

Standard Part Management

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ENGINEERING YOUR SUCCESS.

THIS IS PARKER

- Parker and CADENAS partner to help solve the greatest engineering challenges. Parker can be found on and around everything that moves. Parker manufactures highly engineered components and systems that facilitate motion and the controlled flow of liquids and gasses for a wide variety of global markets to increase our customers' productivity and profitability. CADENAS provides Parker engineers the tools to support innovation and helps them in solving the world's greatest engineering challenges.




Agenda

- Who is Parker Hannifin and how we WIN
- Parker Strategy
- Implementation and use of Standard Part Management

THIS IS PARKER

Solving the world's greatest engineering challenges.

A photograph of an offshore oil rig at night, illuminated by numerous bright lights. The rig's complex steel structure is silhouetted against a dark, cloudy sky. The sea is turbulent, with white-capped waves crashing against the base of the rig. The overall scene conveys a sense of industrial activity in a harsh, high-pressure environment.

Parker partners with its
customers to increase their
productivity and profitability.

Solving the World's Greatest Engineering Challenges

Our focus on solving some of the world's greatest engineering challenges sparks our passion for innovation and secures future growth.



Food



Water



Energy



Transportation



Defense



Environment



Infrastructure



Life Sciences

Parker Hannifin Corporation



Aerospace



Climate Control



Electromechanical



Filtration



Fluid & Gas Handling



Hydraulics



Pneumatics



Process Control



Sealing & Shielding

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Key Facts about Parker

The Global Leader in Motion and Control Technologies (NYSE:PH)



- \$13 Billion in Revenue
- 904,000 Products Sold
- 445,000 Customers
- 55,000 Employees
- 13,000 Distribution centers
- 1,100 Markets
- 139 Divisions
- 309 Manufacturing Plants
- 50 Countries



Strategy

Parker's Win Strategy is a disciplined and consistent business strategy that has helped transform the company and improve operations worldwide since 2001. **The Parker Culture represents the foundation of our strategy and the key to our success.**



The Win Strategy™

Our Vision: Engineering Your Success

Goals

Engaged People

STRATEGIES

- Environmental, Health & Safety
- Entrepreneurial
- High Performance Teams & Leaders

Premier Customer Experience

STRATEGIES

- Quality Solutions On Time
- eBusiness Leadership
- Ease of Doing Business

Profitable Growth

STRATEGIES

- 
- Market-Driven Innovation
 - System Solutions
 - Strong Distribution
 - Grow Share
 - Engineering Expertise

Financial Performance

STRATEGIES

- Simplification
- Lean Enterprise
- Strategic Supply Chain
- Value Pricing

Parker Culture



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Engineering Your Success



CADENAS and Parker



Standard Part Management

- Goals
- Implementation
- Usage

Goals of SPM at Parker

- 1 part, 1 part number
- Global catalog to promote single part number
- Reuse strategy for standard Parker components
- Parker content available on the web

Goals of SPM at Parker

- Integration with standard Parker systems:
 - Autodesk Inventor
 - Autodesk Vault
 - Dassault Systemes Catia
 - Dassault Systemes Enovia

Implementation

- Needs analysis
- Conference Room Pilot
- Divisional Pilot
- Rollout

Usage Strategy

- Purpose:
 - The Purpose of deploying Partsolutions Part Management is to offer tools for searching and selecting common purchased components across the Enterprise.

Usage Strategy

- Video:
 - Note: There will be a video on this slide demonstrating the use of SPM. Duration is approximately 20 minutes. I will narrate the video.

Together, we can continue to push
the bounds of innovative technology.



