

September 24, 2025

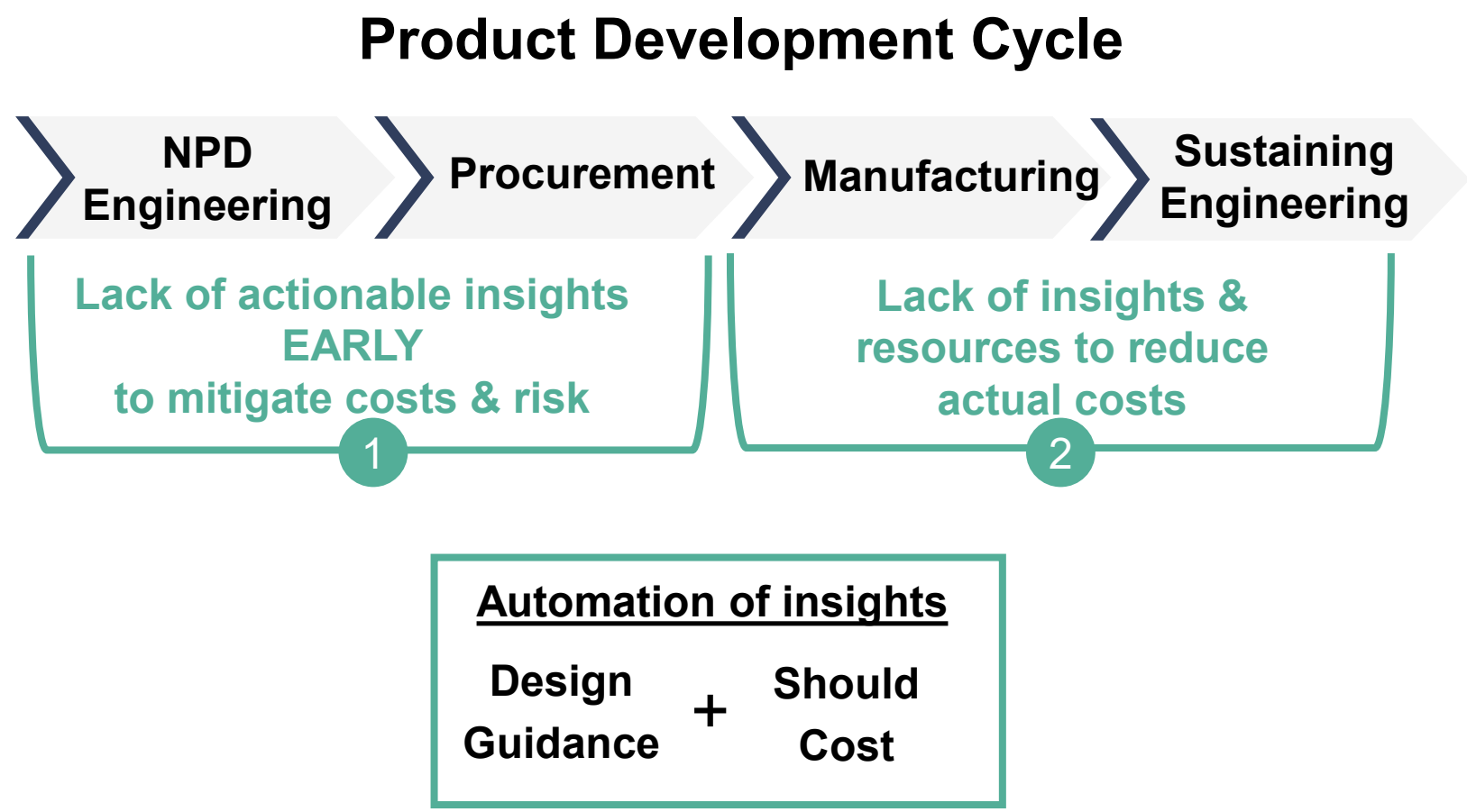
Should Cost & DFM Automation: The Ultimate Outcome Enabler

Chris Jeznach

aPriori
Manufacturing
Insights **2025**

DETROIT / SEPTEMBER 23 - 24

What causes multi billion \$ manufacturers to launch new products late and over cost target?

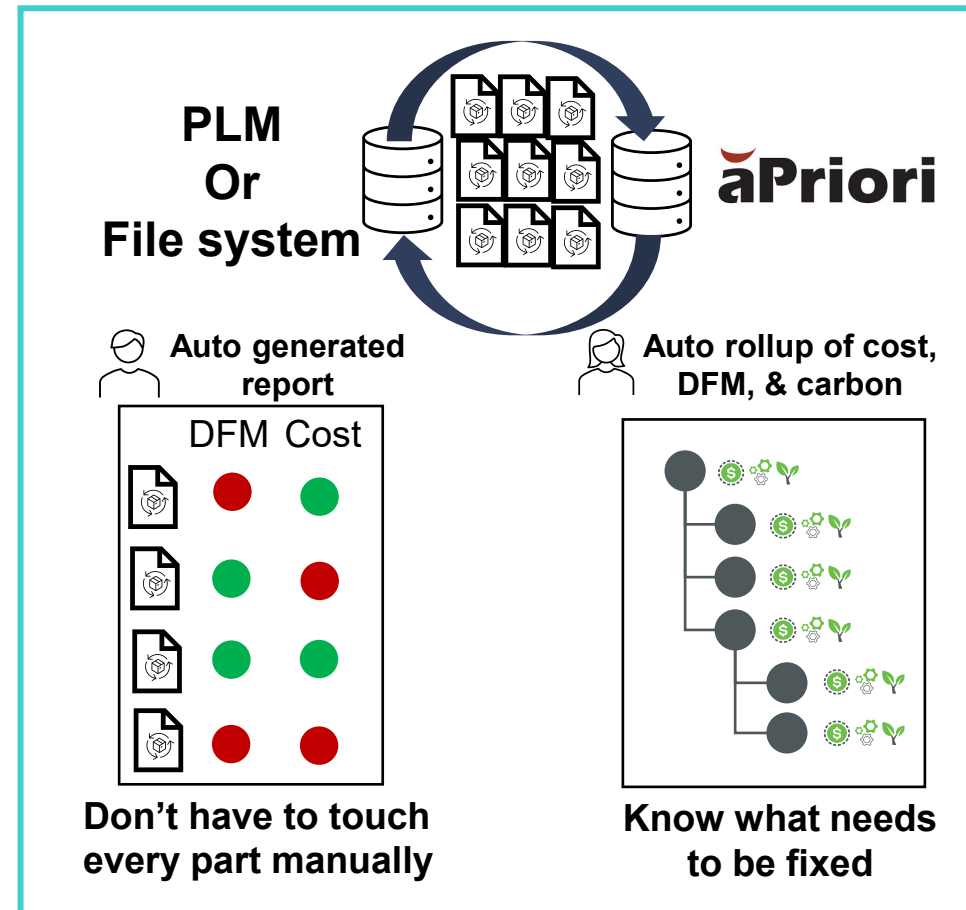
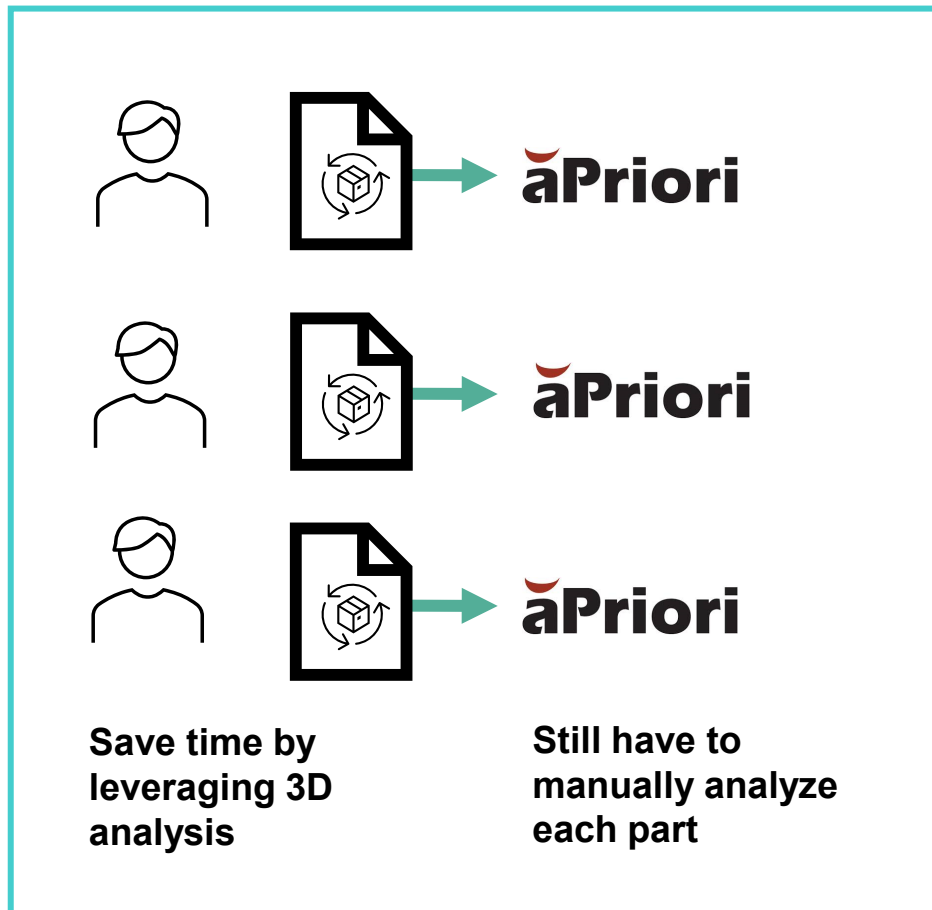


An Automated Approach Helps Focus on What Matters

Analyze each part individually

Vs.

Automated analysis of all parts



Automation = Enabler to Achieve Outcomes

1

Improve Product
Profitability



RIVIAN

20-25% BOM cost
reduction of R1 model

2

Launch on Time &
Under Target Cost



\$10.2M cost avoidance
Identified this year

**Both have invested more in automation in the past
year to go even faster & accelerate outcomes**



AUTOMATED COSTING

From a product standpoint, we're right where we need to be

ABOVE TARGET

DON'T HAVE TO TOUCH
EVERY SINGLE PART
MANUALLY

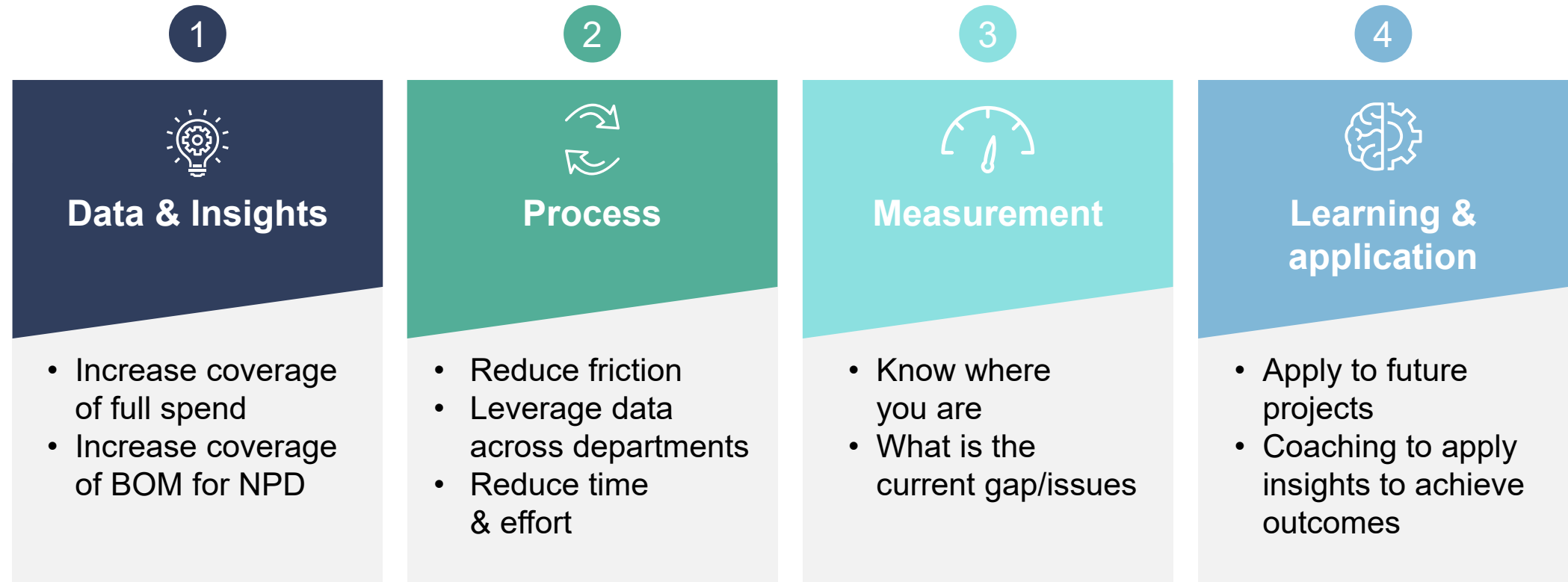
BELOW TARGET

LIVE COST ROLL-UP
OF OUR SYSTEM KEYS

4 Key Areas of Automation -> It All Starts With Data

**Upstream
Automation Here**

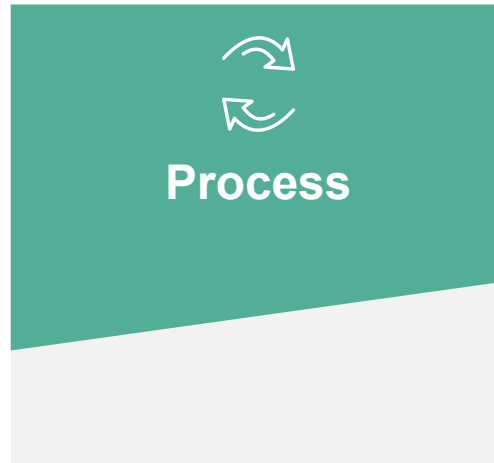
**Feeds Into Downstream
Automation Here**



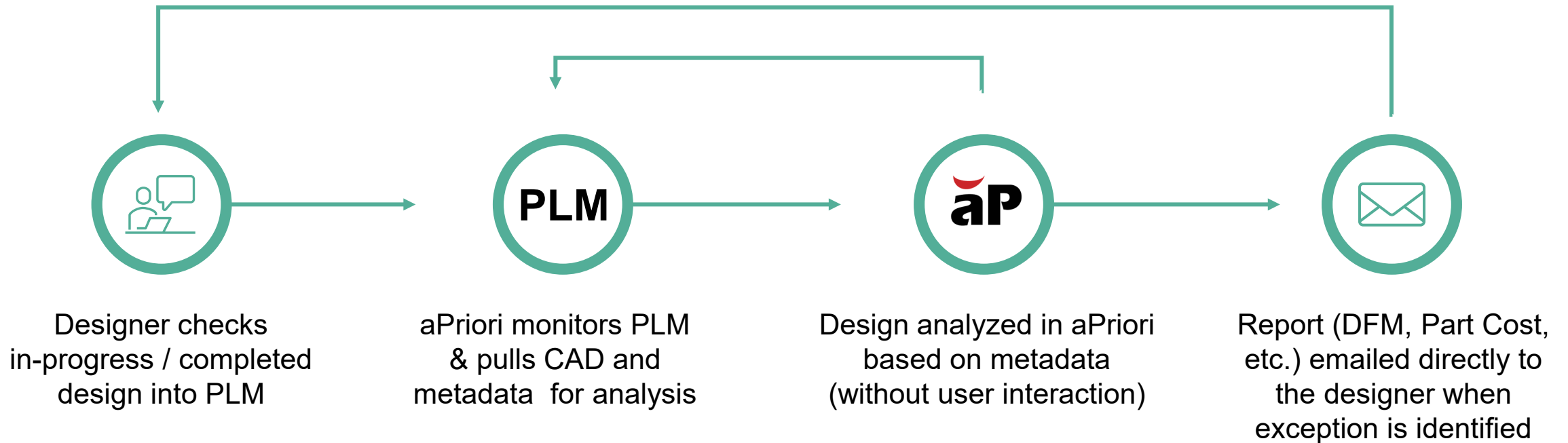
**Upstream
Automation Here**



**Feeds Into Downstream
Automation Here**

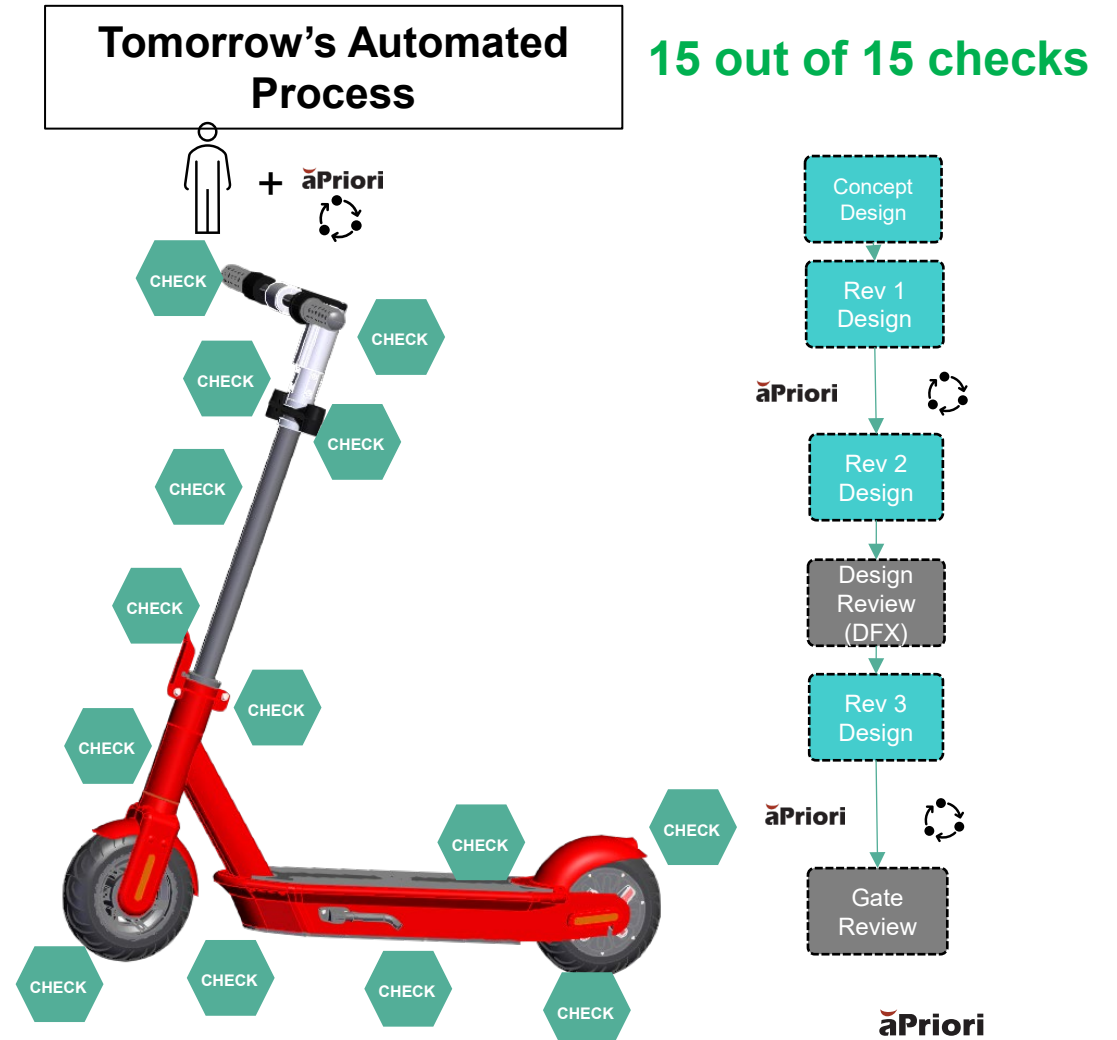
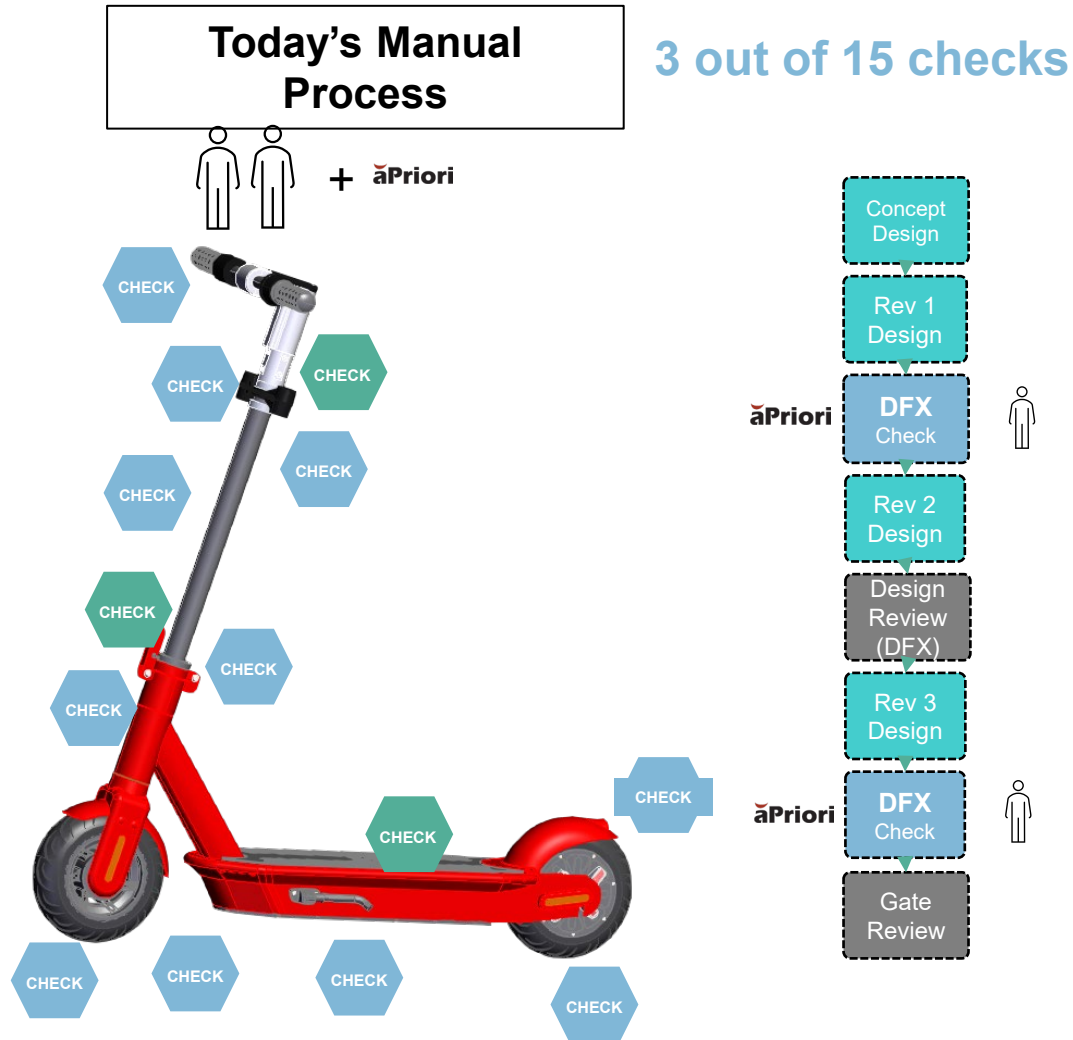


How It Works: PLM Integrated DFM & Cost Analysis



Value: All in-scope designs analyzed automatically by aPriori. Designer is notified when an exception needs attention. Complete DFM / cost data set available for analytics or AI applications.

Automate the Manual Cost + DFM checks to Review 100% of your BOM





Focus on the Most Impactful Parts (with opportunity)

15 out of 15 checks

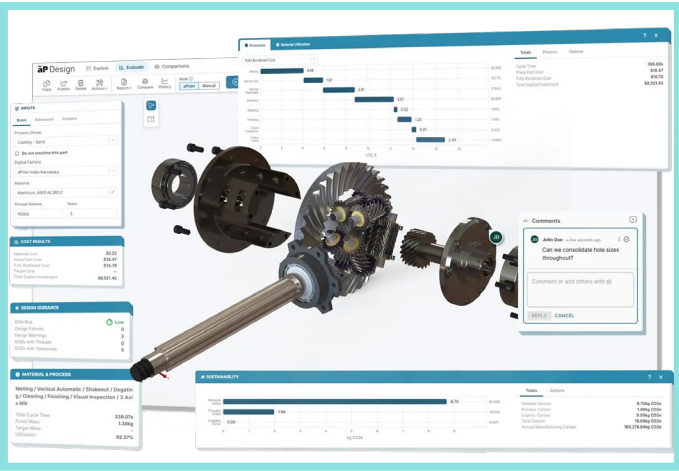


5 parts make up 80% cost

	% Total	DFM	Cost
CHECK	30%	●	●
CHECK	20%	●	●
CHECK	15%	●	●
CHECK	10%	●	●
CHECK	5%	●	●
	80%		

aPriori

Dive in when needed
to evaluate further





“Data has to be a part of the process of making the business smarter. It's not just about collecting it; it's about connecting it to action.”

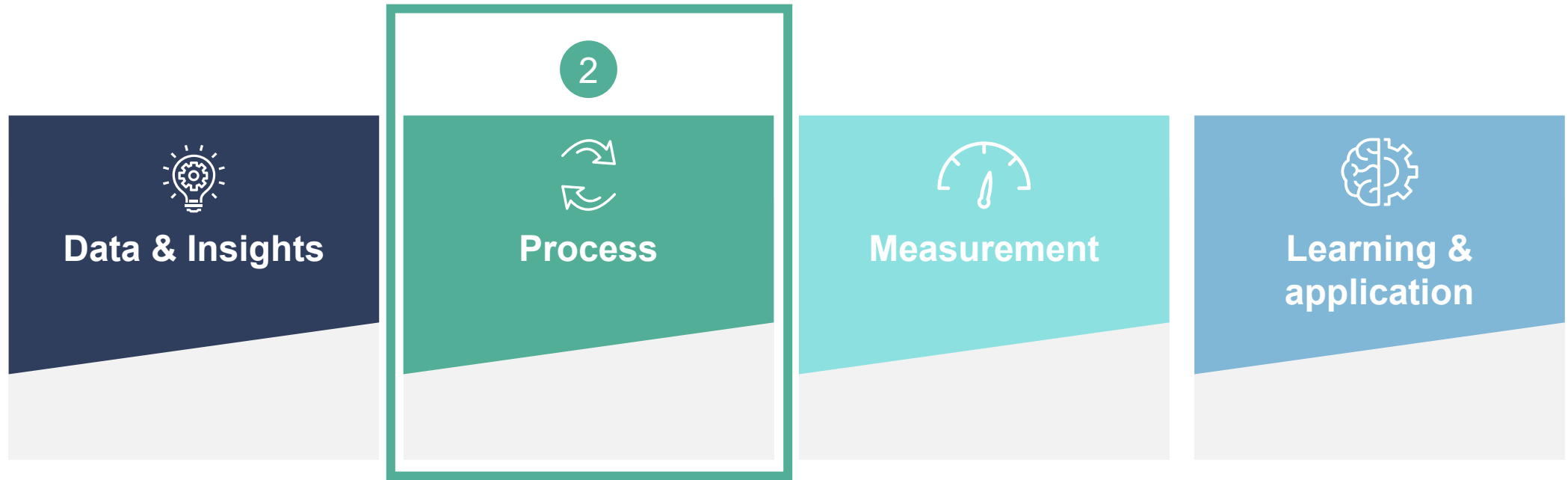
Tim O'Reilly



**Upstream
Automation Here**



**Feeds Into Downstream
Automation Here**



Engineering & Procurement Collaboration



Engineering ran DFM + target cost on 5 parts

Now what?



Engineering



Procurement

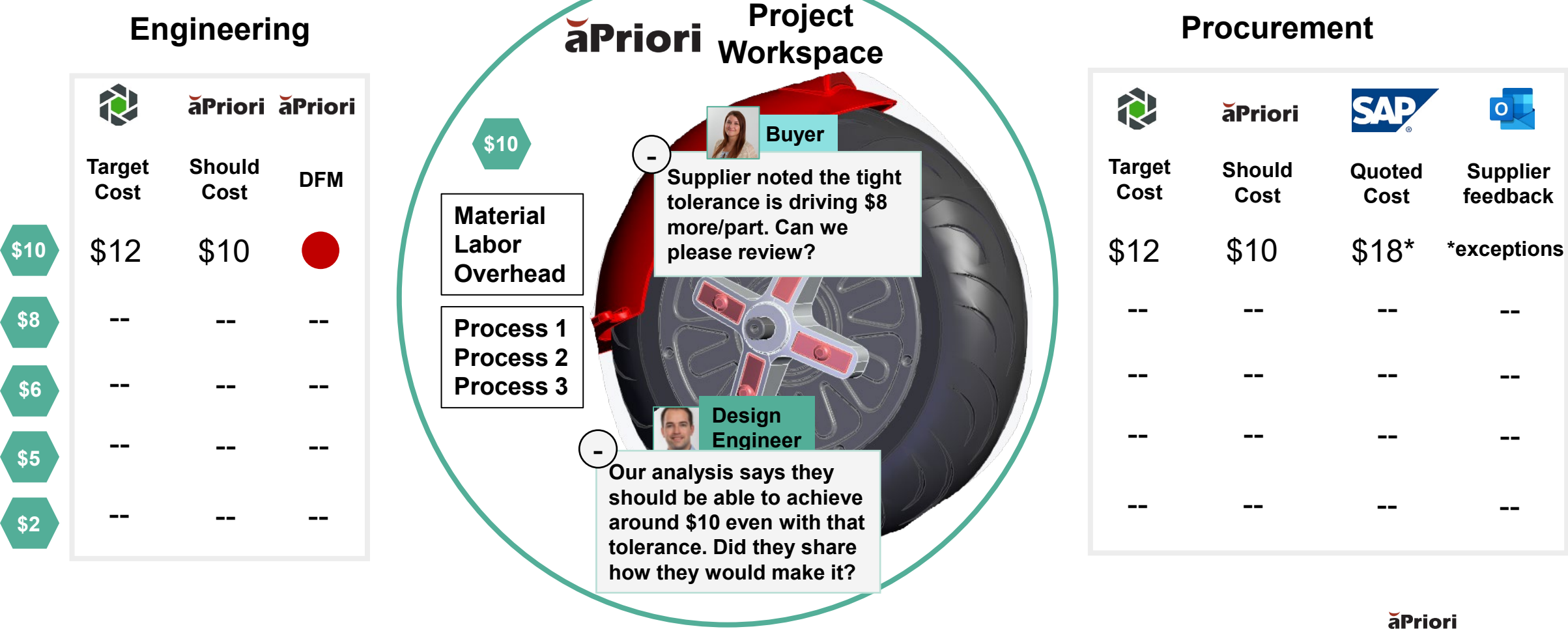


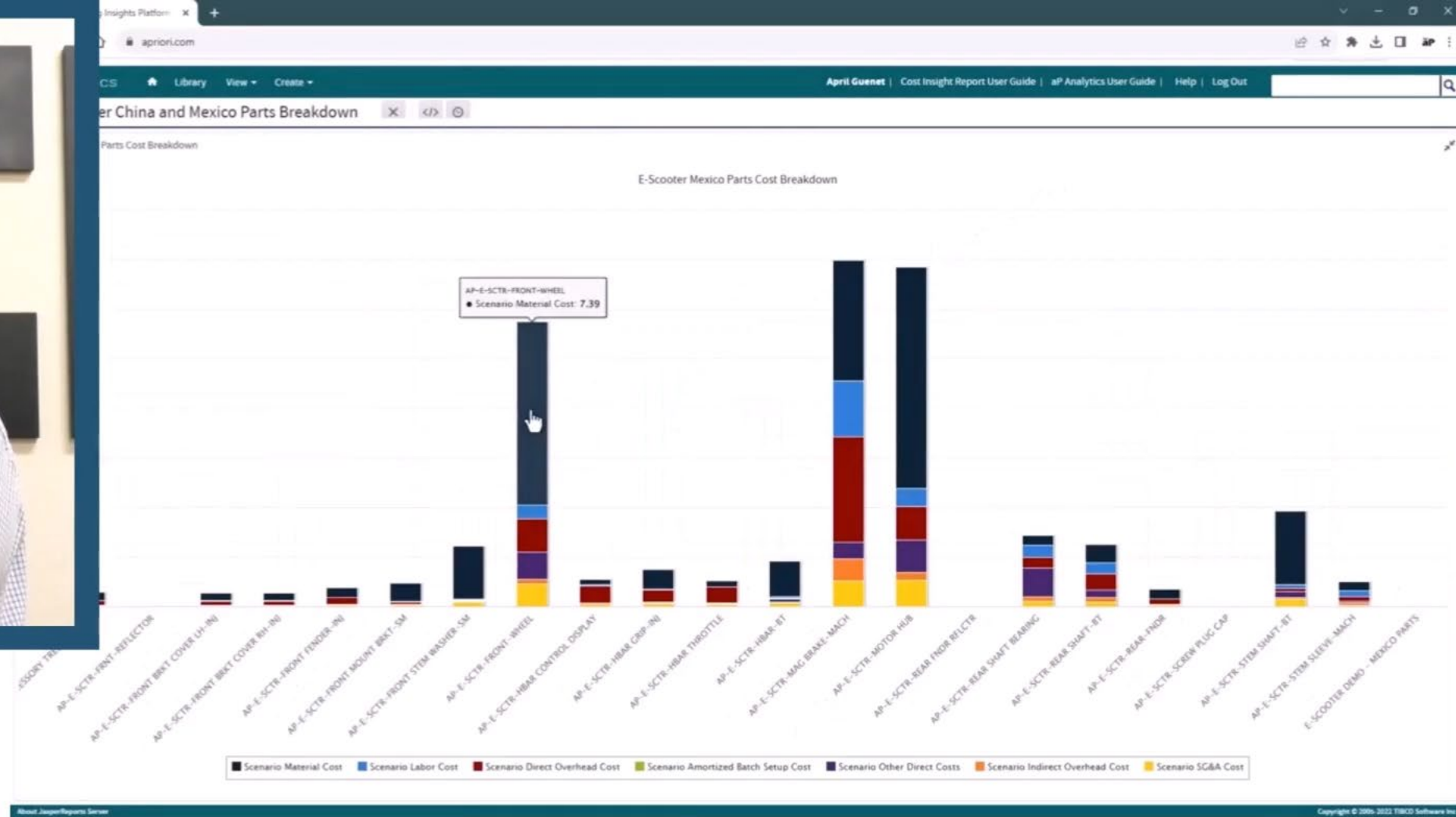
	Target Cost	Should Cost	DFM
\$10	\$12	\$10	●
\$8	--	--	--
\$6	--	--	--
\$5	--	--	--
\$2	--	--	--



	???		
Target Cost	Should Cost	Quoted Cost	Supplier feedback
\$14		\$18*	*exceptions
--	--	--	--
--	--	--	--
--	--	--	--
--	--	--	--

Automation Enables Procurement to Leverage Engineering's Early Analysis in Negotiation



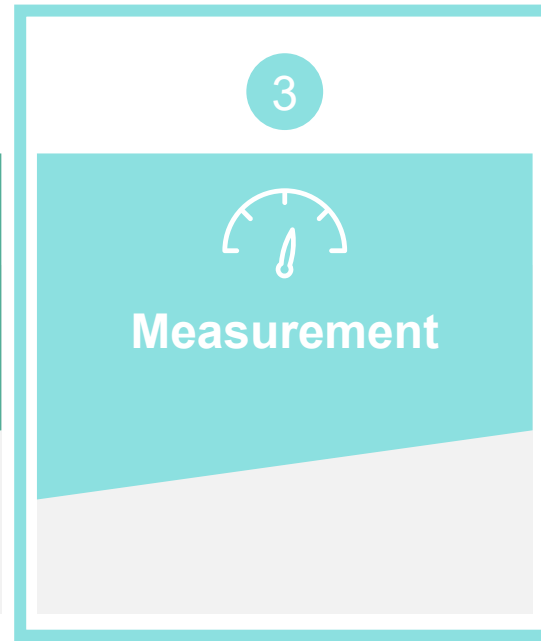
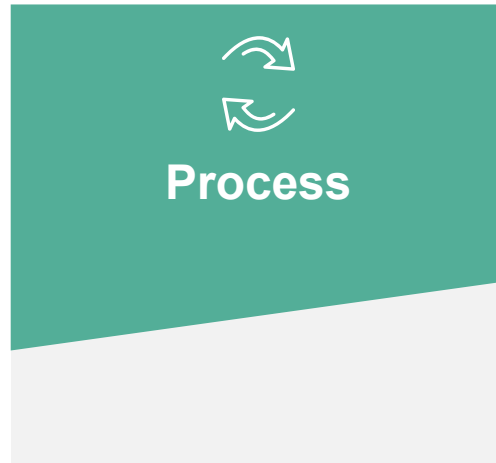


Buyers and those in the purchasing organization can use aPriori to achieve business targets

**Upstream
Automation Here**



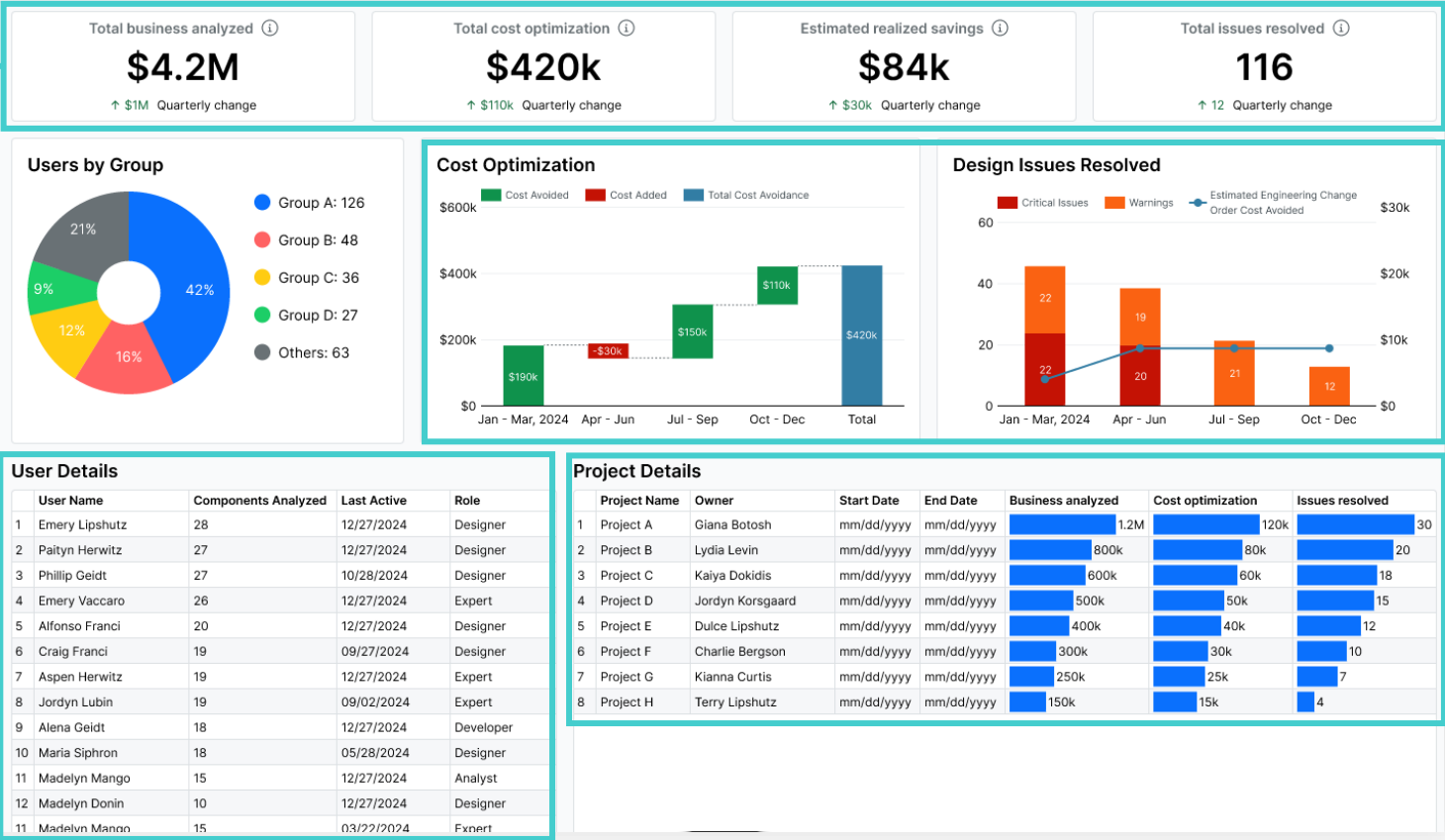
**Feeds Into Downstream
Automation Here**



Standardize on a Design Value Dashboard to Quantify Engineering's Early Impact on Cost



Instant insight into cost and risk performance



Identify key cost and design risks — then drill into root causes

Measure user engagement and link it to tangible impact

Compare project performance using standardized value metrics

Standardize on a Spend Analysis Dashboard to Keep Track of Realized Savings



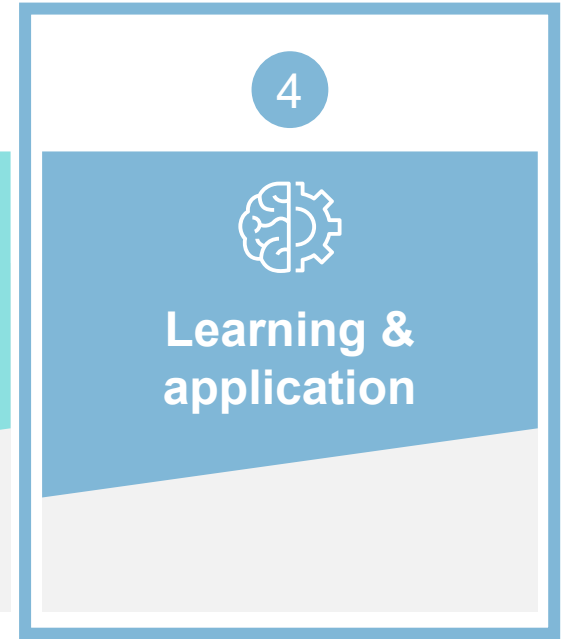
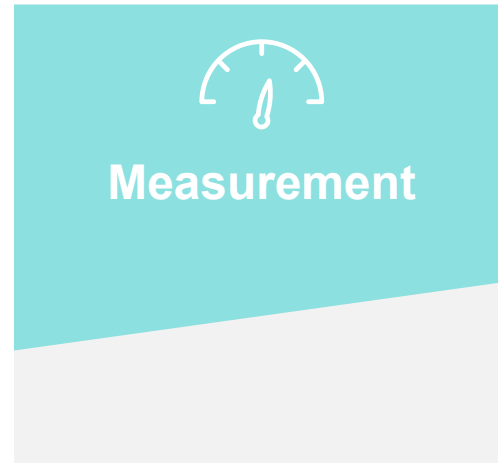
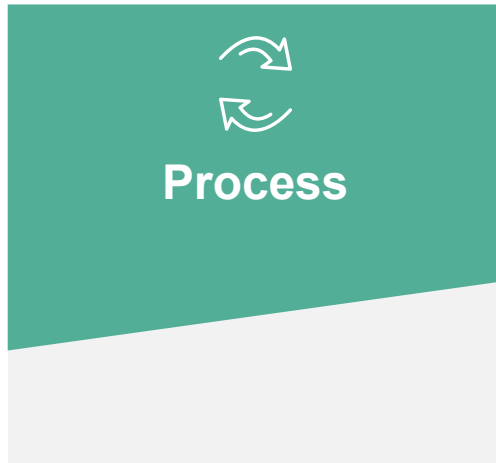
Commodity	*Addressable	*Total Spend Analyzed \$	% Spend Analyzed	*Annualized Potential Savings	*Annualized Realized Savings	Realized vs. Prior Month (%)
PCB/A	\$50	\$5	10%	\$1	\$0.3	10%
Machining	\$100	\$10	10%	\$2	\$0.5	20%
Sheet Metal	\$45	\$5	11%	\$1	\$0.3	5%
Injection Molded	\$30	\$0	--	--	--	--
Wire harness	\$20	\$0	--	--	--	--
Castings	\$10	\$0	--	--	--	--
Total	\$255	\$20	8%	\$4	\$1	15%

**in millions of dollars*

**Upstream
Automation Here**



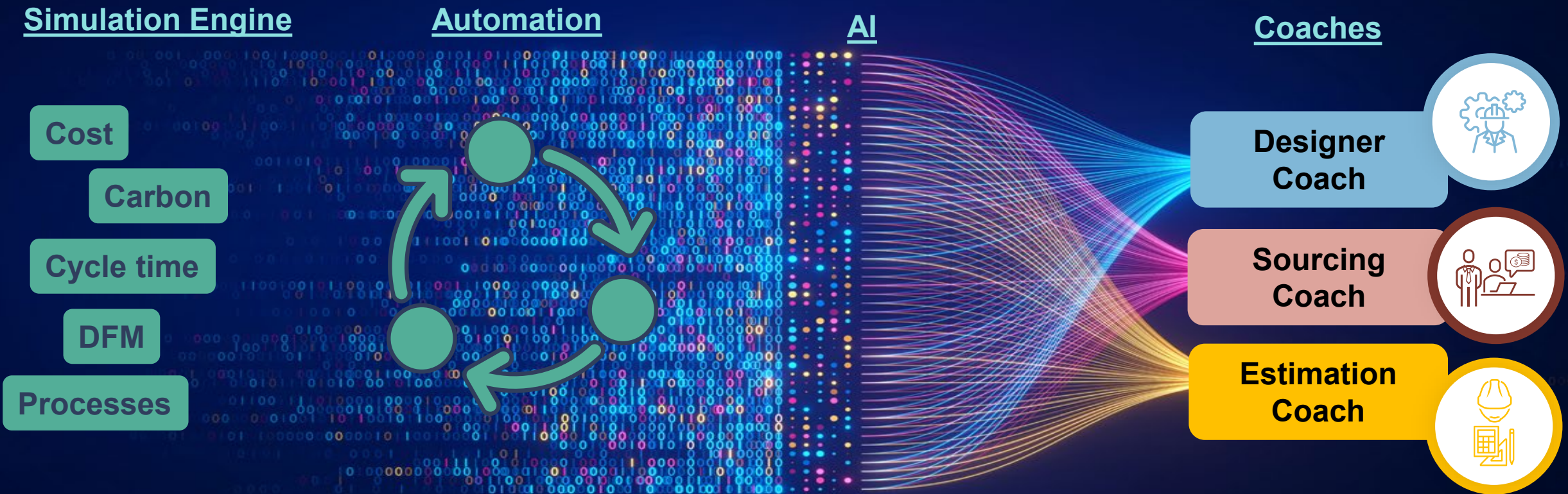
**Feeds Into Downstream
Automation Here**



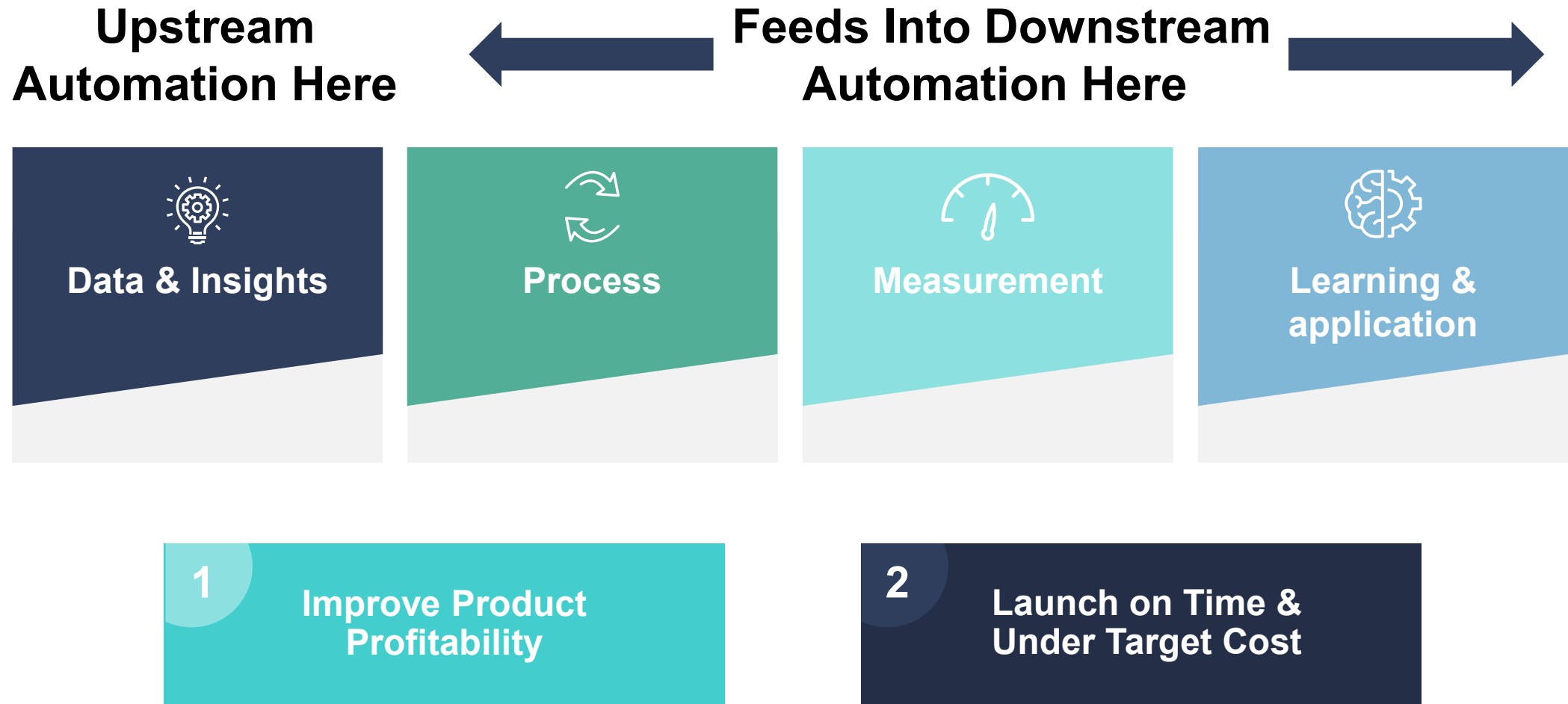


ROADMAP

Automating aPriori's Data Makes AI Even Better



Recap: Automation as the Outcome Enabler. It all Starts with Quality Data



HOW CNH DRIVES VALUE

 aPriori

