### Top 5 essentials for PLM selection

1. **Know the total cost upfront**
   - Consulting
   - Customization
   - Hardware
   - Maintenance
   - Software

   "Startup companies in particular are looking for PLM applications that are quick to deploy and inexpensive to purchase and maintain."  
   - Paul Stevens
   - President
   - Acuity Solutions

2. **Flexible deployment options**
   - Cloud/Cloud SaaS
   - Managed services
   - Multi-site
   - On-premises
   - Pre-Configured
   - Zero-install

   "The Siemens team helped us deliver a solution using Teamcenter and Amazon Web Services that allows the membership to seamlessly connect to intellectual property and roadmap requirements."  
   - Jan Werners
   - Business Systems Manager
   - Americas Ventures

3. **Balance the needs of business and engineering**
   - Easy-to-use
   - Enterprise-accessible
   - Lightweight
   - Role-based
   - Web-accessible

   "Teamcenter brings together the product information and processes to drive our overall business performance."  
   - Jing Jin
   - PLM Project Manager
   - Joyoung

4. **Protect your IP**
   - Access control
   - Identity
   - BCRYPT passwords
   - Digital signatures
   - Forensics
   - Web proxy
   - ITAR/NDAA
   - User-authentication

   "Using Teamcenter we have implemented a digital information management system with traceable, role-based access and a high degree of intrinsic security."  
   - Piero Giusti
   - Information Technology Manager, R&D
   - Ducati

5. **Start today, grow tomorrow**
   - Adaptable
   - Configurable
   - Extensible
   - Open
   - Packaged solutions
   - Scalable

   "We chose to deploy the proven product lifecycle management system, Teamcenter, on the cloud using Amazon Web Services. We reduced our up-front infrastructure investment, simplified maintenance, and the implementation was smoothly delivered in only 10 days."  
   - Gustav Kågesson
   - Design Manager
   - NP Innovation

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