Clear Process Solutions
in action ◢

Modern Cloud 3D CAD Enables Rapid New Product Innovation and Impactful Cost Reduction for Kichler Lighting

About Kichler Lighting

Kichler Lighting Corporation designs, contract manufactures and distributes residential lighting primarily in the North American market

Locations: Cleveland, OH,
East Hartford, CT, Atlanta, GA,
Las Vegas, NV

Details

- About 6,000 active SKUs
- > 500 employees
- ERP: Epicor
- Microsoft Office
- ECM: SharePoint
- 3D: SolidWorks being replaced by Onshape
- Process / Integration Technologies: Winshuttle, Onshape ERP*linc*, Microsoft SharePoint, Process BI (all delivered by Clear Process Solutions)

Product Development Challenges

Kichler Lighting was searching for ways to bring greater speed and agility to their new product development engineering operations. Their global engineering landscape and the fast-paced, competitive pressure of product development had rendered the current solution ineffective.

Any company bringing products to market, either with local teams or engineers collaborating around the world, has a primary challenge: how to work together in real-time, quickly? Old 3D CAD solutions relying on files vs. streamed data are expensive and real-time collaboration is impossible.

Kichler's historic approach included an on-premise SolidWorks 3D CAD system for product design. The system required ongoing expenses for servers, hardware, licenses and maintenance. It was also costly in terms of the projected need to add PDM solution costs, revision/version management, storage and ERP along with possible PLM integrations. Additionally, the need for on-premise upgrades was also disruptive, time consuming and costly.

The Kichler wish list for a new approach included:
- Improved collaboration with overseas development teams and manufacturers.
- Elimination of the need to email translated STEP and PDF files.
- Streamlined, organized, and cloud-enabled master data in one location, accessible to all stakeholders and systems.
- Elimination of check in and check out, as well as integrating Engineering Change Operations (ECO) into core ERP and / or PLM systems.

Onshape

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> **"**Onshape with ERPlinc delivers radical data streaming value, collaborative teaming cost reductions, and seamless ERP and or PLM interoperability.**"**
> *- Mark Orzen, CEO, Clear Process Solutions*

Process Solution

CPS brought a modern concept to Kichler Lighting for faster new product innovation with a collaborative engineering platform that included real-time dashboard insights. The solution encompassed Onshape, **ERP***linc* and Process BI. The promise: faster designs, lower cost for every aspect of engineering, removal of check in and check out requirements, ERP / PLM integration and built-in BI insights.

ERP*linc*, available at the Onshape APP store, seamlessly integrates Onshape with any ERP and / or PLM system, providing real-time updates and synchronization. A one step process will update Material Revisions and Assembly / Sub Assembly Revision Numbers, with optional add on configurations for Bill of Materials and Routings, as well as other company-wide engineering workflows or processes.

ROI Benefits

The ROI for Onshape with **ERP***linc* has been nothing short of astounding.

- Costs associated with old CAD server requirements, the PDM platform, and licenses have been slashed.
- Major savings are now gained from faster iterations without 3D check in or check out.
- Additional savings were realized by integrating 3D CAD with the ERP system without cumbersome PLM or PDM Workflow, driving autonomy for users in Kichler's extended Engineering Change Request process.
- **New Product Development times** are projected to be reduced by months, and the solution approach of this initial effort will provide savings in the millions.

Future Plans

OnShape is becoming the 3D CAD standard, evolving with Epicor P21 integration with **ERP***linc*. Outside of **ERP***linc* Workflow, Kichler is expanding CPS Workflow and BI solutions for diverse data streaming and continuous improvement initiatives. Kichler is so impressed with the ROI, they partnered with CPS to form / host Onshape's Cleveland User Group commencing in April 2018.

About Clear Process Solutions

Clear Process Solutions (CPS) assists companies in improving internal processes, cross system integration and data mobility via modern workflow, robotic process automation and BI Insights. Our team of deeply experienced ERP and process experts believes that efficiency and automation are the keys to innovation, plus cost and cycle time reduction.