스마트 제조를 위한 데이터 관리 Autodesk PDM Solution Day

제조업의 현재

조진형
Technical Sales Specialist
Product Innovation Platform
IMPROVE PERFORMANCE

INCREASE INNOVATION

REDUCE WARRANTY ISSUES

WIN MORE BIDS
Increase Innovation
Increase Innovation

- Declining Revenues
- Losing Market Share
- Increased Competition
- Commodity Product

Increase Innovation
Increase Innovation

Increase innovation capacity with Fusion 360 & PrDS

Shorten product development cycle with
- Fusion 360
- PLM 360
- PrDS
- Vault

Agile Product development = Explore more ideas + Increase throughput
Increase Innovation

- Business 요구 사항
  - 무게 절감
  - 품질 유지
  - 강도를 유지 할 것
  - 차별화 된 제조 방식 지원
Increase Innovation
Improve Performance
최적화
내구성
스피드
Improve Performance
Business 요구사항

- 용접기 속도 향상
- 클램핑 무게 줄이기
- 기구학적 검토를 통한 최소 이동 거리 검토
- 클램핑 내구성 검토
Improve Performance
Reduce Warranty Issues
Reduce Warranty Issues

CONSUMER PRODUCTS

INDUSTRIAL MACHINERY

BUILDING PRODUCTS
Reduce Warranty Issues
Reduce Warranty Issues - Long Term Impacts of Warranty Issues

Brand

Reputation

Market Share

Share Price
Reduce Warranty Issues
- Design Optimization Versus Validation

Design integration means less change

Design
- Optimize
- Cost of Change
- $100

Engineering
- Validate
- Cost of Change
- $1000
  - 10X

Prototyping
- $10,000
  - 10X

Manufacture
- $100,000
  - 10X
Reduce Warranty Issues

- Business 요구사항
  - 사이즈 축소
  - 부품 내구성 증대
  - 내부 스텝 모터 과열
  - 적합한 수준의 냉각팬 속도
Reduce Warranty Issues
Win More Bids
Win More Bids

INACCURATE PRICING

SLOW TO RESPOND

REQUIREMENTS

WASTED RESOURCES
SALES FOCUSED
Products assembled & configured to order

ENGINEERING FOCUSED
Products engineered to order
Win More Bids

- Engineer Focus
  - 규칙 기반 설계
  - 쉽고 빠르게 파생 모델 제작
  - Sales 팀과의 신속한 커뮤니케이션

- Sales Focus
  - 사양별 자재 정보
  - 견적 예산 금액 산출
  - Sales to Order 프로세스 자동화

Bill of Material

<table>
<thead>
<tr>
<th>Part #</th>
<th>Qty</th>
<th>Extnd.</th>
</tr>
</thead>
<tbody>
<tr>
<td>FT-104-96-18-xxxx</td>
<td>1</td>
<td>$0.00</td>
</tr>
<tr>
<td>DFB-00044</td>
<td>582.7</td>
<td>$163.16</td>
</tr>
<tr>
<td>WIV001520</td>
<td>1</td>
<td>$180.00</td>
</tr>
<tr>
<td>WIV001450</td>
<td>1</td>
<td>$44.00</td>
</tr>
<tr>
<td>WIV001451</td>
<td>1</td>
<td>$36.00</td>
</tr>
<tr>
<td>WIV001251</td>
<td>1</td>
<td>$55.00</td>
</tr>
<tr>
<td>WIV00454</td>
<td>1</td>
<td>$65.00</td>
</tr>
<tr>
<td>WIV00945</td>
<td>1</td>
<td>$33.00</td>
</tr>
<tr>
<td>WIV07111</td>
<td>1</td>
<td>$410.00</td>
</tr>
<tr>
<td>WIV00011</td>
<td>1</td>
<td>$100.00</td>
</tr>
<tr>
<td>WIV00020</td>
<td>1</td>
<td>$250.00</td>
</tr>
<tr>
<td>WIV00115</td>
<td>1</td>
<td>$200.00</td>
</tr>
<tr>
<td>WIV3916H</td>
<td>1</td>
<td>$550.01</td>
</tr>
<tr>
<td>DFB-00022</td>
<td>12</td>
<td>$286.00</td>
</tr>
<tr>
<td>INSTALLATION</td>
<td>1</td>
<td>$3,800.00</td>
</tr>
<tr>
<td>WARRANTY</td>
<td>1</td>
<td>$4,900.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>$11,967.16</td>
</tr>
</tbody>
</table>
Win More Bids
Win More Bids
Summary

INCREASE INNOVATION

IMPROVE PERFORMANCE

REDUCE WARRANTY ISSUES

WIN MORE BIDS