aPriori Product Overview

aPriori’s modular software enables manufacturers to scale deployments to match their enterprise product cost management (EPCM) initiative requirements. All aPriori deployments include an aPriori Cost Foundation, aPriori named end user licenses and additional modules to meet customer needs. aPriori recommends that deployments include Bulk Costing and Analysis to support automating the costing process and Cost Insight for flexible, easy to use reporting and analysis. aPriori software does not include services, which are scoped separately and based on a customer’s needs.

A core element of an aPriori deployment is an aPriori Cost Foundation Package, which is offered in multiple levels with different modules to accommodate different scales of deployment. The key modules, aPriori Cost Engine, Catalog Part Loader, BOM Loader, Virtual Production Environment (VPE) Manager and VPE Creator, are included with all foundation packages.

**aPRIORI COST FOUNDATION PACKAGES**

<table>
<thead>
<tr>
<th>Software Included in Foundation</th>
<th>Tier 1 Up to 50 Users</th>
<th>Tier 2 Up to 200 Users</th>
<th>Tier 3 Up to 500</th>
<th>Tier 4 Up to 1,250</th>
</tr>
</thead>
<tbody>
<tr>
<td>aPriori Cost Engine</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Catalog Part Loader</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>BOM Loader</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>VPE Creator and VPE Manager</td>
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<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Data Synchronization*</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Cost Model Workbench*</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td>Automated Costing Manufacturing Process Groups*</td>
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<td>15</td>
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<td>All</td>
</tr>
<tr>
<td>aPriori Regional Baselines*</td>
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<td>All</td>
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<td>5</td>
<td>10</td>
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<td>500</td>
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<tr>
<td>aPriori VPE Manager eLearning Catalog</td>
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<td>125</td>
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<tr>
<td>aPriori Cost Modeler eLearning Catalog</td>
<td>–</td>
<td>–</td>
<td>20</td>
<td>50</td>
</tr>
</tbody>
</table>

* Available ‘a la carte’ to augment your selected cost foundation package; ‘a la carte’ version of Cost Model Workbench includes 5 users.

**Contact your aPriori account director for information about foundation packages for over 1250 users.**
FOUNDATION SOFTWARE MODULES

**aPriori Cost Engine** – composed of the core technologies aPriori has developed over the past decade, including our ability to extract GCDs from 3D solid CAD models, run cost models and automatically evaluate manufacturing routings during costing.

**Catalog Part Loader** – enables importing part data including costs. It is typically used for commodity parts (e.g., nuts, bolts, washers) that are commonly used in assemblies.

**BOM Loader** – is a flexible data loader for importing bills of materials and part data from ERP, PLM or other business systems into aPriori to use in product comparisons or product cost rollups. It enables loading a bill of materials, including its hierarchical structure and associated component data.

**VPE Creator and VPE Manager** – allows customers to create VPEs by copying an aPriori Baseline or other existing VPE. For example, new VPEs may have a subset of processes, different materials and machines or different labor, overhead and material rates. The module is also used to maintain and update VPE data, including process, machine and material data that is used in the cost calculations. For example, customers use this module to add or remove a machine or material or to change machine labor rates and material rates.

**Data Synchronization** – enables synchronization of databases across multiple locations. Typically used in multi-national or global rollouts where some sites have high network latency.

**Cost Model Workbench** – enables editing and configuring of VPE logic and cost model logic. This module allows an organization to build and/or edit their own VPEs. Using aPriori’s powerful and flexible platform customers can create cost models.

**Automated Costing Manufacturing Process Groups** – enables automatic costing via GCD extraction from 3D solid CAD models. Refer to the Manufacturing Process Modules datasheet for a complete list of out of the box cost models available.

**Regional Baselines** – templates for manufacturing cost models and material, machine and process data for different regions around the globe. Customers use Regional Baselines as starting points for the VPEs in their deployment configuring cost models and augmenting data to reflect their manufacturing practices and buying power. aPriori maintains Regional Baselines and publishes updates to customers.

**System Admin Licenses** – non-production licenses used for IT configuration, getting the system up and running, and managing licenses.

**aPriori eLearning Licenses** – enable users to become proficient in the fundamentals of how to use and configure aPriori:

- aPriori User eLearning Catalog: Fundamentals, Technical Overview, Cost Insight, Bulk Costing and Analysis, New Features
- aPriori VPE Manager eLearning Catalog: VPE Manager

WHICH FOUNDATION IS RIGHT FOR YOUR ORGANIZATION?

**TIER 1 FOUNDATION** – for smaller companies needing less than 50 users or for larger companies deploying an initial PCM program with a subset of users, the Program Foundation provides the basic functionality to get started.

**TIER 2 FOUNDATION** – for companies needing 51–200 users and/or a more sophisticated implementation, the Division Foundation provides more costing capabilities including additional manufacturing processes, and more aPriori Regional Baselines.

**TIER 3 FOUNDATION** – for companies needing 201–500 users, the Enterprise Foundation provides the software infrastructure to support this scale of users and a robust set of costing capabilities, including all available Automated Costing Manufacturing process groups, all aPriori Regional Baselines and the Cost Model Workbench to configure cost models. Additionally it comes with Data Synchronization which is used to enhance user performance in multi-site deployments.

**TIER 4 FOUNDATION** – for companies with cross-department use for 501-1250 users. The Enterprise Plus Foundation provides the infrastructure components to support a large deployment.
aPRIORI NAMED END USER LICENSES
To use aPriori, customers need named end-user licenses. We have two tiers of end user licensing to accommodate the different types of users we have observed in existing customer deployments. Additionally, many users will need CAD Connector licenses and an aPriori plugin for CAD to effectively use aPriori.

Cost Developer – core power user (cost engineers, design engineers, sourcing specialists) with sophisticated requirements, leveraging aPriori on a regular and consistent basis to cost components and analyze data throughout the annual subscription term.

Cost Data Author – any user (product development, sourcing, manufacturing or program/project management) that will leverage aPriori to generate cost estimates on an as needed basis.

CAD Connect Licenses – to read CAD models and extract GCD data, a user needs the appropriate CAD connect license. aPriori has three types of CAD-connectors:
- Standard CAD connector (for Pro/E, CATIA, Inventor, ACIS and STEP)
- Parasolid CAD Connector(for NX, SolidEdge, Solidworks, Parasolid and STEP)
- JT CAD Connector (for XT-BREP format)

aPriori Plugin for CAD – integrates aPriori with the CAD system and allows engineers to cost components that are open and in memory in the CAD system, without having to save them to a local directory. Available for Catia*, Solidworks and NX**.

COSTING MODULES (available ‘a la carte’ to enhance your deployment)
Automated Costing Manufacturing Process Groups – enables automatic costing via GCD extraction from 3D solid CAD models. Refer to the Manufacturing Process Modules datasheet for a complete list of out of the box cost models available.

User-Guided Cost Models – enables costing without CAD through manual input of geometric cost driver data. Models are licensed per process.

2-Model Machining – enables costing machined parts by comparing an “as designed” raw casting or forging model to the final, “as machined” part model.

* Licensed separately.
** Works with NX native or NX manager and is delivered as a service. Contact your aPriori account director if you are interested in a proposal for this solution.
RECOMMENDED MODULES

**Bulk Costing and Analysis** – is used to automate the costing process. This module has three modes to batch cost components: first, using the module's user interface, second, by importing cost inputs from a spreadsheet, and third, using aPriori's “headless” costing mode. Example applications include integrating aPriori with engineering automation for a Computer Design of Experiments to determine designs with optimal cost and performance or executing batch costing for hundreds of parts to generate an initial estimate that can be used in outlier analysis.

**Cost Insight** – is aPriori’s dashboard and reporting solution. It provides flexible reporting, analysis and trending of cost and manufacturing data as well as the infrastructure to support direct integration between aPriori and other business systems. This product includes a business intelligence layer with out-of-the-box reports, a database schema, and services to move data between aPriori and Cost Insight. This module is critical to an EPCM strategy, providing team leads and managers with status and metrics on their projects. Cost Insight has two licensed components — the Cost Insight foundation and end user licences. The Cost Insight Foundation scales based on the number of users and includes:

- Report Author License
- System Administrator License
- Reporting Database Schema (Database must be purchased separately)
- Cost Insight Export Service to Define and Schedule Data Export from aPriori database to Cost Insight database
- aPriori Out of the Box Preconfigured Reports and Dashboards
- Business Intelligence Layer for Flexible Reports Creation/Modification, Dashboards and Ad hoc Analysis
- ETL Module for Exporting/Integrating with ERP/PLM etc.

Cost Insight has tiers of named end user licenses. In a deployment typically aPriori users plus project leads, key stakeholders and managers are the users of Cost Insight. If a customer has their own reporting tools then they can license just a foundation package and write their own reports against the datamart or export the data into an existing reporting database or business system.