



Liquid Computing Finds Omnify Solution More Cost Effective than Competitive “Free” Offerings and Benefits from Significant Cost and Overhead Savings

Customer

Liquid Computing Corporation is first to deliver a new class of computer system called LiquidIQ to meet the needs of the High Performance Computing market. LiquidIQ is an Interconnect Driven Server that delivers a set of managed computing and communications resources. It can be configured with software commands into one or several cluster configurations, shared memory or cache coherent server regions at best life-cycle economics and uncompromising performance, scalability and availability.

Challenge

Managing product information with spreadsheets

As a fast-growing start-up, Liquid Computing was at a critical point where they were ramping up hardware design and new product introduction. They needed an advanced method to track and manage their component, Bill of Material (BOM) and revision information. “We had initially tried to manage our component database and cost models using spreadsheets, but this model proved unworkable for several reasons,” stated Kevin Stone, Director of Operations for Liquid Computing.

Spreadsheets would not allow the large number of staff to access information in parallel. Implementing a process for new part requests and approvals was difficult to enforce and duplication and data errors were negatively impacting component selection for design engineers. Capturing BOM information and associating it to the correct Approved Vendor List (AVL) when multiple AVL choices were required was tedious and time consuming. Cost model tracking also proved to be a time consuming task with the manual product development model they had in place.

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Key Benefits

- Business-ready solution
 - Scalable to grow as Liquid grows with minimal IT maintenance
 - Easy to use (new users trained in less than an hour)
 - Quick implementation (complete in 2 days)
 - Affordable price for a start-up with flexible license model (floating licenses)
 - Unique integration with their engineering environment,

Cadence Concept

- Increased productivity and effective communications
 - Significant cost and overhead savings
 - Automated component, BOM and revision information management
 - Simplified BOM release and AVL update processes
 - Improved data integrity
 - Streamlined communication with external suppliers
 - RoHS compliant product development process



LiquidIQ Unified Computing System is a fully integrated and production-ready “data center in a chassis” that includes all core data center resources including servers, networking, and storage.

CUSTOMER SUCCESS

Customer Goals

Finding a PLM solution truly fit for a start-up

Liquid Computing set out to find a Product Lifecycle Management (PLM) solution because they knew the value that PLM would bring to an emerging company beyond the ability to solve their product development roadblocks. “Being a start-up, we had a small IT staff so we needed a solution that required minimal administrative maintenance, could run on inexpensive hardware, deliver good response time, and be reliably backed up every night,” said Mr. Stone. It was essential that the PLM system was scalable to handle over 50 users, including external vendors, and the user interface was simple enough so that all new users could be trained in less than two hours. Equally important was the product’s ability to integrate with their engineering design environment, Cadence Concept^(R) as well as offer a start-up friendly cost model with flexible licensing terms.

“Prior to our introduction to Omnify Software, we were considering a free offer from a larger vendor. After viewing Omnify’s capabilities it was apparent that we needed to reconsider our selection- Omnify supported our integration requirements, offered more useful features, and ultimately cost less than the competitive [free] product.”

-Kevin Stone, Director of Operations, Liquid Computing

Omnify Solution

Affordable, quick to implement, scalable and user friendly

After closely researching PLM vendors, Liquid Computing selected Omnify Software due to Omnify’s offering of an affordable solution that was easy to implement (implementation was complete in 2 days) and scalability to grow as Liquid Computing grows. “All users find it very easy to get comfortable with the system for the tasks they need to do with only an hour of training or less,” continued Mr. Stone.

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Omnify’s open technology platform provided the ability to directly integrate with Cadence Concept. This was unique among the vendors they researched. Control of BOM release and AVL updates is simple and easy. “We are now managing 1600 line items and 14 BOMs (average of 175 line items each) with minimal headaches,” continued Kevin. The company is also leveraging Omnify to track, store and report Restriction of Hazardous Substances (RoHS) compliance information to meet requirements for lead free directives enforced by the European Union.

Customer Success

Significant cost and overhead savings

“By selecting the Omnify solution, we have benefited from significant cost and overhead savings that we would not have realized with the competitive offerings,” said Stone. “Data organization is superb and there are features that are invaluable to us such as: where-used, cost rollup, BOM revision control, history of part entry, and global change tracking.”

“We have never encountered an Omnify issue that slowed us down or caused us trouble,” commented Stone. “This was a big change from when we tried to manage this information with spreadsheets.” Since the Omnify implementation, confidence that the correct data is being communicated to their suppliers is exceedingly high at Liquid Computing.