

Manufacturing management: fast, easy and secure

Portalys

Principal

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Subcontractor

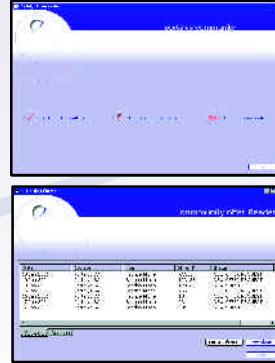
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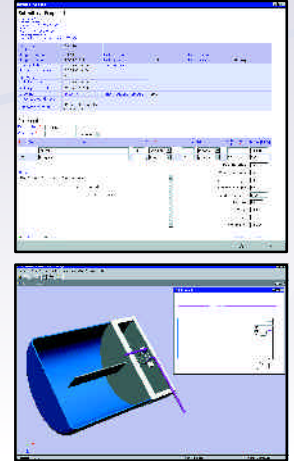
Request



Receive requests



View and offer



Industrial production



Industrial companies are now sub-contracting an ever increasing part of their production.

Portalys is a communications platform constructed along the lines of the most advanced technologies, thereby making it possible to automate the flow of information between the ordering party and the sub-contractor.

The industrial sub-contracting market in Europe amounted to more than 350 billion Euros in 1998, in other words, almost 15% of production for this sector. The figures are consistently rising, thereby representing a growth rate of more than 75% over ten years.

This trend seems to be irreversible in a market, which is now inundated with offers.

In order to face up to the ever-growing competition, it is vital for companies to retain their market share. They therefore concentrate on those jobs, which enable them to maintain their technological lead, their innovative capacity and brand image. Industrial production is increasingly being sub-contracted outside to high quality sub-contracting networks.

This is a trend, which is forcing numerous small and medium sized companies to modernise quickly and specialise in the high technology sectors so that they can produce more quickly and at lower cost, whilst also meeting the demands of increasing flexibility imposed by the ordering parties. This represents a radical change to the production structures,

forcing the actors in this industrial sector to search out innovative solutions to increase the flow of information and internal processes of the company to the benefit of their main industrial partners. The Internet revolution has opened up almost unlimited perspectives in this sector.

Beyond the problematics of purchasing, Portalys makes technical information available to all authorised persons, both inside and outside the company.

This access to industrial data, on a just-on time basis, even before completion of the development process, leads to a significant reduction in design and product manufacturing time. By way of constructive dialogue, it will incorporate the know-how, to be passed on to the sub-contractors, right from the product design phase.

The engineers now have the facility of developing better products, which can be executed at lower cost. Thanks to Portalys, this development process operates through a completely secure technology for the engineers, producers, sub-contractors and suppliers.

Solution

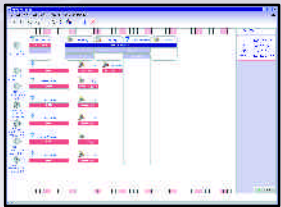
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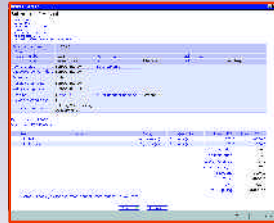
Analyse



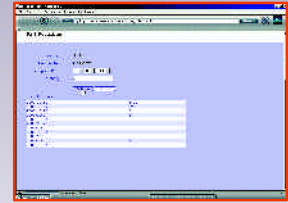
Order Recurring order



Order confirmation Order confirmation



Reception Reception



The Portalys solution

Prototypes and unit parts
Purchase based on framework agreements
Purchase following invitation to tender
Orders following invitation to tender
Supplies
Repeat orders

The ordering party

Based on a project, the purchaser defines the series of operations to be executed on the various parts or unit assemblies he has to order. The requests for quotations are then automatically generated and stored on the server. The replies to the requests for quotations then undergo dynamic analysis based on the criteria of costs, lead times or on the qualifications of the industrial partners selected. Depending on the results of this analysis and on the purchasing strategy, the purchaser then issues his orders directly from the Portalys application, whilst maintaining total integrity with the company's ERP system. Portalys quality management enables permanent updating of the database and simplifies sub-contractor management. Customization of the application, management of access rights, approval and dual signature procedures comply with existing methods and ensure rapid incorporation of the Portalys system in the company's workflow.

The sub-contractor

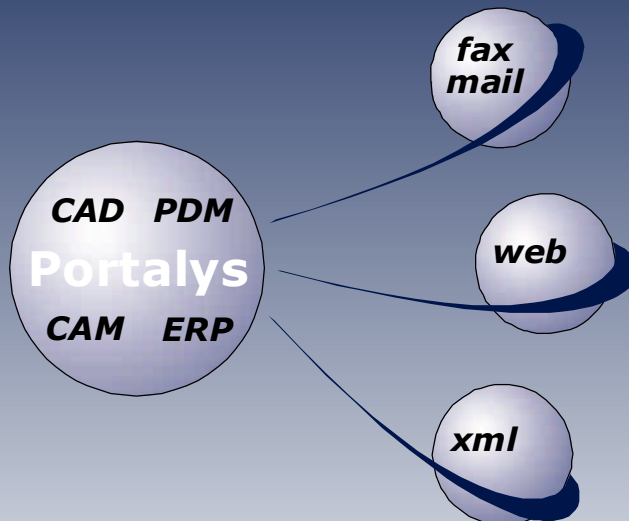
The involved sub-contractors are immediately notified by fax and e-mail if any new consultations are published on the Web site of an ordering party. By way of a secure, encrypted Internet connection, each sub-contractor will, following identification, be given access to the corresponding page of the site, by way of a specific HTML link, which is assigned to him for each offer. He can then consult the requests for quotation, display, measure or even zoom in on the attached 2D drawings or 3D mock-up. The response to the offer is directly saved on the ordering party's site, using a pre-defined form. The results: better circulation of information and an immediate understanding of technical problems associated with manufacturing the parts. And for the ordering party – simplification and substantial savings with regard to production procedures and technical drawings. The standardisation of documents and electronic data formatting lead to a spectacular simplification in the administration management of each project. Finally, by virtue of a vast array of services available to its members, Portalys provides sub-contractors with permanent assistance in defining their offers, optimizing their material orders or reducing production costs.



Order and acceptance

The Portalys solution has a broad range of tools to optimize the preparation, management and dispatch of orders to sub-contractors and suppliers of the company, irrespective of the procedures set up: invitation to tender, additional parts, repeat orders based on a framework agreement or negotiated by mutual agreement etc. The recipient of the order also has secure tools to acknowledge receipt of the orders, to notify the ordering party of the progress of manufacture and to prepare for parts delivery. Inspection and acceptance can then be carried out at the ordering party's site or delocalised, by way of a secure connection, which comes with the Portalys application. The Portalys solution constitutes a vital base of a real environment for industrial co-operation.

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The Internet technologies

In e-business, all those involved in a project, whether internal or external, must be able to access information relating to the product in real time. This is a challenge, which cannot be met without complying with two very strict requirements: data security and availability of the communications network. The original architecture of the Portalys solution ensures maximum data protection against all forms of industrial espionage, whilst at the same time guaranteeing immediate data availability to authorised partners and sub-contractors. The solution provides a guaranteed performance level, thanks to an enhanced security system, based on strictly limited access authorisation and managed directly by the ordering party. It is based on a permanent renewal of addresses and links to gain access to the server and on a control and data encrypting system, offering a level of security well beyond that provided for banking transactions. Fully developed in a Java environment, the Portalys application benefits from the latest programming technologies and is based on open standards such as J2EE and XML. Its "full open product" architecture gives it wide portability and authorises immediate integration on the databases and other IT systems already used within the company. As for the sub-contractors, the Portalys solution does not require any specific equipment. A simple Internet connection is sufficient to benefit from all the functionalities of the application. By virtue of its open-ended characteristics and based on relations

with partners and the amount of business carried out, an even more complex installation, with the setting up of an XML platform, for example, can be envisaged with the Portalys solution. Based on the latest information technology, the Portalys solution is concerned with taking account of individual cases and the specific requirements of each individual: in cases of a limited order or where the sub-contractor does not have an IT system, it is still possible to process the offers and orders simply by fax or post, whilst maintaining the integrity of the process and flow of information within the company. The architecture of the Portalys solution guarantees data security and the availability of the communications network.

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Solution

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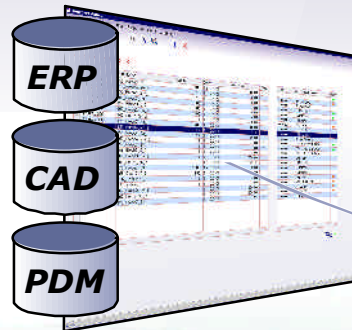
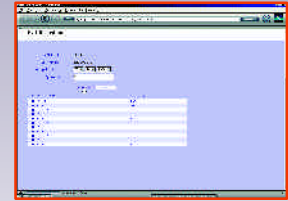
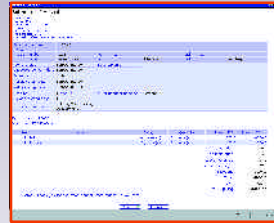
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Analyse

Order Recurring order

Order confirmation Order confirmation

Reception Reception



E-business strategy

The company's aim is to achieve a marked reduction in production costs, in particular on account of the improved efficiency of industrial tools. This is a major advantage compared with conventional processes. In this new context, each participant can concentrate on his own skills, whilst the overall administrative loads are reduced. To achieve this result it is vital to have powerful and well-adapted communication tools. Portalys is the best-adapted solution to this requirement.

The Portalys solution is a simple, high-performance platform, which automates communication between the sub-contractors and ordering parties, at quotation and contract definition levels and also with respect to the transfer of technical data and production control.

This platform must also be perfectly incorporated in the architecture of the company's communication systems. Portalys has been designed right at the outset, according to open standards so that it can communicate efficiently with all the applications making up these systems: databases, ERP, PDM, CAD, CAM, etc. In each case, the interfaces developed by the Portalys engineers, guarantee complete and optimum integration of our products in the data processing chain.

Choosing the Portalys solution is the best vehicle for those companies who want to come out on top in the e-business revolution. Its simplicity of use, its ease of implementation and technological advance guarantee significant increases in production, coupled with a considerable reduction in administrative costs, all as part of a controlled investment.

Performances which can easily be measured. A quick calculation of the return on investment (ROI) linked with the deployment of the Portalys solution in a company shows a profitability level well in excess of 150%. And if one includes additional, more sensitive data in this calculation, like process control or quality improvement, this rate will rise even more spectacularly and reach values exceeding 1000%!

Compared with conventional processes, e-business will bring about a marked reduction in production costs coupled with improved efficiency.

A quick calculation of the return on investment (ROI), linked with the deployment of the Portalys solution in a company, shows a Profitability level well in excess of 150%.

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