THE Parker Avery GROUP

New PLM System Selected for Industry-Leading Product Development Processes

Client Challenge

The client, the largest U.S. brand of apparel and related products exclusively for babies and young children, was struggling with product development inefficiencies and data errors. Specifically, their challenges included a lack of adherence to seasonal calendars, limited workflow and task management, inconsistent measurement of KPIs, too much rework, and no "one version of the truth." Moreover, company leadership wished to:

- Improve collaboration with agents and vendors
- Reduce sampling and development costs
- Leverage volume-based discounts through the ability to aggregate fabric and finished goods needs
- Increase process consistency to enable growth and scalability without adding resources

Parker Avery Solution

To solve these product development challenges, Parker Avery worked with the client to select a new PLM system that would enable best-in-class product development and sourcing processes and provide internal users and external trading partners with a common repository of pre-production and production information.

The Parker Avery Group led the client through the PLM system selection by performing the following activities:

- Documented client-specific requirements
- Wrote and issued a comprehensive request for proposal (RFP)

- Prepared a detailed demonstration script
- Organized and led on-site software demos
- Developed a multi-faceted scoring system and summarized results
- Conducted reference calls with comparable customers
- Partnered with client to recommend a vendor
- Reviewed software provider's statement of work
- Prepared implementation plan and budget

RESULTS

BUSINESS REQUIREMENTS DEFINED

PLM SYSTEM SELECTED

IMPLEMENTATION PLAN AND BUDGET PREPARED

After completing the system evaluation process, the client selected the recommended PLM software provider, negotiated the contract with Parker Avery's assistance, and immediately transitioned into implementation.

The Parker Avery Group specializes in transforming retail and consumer goods organizations through the development of competitive strategies, business process design, deep analytics expertise, change management leadership, and implementation of solutions that enable key capabilities.

Learn more about us at ParkerAvery.com

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