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## Shifting demands require new supplier strategies to deliver on time, on target and on cost for **AEROSPACE SUPPLIERS**



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## Shifting Risk and Accountability to the Supply Chain

Relentless price pressures and increased demand from aerospace operators are driving large companies at or near the top of the supply chain to shift even more responsibility for innovation and productivity gains to the smaller, lower-tier builders of components and subsystems. Suppliers are now asked to sign long-term supply agreements (lasting 10 to 15 years), promise regular price reductions and accept liability should something go wrong. In response, suppliers must make significant strides to drive down costs and meet delivery times or face significant penalties.

Today, small and medium Aerospace and Defense suppliers face significant pressure to improve gross margins, revenues and market share. The number of companies competing for business is rising while **Original Equipment Manufacturers (OEMs)** demand higher production rates while imposing just-in-time delivery of parts and systems requiring greater production flexibility from suppliers.



**Engineered to Fly** allows small and medium suppliers to grow their business profitably from bid to delivery. Digital continuity provided by the **3DEXPERIENCE®** platform reduces complexity to develop new bids, collaborate during product development and facilitate manufacturing ramp-up.

Now, Aerospace and Defense suppliers can achieve higher margins with the ability to reduce design time; increase quality as issues are identified early, reduce the number of duplicate parts and optimize for manufacturing.

### Benefits of Engineered to Fly

#### WIN MORE BUSINESS

Grow new business up to 25 percent without additional headcount by significantly cutting proposal turnaround time while improving bid quality.

#### DRIVE DESIGN & PRODUCTION EFFICIENCY

Ensure digital continuity across all value streams from engineering to manufacturing to eliminating inefficiencies in the design process and ensure product quality.

#### STAY IN CONTROL

Drive the execution across multiple organizations through real-time key performance Indicators, while providing full traceability for authority or OEM certifications.

#### HIGHER MARGINS

Improve productivity up to 40 percent while reducing change process requests and errors 30 percent or more through strong controls, rules-based optimization and seamless collaboration.

## Design and Deliver More Complex Parts at Lower Costs

While aerospace suppliers are now accountable to drive significant cost reduction and ensure quality, they must also create increasingly complex components and systems to meet today's demands. This requires significant investment in new engineering and manufacturing capabilities to drive innovation while trying to drive down the cost per unit.



**Co-Design to Target** allows Original Equipment Manufacturers (OEMs) to integrate disparate tools, organizations and processes into a single stream to optimize form, fit and function in an integrated System Digital Mock-up (DMU). This System DMU can avoid many of the integration issues that significantly impact the cost and schedule of a program.



Digital continuity provided by the **3DEXPERIENCE®** platform makes it possible to drive program convergence with a real-time view to Key Performance Indicators (KPIs) across all departments, sites and suppliers, making it possible to proactively keep programs on track.

### ----- Benefits of Co-Design to Target -----

#### MANAGE PROGRAMS IN REAL-TIME

Stakeholders can stay apprised of program status with an instant view of all key performance indicators with full traceability to deliverables.

#### REDUCE COSTS AND IMPROVE QUALITY

Improve program execution through multidisciplinary simulations to ensure delivery of performance, reliability and cost targets.

#### ACHIEVE MANUFACTURING EXCELLENCE BY DESIGN

Efficiently integrate and validate engineering designs and manufacturing installation processes through functional digital mock-up to avoid costly late-stage issues.

## Increased Aerospace & Defense Demand and Agility in Rate

Commercial airframe manufacturers are sitting on backlogs equivalent to about eight years' worth of production. To meet the demand, suppliers must reorganize their manufacturing plants to make them leaner, more agile and more connected in order to drive operational efficiency.



**Ready for Rate** accelerates manufacturing ramp-up and improves quality by providing engineering and manufacturing planning stakeholders with cross-site digital continuity and real-time access to accurate product and product build information.

Ready for Rate enables flexible production while delivering products with first-time quality, on budget, and on schedule. Aerospace manufacturers can take advantage of digital continuity to implement lean practices that remove waste in critical areas of manufacturing. Planners can define and validate manufacturing processes down to individual work instructions virtually to eliminate potential issues and waste before they occur.

### Benefits of Ready to Rate

#### ACCELERATE PRODUCTION IMPLEMENTATION

Prove new manufacturing technologies and automation within the **3DEXPERIENCE®** twin of the real production to increase the speed of production implementation with first time quality.

#### REDUCE LEAD AND RAMP UP TIMES

Manage global manufacturing requirements consistent with validated processes and formalize planning know-how for easy reuse, continuous optimization and reduction of lead time.

#### OPTIMIZE SUPPLY CHAIN AND PRODUCTION STRATEGIES

Integrate the global but lean manufacturing strategy planning, validation and optimization with a strong supply chain to meet production rate, cost and schedule.

#### DELIVER RIGHT THE FIRST TIME

Collaboratively manage engineering change, planning quality and risk on a single platform to ensure continuous quality to the shop floor.

Information is proprietary to Dassault Systèmes. For more information, visit, [www.3ds.com/aerospace-defense](http://www.3ds.com/aerospace-defense)

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