

## The CIMdata Community

### Software & Service Provider **Gold** Membership

The CIMdata Community program provides a tailored suite of professional services designed exclusively for the world’s leading Product Lifecycle Management (PLM) software and service providers. Through an annual membership, organizations gain an edge in making informed business decisions and executing strategic plans.

Members benefit from comprehensive market research, industry analysis, customer insights, and strategic guidance about the global PLM market and the market segments where members operate, including data and process management, digital thread, digital twin, model-based enterprise, systems engineering, simulation and analysis, AI/ML, AR/VR, CAx, portfolio management, digital manufacturing, and more. Membership fosters a dynamic and close-knit working relationship with CIMdata, amplifying and enriching the effectiveness of member organizations and their critical resources in rapidly expanding and increasingly competitive global markets.



### Gold Membership

Gold members receive the following deliverables throughout their membership year:

#### Generalized Deliverables

- **CIMdata Community Participation**—Engage online and offline with CIMdata subject matter experts.
- **Late-Breaking News**—CIMdata’s daily e-newsletter includes the latest PLM market activities, products, events, sales announcements, solution provider activities, and expert insights.
- **Industry Summary**—A weekly compilation of news and announcements from CIMdata’s Late-Breaking News
- **Executive PLM Market Analysis Report**—Summarizes information and analysis on the worldwide PLM market.
- **Market Research Reports**—Receive one additional market research report selected from the following list:
  - **PLM Industry Review and Trends Report**—Focuses on key issues facing the global PLM ecosystem. It explores developments from the past year, examines their short- and medium-term implications, and anticipates future trends.
  - **PLM Market and Solution Provider Analysis Report**—Comprehensive insights and forecasts for the overall PLM market

and its key segments: Tools, cPDM, and Digital Manufacturing. The Tools section offers a detailed analysis of MCAD, CAM, S&A, EDA, and AEC sub-segments. It includes CIMdata's revenue estimates for PLM solution providers across these segments and sub-segments over five years.

- **PLM Market Geographic Analysis Report**—Overview of the previous year's market performance across major geographies. It includes CIMdata's 5-year estimates and forecasts for the PLM market and its major segments in the Americas, EMEA, and Asia-Pacific regions. Detailed estimates and forecasts are provided for the cPDM segment within specific European and Asia-Pacific countries and regions.
- **PLM Market Industry Analysis Report**—A view of market results by industry segment. CIMdata's 5-year estimates and market forecasts for PLM and cPDM are provided for eight industry sectors: aerospace and defense; automotive and other transportation; high-tech electronics; fabrication and assembly; process-packaged goods; process; petrochemical; utilities; and construction, infrastructure, and shipbuilding.
- **Expert Insights** —Access to frequently CIMdata-authored eBooks, thought leadership papers, whitepapers, and commentaries published throughout the year.
- **Publications Discount**—Receive 20% off the list price of CIMdata research reports and publications not included in your membership.
- **PLM Certificate Program Attendance**—Members receive two complimentary registrations for a two-day public PLM Fundamentals for Solution Providers Short Course. Registrations are valid for use by employees or nominated customers, subject to availability. Attendees can upgrade to the full 5-day Standard PLM Certificate of Leadership program for an additional fee.

- **PLM Certificate Program Discounts**—Receive 20% off CIMdata's assessment-based PLM educational program.
- **PLM Basics E-Learning Course**—Two complimentary registrations for the PLM Basics e-Learning course.

## Personalized Deliverables

- **Assigned Member Support Team**—Each member is assigned a Client Relationship Manager, a Lead Consultant, and an Executive Liaison who serve as the member support team.
- **Membership Planning Work Session**—A two-hour web meeting in which CIMdata's support team will meet with member's representatives in a collaborative session to plan the membership year, review deliverables, confirm Named Users, explore topics for commentaries and executive briefings, and schedule future activities.
- **Two Semi-Annual Executive Briefings**—Private one-day briefings, in which members confidentially update CIMdata on their PLM-related strategies, products, services, partnerships, marketing initiatives, customer successes, and other relevant topics. CIMdata consultants provide objective analyses and recommendations based on the discussions. An agenda outlining topics, participants, and desired outcomes will be collaboratively developed and agreed upon before the briefing. Members are responsible for covering all CIMdata-related travel expenses.
- **Optional Market Strategy Consulting Sessions**—In place of the two Executive Briefings described above, members can opt for CIMdata to conduct quarterly PLM market strategy consulting sessions held as web meetings. Each session, lasting up to four hours, will focus on a market opportunity, strategy scenario, or competitive challenge identified by the member, which CIMdata consultants will review, validate, and enhance.

- **CIMdata Speaker Participation at a Member Event or Webinar**—CIMdata will speak at one member event or in a member-sponsored webinar to comment on a mutually agreed aspect of the member's market or technology leadership. Content will be based on existing materials or briefings provided to CIMdata and, as such, shall not require any new research. Members are responsible for covering all CIMdata-related travel expenses.
- **PLM Market Research Support**—Authorized Named Users have direct access to CIMdata's research analysts for ongoing discussions and inquiries. This support is limited to brief telephone and email discussions.
- **Two Commentaries Per Year**—Commentaries are CIMdata-authored papers on mutually agreed upon topics that provide CIMdata's independent review of the member's PLM market position, solution offering, technology thought leadership, or customer successes. These commentaries articulate CIMdata's insights and perspectives on the topic's significance for prospects, customers, targeted industries, or larger markets where members compete for mindshare. Each commentary will be up to three pages long and jointly published, distributed, and promoted to maximize its impact and reach.
- **Sales or Channel Partner Meeting Presentation**—Remotely participate in one business development meeting, channel partner meeting, or webinar, offering a one-hour training session on a PLM-related topic chosen in collaboration with the member.
- **Invited Presentation at a CIMdata Event**—Nominate a customer to speak at a CIMdata event or conference during the membership year. This includes PLM Road Map™ conferences. Members are responsible for covering all related travel expenses.
- **Product Announcement Quotes**—Upon request, CIMdata will provide one public quote per quarter that can be published on the member's websites, social media, and press releases.
- **PLM Market & Industry Forum Participation**—Receive three complimentary registrations for CIMdata's annual PLM Market & Industry Forums for use at the NA and/or EMEA events. These forums provide unparalleled insights into the PLM economy, drawing on CIMdata's extensive work with industrial companies. Gain valuable perspectives crucial for short- and long-term success, including insights on industry trends and challenges. Forums are also held in India, Japan, and China; members can attend for an additional fee.
- **CIMdata PLM Road Map Participation**—Receive two complimentary registrations to attend each of two CIMdata PLM Road Map conferences held within the membership year. Two PLM Road Map events are typically held yearly, one in NA and one in EMEA.
- **Web Dossier and Promotion**—Your company will be featured and promoted on CIMdata's website, CIMdata.com, which is recognized as the leading web resource for industrial companies seeking insights into PLM or evaluating potential solution providers. A dedicated member dossier, curated by CIMdata, will showcase your company, its products and services, event listings, and links to CIMdata publications and research relevant to your membership. The dossier is designed to enhance visibility and attract targeted web searches.
- **Event Listings**—Include your events in CIMdata's Late-Breaking News, Industry Summary, and website events calendar.
- **Named Users**—Four Named Users receive the Late-Breaking News and other community-related publications and access to CIMdata's PLM Market Research Support Services. Additional Named Users may be added for a fee.

- **Corporate License**—Members receive a corporate license allowing the distribution of CIMdata-provided news and authorized reports within their organization for internal use only. This license does not permit language translation of CIMdata copyrighted materials.

### **Membership Cost**

The fee for a 12-month Gold Membership in the CIMdata Community is US\$38,000.

### **Membership Upgrade**

Gold members may upgrade their membership to a Platinum Membership in the CIMdata Community at any time, thus receiving expanded benefits. The cost for an upgrade will be provided upon request and will be prorated for that part of the membership year that has elapsed.

## **About CIMdata**

CIMdata, a global, independent strategic management consulting firm, provides services designed to maximize an enterprise's ability to design, deliver, and support innovative products and services. For more than forty years, CIMdata has provided industrial organizations, providers of digital technologies and services, and investment firms with world-class insight, expertise, and best-practice methods on a broad set of product lifecycle management (PLM) topics and the digital transformation they enable. CIMdata also offers research, subscription services, publications, and education through certificate programs and international conferences. To learn more, visit [www.CIMdata.com](http://www.CIMdata.com) or email [info@CIMdata.com](mailto:info@CIMdata.com).