

ECO Lens

An Engineering Change Cost Management Solution

Overview

The race to stay ahead in today's highly competitive manufacturing environment has led to an unprecedented rate of evolution of products. More often than not, a product's lifecycle is marked by a number of design changes geared towards an improvement in performance and cost efficiency. A subjective cut-in of such changes, however, can lead to a supply chain nightmare in the form of excess and obsolete (E&O) inventory that dilutes, sometimes significantly, any benefits reaped from the design improvement.

Sierra Atlantic's ECO Lens helps you manage and reduce the cost of product engineering changes, enabling you to leverage your investment in large enterprise applications such as Agile, Oracle and SAP.

Effective engineering change cost management focuses on merging product design change data with manufacturing planning information to assess the cost impact of an ECO on materials downstream. Carrying out such an analysis before releasing ECOs can help corporations uncover hidden costs and determine the optimal date to introduce product changes.

ECO Lens taps into the extensive supply chain information stored in ERP system and uses it to analyze ECOs created in the PLM system for

cost impact. The highly iterative calculations needed for optimization of ECO effectivity are done in a matter of seconds - as opposed to the hours and days that it takes for a manual process. The following features make ECO Lens an essential application for ECO line effectivity date determination and product end-of-life calculations:

- **Comprehensive supply and demand analysis** – ECO Lens goes a step beyond most ERP systems and uses the complete supply and demand information in order to arrive at optimum effective date for ECO's
- **Collaboration with contract manufacturers** – ECO Lens supports an outsourced manufacturing environment where a major percentage of the supply is in the form of inventory and WIP at a contract manufacturer site.
- **Scenario comparison** – ECO Lens simulates a number of different implementation scenarios allowing the user to compare them on various factors like disposition cost, supply chain impact (e.g. number of PO's/WO's cancelled), time lag etc, and make an informed decision on the most effective implementation. ECO Lens also allows the user to create his own what-if scenarios to view the cost impact of alternate implementation dates, alternate material dispositions (e.g. rework) etc.
- **Secondary cost factors** – ECO Lens offers the ability to configure and incorporate secondary costs like cost of fulfilling material shortages, carrying cost of inventory, rework material and labor cost etc.
- **Complete ECO lifecycle monitoring** – ECO Lens allows the user to analyze and re-analyze an ECO at any stage of the ECO's lifecycle - from creation in PLM until the point that it is finally implemented in ERP.
- **Post-analysis alerts** – Even after the user has finished analysis, ECO Lens monitors ERP data for significant deviations in supply/demand, and alerts the user if these deviations impact the optimal effectivity date or the cost impact beyond the configured thresholds.
- **Facilitate CCB and co-ordinate supply chain functions** – ECO Lens produces a transition plan that provides a snapshot of the analysis results, including a break-up of all the disposition and other costs, material shortages, POs and work orders to be cancelled etc. This snapshot is attached to the ECO in the PLM system, and provides an easy reference for the CCB to make their decisions on the ECO, as well as for various supply chain managers to execute their respective actions subsequent to ECO release.
- **Valuable Analysis Reports** – The vast amount of data captured by ECO Lens can be used to churn out valuable analyses that assist in effective supply chain management and better transition planning for products.

“Sierra Atlantic's ECO Lens has provided a critical, missing link in the product management process at Finisar. ECO Lens recovered its cost many times over in terms of reduced E&O inventory within the first few weeks after deployment. The instant availability of the cost impact of ECOs is a priceless resource for both engineers and materials personnel to gauge the feasibility of each ECO.

James Szabo
Director of Product Information
Finisar Corporation

Sierra Atlantic endorsed at
Collaborate 2007

Charles E. Phillips Jr.
President
Oracle Corporation

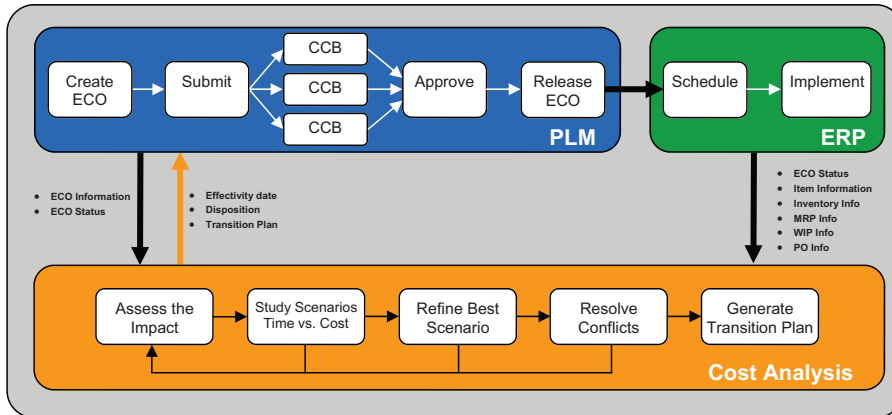
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Business Process with ECO Lens

ECO Lens is a configurable browser-based application that deploys seamlessly on top of existing ERP and PLM systems.

The following diagram presents an overview of the analysis process with ECO Lens:



Sierra Atlantic also offers:

- Integration Solution to Major ERPs: Oracle EBS, JD Edwards and SAP (separately priced)
- Onsite installation, set-up, configuration and training (separately priced)
- Annual product maintenance and support (separately priced)

Product Availability & Pricing

Please contact Sierra Atlantic at sales@SierraAtlantic.com for product availability and pricing or call your regional office below.



About Sierra Atlantic

Sierra Atlantic is the leader in offshoring enterprise applications and outsourced product development. With expertise derived from deep R&D relationships with enterprise software leaders such as Oracle and Microsoft, we provide full lifecycle product development and IT services including implementation, integration, development, testing and support. Sierra Atlantic is amongst the largest IT services companies, offering services in the "New Oracle Economy", Outsourced Product Development and Microsoft competencies, with global delivery from both India and China. Over 200 active customers currently address their business needs leveraging our Nshore™ methodology and best-in-class Global delivery capabilities. A recognized leader in quality, Sierra Atlantic has been the recipient of many distinguished awards including Oracle Partner of the Year (3 years consecutively), Microsoft Gold Certified and NXT Delivery Partner, IDC DQ Top 20, and Great Places to Work. Sierra Atlantic is headquartered in Fremont, California and maintains operations in 16 countries across North America, Europe and Asia Pacific. For more information, please visit www.SierraAtlantic.com.

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