

Oxford Instruments Project Type: NPI Process Assessment & Improvement



Oxford Instruments supplies high technology tools and systems is a worldwide business into industrial analysis, research, education, space, and energy markets.

www.oxford-instruments.com

Business Goals

Leaner, more flexible NPI to achieve greater productivity
Reduce the 'designed in' cost of products.
More efficient engineering to order to minimise inventory.

AESSiS Deliverables

Assess current NPI processes against industry best practise
Identify key PLM related business issues impeding progress towards business goals
Define roadmap for improvement.

"AESSiS helped us benchmark our engineering and product development processes against established industry best practises. This was extremely valuable and provides the foundation for our continuous improvement initiative in this important area of our operation"

Gary Wearing, Operations Director, Oxford Instruments

Dennis Eagle Project Type: PLM Evaluation & Procurement



Dennis Eagle is the UK market leader in refuse collection vehicle technology

www.dennis-eagle.co.uk

Business Goals

Select an appropriate PLM solution for the business.
Achieve a best-value PLM software procurement.
Develop a best-value implementation services contract.

AESSiS Deliverables

Define detailed PLM technical requirements for RFP
Develop PLM benchmark scenarios
Due diligence on commercial responses to RFP
Due diligence on PLM implementation statements of work

"AESSiS were able to provide valuable and objective input into our PLM selection and procurement process. This helped us reduce the cost of our PLM procurement, both from a software and services perspective, substantially"

Alastair Cutteridge, Head of IT, Dennis Eagle Ltd

HMD Sealless Pumps Project Type: PLM Implementation PLM Technology: Teamcenter



HMD produce ranges of standard and highly engineered sealless pumps to order.

www.hmdpumps.com

Business Goals

Engineer pumps to order more quickly
Better alignment between customer requirements & product.
Minimise engineering costs via better reuse of information and designs across projects.

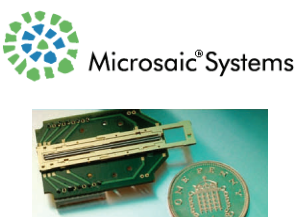
AESSiS Deliverables

Develop and implement a new product creation strategy built around the Teamcenter toolset.
Install, configure & administer Teamcenter to maximise productivity

"AESSiS delivered a very proactive and solution based approach to our Teamcenter implementation which has resulted in a superior return on investment than experienced when working with previous companies"

Callum McKee, PLM Project Lead, HMD Sealless Pumps Ltd

Microsaic Systems Project Type: PLM Implementation PLM Technology: Aras Enterprise Open Source PLM Solution



Microsaic Systems develops highly sophisticated next generation mass spectrometers systems capable of identifying trace compounds, explosives, chemical weapons and narcotics.

www.microsaic.com

Business Goals

Control over product definition information.
Protect intellectual property.

AESSiS Deliverables

Develop and implement a new NPI strategy built around the Aras PLM technology

"Our PLM needs were speed of implementation, flexibility, integration with ERP and cost. PLM systems have a reputation for being big, complicated and costly. AESSiS helped us break the rule and implement our preferred PLM solution (Aras) in a timely manner. AESSiS dedication and expertise have been instrumental in the smooth transition to PLM for our company."

Marc-Andre Schwab, NPI Manager, Microsaic Systems Ltd