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Siemens PLM Software

Partnership Brief

Deloitte Consulting LLP

Achieving the full value of PLM requires that PLM processes and the underlying technology be linked to business objectives and measurable business results. Many companies fail to make this direct connection and are left with PLM implementations that automate design and development processes for perceived improvements in efficiency, but do not provide process improvements that create a real competitive advantage. The Deloitte and Siemens PLM Software alliance helps to bring a holistic approach to PLM that can drive lean product development process improvements and elevate PLM to an executive-level agenda with a focus on improving business results.

Deloitte is experienced in setting upfront strategy and transformation that assists the process-led implementation of Teamcenter® software. Unlike system integrators that focus mainly on IT implementation, Deloitte's experienced product development specialists utilize a broad suite of predefined process models with embedded lean principles, which in combination with Siemens PLM Software, can provide improved time-to-value, increase organizational buy-in and lower implementation risk.

Define a business vision linked to PLM strategy

An objective of the Siemens PLM Software and Deloitte alliance is to help you address your broader product development objectives and requirements from a business transformation perspective first, creating a clear linkage between your business vision and PLM strategy. Value can be demonstrated through Deloitte's assessment and planning efforts. Several of Deloitte's methodologies have been customized for Teamcenter environments. For instance, mapping improvement opportunities to shareholder value is accomplished with Deloitte's Enterprise Value Map™ for Teamcenter. Deloitte and Siemens PLM Software can assist you in your efforts to create a fact-based business case to elevate the PLM software discussion into an executive-level dialogue of business improvement.

Design and deploy Teamcenter using Deloitte's lean processes and leading practices designed to improve product development efficiency and effectiveness

Implementing PLM technology without addressing existing suboptimized engineering practices can lead to a suboptimized solution. The alliance with Deloitte provides design, deployment and monitoring of lean product development process improvements as part of the Teamcenter implementation.

Deloitte.

Answers for industry.

Solution focus

Lean Process Engineering
Promote engineering effectiveness

Deloitte Enterprise Value Map for Teamcenter
Link Teamcenter to shareholder value

Deloitte PLM (DPLM) for Teamcenter
Streamline Teamcenter deployment

For more information about the Deloitte-Siemens PLM Software alliance, see:
www.siemens.com/plm/deloitte

Solution Partner

PLM

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Teamcenter enables a single source of product and process knowledge, giving you information you can use to make smarter decisions and better products. For eleven consecutive years, Teamcenter has earned the honor of being the industry's #1 collaborative Product Definition management (cPDm) solution[1] according to CIMdata. By combining leading PLM software with Deloitte's emphasis on transforming engineering processes and organizational efficiency, you can utilize Teamcenter functionality to addressthe goal of improving product development effectiveness.

Achieve improved time-to-value and lower risk of PLM implementation

Deloitte has developed a broad suite of methodologies and tools to help enhance and accelerate product development initiatives. An important tool for the alliance is a pre-configured solution called Deloitte PLM (DPLM) for Teamcenter. DPLM for Teamcenter includes the 80 percent of product development processes often common across PLM implementations. It captures leading practices across lean

processes, configuration and training, helping to provide such benefits as[2]:

- Shorter implementation time versus traditional PLM implementations
- Lower implementation cost
- Higher engineering efficiency
- Reduced PLM program risk and risk of customization
- Lean engineering and leading practices that are embedded into PLM processes from day one

"Out-of-the-box" deployments based on DPLM for Teamcenter with lean product development processes can help clients improve time-to-value, increase organizational buy-in, and lower the risk of PLM implementation. Deployments are coupled with organizational change management to promote new processes and increase solution adoption.

[1] See CIMdata Report "2011 Market Analysis Report, PLM Market and Industry Report, 29 March 2012".

[2] Sources: Deloitte Consulting Project work, Deloitte Research

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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 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, see www.siemens.com/plm

About Deloitte

In the United States, Deloitte LLP and its subsidiaries have 57,000 professionals with a single focus: serving our clients and helping them solve their toughest problems. We work in four key business areas – audit, financial advisory, tax and consulting – but our real strength comes from combining the talents of those groups to address clients' needs. Fortune and Business Week consistently rank our organization among the best places to work, which is good news for our talent and our clients alike. When talented people tackle the most compelling challenges, everyone wins. For more information, see www.deloitte.com/us/about

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