

16. CADENAS Industry Forum 2015

Introduction of the strategic parts management PARTsolutions from CADENAS at AMAZONE

Pascal Giron / Christian Vennemann, Amazonen-Werke H. Dreyer GmbH & Co. KG



Motivation for the introduction of PARTsolutions

Initial basis: ERP and part search

Our requirements and goals

PLM landscape and distributed product development at several locations

Teamcenter UA Server Network

Figures and Facts

Project history

Current status

Part categories at AMAZONE

Parts management with CADENAS PARTsolutions - Folder structure

Parts management with CADENAS eCATALOGsolutions – Company standard parts

Geometric similarity search with CADENAS GEOsearch

Vision





The beginning

1883 Heinrich Dreyer founded the **AMAZONEN-WERKE**.

In 1906 already he delivered the first grain cleaning machines to Chile.

The motto of Heinrich Dreyer

"We have to go out into the world."

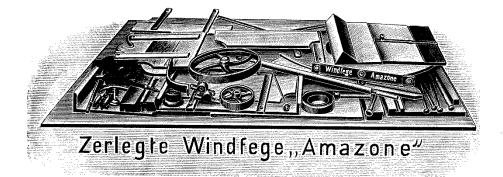














The beginning: The generational contract

The founder **Heinrich Dreyer** determined:

Direction of the company by two of his fice children as managing directors and shareholders

The following owner families each provide one managing director

Objectives:

- →A clear shareholder and management structure
- →The future of the company in the focus
- → A division of shares among too many shareholders is avoided

2nd Generation

Left Heinrich Dreyer

Right Erich Dreyer





3rd Generation

Left

Prof. h.c. (SAA Samara) RAAS

Dr. Dr. h.c. Heinz Dreyer

Right

Klaus Dreyer





4th Generation

Left Dr. Justus Dreyer

Right Christian Dreyer



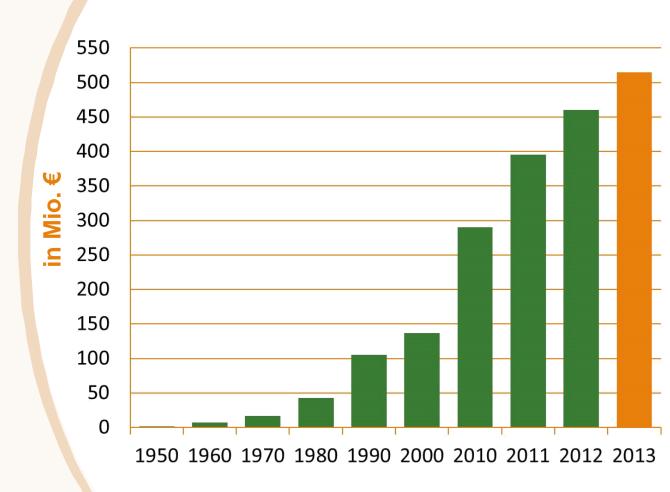
Turnover development until today

In 2013 the **AMAZONE** Group again has generated a record turnover of **515 Mio.** Euro.

Increased activities in foreign countries and overseas result in the high export share of 80 %.

AMAZONE is well equipped for the challenges of the future!















Bodenbearbeitung

Saat

Düngung

Pflanzenschutz









Processing technology with system

Intelligent crop production

Our strategic positioning



Hasbergen-Gaste – Leeden – Hude – Altmoorhausen Leipzig – Forbach (F) – Samara (RUS)



Sales companies and importers

Six sales companies

AMAZONE S.A. (Auneau, France)

AMAZONE Ltd. (Harworth, Great Britain)

AMAZONE OOO (Podolsk, Russia)

AMAZONE Ukraina (Kiew, Ukraine)

AMAZONE Kft (Debrecen, Hungary)

AMAZONE Kazakhstan (Astana, Kazakhstan)

More than 70 importers worldwide





1,800 employees worldwide

135 trainees at the different sites



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Similarity search with CADENAS GEOsearch

Vision geometric

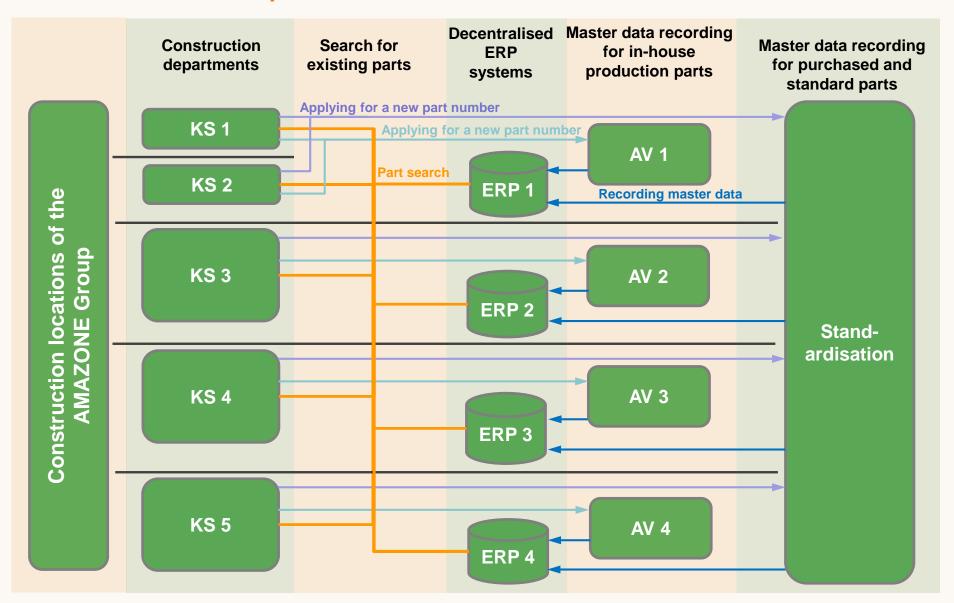


Initial basis: ERP and part search

- Construction departments at several locations
- SageBäurer decentralised at every location leading master data system (defined designations)
- Search for existing parts only possible via metadata.
- Finding of existing parts requires uniform designation of all parts
- The recording of master data for in-house production parts is decentralised from the work preparations at every location
- The parts classification for purchased parts is performed centrally cross-plant for all locations by the standardisation department



Initial basis: ERP and part search



Motivation for the introduction of PARTsolutions

Our requirements and goals

- Better finding of existing parts, identification of preferred parts
- Improve the quality of the master data (complete specifications on weights, dimensions, manufacturer item numbers of purchased parts, etc.)
- Make standard parts and company standards more accessible
- Easy access to information on purchased parts
- Catalogue parts and standard parts researchable in a standardised system and made available to the developers in the 3D system (part preview in 2D/3D)
 →Differentiation according to active and inactive or new parts
- Search for in-house production parts and catalogue parts on a geometric basis
 →Additional, optional restriction via metadata









Our requirements and goals

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Vision

AMAZONE

PLM Teamcenter

DWH

Gaste

ERP b7

CAD NX

Leipzig

ERP b7

CAD NX

Hude

ERP b7

CAD NX

Leeden

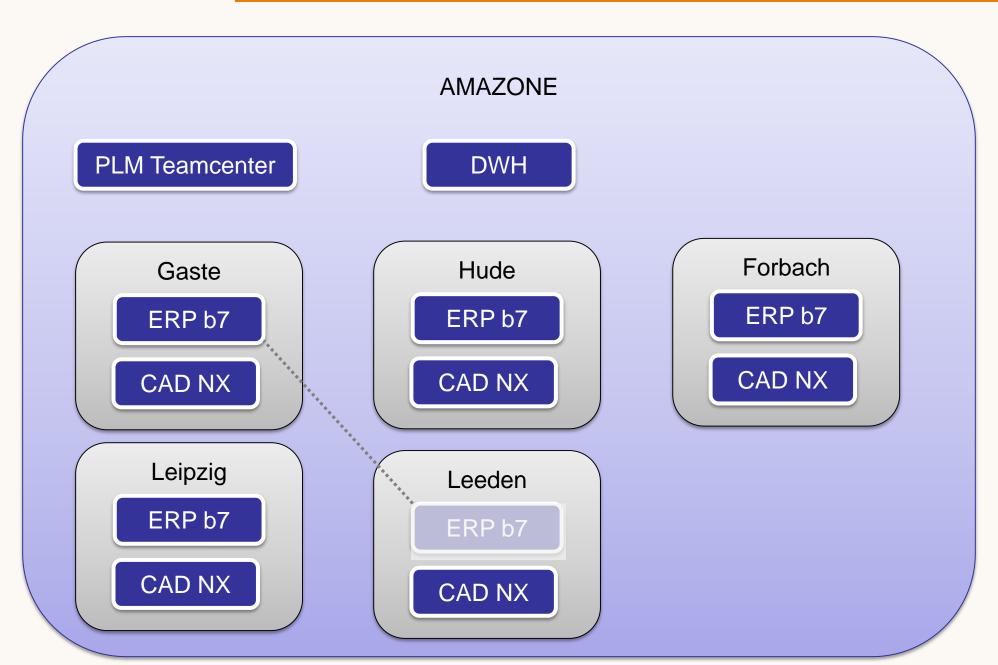
ERP b7

CAD NX

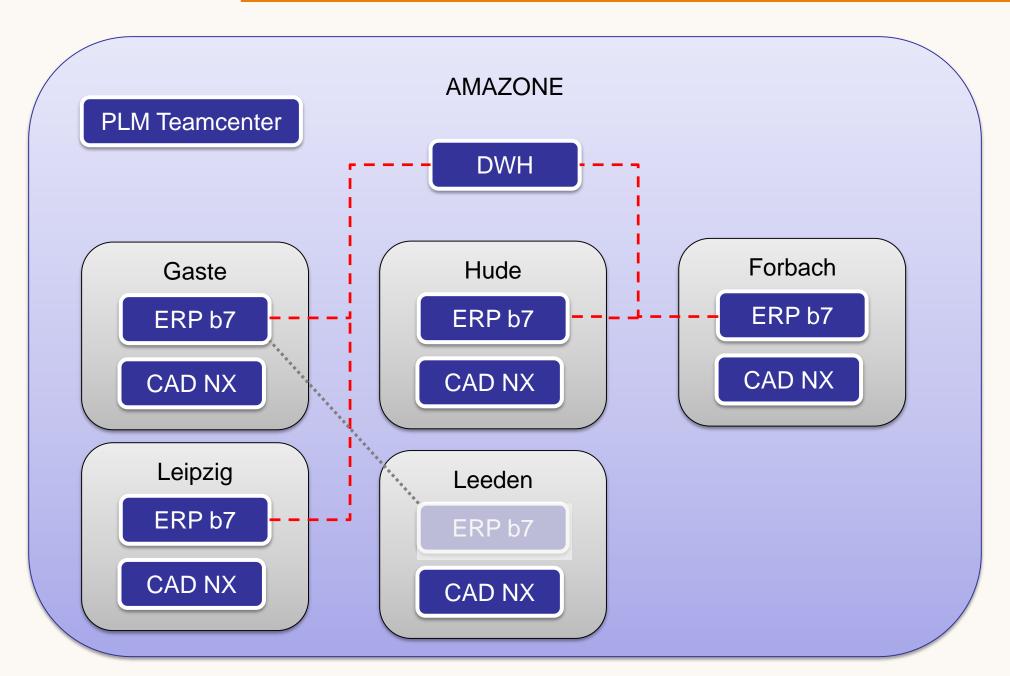
Forbach

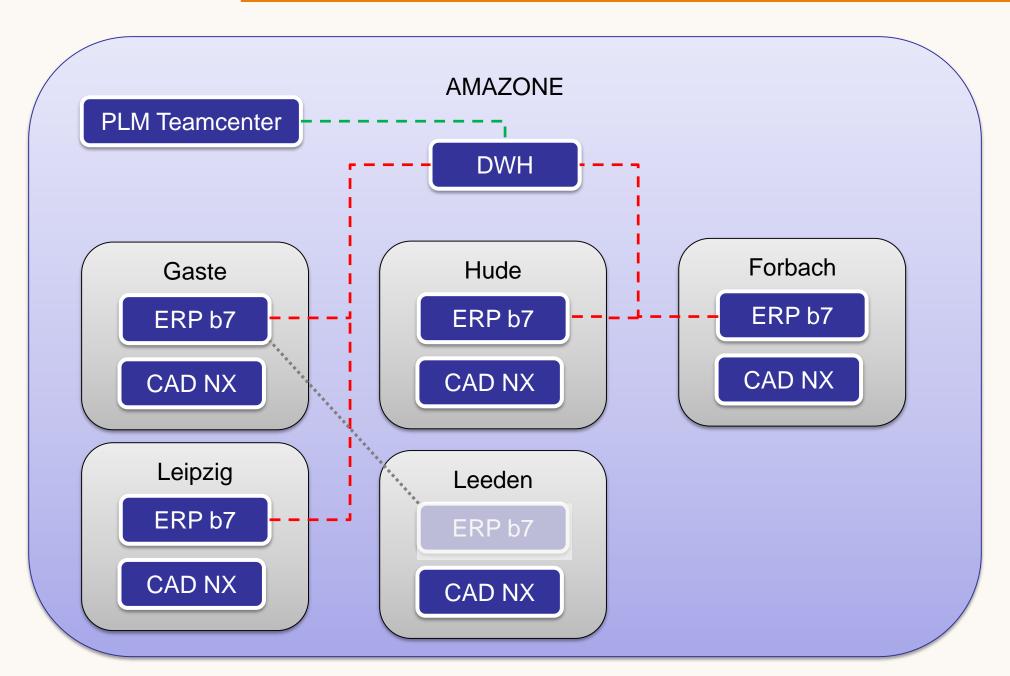
ERP b7

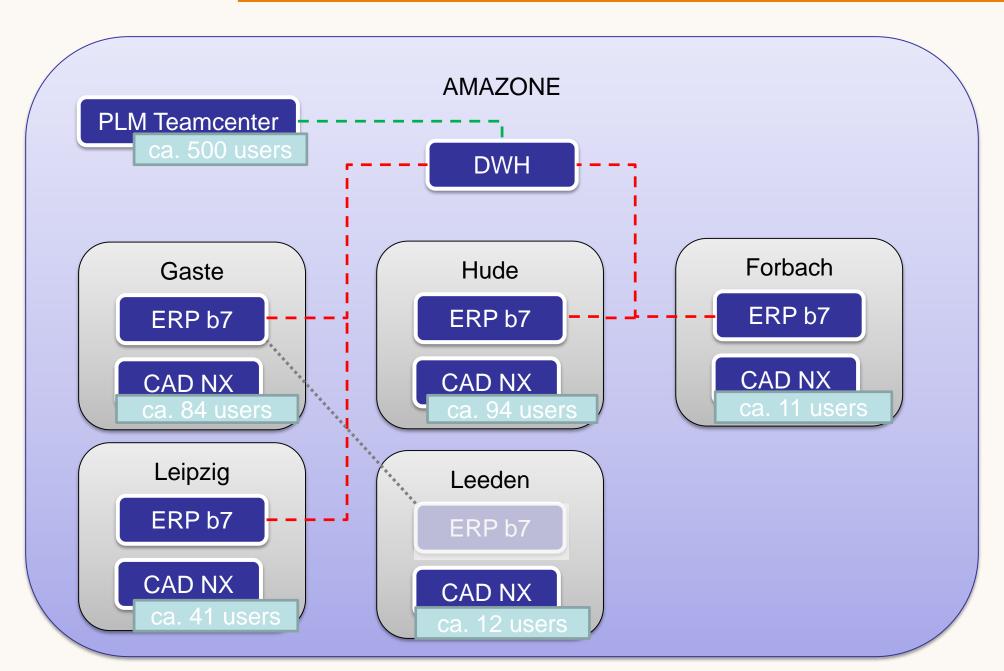
CAD NX



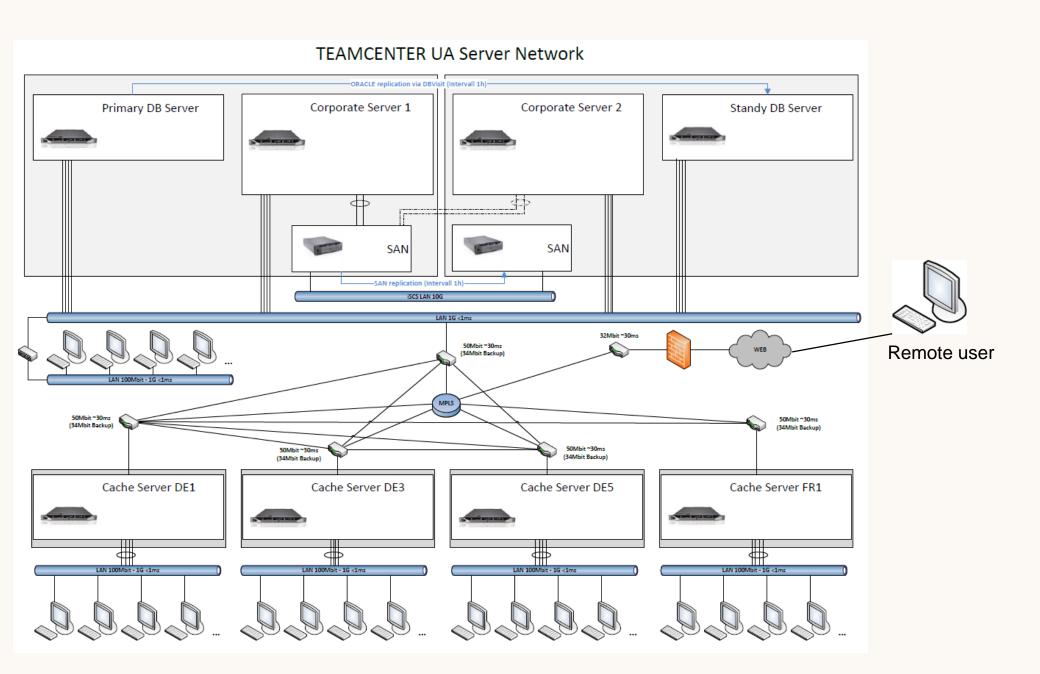




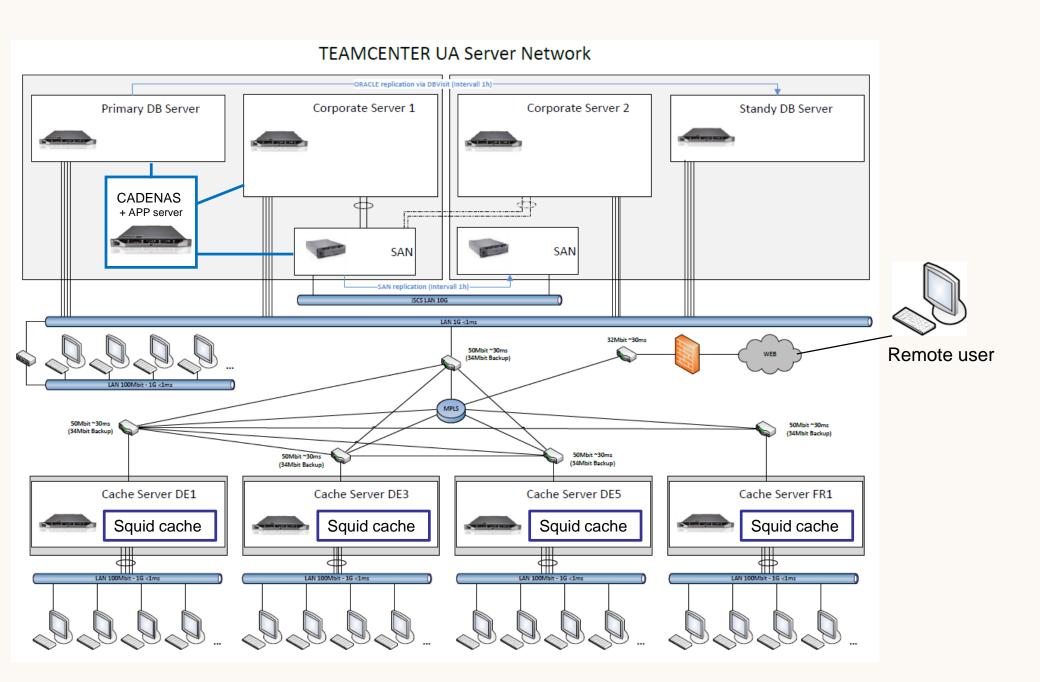


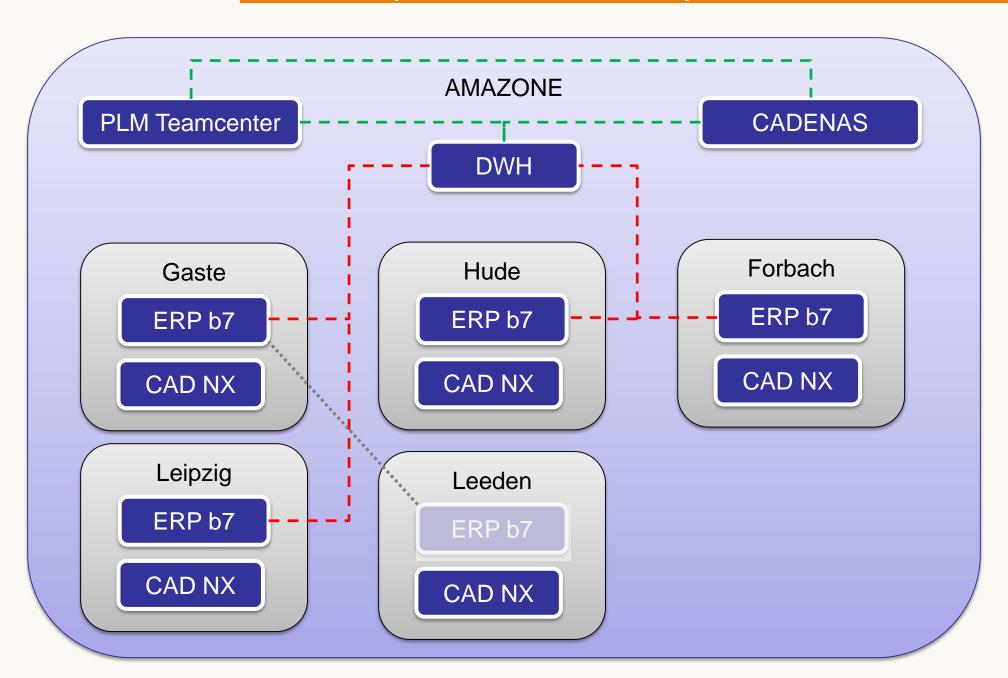


PLM landscape and distributed development at several locations



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Vision

Implementation of the software

Phase 2

Start productive system

Phase 3

Implementation of the software

- Application / comparison of the inventory data
- Layout of the catalogue structure
- Creation of the company standards catalogue (eCat)

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- Test run of the software
- Employee training
- Software release

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Phase 3

- Inventory data analysis
- Use of other tools

Start: 06 / 2014 Implementation of the software

- Application / comparison of the inventory data
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Phase 2
→ Status today
Start productive system

- Test run of the software
- Employee training
- Software release

Phase 3

- Inventory data analysis
- Use of other tools

Start: 06 / 2014

- Application / comparison of the inventory data
- Layout of the catalogue structure

Current service fees on the part of CADENAS for the project ca. 15 man-days Start productive system

- Software release

Phase 3

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Part categories at AMAZONE

→ AMAZONE standard and catalogue parts

All parts that are purchased externally.

→ AMAZONE specific parts

AMAZONE specific parts are parts that were specially developed by AMAZONE or for AMAZONE.



Part categories at AMAZONE

| → AMAZONE standard | and catalo | ogue | parts |
|---------------------------|------------|------|-------|
|---------------------------|------------|------|-------|

All parts that are purchased externally.

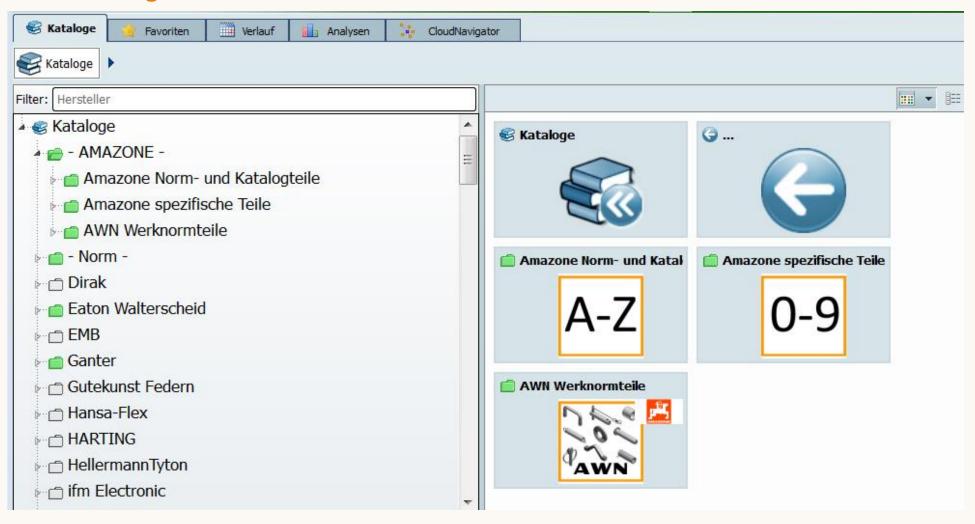
→ AMAZONE specific parts

AMAZONE specific parts are parts that were specially developed by AMAZONE or for AMAZONE.

| New parts / Year | Active parts overall (parts with inventory) |
|---------------------|---|
| 1500 | 17800 |
| 2500 | 58200 |
| 4000 | 76000 |

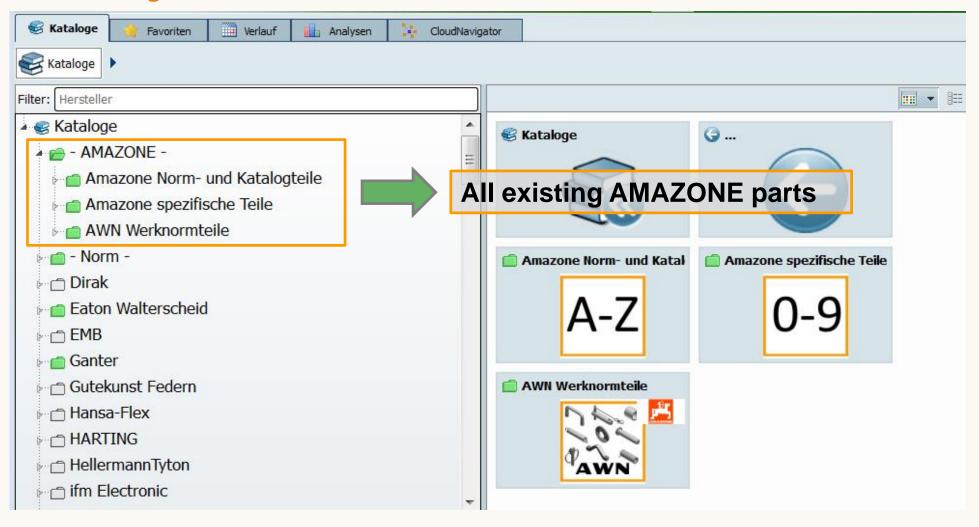


Parts management with CADENAS PARTsolutions – Folder structure

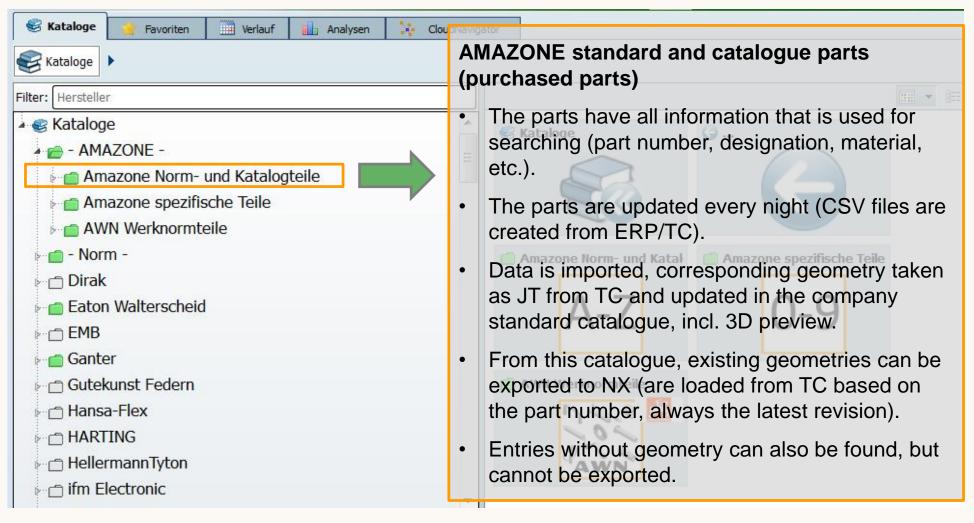




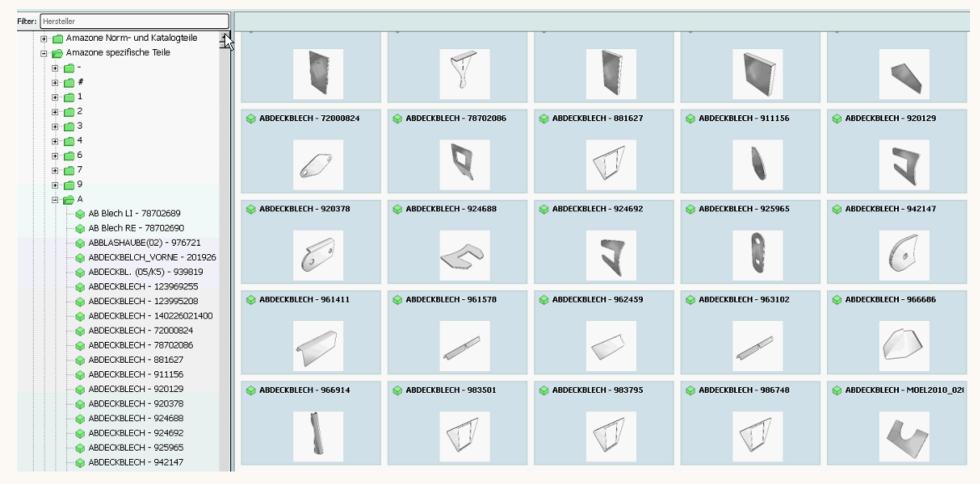
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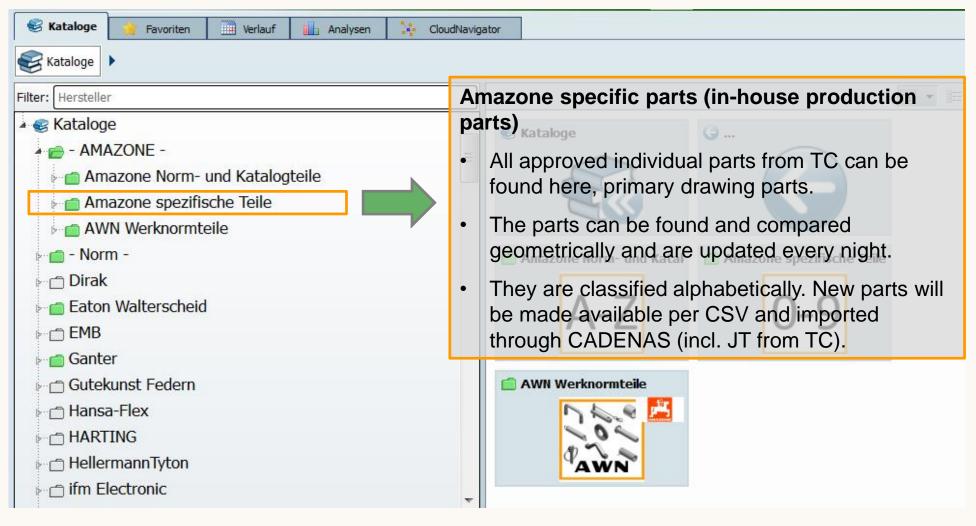




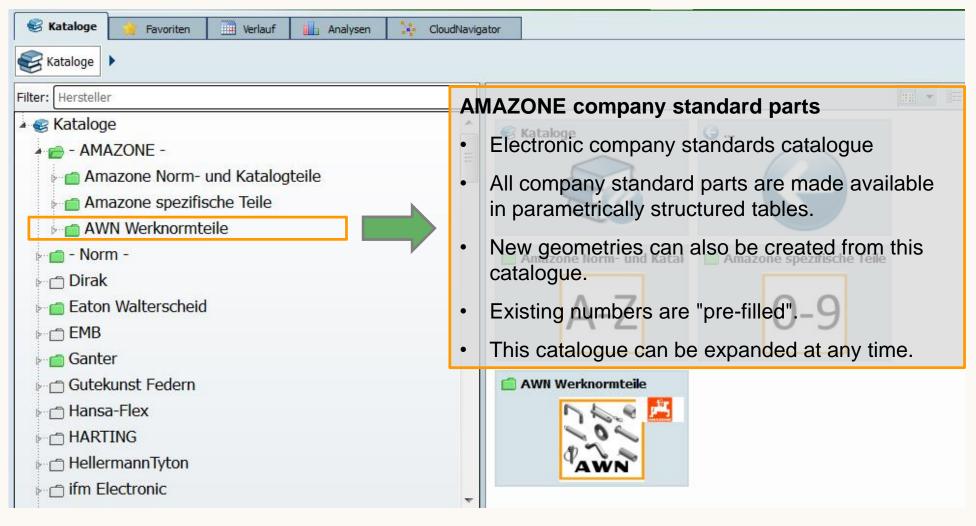




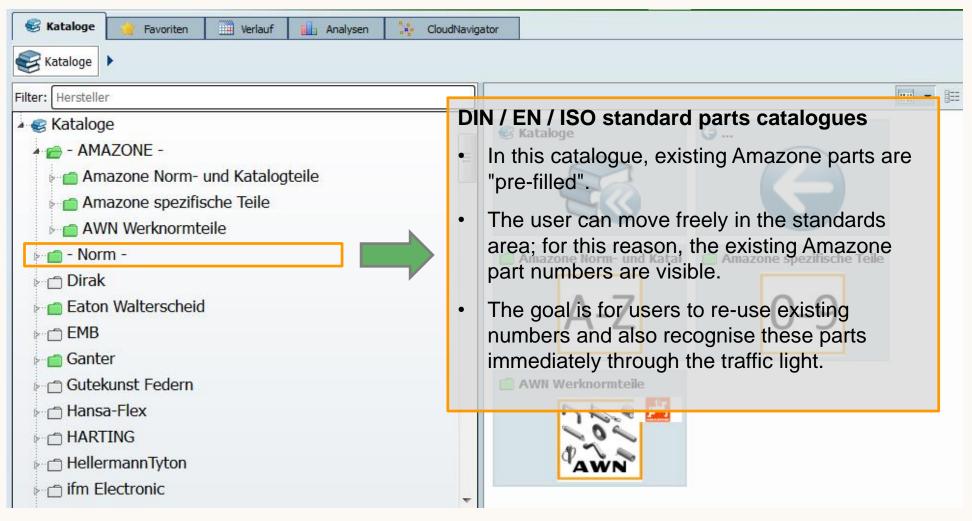




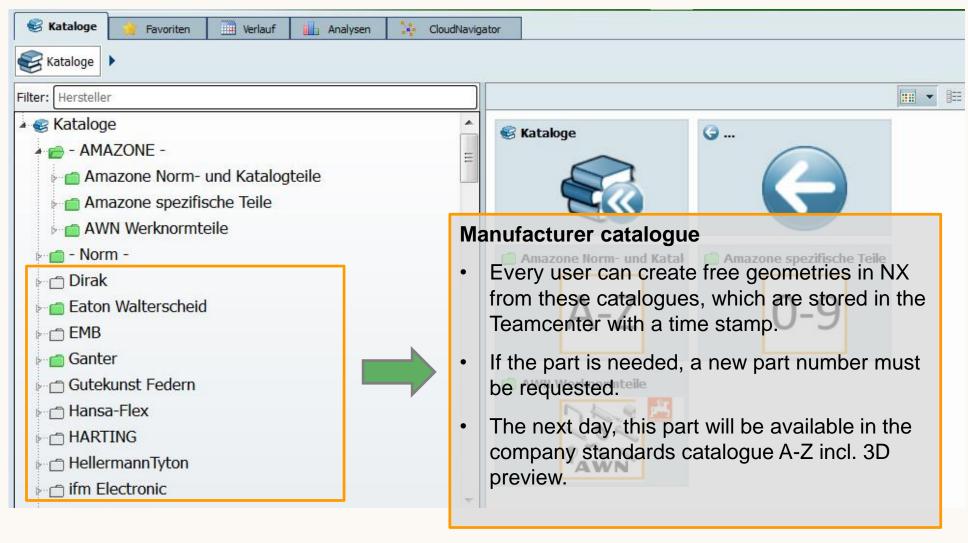




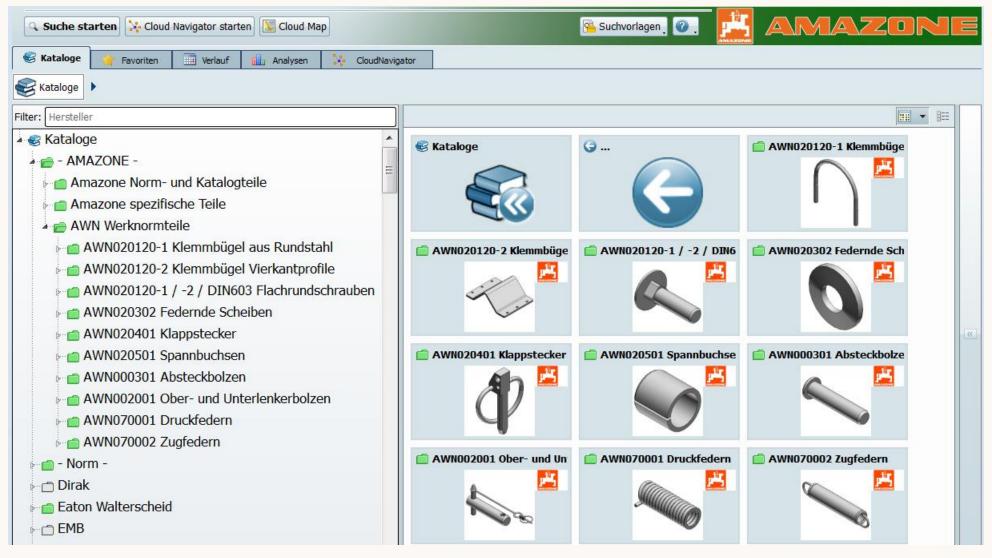




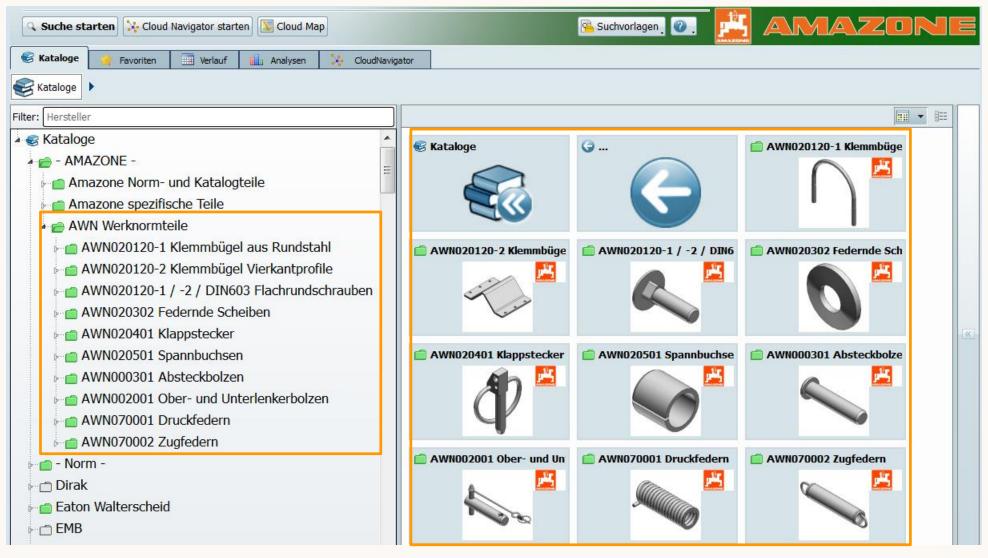




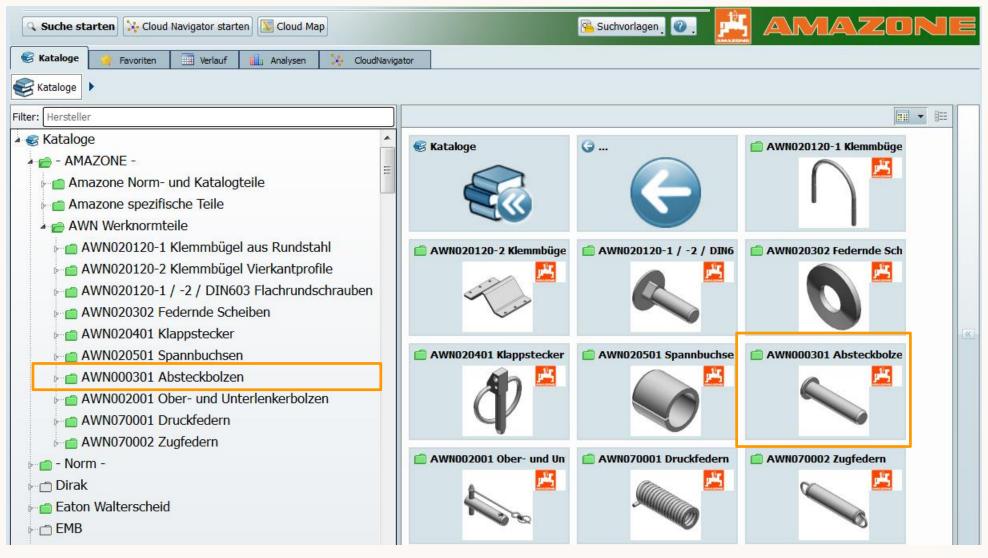




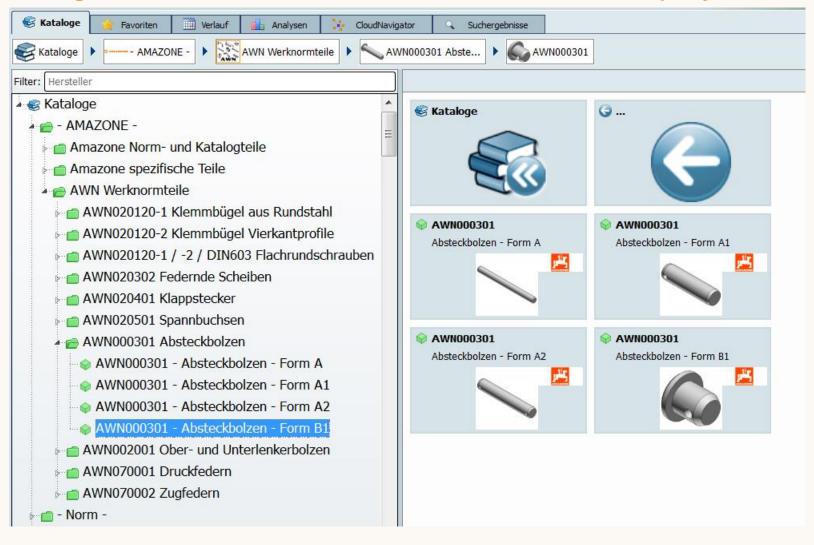




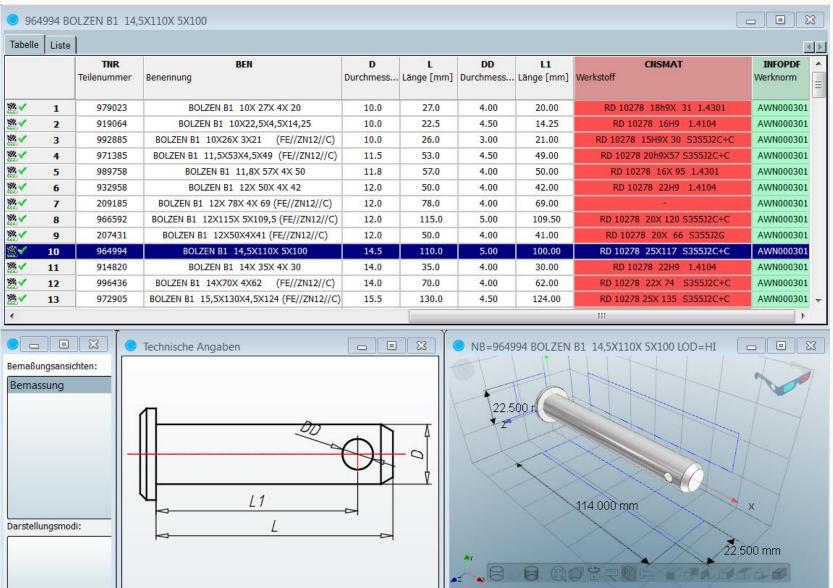




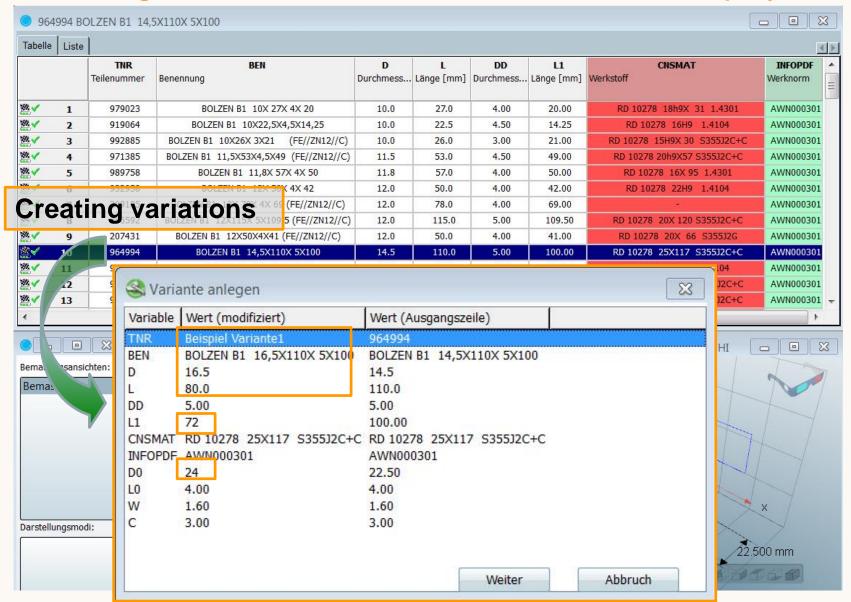




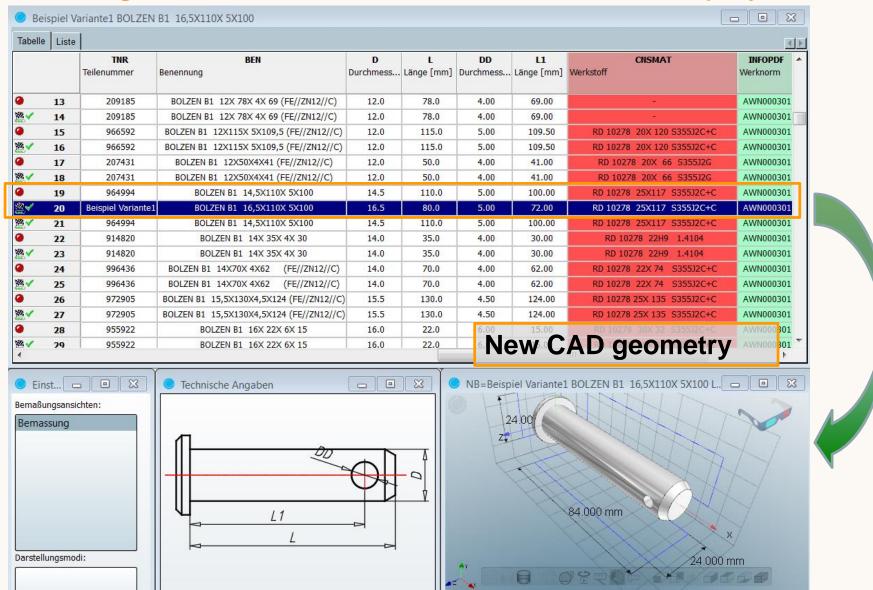




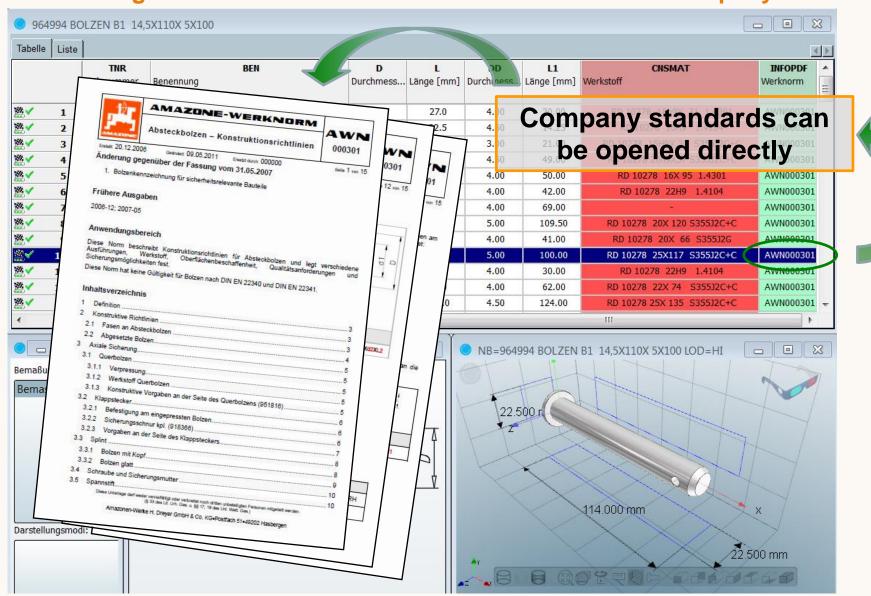














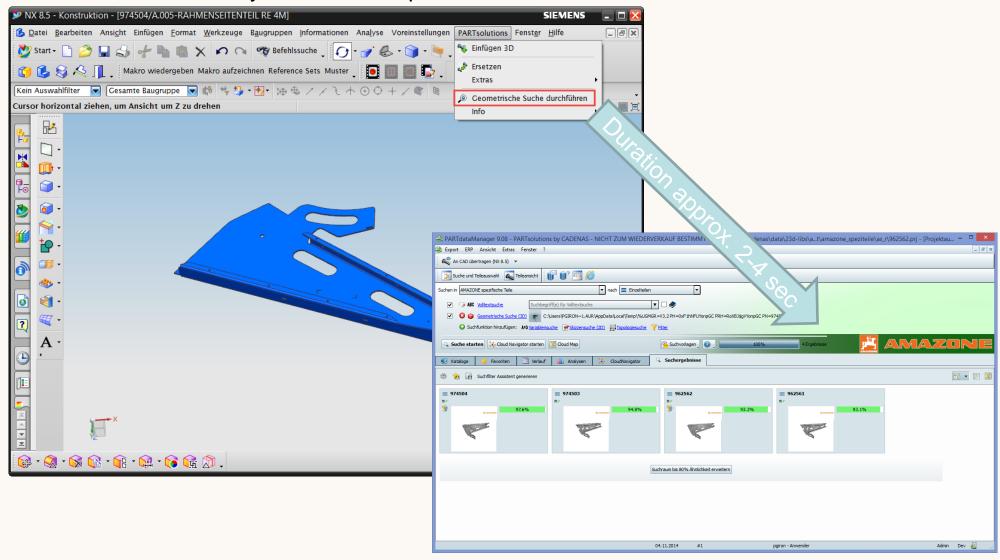
AMAZONE company standards catalogue (eCat)

- Preparing catalogues according to AMAZONE company standards
- Parameterised tables → CAD geometries for new parts can be easily created by inserting a new line and are transmitted to the CAD system.
 - Exported in NX, the CAD models contain all the required attributes to be
- used as fully-fledged NX data.

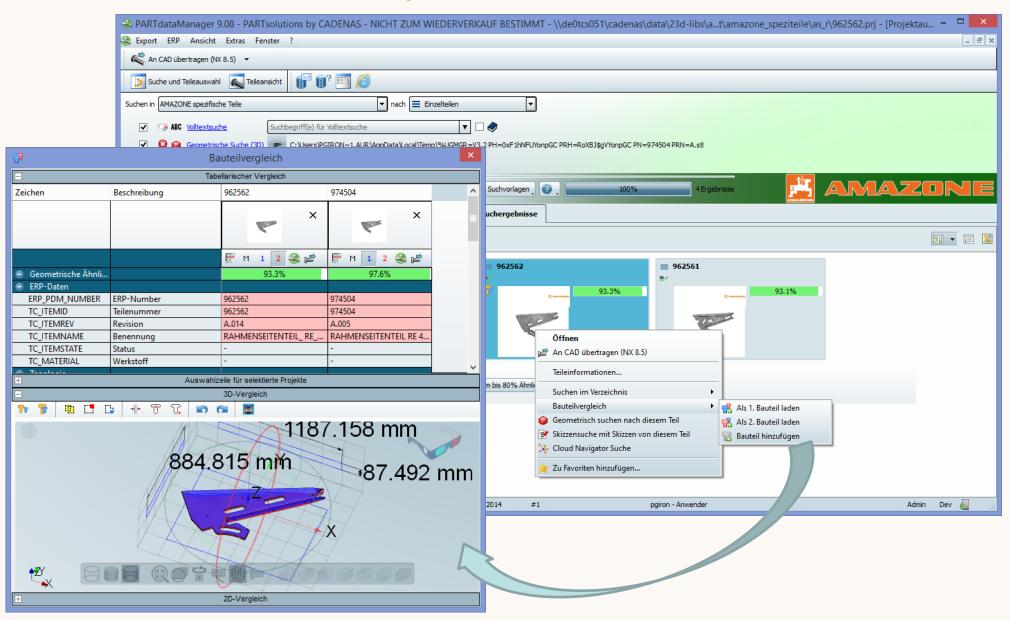




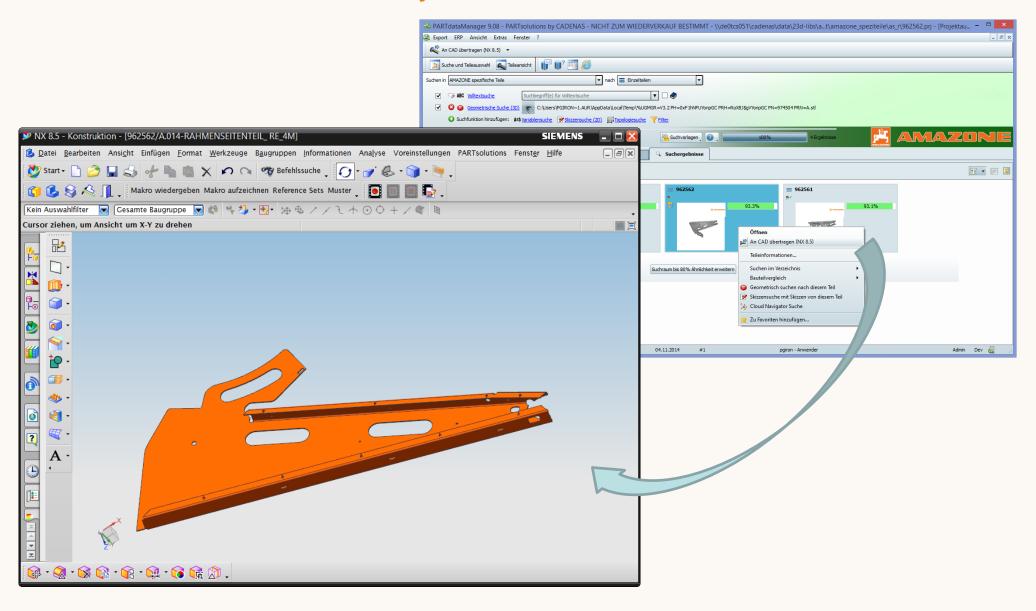
GEOsearch directly from NX, coupled to the Teamcenter





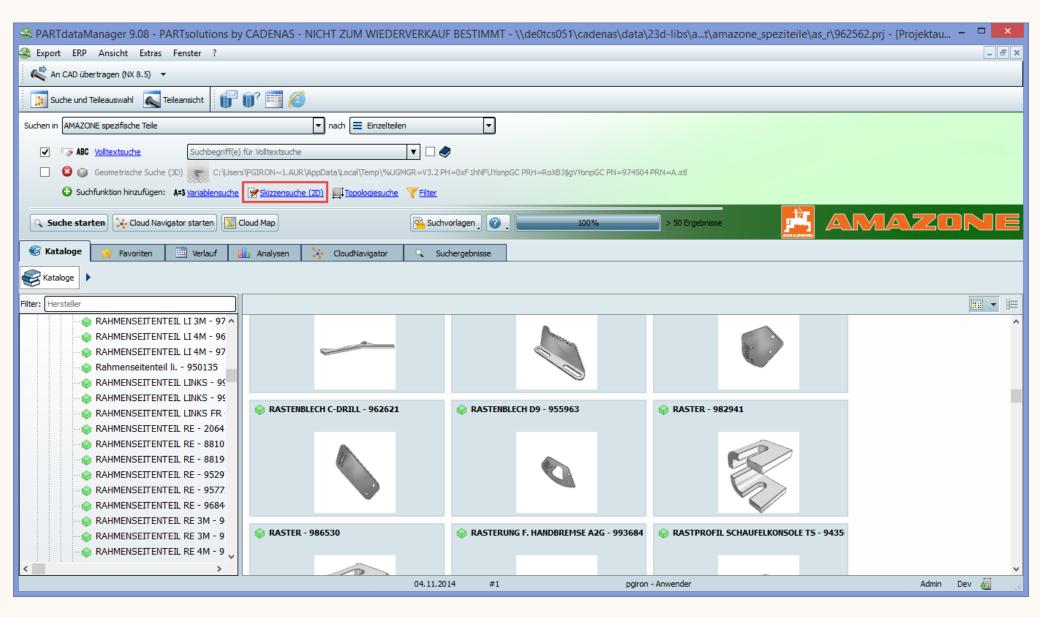




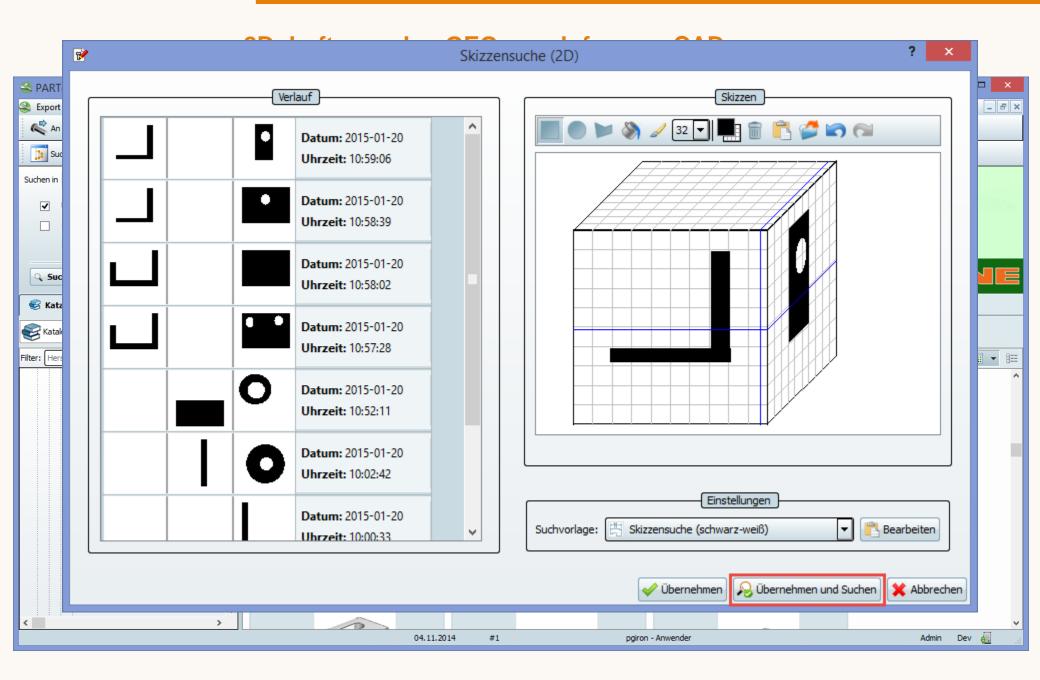




2D draft search - GEOsearch for non-CAD users

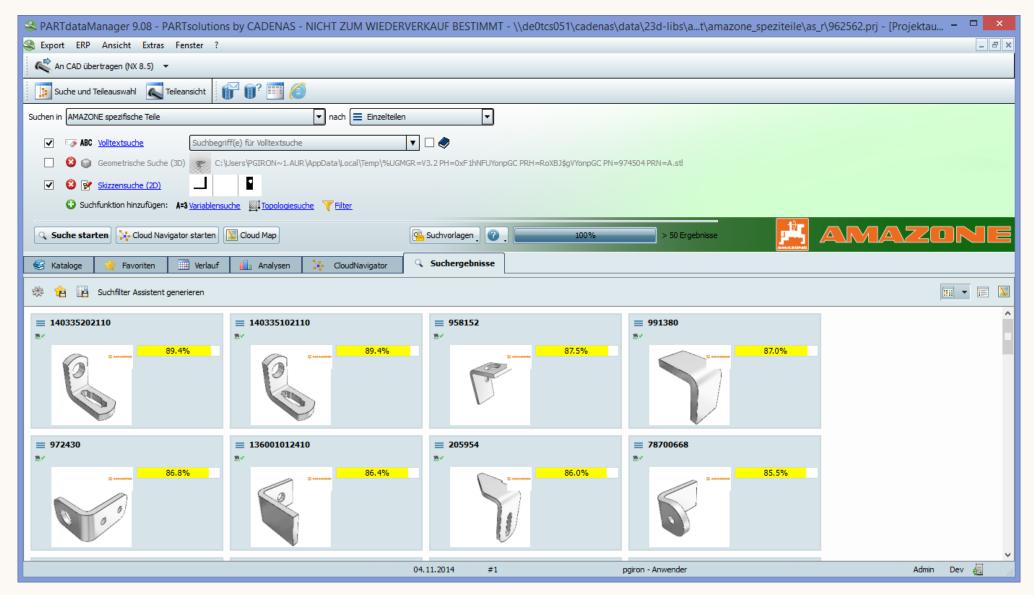






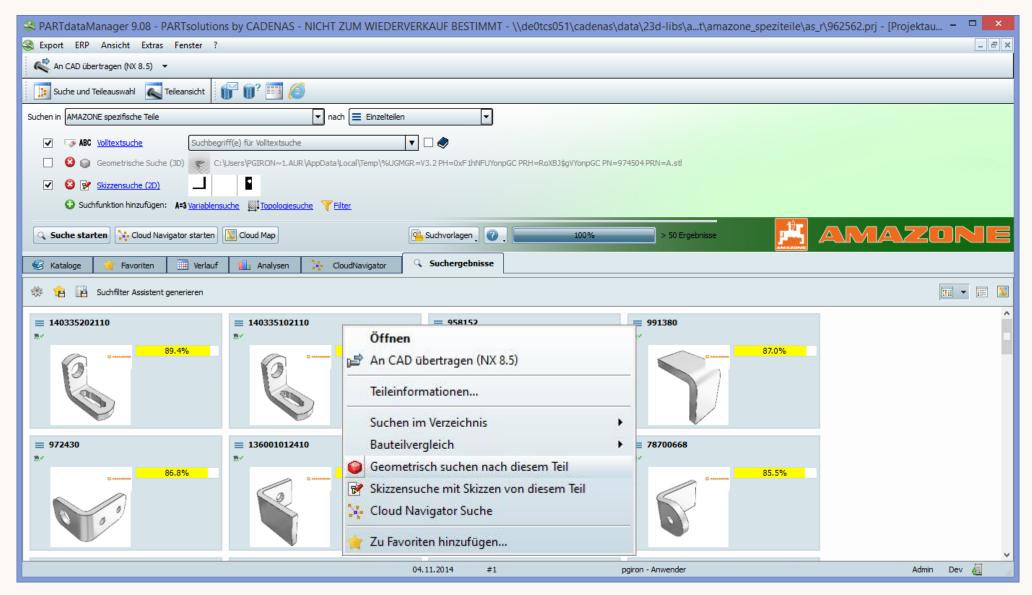


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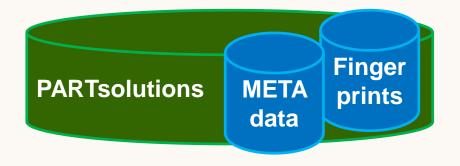




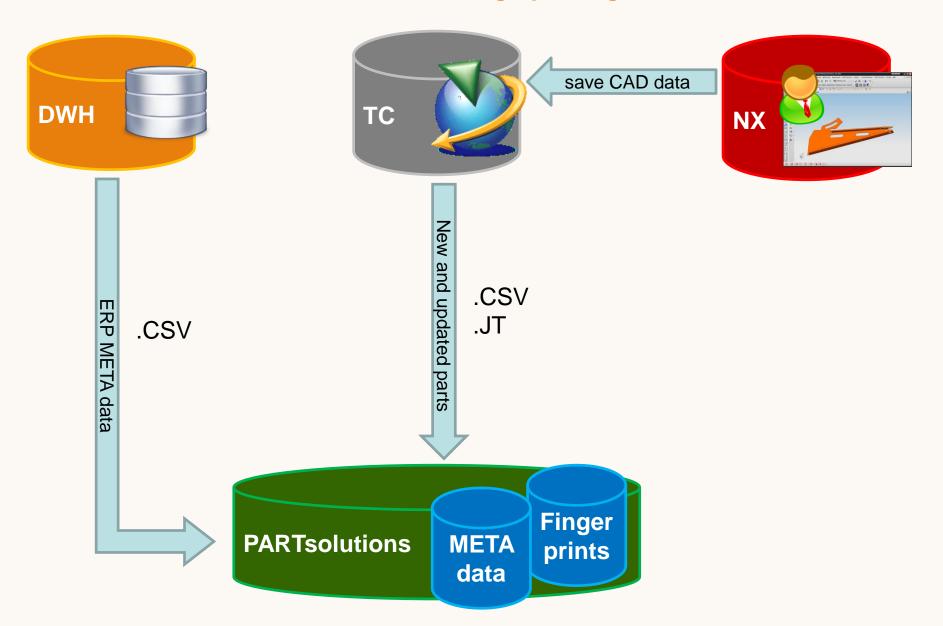




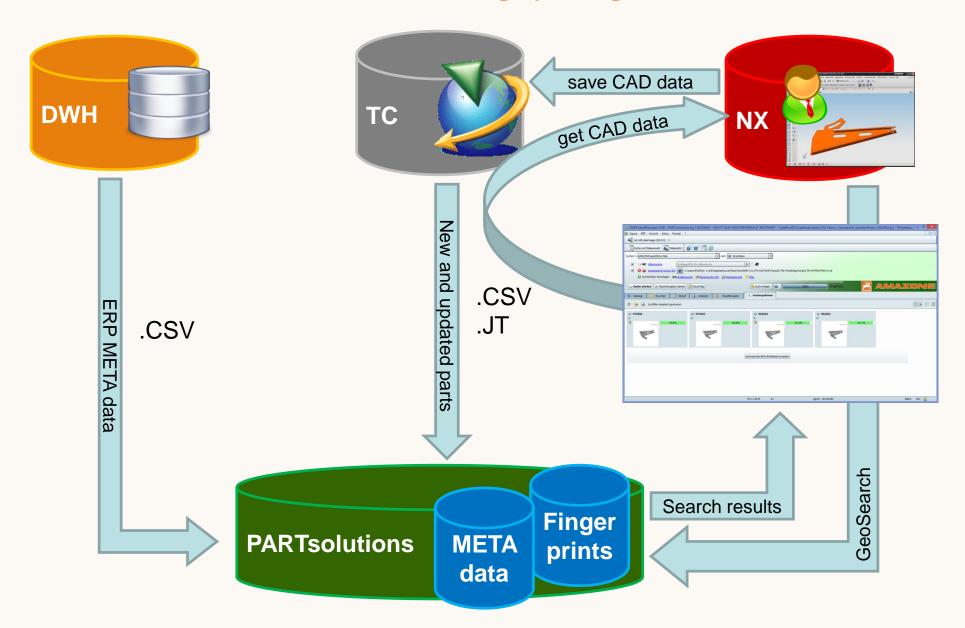




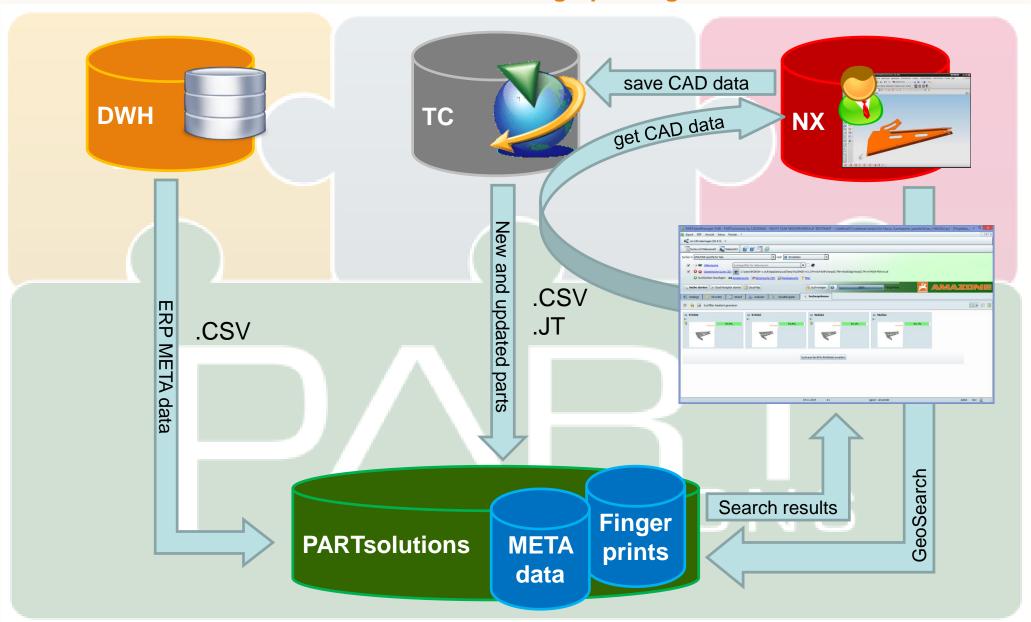














The AMAZONE Group

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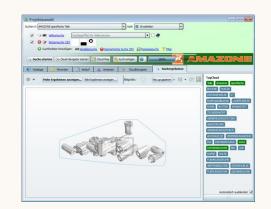
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Vision

- Concept for the early GEOsearch similarity search in the development process
- Use of other tools for:
 - standard terminology
 - cost calculation in the development process
 - supplier identification for new parts
 - market price calculation
- Inventory data analysis for
 - optimising the current part classification
 Identification of any new company standard par







Many thanks for your kind attention

