



The CIMdata PLM Community—User 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 companies that want to maximize the benefits they receive from Product Lifecycle Management (PLM). This membership enables your organization to make more informed business decisions by providing timely and valuable information, insights, and advice about PLM and its use within industry. Annual membership in this program facilitates an 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.
- entitles you to participate in CIMdata PLM Certificate programs at reduced rates.
- keeps you current on industry news and trends.
- provides access to CIMdata's PLM experts.
- 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 Silver User membership provides ongoing, subscription-based research and analyses delivered through reports and remote consultations with CIMdata experts. Silver User membership in the CIMdata PLM Community is annual and is described as follows.

Silver Membership US\$ 4,995/Year

As a member at the Silver Level, you receive:

Generalized Deliverables

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.

PLM Late-Breaking News—A daily electronic newsletter that provides up-to-the-minute information on the market, products, events, sales announcements, and PLM solution 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 Reports—As a member you can choose to receive one of the following reports:

- ***CIMdata's Concise PLM Industry Report***—This annually updated report provides information and analysis on the worldwide PLM market, with a focus on your primary industrial sector. This report includes a discussion on the current PLM related trends and activities and their potential impact on your PLM program. In addition, the report contains a summary of the overall PLM market analyst for the previous calendar year, and cPDM revenue distributions analyzed for your specific industrial sector and geographic region.
- ***CIMdata's PLM Benefits Appraisal Guide***—This guide provides a description of a benefits analysis process and methodology that companies can use to justify a PLM purchase and measure the success of a PLM implementation. The guide also includes a discussion of the types of benefits to be expected from PLM, the factors that affect the cost of owning and operating a PLM solution, guidelines for selecting and measuring performance metrics, and how to execute a cost/benefit analysis.
- ***CIMdata's PLM Best Practice Guide***—This guide is designed for those who are about to undertake or who are currently underway with a PLM project. This guide provides useful information and guidance to reduce risks, lower costs, and shorten time scales covering all stages of a product information management project.

Personalized Deliverables

CIMdata PLM Resource Support Line—Personal access is provided to CIMdata's consultants and their expertise. Your Named Users have up to a total of 8-hours of contact time with 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.

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-supplied 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.

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.