Clear Process Solutions
in action

KICHLER LIGHTING
Drives New Product Development and Data Flow

About Kichler Lighting

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

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

Details

- About 6,000 active SKUs
- 500 employees
- ERP: Epicor, PeopleSoft
- ECM: SharePoint
- 3D: SolidWorks being replaced by Onshape
- Digital Process Platform (DPP): Being transitioned to CPS AgilePoint
- Data Analytics: CPS Process BI for Workflow Analytics and Qlik Sense for Enterprise Descriptive Analytics
- Solutions Support: CPS SolutionCARE and Professional Services
- Other systems: Microsoft Office

Digital Process Transformation Challenge

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

3D CAD solutions relying on files, emails and cumbersome PDM processes were time-consuming and costly to manage. Hardware servers and desktops, software versions and document management files were a costly bottleneck. Bringing products to market with local teams or collaborating around the world was a significant challenge.

Kichler's historic approach included an on-premise SolidWorks 3D CAD system requiring ongoing expenses for servers, hardware, licenses and maintenance. It was also costly due to PDM and PLM requirements, revision/version management, storage and ERP integration. The costs and delays due to software, upgrades and testing were not only expensive, but it reduced product development efficiency. Even though software maintenance was annually paid, upgrades were often delayed year over year!

Kichler's Digital Process Transformation Wish List:

- Improved data flow and collaboration with overseas development / manufacturing
- Elimination of the need to email translated STEP and PDF files
- Streamlined, 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

KICHLER®

Digital Process Transformation Solutions

Adding to Kichler's CPS digital process platforms (line of business workflow, enterprise analytics, workflow analytics), CPS stewarded a radical new approach to product design platforms, which is where Onshape enters the picture.

Kichler Lighting partnered with CPS in driving product innovation by incorporating Onshape, the only product development platform that unites CAD, data management, collaboration tools and real-time analytics.

The solution encompassed Onshape out of the gate and is being deployed in concert with other digital workflow transformations orchestrated by CPS. These other digital areas include:

- Engineering change processes
- Seamless modular ERP and future PLM interoperability
- Cost avoidance

Layered on top of the Onshape and digital workflow data are the Process BI dashboards powered by Qlik Sense. CPS Process BI is in place at Kichler Lighting showcasing data flow and continuous improvement cockpits.

ERPlinc for Onshape is a featured CPS Onshape app available at The Onshape App store, enabling Onshape to seamlessly integrate with any ERP and/or PLM system. Think: Bill of Materials and Routings, as well as other company-wide engineering workflows or processes.

ROI / Benefits

Onshape has rapidly accelerated product development and collaborative design at Kichler Lighting (now part of Masco). This digital design transformation in conjunction with the ongoing CPS (Epicor ERP) workflow and analytics automations, continues to improve the value and impact of data throughout Kichler. Streamlining and sharing data is rapidly enabling the company's continuous improvement initiatives. Examples include:

- Costs associated with legacy CAD server requirements, the PDM platform, and software licenses have been dramatically reduced
- Faster NPD iterations without 3D check in or check out processes have fueled major savings
- 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

"The ROI for CPS Onshape, workflow and integrated analytics has been nothing short of astounding."

- Rick Hawk and Doug Jones, Kichler Lighting

What's Next?

Additional savings are projected by integrating the product development and workflow platform directly with Kichler's ERP system, connecting modular workflow apps directly to the company's business system and removing the cumbersome data process.

Kichler is so impressed with the burgeoning digital platform ROI, they partnered with CPS to form Onshape's Cleveland User Group. CPS has also developed new manufacturing focused partnerships with Cleveland Engineering Society (CES) and Manufacturing Advocacy Group Network (MAGNET).

About Clear Process Solutions

We are experts in Digital Process Transformation, focused on workflow, data analytics, and business process optimization. We simplify complex processes, data, and integrations. Our field of play is focused around ERP, PLM, MES, & CRM environments.