

Corecess

Getting Connected with SMARTEAM on Microsoft Platforms



Overview

■ Challenge

To enable rapid growth, Corecess needed to update its data management system to eliminate manual data entry, redundant tasks and storing of information in silos.

■ Solution

Using SMARTEAM® to integrate teams and systems, Corecess unified access to product data and automated and streamlined processes such as BOM and ECO management.

■ Benefits

Faster time to market, greater innovation, increased revenue and significant dollar savings due to higher productivity and improved accuracy.



Leading Korean telecom network equipment manufacturer reduces time to market with SMARTEAM on Microsoft® platforms and saves more than a half million dollars per year

Asia's third fastest-growing company, Korea-based Corecess is thriving in the highly competitive telecommunications market, where it specializes in Gigabit switches, Ethernet-over-ADSL, and network management systems. Corecess products are innovative, efficient products that expedite provisioning, optimize bandwidth and reduce operations costs for its customers. Due to the rapid growth of the company and its product line, Corecess was faced with a number of major development challenges.

The Challenge

Challenge: Inaccessible Data in Silos
Growing from only 13 to a substantial 2,000 employees in just seven years, Corecess needed to drastically adjust how data was being managed. The company had outgrown the manual processes where product data was independently saved by each user and inconsistently shared between departments.

"We had no central location to store design data," explained YongSeok Choi, Manager of Systems Operations Section at Corecess. "Data remained on the PC of the person who created the design. No one else could access that information. Data residing in silos was very difficult to locate and share across the enterprise."



Microsoft®

Challenge: Manual BOM Process

One of the most critical requirements was to improve the bills of material (BOM) management. Because the company's engineering and business systems did not communicate with one another, the design, manufacturing, purchasing and other related departments were forced to maintain separate versions of BOM information.

Therefore, in each department, the same BOM information was entered manually and multiple times. This led to a multitude of errors that would eventually be discovered in the manufacturing phase, which was the most expensive phase in which to make changes. In addition to the increased expenses, these errors also delayed product rollouts.

Challenge: Inefficient ECO Management

To speed product development, Corecess needed to improve its slow and complex system for managing its engineering change orders (ECO).

"We had no way to distribute ECOs efficiently," said Choi. "It was very difficult to store documents and very slow to distribute the many documents included in an ECO across the different teams. Sometimes, the ECO was distributed verbally which was hard to track. Other times there was repetitive distribution and documents would often disappear during ECO distribution."

The company's inability to track ECOs reflected a much broader problem – inadequate monitoring of resource utilization, workload, budgets, and project & product development processes. The lack of visibility and control in the product development phase resulted in significantly higher costs, more errors, and longer cycle times.

The Solution

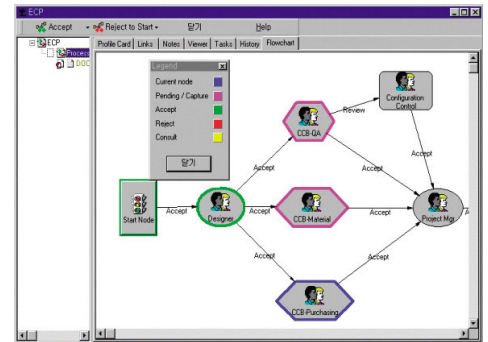
To improve its product development processes, Corecess chose SMARTEAM, Dassault Systèmes' Product Lifecycle Management (PLM) solution on the



Microsoft platform. SMARTEAM enables Corecess employees to access one single source of product data, eliminating silos, consolidating BOM data and streamlining ECOs. Through SMARTEAM, the Corecess team optimally manages product data, linking and maintaining development material requests and approvals, purchase information, drawings, project schedules, input resources and all other related data all in one central place. Automatic generation of BOMs from CAD designs eliminates inefficient manual BOM replication. SMARTEAM also accelerates processes by means of workflow and project scheduling and resource tracking capabilities.

Corecess selected a PLM solution that would be compatible with the Microsoft platform to ensure that its new system would be intuitive and reliable and have the capability to interface with its ERP, CAD software and other standard office applications. Corecess chose SMARTEAM based on native Microsoft technologies because it was economical and would easily integrate with its existing systems. Compatibility across the Microsoft platforms and applications as well as third-party tools streamlines SMARTEAM's deployment, integration, and maintenance, and it ensures ease of use.

Corecess utilizes Microsoft tools such as Microsoft Windows 2000, the Microsoft .NET Framework, Microsoft Exchange Servers, Microsoft Windows, Microsoft Office XP, Active Directory®, Microsoft SQL Server™, Microsoft Biztalk® and



Corecess uses SMARTEAM for BOM and Process Management

Microsoft Visual Studio® to enhance communication among systems, enable more effective system management, and fortify the power of SMARTEAM. Thanks to the SQL Server-compatible SMARTEAM vault, the display of Microsoft Office documents through the SMARTEAM viewer, the synchronization of product and project information between SMARTEAM and Microsoft Project, and the Microsoft Biztalk-based SMARTEAM integration with the ERP system, SMARTEAM provides Corecess with a solution that is based on open, standard Microsoft technologies and that has an intuitive, familiar user interface.

By integrating with the company's CAD and ERP systems, SMARTEAM facilitates seamless sharing of information between engineering and manufacturing. SMARTEAM's multi-CAD capabilities offer access to the company's diverse electrical CAD and 2D and 3D mechanical CAD data.

Corecess transfers data between SMARTEAM and its SAP R/3 ERP system utilizing SMARTEAM Gateway. Parts information, BOMs, exact BOM cost calculations and ECOs are transferred to the ERP and distributed through SMARTEAM Workflow. SMARTEAM Gateway connectivity to ERP using Microsoft Biztalk ensures robust, long-lived, enhanced connectivity across software upgrades.

"Since SMARTEAM has been connected to the ERP system through Microsoft Biztalk, information such as parts, BOMs and design changes are entered just

once, allowing the software to operate as a single system,” said Choi. “Using SMARTEAM and Microsoft software together makes information easier to access, check, and use, supporting more efficient product development. ...We expect the alliance between Microsoft and SMARTEAM will continue to enhance the use of SMARTEAM on the Microsoft Windows platform, thereby enabling us to use our system more effectively.”

SMARTEAM is used throughout the company to improve collaboration between departments. The R&D center uses SMARTEAM to manage product configurations, share and reuse development information, and manage project schedules. The Production, Quality Assurance, Materials, Warranty, Finance, Systems Operations and Purchasing teams all use SMARTEAM to search and access the latest accurate BOM and other

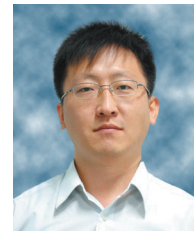
every authorized employee through one single, centralized engineering database facilitates reuse of key data, cuts cycle times and jump-starts innovation. Development documents, part designs and BOMs are easily shared by all users, and data can easily be downloaded, modified, and reused, eliminating any possibilities for redundant design.

“Design reuse is critical to bringing the product to the market faster,” Choi said.

Higher Productivity

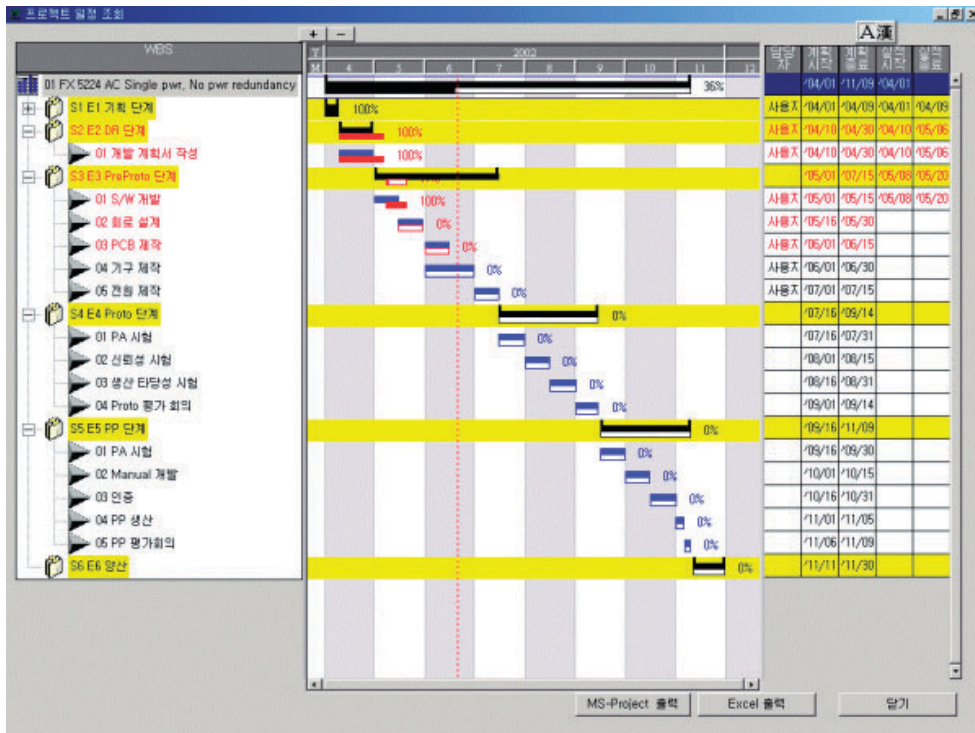
SMARTEAM manages the creation and modification of each product BOM, which is then transferred to and stored in SAP. BOMs customized to the needs of different departments can all be extracted from this single, central BOM.

“The number of individual BOMs has decreased dramatically because now we



“Enabling efficient BOM, item, document and ECO management, SMARTEAM is a mission-critical application for Corecess.”

YongSeok Choi, Manager of System Operations Section, Corecess



Synchronizing SMARTEAM and MS Project

product data in real time, including specifications, approvals, test results and development status, as well as to identify and resolve user issues.

Greater Design Reuse

Accessibility of product knowledge to

can handle multiple options within a single BOM – creating an integrated Engineering and Manufacturing BOM,” Choi noted. “Eliminating redundant manual BOM data entry also improves confidence in BOM accuracy.”



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Efficient ECO Management Reduces Time to Market

“SMARTEAM automatically distributes Corecess ECOs to all stakeholders,” said Choi. “In this system, ECOs are distributed in a much shorter time and their accuracy is much higher.”

Using SMARTEAM, Corecess has cut the time required to process ECOs by two-thirds – from 3 days to 1 day – letting Corecess release new products to market much faster.

“Managing products by project in SMARTEAM, our company has been able to reuse designs, eliminate multiple BOMs, and shorten the product development cycle significantly,” Choi added.

All of these benefits have resulted in an amazing reduction in time to market for new products, from 6-12 months down to 4-6 weeks.

Improved Innovation

“SMARTEAM supports business innovation by helping to shorten product development time and increase design accuracy,” Choi verified. “Communication between departments has improved considerably, and this enables our teams to collaborate, generate more ideas, and develop higher quality, more innovative designs.”

“A strong research and development effort that spurs innovation is central to the success of Corecess,” Choi explained. “As the network equipment market is in

fierce competition both in the domestic and global markets, we would inevitably fall behind without innovation. That is why our company depends on SMARTEAM to streamline our business processes and ensure unfettered product innovation.”

Increased Revenue

Ultimately, the improved innovation and faster time to market have enabled Corecess to generate more revenue and grab a greater market share.

“Thanks to SMARTEAM, we have increased revenues through efficient drawing and document management, transparent project management and better communication between departments,” confirmed Choi.

Dramatic Cost Savings

Better organization of business processes through SMARTEAM has also improved the company’s financial performance with impressive cost savings that go straight to the bottom line.

“We have gained a higher return on our investment from these technologies and experience a lower total cost of ownership due to the combined advantages offered by SMARTEAM and Microsoft.”

By synchronizing product and project data, Corecess executives can improve budgeting and track project resources to ensure that they are being used in the most cost-effective manner. Corecess estimates that improvements are saving the company \$600,000 annually, with savings expected to increase.



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