

The CIMdata PLM Community Industry Consortium Membership

Providing Information Critical to Successful Strategies and Sound Business Decisions

The CIMdata PLM Community provides valuable participation in our global support service for industrial companies that want to maximize the benefits they receive from Product Lifecycle Management (PLM). CIMdata has assembled a group of leading industrial companies into a consortium to collectively address PLM-related challenges.

This membership provides value to your organization by providing a forum and process to define shared needs and a common vision for PLM solutions, plus access to timely and valuable insights and advice. Annual membership in this program enables an on-going working relationship with CIMdata to strengthen and enhance the value of our support for your team. An annual membership in the CIMdata PLM Community provides you with:

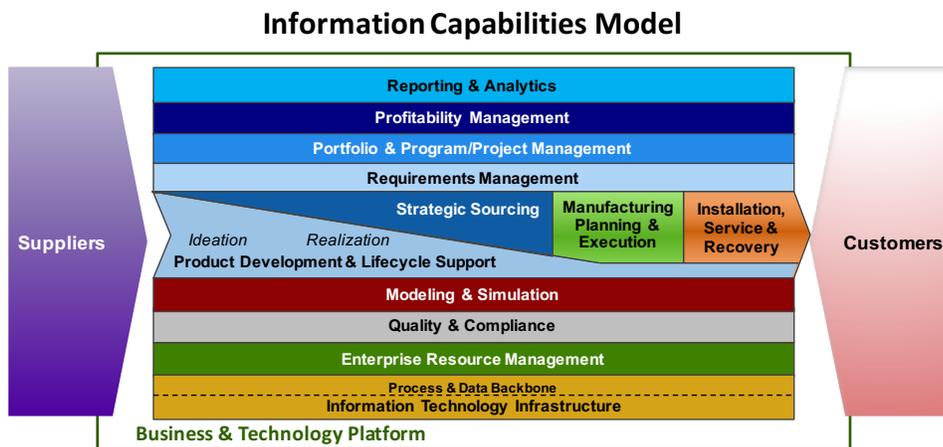
- The opportunity to prioritize needs and establish a common vision for PLM solutions via participant-directed CIMdata research programs.
- Access to on-going research, analyses, insights, and advice.
- Participation in the identification of the top industry-specific PLM topic areas that will direct related CIMdata research.
- Participation in CIMdata PLM Certificate programs at reduced rates.
- Access to specific CIMdata PLM Knowledge Council deliverables.
- Current information on PLM industry news and trends.
- Access to CIMdata’s PLM experts.
- Participation in the CIMdata-sponsored global PLM Community, an active group that includes both leading industrial companies and providers of PLM solutions from around the world.

The CIMdata PLM Community Industry Consortium membership provides on-going, research and analyses delivered through reports,

meetings, and remote consultations with CIMdata experts. Membership in the CIMdata PLM Community is an annual, fee-based, and is described as follows.

Generalized Deliverables Include:

- **Participation in Member-Directed Research**—Consortium members are able to define, prioritize, and participate in industry relevant research facilitated and driven by CIMdata.
- The scope of research activities includes definition of CIMdata’s Enterprise Application Architecture (EAA) Maturity Model (based on the figure below) and can extend to other PLM organizational, process, and technology topics.
- **Active Participation in CIMdata’s PLM Community**—As a member you are invited to actively participate in CIMdata’s on-line PLM Community communications. This includes a CIMdata blog and on-line and off-line interaction with CIMdata personnel.
- **Access to Consortium Developed Deliverables**—Including:
 - Right to use tools such as the EAA maturity models within the organization (for non-commercial purposes).



The CIMdata Enterprise Application Architecture (EAA), Basis for CIMdata’s EAA Maturity Model

- Right to distribute Consortium material within the members' organization.
 - **CIMdata Research Reports**—You will receive copies and updates of selected CIMdata PLM industry research reports and other publications, including:
 - The *CIMdata Executive PLM Market Report*—This report provides summary information and analysis of the worldwide PLM market. Alternatively, members can receive a discount on the full five-volume Market Analysis Report Series.
 - On-going research reports—Periodic research reports that address timely and major issues and trends within the PLM industry.
 - CIMdata whitepapers and eBooks—Members receive advance copies of all position papers and whitepapers, and Books that CIMdata publishes during the year.
 - Discounts on other CIMdata research publications—Special member-only rates on other CIMdata research publications.
 - **CIMdata PLM Certificate Program Discounts**—The CIMdata PLM Certificate program is a well-defined, assessment-based PLM education and training offering for industrial companies and PLM technology and service solution providers. You enjoy special member-only rates whenever one of your employees attends a CIMdata PLM Certificate program.
 - **Quarterly Meetings**—The consortium will meet quarterly, either in person or through conference calls (exact timing to be determined by the consortium members).
 - **PLM Late-Breaking News**—A daily electronic newsletter that provides up-to-the-minute information on PLM market activities, products, events, sales announcements, and PLM solution providers along with CIMdata comments 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 a reference for major developments in the PLM industry.
 - **Position Statements**—Concise reports summarizing CIMdata's expert analysis of the issues, trends, technologies, and events taking place in the PLM marketplace, with comments on their impact for end users and the industry as a whole.
- to be scheduled at a mutually agreed time with travel expenses to be covered by the member.*
- **CIMdata PLM Road Map Participation**—Two registrations to CIMdata's PLM Road Map conference. PLM Road Map is a strategic conference focused on how companies are successfully employing PLM strategies and enabling solutions to meet challenging product development, manufacturing, and deployment issues.
 - **CIMdata PLM Knowledge Council Access**—Receive all research publications generated during your membership period by two CIMdata Knowledge Councils of your choice. These councils define and publish industry leading research related to topics of interest to specific segments of the global PLM community. Full membership in these councils can be attained at an additional cost.
 - **CIMdata PLM Resource Support Line**—Provides personal access to CIMdata's consultants and their expertise. Your Named Users have access to CIMdata's experts to discuss issues and questions as they occur during the year. This support includes brief telephone and email discussions of topics, but does not include support to conduct additional research.
 - **Three Named Users**—Contacts who receive direct mailing of the Late-Breaking News and other publications and reports. These individuals 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.
 - **PLM Market Research Support**—the member's authorized Named Users have direct access to CIMdata's research analysts, along with unpublished market data and intelligence, to discuss issues and questions as they occur during the year. This support includes brief telephone and email discussions.

Membership in the CIMdata PLM Industry Consortium Costs US\$25,000/Year

Personalized Deliverables Include:

- **Annual Strategy Session**—During this one-day session (to occur within the membership year), your team and executives will meet with CIMdata consultants to provide an update of your programs and discuss PLM strategies or any other PLM-related subjects that are considered of importance to your team. This is an excellent opportunity for your team to discuss strategies and issues, and receive appropriate feedback and recommendations. *The session is*

About CIMdata

CIMdata, an independent worldwide firm, provides strategic management 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 over thirty 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 solution providers 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 providers, 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 Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0) 495.533.666.