



*"Omnify provides a common sense solution for product lifecycle management. It allows us to easily manage our product top to bottom-from marketing to Bill of Materials to component selection."*

**-Marc Matejka**  
Director of Quality, OpVista

### Customer

An emerging leader in the optical networking industry, OpVista develops, manufactures, and markets optical transport systems that deliver scalable and reconfigurable wave division multiplexing (WDM) for leading organizations in the cable and telecommunications industries. OpVista's simple and standard approach to WDM provides previously unattainable levels of density and distance without the operational inefficiencies associated with first generation platforms.

OpVista's flagship product, MetroVista™, is emerging as a catalyst for the deployment of "everything-on-demand" services in the cable industry.

### Challenge/Situation

OpVista is a fast growing company with highly configurable products. As their company grows, so does the amount of product data they need to manage. They have a large quantity of Bill of Material (BOM) information due to frequency details required for their products. OpVista was manually entering Engineering Change Notices (ECNs) into their ERP system. As the quantity of information they needed to enter increased, they realized that it would not be manageable under a manual process much longer.

"ECNs were manually entered into our ERP system and as the amount of data increased, we began seeing some inaccuracies", stated Marc Matejka, Director of Quality for OpVista. "We knew we had to invest in a solution to automate and streamline our change processes."

### Customer Goals

OpVista required a solution that would tie in their current engineering design environments with their ERP system to facilitate the management of their BOM data. They were in search of a product lifecycle management solution that was easy to use, cost effective, and could be up and running quickly. They had past experience with other PLM vendors and knew they did not want the lengthy implementations and high costs they had previously encountered. OpVista also wanted a secure solution that allowed them to own their data rather than have it reside on the vendor's server.

A key provision in the selection process was a PLM solution that was compatible with their existing ERP system, Expandable™ ERP. The system had to also easily integrate with their electrical and mechanical engineering design environments, OrCAD Capture® and SolidWorks®. In addition, they wanted to interface with their contract manufacturing (CM) partner in order for the CM to have visibility into the ECN process. "We wanted to put processes in place to manage the product top to bottom-from marketing to Bill of Materials to component selections," continued Matejka.

## Omnify Solution

Omnify Software was the ideal solution for OpVista as an emerging company. "Omnify provides a common sense solution for product lifecycle management," commented Matejka. "It is a very intuitive product that offers all of the key features we require, with the flexibility to scale as our company grows." Omnify's business-ready solution enables bi-directional sharing of information among OpVista's mechanical engineering environment, SolidWorks, electrical engineering tool, OrCAD, and their business system, Expandable ERP.

The integration to engineering environments allows mechanical engineers to import BOMs directly into Omnify from a SolidWorks design. Electrical engineers can select parts directly from Omnify to use in their OrCAD schematics, and can easily transfer their BOMs into Omnify as well.

Any changes made in Omnify automatically update the ERP system. "With the integration between Omnify and Expandable, all of our item and BOM data and AVL information is automatically passed to Expandable. We no longer have to make manual changes, which greatly reduces errors and improves the integrity of our data," said Mr. Matejka. Now all product development teams, both internally and externally, have access to the same data in a single, secure location.

## Return on Investment

By changing from a manual product development process to an automated process in Omnify, OpVista's data integrity has increased greatly. The amount of errors OpVista experienced from entering data manually has decreased substantially, resulting in reduced ECN inefficiencies and cycle times. Time-to-profit has decreased due to OpVista's ability to respond to custom orders more quickly.

In addition, OpVista is realizing the benefits of Omnify's customer-focused organization. "Omnify provides us with excellent customer support. The response we receive from the support staff is phenomenal," continued Matejka.

## Key Benefits

- Communication and Efficiency
  - Improved data integrity
  - Increased efficiency in product development
  - Enhanced processes for engineers
  - Opened communication with external manufacturing partner
  - Easily meet customer demands
  - Decreased time-to-profit
- Flexibility
  - Seamless interface to existing work environments (SolidWorks, OrCAD, Expandable)
  - Scalable system for growing company
  - Intuitive user interface
  - Quick implementation
  - Low total cost of ownership
- Support
  - Superior customer support
  - Respond to customer input in product development