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Core Concept Technologies Inc.
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**Leading Partition Manufacturer Comany Implements PLM “Aras Innovator”
with CCT’s Support**
Addressing BOM Development and Requirements Definition Challenges
Unique to Made-to-Order Manufacturing

Core Concept Technologies Inc. (headquartered in Toshima-ku, Tokyo; Representative Director, President and CEO: Takeshi Kaneko; hereinafter referred to as “CCT”), which provides DX Support with a focus on the manufacturing and construction industries, hereby announces that it supported the implementation of the PLM^{*1} “Aras Innovator” in the design operations as part of “PJ-CHANGE,” a company-wide project by Comany Inc. (headquartered in Komatsu City, Ishikawa Prefecture; Representative Director, President and Executive Officer: Kenta Tsukamoto; hereinafter referred to as “Comany”) to rebuild its management foundation. Comany engages in made-to-order manufacturing in which specifications vary among customers, and management of its complex parts configurations had been a challenge. CCT supported requirements definition and system development in this area, helping drive business process improvements. CCT will continue to provide support for Comany’s manufacturing reform going forward.

*1 PLM (Product Lifecycle Management): A product lifecycle management system.



From left: Naoyuki Moroda, General Manager, Design Division, Comany Inc.; Shota Tomuro, PJ-CHANGE PgMO, Management Promotion Division, Comany Inc.; Keisuke Imai, General Manager, Solutions Department 1, Manufacturing DX Business Division, Core Concept Technologies Inc.

*The titles are as of the time of the interview.

■Background

Comany Inc., headquartered in Komatsu City, Ishikawa Prefecture, is a company dedicated to partition manufacturing that delivers value called “Ma-zukuri” (space creation). As part of “PJ-CHANGE,” a company-wide project aimed at achieving its medium-term management plan, the company is working to reform business processes in the design domain.

“Amoeba Management”^{*2} (a management method that divides an organization into small groups, with each unit operated on an independent profit-and-loss basis), which had supported the company’s growth, tended on the other hand to result in optimization limited to individual departments, creating a challenge in advancing business improvement across the entire company. In the design domain in particular, information was not

centrally managed across the two design processes of “construction drawing design,” prepared for submission to customers, and “fabrication design,” intended for the manufacturing floor. As a result, employees continued to spend a great deal of time on tasks outside their core design work, such as deciphering handwritten materials, preparing supplementary materials for external contractors, and checking for transcription errors.

To resolve these challenges, Comany decided to implement the PLM “Aras Innovator.” As Step 1, the company improved operational efficiency through the implementation of PLM, and has completed this step. In the subsequent Step 2, Comany aims to transition from 2D design to 3D CAD, develop its BOM^{*3}, and link data from design through manufacturing.

*2 “Amoeba Management” is a registered trademark of Kyocera Corporation.

*3 BOM (Bill of Materials): A list of the parts and materials that make up a product.

■CCT’s Support and Its Effects

Comany had been grappling with the challenge of how to represent, in a BOM, its distinctive style of made-to-order manufacturing in which specifications vary among orders. The deciding factor in selecting CCT as its support partner was that the CCT staff member in charge had prior experience rebuilding BOMs at manufacturers with a similar made-to-order business model.

Key Support Provided

- As a PLM expert versed in both design (EBOM) and manufacturing (MBOM), CCT accurately identified the challenge of complex BOM representation specific to made-to-order manufacturing, and led the improvement of the design domain through the implementation of Aras Innovator.
- Drawing on insights based on an understanding of on-site operations, CCT identified workloads that would not have been visible through interviews alone, and advanced requirements definition while assessing the operational impact of each requirement.
- Built a mechanism on the PLM to connect design information that had previously been disconnected between the “construction drawing design” and “fabrication design” processes.

Effects

- Through interviews focused on the work of each on-site staff member, details, such as a roughly 30-minute daily difference in working time depending on the presence or absence of a certain function, were clarified at the requirements definition stage, and the precision of business process improvements was enhanced.
- Achieved integration between CRM and PLM, significantly reducing the work of checking for transcription errors when sales staff reflect customer requests in drawings.
- Improved search functionality in the new system increased the speed of operations.
- While quantitative verification of effects is planned for the future, the effect of reform can be seen in the change of on-site employees’ awareness, such as “Is my current way of working right?” or “Could I make some improvement?”

■Customer Testimonials

Comany Inc.

Shota Tomuro, PJ-CHANGE PgMO, Management Promotion Division

“Rather than mass-producing items with fixed part numbers, we design and manufacture each made-to-order product individually. In advancing the project, we struggled a great deal with how to represent this somewhat unique style of manufacturing in a BOM. Amid this, we heard that Mr. Imai had experience rebuilding the BOM at a manufacturer with a business model similar to ours, and thought, ‘He’s exactly the right person for this.’

When we had him look at the BOM we were using at the time, he immediately identified the issues and offered a range of pointed feedback. We believed CCT would play a key role in the success of the project, and decided to entrust them with the design domain, one of the most critical parts of the project.”

Naoyuki Moroda, General Manager, Design Division

“CCT never overlooked any information necessary for development, no matter how small, and carefully drew out the wishes of on-site staff. For example, while we were considering the requirements definition for Step 1, CCT proposed adding a specific button. When we asked the staff member on-site, we learned that the presence or absence of that button made a difference of about 30 minutes in daily working time. CCT had listened in detail to that staff member’s work and had even calculated how much the workload could be reduced per day. Rather than a routine interview, they drew out detailed information that even the staff member themselves had not noticed, and carefully captured requests based on a genuine understanding of the workplace. When I learned this, I was genuinely impressed.”

■Future Outlook

As Step 2, Comany plans to advance the development of a BOM linked with existing systems and to transition from 2D design to 3D CAD, aiming to build a mechanism that seamlessly integrates data from design through manufacturing. By achieving manufacturing in which information is firmly integrated, the company intends to create an environment in which design staff can focus on their core work of bringing customer requests to life. Going forward, CCT will continue to contribute to Comany's manufacturing reform, as well as to the medium- to long-term growth of the manufacturing industry as a whole and the creation of social value, through hands-on support based on its expertise as a PLM expert and its understanding of on-site operations.

▼ For details on this case study, please see here:

<https://www.cct-inc.co.jp/solution/case/9700/>

▼ For the interview on our owned media "Koto Online," please see here:

Breaking Free from "Siloed Optimization": The Full Story of Leading Partition Manufacturer Comany's Fundamental Manufacturing Reform

<https://www.cct-inc.co.jp/koto-online/archives/826>

■About Comany Inc.

Headquartered in Komatsu City, Ishikawa Prefecture, Comany Inc. is dedicated to partition manufacturing that delivers value called "Ma-zukuri" (space creation). While engaging in manufacturing and sale of high partitions, low partitions, restroom partitions, and other products as well as in operation of a cleanroom business, the company undertakes building construction, interior finishing, and fittings installation work.

▼ Website:

<https://www.comany.co.jp/>

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