

Business Management Systems
presents

***PLM Basics:
Getting Your Whole Team
On Board With Your
PLM Project***



*A guide to getting the employee support necessary
for successful PLM implementation*

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Each year, more and more companies continue to make the progressive decision to implement a PLM program.

Making that choice is the critical first step on the road to unprecedented success. The next step? Gaining full employee support for optimum PLM results.

Overview - Critical Knowledge: What is PLM?

As with any venture, it is important before beginning PLM implementation to understand the fundamentals of the project into which you are entering. Product lifecycle management software—or PLM—is a software program configured to house and organize all information crucial to the various stages of the production of merchandise. Implementing this proven

technology helps you monitor and streamline the entire lifecycle of your product, from the conception of an idea to the delivery of a complete product, ensuring maximum profitability and efficiency with minimum wastage.

Embracing the Concept of PLM



Choosing to implement a PLM system at your company can be one of the *best* business decisions of your career. It will also undoubtedly be one of the *biggest* decisions. Unfortunately, while you—the decision-maker—may see opportunity, odds are your employees may only be seeing problems, envisioning massive overhauls, crippling inconveniences, and weeks of relearning basic processes.

Karina Kogan—President of PLM provider to the apparel & textile industries, Business Management Systems (BMS)—asks this simple

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question: “If this were the case, why would anyone chose PLM?”

Kogan’s simple answer? “This is absolutely *not* the case. Hassle, headaches, and time-consuming minutia are everything that PLM was created to combat. The purpose of the program is to make everything run smoother and everyone’s jobs easier.”

But Kogan warns against faulting employees who have hesitations about implementing a new PLM system.

“It’s only natural,” says Kogan. “Human beings are creatures of habit—we don’t like change. What is important to understand about PLM is that it doesn’t tell you how to run your business in order to achieve results—it simply enhances and streamlines the activities that you already do by organizing and documenting them in the most effective way possible.”

For the best results, it is a good idea to go through a formal business process analysis before implementing a PLM system. Most PLM providers and consulting companies offer this type of service. This will help your company to troubleshoot and fix any weak spots in your existing processes before implementing your PLM program.

Once employees understand that implementing PLM doesn’t mean relearning their jobs, they will begin to see the wonderful benefits that PLM will afford them—the very benefits that have made users of PLM some of the most successful companies in their industries today, and the reason that businesses everywhere continue to implement PLM technologies.

“In order to attain the support of your team during PLM implementation, it is important for your employees to have as deep an understanding of PLM as you do,” says Kogan.

“Communication is the best policy. Make them aware from the beginning of the reasons you are choosing PLM and what that will mean for them.”

PLM: Encouraging Cohesion & Teamwork



PLM is about making individual employees with different job

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descriptions and responsibilities into more of a cohesive unit than ever before. Employees will find that the burden of the miscommunication, or sometimes lack of communication or visibility that can occur all too often in the workplace is lifted, allowing them to enjoy the benefits of the PLM program.

“The benefits of PLM include increased profitability, reduction of unused materials, increased visibility and the reduction of paperwork and clutter—and it’s no happy accident,” says Kogan. “It works because PLM brings all departments as well as vendors and customers together in the most effective way possible using a statistically proven and time-tested system.”

PLM creates a more unified, harmonious workplace by giving all employees access to one homogenous database of information, making important changes instantly visible to all departments and providing maximum visibility into the short and long-term direction of the company. Miscommunication and misinformation is eliminated, opening the veins of communication for the easy exchange of

information and a more streamlined and cohesive business.

“People start working better together almost effortlessly because the system keeps everyone closely connected without stepping on any toes,” says Kogan. “It produces an optimal balance that is so delicate, it is difficult to find and maintain without it.”

PLM: Enhancing Creativity



“Those of us in the PLM industry have a deep and nuanced understanding of the inner workings of a business,” says Kogan. “We understand better than anyone that business is not just about forms and figures.”

The success of a company is heavily dependant on creativity—creative ideas, creative products, creative marketing campaigns, etc.

It is likely, however, that the creative department at your business

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may feel particularly concerned or intimidated by the perceived implications of implementing a PLM system, worrying that technological hassles will interrupt the artistic process.

“Creativity is the heart of all business,” says Kogan. “Especially in the industries we work with here at BMS. So of course we in the PLM industry have not only taken that into consideration, but have catered to it specially, designing features for our products that enhance and encourage creative workflow.”

Quality PLM providers provide clients with an array of valuable, well thought-out tools to help organize sketches and inspirations and improve creative productivity. This is the kind of innovation that makes the PLM industry the consistently relevant, cutting-edge business that it is.

“At BMS we like to say that PLM streamlines the process from design to delivery,” says Kogan. “*Design* being an operative word here. Just as PLM works for logistics like number-crunching and bean-counting, it also works for creativity and innovation.

It wouldn’t be a complete solution if it didn’t.”

PLM: The Power of Follow-Through



No matter where employees’ roles fall in the production process, they can rest assured that a PLM system will provide them the ease, efficiency and visibility they may have previously lacked, and most importantly—tangible results.

PLM providers afford their clients some of the best tracking and reporting tools on the market, keeping all employees abreast of the status of their projects.

“For employees to be able to physically view the progress of their projects all the way through to completion and even delivery is not only good for business, but good for company

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morale as well,” says Kogan. “People want to see the fruits of their labor—it keeps them satisfied and motivated.”

PLM: Get in the Team Spirit!



PLM provides the tools to create the most cost-effective, efficient and profitable company possible, all while unifying departments and bringing employees together in unprecedented ways.

“Product lifecycle management can sound intimidating to those who are not ‘in the know’, but once you’ve done your research the benefits are so rich and plentiful it’s easy to get on board,” says Kogan. “Let your employees feel like a part of the process—outline the course of action for them, give them reading materials, resources, and so forth—and you will have all the necessary pieces for a more solid and proficient workforce than you’d ever imagined.”



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