

Smarter decisions, better products



Summary

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 7 million licensed seats and more than 71,000 customers worldwide. Headquartered in Plano, Texas, Siemens PLM Software works collaboratively with companies to deliver open solutions that help them turn more ideas into successful products. For more information on Siemens PLM Software products and services, visit www.siemens.com/plm.

Awards and designations

- In 2011 IDC reported that Siemens PLM Software rated highest among the PLM vendors and clear market leader in the Discrete Market Segment of the PLM Software Industry.
- CIMdata's 2010 PLM Market Analysis report recognized Siemens PLM Software as the vendor with the top revenue in the Digital Manufacturing market segment.
- In 2010, Siemens PLM Software was ranked for the 8th year among Fortune 500 corporations and United States government agencies in support of Historically Black Colleges & Universities (HBCU) Engineering Schools in the U.S.
- Siemens PLM Software has the highest customer maintenance renewal rate in the industry – 96 percent; overall software industry – 83 percent; overall PLM industry – 92 percent.
- In 2010, Siemens PLM Software was named China's #1 PLM solution provider by CIMdata's China PLM Report.
- Siemens PLM Software Received Frost & Sullivan's 2010 Customer Value Enhancement for the Automotive Industry Award.
- Since 2002, Siemens PLM Software has held the lead position in CIMdata's collaborative Product Definition management (cPDm) study of PLM market revenues. CIMdata also ranks Siemens PLM Software as the leader in cPDm, both in terms of revenue and market presence, with direct revenues more than double the closest competitor. The PLM industry considers this the most critical and fastest growing segment.
- In 2010, Siemens PLM Software ranked #1 in every major category of new simulation data and process management scorecard by Collaborative Product Development Associates (CPDA).
- In 2010, Siemens PLM Software's technology was used in more than 90 percent of the vehicles on display at the North American International Auto Show.

PLM Software

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- Siemens PLM Software was recognized by VARBusiness magazine as one of North America's top vendors in terms of partnership programs offered to solution providers selling its products and services.

Size and scope

- Customers in 80 countries.
- Workforce of more than 8,000.
- In Siemens' target markets, 68 percent of the Global 500 use Siemens PLM Software technology; and among Fortune 100 companies, half are using Siemens PLM Software's technology.
- 55 percent of the Industry Week 1000 manufacturing companies use Siemens PLM Software technology; in the key markets of Automotive, Aerospace, Machinery and High Tech, this approaches 80 percent.
- Siemens PLM Software's top 100 customers have used our technology for an average of 18 years.
- Siemens PLM Software creates and manages more than 48 percent of the world's 3D data.
- Siemens PLM Software is the CAD market leader in China and emerging Asian markets.
- Siemens PLM Software implemented the world's largest global product development (GM).
- Siemens PLM Software's Parasolid® software accounts for 25 percent of all 3D product data.
- The top 20 auto suppliers all use Siemens PLM Software's CAD/CAM/CAE solutions.
- Siemens PLM Software's GO PLM™ program provides \$4 billion of in-kind PLM technology grants to more than 1,000,000 students annually at nearly 10,200 global institutions, where it is used at every academic level – from middle schools to graduate engineering research programs.



- 63 percent of Siemens PLM Software's installed seats manage multi-CAD data, meaning that the company manages more of its competitors' data than its own.

Proof points

- A leading engineering services company, based in India and serving the global automotive industry, utilized Siemens PLM Software's technology to help its clients increase space utilization by more than 30 percent, reduce material flow by more than 20 percent and, through effective plant simulation, saved one customer \$1 million.



- A leading international computer company worked with Siemens PLM Software to adopt product lifecycle management (PLM) and reduced its workload by 50 percent.
- Siemens PLM Software helped one of the biggest manufacturers in aeronautics and renewable energy products to deploy the company's software solutions to cut the manufacturer's design errors by 88 percent.
- Only a few years ago, an international builder of custom machines needed 52 weeks to go from purchase order to machine delivery. Now that the company uses Siemens PLM Software, its lead time is 16 weeks.
- One of China's leading manufacturing companies uses Siemens PLM Software's solutions to design large assemblies comprised of up to 10,000 parts; Siemens PLM Software has reduced its engineering changes by 70 percent.
- A leading women's fashion chain is using Siemens PLM Software's solutions to compress its "time-to-profit" by linking buyers, designers and supply chain partners in a web-based environment that will reduce the time needed to take a design from initial sketch to finished item (excluding shipping times) by up to 30 percent.

Siemens PLM Software products

Teamcenter®
www.siemens.com/teamcenter

NX™ www.siemens.com/nx

Velocity Series™

www.siemens.com/velocity

Tecnomatix®

www.siemens.com/tecnomatix

PLM Components

www.siemens.com/plmcomponents

Vistagy Series

www.siemens.com/plm/vistagy

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