

## Frost & Sullivan Award for Company of the Year

2006

FROST &amp; SULLIVAN

Product Lifecycle Management Solutions  
Company of the Year Award

### AWARD DESCRIPTION

The Frost & Sullivan Award for Company of the Year is presented each year to the company that has demonstrated excellence in all operations. The award is based on numerous factors including the company's business development, competitive strategy, and leadership within a particular Frost & Sullivan Industry Research Group (IRG). This company is perceived to exhibit outstanding management, consistent growth, and positive social and economic impact on local and national communities and customers. Exceptional customer service has been noted as crucial to success, coupled with the ability to combine technology and successful strategic initiatives. The Award recipient has also demonstrated superior market growth skills through significant gains in the market during the research period. This company has the exceptional know-how to take advantage of market changes through the execution of innovative strategies within the existing competitive landscape.

### RESEARCH METHODOLOGIES

In order to select the Award recipient, analysts quantify several market factors for each market participant according to predetermined criteria, paying close attention to their combined operations efforts. This process includes interviews with all the market participants, customers, and suppliers, along with extensive secondary and technology research. The companies' efforts are then analysed based on the number of new customers, new segments, and commitment to business expansion coupled with market growth. Industry participants are then ranked based on the predetermined measurement criteria.

### MEASUREMENT CRITERIA

In addition to the methodology described above, there are specific criteria used to determine final competitor rankings in this industry. The recipient of this Award has excelled based on one or more of the following criteria:

- Global Market potential
- Proof of success executing a marketing strategy, and revenue growth
- Marketing, promotion, and visibility of the company
- Degree of strategy innovation
- Improvement in customer satisfaction level
- Technological innovation and leadership
- Increased name recognition in various Geographies



### AWARD RECIPIENT:

## UGS CORP.

The recipient of Frost & Sullivan's 2006 Company of the Year Award in the product lifecycle management (PLM) solutions space is UGS Corp., which is the worldwide market leader providing great deal of value addition to customers through its wide portfolio of PLM and associated solutions.

UGS has consistently stood by its mantra, "Never let the customer fail". In reality, UGS has been doing more than that. UGS has been a pioneer in providing a complete PLM solution to the customers with its broad and diverse product suites of Teamcenter, Tecnomatix, NX, Solid Edge and PLM components backed by the open manufacturing digital backbone. The customer credentials for the company features the who's who of the industry, spanning across all the major industrial verticals of automotive, aerospace and defense, process manufacturing, electronics manufacturing, packaged consumer goods, as well as engineering, procurement, and construction (EPC) contractors and maintenance, repair, and overhaul (MRO) businesses. The fact that the company has seen consistent and increasing growth over the last nine quarters and a 58 percent growth in collaborative product definition management (cPDM) is a

testimony to the fact that UGS is the undisputed leader within PLM solutions.

One of the primary challenges for manufacturers has been to drive the process of innovation along with globalization. UGS has successfully helped its customers to overcome this challenge through the innovative Teamcenter PLM solution. The open PLM architecture of Teamcenter powered by the JT visualization technology enables customers to share knowledge and information across the organization, and throughout the supply-distribution chain and transform them into innovations. UGS is the leader in cPDM solutions, which has been due to the strengths and capabilities of Teamcenter in these domains.

UGS recently launched the JT2Go-JT Open Edition, which includes 3D measurement and cross-sectioning functions. The JT Open is the initiative started by UGS to promote the development of JT format, the world's most widely used lightweight 3D data format. The new version enables customers and developers to view 3D JT data in Microsoft® Office documents because of the embedded JT2Go viewers. UGS, recently, also entered into a technology partnership with Adobe® and has enabled customers to derive huge cost savings and value by publishing the JT data format as

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# UGS

*Transforming the  
process of innovation*



Adobe® portable document format (PDF) files, thereby widening the reach and scope of PLM document creation and sharing. These mark very important milestones for both PLM and UGS, and have opened new arenas to provide enhanced value-addition to the customers. It is yet another proof to the fact that UGS is more than a solutions provider, which constantly strives to help customers through their product lifecycle, by strategic partnerships and alliances with the world's leading solutions providers.

The Tecnomatix suite of digital manufacturing solutions by UGS has been helping customers on all the aspects of manufacturing, right from engineering to execution. These manufacturing execution systems (MES) seamlessly integrate with legacy systems as well as enterprise solutions using the open manufacturing digital backbone of Teamcenter. UGS was the early leader to have the vision and promote the integration of MES with PLM in order to provide total visibility and control over the entire product lifecycle.

The NX suite for digital product development enables customers to design, engineer, simulate, manufacture and optimize the process effortlessly. Solid Edge is another suite of applications that empowers modeling,

prototyping, drafting and design management within a single tool. The excellence of UGS within the authoring tools and cPDM is evident by the fact that a leading automotive manufacturer chose NX computer aided design (CAD) software for vehicle designing on a global basis, and further strengthened it by opting Teamcenter for management of product data on a global scale.

UGS has consistently provided great deal of value through its unsurpassed offerings within the PLM domain and has helped customers improve their manufacturing processes, right from the birth to the death of the product. In recognition of these solutions and services that have enabled customers to translate their manufacturing into innovations of excellence, Frost & Sullivan is proud to present UGS Corp. with its 2006 Company of the Year Award.

For more information contact:

UGS Corp.  
www.ugs.com

-or-

Frost & Sullivan  
www.frost.com