



# Designing A Smarter Manufacturing Sector

How Winning Manufacturers Put Historical Data At  
The Center Of Their Business Transformation





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The Center Of Their Business Transformation



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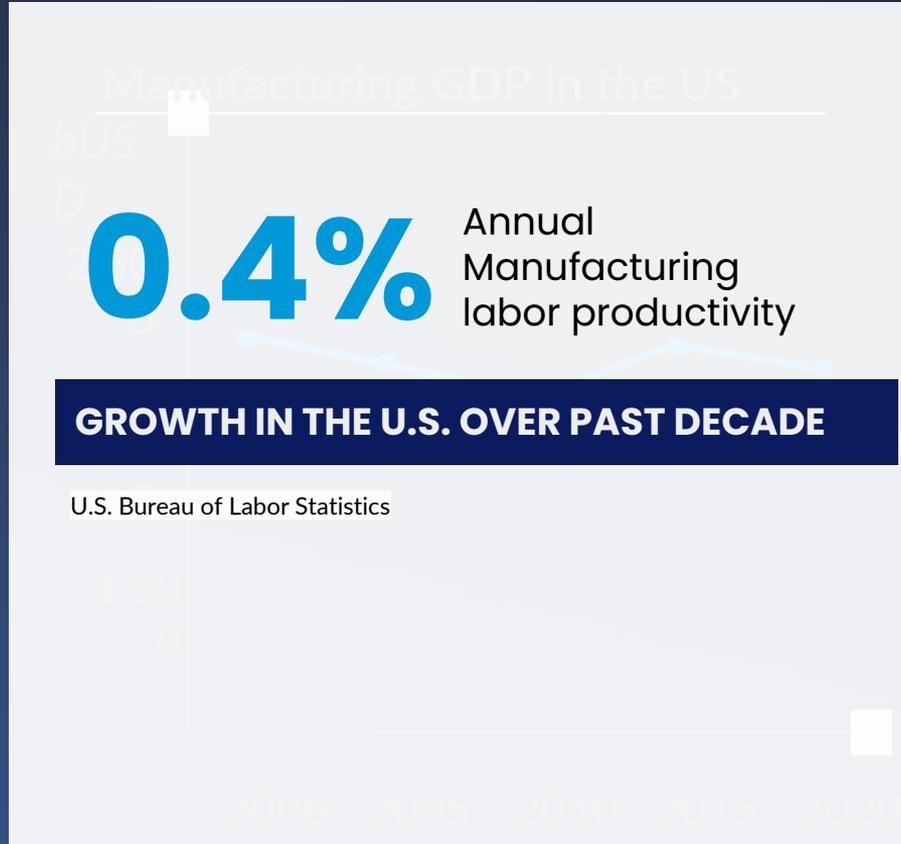
Patrick Harrigan  
VP of Partnerships



Chris Cope  
VP of Engineering



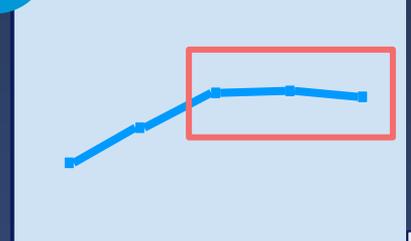
# The Productivity Crisis: US manufacturing starting to stall



## Labor in mfg



## Added value / labor



# Why Productivity Is Stalling: We keep reinventing the wheel

## Departmental Silos



Engineers experienced delays waiting for procurement and sourcing teams to provide cost and feasibility inputs, causing early cycle bottlenecks.

## Increased Rework



Manufacturability issues, compliance requirements, and supply chain constraints led to frequent redesigns and iterations, slowing progress.

## Poor Data Access



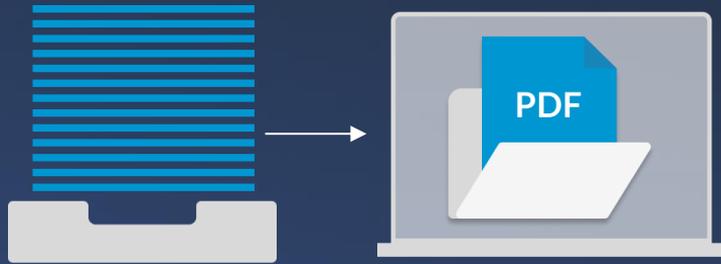
Teams struggled to find or reuse past designs due to inadequate data systems, resulting in duplicated efforts and wasted time.



Manufacturing  
Transformation Is No  
Longer Optional

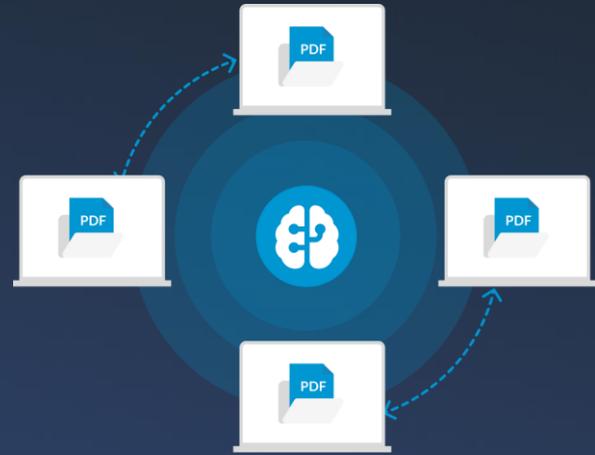
... It's Existential

## Digitization



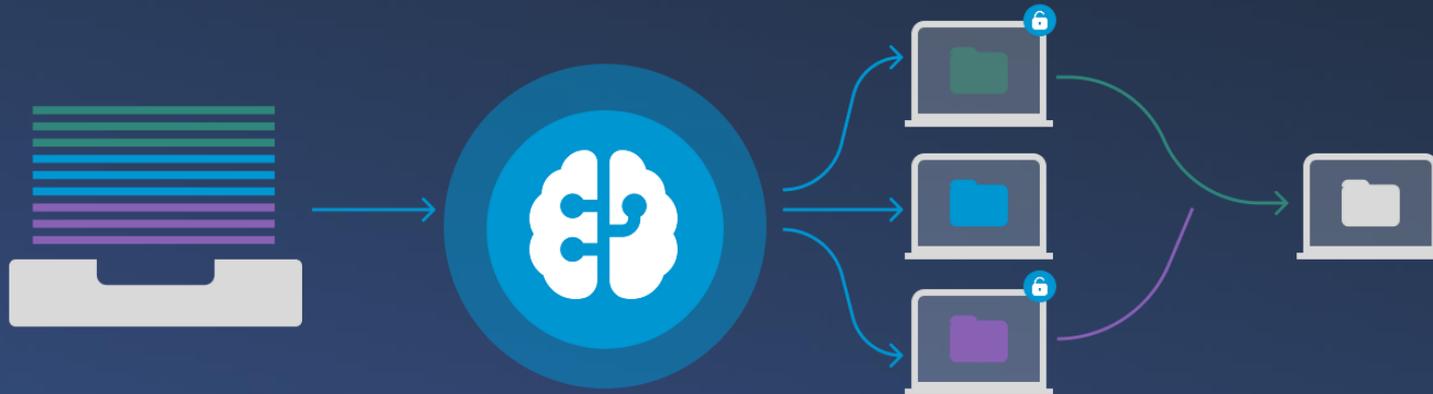
Converting analog  
information into digital form

## Digitalization



Converting analog  
information into digital form

# Leveraging Historical Data Is The Key To Unlocking Manufacturing's Potential



# The Popular Paradigm Misses Legacy Data

## The Popular Paradigm



IOT

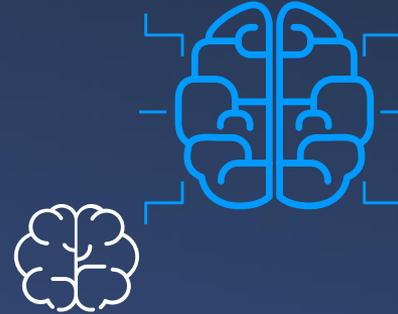


Cloud



Labor

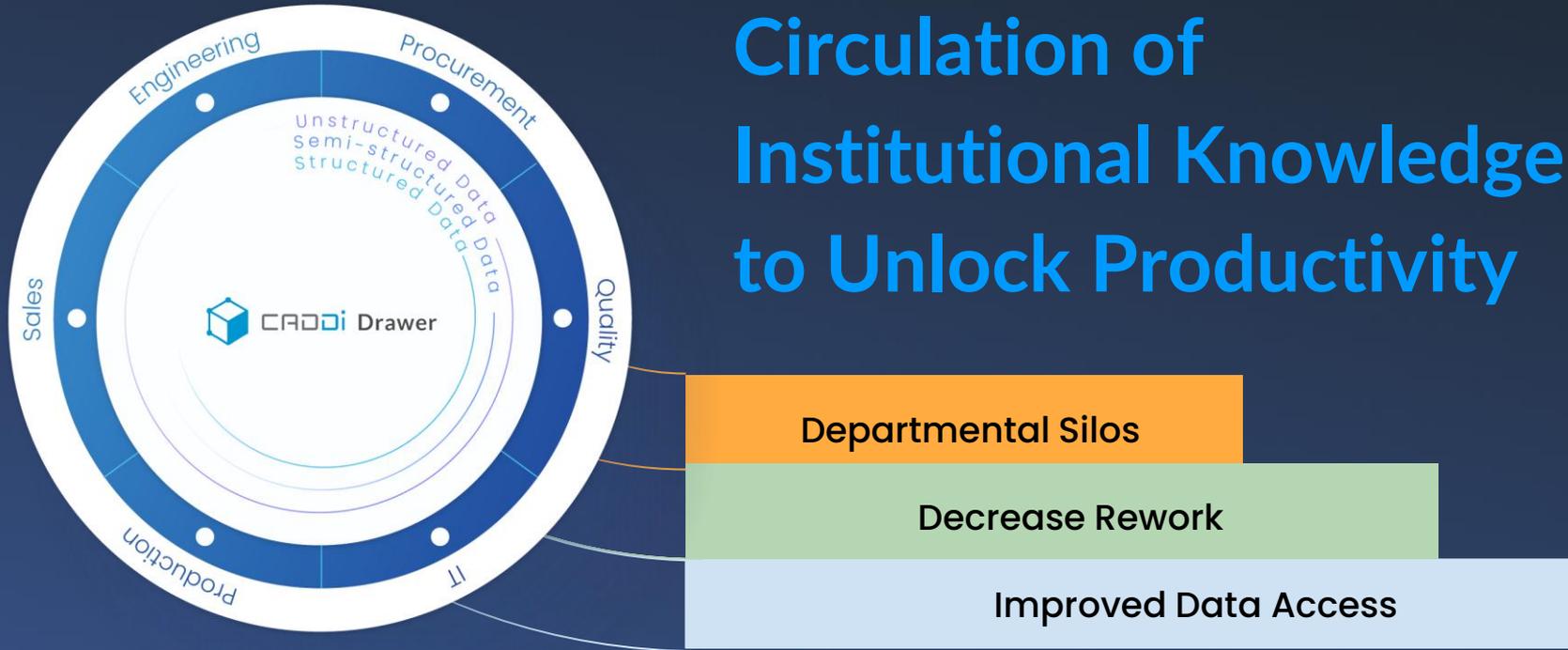
## Reality



**80% of  
manufacturing  
data remains  
untapped**

## AI-Powered Data Platform

# Circulation of Institutional Knowledge to Unlock Productivity



# DEMO



## Case Study: DENSO

# A Global transformation of procurement and design efficiency

### ✓ Procurement Cost Reduction by Identifying Global Best Pricing of Similar Parts

CADDi Drawer allows all global employees to access to global benchmark of similar parts. Supplier, and cost across plants

### ✓ Increase operational efficiency with a common system of insight

Standardized global design operations and created a global supply chain database

**12%**

Procurement  
Cost  
Reduction

**40%**

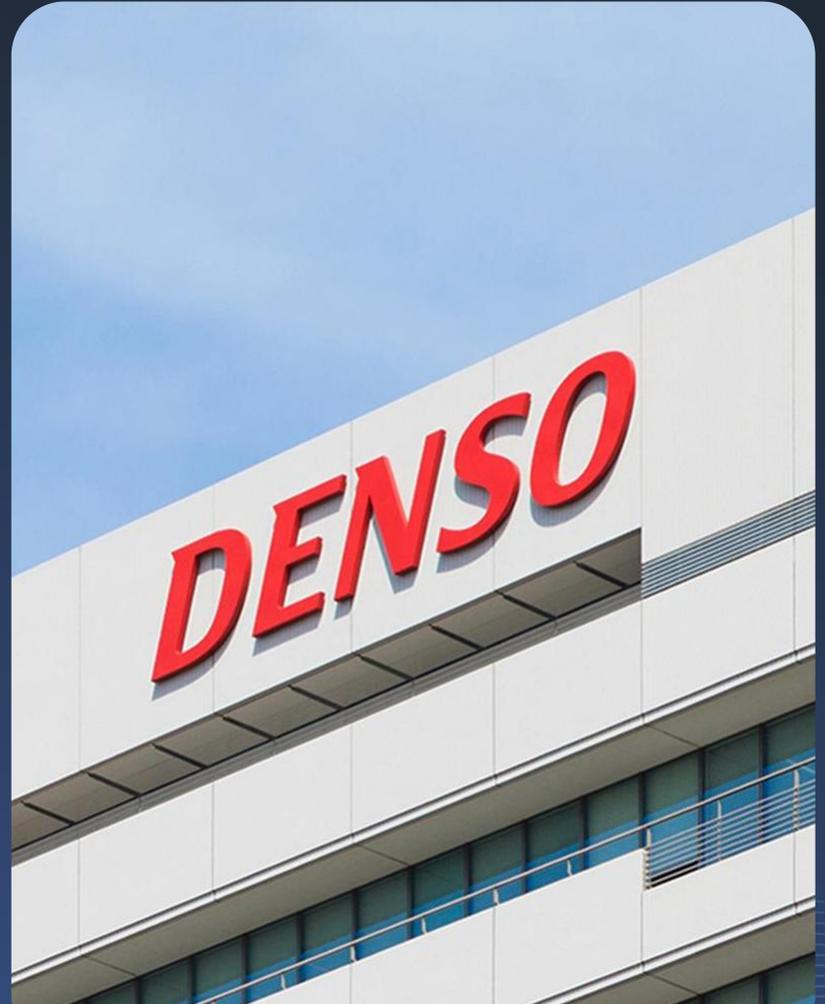
Supplier  
Selection Time  
Reduction

**1.5x**

Design  
Productivity  
Increase

**73%**

Time Reduction  
to handle  
inquiries



## Case Study: Kawasaki Railcar Manufacturing

# Unlocking the Potential of Hidden Drawings and Purchasing Data

- ✓ **Accelerated Similar Drawing Retrieval**  
CADDi Drawer enables instant access to similar drawings, streamlining design and procurement processes.
- ✓ **Optimized Supplier Selection**  
By linking drawings with order data, suitable suppliers are easily identified for each part.

**3.0x**

Faster Supplier  
Selection

**10%**

Procurement Cost  
Reduction

**70%**

Reduction in Time for  
Searching Drawings



# DISCUSSION



# Q&A



The World's Top  
Manufacturers put  
their historical data to  
work

...Are you ready to  
join them?

