convergence data
Data-Driven Decisions

Haier ptc

| **Industry** Appliances | **Technology** Windchill |

Background on Project

Haier engaged Convergence Data (CDS) to:

- Establish a data strategy to reduce the cost of direct materials
- Set up a global parts catalog for four regions (China, US, Mexico, and New Zealand)
- Provided a global competitive product teardown database and tool

Our Approach

| Workflows for New Item Creation and Reuse | Managing Classification and Attribute Data for Windchill |
| Component Rationalization and Analysis | Establish Global Standard Parts Library for All Regions |

CDS Methodology

- Applied 8-step methodology for parts classification
- Classified and enriched component data to drive findability of parts
- Established New Parts Introduction (NPI) governance process that integrates with Windchill PLM
- Leveraged analytics to expose direct materials and component parts spend

Key Outcomes

| 20% Average Reduction in Component Costs | 35% Reduction in Components |
| 25% Reduction in Direct Material Cost via Global Spend Rationalization | 25% Improvement in Data Fill Across Components |