

COIT AND HEWES, LLC

BOOSTING HARVESTING PRODUCT DEVELOPMENT EFFICIENCY BY MOVING DATA TO THE CLOUD WITH
3DEXPERIENCE WORKS SOLUTIONS

Case Study



By moving all of its SOLIDWORKS product and tooling design data from an aging product data management (PDM) server to the **3DEXPERIENCE** platform, Coit and Hewes gained cloud-based product lifecycle management (PLM) capabilities, enabling the harvesting consumables and product manufacturer to deploy powerful, efficiency-boosting search tools; improve data security and access; and save money in the process.

Challenge:

Eliminate delays and lost data related to an aging, 10-year-old product data management (PDM) server to boost efficiency, better enable collaboration, and support growth.

Solution:

Add data management, collaboration, communication, and data migration solutions from the **3DEXPERIENCE** Works portfolio, which operate on the cloud-based **3DEXPERIENCE** platform.

Results:

- Eliminated delays and data losses related to server issues
- Increased efficiency with powerful data search tools
- Realized ability to access data from anywhere on any device
- Improved data security and management in the cloud to support growth

Products:

- SOLIDWORKS Professional
- **3DEXPERIENCE** Transition Assistant
- Collaborative Designer for SOLIDWORKS
- Collaborative Industry Innovator
- 3DSwymer
- CAMWorks

Co-owned by Garry Coit and Leroy Hewes, who have more than 30 years of experience in the nut harvesting parts business, Coit and Hewes, LLC is the leading manufacturer of rubber and plastic consumable parts used on agricultural equipment to harvest a variety of crops. Strategically positioned in Modesto in California's 350-mile-long Central Valley, Coit and Hewes resides at the heart of the U.S. nut industry, with a network of distributors in key locations.

As manufacturers and suppliers of premium replacement parts for harvesting equipment, Coit and Hewes sell products used to harvest a variety of nut crops, including pistachios, almonds, walnuts, pecans, hazelnuts, and macadamias. The company also manufactures products that are used to harvest



"Because of this data migration to the **3DEXPERIENCE platform in the cloud, our data is more secure, downtime related to server woes has been eliminated, and we're saving money at the same time. Our **3DEXPERIENCE** subscription costs are less than the monthly fees we were paying to maintain a PDM server."**

— Sam Melo, CSWP, Mechanical Engineer

fruit crops, including olives, peaches, plums, figs, and apples. Harvesting consumables wear out over time, and Coit and Hewes is committed to providing high-quality harvest supplies at reasonable prices to ensure a more efficient and productive harvest. Its extensive replacement parts inventory and quality service provide customers with excellent value.

For more than a decade, the harvesting parts manufacturer has relied on SOLIDWORKS® Professional CAD product development software to design replacement parts and associated tooling; integrated CAMWorks® CAM software to machine molds, fixtures, and tooling; and a remote product data management (PDM) server that was maintained by an IT services company to manage product and tooling design and machining data, according to Mechanical Engineer Sam Melo, CSWP. While Melo and company management have been very satisfied with their design and machining tools, issues related to the aging PDM server, which was hosted offsite by another company, and management concerns regarding data security prompted Coit and Hewes to seek a better, cloud-based data management solution to boost efficiency and support growth.

"We kept running into issues with the remote server that hosted our PDM vault," Melo explains. "Because the server was remote, there were times when we couldn't access data. For example, whenever the IT services company had to reset the server, we couldn't work. This could last for multiple days, was happening more frequently as the server was more than 10 years old, and resulted in instances of lost data between 2017 and 2021."

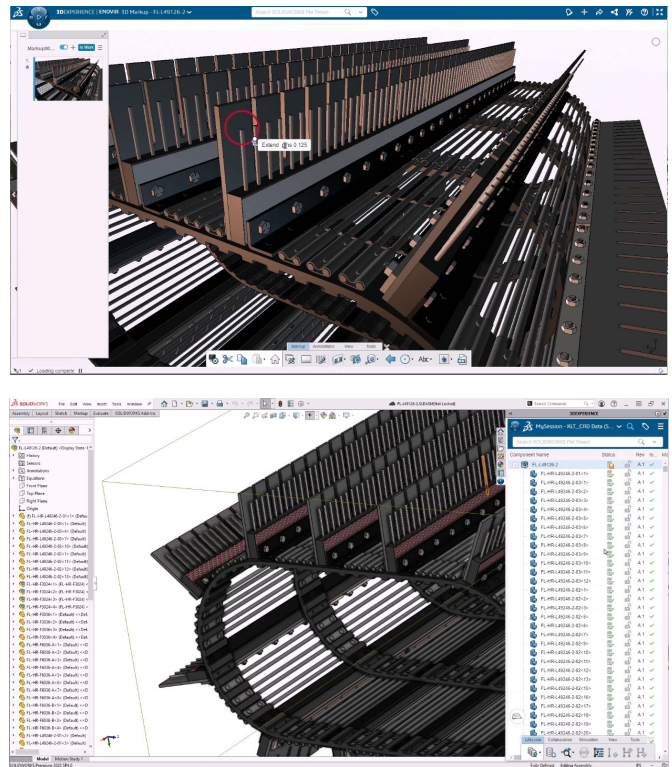
To address this issue, Coit and Hewes management was considering the purchase of a new server when they learned about **3DEXPERIENCE®** Works transparent data management capabilities on the cloud-based **3DEXPERIENCE** platform from valued-added reseller Hawk Ridge Systems. “Our owners were very interested in cloud-based office tools because they believed having data in the cloud would improve both data security and access,” Melo recounts. “We wanted to continue using **SOLIDWORKS** while improving our data management function, so we decided to add the **3DEXPERIENCE** Works roles that we needed to move data management into the cloud, including using the **3DEXPERIENCE** data migration tool to move roughly 5,000 files from the old server to the **3DEXPERIENCE** platform.”

Coit and Hewes decided to add data management, collaboration, communication, and data migration solutions from the **3DEXPERIENCE** Works portfolio, which operate on the cloud-based **3DEXPERIENCE** platform, to its existing **SOLIDWORKS** installation to improve data management and access in order to boost efficiency and support growth.

MIGRATING LEGACY PRODUCT AND TOOLING DATA TO THE CLOUD

Working with Hawk Ridge Systems Services Specialist Abby Barnhart, Coit and Hewes migrated all of its product and tooling design and machining data to the **3DEXPERIENCE** platform in early 2024 and scrapped its aging server. Barnhart used the **3DEXPERIENCE** Transition Assistant tool to move all of the data in the Coit and Hewes PDM server to the cloud. “The **3DEXPERIENCE** Transition Assistant tool comes with access to a Sandbox test platform, which allows you to play around with the settings to find the best combination of attributes to support search functions after the migration,” Barnhart explains.

“This allows users to make tweaks and change settings after test runs to achieve a successful migration without impacting the data itself,” Barnhart adds. “After a few test runs and the setting of about a dozen attributes and properties to support the **3DEXPERIENCE** search engine in the cloud, the entire Coit and Hewes vault was successfully migrated to the cloud overnight.”



Because Coit and Hewes designers can now more easily access **SOLIDWORKS** product and tooling design data on the **3DEXPERIENCE** platform from anywhere through any device via a browser, they can collaborate more efficiently and effectively, positioning the company to realize the productivity gains needed to support future growth.

IMPROVING DATA MANAGEMENT WHILE SAVING MONEY

With the migration of all legacy data from the PDM vault to the cloud-based **3DEXPERIENCE** platform complete, Coit and Hewes has improved its data management function—with files and revision controls managed transparently in the cloud—while gaining cloud-based product lifecycle management (PLM) capabilities, deploying powerful efficiency-boosting search tools, and improving data security and access—all while saving money in the process. “Following the migration, it was clear that every file and revision scheme came over cleanly, which saved us a ton of hours of labor,” Melo notes.

“Because of this data migration to the **3DEXPERIENCE** platform in the cloud, our data is more secure, downtime related to server woes has been eliminated, and we’re saving money at the same time,” Melo stresses. “Our **3DEXPERIENCE** subscription costs are less than the monthly fees we were paying to maintain a PDM server.”

INCREASING PRODUCTIVITY TO SUPPORT GROWTH

With data access dramatically improved, enabling users to access the **3DEXPERIENCE** platform from anywhere through any device via a browser, and search tools for legacy data made much more powerful, Coit and Hewes is well positioned to gain the productivity they need to support future growth. "With the **3DEXPERIENCE** platform, we can search on many descriptors to find a part without even knowing its name," Melo points out. "We can search on a description, a part number, a portion of a part number, parts that are similar to a particular part, and even what type of machine made the part.

"We're no longer searching through folders to find a part or a mold file," Melo continues. "If I need to make a mold to make a part, I can search on the part number and the tooling pops up. The decision to migrate our data to the **3DEXPERIENCE** platform in the cloud was made to support growth. With all of the time savings that we're enjoying and the ability to take our laptops home and still have access to all of our data via a browser, we're gaining the flexibility, agility, and productivity necessary to continue to grow our business."

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Our **3DEXPERIENCE**® platform powers our brand applications, serving 11 industries, and provides a rich portfolio of industry solution experiences.

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