



Digital Transformation Appraisal Workshop

Quickly Understanding the Value of Digital Transformation for Your Organization

Measure Benefits & Costs of Digital Transformation

CIMdata consulting experience shows that the value and ROI from digitalization strategies and PLM solutions are not well understood by many organizations. Even when an organization decides to invest in these business-enhancing strategies, the management team does not continue to actively support these efforts throughout their deployment when they do not understand the value to the organization.

CIMdata's PLM-Enabled Digital Transformation Benefits Appraisal Workshop accelerates the financial justification of your PLM solutions. The workshop helps organizations that are actively exploring their options for PLM, or are planning to implement or expand a PLM solution, as well as those who have implemented PLM and want to understand its impact on their business.

Leverage CIMdata's Experience & Knowledge—Save Your Organization Time and Money

Understanding PLM benefits and ROI helps identify your needs, the PLM functionality and solutions best suited to support your requirements, and how PLM should be applied in your organization. The goals of the workshop are to:

- Help your PLM team understand the business benefits of PLM in support of digitalization
- Educate your team how to execute a benefits appraisal

- Estimate your organization's PLM costs and benefits
- Produce a return on investment (ROI) summary for your management

To do this, a team of senior CIMdata consultants work with your team to identify appropriate benefits and complete our extensive benefits and cost analysis model to produce a PLM-Enabled Digital Transformation Benefits Appraisal.

The Benefits Appraisal Workshop

Accelerate the Appraisal Process

The Benefits Appraisal Workshop is a two-day interactive work session that is facilitated by CIMdata consultants with active participation of your company's PLM project team. The workshop includes delivery of presentation materials, the current edition of CIMdata's *PLM Digitalization Benefits Appraisal Guide*, and a copy of CIMdata's ROI and benefits assessment model. This allows you to continue to use the model to refine and test your results or to execute additional appraisals.

The Workshop progresses through the following steps:

1. Presentation on the purpose of benefits appraisals—an overview of why cost/benefits appraisals and ROIs are important and how they can help justify a PLM-enabled digitalization strategy.
2. Presentation on typical benefits of PLM—outlines the types of benefits that can be expected from PLM and digitalization.

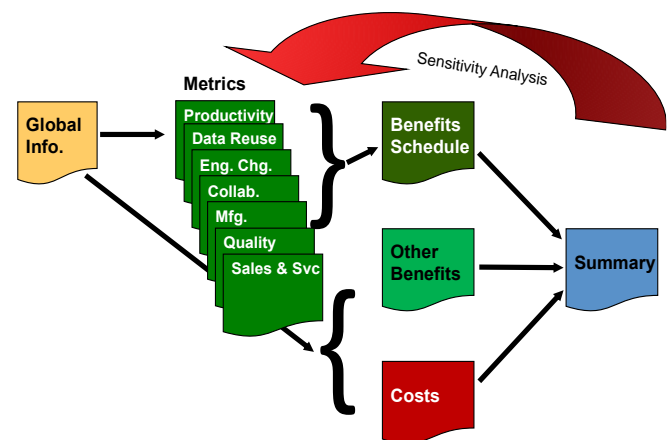
3. Presentation on typical costs of PLM—describes the costs that are typically associated with PLM solutions.
4. Work session on *your* current situation—a discussion of your products, your data management issues, and PLM needs.
5. Presentation on CIMdata’s PLM-Enabled Digital Transformation Benefits Appraisal methodology—describes CIMdata’s methodology for doing benefits appraisals.
6. Presentation on costs/benefits, ROI, and metrics—a general overview of some financial concepts that are used in the methodology and model.
7. Presentation of real benefits examples—actual benefits from companies that have implemented PLM solutions.
8. Work session to identify your prime benefits—the consultants work with your team to identify and review your prime digitalization and PLM benefits and investigate ways of estimating their magnitude.
9. Introduction to the PLM-Enabled Digital Transformation Benefits Appraisal model—a detailed explanation and demonstration of CIMdata’s model. We show you how to set and interpret the input parameters that control the analysis and how to evaluate sensitivity to various factors.
10. Work session to model *your* digitalization and PLM situation—the consultants help your team build PLM benefits and cost models for your particular situation, and to use the model to gain conclusions. These include a prioritized list of main needs, the PLM functions required, key business benefits with a first estimate of their scale, an estimate for the cost of a phased system implementation, and the cost/benefit results. The consultants also suggest ways in which you can carry out “what-if” analyses to test the sensitivity of the results to changes in input parameters.

11. Wrap-up and next steps—a review of the workshop results and identification of follow-up activities.

Optional Introduction to PLM: If you wish, you can add an optional day before the Benefits Appraisal Workshop for a CIMdata seminar that provides an introduction to PLM technology and solutions, PLM functions, and applications. This may be attended by a larger group of people than would participate in the Benefits Appraisal. Please contact CIMdata for price and details.

The Methodology Helps Validate & Justify PLM & Digitalization Solutions

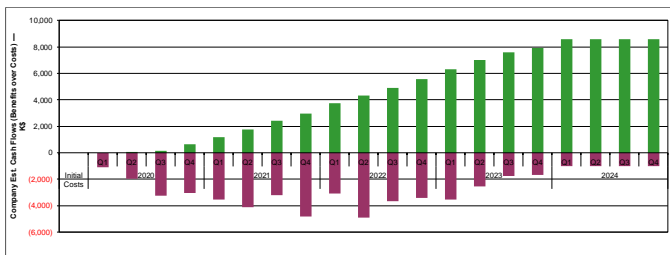
The methodology helps you model the productivity and other improvements likely to be achieved through the improved visibility and management of data that result from using PLM to enable digital transformation strategies. Sub-models calculate the benefits arising from improvements in product development productivity, data reuse, engineering change, collaboration, manufacturing engineering, quality, sales & service, and other areas. For many metrics, CIMdata provides estimated savings ranges based on actual, measured industrial experiences. These provide guidance against which you can evaluate your company’s benefits and project future savings.



Flow of the PLM-Enabled Digital Transformation Benefits Appraisal Methodology

A benefits scheduling sub-model calculates the benefits arising from the multiplicity of expected product developments in your company across PLM deployment. The model is open-ended, allowing you to add many types of measurable benefits.

A cost model helps you estimate the year-by-year cost of owning and operating PLM solutions including the cost of both internal and external resources. Finally a classic discounted cash flow analysis leading to an ROI is undertaken. This yields the net present value of the investment, payback period and Internal Rate of Return (IRR). It also



Discounted Cash Flows Over Costs—Just One Output of the Model

reports the cost of the monthly lost opportunity if you delay the PLM implementation.

For a customized quote for the PLM-Enabled Digital Transformation Benefits Appraisal Workshop, please contact CIMdata at +1.734.668.9922.

About CIMdata

CIMdata, an independent worldwide firm, provides strategic management consulting to maximize an enterprise’s ability to design, deliver, and support innovative products and services by identifying and implementing appropriate digital initiatives. For more than forty years, CIMdata has provided industrial organizations and providers of technologies and services with world-class knowledge, expertise, and best-practice methods on a broad set of product lifecycle management (PLM) solutions 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 or email info@CIMdata.com.