

Automotive and transportation

Shanghai Real Information Technology Co.

Chinese automotive manufacturer provides customers with high-level solutions

Products

NX, Simcenter, Solid Edge, Teamcenter, Tecnomatix

Business challenges

Design and deliver customized solutions

Provide solutions for Industry 4.0

Leverage Siemens partnership to gain customer trust

Keys to success

Knowledge of customers' business

Provide integrated solutions

Delivery quality on-time service

Results

Increased revenue by 50 percent

Delivered smart manufacturing solutions to customers

Earned customer trust and new business

Shanghai Real Information Technology Co. leverages its Siemens Smart Expert partnership to deliver smart manufacturing solutions

Providing 'Real' solutions

Shanghai Real Information Technology Co., Ltd (Shanghai Real Information Technology) provides software solutions to its automotive and transportation industry customers. In 2014, the company became a Siemens Silver Level solution partner.

Smart Expert partner value

Shanghai Real Information Technology is the first company in the Asia Pacific region to be recognized as a Siemens Digital Industries Software Smart Expert Partner.

"Our Siemens Smart Expert Partner status heightens our customers' level of confidence in our ability to meet their business requirements," says Helen Wang, vice president, Shanghai Real Information Technology. "Using our industry experience, combined with Siemens' product portfolio, we can design and deliver customized solutions which helped us generate more opportunities from the market. In 2018, we increased our revenue by 50 percent because of our specialization recognition in the Siemens Smart Expert program."

Portfolio expansion

Smart manufacturing is at the core of Industry 4.0 and is having a significant impact on China's business sector. The Siemens product portfolio provides customers with the best solutions for success. Shanghai Real Information

"Our sole focus is on the automotive sector as we have extensive knowledge of this industry."

Helen Wang
Vice President
Shanghai Real Information Technology Co., Ltd

Solutions/Services

NX

siemens.com/nx

Simcenter

siemens.com/simcenter

Solid Edge

solidedge.siemens.com

Teamcenter

siemens.com/teamcenter

Tecnomatix

siemens.com/tecnomatix

Customer's primary business

Shanghai Real Information Technology is a wholly-owned subsidiary of Sotos Technology Co., Ltd. With more than 500 employees, the company's annual revenues exceed RMB 200 million. Shanghai Real Information Technology has subcompanies and service centers across China including Beijing, Shanghai, Nanjing, Chongqing and Jinan. sotos.com.cn/

Customer location

Shanghai
China

"Our Siemens Smart Expert Partner status heightens our customers' level of confidence in our ability to meet their business requirements."

Helen Wang
Vice President
Shanghai Real Information Technology Co., Ltd

Siemens Digital Industries Software

Americas +1 314 264 8499
Europe +44 (0) 1276 413200
Asia-Pacific +852 2230 3333

Technology provides its customers with Siemens' NX™ software and Teamcenter® portfolio and expanded into the Quality Management System and Teamcenter Product Cost Management. With the help of the Siemens portfolio development team's involvement, the company provides high-level support for pre- and post-selling activities.

To support the expansion, Shanghai Real Information Technology hired automotive industry experts with extensive knowledge of Siemens' Quality Management System to transfer and apply their knowledge into specific business solutions.

"Our core technical staff came from automotive OEMs, so they are very familiar with the automobile design process and understand our customers' business extremely well," says Wang. "Our sole focus is on the automotive sector as we have extensive knowledge of this industry."

Automotive industry required solutions

Shanghai Real Information Technology serves customers with both traditional and modern manufacturing, including original equipment manufacturer (OEM) parts, passenger cars and buses, special cars, locomotives and more. While many automotive parts suppliers are facing more stringent quality control restrictions, Shanghai Real Information Technology addresses these requirements with Siemens' Quality Management System solution.

Siemens support and relationship

Wang attributes the company's success to its relationship with Siemens. She says that Shanghai Real Information Technology's association with Siemens reassures customers they will receive the most comprehensive and quality solutions that have proven success in the market.

"Siemens' brand value, recent technology acquisitions and superior products help us deliver smart manufacturing solutions to customers," says Wang.

"Siemens' brand value, recent technology acquisitions and superior products help us deliver smart manufacturing solutions to customers."

Helen Wang
Vice President
Shanghai Real Information Technology Co., Ltd

© 2019 Siemens. A list of relevant Siemens trademarks can be found [here](#). Other trademarks belong to their respective owners. 78280-C2 8/19 Y