



Reducing risk while maintaining capacity in uncertain times

POLISH SHIP DESIGNERS

Poland has become a Nupas-Cadmatic stronghold over the last 10 years. The software is recognized as a standard ship design tool and is used by a large amount of customers from small one man companies, up to large organizations such as Remontowa Group. Thanks to Nupas-Cadmatic's strategy of supporting technical universities, Polish companies that use Nupas-Cadmatic are able to recruit young engineers from the Gdańsk University of Technology. The global recession is also affecting Polish shipbuilding, where the government's decision to close the two biggest shipyards in Gdańsk and Szczecin have been viewed with concern by the industry.

National training program for unemployed engineers

The Polish government is nevertheless also trying to improve the situation by increasing the competitiveness of Polish companies. During the second half of 2009 it sponsored a national training program for unemployed shipbuilding engineers, offering basic Nupas-Cadmatic user training. Despite this

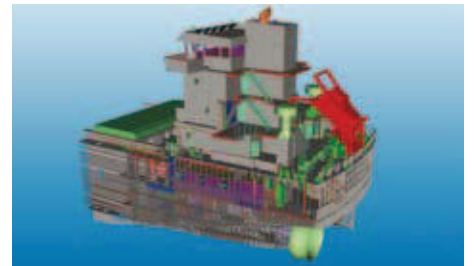
help in reducing personnel training costs, some companies are still struggling to survive. Others are taking steps to enter new markets, using new tools and working for new groups and types of customers.

One company that has successfully implemented an intervention program to reduce the risk caused by the unstable market situation, is Elomatic Sp. z o.o. (Elomatic), formerly known as Cadmartech Sp. z o.o. Due to the fact that Elomatic has its own base of the customers and subcontractors and has marketed its services independently, the company management had to quickly react to the rapid market changes or face dire consequences.

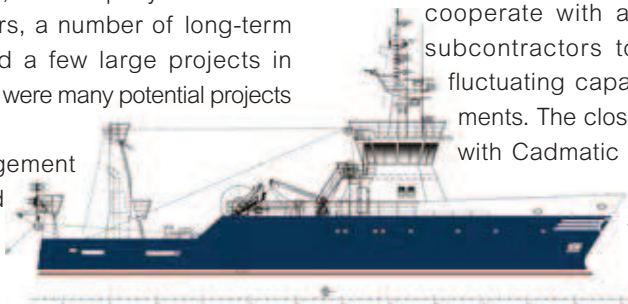
Expansion via distributed design capabilities

By the time the first effects of the recession were being felt, the company had a team of 50 designers, a number of long-term customers and a few large projects in progress. There were many potential projects in the pipeline, but the management team expected some of these

Piotr Bilon, Managing Director, Elomatic Sp. z o.o., Poland, discusses distributed design as a strategy to cope with the current volatile shipbuilding market



to be cancelled already in 2008. The budget for contracts declared by customers for finalization in 2009 and 2010 amounted to over 300 000 man hours. At the same time the cancellation risk was assessed as very high and the company decided not to hire additional designers to cope with the potential influx of design work. It was, instead, decided to acquire a Nupas-Cadmatic CoDesigner module and cooperate with a network of subcontractors to cope with fluctuating capacity requirements. The close connection with Cadmatic and support from PBSP SYSTEMS



**NUPAS-CADMATIC
Users' Meeting
in Sopot
Poland in June 2010**



The 2010 NUPAS-CADMATIC User's Meeting will be held on 1-2 June in Poland at the Sheraton Sopot Hotel, Conference Centre & Spa near the city of Gdansk. The resort is situated on the Baltic Sea coastline in northern Poland and is often called the summer capital of Poland.

The previous Nupas-Cadmatic Users' Meeting held in Naantali, Finland was a resounding and record breaking success. The meeting attracted 315 participants from 21 countries and 86 companies around the world.

We look forward to welcoming as many of our Nupas-Cadmatic user family to Sopot, the beautiful Pearl of the Baltic. More information about the user's meeting will soon be available on www.nupas-cadmatic.com

Exhibition info

NEVA 2009
Saint Petersburg, Russia
22-25 September 2009

SMM India 2009
Mumbai, India
12-14 November 2009

Marine Tek 2009
Surabaya, Indonesia
12-14 November 2009
Grand City Exhibition

Nupas-Cadmatic Seminar
Sasebo, Japan
20-21 November 2009

Sea Japan 2010
Tokyo, Japan
21-23 April 2010
Tokyo Big Sight Exhibition Center

SMM 2010
Hamburg, Germany
7-10 September 2010

(Nupas-Cadmatic reseller in Poland) enabled Elomatic to flexibly control its design resources.

The idea was very simple; link all companies involved in design projects via a common design platform and guarantee proper information flow between the parties. The number of Nupas-Cadmatic users in Poland at the time was insufficient, so Elomatic decided to also cooperate with suitable partners outside Poland. Elomatic acted not only as a centre of information exchange, but also took care of the overall quality control and deliveries while actively participating in design work. Quality control was an important aspect, as some of the subcontracting companies were small and could not provide the necessary guarantees and assurances, especially with regards quality and on time delivery.

Substantial savings and flexibility

One of the most important aspects of the organization was maintaining Elomatic as the information flow hub, where steps were taken to avoid bottlenecks in the system.



Thanks to the Nupas-Cadmatic CoDesigner Elomatic Sp z o.o. was able to cooperate with a network of subcontractors to cope with fluctuating capacity requirements

Thanks to the fact that the CoDesigner was designed for globally distributed design, there were no coordination problems and the network was put into use in one week from signing the first contract. Deliveries were kept on schedule despite the large amounts of modifications required for changing classes and additional requirements. Elomatic's customers have been very satisfied with the detailed quality control performed by Elomatic employees in the distributed design

projects and more orders have been placed with the design network. The positive feedback from customers and new orders are encouraging but the recession has nevertheless resulted in several cancellations. The CoDesigner functionality has provided substantial savings and flexibility in these times. In-house design resources have been kept lean in case of cancellations, while a large number of resources are kept in reserve to manage projects as they materialise. The few Elomatic employees that were supposed to be involved in the cancelled projects were immediately redeployed in company development programs. In addition to the above-mentioned advantages, the management team have also noted that their design services are more competitive when using Nupas-Cadmatic CoDesigner.

Savings invested in development programs

The savings generated by using CoDesigner have been invested in several important development programs. The company has created a conceptual design department and increased its marketing activities to ship owners. Elomatic is a good example of how a company can develop effective strategies for challenging times and flexibly evolve into a stronger player on the global shipbuilding market. Nupas-Cadmatic software is an important part of this strategy.

Piotr Bilon
Managing Director
Elomatic Sp. z o.o.



www.elomatic.pl