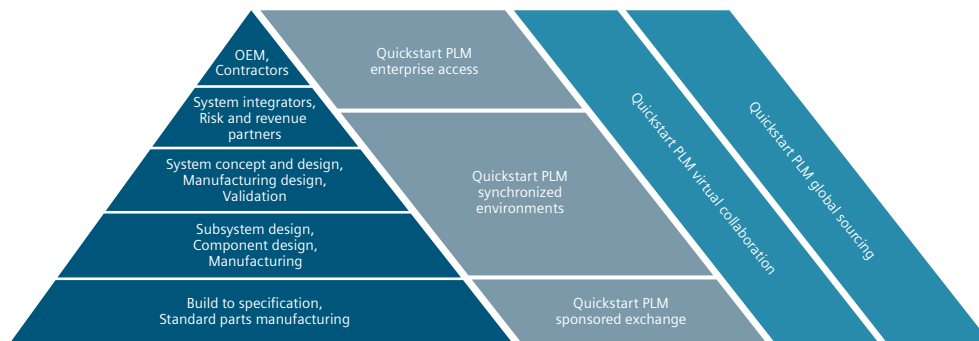# SIEMENS

Siemens PLM Software

Solution Brief

Traditionally, product lifecycle management (PLM) applications supported internal product development. Today a majority of product development is outsourced to suppliers. But without a pervasive way to integrate design requirements and data among suppliers, design flaws turn into manufacturing defects, resulting in delayed product launches and cost overruns.

HP Quickstart PLM creates a globally distributed design and manufacturing environment for OEMs and their suppliers, enabling seamless data synchronization and real-time collaboration. With preconfigured solutions for various types of suppliers, tailored to OEM-specific requirements,

Quickstart PLM solutions are designed to improve business outcomes, ensure responsiveness and provide quick deployment with minimal risk.

HP Quickstart PLM can be delivered as on-premise or cloud-based solutions, greatly reducing supplier cost of ownership while enabling suppliers to be fully compliant with OEM requirements. With Siemens PLM Software, HP Quickstart PLM is your one source for a complete supply chain PLM solution.

HP Quickstart PLM leverages the combined industry expertise of HP and Siemens PLM Software to deliver fast time-to-value and

Answers for industry.

Solution focus

Value to OEM
Ensure all supplier types operate in a closed-loop fashion to:
- Reduce changes late in the cycle and cost/schedule overruns
- Improve time-to-market and quality

Value to suppliers
Get a right-sized compliance solution to:
- Reduce PLM and IT startup time and operating costs
- Reap a faster time-to-value

Solution
Partner

SIEMENS

PLM

comprehensive solutions that cover the entire supplier ecosystem. Suppliers play different roles which require different approaches to OEM/Supplier integration.

Enterprise access
Lets top-tier suppliers quickly immerse themselves in their OEM's Teamcenter® environment. The solution bundle includes OEM-specific applications and OEM Teamcenter client access with HP training, configuration and startup services.

Synchronized environments
Provides middle-tier suppliers with data synchronization between the OEM and supplier workgroup. The solution bundle includes Teamcenter multi-site collaboration software for data synchronization and an HP platform optimized for the supplier's data center, with HP training, configuration and startup services.

Sponsored exchange
Configured to meet the needs of suppliers that interact less frequently with OEMs, Sponsored Exchange uses Teamcenter software's supplier relationship management (SRM) suite, a low-cost, web-based application that enables data exchange in a process context with traceability and summary reports of supplier interaction.

Global sourcing
In addition to Sponsored Exchange, Teamcenter SRM provides a low-cost, web-based application for supplier sourcing. The SRM integration to Teamcenter enables OEMs to leverage product and supplier qualification data to efficiently source the best global supplier for the job.

Virtual collaboration
Essential for all supplier types, Virtual Collaboration includes formal design reviews and informal meetings for clarification of needs and issue resolution. Global suppliers host access for Teamcenter for community collaboration, which is typically used in conjunction with other HP Quickstart PLM solutions for data exchange and synchronization.

About Siemens PLM Software
Siemens PLM Software, a business unit of the Siemens Industry Automation Division, is a leading global provider of product lifecycle management (PLM) software and services with seven million licensed seats and more than 71,000 customers worldwide. For more information on Siemens PLM Software products and services, see www.siemens.com/plm.

About HP
HP creates new possibilities for technology to have a meaningful impact on people, businesses, governments and society. The world's largest technology company, HP brings together a portfolio that spans printing, personal computing, software, services and IT infrastructure to solve customer problems. More information about HP is available at www.hp.com.

For more information on HP Quickstart PLM, visit www.hp.com/solutions/QuickstartPLM.

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