

September 23, 2025

Let's Get Started!

Rick Buke

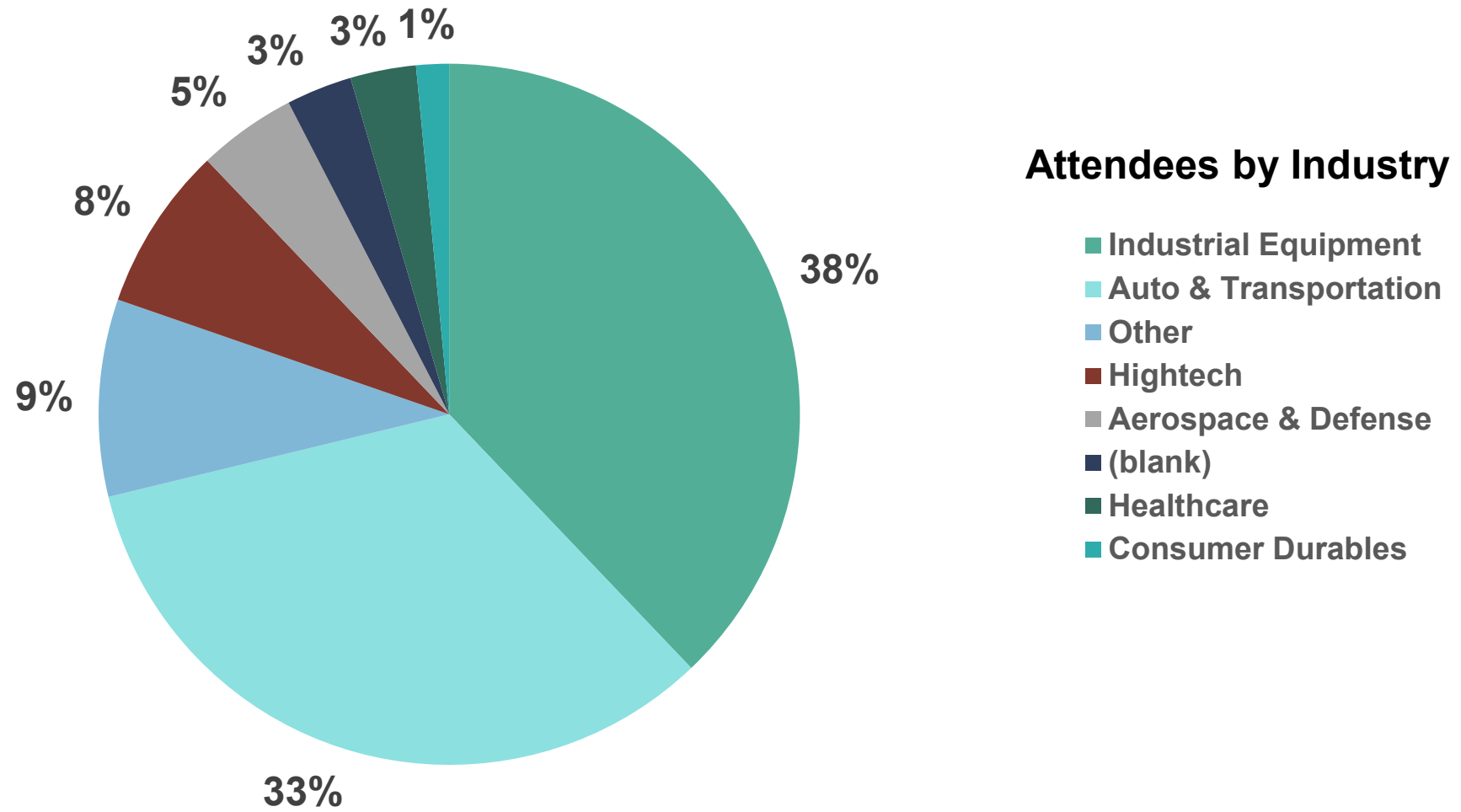
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Manufacturing
Insights **2025**

DETROIT / SEPTEMBER 23 - 24

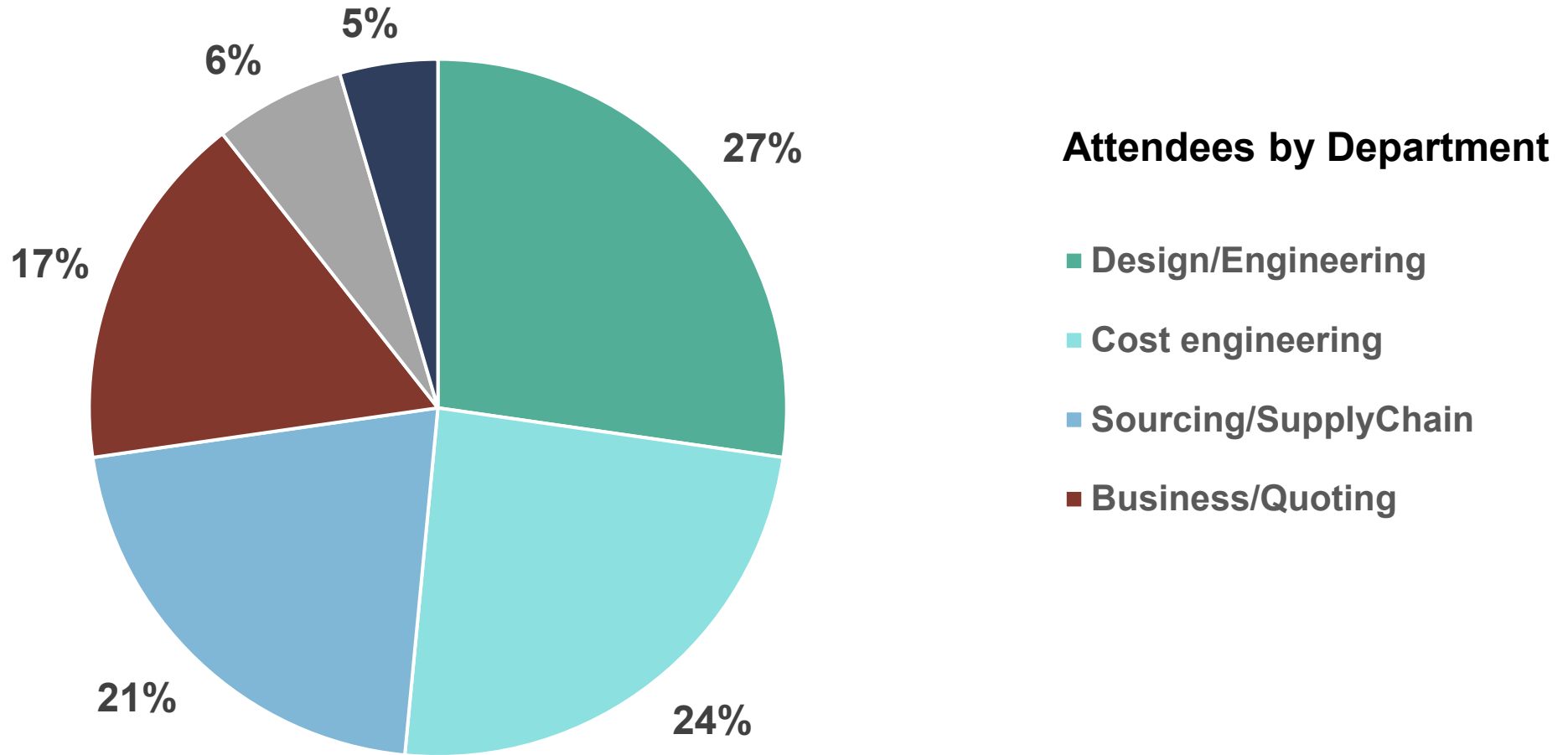
Our Objective Today

Provide an opportunity for a diverse group of senior manufacturing leaders to learn from peers and industry experts about how to leverage manufacturing intelligence solutions to **improve profitability, accelerate new product introduction, and drive digital transformation.**

And We Do Have a Diverse Group of Attendees



And We Do Have a Diverse Group of Attendees



Learning from the Voices of Value



GE APPLIANCES

SLATE



WOODWARD

Manufacturing Insights 2025

Agenda | Wednesday, September 24, 2025

8:30 – 8:45 AM	Welcome to Our Program	Stephanie Feraday President and CEO, aPriori
8:45 – 9:25 AM	Costing Evolution, from Basics to Business Intelligence Presentation: 30 min — Q&A: 10 min	Jill Snyder Director, Cost Engineering GE Appliances
9:30 – 10:10 AM	The Digital Transformation of Cost Management: How Dana Unlocked \$4M in Savings Presentation: 30 min — Q&A: 10 min	Scott Steward Sr Engineering Mgr Dana
10:10 – 10:30 AM	Coffee Break / Networking	
10:30 – 11:10 AM	The Next Generation of Manufacturing Intelligence Presentation: 30 min — Q&A: 10 min	Fielder Hiss Chief Product Officer aPriori
11:15 – 11:55 AM	Quantifying DFM with aP Design Presentation: 30 min — Q&A: 10 min	Jimi Diedesch Senior Solutions Engineer aPriori

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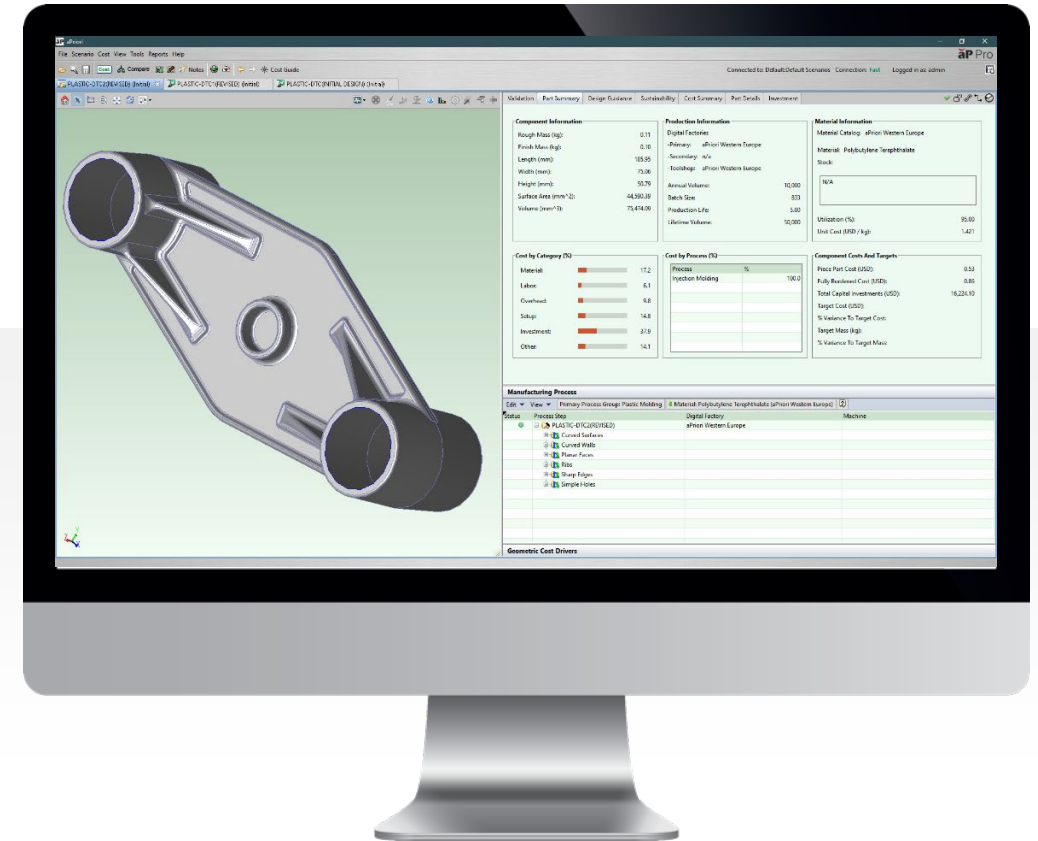
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Noon – 1:00 PM	Lunch / Networking Network with your peers over lunch, then visit our Technology Exhibitions to learn about the latest advances in Manufacturing Intelligence technology	
1:00 – 1:40 PM	Should Cost & DFM Automation: The Ultimate Outcome Enabler Presentation: 30 min — Q&A: 10 min	Chris Jeznach Sr. Director, Product Marketing aPriori
1:45 – 2:25 PM	How to Manage Cost/Profitability at a Fast-Growing Automotive Company with a Radically New Design Approach Presentation: 30 min — Q&A: 10 min	Rich Morabito Head of Cost Engineering & Tooling Lead Expert Slate Auto
2:25 – 2:40 PM	Quick Bio Break	
2:45 – 3:15 PM	AI in Action: Practical Insights from the Manufacturing Frontlines Results from AI Survey plus discussion with audience around who is using AI in product development and how.	Chris Jeznach Sr. Director, Product Marketing aPriori
3:15 – 3:55 PM	Speed Meets Strategy: Supplier Consolidation Powered by Digital Factories Presentation: 30 min — Q&A: 10 min	Chris Platz Global Commodity/Category Mgr. Woodward
3:55 – 4:00 PM	Closing Remarks	

Visit Our Technology Demonstrations

Do you want to see demos of aP Design, aP Workspace, aP Analytics, and some of our Automation capabilities?

Open during Breaks and Lunch



Internet Access

- **Network Name:** Marriott_Conference
- **Access Code:** aPriori25



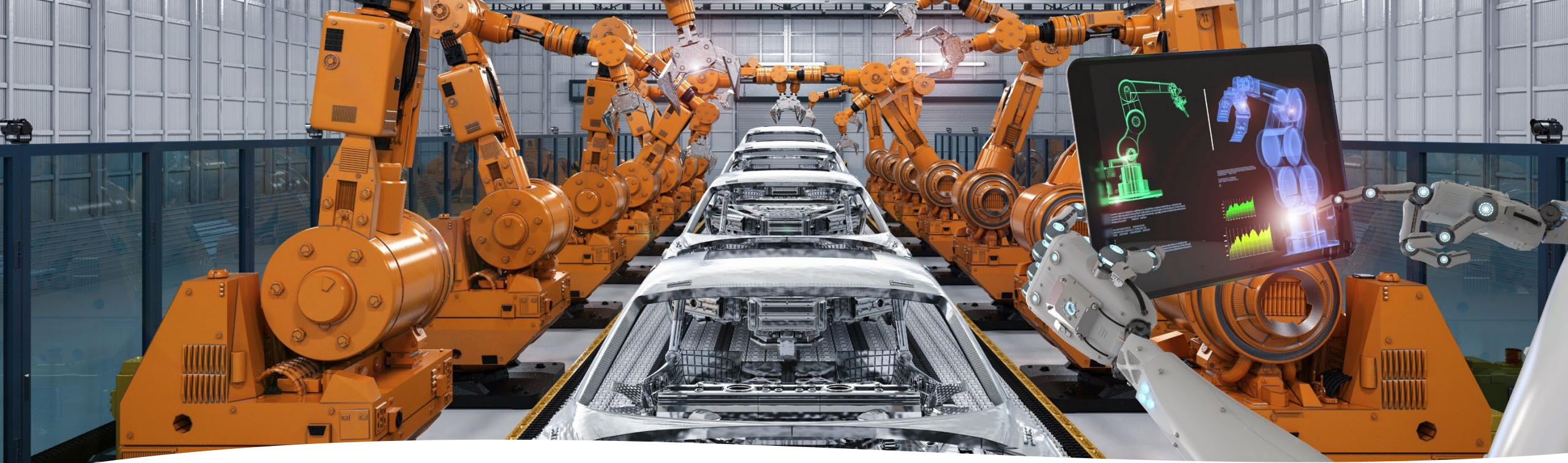
SEPTEMBER 2025

The Need For Speed

Stephanie Feraday

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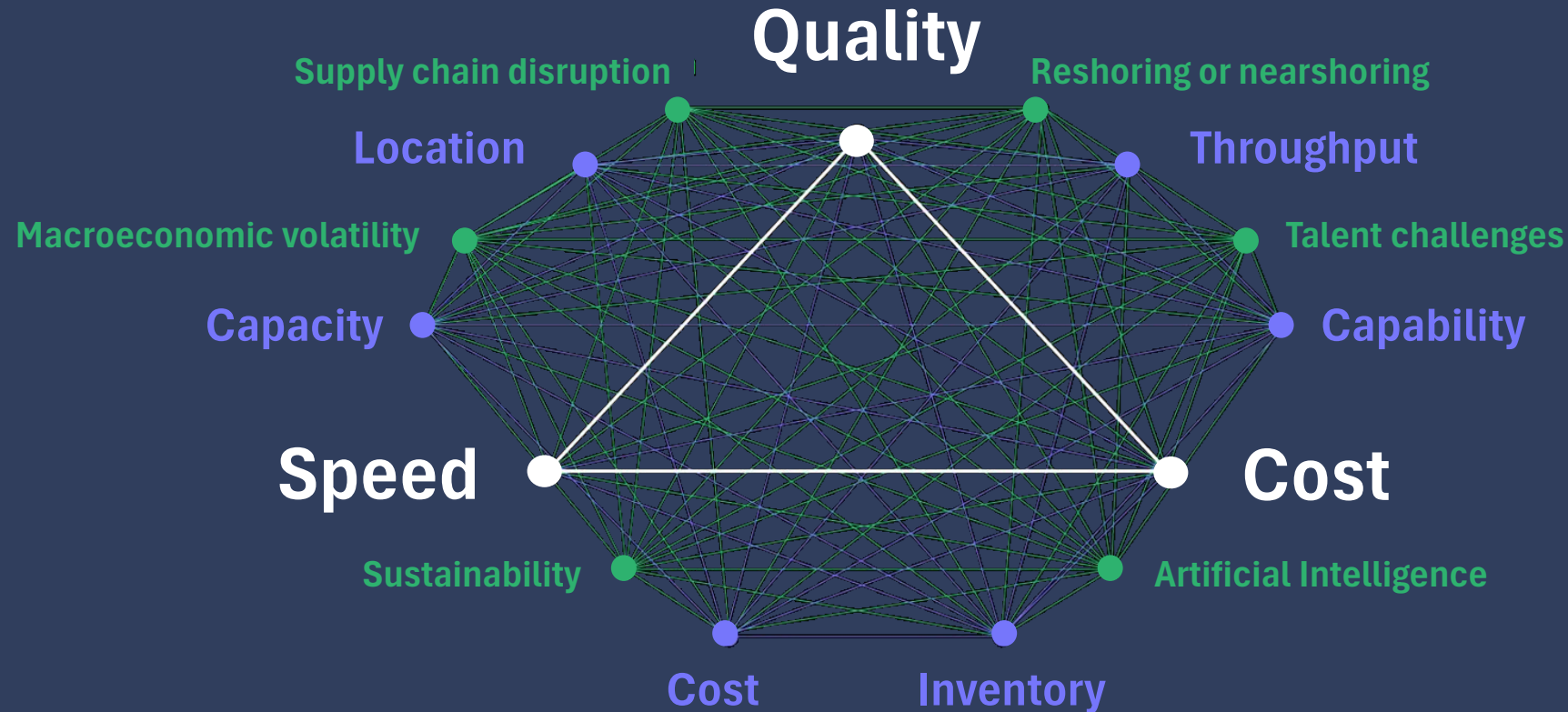
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The Race to Lead, Fuels the Need for Speed

Over the next five years McKinsey estimates that about \$30 trillion in corporate revenues will depend upon products that have not yet reached the market.

To Achieve Those Goals, It's No Longer “Or”



Time to market pressures demand that products are delivered fast, with the right quality – at the right cost – the FIRST time.

Here Is What You're Telling Us

- **Data needs to be available to the full enterprise to quickly respond to market & supply chain conditions** – Automation & Integration to business systems is key

- **Time is Money** – Users need quick, easy and clear insights presented in their toolset

- **Users need to meet KPIs** – current, verifiable and actionable insights of cost, DFM and carbon are essential

- **No one works alone** – Stakeholder engagement and collaboration throughout the product lifecycle is essential



We Are Helping You Lean Into That Future...



**Opening Up aPriori's Rich,
Unique Data To Drive Even
Bigger Business Outcomes**



**Bringing Automation to the
Forefront to Help Accelerate
the Product Development
Process**



**Leveraging AI to enable
Sourcing and Engineering
teams do more**

Opening Up aPriori's Rich, Unique Data To...



Connect
Data

Connect
Workflows

Connect
Teams



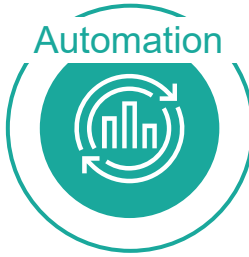
Design Value Dashboard

User Event Dashboard

The dashboard provides a comprehensive overview of security events. The 'Events Timechart' at the top shows a peak in activity around October 1st. The 'Events Aggregated by Event Type' chart indicates that 'Auth' is the most frequent event type. The 'Events Aggregated by User' table lists specific users and their associated event counts, with 'root' being the most active user. The 'Geolocation of IP Addresses' map shows a high concentration of events originating from the United States, with other smaller clusters in Europe and Asia.

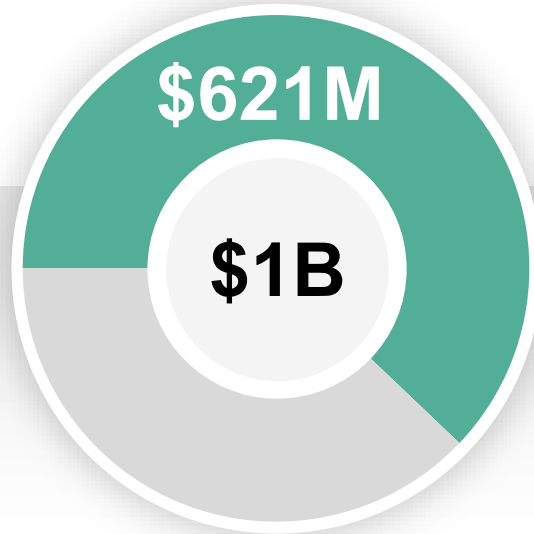
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Automation Amplifies Your Achievements

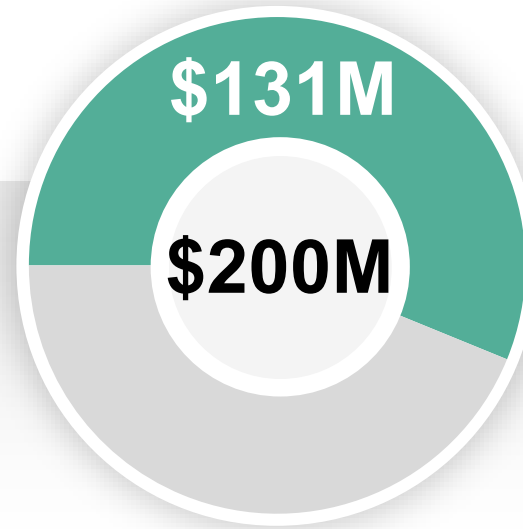


**ACHIEVED
YTD (4 mos)**

**ANNUAL
GOAL**



**Spend
Analyzed**

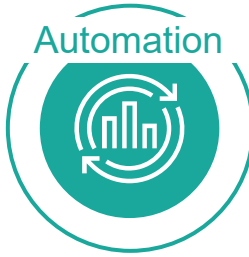


**Potential
Savings
Identified**



**Realized
Savings**

Automation Amplifies Your Achievements



Automation analyzes data significantly faster so you know where to focus



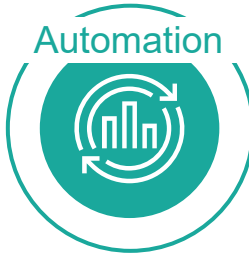
Foundational API's for automation

Automation can generate insights to much more of the your BOM

Automation for both batch and workflow-based automation approaches

- User driven batch processing
- OOTB/configured PLM driven automation and integration
- API driven automation and integration

Automation Amplifies Your Achievements



Design Engineering

Automated Analysis of Parts at PLM Check-in

Automated Analysis



Bulk Analyzed Parts for Fact Based Negotiation

Sourcing

From Cost Estimation to AI Insights



**Cost estimation
for experts**

**Automated Workflows
Reporting**

**DFM for engineering
Sourcing/engineering
carbon insights**

**Exabytes of
Manufacturing Data**

From a SaaS application platform to a data platform
that delivers intelligent manufacturing insights



Bringing the Manufacturing Expertise to Each User



Develop novel Generative AI solutions to accelerate common tasks and adoption



Conversational Analytics



Predictive Analytics



Foundation for AI Agents

- Goal-oriented assistance collaborating and automating value generation
- Increase the value you can get with a fraction of the effort

aPriori AI Initiatives



User Experience

- Get questions answered
- Get where you need to go
- Get help when you need it



Analysis & Insights

- Summarize data
- Identify trends
- Answer analytical questions
- Classify components
- Find Similar Parts



Estimation Copilot

- Inputs through Natural Language
- Use AI to fill knowledge gaps
- Get refinement suggestions
- Automatically complete inputs



Designer Coach

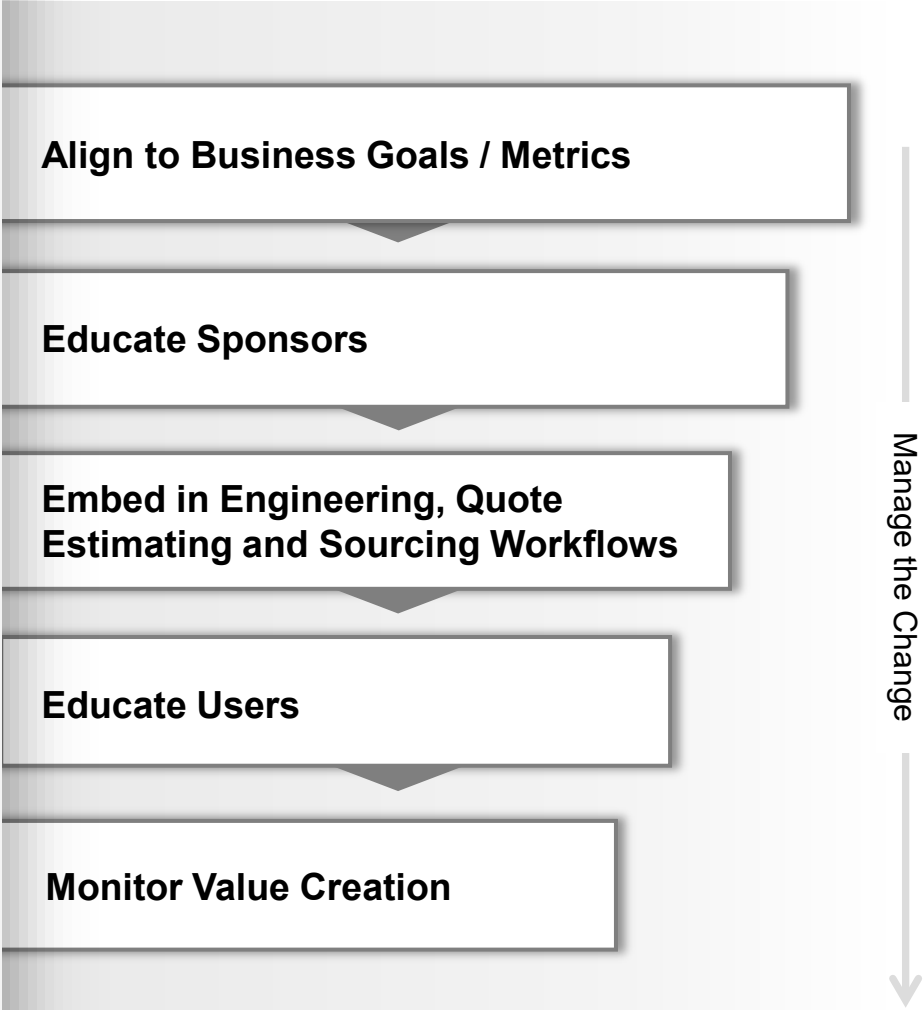
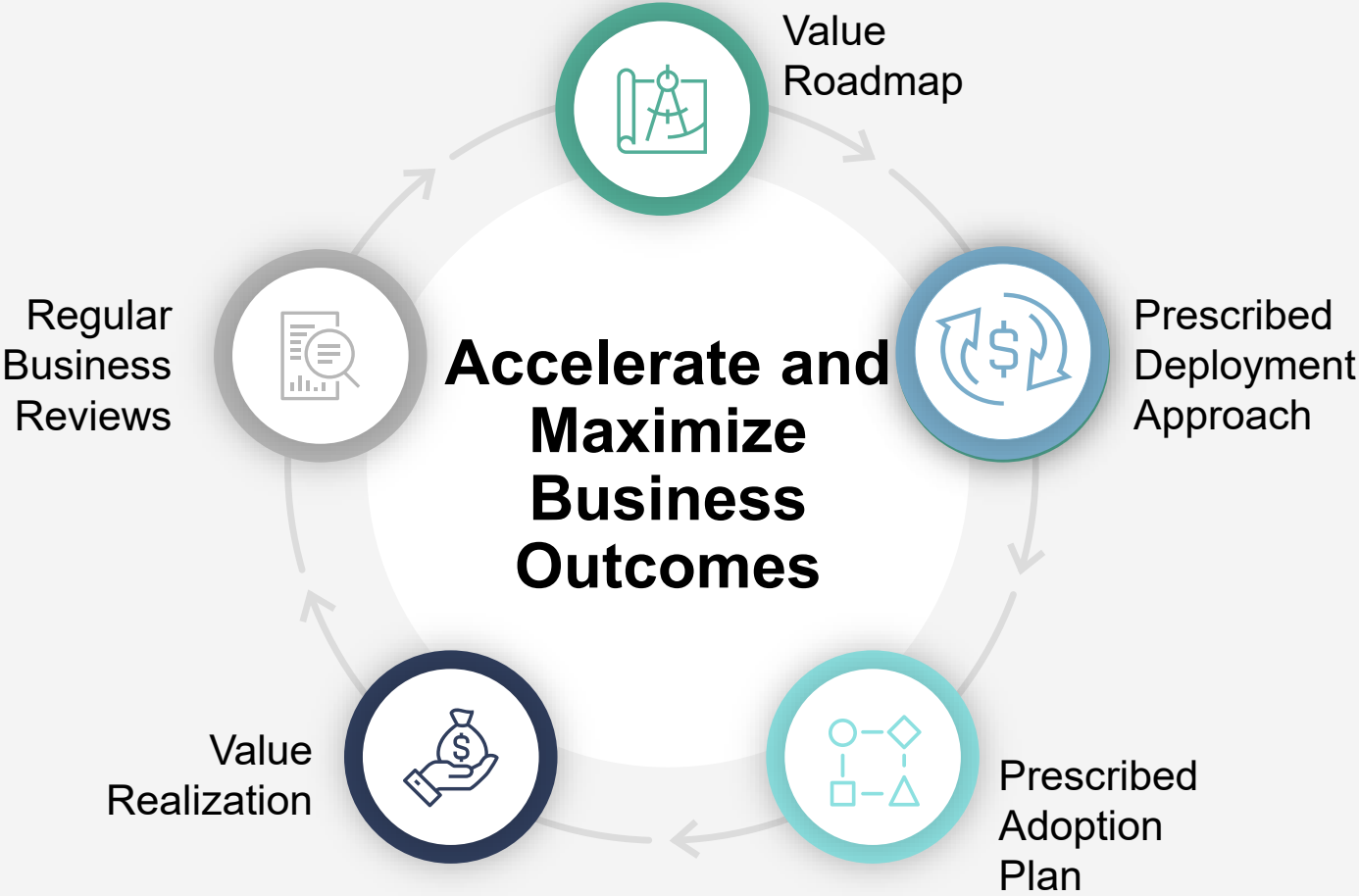
- DFM fix recommendations
- Assembly consolidation
- Design enhancements/alternatives



Sourcing Coach

- Highlight opportunities
- Detailed negotiation strategies
- Live negotiation support

We're Here To Help



Enjoy The Conference!

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