

Multi-industry

KIMIES Corporation

Delivering professional services to improve business

Products

NX, Teamcenter, Polarion

Business challenges

Deliver professional services to help customers and tier-two partners design, deploy and maintain their PLM and ALM solutions

Key to success

Develop professional services capabilities

Active engagement of Siemens Digital Industries Software

Availability of market development funds

Results

500 percent growth in the past four years

Recognized as Top Partner in Korea for 2016

Recognized as Best Marketing Performance Partner in Korea for 2016

KIMIES Corporation has been a Siemens Digital Industries Software Solution Partner since 1997. The company provides product design management, product lifecycle management and application lifecycle management solutions and professional services to customers, primarily in the automotive, electronics, manufacturing and shipbuilding industries.

Focus on professional services

"We spend a lot of time on our engineers' development every year. We continue to provide them with Siemens training and education," say Jong Heon Hong, executive director of KIMIES Corporation. "In order to meet the requirements of various customers, we provide professional services for Siemens solutions, and deliver maintenance, training and other services. We also provide these services to our tier-two partners to support their business based on a win-win strategy."

Siemens' active engagement

KIMIES values many aspects of its partnership with Siemens Digital Industries Software, especially the energetic involvement of Siemens Digital Industries Software. "Siemens' active engagement in education, support and cooperation is a key factor that helps us to expand with new solutions," says Hong. "Based on it, we can create more industry solution opportunities in the market over the long term."

Benefits from market development funds

Siemens Digital Industries Software's market development funds (MDF) program has also been beneficial to KIMIES. Under the program, Siemens reimburses partners for expenses incurred in sales and marketing efforts. "We take advantage of Siemens Digital Industries Software's market development funds program," Hong says, "For example, by using MDF, we did annual advertising in the *KTX* magazine of Korea

"What we expect and appreciate is that Siemens lends great cooperation and active support through training and education."

Jong Heon Hong
Executive Director
KIMIES Corporation

Solutions/Services

NX

www.siemens.com/nx

Teamcenter

www.siemens.com/teamcenter

Polarion

www.siemens.com/polarion

Professional Services

Customer's primary business

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www.kimies.co.kr

Location

Seoul
South Korea

"We take advantage of Siemens' market development funds program."

Jong Heon Hong
Executive Director
KIMIES Corporation

Railroad Corporation, which is used by many business people in Korea. What is more important than anything else is that we have greatly strengthened our understanding of advertising and its considerable contribution to the brand value of our company."

Recognizing success

KIMIES has realized significant business success and growth through their partnership with Siemens Digital Industries

Software. "Over the past four years, our company has grown by over 500 percent," says Hong. "I expect we will grow more in the future." Siemens has also recognized the excellence of the company's sales and marketing performance. At the 2017 Converge Asia-Pacific Executive Partner Forum, KIMIES was named Top Partner in Korea, and Best Marketing Performance Partner for fiscal year 2016.

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Jong Heon Hong
Executive Director
KIMIES Corporation

Siemens Digital Industries Software

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

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