

# **Collaboration in Marine Supply Chains**







### The challenge

In a world of increasing overcapacity and dramatic swings in demand, classic metrics such as cost, schedule and quality mean life or death to shipyards and their supply chains.

Today, yards are more dependent on their suppliers than ever. Marine suppliers are responsible for as much as 60 per cent of the value of each ship, offering shipyards specialised skills and the ability to share financial risk with proven, highly valued partners. In some cases, marine suppliers remain involved with a ship long after it has been commissioned, retaining ownership of key systems and even providing the personnel to run them.

Although these new relationships benefit suppliers, shipyards and ship owners, they also complicate the already complex process of designing and building modern ships. By increasing the interdependence of shipyards and marine suppliers, these new relationships also increase the imperative for seamless communication all along the supply chain. Effective collaboration – and the technology that enables it – defines the dividing line between success and failure.

#### The multi-CAD conundrum

Unfortunately, the reality of collaboration among marine suppliers and shipyards often is far from seamless.

Suppliers, who serve multiple shipyards, have long battled with the need to support their multiple CAD systems as well. Translators (such as IGES and STEP) have been developed to 'bridge' the gaps, but engineers spend many hours manually 'fixing' these models to create usable information. Anything overlooked in these 'fixes' adds time and expense on the back end, causing missed deadlines and eroding profits.

What the marine industry really needs is a simple, affordable way to make models created in multiple CAD systems act like one, unified digital ship. Today, for the first time, they have it thanks to a new solution from IBM that provides seamless, centralised data management for a single, integrated view of multi-CAD designs.

IBM's multi-CAD solution delivers affordable, easy-to-implement and easy-to-use evaluation of space, fit, function and appearance. Users also can perform advanced analysis of kinematics, clash, ergonomics, serviceability and high-end visualisation with any combination of files created in CATIA, Pro/Engineer, AutoCAD, Solid Edge and a variety of other popular CAD programs. What's more, they open up the data to the entire enterprise through a simple Web browser, allowing shipyards and marine suppliers to benefit from the early involvement of manufacturing, procurement, and service to ensure a design that can be built and maintained at the lowest possible cost.



### The smart solution

Today, shipyards and marine suppliers require integration at many stages of shipbuilding, from conceptual design through production, commissioning and operation. Information must be continually updated and shared to enable rapid innovation during early phases of design. The IBM multi-CAD solution, which combines ENOVIA DMU and SMARTEAM, gives all participants the ability to quickly understand design requirements, prepare initial proposals and bids, create virtual models and rapidly modify those models to create innovative solutions.

By supporting information management and providing the ability to collaborate regardless of CAD format, the IBM multi-CAD solution allows suppliers and shipyards to manage information regardless of where it originates. And because the tools are available on Microsoft Windows platforms, they can be easily deployed across the extended enterprise for collaboration across the entire product lifecycle.

### The SMARTEAM component

SMARTEAM provides a comprehensive suite of tools to manage information in any CAD format. At the heart of SMARTEAM is SmartVault, where all product information is securely stored in a central unified database, regardless of native CAD format. SMARTEAM also automatically updates all related multi-CAD parts when changes are made in any native CAD design.

Access through a basic Web browser makes the information easily available to all authorised users who need it.

Integrated workflows and access to bills of material enable sharing of this information throughout the design process.

Integration with an ERP system supports automatic generation of purchase orders and other project-related documents. Access to information increases the opportunity for innovation and improves the quality of finished goods.

### The ENOVIA DMU component

ENOVIA DMU (Digital Mock-Up) provides a simple, visual environment where CAD formats can be brought together for integrated evaluation of space, fit, function, appearance and annotations. It also provides sophisticated clash, measure, markup, explode and collaboration on multi-CAD assemblies. With ENOVIA DMU, other disciplines in the enterprise can be included in the design process earlier than ever before possible, allowing the project to benefit from the insights of manufacturing, procurement, technical documentation and marketing early enough for their input to be actionable.

### The competitive edge

For the first time, the combination of SMARTEAM and ENOVIA DMU gives shipyards and marine suppliers a real solution to the challenges of collaborating in a multi-CAD world. By eliminating the need for cumbersome, time-consuming data translations and workarounds, this simple, affordable multi-CAD solution gives users a powerful competitive edge, allowing them to create more innovative products with shorter cycle times, lower costs, better thinking on the front end and fewer expensive, unanticipated problems on the back end.



### For more information about SMARTEAM and ENOVIA DMU contact your IBM Marketing Representative, IBM Business Partner, or call one of the numbers below:

### **AMERICAS**

| USA       | Toll-free 1 800 395 3339 |  |
|-----------|--------------------------|--|
| Canada    | (514) 938 6718           |  |
| Argentina | (54) 11 4319 6594        |  |
| Brazil    | (55) 11 3050 5542        |  |
| Mexico    | (1) (52) 5 270 64 25     |  |

#### ASIA / PACIFIC

| Australia          | 02 9842 9555              |
|--------------------|---------------------------|
| China              | 86 10 6539 1188 ext. 4774 |
| Hong Kong          | 2825 7614                 |
| India              | 91 20 649724 / 649621     |
| Indonesia          | 021 5238622               |
| Japan              | 3 3808 8510               |
| Korea              | 822 3781 7583             |
| Malaysia           | (603) 7720 2069           |
| <b>New Zealand</b> | +64 9 359 8785            |
| Philippines        | 2 819 2345                |
| Singapore          | 65 320 1234               |
| Taiwan             | 02 725 9493               |
| Thailand           | 2 273 4406                |

### EUROPE / MIDDLE EAST / AFRICA

| Austria          | 1 211 45 2929     |
|------------------|-------------------|
| Belgium          | 2 225 2901        |
| CEMA             | +42 02 4929 1236  |
| Czech Republic   | 27 213 1742       |
| Denmark          | 45 233000         |
| Egypt            | 539 2539          |
| Finland          | (0) 9 459 4151    |
| France           | 01 49 05 70 64    |
| Germany          | 01 805 426 756    |
| Greece           | 1 688 14 76       |
| Hungary          | 01 382 5500       |
| Israel           | (972) 3 697 8586  |
| Italy            | (39) 039 600 3767 |
| Netherlands      | 020 513 3769      |
| Norway           | 66 99 9361        |
| Poland           | 22 878 6145       |
| Portugal         | 21 7915005        |
| Romania          | 21 224 1544       |
| Russia           | 095 940 2000      |
| Slovakia         | 02 4929 1203      |
| Slovenia/Croatia | 01 479 6676       |
| South Africa     | 0860 788 788      |
| Spain            | (34) 91 397 66 11 |
| Sweden           | 8 763 4394        |
| Switzerland      | 58 333 53 70      |
| Turkey           | 0212 317 1305     |
| United Kingdom   | 0870 010 2510     |
|                  |                   |

#### **IBM Eurocoordination**

Product Lifecycle Management Tour Descartes La Defense 5 2, avenue Gambetta 92066 Paris La Defense Cedex France

The IBM home page can be found at ibm.com

IBM, the IBM logo and the e logo are registered trademarks of International Business Machines Corporation in the United States, other countries, or both.

CATIA, ENOVIA and SMARTEAM are trademarks of Dassault Systèmes.

Microsoft and Windows are trademarks of Microsoft Corporation in the United States, other countries, or both.

Other company, product and service names may be trademarks, or service marks of others.

References in this publication to IBM products, programs or services do not imply that IBM intends to make these available in all countries in which IBM operates. Any reference to an IBM product, program or service is not intended to imply that only IBM's product, program or service may be used. Any functionally equivalent product, program or service may be used instead.

IBM hardware products are manufactured from new parts, or new and used parts. In some cases, the hardware product may not be new and may have been previously installed. Regardless, IBM warranty terms apply.

This publication is for general guidance only.

Images courtesy of: Meyer Werft, Deltamarin Ltd. Brunvoll Thruster AS

Photographs may show design models.

© Copyright IBM Corporation 2003. All Rights Reserved.

## ibm.com/solutions/plm



The PLM e-newsletter delivers the latest information on PLM product announcements, events, customer success stories and more in your mailbox. Select your country and your language and subscribe at: **ibm.com**/solutions/plm/newsletter

