

Arena Solutions

Menlo Park, CA

Arena PLM

➤ Product Lifecycle Management (PLM) Service



CUSTOMERS AT WORK

Small and mid-sized manufacturing companies served as references for Arena Solutions. The smallest company is a venture-backed startup; the largest, a multinational tier-one auto supplier employing 1,500. Common strategic objectives included:

- Managing the engineering documentation lifecycle — bills of material, approved vendor lists, document attachment and engineering change orders
- Enabling more effective collaboration by traveling executives, among internal sites, and with contract manufacturers located in Asia

WHY ARENA PLM?

Manufacturers today face increasing pressures to speed product development and reduce costs through outsourced production. The Arena PLM solution facilitates rapid and efficient product development by unifying fragmented product teams, outsourced partners and remote suppliers into one cohesive design and manufacturing chain. With Arena PLM, OEMs and their supply chain partners can manage product data and control product changes much more efficiently, thereby reducing errors, increasing efficiencies, lowering costs and engaging in more accurate planning. The Web-hosted Arena PLM solution provides comprehensive, configurable and flexible PLM functionality at low cost with low risk.

COMPANY INFO

Arena Solutions is a private company with about 35 employees.

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www.arenasolutions.com

BUSINESS IMPACT

Near-term value: Customers say Arena PLM is faster, better and cheaper than traditional premises-based PLM approaches. The only cost is user licenses, making it easily affordable for small and mid-sized companies. Arena PLM users estimate that a traditional solution would cost twice as much in labor alone, even before hardware and software were factored in. Unlike other approaches that rely on sharing product data files, Arena's repository ensures that everyone is using the correct product information. Mistakes causing scrap and rework are eliminated. Customers report that they have cut development cycles in half, and are now able to push ECOs through two or three times as fast. Arena PLM customers have successfully used the system with hundreds of suppliers, ranging from small outfits to the largest of the name-brand contract manufacturers. Arena PLM has enabled small OEMs to actively manage far larger suppliers.

Enterprise innovation: For two OEMs, Arena PLM paved the way to ISO certification. Arena PLM users report that "one source of the truth" has far broader value than they first imagined. Troubleshooting is much easier. And when the system has been extended to and integrated with sourcing and costing, it enables faster turnaround on more competitive quotes. This helps OEMs win more business.

Technology gains: A business service delivered over the Web, Arena PLM was implemented quickly and operates smoothly. Customers are satisfied that the security and availability of Arena's hosted solution are superior to what they could have achieved on their own.

SUCCESS FACTORS

Project strategy: As with any other approach to product lifecycle management, you need to start out with clean, well-structured data. There may be some internal housekeeping required before the ultra-rapid implementation period can start. If dirty data is a problem, consider adding data entry templates to enforce consistency.

Resources: Most Arena PLM customers have chosen to integrate with ERP and other systems in a straightforward batch mode. Arena can bring this up within a few days. For event-driven integration, plan on a few weeks or more depending on the complexity of other systems.

Skills: The clean, well-structured user interface of Arena PLM is intuitive for engineers and easily learned by contract manufacturers. A new employee would need training on the company process, not the tool itself.

Fit: Customers recommend Arena PLM for small and mid-sized OEMs.

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ABOUT THE CROSSROADS A-LIST AWARDS

The Crossroads A-List identifies the best newly proven IT products and services transforming business today. Winners are determined after an analysis of the vendor's strategy followed by confidential, in-depth interviews with early adopters.