

# Siemens PLM Leads in PLM for Formulated Industries

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In the PLM market, there is a non-discrete manufacturing segment where Siemens plays an important role. It is what Gartner calls PLM for Formulated Industries. While some in the overall market may have discounted SPLM in the space, Gartner provides solid support for our presence showing an overall leadership position.

## Formulated Industries PLM Report

Noted PLM industry Analyst, Gartner, has just released a report assessing various providers in the PLM for Formulated Industries. This market is oftentimes also called the "Process" Industry. Company segments that fall into this space are food and beverage, personal care goods, pharmaceuticals and "nutraceuticals" (for example, vitamins and other nutrition supplements), and household chemicals. In addition to ranking PLM vendors in this market, they have also released a report that provides critical insights as the value PLM software can provide manufacturers.

## Siemens Leads the Way

As noted above, Siemens has been deemed a leader in Gartner's eyes in the Process market. This is critical to understand and message to our customers and prospects. Our competitors have, sometimes successfully, been able to convince some prospects that Siemens is not a real provider in this space. Now, with the support of Gartner, this should no longer be the case.

One can easily see (Figure 1) where Siemens leads in most categories, or is equal to other vendors.

Industry	Dassault Systemes	Infor	Oracle	SAP	Selerant	Siemens	Trace One
Packaged Food and Beverages	●	●	●	●	●	●	●
Consumer Chemicals	●	●	●	●	●	●	●
Industrial and Specialty Chemicals	●	●	●	●	●	●	○
Personal Care	●	●	●	●	●	●	●
Flavors and Fragrances	●	●	●	●	●	●	○
Pharmaceuticals	●	●	●	●	●	●	●

Figure 1: Siemens' Strength in Process PLM

## Accessing and Sharing the Gartner Report

We have secured distribution rights to the Gartner report on vendors in this market for you to use with customers and prospects.

For the PLM vendor assessment report, access "[A Guide to PLM Providers for Formulated Packaged Goods Industries](#)".

In addition to the report on the Process PLM vendors, we secured the rights to an additional report from Gartner that discusses critical business drivers for manufacturers, and suggestions for addressing them from an IT perspective. Key to this report is that it fully supports several Siemens objectives, like: Globalization, Expanding Competition, and Increasingly scarce resources. For the full report, access "[Business Drivers of Technology for Product Manufacturing Industries](#)".

Gartner goes further in the report, assessing the vendors in what might be termed Core PLM for Process, and Emerging PLM for Process. In the Core PLM piece, it refers to CAD Data Management, Formula/Recipe Management, Spec Management, etc. For “Emerging PLM”, it delves into Electronic Lab Notebooks, LIMS, Quality Management, Virtual Factories, etc. While Siemens is strong in the Core PLM segment, it is clear (Figure 2) that in Emerging PLM Siemens distances itself from the rest. This is due to Siemens’ end to end capabilities for process / CPG industries incorporating the Siemens PLM Software portfolio, as well as part of the SIMATIC IT portfolio – and more particularly SIMATIC IT R&D Suite.

### Siemens’ Overview from Gartner

In addition to the rankings, Gartner provides a bit deeper context on Siemens as well as the other vendors. Of Siemens, Gartner notes some of the following supporting points:

- Siemens has a significant presence in PLM and MES software, with substantial potential to deliver on orchestrated R&D and product support globally
- Teamcenter and Simatic IT offerings are the backbone of Siemens' capabilities
  - Teamcenter provides proven infrastructure for managing product data, collaboration, project management, planning activities and portfolio management
  - Simatic IT is the core of Siemens' PLM offering for managing new product development activities, production planning and ramp-up, and business intelligence for needs such as decision support, quality management and reporting

On top of their specific notes on Siemens, Gartner endorses several areas where Siemens provides a great deal of experience, proven solutions and capabilities:

- Companies that attempt product lifecycle management (PLM) implementations focused on emerging capabilities, rather than well-established proven PLM capabilities, usually fail to achieve business value
- CIO’s or other PLM decision makers in industries with formulated products should prioritize PLM software vendors that are already strongly proven in their industry for fastest time to value
- (Packaged food and beverage) industry has collectively had the most experience with PLM software than the other industries

In the end, one can see that Siemens is a major player in the Process PLM segment. In short, Gartner advises that Siemens PLM should be automatically included on their shortlists.

Software Category	Dassault Systemes	Infor	Oracle	SAP	Selerant	Siemens	Trace One
Customer Needs Management							
Electronic Laboratory Notebooks							
Laboratory Information Mgmt. System							
Manufacturing Process Mgmt. Framework							
Materials and Parts Search and Selection							
Modeling, Simulation and Virtual Prototyping							
PLM Infrastructure							
Product Cost Management							
Quality Management and CAPA							
Simulation and Test Data Management							
Sustainable Design PLM							
Synchronized Bills of Material							
Value-Chain-Centric PDM							
Virtual Factories							

Figure 2: Siemens' Strength in Emerging PLM for Process