

Accelerate Time to Market Enable Collaborative Outsourcing Partnerships Support Compliance Requirements

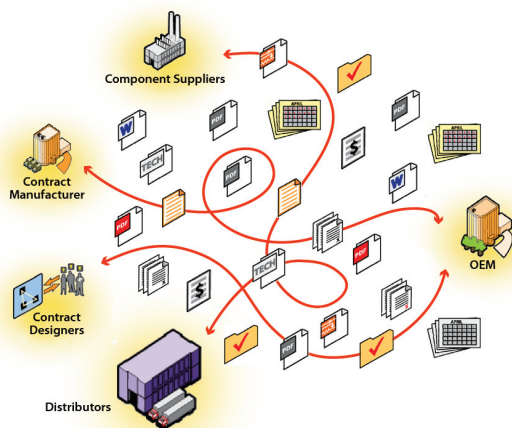
To compete, companies need to introduce new products to market fast, while relying on a complex network of global supply chain partners. In this environment, intelligently managing product development and manufacturing is vital. Those companies that can more effectively and efficiently manage this process will gain a competitive edge.

Scalable, secure, and easy to use, Arena PLM enables companies to effectively manage product information across the product lifecycle and selectively share it with design partners, component suppliers, and outsourcing manufacturers.

“Arena PLM provides us with a web-based tool that allows suppliers and employees to have access to the latest part and engineering change information at any time from any place in the world. Air International US broke even on its investment in Arena PLM in just two months.”

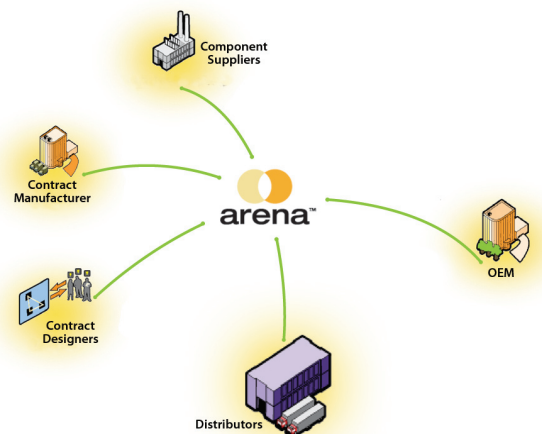
- Michael Foreshew, General Manager Information Technology Services, Air International Thermal

Current Manufacturing Challenges



- Multiple versions of product data are used by internal groups and outsourced partners, leading to delays, poor decisions and unnecessary costs
- Ad-hoc and paper based change management processes are inefficient and error-prone
- Product teams' lack of visibility into design and component information at an early stage causes more expensive rework downstream
- Partners' lack of consistent visibility to current product data limits effective collaboration

Arena PLM Provides Solutions



- The entire design and supply chain can access a single version of product information—design files, BOMs, ECOs, compliance status and others
- Controlled change management processes ensure accurate product information management and sound manufacturing decisions
- With early visibility to critical product details, product teams are able to make timely design changes
- Securely and selectively share product information with outsourcing partners and suppliers to facilitate collaboration

Accelerating Time To Market

As new product introduction cycles continue to compress in a competitive market, companies cannot afford to continue relying on paper, spreadsheets, emails and faxes to manage product and project information. New, automated systems are required to enable project collaboration across a global extended supply chain.

Arena PLM helps companies improve NPI project collaboration and accelerate time to market

Companies can manage centralized product and project details and control their change processes. This “single version of truth” improves efficiency in NPI project collaboration and reduces errors and delays throughout the lifecycle of a product.

Improving Collaborative Outsourcing Partnerships

Global product companies, design partners and outsourced manufacturers must work together to design, build and deliver products. Misinformation about product changes and project updates between these partners often lead to poor decisions and unnecessary costs.

With Arena PLM, companies can create effective extended supply chain partnerships

Partners and suppliers are allowed selective access to the single version of product and project information. Companies can collaborate with an unlimited number of partners and suppliers on design, NPI, product changes and end of life decisions.

Meeting Compliance with Confidence

Under increasing regulatory pressure, companies must seek cost-effective solutions to comply with FDA, RoHS, UL, FCC and other requirements. Manually working with a large volume of data to track product and process compliance becomes increasingly difficult and costly, especially across a global supply chain.

Arena PLM helps companies adhere to rigorous product and process compliance regulations

With a built-in validation model for FDA requirements and support for other compliance reporting, companies can manage compliance requirements and status throughout the product lifecycle. Companies can also create instant compliance reports and audit trails.

Measurable Benefits

- Reduced NPI ramp time
- Reduced ECO cycle time
- Reduced downstream redesign
- Increased BOM accuracy
- Shorter quote time from suppliers
- Increased parts re-use

“With Arena PLM, we process ECOs 75% faster—and much more accurately, which is critical for a company like ours with extremely aggressive development schedules.”

Fritz Morgan
Chief Technology Officer
Color Kinetics

Measurable Benefits

- Early visibility to design cost
- Lower component cost
- Reduced wrong builds and scrap
- Reduced excess/obsolete inventory
- Partner participation in ECO cycles

“I’m confident that I know the status of any product data I’m viewing or sharing—that’s especially useful for collaboration with the supply chain. Our machine shop knows never to start a new order for us without first checking Arena PLM to make sure they’ve got the latest information.”

Adam McGinty
Director of Hardware
IronPort Systems

Measurable Benefits

- Quality regulations: FDA’s QSR/cGMP and ISO9001
- Environmental regulations: RoHS
- Safety standards: UL and CE
- Industry standards: DOCSIS

“In order to remain competitive and profitable as a virtual manufacturer we have to minimize overhead while maintaining document controls without sacrificing compliance to any regulatory requirements.”

Dave Sapuppo
Vice President of Manufacturing
Zassi Medical Equipments

Arena PLM provides a wide range of capabilities that are easy to use and scalable across functional groups and outsourcing partners

Single version of truth

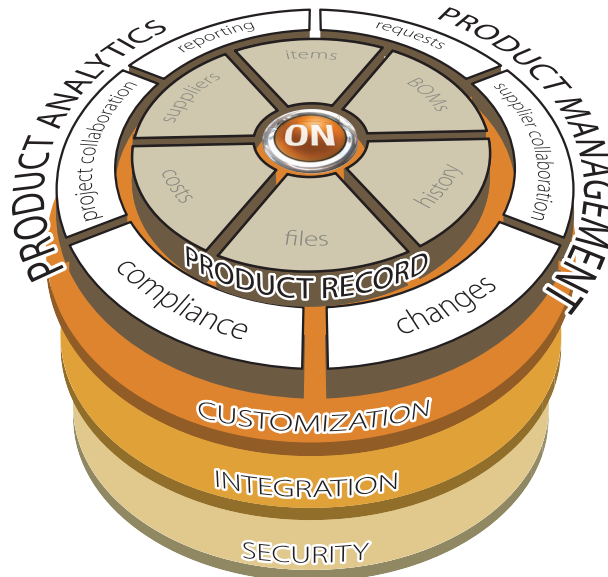
- Internal teams and the extended supply chain can access a revision-controlled product record that includes design files, datasheets, items, bills of material, costs/quotes and sourcing relationships.

Project collaboration

- Teams can define, track and manage collaborative projects—continually aligning planning with execution.

Regulatory compliance

- Includes a built-in validation model for FDA regulations.
- Instantly view the compliance status of any process and any level of assembly structure at any phase of a project.



Collaborative outsourcing partnership

- Design/manufacture partners and suppliers are able to participate in product change management process across organizational boundaries.

Controlled change management

- Companies can tailor activities such as corrective action requests, and engineering or manufacturing change orders to support business needs.

Customization, Integration, Security

- Configure workflows, data structure, and look-and-feel according to companies' business needs.
- Integrate with design tools and enterprise resource planning systems.
- Benefit from an ironclad security architecture, combined with service level guarantees.



Arena PLM is delivered through an innovative on-demand service. Companies as well as their outsourcing partners and suppliers can access the solution and work collaboratively with a web browser and Internet connection. Arena PLM eliminates the need for companies to acquire new hardware, software, or additional IT staff. Companies can add an unlimited number of users across their supply chains and selectively allow them to access product information.

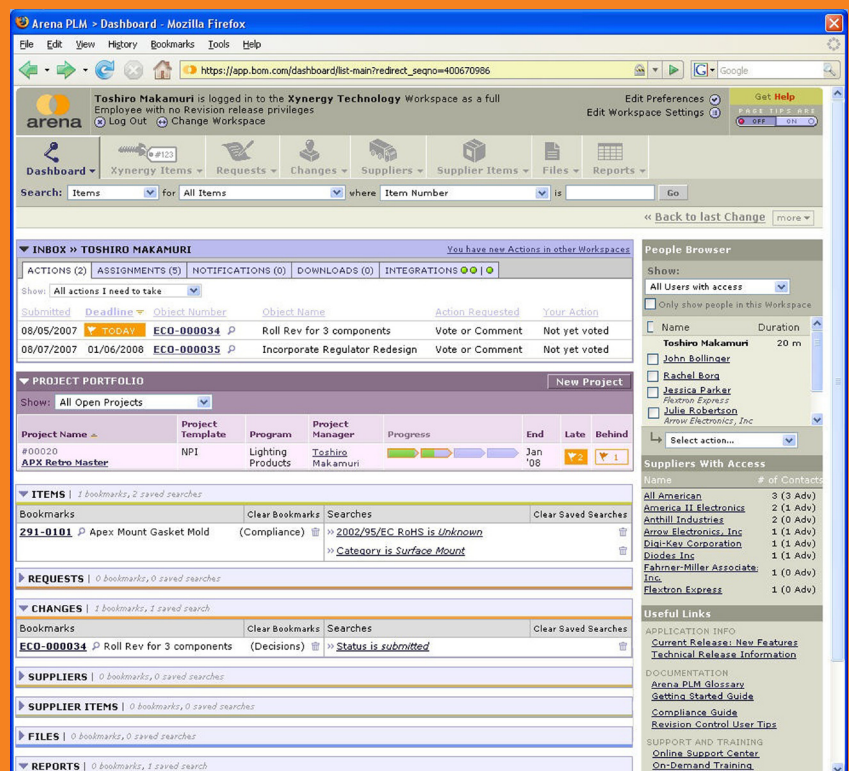
Managed by industry veterans, Arena serves high-tech, medical device, automotive, industrial equipment, consumer products and other diverse industries.

Arena PLM is the solution behind great products from companies like Xerox, Foundry Networks, First Alert, Align Technology, Tesla Motors, Segway and Intuit. Commitment to customers' success is the key to Arena's success.



"Given our prior experience implementing traditional client/server PLM solutions, we have been very impressed with Arena PLM. Arena's on-demand model liberates us from maintaining costly IT infrastructure and allows us to focus on what we do best—developing innovative networking products."

Richard Bridges
Vice President of Manufacturing
Foundry Networks



Rich features help companies accelerate time to market, improve global outsourcing collaboration and meet compliance requirements

Real Time Product Analysis

Compliance Management

- Support FDA 21 CFR Part 11 compliance
- Manage complete BOMs under revision control
- Track multiple requirements (eg, RoHS, UL)
- Propagate requirements of parents to components
- Consistently track risk level by item
- View compliance status to any requirement
- Track compliance by revision
- Enable partners to evaluate components and substitutes
- Enable partners to upload and attach files to items
- Document all relevant compliance evidence
- View substance data for manufacturer parts
- Track multiple certificate/declaration formats
- Capture item-level compliance rationale
- View assembly percentage completion status
- Generate compliance report for a BOM
- Perform compliance-based search
- Import and export data in PDX formats

Project Collaboration

- Define project type templates (eg, NPD&I)
- Identify sub-process task lists by item type
- Generate multi-stage project plans
- Track and customize project schedules, phases, tasks, and milestones
- Bulk update task based on dates, assignments, or status
- Identify scheduling problems “on-the-fly”
- Route notices for a late activity or new assignment
- Track various project documentation in a central location
- Manage schedules across a portfolio of projects
- Identify scheduling problems and determine root cause(s)
- View graphical project summary
- View item, task and milestone status
- Route alerts for completed/pending activities
- View late, unassigned and behind tasks
- Capture task-specific notes and information

Reporting

- Select from 20+ standard dashboard reports
- Utilize a report wizard for ad-hoc queries
- Customize report layouts
- Specify run-time reporting data filters
- Configure dashboards access to favorite reports
- Distribute and track reports to individual team members
- Evaluate workspace and user access history

Centralized Product Definition

Item Management

- Capture a complete, revision-controlled item master
- Associate unlimited files in any format
- Support automated item numbering
- Organize items into multi-level categories
- Configure unlimited custom attributes
- Perform where-used component search
- Identify immediate and top-level assemblies
- Duplicate items with their complete change history
- Manage partner and supplier access rights
- Track manufacturer part numbers, part names and attributes
- Cross reference internal parts to manufacturer part numbers
- Track manufacturer documentation in a central repository
- Identify off-the-shelf parts versus made-to-specification parts
- Upload thumbnail images for quick visual ID

Bill of Material Management

- Define multi-level, complex BOMs
- Track component attributes, reference designators, etc.
- Customize BOM attributes and views
- Define substitutes within the BOM
- Perform component bulk replace
- Compare red-line BOM revisions
- View and download files that are attached to components
- Retain and evaluate BOM change history
- Aggregate BOM prototype cost and production cost
- View percentage cost by unit or extension
- Provide role-based views into a central BOM
- Provide partners controlled BOM access
- Access Avnet reference content
- Bulk match/import Avnet reference content
- Import/export data in .csv or PDX formats

History Management

- Track revision-level item design history
- Track detailed request and change history
- View item, request or change lifecycle stage
- Quickly identify unresolved requests
- Track deviations and history
- Retain an “as of” log for pending changes
- Maintain a complete log of workspace activities
- Review data export and report execution logs
- View complex product change history

Cost Management

- Capture item price, target and standard costs
- Roll-up BOM prototype and production costs
- View percentage cost by unit or extension
- Evaluate historical costing changes by each revision
- Track PO quantity, promise date, receipt date and cost
- Perform auto PO-to-actual UOM conversion
- Preferred Supplier Management
- Create a centralized supplier database
- Globally track approved supplier status
- Manage supplier catalog in a single location
- Track revision-level AVL/AML history
- Compare AVL/AML red-line views
- Track detailed comments/notes by supplier
- View the sourcing BOM
- Grant suppliers self-service quote access
- Allow suppliers to update docs and specs
- Enable suppliers to create/evaluate ECRs
- Send suppliers automatic change notices
- Provide partners Avnet reference content

File Management

- Create a centralized repository for various design documents
- Link files to items, suppliers, projects, etc.
- Manage files under edition control
- Record links to a local file system or FTP server
- Record file attributes, e.g., title, author, revision date, and others
- Organize files into unlimited number of categories or groups
- Manage file check-in and check-out
- Track and view file markup files by edition
- Retain item-file association history by revision
- Locate files using attribute search or by checking association
- Retain complete file activity audit trail
- Limit access to selected files to employees and trusted partners.

Collaborative Product Management

Engineering Change Requests

- Track unlimited Request types (ECR, CAR)
- Define evaluation teams workflow-based review
- Include ad-hoc evaluators to Requests
- Include suppliers in Request creation, evaluation
- Capture complete review activity audit trail
- Define Request, Deferral, and Resolution codes
- Search for Requests using numerous attributes
- Associate multiple Requests with an ECO
- Track Requests via custom attributes
- Attach unlimited design files to Requests
- Associate one or more items to Requests
- Capture detailed Request lifecycle history
- View Request stage and possible outcomes
- Enforce common-sense Request lifecycle rules
- Quickly identify unresolved requests

Engineering Change Management

- Track unlimited Change types (eg, ECO, MCO)
- Capture Change reason, originator, items
- Create multi-stage Change approval workflow
- Tailor approval workflow “on-the-fly”
- Include suppliers in Change review/approval
- Automatically notify review teams of a Change
- Require low-level prior to high-level approval
- Set minimum approval requirements
- Defer review to proxy reviewer if not available
- Send auto review, reminder & expire notices
- Adjust review board team by Change category
- Record Change implementation data like notes, files, and status.
- Use temporary change orders for deviations
- Create a complete audit record of a Change
- Link unlimited files in any format to a Change
- Customize searchable Change attributes
- Locate Changes by searching affected items
- View Change stage and possible outcomes
- Enforce common-sense Change lifecycle rules
- Track Change progress, deadlines & actions
- Evaluate Change cost impact
- View BOM redlining related to a Change
- View parent assemblies affected by a Change
- Support FDA 21 CFR Part 11 compliance
- Notify subscribers of all items affected

Design and Supply Chain Collaboration

- Enable partner access without additional IT
- Email invite partners to your workspace
- Provide partners simple online registration
- Tailor partner user access rights
- Subscribe to automatic notices and alerts
- Enable supplier update of quotes, specs and files
- Selectively allow suppliers to report on their implementation of a change.
- Allow supplier export of items, BOMs and files
- Enable partner sourcing from your supply chain
- Collaborate via integrated Skype capability
- Selectively share costs with preferred suppliers
- Provide suppliers item where-used inquiries
- Retain complete partner activity log
- View active workspace users at any time

Customization, Integration, Security

Customization Without Modification

- Customize role-specific access by user
- Standardize numbering formats for items, files, suppliers, Requests, Changes, etc.
- Tailor business workflow processes
- Customize screen layouts to your requirements
- Define category-specific attributes
- Inherit child attributes from parent categories
- Import/export category-specific product data
- Define categories to organize items/Changes
- Set access to selected files to be private from your supplier users while accessible to all employee and partner users.

Enterprise Integration

- Integrate with ERP, ePDM, CAD, EDA, and MES
- Synchronize items, BOMs and costs
- Select from 4 integration methods
- Access integrated Avnet reference content
- Collaborate via integrated Skype capability
- Leverage comprehensive integration services

Financial-Grade Security

- Protect information via multiple firewalls
- Limit user access to specific IP address ranges
- Secure communication via VeriSign SSL data encryption and 1024-bit RSA public key
- Guarantee users 99.5% uptime

On-Demand

- No hardware or software to buy and no incremental IT resources required
- Pay as you go
- Implementation happens in hours or days
- Global access via a web browser
- Better than 99.95% uptime
- Built-in disaster recovery capability with redundant infrastructure
- Built-in validation model for FDA compliance
- Frequent new features released without any effort from users
- New feature available for all users, with no version incompatibility issues
- Log service requests via a self-service portal
- Utilize “fast feedback” for instant help or to log an improvement suggestion
- Personalized analysis of usage via quarterly Arena Metric Profile (AMP)
- On-demand user training available for all users