

# Convergence Data

Client Case Study: HVAC Windchill PLM Project



# HVAC Case Study – Windchill PLM



- Problem – The client wanted better classification data to support both their PLM deployment and procurement cost savings opportunities. Their data was not ready to support search features in PTC Windchill, the new PLM of record.
- Solution — Convergence Data created a central classification database for major purchased parts groups, totaling 150,000 parts. We loaded the approved classification data into their global PLM, Windchill, to promote reuse.
- Benefits:
  - Created a product taxonomy with key missing attributes to support more than 100 parts categories.
  - Identified over \$800,000 in cost savings for fasteners by rationalizing spend between two plants buying the same fastener at high volumes.
  - Provided missing data for reverse auctions for fasteners, which exposed more cost savings.
  - Exposed larger cost savings in motors and compressors groups.

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Convergence Data's Data Value Analysis report results (pictured):

- Cluster similar attributes with similar attribute characteristics.
- Analyzed spend on similar motors to expose cost savings opportunities.
- **Findings:** More than 30% of the motors were potential duplicates.

- 47 Similar ½ HP Motors Clustered
- \$21 to \$72 price variance

Attribute	Critical	Weight Factor	Weight Null	Weight Neg	Occurrences	Minimum	Maximum	Root UOM
Cluster Name	<input checked="" type="checkbox"/>	1000	0	0	0			
HP	<input checked="" type="checkbox"/>	10	1	1	3872	0.00	0000	HP
Voltage	<input checked="" type="checkbox"/>	2	5	0	3810	10000V	600VAC	NO LRI
Frequency	<input checked="" type="checkbox"/>	1	5	0	2632	50	74	HZ
Speed	<input checked="" type="checkbox"/>	1	0	0	2689	18	172014	FFM
Attachment Name	<input type="checkbox"/>	0	0	0	1550	02402	X70671	NO LRI
BMS Part Desol...	<input type="checkbox"/>	0	0	0	3872	ELECT...	ELECT...	NO LRI
COMMON SUPP...	<input type="checkbox"/>	0	0	0	3382	SP/A	WUX	NO LRI
Current	<input type="checkbox"/>	0	0	0	807	0.3	901	NO LRI
Current Type	<input type="checkbox"/>	0	0	0	2962	AC	AC	NO LRI

  

Item Number	Qualifier	Neighbors	Distance	Frequency	HP	Speed	Voltage	Invoice Price	Part Number	Manufacturer	Phase	Cluster Name	Attachment Name	BMS Part Description
BMS_MOTOR...	Part 0	47	0.000	60.000000	0.500000		208 TO 230VAC		X70670325010		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	9	0.000	60.000000	0.500000	1725.000000	208 TO 230VAC	65.650000	X70670346030		1PH	-none-	X70670346-B...	ELECT
BMS_MOTOR...	Part 0	25	0.000	60.000000	0.500000	1075.000000	208 TO 230VAC	40.090000	X70670434010	7126-4843	1PH	-none-	X70670434-G...	ELECT
BMS_MOTOR...	Part 0	47	0.000	60.000000	0.500000		208 TO 230VAC		X70670539010		1PH	-none-	X70670539A...	ELECT
BMS_MOTOR...	Part 0	47	0.000	60.000000	0.500000		208 TO 230VAC		X70670580040	55ME35H0L0...	1PH	-none-	D672365_B4...	ELECT
							208 TO 230VAC	105						
							208 TO 230VAC							
							208 TO 230VAC							
							208 TO 230VAC							
BMS_MOTOR...	Part 0	47	0.000	60.000000	0.500000		208 TO 230VAC		X70671083017	"W"48A11T491"	1PH	-none-	X7067108300...	ELECT
BMS_MOTOR...	Part 0	25	0.000	60.000000	0.500000	1075.000000	208 TO 230VAC		X70671091010	SKCP35GQR...	1PH	-none-	X70671091-E...	ELECT
BMS_MOTOR...	Part 0	10	0.000	60.000000	0.500000	825.000000	208 TO 230VAC		X70671505017		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	12	0.000	60.000000	0.500000	1000.000000	208 TO 230VAC		X70671594017		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	47	0.000	60.000000	0.500000		208 TO 230VAC		X70671605010		1PH	-none-	X70671605-E...	ELECT
BMS_MOTOR...	Part 0	25	0.000	60.000000	0.500000	1075.000000	208 TO 230VAC		X70671744010	K55000KS-B...	1PH	-none-	X70671744C...	ELECT
BMS_MOTOR...	Part 0	25	0.000	60.000000	0.500000	1075.000000	208 TO 230VAC	83.290000	MOT06652		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	12	0.000	60.000000	0.500000	1000.000000	208 TO 230VAC		MOT09819		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	25	0.000	60.000000	0.500000	1075.000000	208 TO 230VAC	66.890000	MOT10135		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	11	0.000	60.000000	0.500000	1625.000000	208 TO 230VAC	55.430000	MOT10158		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	10	0.000	60.000000	0.500000	1050.000000	208 TO 230VAC	206.960000	MOT13228		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	25	0.000	60.000000	0.500000	1075.000000	208 TO 230VAC	48.320000	MOT14753		1PH	-none-		ELECT
BMS_MOTOR...	Part 0	12	0.000	60.000000	0.500000	1000.000000	208 TO 230VAC		D670681P01	SKCP35UGV9...	1PH	-none-	D670681P01...	ELECT
BMS_MOTOR...	Part 0	47	0.000	60.000000	0.500000		208 TO 230VAC	70.860000	D672365P04	55ME35H0L0...	1PH	-none-	D672365_11...	ELECT
BMS_MOTOR...	Part 0	25	0.000	60.000000	0.500000	1075.000000	208 TO 230VAC	62.200000	D803447P01		1PH	-none-	D803447P01...	ELECT