatic file reference management
 - › Batch property editing
 - › Automated file-naming tools



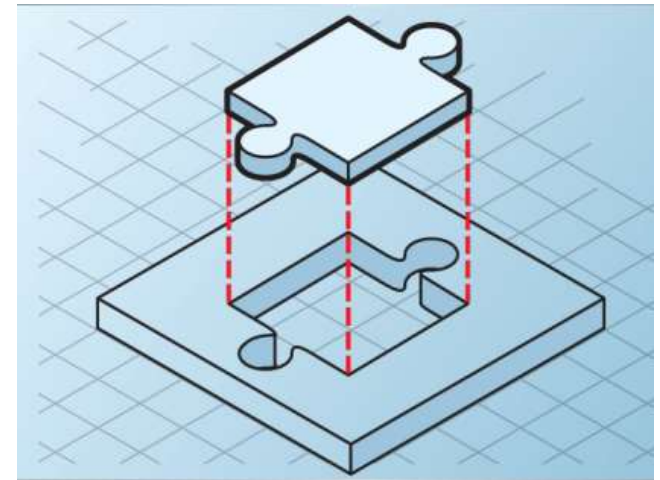
Automate repetitive tasks

- › Reduce or eliminate time lost on common tasks
 - › Focus on “value-added” work
 - › Create multiple design deliverables automatically
 - › Offload task creation to dedicated machines



Integrate with the enterprise

- › Support and connect with enterprise infrastructure
 - › Provide a single point of integration for your design solutions
 - › Share published drawings and documentation
 - › Exchange metadata with ERP, purchasing, and project systems including SAP®, Oracle®, and Microsoft SharePoint



Scalability for multiple sites and larger workgroups

- › Utilize expertise regardless of location
 - › Multiple connection options maximize for any situation
 - › Scale to any size team
 - › Easily connect home and remote users



Thank you