**COST INSIGHT CONFERENCE**
NEXT GENERATION AUTOMATION
NOVEMBER 15-16, 2021
aPriori

# aPriori 2021 Cost Insight Conference
## Next Generation Automation

The theme for this year's event, **Next Generation Automation**, reflects a growing desire from manufacturers to implement software solutions that optimize manufacturability and cost without imposing additional workload on the product team which is already stretched so thin.

Registration includes all access to an immersive, 2-day Cost Insight experience.

- ✓ Inspirational keynotes, industry specific solutions, case studies, product demos, one-on-one conversations with aPriori's highly sought-after digital manufacturing simulation specialists.

- ✓ Curated meetups and opportunities to network and learn from each other.
- ✓ Every session available on-demand post-event.

## Monday, November 15TH

- ✓ CEO Keynote
- ✓ Product Roadmap
- ✓ Case Studies

## Tuesday, November 16TH

Workshops, presentations, and demos will demonstrate how to get your product development team to collaborate across the product development life cycle to make better design, sourcing and manufacturing decisions, drive product costs lower, and create higher value products in less time.

## Format

**Virtual Conference:**
Conference will be live streamed utilizing a virtual event platform.

**Broadcast:**
Conference sessions are scheduled from 10 AM EST - 2 PM EST both days. All sessions will be recorded and available to registrants following the live event.

**Agenda:**
Users will be able to customize individual agendas in advance.

# Next Generation Automation

**Automate to Generate**
Generate and evaluate multiple design concepts to identify the best combination of form, fit, function and manufacturing cost.

**Automate to Innovate**
Examine more design alternatives than ever before possible. Let your imagination run wild!

**Automate to Alleviate**
What if every one of your designs could be evaluated for manufacturability and cost issues without you having to do any of the work?

**Automate to Collaborate**
aPriori Cost Insight can be deployed in the cloud to dramatically simplify collaboration with your colleagues from anywhere at anytime.

**Automate to Accelerate**
Identify and eliminate manufacturing issues early in the design lifecycle and avoid late-stage changes that slow down time to market.

**Automate to Elevate**
Looking to elevate your product profitability? aPriori helps you design to cost and achieve consistent profit targets.

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## Next Generation Automation

| DAY 1 COST INSIGHT AGENDA: NOVEMBER 15, 2021 | | | |
|---|---|---|---|
| Start (EST) | Duration | Presentation Title | Presenter |
| 10:00 am | 30 minutes | Welcome and CEO Address | Stephanie Feraday, aPriori President and CEO |
| 10:35 am | 30 minutes | **Case Study #1**<br>General Electric: Keys to a Successful Adoption of aPriori Across the Enterprise | Jaswinder Walia, VP Technical Product Management, General Electric Aviation & David Gay, aPriori |
| 11:10 am | 45 minutes | aPriori Product Roadmap | Julie Driscoll, aPriori Chief Product Officer |
| 12:00 pm | 30 minutes | **Case Study #2**<br>Woodward: What to Expect in Your First Year with aPriori | Chris Platz, Woodward & Nikita Shah, aPriori |
| 12:35 pm | 45 minutes | **Panel Discussion**<br>Engineering Tools—Beyond CAD and PLM | Rick Hyde, aPriori & Customer Panel |
| 1:25 pm | 30 minutes | Guest Presentation | |
| 2:00 pm | 3 hours | **aPriori Product Demonstrations**<br>Experience new and expanded product demos with the opportunity to speak directly with our subject matter experts<br><br>» Additive Manufacturing Processes (DMLS, SLS)<br><br>» Advanced Machining (includes overview of new Multi-Spindle feature)<br><br>» Bulk Costing/Outlier Analysis/Cost Insight Report<br><br>» Electronics Costing with PCBA and PCB<br><br>» New Cost Models (Roll Forming & Compression Molding)<br><br>» Plastic Molding: Meet Product Management<br><br>» Quoting w/ aPriori for Suppliers<br><br>» Sheet Metal DTC<br><br>» Supply Chain Disruption/Matrix Costing (OEM to supplier messaging, Zero-RFQ) (aP Pro)<br><br>» Value of DFM Automation in Design | |
| 2:00 pm | 3 hours | **aPriori Usability Labs**<br><br>» Cost Insight Design<br><br>» Cost Insight In-App Guidance | David Conant and Yan Zhang, aPriori<br><br>Brianna Mikolich, aPriori |

## DAY 2 COST INSIGHT AGENDA: NOVEMBER 16, 2021

| Track Name | Roles | Description |
|---|---|---|
| Innovation | Designers, Engineers | Cost Insight Generate/Cost Insight Design/PLM Integration Features, Benefits, Value, Ease of Use |
| Collaboration | Sourcing, Buyers, Suppliers | Creating More Strategic Relationships among Engineering & Suppliers, Plans for Cost Insight Source/Supplier Collaboration |
| Acceleration | Cost Engineers, Cost Estimators | Strategies for Increasing Volume of Parts that are Optimized for MFG and Cost<br>Plans for aPriori Professional/Cost Insight Expert, Cost Insight Generate Bulk Costing |
| Elevation | Senior Leadership, Business Executives | Tracking Value, Adoption/Growth Strategies, Building Executive Reports & Dashboards |

| Start Time (EST) | Duration | Track | Presenter Title | Presenter | Abstract |
|---|---|---|---|---|---|
| 10:00 am | 30 minutes | Innovation | Ignore DFM, Go On – I Dare You! | James Ferguson, aPriori | In this presentation, we will showcase 'famous' examples of poor DFM foresight (i.e. early warning and the issues that incurred). We will also explain just how powerful DFM through Cost Insight Design and aPriori Professional On Premise really are, and what kinds of savings are possible. |
| 10:00 am | 30 minutes | Collaboration | Automated Quoting at HARBEC | Keith Schneider, Sales Engineer HARBEC, and Matthew Hinshaw, aPriori | HARBEC is a precision manufacturer across numerous manufacturing processes and industries. Faced with challenges around quoting response throughput and pursing an initiative to democratize quoting process knowledge, HARBEC engaged with aPriori as their automated quoting solution. Join this session to learn how HARBEC implemented aPriori for their machining, plastic molding, and additive capabilities which they have been using to respond to RFQs quickly and accurately since 2020. |
| 10:00 am | 30 minutes | Acceleration | Automation and Integration: Two Sides of the Same Coin | Samantha Scaglione, aPriori | This presentation will begin by focusing on how Cost Insight Generate supports PLM integration. From there, we will discuss alternate input sources such as PMI Attribute Mapping. Finally, we will focus on the file system integration and upcoming extensions to the Cost Insight Generate Agent REST API that enable customers to programmatically pass data from systems that are not directly integrated with today. |
| 10:00 am | 30 minutes | Elevation | Solving Real Business Problems with Manufacturing Simulation | Dave McDermaid, aPriori | In this presentation, we will look at how aPriori's manufacturing simulation capability can be used in new ways to tackle a broader set of needs from key personas in any industry, sector, or supply tier. We will also look at the potential value attained when augmenting should cost with the insights gained from the many rapid simulations aPriori can provide. |

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| 10:35 am | 60 minutes | Innovation | Tell Me Again? Why Aren't Your Engineers Using Cost Insight Design?! | Abe Chaves, aPriori | Learn why aPriori Cost Insight Design is the tool of the future having a similar impact that FEA once had on every company's design process. In this brief but impactful presentation, we will explain why and show you how aPriori can be impactful even on parts with both simple and complex designs. |
| 10:35 am | 30 minutes | Collaboration | Managing Price Volatility Using aPriori | Mark McClarty, aPriori | In this session, you will learn about how aPriori Version 21.1 provides material factor tables for easier maintenance of digital factory data, allowing users to quickly update material costs by applying factors. We will discuss how new wage grades enable you to create a dedicated machines database, and use specific Regional Data Libraries to exemplify creating a new digital factory in a different region. |
| 10:35 am | 30 minutes | Acceleration | Always Ahead of the Game: Keeping Your aPriori Instance Up To Date | Tobias Tauber & Cormac Eastwood, aPriori | If your business decisions rely on aPriori, ensure that your instance is well maintained and that you always leverage the newest solutions and enhancements. This presentation highlights the key aspects of an aPriori solution that need to be part of your technology maintenance strategy as well as best practices to stay ahead of the game. |
| 10:35 am | 30 minutes | Elevation | Calculating and Tracking aPriori ROI | Cecily Power, aPriori | ROI at the program or project level is a direct indicator of the value you receive from aPriori. During this session, we will illustrate the value via use cases in design engineering and sourcing (referencing real customer situations) and discuss the workflows in Cost Insight Design and Cost Insight Source for designing parts, using DFM for improving those designs and then running cost avoidance reports for calculating and tracking ROI. |
| 11:10 am | 30 minutes | Innovation | In the Right Place at the Right Time: Automated Feedback for Design Engineers | Samantha Scaglione, aPriori | In this session, we will discuss Cost Insight Generate notifications and feedback as a tool for prioritization. These notifications and feedback tie together automated and interactive workflows (following part links to richer results and additional functionality in the cloud) and will help you to position Cost Insight Generate as an amplifier/accelerant of value. |
| 11:10 am | 30 minutes | Collaboration | Discussion Group: Managing Through Supply Chain Disruption | | The pandemic we are all living through has exposed many potential flaws in our global supply chain ecosystem. In this small group discussion format, a moderator and up to 8 of your colleagues will discuss challenges they have faced and share how they have adapted and evolved to accommodate these challenges. |
| 11:10 am | 30 minutes | Acceleration | Formatting aPriori Data for More Effective & Efficient Review | Erik Osvold, aPriori | In this session, we will share best practices on how to uncover key information from aPriori output and how running on a roll up or a batch of parts can allow the estimator to be more efficient with time. |
| 11:10 am | 30 minutes | Elevation | Success Through Sourcing Negotiation, Caterpillar, Solar Turbines Case Study | Craig Gerulski, aPriori Supplier Technical Engineer, Caterpillar Solar Turbines | In this case study, learn how Solar Turbines leverages manufacturing intelligence from aPriori to negotiate more favorable pricing from their supply base. |

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| 11:45 am | 60 minutes | Innovation | Discussion Group: Impact of Sustainability on Product Development | Scott Carlyle, aPriori | Join a small team of aPriori customers to discuss some of the challenges that manufacturers are facing as they strive to produce more environmentally friendly products. |
| 11:45 am | 30 minutes | Collaboration | How to Advance from "Cost Savings Identified" to "Cost Savings Realized" | Lily Thomas, aPriori | You've found a part you think has savings…now what? Learn tips to use aPriori cost data to work collaboratively with suppliers to uncover mutual cost savings. Let aPriori point you to the cost drivers so you can have transparent, meaningful conversations about the difference. Use these discussions to learn about supplier capabilities and refine should costs to make future cost collaborations more efficient. |
| 11:45 am | 30 minutes | Acceleration | Discussion Group: Driving Adoption Beyond Your First Deployment of aPriori | Mackenzie Merrick, aPriori | Join a small team of aPriori customers to discuss some of the best recommended practices for growing your aPriori deployment to include additional team members, new use cases, and new divisions within your company. |
| 11:45 am | 30 minutes | Elevation | Three Insights to Improving Onboarding and Adoption of aPriori | Elliott Wiegman, aPriori | Mentoring and engaging new aPriori users is not always easy. In this session we will share three insights that will help to improve your approach when deploying aPriori in your organization as well as learning to use aPriori yourself. |
| 12:20 pm | 30 minutes | Innovation | Reducing Cost and Time to Market for Lithium-Ion Battery Systems Using Digital Manufacturing Software | Chris Jeznach, aPriori | With the growth of electrification iniatives across automotive, industrial equipment, and aerospace markets, manufacturers will need to pay close attention to both the design and cost of battery management systems. This session will reveal how digital manufacturing simulation software can help you meet both of these goals and maintain profitability of these systems even as volumes escalate. |
| 12:20 pm | 30 minutes | Collaboration | Early Visibility Into Our Upcoming Solution: Cost Insight Source | Barton Phinney, aPriori | Cost Insight Source is a new cloud-based, role-specific application designed to meet the needs of sourcing specialists and buyers who are tasked with the challenge of identifying the best supplier for an outsourced job (and negotiating fair pricing). aPriori will release this new application in 2022. Come get a sneak preview of its features in this special "early visibility" session. |
| 12:20 pm | 30 minutes | Acceleration | Sneak Peak at the New Centralized Website for aPriori Documentation | Lynn Crevier, aPriori | aPriori is launching a new documentation website. This presentation will provide a view of the new site that will allow our customers to: » Access all documentation from a single location » Access release notes for prior releases » Easily filter and search for relevant information » Learn about cross-product workflows » Open direct links to related information in documentation for other products |
| 12:55 pm | 30 minutes | Collaboration | Case Study, Eaton, Andy Doyle, VP Sourcing | Andy Doyle, VP Global Sourcing, Eaton and Craig McLeod, aPriori, and Pat O'Brien, aPriori | EVs are experiencing explosive growth. Today's consumers expect innovative, connected products. Today's manufacturers need to act now, by accelerating manufacturing via digital processes. In this session, "How EV OEMs and Suppliers are Digitally Transforming Sourcing to Improve Time to Market," Global VP of Sourcing at Eaton, Andy Doyle, shares how they use aPriori to get to increase product profitability. |

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| 2:00 pm | 3 hours | Product Demos | aPriori Product Demonstrations: See new and expanded product demos and talk with our Subject Matter Experts.<br><br>» Additive Manufacturing Processes (DMLS, SLS)<br><br>» Advanced Machining (includes overview of new Multi-Spindle feature)<br><br>» Bulk Costing/Outlier Analysis/Cost Insight Report<br><br>» Electronics Costing with PCBA and PCB<br><br>» New Cost Models (Roll Forming & Compression Molding)<br><br>» Plastic Molding: Meet Product Management<br><br>» Quoting w/aPriori for Suppliers<br><br>» Sheet Metal DTC<br><br>» Supply Chain Disruption/Matrix Costing (OEM to Supplier Messaging, Zero-RFQ) (aP Professional)<br><br>» Value of DFM Automation in Design | Various |
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