



WHITE PAPER SERIES

Reference Guide to the Features and Uses

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Intellinet Systems

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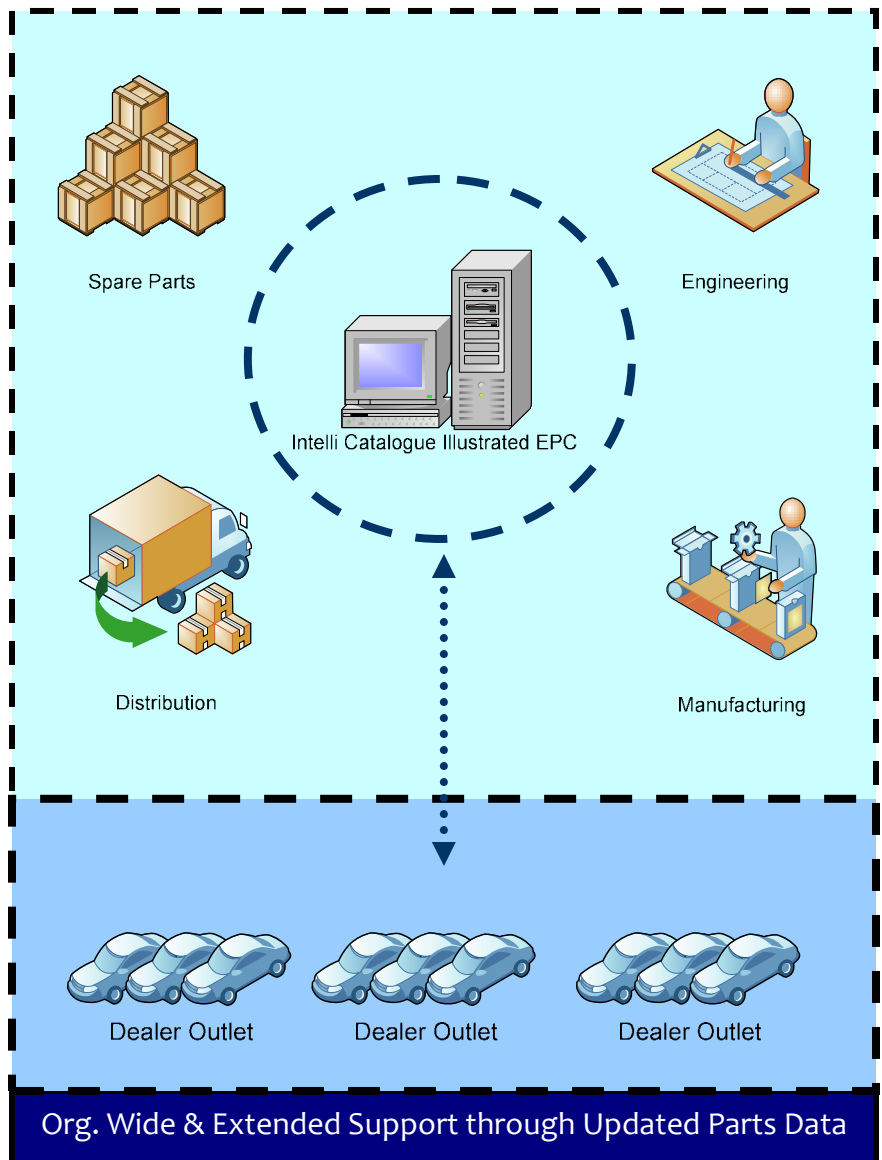
Introduction

Today's dynamic business environment coupled with increased competition has changed the equations that Companies have with their business partners spanning across their value chain. It has particularly become difficult for component intensive industries like Automobiles and Heavy Engineering Machineries Manufactures to create, distribute, and manage huge amount of spare parts and assemblies in the wake of fast changing and reduced life cycles of their products. Part Catalogue Management, therefore entails significant efforts on the part of these Companies in terms of meticulous planning and resource allocations. This whole process requires close co ordination amongst organization wide functions like Engineering, Production, Distribution, and Spare parts Division. In the prevailing climate of uncertainty characterizing today's market place, a new adopted solution must be economical and fast and they must assure an excellent return on investment.

Organizations handling large quantities of spare parts are the ones that feel the utmost urgency to obtain tools that help improve the handling of parts data, while reducing the risk of errors and omissions by various user groups including their own personnel, customers and/or suppliers. This is an area which needs proper scrutiny since maintaining the unhindered flow of communication across the network is critical to organizational efficiency & effectiveness. While most EPC systems attempt to solve these drawbacks, they fail to address the very nature of the problem which is about handling a large number of components, codes, descriptions, quantities, prices, etc. that not only differ from each other but also according to the market for which it is meant.

Intelli Catalogue addresses the organizational concerns at two levels: it promises to streamline and rationalize spare parts management to achieve improvements in the internal management of spare parts (quantifiable in the range of 20-40%), while boosting a parallel increase in the

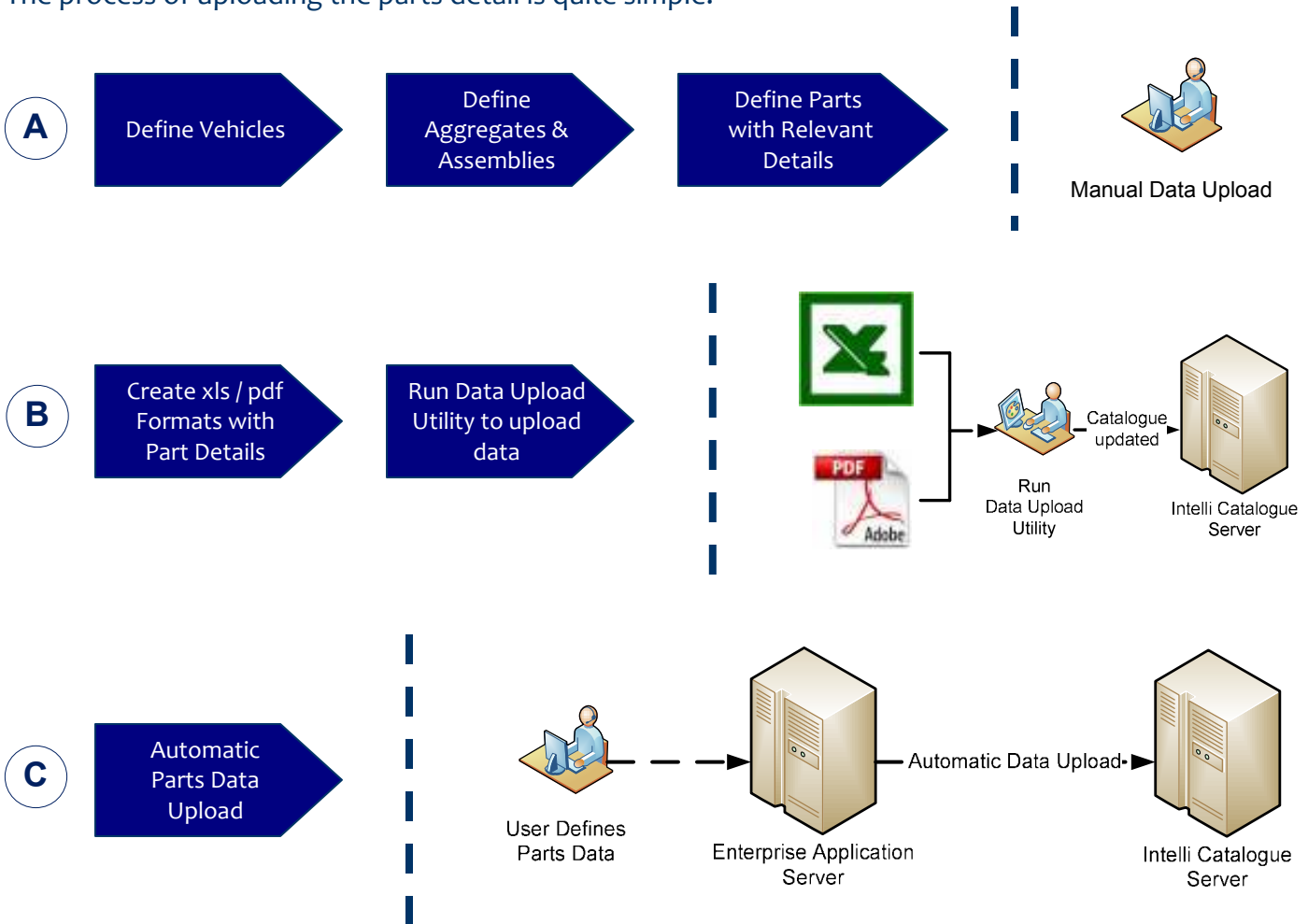
Products' order management. And it does this at reasonable costs to company and does not require the users to possess specific IT knowledge and skills. The software allows creating with a few simple moves, highly professional and functional spare parts catalogues that may be published on hardcopy, cd/dvd, and on the Web. This white paper elaborates all major information on the features of Intelli Catalogue and on the solution this software offers to solve problems related with the management of spare parts catalogue.



Concept

Intelli Catalogue has been conceived as a complete product providing complete end to end solution for the creation of specific catalogues for spare parts. This ensures that the disadvantages linked to the execution of the project and its organization, which normally require many changes and adaptations, are bypassed. Intelli Catalogue's basic goal is to equip the documentation staff having no or little computer knowledge, with a simple application capable of guiding them at every step of part catalogue creation, right from importing the drawings and distributing the catalogue as per subsequent revision or updates.

The process of uploading the parts detail is quite simple:



Intelli Catalogue allows both manual and automated uploading of parts details into the Catalogue database. Any recurring changes in the part through subsequent versions are maintained by the system date wise so that complete part history may be maintained for analysis.

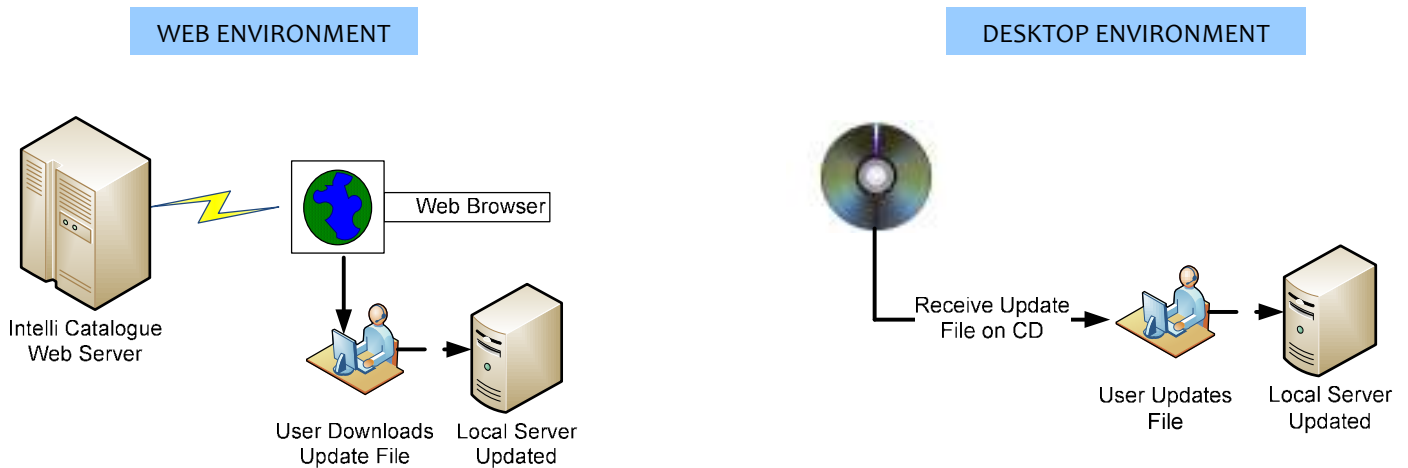
Intelli Catalogue's Components Engine ensures absolute independence and confidentiality in the data uploading process. All updates into the system can be done rapidly and easily at any time, with no additional cost with respect to the initial expense. Moreover, the tamper proof Administrative capabilities of the application allow only the authorized personnel to handle the information related to the parts data. This means greater security for the organization's confidential data. The Components Engine of Intelli Catalogue enables limited time and costs for making available the part details that does not require the installation or support of other programs to run, thus enabling you to plan the resources needed to create

a catalogue with precision. Migrating the parts catalogue in a centralized environment extends the manageability of company’s critical data. This capability is mirrored in the End User View Module of the application which extends unprecedented flexibility to the company’s dealers/distribution network.

End User Module capabilities are envisioned to broadly support following user requirements:

- Ability to browse the parts details through different Interfaces. Each interface is designed to query the system on relevant criteria.
- Enable online/offline Ordering of parts through the system. A projected value of purchase is calculated to analyze budgeting for procurements.
- Analyze the complete part analogy for service and maintenance purposes.
- Facilitate accidental repair services to allow preparation of job estimates and parts list generation for the affected surface area of the vehicle under an intuitive, user friendly environment.

End User Module Update Environments:



The easy uploading and updation of data has inherent benefits to optimize the entire parts information distribution process. Organizations are able to maintain their positions on the market by exploiting the opportunities offered by Intelli Catalogue to gain competitive advantage. Electronic data processing, combined with the online and offline capabilities has brought about new and previously inconceivable developments for spare parts administration, simplifying processes, providing customers with better service and reducing the costs involved in running companies’ post-sale departments. Concept

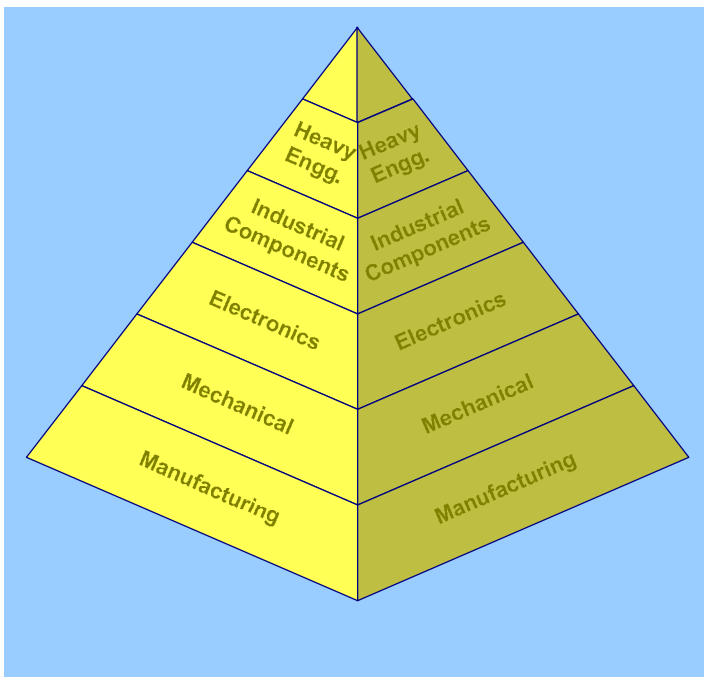
Inherent benefits of Intelli Catalogue Application Model:

Key Features	Benefits	Results
Visually intuitive assembly/part Image representations	Rapidly build accurate and transferable part data	Faster, more effective data sharing and improved operational efficiency
On Demand Part Details Availability	Flexible and User Oriented approach	A greater number of users can easily access relevant parts information as per their schedules and convenience
Highly Interactive	Ease of Use	Delivers greater exposure to accidental support and operation situations

Fields of Application

Intelli Catalogue was initially designed to manage parts complexity for automobile industry. But the concept is equally relevant and useful for principle manufacturers of small and large engineering products employing large no of components. It builds a strong communication medium between the manufacturers and their distribution channel partners to share information for better co ordination and build dependable parts ordering capabilities.

The application of Intelli Catalogue for different industry verticals:



Intelli Catalogue is equally capable of managing complex parts details for a vast area of customer use. Ranging from Heavy Engineering products like Construction, Material Handling, Ports, Earth Moving Machines, and Mining Equipments to smaller but intricate items Electronic items including Audio, Video, Computing, Wireless, Instrumentation, and Power Solutions, the graphic image details and related part information is easily maintained, viewed and queried by multiple user groups.

The success achieved in streamlining the parts catalogue services in the automobile sector can easily be replicated for other industry verticals. Further add on industry specific features can also be integrated in the existing system framework.

Intelli Catalogue combines features that are useful for sustaining maintenance and operations activities at multiple stages. These activities are a major source of manpower and time consumption for the industries listed above. It is important for all of them to exercise tighter control over their huge and fast changing parts information to achieve enhanced levels of customer service.

Intelli Catalogue addresses the following concern areas for businesses across verticals:

1. High Manpower Costs and Time investments – the efforts required to create and maintain Catalogues are minimized through the application.
2. Complex Parts data creation procedure – the uploading of parts data in the application is Intuitive and user friendly to facilitate efficient data creation.
3. Error prone parts ordering – chances of misorders and wrong orders are eliminated and replaced by fast and reliable ordering system.
4. In Transit Delays – the transit delay in disseminating parts information is removed because of online support and publishing provided by the system.
5. Crucial after sales and service – the post sales support and services are strengthened by providing the correct information
6. High IT Support Costs – the recurring costs for marinating and sharing huge data by the EDP department is reduced through the centralized system.

Salient Features

The Intelli Catalogue has the following core features inbuilt into the application:

1. Supports Desktop and Web environments – the user has the flexibility to opt for relevant mode of operations depending on realistic requirements
2. Interactive Contents Presentation – the system communicates with the users in an interactive mode, displaying parts data and information based on user inputs and feedback.
3. Seamless Integration with Legacy Applications – the system is able to integrate with the existing enterprise or legacy systems of the user organization and pick relevant data directly from their database.
4. Separate Functional Modules – the nature of tasks and activities are segregated into logical groupings for modular approach. The admin and end user view modules have clear demarcation as far as functionalities and features are concerned.
5. Parts History Generation – system keeps track of frequently updated parts details in a dated format for further analysis at a later date.
6. Multi faceted Search – system extends functionality to search parts and assemblies on multiple criteria. Following search options are provided by the system: Product Models, Aggregates, Assembly, and Chassis No Wise searches. Searches based on Part No and Description are also supported by the system.
7. Kit definition – the system provides option to combine multiple Parts to be defined as a single kit. The price of the kit is cumulative with option to define qty of each part in the kit
8. Synchronized, Split Screen Views of Parts Information and Drawings – system displays the parts data through an intuitive user interface for logical presentation of assemblies and parts.
9. Accidental Repair Feature – this unique and innovative facility is used to filter Parts by selecting surface area of a Product Image. The assemblies and parts mapped to the selected area are displayed in both graphical and text formats.
10. Centralized Control over critical and confidential data – system builds a strong foundation to centrally manage the parts catalogue removing any scope of data redundancy and duplication of efforts. The periodic updates may be implemented across user groups through different Delivery Media.
11. Multiple Backend Options – the application is flexible enough to be integrated with different data backends. All leading databases available in the market can be integrated with the application.
12. Reliable parts ordering backbone – the system supports a robust ordering channel for the dealer networks to order parts in online and offline environments. This reduces any potential chances of misorders for the dealer and results in correct and timely shipments of the same by the OEM.

FAQ

What levels of product hierarchy is maintained by the system?

The system supports unlimited level of product/vehicle hierarchy. For each given product, unlimited no of models may be defined. Further, for all models multiple aggregates, and within each aggregate multiple assemblies may be defined by the user. This logically creates a tree structure for a product starting from a vehicle and ending at the last level of components with their quantitative, descriptive, and price details.

Can a part kit be defined in the system?

Yes, the system allows a group of parts to be combined together and be defined as kit. Qty of each part in the kit and the kit price may also be defined.

Does system facilitate ordering of parts through the system?

Yes. The ordering process is one of the main features of the application. It allows the user to include desired parts in the order list on the fly while navigating through different view screens. The order list may be submitted to the OEM in the web environment or may be generated in hard copy and forwarded manually.

What manual process is involved to create data in the application?

The system allows users to define multilevel product structure as per their requirements. Once the base structure of the product is ready, the user may add details at all levels of product hierarchy with relevant details. At the last level of product tree, the user may define the exact part with part no, description, pricing details, and it's mapping to the respective image.

Can data be loaded into the system from other sources?

Intelli Catalogue is capable of inserting data into it's database from excel or pdf formats. The utility tool provided by the system allows the user to upload data from these sources as per upload configuration defined by the user.

Can we change the price and/or qty while ordering the parts?

The user is able to change the part qty but not the price of related part. The system suggests a default qty based on the part usage in a given assembly which may be updated by the user in the order list. The updated qty does not change the default qty of part in the assembly.

How do we maintain dated history of parts in the application?

While creating or updating a part in the admin module, the system captures the start and end date of that part. This process is repeated for all the assemblies where the same part is used. This allows the user to define different validity periods for a single part for different assemblies.

What benefit does the application offer for the OEMs and Dealers?

The OEMs save loads of time and resources by able to manage their parts catalogue in a centralized setup. Besides cost savings, the system also reduces any possibility of errors and omissions in the parts data. Any information delay or communication gap is also avoided by using the system. The dealers of the system are the consumers of information mapped through the admin module. They get benefited by the system's capability to help search parts on multiple criteria. The unique Accidental Repair functionality is specifically tailor made for the dealers to gauge the damaged parts and relative costs of an accidental vehicle.

SUMMARY

Manufacturers in all sectors face many challenges. Whether it's developing a competitive product, controlling product details creation & maintenance costs, or meeting time-to-market demands, manufacturers must deal with several issues during the development cycle that ultimately determine whether the product serves to succeed in market or fails in doing so. Compounding these issues is a growing industry challenge to manage complex parts that affects products throughout the entire life cycle. A serious concern to all manufacturers, parts management and dissemination of related information to all stake holders has become a key factor in determining customer satisfaction.

To meet the needs across a diverse range of manufacturing organizations critical parts catalogue requirements, Intelli Costing propagates four levels to resolving the parts catalogue management dilemma. These serve as building blocks to a complete parts catalogue solution by standardizing systems across industries for OEM and Dealer applications.

- Level 1: Easy Creation and maintenance of Parts details specific to user's business requirements.
- Level 2: Access to Comprehensive Parts Data in a user friendly way.
- Level 3: Tools to Help Consolidate and/or Interpret Parts Data through an Integrated, Parts Catalogue Solution across the downstream value chain.
- level 4: Embrace technically superior System Architecture to support dynamic user requirements.

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