September 24, 2025

Should Cost & DFM Automation: The Ultimate Outcome Enabler

Chris Jeznach

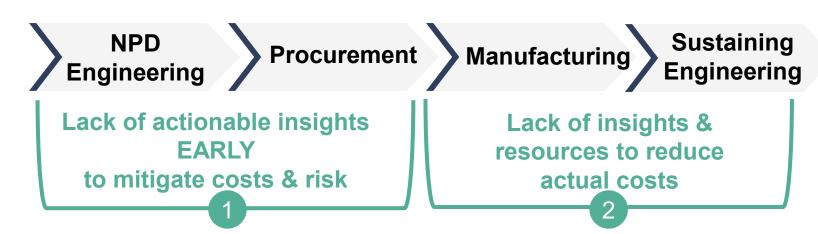
aPrioriManufacturing
Insights **2025**

DETROIT / SEPTEMBER 23 - 24



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

Product Development Cycle



Automation of insights

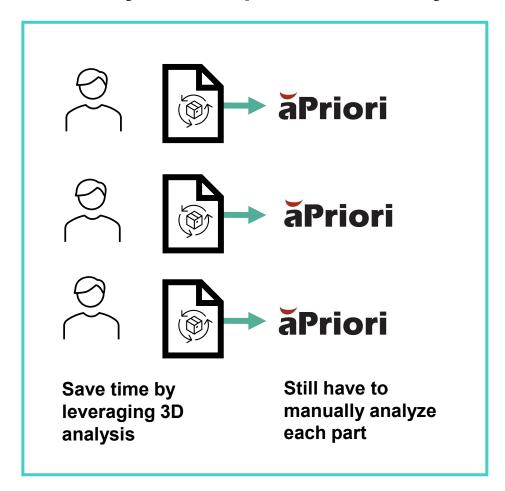
Design + Should
Guidance Cost

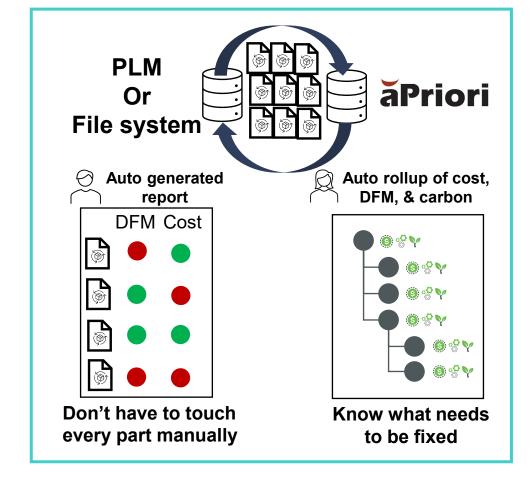
An Automated Approach Helps Focus on What Matters

Analyze each part individually

Vs.

Automated analysis of all parts





Automation = Enabler to Achieve Outcomes





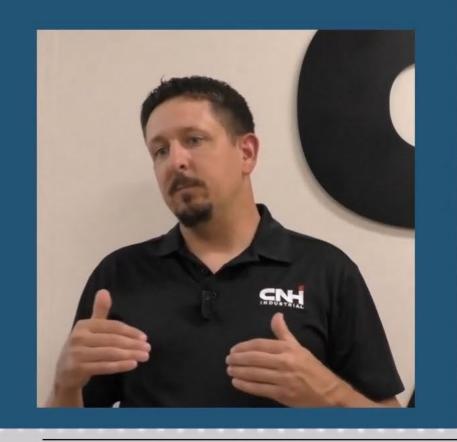




20-25% BOM cost reduction of R1 model

\$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













Data & Insights

- Increase coverage of full spend
- Increase coverage of BOM for NPD



Process

- Reduce friction
- Leverage data across departments
- Reduce time & effort



Measurement

- Know where you are
- What is the current gap/issues



Learning & application

- Apply to future projects
- Coaching to apply insights to achieve outcomes

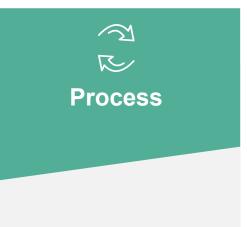
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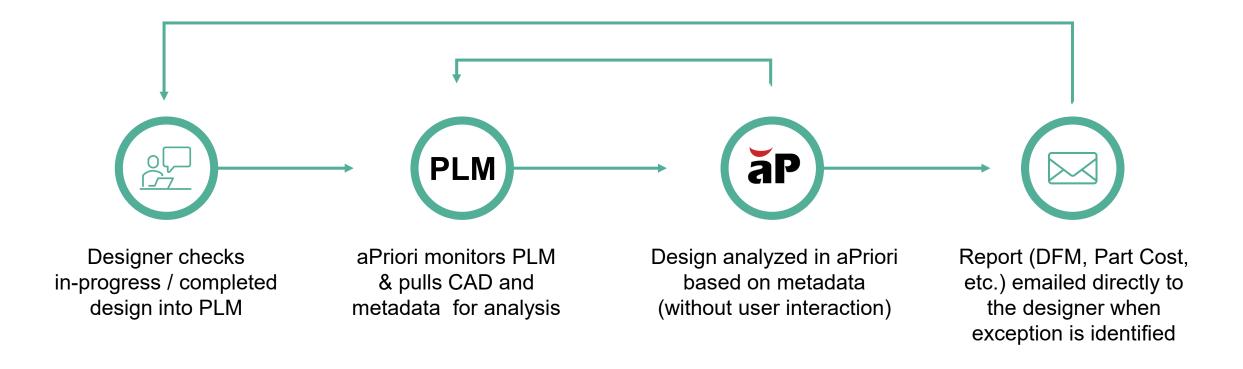








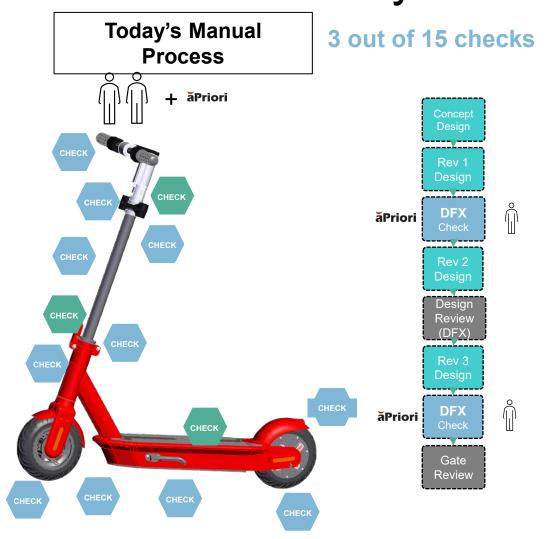
How It Works: PLM Integrated DFM & Cost Analysis

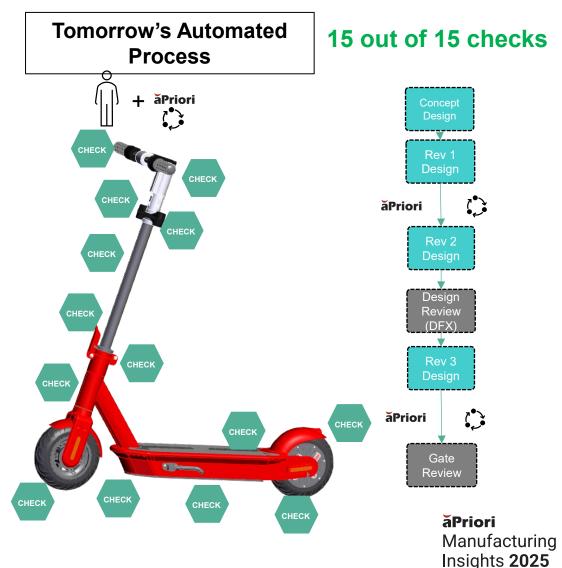


Value: All in-scope designs analyzed automatically by aPriori. Designer is notified when an exception needs attention. Complete DFM / cost data set available for analytics or AI applications.



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









15 out of 15 checks



5 parts make up 80% cost



aPrioriDive 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

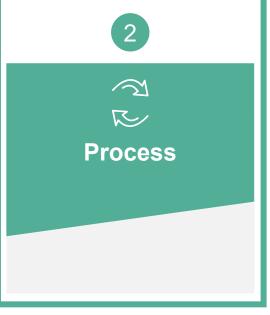


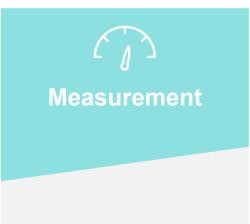
Upstream Automation Here













Engineering & Procurement Collaboration



Engineering ran DFM + target cost on 5 parts

Now what?









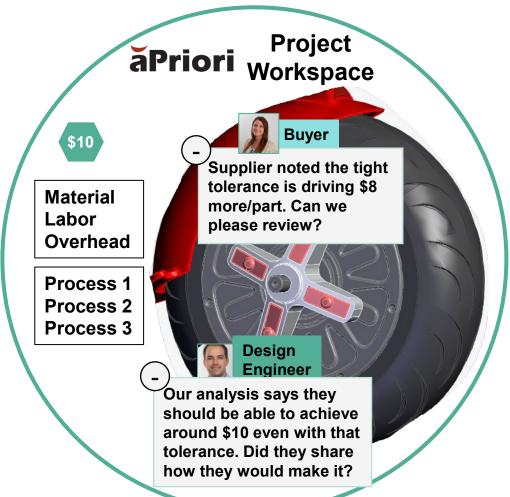




Automation Enables Procurement to Leverage Engineering's Early Analysis in Negotiation

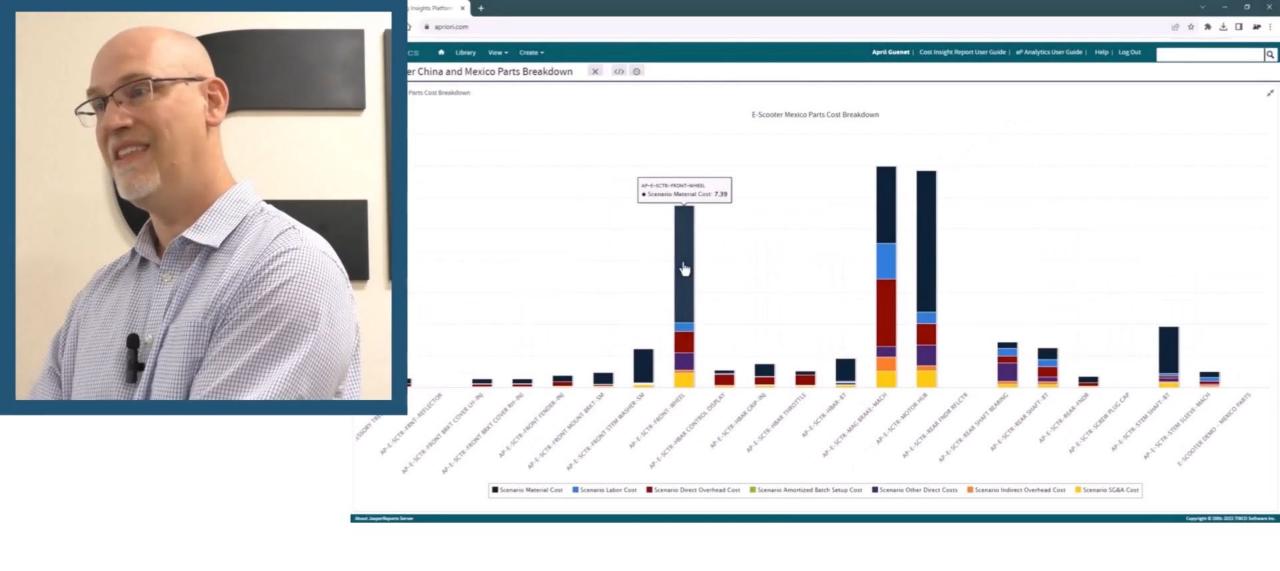
Engineering





Procurement

	ăPriori	SAP	0
Target Cost	Should Cost	Quoted Cost	Supplier feedback
\$12	\$10	\$18*	*exceptions



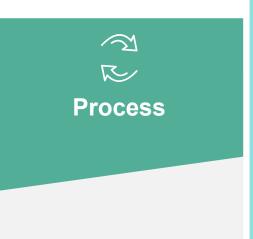
Buyers and those in the purchasing organization can use aPriori to achieve business targets

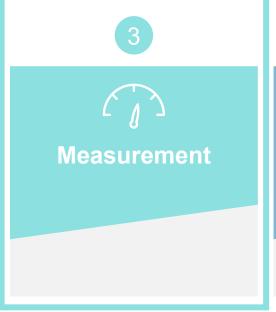
Upstream Automation Here















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

Total business analyzed (i) Total cost optimization (i) Estimated realized savings (i) Total issues resolved (i) Instant insight \$4.2M \$420k \$84k 116 into cost and risk ↑ \$1M Quarterly change ↑ \$110k Quarterly change ↑ \$30k Quarterly change ↑ 12 Quarterly change performance Users by Group Cost Optimization **Design Issues Resolved** Identify key cost Warnings - Estimated Engineering Change
Order Cost Avoided Group A: 126 and design risks — Group B: 48 \$20k Group C: 36 then drill into Group D: 27 root causes Others: 63 Jul - Sep Oct - Dec Jul - Sep Oct - Dec Jan - Mar, 2024 Apr - Jun Total Jan - Mar, 2024 Apr - .lun **User Details** Project Details Compare project Measure user Last Active Project Name End Date Emery Lipshutz 12/27/2024 Designe Project A Giana Botosh performance 12/27/2024 Lydia Levin 800k Designer Project B engagement mm/dd/vvv 27 600k Phillip Geidt 10/28/2024 Designer Project C Kaiya Dokidis using standardized and link it to 500k 12/27/2024 Project D Jordyn Korsgaard Expert 400k 5 Alfonso Franci 12/27/2024 Designer Project E Dulce Lipshutz mm/dd/vvvv value metrics tangible impact 6 Craig Franci 09/27/2024 Designer Charlie Bergson Project F 12/27/2024 Expert 8 Jordyn Lubin 09/02/2024 Expert 8 Project H Terry Lipshutz 9 Alena Geidt 12/27/2024 Develope 10 Maria Siphror 05/28/2024 Designer 11 Madelyn Mango 12/27/2024 Analyst 12/27/2024 12 Madelyn Donin Designer 11 Madelyn Mango 03/22/2024



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

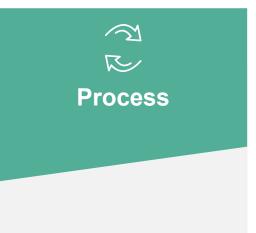
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Feeds Into Downstream Automation Here







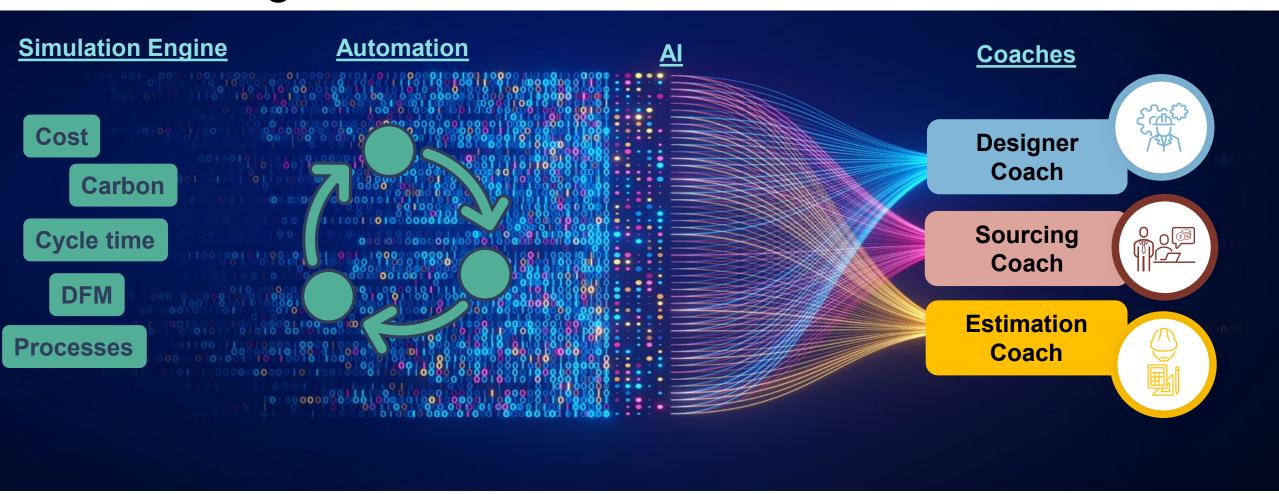




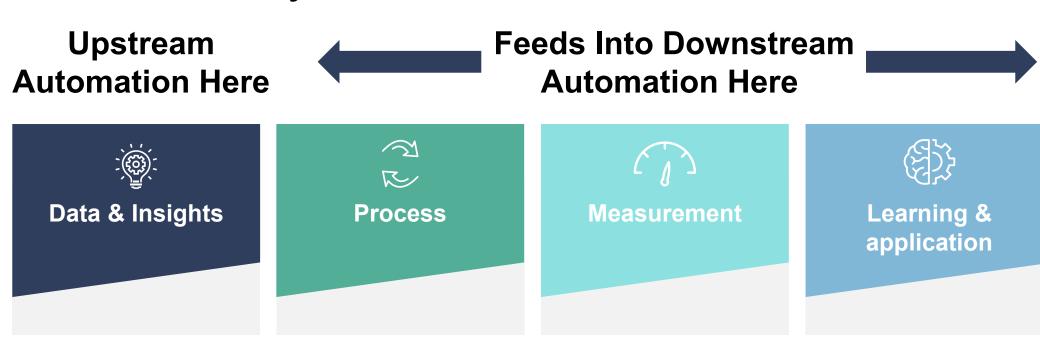


ROADMAP

Automating aPriori's Data Makes Al Even Better



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





Launch on Time & Under Target Cost

CNE VALUE



aPriori