Conference Room Pilot

Proof-of-Concept Engagement for the Enterprise Cost Management Platform Demonstrates aPriori’s Value and Provides Actual ROI through Identified Cost Savings

OVERVIEW

aPriori’s Conference Room Pilot (CRP) is a short-term, proof-of-concept engagement with our team of expert consultants which confirms the value of the aPriori Enterprise Cost Management Platform prior to a larger scale deployment. Usually completed over four days, a Conference Room Pilot applies aPriori’s enterprise product cost management system and process to an organization’s own people, parts and facilities to find real savings in product costs. With the average customer achieving four to eight times annualized return on investment, a CRP provides immediate payback, while building a strong business case for a longer term engagement.

During a Conference Room Pilot, customers experience, first-hand, how aPriori can have an immediate positive impact on their business and answer the following questions, critical to a larger scale deployment:

- How does real-time cost information empower employees to find cost savings through design and production alternatives?
- How does aPriori fit into an organization’s processes and culture?
- What is the return on investment opportunity?

THE PROCESS

Each Conference Room Pilot typically focuses on a single use case. For example, using aPriori to meet target costs or using aPriori to identify parts with a high potential for savings through redesign or re-quote.

After a brief orientation with aPriori’s team of professional services consultants, the customer’s own employees evaluate aPriori’s enterprise product cost management system and process over a three to four day period, identifying real product cost savings using their own parts and projects.

CRP participants from engineering, manufacturing, sourcing and project management, use aPriori to work on new product introduction and value analysis/value engineering initiatives.

During the Conference Room Pilot, participants explore design, material, manufacturing and volume changes for current parts and projects to evaluate how aPriori will support their use case(s) and overall business processes. The results of
the CRP confirm aPriori's value and validate aPriori’s ability to integrate with your own business processes.

THE REPORT
At the conclusion of the hands-on evaluation, aPriori reviews the results, incorporating participant feedback and a summary of identified cost savings into a final report which includes:

- **Performance Against Objectives** – Confirms the financial and strategic value that aPriori will deliver.
- **Business Case** – Outlines how aPriori will identify hard-dollar savings to decrease product costs.
- **Rollout Plan** – Recommends an approach to deploy aPriori across the organization.

GET STARTED
The world’s leading discrete manufacturing and product companies rely on aPriori to reduce cost of goods sold and significantly improve financial performance. In four days, a Conference Room Pilot will demonstrate how your organization can benefit from real-time, predictive and precise product cost assessments.

To learn more, contact your aPriori representative or productcost@apriori.com.

<table>
<thead>
<tr>
<th>Design Proposals</th>
<th>In Production?</th>
<th>$ Cost Savings (Per Part)</th>
<th>% Cost Savings (Per Part)</th>
<th>Annual Volume</th>
<th>Annualized Cost Savings</th>
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<tr>
<td>LPG Tank Assembly</td>
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**$195,515**

Figure 2: Actual cost savings results from a four day Conference Room Pilot.