LECTRA FASHION PLM

Product Scenario Assessment

User Guide

Last update: October 2016

Contents

This manual is designed to both assist in the training of operators of the Lectra Fashion PLM product, and to act as a reference manual for the product. When combined with other manuals, it forms part of the documentation dedicated to users and specific roles.

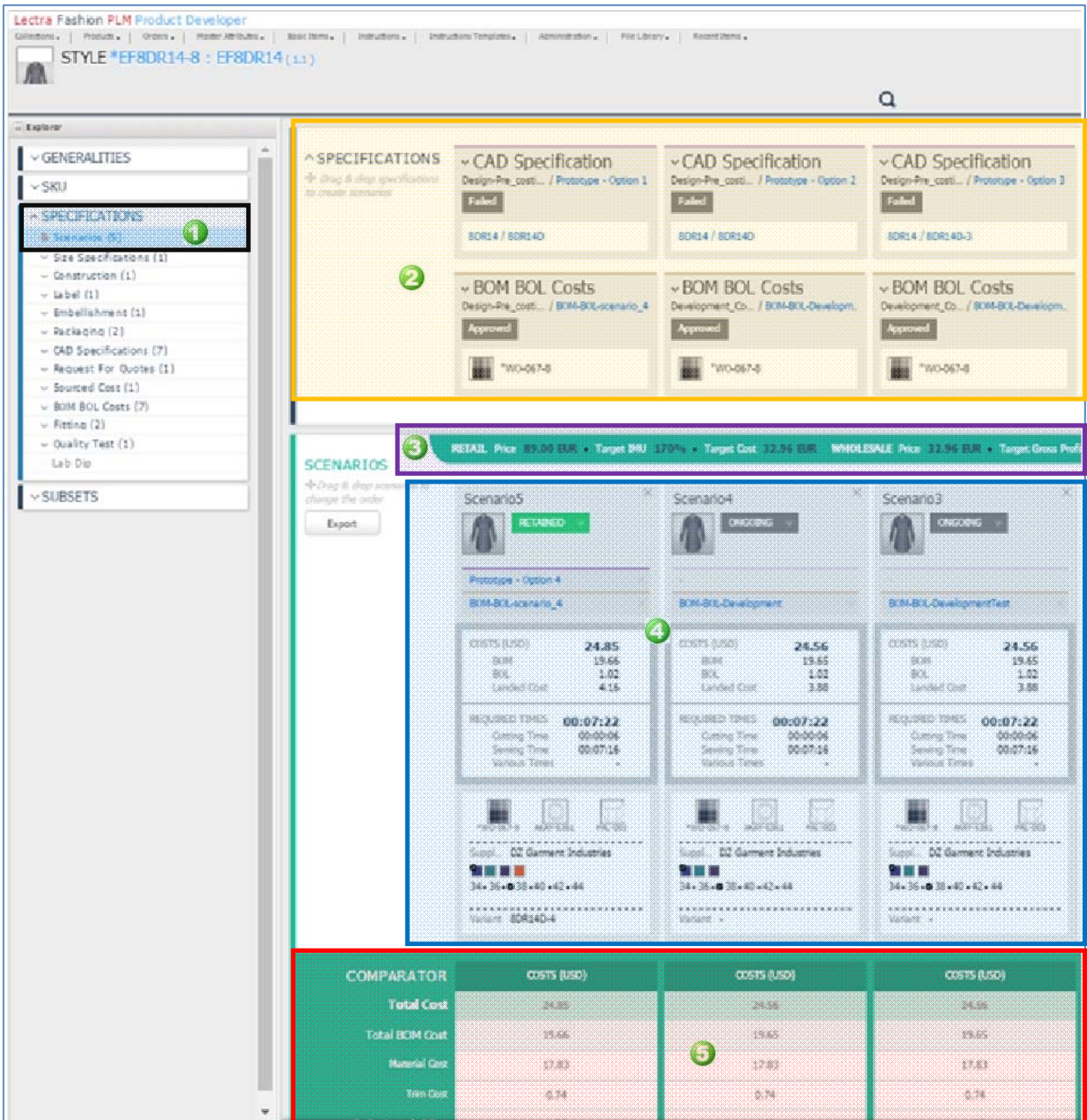> Modifications made to the document since its last publication are highlighted in blue.

CONVENTIONS

PLM	= Product Lifecycle Management Solution
Product development module	= Product Developer
Administration configuration software	= PLM Manager
Estimate of material consumption module	= Material Forecast

1   OBJECTIVES

- When a product is developed by a sub-contractor to reply to a call for tender, certain criteria are fixed by the customer: quality, volume, time to market and price. To achieve these business objectives, the sub-contractor builds different scenarios manually. These scenarios are design, sourcing or production simulations. These models are mainly for material consumption and labor, and are not particularly precise for costs which puts the sub-contractor's profit margin at risk.

- By taking these factors into account upstream of the means of production, it is possible to precisely estimate the costs of different design, sourcing and production scenarios to choose the most appropriate - from the moment of the response to the call for tender. In effect, with a Lectra Fashion PLM solution, the costs produced are directly supported by the simulation of a real order. The visualization of the scenarios and their comparisons with the precise costing means that an effective, quick and adapted decision can be made for each call for tender.

2   ACCESS AND OVERALL VIEW

1️⃣ : Access to the scenarios

2️⃣ : **CAD Specifications** and **BOM BOL Costs** in the form of menus

3️⃣ : Reminder of the product objectives

4️⃣ : Creation zone and the synthetic visualization of scenarios

5️⃣ : Comparative scenario grid with detailed display

# 3 PRE-REQUIREMENTS: PRESENCE OF SPECIFICATION INSTANCES

To be able to build different scenarios and compare them to choose the best alternative, the product needs to have several specification instances:

- **BOM BOL Costs - to vary:**
  - the components (e.g. the principal material, the packaging...)
  - the assembly operations (following the components, the supplier)
  - the landed costs (taxes and transport costs varying according to the supplier)
- **CAD Specifications** (not mandatory) to take modeling alternatives into account

3.1 View specifications

When a product already has **BOM BOL Costs and CAD** specification instances, these appear in the **Specifications** zone, in the form of information menus.

The **Specifications** window can be completely collapsed or expanded by clicking ︿ .

Expanded view	Collapsed view
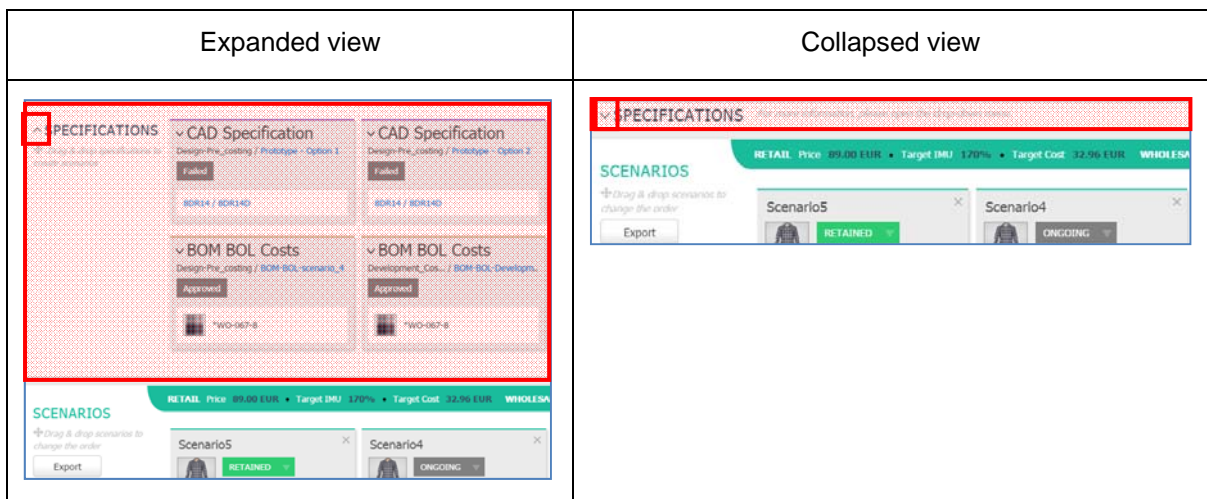
Each specification can be collapsed or expanded by clicking ﹀ .

BOM BOL Cost instances can be generated from the Material Forecast module. In this case, average material consumption is a weighted value which takes into account the size quantity. All these instances are added to the specification tree and can be identified by a specific pictogram. .

Specifications summary view	Specifications expanded view
  The name, type and status of the instance are shown. The first variant will also appear.	 By expanding the ⌄ menu, the objects linked to this variant are visible (parts, 3D styles, markers and names of measurement tables).
  As well as the name, type and status of the instance, the first component of the first instance tab is also displayed.	

	By expanding the ⌄ menu, you will find the colors and sizes, as well as the 6 first components linked to this instance and the total of the costs and time required

💡 For all information, you are informed of the number of remaining elements (e.g. +22) if all cannot be displayed.

To have more details on the specification, you can click on the hypertext link for the detailed instance.

4   CREATE A SCENARIO

A scenario is created when a specification instance is selected then placed in the dedicated creation zone.

🔵 A scenario is composed of a single instance of **BOM BOL Costs** and a single instance of **CAD**. The latter is not mandatory.

The same specification instance can be used in several scenarios.
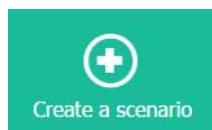
⚠️ The specification instances associated to a scenario cannot be modified or deleted.

1. Drag a **BOM BOL Costs** card (as well as a **CAD** card) to the dedicated zone.
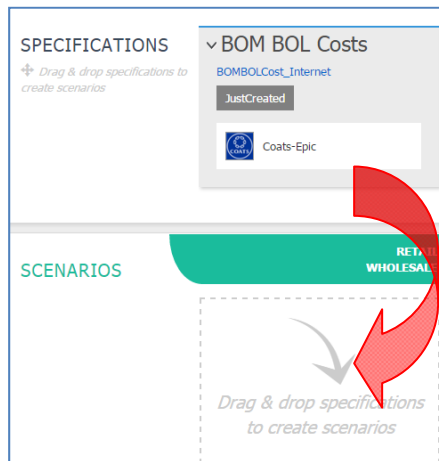
2. A green zone will appear.

3. Drop the card on [Create a scenario]
   A new scenario is added.
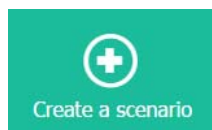
Name automatically generated → Scenario5 ← Scenario delete icon [1]

Illustration → [RETAINED ▼] ← Scenario status

Description zone

Link to the *CAD specifications* instance → Prototype - Option 4

Link to the *BOM BOL Costs* instance specification → BOM-BOL-scenario_4

Instance disassociation icon

Average of the costs of all the instance color/size options →

COSTS (USD)   = **24.85**
[2] BOM   19.66
[3] BOL   **+** 1.02
[4] Landed Cost **+** 4.16

The costs indicated here come from the *BOM BOL Costs* specification

Average of the time of all the instance color/size options →

REQUIRED TIMES =**00:07:22**
[5] Cutting Time   00:00:06
[6] Sewing Time   **+**00:07:16
[7] Various Times   **+**   -

The times indicated here come from the *BOM BOL Costs* specification They are grouped by operation type. Times other than *Cutting Time* and *Sewing Time* are grouped in *Various Times*

These are the main components of the *BOM BOL Costs* specification: the 1st indicated material, then the 1st supply then the 1st conditioning [8] →

*WO-067-8   AKAY-6361   PAL-003

Suppli... DZ Garment Industries ← Supplier specified in the *BOM BOL Costs* specification [9]

Sizes and colors of the *nomenclature & operation cost* specification [8] →

34 • 36 • ◕38 • 40 • 42 • 44

Variant 8DR14D-4 ← Name of the variant in the *CAD specification*

[1] : The delete icon ✕ will no longer be available if the scenario has been associated with an order (s).

The 🖳 icon will appear next to the status and will allow the visualization of the order identifiers made on the scenario (See <u>Identify the orders using a scenario</u>)

[2] : **BOM cost:** Average of all the size/color BOM costs of the **BOM BOL Costs** instance

The total must be calculated for all the color/size costs for each BOM component (material/supplier/conditioning) then divide it by the number of variations.

If the costs of a component for all the sizes or colors are not filled in, they are excluded from the calculation of the average.

<u>Example</u>: display of the BOM costs (material/trims/packaging label) for all colors compared to a size 38.

		38			
Price Category	Simulation	410 Navy Bl...	426 Green-B...	505 Petunia	810 Red Or...
Materials	17.73 USD	18.31 USD	18.31 USD	18.31 USD	18.31 USD
Trims	0.74 USD	0.78 USD	0.78 USD	0.78 USD	0.78 USD
Packaging Label	1.09 USD	1.09 USD	1.09 USD	1.09 USD	1.09 USD
Styles	0.00 USD	0.00 USD	0.00 USD	0.00 USD	0.00 USD
Operations	1.21 USD	1.02 USD	1.02 USD	1.02 USD	1.02 USD
Total	20.77 USD	21.20 USD	21.20 USD	21.20 USD	21.20 USD
Total Landed Cost	24.95 USD	25.45 USD	25.45 USD	25.45 USD	25.45 USD

(3) : **BOL cost**: Average of all the BOL sizes/colors costs of a **BOM BOL Costs** instance.

The total must be calculated for all the color/size costs of the different operations then divide it by the number of variations.

<u>Example</u>: display of the BOL costs for all colors compared to a size 38.

		38			
Price Category	Simulation	410 Navy Bl...	426 Green-B...	505 Petunia	810 Red Or...
Materials	17.73 USD	18.31 USD	18.31 USD	18.31 USD	18.31 USD
Trims	0.74 USD	0.78 USD	0.78 USD	0.78 USD	0.78 USD
Packaging Label	1.09 USD	1.09 USD	1.09 USD	1.09 USD	1.09 USD
Styles	0.00 USD	0.00 USD	0.00 USD	0.00 USD	0.00 USD
Operations	1.21 USD	1.02 USD	1.02 USD	1.02 USD	1.02 USD
Total	20.77 USD	21.20 USD	21.20 USD	21.20 USD	21.20 USD
Total Landed Cost	24.95 USD	25.45 USD	25.45 USD	25.45 USD	25.45 USD

(4) : **Landed Cost:** Average of all the landed costs for size/color of a **BOM BOL Costs** instance.

(5) : **Cutting Time** (hh:mm:ss): Average color/size time for 'Cutting' type operations For each operation, if the time varies per color/size, take the average time of each defined color/size

(6) : **Sewing Time** (hh:mm:ss): Average color/size time for Sewing type operations.

For each operation, if the time varies by color/size, take the average time for each defined color/size

(7) : **Various times** (hh:mm:ss): Average color/size time for all operations other than 'Cutting' and 'Sewing'

For each operation, if the time varies per color/size, take the average time for each defined color/size

(8) : If the elements are not specified in the instance, the product elements are recovered.

(9) : The supplier is recovered by default in the instance. Otherwise, it will be the chosen one first. If no supplier is specified in the instance, the product one is recovered.

5 MODIFYING A SCENARIO

If a scenario is already associated with an order, there is no way to modify it. The specifications associated with a scenario cannot be modified or deleted either.

5.1 Descriptive modifications

The scenario information can be modified to bring more precision to its name, illustration, status and description.

Renaming a scenario

Double click on the name and enter a new name. This name must be unique and in the same format.

Add or modify a description

Click in the text zone and enter, modify or delete a commentary.

Replace the illustration

The illustration suggested by default the one in the **Description** branch. If there aren't any, it's the **CAD** or the **BOM BOL Costs** specifications that have to be recovered.

1. Hover over the illustration thumbnail and click ⚙.

   E.g.

   All the illustrations presented in the Lectra Dashboard are suggested. They can come from the **Product description**, the **CAD Specifications** and the **BOM BOL Costs**.

2. Click on the replacement illustration, then on ↗ Replace
   OR
   Double click directly on the illustration.

5.2 Replace or add a specification instance

Choose the instance and drag and drop it on the scenario already created, at the dedicated location.

- Either the instance has already been created, in which case it will be replaced.
- Or no instance is present, in which case it will be added.

5.3 Disassociation of a specification instance

Click on ✕ next to the instance name to disassociate the scenario.

E.g.

> BOM-BOL-Development   ✕

The field empties.

6 MANAGING SCENARIOS

6.1 Delete a scenario

⚠ If a scenario is already associated to an order, it cannot be deleted.

Click on ✕ next to the name of a scenario to delete it.

E.g.

> Scenario4   ✕
> ONGOING ▼

6.2 Compare scenarios
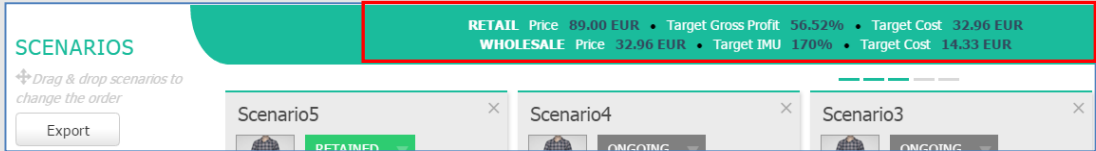
Once a scenario is created, a grid is created which displays and defines all the elements in detail.

> **Objective reminder.**
>
> To ease the comparison and choice of a scenario, the product objectives are shown in the menu situated above the created scenarios.
>
> These are price, cost, wholesale and retail margin objectives that are entered in the **Product description** branch.
>
> **E.g.**
>
> SCENARIOS
> Drag & drop scenarios to change the order
> Export
>
> **RETAIL** Price 89.00 EUR • Target Gross Profit 56.52% • Target Cost 32.96 EUR
> **WHOLESALE** Price 32.96 EUR • Target IMU 170% • Target Cost 14.33 EUR
>
> Scenario5 ✕   Scenario4 ✕   Scenario3 ✕
> RETAINED   ONGOING   ONGOING

The comparison can be made:

- In a global way that only uses the summarized part of the scenario.

- In a more detailed way that uses the grid:

COMPARATOR	COSTS (USD)
Total Cost	24.66
Total BOM Cost	19.65
Material Cost	17.83
Trim Cost	0.74
Packaging Label Cost	1.09
Total BOL Cost	1.11
cutting	0.27
sewing	0.58
packing	0.26
testing	-
Total Landed cost	3.90
Duty / Calculated	2.59
Transportation / Calculated	0.35
Agent-Broker / Calculated	0.96

Average of the costs of all the instance color/size options

Average of all the BOM BOL Costs

Average of all the BOM costs per product type

Average of all the BOL size/color costs of the instance

Average of all the BOL costs per operation type

Average of all the Landed cost size/colors of the instance

Average of all the Landed cost per landed cost type
Group/Type (the type is mandatory)

	REQUIRED TIMES (HH:MM:SS)
Total Required Times	00:13:16
cutting	00:06:00
sewing	00:07:16

Average of the time of all the instance color/size options

Average of all the time required per operation type

	COMPONENTS
*WO-067-8 / Material	✔
*WO-001-8 / Material	✔
LI-34259 / Material	✔
AKAY-6361 / Trim	✔
Coats-Astra / Trim	✔
PAL-003 / Packaging Label	✔
PAL-004 / Packaging Label	✔
PAL-001 / Packaging Label	✔
BA-001 / Packaging Label	✔
BX-001 / Packaging Label	✔
ML-001 / Packaging Label	✔
CLB-001 / Packaging Label	✔
HT-001 / Packaging Label	✔
FP-HA-001 / Packaging Label	✔

Detail of all the components

6.3 Arrange the scenarios

The scenarios can be rearranged manually. Select the scenario to move then drag it to the desired location.
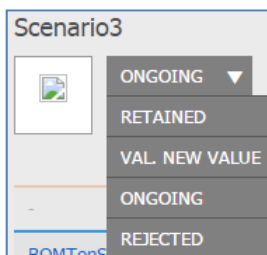
The last order carried out is saved.

6.4 Status and choice of a scenario

It is possible to indicate a status for each scenario created.

The status by default is **Ongoing**.

The other statuses suggested are **Retained** and **Rejected**.

The status values suggested are configurable in the PLM Manager and can be localized.

6.5 Identify the orders using a scenario

With the Material Forecast module, the user can use one or more scenarios for any order made.

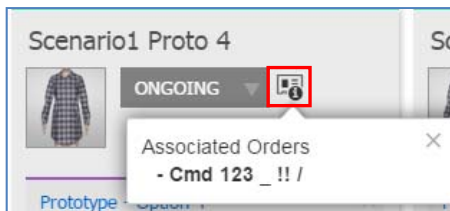It is possible to identify the orders associated with a scenario.

Click on .

The IDs for the orders made on this scenario are visible.

 A scenario associated with an order can no longer be deleted.

For example:

6.6 Export scenarios

Click in the [Export] button to create an Excel export which assembles all the data of the created scenarios.