Makersite & PLM Global Green Alliance Presentation

Interview with CEO & Founder
Neil D'Souza

Makersite

Software-as-a-Service Company

- HQ Germany, Europe and US Teams
- 80+ employees
- 40+ enterprise customers
- 18 million € Series A in Oct 2022
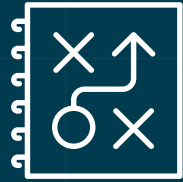
We make it easier for

Enterprises to achieve **NetZero**, **accelerate innovation** and **de-risk supply chains** using AI, data and decision support

Loved by

Microsoft   BARCO   Vestas   SCHAEFFLER

DAIKIN   Cummins   BEKAERT better together   pukka

DMG MORI   HEXPOL   LUSH   COSNOVA BEAUTY

Recognized by

Forbes   FORRESTER   Gartner   BUSINESS INSIDER   TechCrunch   verdantix

Industry today   TechRound   Spend Matters   THE ENTERPRISERS PROJECT   GreenBiz   eurostars   edie   Medium   SupplyChainBrain   engineering.com   DE247 Digital Engineering

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ISO/IEC 27001 BUREAU VERITAS Certification   TISAX RESULT AVAILABLE

The **challenge** products teams face today?

How do bring together multiple criteria into a single system that you can assess trade-offs?

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AI-Powered Product Lifecycle Intelligence

How products are made

Reporting and Scenario Analysis

Enterprise Systems

CAD
PLM
ERP

Graph models   Algorithms

Compliance

RoHS
Reach
50+ global regulations

Cost

Top down should cost
Bottom up should cost
Target costs

Supplier, material
& industrial processes
Regulations
Sustainability
Risk & Cost

Machine
learning

Artificial
Intelligence

Sustainability

LCA / PCF / EPD
Scope 3

Supply chain data
140+ data sources

Supply Chain Risk

Transparency
Real-time risks

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The Maturity Curve for Sustainability Awareness

Early Adopters   Early Majority   Late Majority   Laggards

Early Adopters are more frequently leveraging sustainability for innovation.

Sustainability Leaders

Who is Leading in Sustainability?

- Depends on Maturity of Technology and Data Systems.

- Cannot start on a change process unless you have this maturity.

- Suppliers face extreme pressures to those that have already set ambitious targets like Microsoft, Google, AWS.

Sustainability Leaders

How are they doing it?

- Avoiding Disruptions.

- Cycling out the non-compliant suppliers.

- Cycling out products that are less attractive to the customer and/or products that have a high impact and mitigation carbon footprint.

- Looked for the easy wins, solved and then optimized.

Sustainability Optimization vs. Total Change

All about perspective.

- Very few companies are going for disruptions.

- Small innovations implemented by the Engineers.

- Success is seen in an incremental manner.

- Sensational media vs. Game Changer in a decade.

The Solar Revolution took 30 years.

Supply Chain Sustainability

Supply Chain Momentum for the Organization

Geographical vs Sector - *No regulations that have changed the game.*

- All sectors attempting to standardize like CatinaX in the Automotive Industry

- We must look at the nature of supply chains.

- Suppliers are not incentivized to share how the make the components or raw materials as a competitive advantage.

Product Lifecycle Intelligence

01 Create a Data Foundation

- Aggregate existing data from PLM, ERP, and other relevant systems
- Automatically enrich with data from premium and third party databases
- Gather and ingest supplier data with an automated approach

02 Enable Value Engineering

- Validation and comparison with supplier data
- Disclosure of the calculation method and the data sources
- Ad-hoc and forecast scenario analysis for material/process/supplier changes

03 Hybrid Calculation Capabilities

- Flexible and dynamic data model to enable Product (PCF,LCA, EPD) and Corporate (Scope3, CSRD) reporting
- BOM-based for granularity, spend-based as a default
- Primary and Secondary data, AI predications to fill gaps
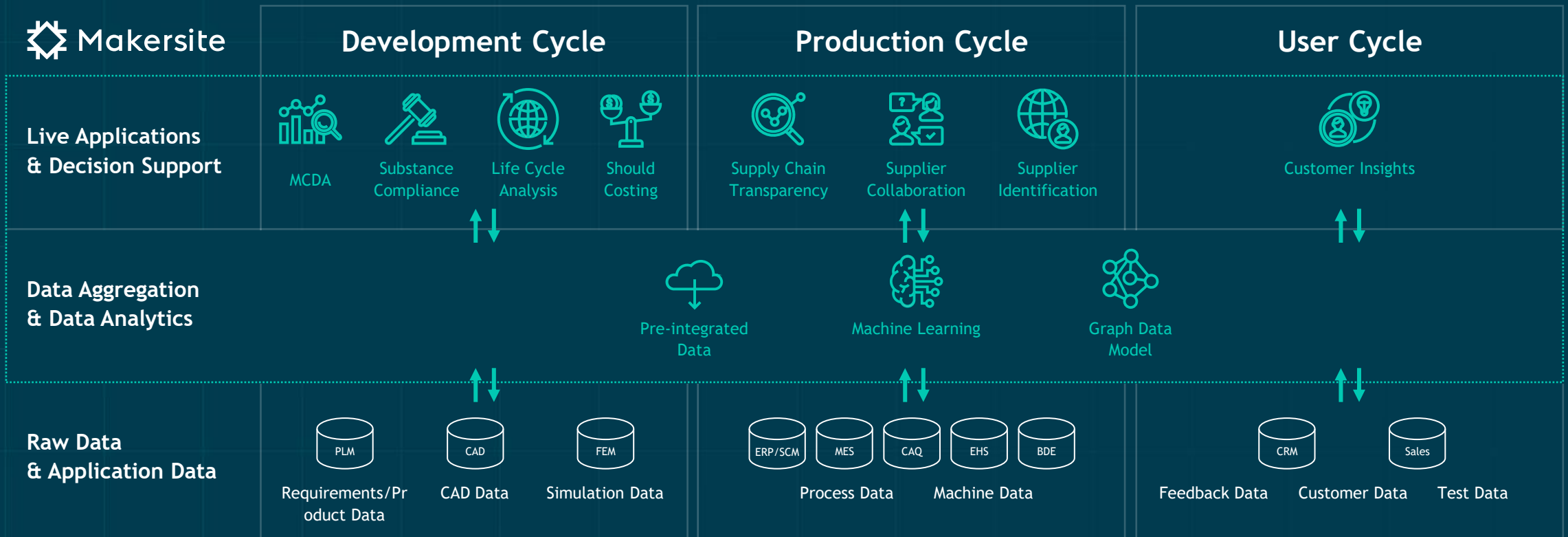- ISO compliance with audit trail

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FIVE *LIFES* TO FIFTY

WITH NEIL D'SOUZA & JIM FAVA

HOSTED BY SHELLEY METCALFE

You have the data you need - it needs to be make useful

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