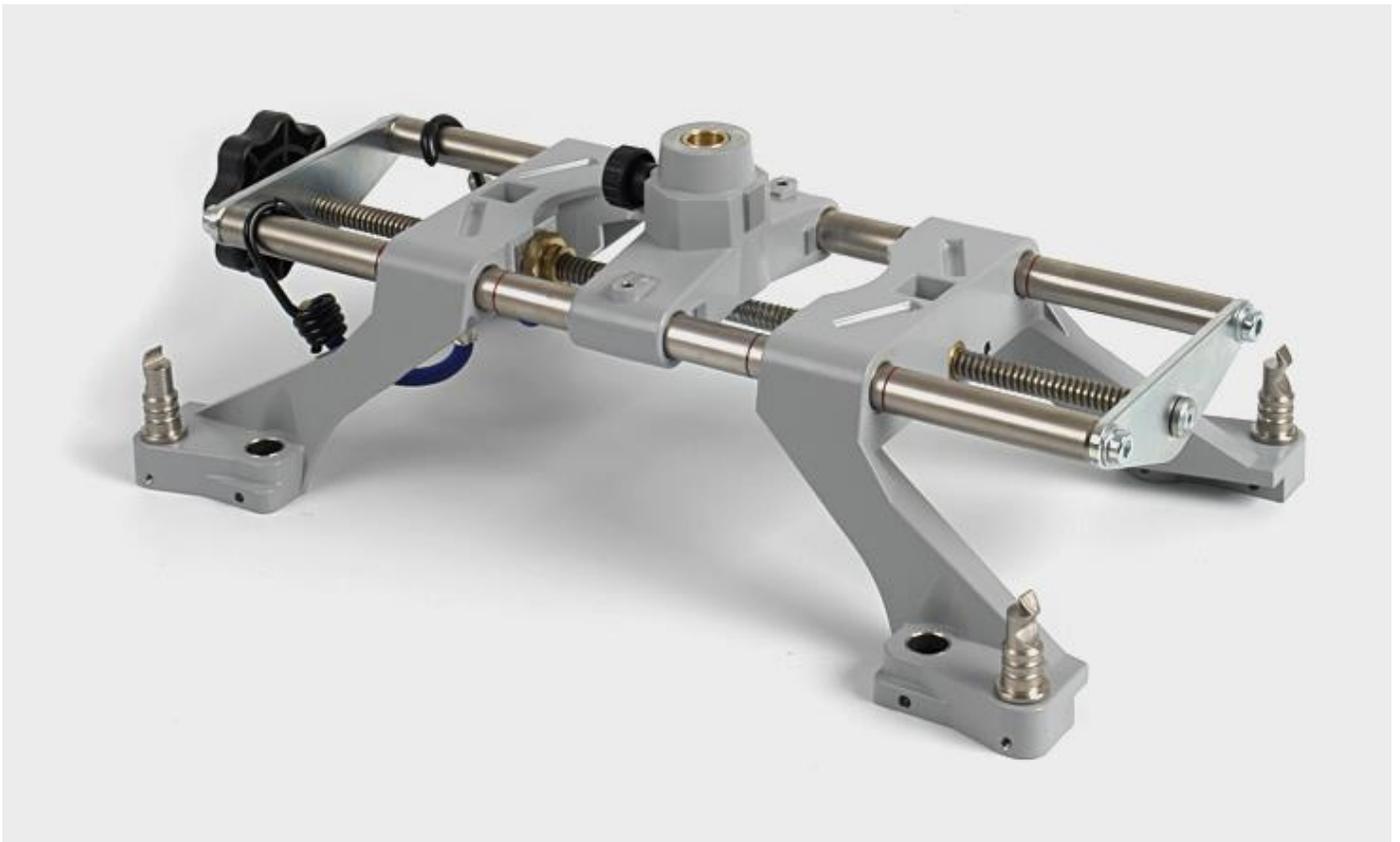


MM Mechanics Ltd.

COMPLETE MECHANICAL SOLUTIONS DESIGNED WITH SOLIDWORKS



MM Mechanics implemented SOLIDWORKS Standard and SOLIDWORKS Premium as part of its constant efforts towards innovation and achieved improved efficiency, reduced fabrication costs, enhanced collaboration and greater flexibility on the market.

Challenge:

To manufacture high quality products at a competitive price by automating design and production for better positioning on the market.

Solution:

Implement SOLIDWORKS Premium and SOLIDWORKS Standard mechanical design software solution

Benefits:

- Reduced amount of scrap by 20 percent
- Improved time to market by 30 percent
- Decreased product development labor cost by 25 percent

MM Mechanics was found in 2000 as an enterprise for processing of parts mechanical parts and galvanic coatings. An additional company MM Galvanics was created in order to specialize in the galvanic coating services market segment. A new industrial unit for powder and liquid coating as well part processing and assembling was built to further increase production capabilities. In 2012 and 2014 MM Mechanics purchased a casting foundry for aluminum under pressure and an enterprise for thermal treatment. MM Galvanics on the other side bought a factory for instrumental equipment such as injection molds, dents and prints. After these acquisitions, the brand Mechanics Group was established and it united all production processes and technologies. The reorganization provided bigger opportunities for complete customer service and performance of innovation projects.

INVESTMENT STRATEGY AND COMPLIANCE WITH STANDARDS

MM Mechanics business strategy is based on the philosophy for completeness of the production cycle – from model design, instrument production, part casting and coating to assembly and shipment. This provides customers with the benefits of saving time and managerial efforts, quality control expenditures and logistics. Another aspect of company's approach is to take advantage of European funding programs as significant budget contribution to modernization. Requirements of these procedures are very strict and can only be met by structures with high level of internal organization and efficiency of production processes. In 2013 a project for technology modernization for the value of 1.1 million leva was approved and the firm was granted 654 000 leva. In 2016 another 1.6 million leva project was launched and again about 1 million were granted to company. Both achievements prove that the company already has well developed corporate structure and its internal units and mechanisms are well-coordinated and optimized.

Company management is well aware of the fact, that these high standards cannot be achieved without constant investments to

further increase quality of production and reduce cost. The specifics of the products require regular renovation of machinery and usage of latest technologies. As a result, the need of a versatile design software solution that would turn into a valuable part of company's overall strategy was well realized by 2014.

"Being among the market leaders is a responsible and challenging task." – says manager Angel Cholakov. "We were aware of the increasing workload of our designing team as well as the significant cost incurred by prototyping and scrap. We decided to implement SOLIDWORKS Standard and SOLIDWORKS Premium and to observe the effect. The improvement came quickly and the results were impressive. Teamwork of engineers improved significantly and they managed to complete complex project faster. Errors were detected early in design thus avoiding significant waste of material. Overall production processes became canalized and automated."

FIGURES OF A SUCCESS AND A GLANCE AT THE FUTURE

The bigger portion of MM Mechanics' production is for export with fraction of 65-70 percent and the expectations are that with the implementation of the new project the volumes will increase further. It is of no surprise, that part of the awarded funds was used for additional packages of SOLIDWORKS Premium, following the successful implementation of the software in the company. Firm's performance in recent years is marked by steady growth which is well indicated by the revenue increase – 7 148 000 leva in 2013, 8 283 000 in 2014 and 9 400 000 in 2015. Among customers of MM Mechanics are world leaders like Bosch, Siemens, Zeiss, ABB, Muller Martini, BMW and FAAC Group. However, company management does not settle down with this positive status quo. They realize that future growth of MM Mechanics will depend on implementing most recent technology and having qualified personnel. For this reason, besides investing in innovation, company is pursuing educational initiatives with a local vocational school and has declared intent to subsidize the tuition of a whole class in order to prepare youngsters for becoming well-trained professionals and to contribute to the economic development of the region.



"Integration of SOLIDWORKS was the next logical step towards innovation and compliance with requirements of modern industry. It products provided us with additional designing power and streamlined product development processes. Now that these applications are fully imbedded in our production, we are confident in our ability to expand further our market positions."

— Angel Cholakov, Manager



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