



SIEMENS

Siemens PLM Software

Partnership Brief

IBM

Companies need smarter PLM solutions to deliver increasingly complex products to market. Both maximized productivity and streamlined global operations must be achieved to optimize design, development, production, sales, service and asset management capabilities. The IBM and Siemens PLM Software alliance applies proven PLM solution expertise and leverages world-class platforms, middleware, applications and managed IT services. Through seamless business process, PLM and enterprise applications, your company can accelerate time-to-value with less exposure to risk and lower cost of ownership. This is an alliance of PLM market leaders that provides a wide array of applied solution expertise to drive business value for our clients.

#1 PLM market leadership

According to CIMdata, Siemens PLM Software has been #1 in cPDM for eleven consecutive years, and ranks IBM as the #1 PLM services provider. Both IBM and Siemens are global companies with locations in more than 190 countries, providing products, solutions and services to all industry segments.

Applied solution expertise

The IBM and Siemens PLM Software alliance provides customers with integrated solutions, tested and certified for interoperability, reducing investment costs, lowering schedule and technology risks, while accelerating deployment and organizational efficiencies.

Siemens' Teamcenter® software with IBM cloud platforms and services enables clients to deploy PLM solutions faster than ever, with lowered capital investments, and flexibility to scale as operational needs demand. Teamcenter is certified on IBM's PureFlex platform in IBM's new PureSystems product family and the SmartCloud Enterprise Plus service offering.

In addition, this alliance can provide your company with:

- IBM's suite of hardware platforms, operating systems, middleware, business applications, cloud service offerings and managed IT services
- Proven best practices and PLM processes that improve enterprise operations
- Rational Application Lifecycle Management and Teamcenter integration for embedded systems



Answers for industry.

Solution focus

- Siemens PLM Software solutions
- Teamcenter and “IBM Blue Stack”
- IBM hardware (servers, PureFlex, PureSystems)
- IBM software
 - WebSphere Application Server
 - DB2
 - Tivoli
 - Rational
- Siemens PLM Software and IBM Consulting Services
- IBM Managed Cloud Services (private, public, hybrid)

- Teamcenter with IBM’s DB2 and WebSphere Application Server, certified and available out-of-the-box
- Uniform and centralized management of BOM across the enterprise
- Reliable and accurate data migration of complex legacy system to new enterprise PLM solutions

Drive business value

With increasing pressures on limited resources, the alliance has focused on providing significant business value to our clients. With IBM and Siemens PLM Software combined solutions at your side, your company can seamlessly integrate enterprise business processes and accelerate time-to-value with reduced risk and lower cost of ownership. Implementing these alliance solutions enables companies to align PLM program metrics with key business drivers. Clients can capture, retain and preserve critical company knowledge, data and best practices – all while safeguarding investments with future-proof products and solutions.

Complete solution portfolio

Together, IBM and Siemens PLM Software provide a comprehensive PLM solution set including:

- IBM hardware, operating systems, middleware and enterprise applications
- Siemens Teamcenter and other PLM software solutions
- IBM SmartCloud platforms and Managed Cloud Services
- Siemens and IBM Consulting Services

Real-world benefits

Companies working with the IBM and Siemens PLM Software alliance enjoy:

- Open standards and architectures
- Market-leading products and services
- Maximized business and operational efficiencies across the enterprise
- Broad industry experience and best practices from worldwide deployments
- Accelerated implementation and operational capabilities
- Reduced schedule risks and lower cost of ownership

About IBM

International Business Machines Corporation (IBM) is an American-based multinational technology and consulting corporation headquarters in Armonk, New York. IBM manufactures and sells computer hardware and software and offers infrastructure, hosting and consulting services in areas ranging from mainframe computers to nanotechnology. For more information on IBM, see www.ibm.com

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

For more information on the IBM and Siemens PLM Software alliance, see: www.siemens.com/plm/ibm

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Siemens Industry Software

Americas +1 800 498 5351
Europe +44 (0) 1276 702000
Asia-Pacific +852 2230 3333

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