# Standard Part Management

Matt Krupa, Parker Hannifin Corporation Technical Resource Manager



ENGINEERING YOUR SUCCESS.

## THIS IS PARKER

 Parker and CADENAS partner to help solve the greatest engineering challenges. Parker can be found on and around everything that moves. Parker manufactures highly engineered components and systems that facilitate motion and the controlled flow of liquids and gasses for a wide variety of global markets to increase our customers' productivity and profitability. CADENAS provides Parker engineers the tools to support innovation and helps them in solving the world's greatest engineering challenges.



### **Agenda**

Who is Parker Hannifin and how we WIN

Parker Strategy

Implementation and use of Standard Part Management







# Solving the World's Greatest Engineering Challenges

Our focus on solving some of the world's greatest engineering challenges sparks our passion for innovation and secures future growth.





## **Parker Hannifin Corporation**



Aerospace



Climate Control



Electromechanical



Filtration



Fluid & Gas Handling



Hydraulics



Pneumatics



Process Control



Sealing & Shielding

Parker can be found on and around everything that moves. We manufacture highly engineered components and systems that facilitate motion and the controlled flow of liquids and gasses for a wide variety of global markets to increase our customers' productivity and profitability.



### **Key Facts about Parker**

The Global Leader in Motion and Control Technologies (NYSE:PH)



- \$13 Billion in Revenue
- 904,000 Products Sold
- 445,000 Customers
- 55,000 Employees
- 13,000 Distribution centers
- 1,100 Markets
- 139 Divisions
- 309 Manufacturing Plants
- 50 Countries



# **Strategy**

Parker's Win Strategy is a disciplined and consistent business strategy that has helped transform the company and improve operations worldwide since 2001. The Parker Culture represents the foundation of our strategy and the key to our success.

# The Win Strategy

**Our Vision: Engineering Your Success** 

### Goals

### Engaged **Premier Customer** Profitable People Experience Growth Performance STRATEGIES STRATEGIES STRATEGIES · Environmental, Health · Quality Solutions On Time Simplification & Safety eBusiness Leadership Lean Enterprise Acquisitions Services Entrepreneurial · Ease of Doing Business · Strategic Supply Chain Market-Driven Innovation High Performance Teams & Leaders Value Pricing System Solutions · Strong Distribution Grow Share · Engineering Expertise

### **Parker Culture**





Financial

STRATEGIES

# The Win Strategy

**Our Vision: Engineering Your Success** 

### Goals

### **Engaged** People

### STRATEGIES

- · Environmental, Health & Safety
- Entrepreneurial
- · High Performance Teams & Leaders

### **Premier Customer** Experience

### STRATEGIES

- · Quality Solutions On Time
- · eBusiness Leadership
- · Ease of Doing Business

- Strong Distribution
- Grow Share
- · Engineering Expertise

### Profitable Growth

### STRATEGIES

## Acquisitions Services

- · Market-Driven Innovation
- System Solutions

### **Financial** Performance

### STRATEGIES

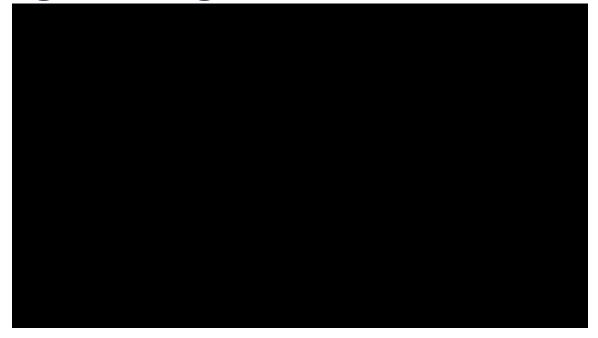
- Simplification
- Lean Enterprise
- . Strategic Supply Chain
- Value Pricing

**Parker Culture** 

--Parker



# **Engineering Your Success**





### **CADENAS** and Parker



# **Standard Part Management**

- Goals
- Implementation
- Usage



## **Goals of SPM at Parker**

- 1 part, 1 part number
- Global catalog to promote single part number
- Reuse strategy for standard Parker components
- Parker content available on the web



## **Goals of SPM at Parker**

- Integration with standard Parker systems:
  - Autodesk Inventor
  - Autodesk Vault
  - Dassault Systemes Catia
  - Dassault Systemes Enovia



## **Implementation**

- Needs analysis
- Conference Room Pilot
- Divisional Pilot
- Rollout



# **Usage Strategy**

- Purpose:
  - -The Purpose of deploying Partsolutions Part Management is to offer tools for searching and selecting common purchased components across the Enterprise.



# **Usage Strategy**

- Video:
  - –Note: There will be a video on this slide demonstrating the use of SPM. Duration is approximately 20 minutes. I will narrate the video.





