



The CIMdata PLM Community—Supplier Membership

Providing Information Critical to Successful Strategies and Sound Business Decisions

The CIMdata PLM Community provides a valuable membership to our global support program for highly-professional Product Lifecycle Management (PLM) solution suppliers. This membership enables your organization to make more informed business decisions, by providing timely and valuable information, insights, and advice about the PLM market. Annual membership in this program facilitates a close, ongoing working relationship with CIMdata that strengthens and enhances the value of our support for your team. The CIMdata PLM Community:

- provides you with ongoing research, analyses, insights, and advice.
- keeps you current on industry news and late-breaking trends.
- provides rapid access to CIMdata's PLM experts.
- extends your market visibility.
- entitles you to participate in CIMdata PLM Certificate programs at reduced rates.
- enables you to benefit from the CIMdata-sponsored global PLM Community; an active group that includes both leading industrial companies and suppliers of PLM solutions from around the world.

The CIMdata PLM Community Gold and Silver Supplier memberships provide ongoing, subscription-based research and analyses delivered through reports; remote consultations with CIMdata experts; face-to-face briefings, and entry to at least one CIMdata event. Supplier membership in the CIMdata PLM Community is annual and available at two levels: Silver and Gold. These two levels are described as follows:

Gold Membership US\$ 25,000/Year

As a member at the Gold Level, you receive:

Generalized Deliverables

PLM Late-Breaking News—A daily electronic newsletter that provides up-to-the-minute information on market, products, events, sales announcements, and PLM providers along with CIMdata commentary on key events.

Weekly PLM Industry Summary—A compilation of news and announcements provided in the daily PLM Late-Breaking News. Published weekly, it serves as an abridged reference for major developments in the industry.

Position Statements—Concise reports summarizing CIMdata's expert analysis of the issues, trends, technologies, and events taking place in the PLM marketplace, with commentary on their impact for end users and the industry as a whole.

CIMdata Research Reports—You receive copies and updates of all CIMdata PLM industry research reports including:

- **CIMdata's Annual PLM Market Analysis Report**—This report provides detailed information and in-depth analysis on the worldwide PLM market. The report contains revenue distributions analyzed for geographical regions, the size and concentration of major market segments, historical and projected data on market growth, and analysis of market directions. The report provides insight into worldwide trends, activities, and major markets of leading solution suppliers.
- **CIMdata's PLM Benefits Appraisal Guide**—The PLM Benefits Appraisal Guide presents a proven methodology for evaluating the costs/benefits an organization realizes from deployment of PLM solutions. It presents a rational approach to discovering and evaluating the benefits of PLM, the full program costs, and helps define the metrics to be used to maximize the benefits received.
- **Ongoing Research Reports**—Periodic research reports that address timely and major issues and trends within the PLM industry. In addition, you receive advance copies of all position papers and other white papers that CIMdata publishes during the year.

CIMdata PLM Certificate Program Discount—As a member you enjoy special member-only rates whenever one of your employees attends a CIMdata PLM Certificate program. Please consult CIMdata for the specific member rate schedule in your region.

Personalized Deliverables

Semi-Annual Executive Briefings—During these one-day briefing sessions (to occur within the membership year), your executives are encouraged to provide an update of your program and discuss PLM strategy or any other PLM-related subject that is considered of importance to your team with CIMdata executives. This is an excellent instrument for your executives to discuss strategy and issues and receive appropriate feedback and recommendations.

Semi-Annual PLM Market Update Teleconferences—Private, mutually-directed teleconferences for your team. During these 1-2 hour teleconferences, we discuss PLM market-related trends and topics that are of interest to you. The actual topics to discuss are mutually-agreed prior to the teleconference to ensure that topics most critical to you at that time are addressed. These sessions are intended to

be held in the quarters of the year during which no onsite Executive Briefings are held.

CIMdata PLM Resource Support Line—Personal access to CIMdata's consultants and their expertise. Your Named Users have access to CIMdata's experts for discussion of issues and questions as they occur during the year. This support includes brief telephone/email discussion of topics, but does not include support to conduct additional research.

Up to Four (4) CIMdata Highlights per Year—These highlights are brief CIMdata-authored write-ups (to be issued during the membership year) that focus on mutually-agreed aspects of your program, product suite, or customer successes. These highlights will be up to one page in length and each will focus on a specific topic. CIMdata will issue the highlights approximately one per quarter.

Two (2) CIMdata Commentaries per Year—These commentaries are brief CIMdata-authored papers (to be issued during the membership year) that provide a review and commentary on mutually-agreed aspects of your PLM program or product suites. These commentaries will be up to three pages in length and will emphasize a specific aspect of your program and our thoughts on why that aspect is important to you, your customers, and to the PLM market.

CIMdata Vendor Forum Participation—Your membership entitles you to a total of four (4) registrations to the North American and European CIMdata Vendor Forums. The Vendor Forum is also held in Japan. These events, with attendance restricted to suppliers only, provide a forum in which CIMdata shares its perspective on the PLM industry and market, introduces PLM market analyses results, and drives discussions about issues of critical importance to suppliers of PLM-related solutions.

Your Profile—A one-page description of your company and offerings is posted on CIMdata's public website.

Your Event Listings—Your events are listed in CIMdata's Late-Breaking News and PLM Industry Summary, plus they are posted in the PLM events calendar on CIMdata's website.

Five (5) Named Users—Contacts who receive direct mailing of the Late-Breaking News and other publications and reports. They are also your point of contact to CIMdata's PLM Resource Support Line for information and research on the PLM industry and market. Additional Named Users may be added for a fee.

Corporate License—You receive a corporate license to distribute CIMdata-provided news and authorized reports throughout your organization for internal use. Named Users may forward or post these to colleagues within their company. If you choose, CIMdata will directly email news to multiple individuals within your team.

The fee for a one-year Gold Supplier membership in the CIMdata PLM Community is US\$ 25,000 plus travel and expenses for mutually-agreed briefing sessions held at a non-CIMdata location.

Silver Membership US\$ 7,500/Year

As a member at the Silver Level, you receive:

Generalized Deliverables

PLM Late-Breaking News—A daily electronic newsletter that provides up-to-the-minute information on the market, products, events, sales announcements, and PLM suppliers along with CIMdata commentary on key events.

Weekly PLM Industry Summary—A compilation of news and announcements provided in the daily PLM Late-Breaking News. Published weekly, it serves as an abridged reference for major developments in the industry.

Position Statements—Concise reports summarizing CIMdata's expert analysis of the issues, trends, technologies, and events taking place in the PLM marketplace, with commentary on their impact for end users and the industry as a whole.

CIMdata PLM Certificate Program Discount—As a member you enjoy special member-only rates whenever one of your employees attends a CIMdata PLM Certificate program. Please consult CIMdata for the specific member rate schedule in your region.

Personalized Deliverables

Annual Executive Briefings—During this one-day briefing session (to occur within the membership year), your executives are encouraged to provide an update of your program and discuss PLM strategy or any other PLM-related subject that is considered of importance to your team with CIMdata executives. This is an excellent instrument for your executives to discuss strategy and issues and receive appropriate feedback and recommendations. The session is to be scheduled at a CIMdata facility, at a mutually-agreed time.

CIMdata PLM Resource Support Line—Personal access is provided to CIMdata's consultants and their expertise. Your Named Users have access to CIMdata's experts for discussion of issues and questions as they occur during the year. This support includes brief telephone/email discussion of topics, but does not include support to conduct additional research.

Up to Two (2) CIMdata Highlights per Year—These highlights are brief CIMdata-authored write-ups (to be issued during the membership year) that focus on mutually-agreed aspects of your program, product suite, or customer successes. These highlights will be up to one page in length and each will focus on a specific topic. CIMdata will issue the highlights approximately one per each half-year during the membership.

One (1) CIMdata Commentary per Year—These commentaries are brief CIMdata-authored papers (to be issued during the membership year) that provide a review and commentary on mutually-agreed aspects of your PLM program or product suites. These commentaries will be up to three pages in length and will emphasize a specific aspect of your program and our thoughts on why that aspect is important to you, your customers, and to the PLM market.

CIMdata Vendor Forum Participation—Your membership entitles you to two (2) registrations to the North American or European CIMdata Vendor Forums. The Vendor Forum is also held in Japan. These events, with attendance restricted to suppliers only, provide a forum in which CIMdata shares its perspective on the PLM industry and market, introduces PLM market analyses results, and drives discussions about issues of critical importance to suppliers of PLM-related solutions.

Your Profile—A one-page description of your company and offerings is posted on CIMdata's public website.

Your Event Listings—Your events are listed in CIMdata's Late-Breaking News and PLM Industry Summary, plus they are posted in the PLM events calendar on CIMdata's website.

Two (2) Named Users—Contacts who receive direct mailing of the Late-Breaking News and other publications and reports. They are also your point of contact to CIMdata's PLM Resource Support Line for information and research on the PLM industry and market. Additional Named Users may be added for a fee.

Corporate License—You receive a corporate license to distribute CIMdata-provided news and authorized reports throughout your organization for internal use. Named Users may forward or post these to colleagues within their company. If you choose, CIMdata will directly email news to multiple individuals within your team.

The fee for a one-year Silver Supplier membership in the CIMdata PLM Community is US\$ 7,500 plus travel and expenses for mutually-agreed briefing sessions held at a non-CIMdata location.

Membership Upgrade

You may upgrade your membership to a Gold Supplier membership in the CIMdata PLM Community at any time. The cost for an upgrade will be provided upon request.

What is PLM?

PLM is a strategic business approach that applies a consistent set of business solutions in support of the collaborative creation, management, dissemination, and use of product definition information across the extended enterprise from concept to end of life—integrating people, processes, and information. PLM forms the product information backbone for a company and its extended enterprise. It is composed of multiple elements including:

foundation technologies and standards (e.g., XML, visualization, collaboration, and enterprise application integration), information authoring tools (e.g., MCAD, ECAD, and technical publishing), core functions (e.g., data vaults, document and content management, workflow and program management), functional applications (e.g., configuration management), and business solutions built on the other elements.

About CIMdata

CIMdata, a leading independent worldwide firm, provides strategic consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding more than 25 years ago, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM enabling technologies.

CIMdata works with both industrial organizations and suppliers of technologies and services seeking competitive advantage in the global economy. CIMdata helps industrial organizations establish effective PLM strategies, assists in the identification of requirements and selection of PLM technologies, helps organizations optimize their operational structure and processes to implement solutions, and assists in the deployment of these solutions. For PLM solution suppliers, CIMdata helps define business and market strategies, delivers worldwide market information and analyses, provides education and support for internal sales and marketing teams, as well as overall support at all stages of business and product programs to make them optimally effective in their markets.

In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia Pacific.

To learn more about CIMdata's services, visit our website at www.CIMdata.com or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 (734) 668-9922. Fax: +1 (734) 668-1957; or at Siriusdreef 17-27, 2132 WT Hoofddorp, The Netherlands. Tel: +31 (0)23 568-9385. Fax: +31 (0)23 568-9111.