AKOYA™

Intelligence for Supply Network Management

Thousands of parts from hundreds of suppliers are delivered daily to your business. Any one of these parts could cause your production line to slowdown or stop, impacting your profits.

The dangers are many: at risk suppliers or supply regions, parts made outside suppliers' core competencies, and insufficient supplier capacity. There are internal drivers too, from complex standards causing inefficient production schedules, to missed communication opportunities among purchasing, engineering and suppliers during product development. Birlasoft's AKOYA™ empowers you to address these concerns with strategic, proactive evaluation of your supply network data.

What is AKOYA™ ?

Birlasoft's AKOYA™ is a web-based suite of supply network intelligence tools that mine the data from your engineering drawings and your purchasing forecasts. It then analyzes this data, providing you with meaningful information and visuals that can help you make proactive, insightful, supply network decisions.

Birlasoft's AKOYA™ goes beyond typical costing applications or activity based costing calculators. Its powerful algorithms provide global views across each direct materials category to help ensure you have each part at the right supplier for the right price.

Our customers on average gain

4% cost savings & 10x ROI

in the first 12 months

What do I get?

Using our invaluable data analytics and visualization tools, you'll experience a new ease with strategic decision making throughout your product lifecycle. From product concept through end-of-life we provide the supply network intelligence that your competitors don't have. You'll be able to:

Supply Network Management

- · Rationalize your supply network to ensure you have the right part at the right supplier for the right price
- · Balance each suppliers portfolio to gain efficiency and cost reduction
- · Squeeze costs out of your supply network by acting on low quality, overpriced or low volume suppliers
- · Identify suppliers to grow and exit to reduce the risk of your supply network
- · Ensure your sourcing is in compliance with RoHS, REACh and Conflict Minerals

New Product Development

- · Find similar existing parts for re-use
- · Capture the knowledge inherent in your current designs as a design aid
- · Estimate new part pricing and potential fit within the current approved supply network
- · Recommend approved material specs for your new designs based on comparable parts
- · Select the lowest cost material or process specification for your new design
- · Ensure your design is in compliance with RoHS, REACh and Conflict Minerals

We can help

To expedite the time-to-value, Birlasoft provides experienced service teams of Purchasing and Engineering experts to assist in the identification, validation, and execution of strategic supply network initiatives providing you with the fastest ROI.

AKOYA™ successes

Cost reduction and negotiating packages

The Issue

Management requested a 2% reduction in castings spend.

The Challenge

- · Over 750 parts were sourced from multiple business units
- · Mixture of purchased rough and finished parts
- · Over 90 different suppliers
- · Client had conducted several different cost reduction exercises and was unable to provide a compelling argument for the supplier to reduce costs through negotiation

The Result

Using AKOYA™ the client was able to validate $9 Million in annual savings within 120 days with $4 million on contract within 6 months.

Material Strategy

The Issue

Foundry capacity issues manifested by too many material specifications.

The Challenge

- · 15,000+ cast parts
- · Multi-tiered supply-base of over 400 suppliers (tier 1 & 2 machines hops and foundries)
- · More than 100 base material specifications
- · Ensure the best part-to-supplier-capability match when sourcing high and low volume parts

The Result

A Strategic Sourcing Matrix was implemented to consolidate material specifications at the appropriate foundries based on volume. Engineering evaluated low usage materials for substitution. Sourcing worked with the tier 1 and tier 2 suppliers to establish a realignment process expecting a 30% reduction in part/spec/foundry complexity.

How does it work?

AKOYA™ mines intelligence from

Your Purchasing Data

for your purchased parts, their prices and suppliers

+

Your CAD Drawings

of your designed parts, their features , materials and specifications

Then delivers the results to solve your problems

Supply Management - Helps supply network executives manage the competitiveness and risks associated with their supply network

Buying Effectiveness - Help buyers manage their portfolio of parts, costs, risk, and focus on execution

Engineering Analytics - Allows engineers to proactively design for supply network effectiveness and engineering compliance

Compliance and Sustainability - Ensure your organization is in compliance with REACh, RoHS and Conflict Minerals and understanding the carbon footprint of each part

Sales Estimation Tools to Quote - Quote and find parts that may be similar for price comparison

Executive Management - Visualize your scorecard to understand and measure the overall value of the purchasing in your organization

RESOURCES | info@birlasoft.com | birlasoft.com

Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.