



RETAIL STRATEGY & ROADMAP

Quach Hai

Sr. Director – Solution Management

Date

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AGENDA

- Retail Strategy & Solution Drivers
- FlexPLM v11 Overview
- Retail Strategy
- Roadmap



SOLUTION STRATEGY DRIVERS

Provide Single Version of the Truth

Enable Inspiration- and Innovation-Driven Design

Enable Faster Time to Market

Innovate - Smart, Connected, PLM

Facilitate the Role of Vendors

Improve Depth in Key Areas

Enable Millennials in the Workforce

Enable Retail Journey of Transformation

Include Technical Committee Priorities

FLEXPLM V11 OVERVIEW

FLEXPLM V11 IS HERE



V11 is the “Next Generation” foundation for everything we do moving forward

Role-Based Applications

New Design Tools

Easier Integrations

Innovation with IoT Technologies

RETAIL STRATEGY

Retail Transformation

Maximize your competitiveness and ability to quickly sense and respond to market trends and supply chain opportunities



THREE STAGES OF TRANSFORMATION



The road to complete connected retail transformation can be thought of as three distinct stages, building on each other in sequence:

1. Understand

Analyze your data to make better planning, design, and sourcing decisions

2. Advance

Create superior offerings through trend analysis and vendor-driven product development

3. Outperform

Maximize value and your competitiveness through seasonless product lines, personalized products, and transparent supply chains

STAGE 1: UNDERSTAND



1. Understand

Analyze your data to make better planning, design, and sourcing decisions

Plan



Understand historical sales data when planning future assortments

Create / Develop



Incorporate Voice of the Customer during product development to predict winning styles

Source



Provide vendors with access to participate in the product development process

STAGE 2: ADVANCE



2. Advance

Create superior offerings through trend analysis and vendor-driven product development

Plan



Use trend analysis and consumer personas to predict consumer preferences and plan on-trend product lines

Create / Develop



Shift to digital design, leveraging new capabilities such as 3D product design & virtual sampling

Source



Give vendors the ability to create, share concepts, and influence product design

STAGE 3: OUTPERFORM



3. Outperform

Maximize value and your competitiveness through seasonless product lines, personalized products, and transparent supply chains

Plan



Continuously deliver new on-trend products to market via real-time & frequent planning

Create / Develop



Enable responsive product development inclusive of consumer-driven design through personalization

Source



Execute seamless & anticipatory supplier production & delivery to market

UPGRADING TO V11

DETERMINE YOUR
FLEXPLM 11
UPGRADE
READINESS –

FREE 1 DAY
UPGRADE
ASSESSMENT

FlexPLM discovering the benefits:

- Review current customer landscape
- Review FlexPLM roadmap
- FlexPLM 11 feature analysis

ANALYZE



✓ *As-Is & To-Be*

- Business challenges & value opportunities
- Understand COTS strategy
- Identify gaps & de-customization opportunities
- Formulate COTS improvements

ALIGN



✓ *FlexPLM Solution Alignment*

- Align potential improvements with PLM strategy
- Identify risks of upgrade
- Recommend high value actions / quick wins
- Storyboard a potential COTS improvement

PLAN



✓ *Improvement Planning*

- Update roadmap to achieve short- & long-term goals through aligned solution planning & strategy
- De-Customization strategy & plan
- Infrastructure Analysis

Timeline

3-4 weeks

Estimated Cost

75,000 to 90,000 + T&L



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