

Industrial machinery • Automotive • Electronics • Aerospace and defense • Medical devices • Consumer products

# BCT Technology

Helping customers simplify their processes with practical, value-added solutions

## Products

NX, Solid Edge, Teamcenter, Teamcenter Product Cost Management, Rulestream Engineer-to-Order, Geolus

## Business challenges

Providing practical engineering tools and data management systems

Standardizing and simplifying customers' processes

## Keys to success

Partnering with Siemens PLM Software

Providing measurable added-value

Supporting customers with analysis and optimization of business processes

Developing add-on standard software modules and customized software solutions

Industry-specific solutions

## Results

Continuous growth and success

Won recognition as Software Partner of the Year in 2007

Named Germany's Top Teamcenter Partner in 2014, 2013, and 2011

## BCT Technology delivers solutions based on proven solutions from Siemens PLM Software

BCT Technology, a member of the group of companies of Badische Stahlwerke GmbH (BSW), was founded in 1991 to develop and implement software solutions for the optimization and standardization of products and processes over the entire product lifecycle. Based in Willstaett, Germany, the company employs a staff of 57 at six offices in Germany and one in Switzerland. The committed and highly qualified employees are focused exclusively on the Siemens PLM Software portfolio. BCT counts more than 700 customers spanning many industries and regions.

In 1994, BCT became a sales and software development partner of product lifecycle management (PLM) specialist Siemens PLM Software. Since then, the partnership has flourished - today BCT is a platinum-level channel sales partner for NX™, Teamcenter®, and Solid Edge® software; a platinum-level software and technology partner, and a certified training and implementation partner. The company is also a founding member of the Global Partner Advisory Council, and was named Germany's Top Teamcenter Partner in 2011, 2013, and 2014.

## Software development

BCT employs a staff of skilled software developers with expertise in computer-aided design (CAD), product data management (PDM) and PLM. The company offers a wide range of BCT-branded software modules as well as customized software solutions. The software packages include add-ons for NX, Solid Edge, and Teamcenter for re-use, classification and standardization, quality control and engineering change management, and output management and catalog creation. Additional standard software packages assist customers with integration and information logistics.

For custom software, BCT collects customer requirements and writes specifications, then develops and implements tailored, customer-specific solutions, leveraging the CAD and PDM application programming interfaces (APIs) from Siemens PLM Software products or the APIs of external systems. The company frequently develops interfaces that connect single PLM components into integrated solutions.

## Expert services

For a time, BCT offered its own product data management system, but in 2002 it began selling the Teamcenter portfolio of solutions. Since then BCT has become a strategic service partner in the Teamcenter environment, offering comprehensive

consulting and implementation. Typical projects include migration of third-party systems to Teamcenter, interfacing with enterprise resource planning (ERP) systems, and migration of Teamcenter Engineering to Teamcenter Unified Architecture, and integration projects for third-party CAD systems including Pro/Engineer, Catia and SolidWorks.

BCT understands that migration from one system to another is not just a simple update. The company has proven success in migrating customers, and has developed several best practices that streamline projects and reduce resource needs. Migration projects include creation and management of the customer's data model, management of versions of software components, hardware and network customization and optimization and project budgeting and scheduling. BCT has also built its own specialization approaches using Teamcenter Product Cost Management and Rulestream Engineer-to-Order solutions.

#### **Industry-specific solutions**

Over the past few years, BCT has taken advantage of Siemens PLM Software's industry-specific solutions to help grow its business. These have driven new opportunities for BCT, especially in the machinery automotive, and electronics industries. Partnership built on commitment and trust BCT and Siemens PLM Software both build strong relationships with their respective customers on shared principles of commitment and trust. Those principles have also strengthened the relationship between the companies. "We believe that commitment and trust are two of the most important elements that have helped our business stay successful for many years," says Juergen Hillemann, chief executive officer at BCT. "We hear Siemens talk about never letting a customer fail, but we feel this also encompasses partners, so it's interchangeable with never letting a partner fail. We respect Siemens and we know Siemens respects our business and our people too."

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**Juergen Hillemann**  
CEO  
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### Solutions/Services

NX

[www.siemens.com/nx](http://www.siemens.com/nx)

Solid Edge

[www.siemens.com/solidedge](http://www.siemens.com/solidedge)

Teamcenter

[www.siemens.com/teamcenter](http://www.siemens.com/teamcenter)

Teamcenter Product Cost Management

[www.siemens.com/teamcenter](http://www.siemens.com/teamcenter)

Geolus

[www.siemens.com/plm/geolus](http://www.siemens.com/plm/geolus)

geolus

Rulestream Engineer-to-Order

[www.siemens.com/plm/rulestream](http://www.siemens.com/plm/rulestream)

rulestream

### Customer's primary business

BCT Technology is an innovative, technology-oriented company providing practical engineering tools and data management systems based on solutions developed by Siemens PLM Software.

[www.bct-technology.com](http://www.bct-technology.com)

### Customer location

Willstaett

Germany

### Attracting talent, bringing respect

BCT also values the additional benefits of its affiliation with Siemens. "Being in a remote part of Germany makes it difficult to attract brilliant young minds, which is something we need to maintain our competitive edge,"

says Hillemann. "Having the Siemens name tied to our business brings a level of respect, not only within Germany, but across the globe. To say that you're working with Siemens is something our people are very proud to state."

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CEO

BCT Technology

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[www.siemens.com/plm](http://www.siemens.com/plm)

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