

The CIMdata Community

Financial Analyst Membership

The CIMdata Community Financial Analyst Membership program offers a broad portfolio of professional services to financial analysts who are engaged in the Product Lifecycle Management (PLM) economy supporting industrial users and software and service providers. This annual membership enables better-informed business decisions and timely strategic planning by providing market research, industry analysis, customer insights, and strategic counsel about the global PLM market and the market segments of importance to members (i.e., PLM, digital thread, digital twin, model-based enterprise, AI/ML, AR/VR, PDM, CAx, simulation & analysis, portfolio management, digital manufacturing, and many others). Membership in the CIMdata Community empowers a close and ongoing working relationship with CIMdata that amplifies and enriches the effectiveness of member organizations and their critical resources in rapidly expanding and increasingly competitive global markets.

Financial Analyst Membership

The Financial Analyst Community membership is focused on the needs of financial analysts, private equity firms, and other financial organizations that provide informed analysis of the rapidly evolving and expanding global PLM market. Financial Analyst Community members receive the following deliverables.

Generalized Deliverables

- **PLM Late-Breaking News**—A daily electronic newsletter that provides up-to-date information on PLM market activities, products, events, sales announcements, and PLM solution provider activities along with CIMdata comments on key events.
- **PLM Industry Summary**—A weekly compilation of news and announcements provided in CIMdata’s Late-Breaking News.
- **Market Update Webcasts**—These members-only broadcasts provide CIMdata’s insights on notable developments on PLM market segments, along with updates on CIMdata research.
- **CIMdata Community Participation**—Members are invited to actively participate in CIMdata’s on-line Community. Including on-line and off-line interaction with CIMdata SMEs.
- **CIMdata Executive PLM Market Analysis Report**—Summarizes information and analysis of the worldwide PLM market.
- **Market Research Reports**—Members receive the Executive PLM Market Analysis Report, as described above. They also receive one additional market research report of the members choice from the following:
 - **CIMdata PLM Industry Review and Trends Report**—This report focuses on key issues facing the global PLM ecosystem. It

highlights changes that occurred over the previous year, what effects those changes may have in the short- and medium-term, and what is on the horizon.

- **CIMdata PLM Market and Solution Provider Analysis Report**—This report details measures and forecasts for the overall PLM market and key segments, including Tools, cPDm,¹ and Digital Manufacturing. The Tools section has additional details on sub-segments, including CAD, CAM, S&A, EDA, and AEC. It includes CIMdata's estimates of PLM solution provider revenues in these segments and sub-segments for 5 years.
- **CIMdata PLM Market Geographic Analysis Report**—A view of last year's market results by major geography. CIMdata's 5-year estimates and market forecasts for PLM and the major PLM market segments are provided for the Americas, EMEA, and Asia-Pacific. The report includes estimates and forecasts for the cPDm segment within specific European and Asia-Pacific countries and regions.
- **CIMdata PLM Market Industry Analysis Report**—Provides a view of the market results by industry segment. CIMdata's 5-year estimates and market forecasts for PLM and cPDm are provided for eight industry sectors: aerospace and defense; automotive and other transportation; high-tech electronics; fabrication and assembly; process-packaged goods; process; petrochemical; utilities; and construction, infrastructure, and shipbuilding.
- **Periodic Special Topical Research Reports**—These address timely issues and trends within the PLM industry.
- **Whitepapers and Commentaries**—Published frequently during the year.
- **Publications Discount**—Members receive 15% off the list price when purchasing additional CIMdata research reports and publications not included in the membership.
- **PLM Certificate Program Discounts**—Members receive 15% off CIMdata's assessment-based PLM educational program.

Personalized Deliverables

- **Assigned Member Support Team**—Each member is assigned a Client Relationship Manager and a Lead Consultant who serve as the member support team.
- **Market Analysis Report Dataset**—Member selected subset of specific Market Analysis Report data, delivered in Microsoft Excel format. CIMdata financial analyst support of up to one day is included in the dataset's preparation.
- **PLM Market & Industry Forum Participation**—Members receive one free registration valid at either the North American or EMEA CIMdata PLM Market & Industry Forums held each year. Forum attendance, which is restricted to CIMdata Community members, financial analysts, and PLM software and service provider representatives, offers CIMdata's annual state-of-the-market perspective on the global PLM economy, including insights from our work with industrial clients and issues of importance to the short- and long-term success of our members. Forums are also held in India, Japan, and China that members can attend for an additional fee.
- **Annual State-of-PLM Market Update**—Members who are unable to send a representative to attend CIMdata's PLM Market & Industry Forum are eligible to receive one annual two-hour personalized web-based briefing on PLM market trends, emerging opportunities, notable new technologies, and

¹ collaborative Product Definition management

competitive landscapes as presented at the PLM Market & Industry Forum.

- **CIMdata PLM Road Map™ Participation**—Members receive one registration to attend one CIMdata PLM Road Map conference held within the membership year. Two PLM Road Map events are typically held each year, one in NA and one in EMEA.
- **One Named User**—Named Users receive direct mailing of the Late-Breaking News and other publications and are authorized to access CIMdata’s PLM Market Research Support services. Additional Named Users may be added for a fee.
- **CIMdata Speaker Participation at a Member Event or Webinar**—CIMdata will speak at one member event or in a member-sponsored webinar to provide comments on a mutually agreeable aspect of the member’s market or technology leadership. The content of the presentation or webinar will be based on existing materials or briefings provided to CIMdata, and as such, shall not require any new research. For in-person events, members will pay CIMdata’s travel expenses.
- **PLM Market Research Support**—The member’s authorized Named Users have direct access to CIMdata’s research analysts, along with unpublished market data and intelligence, to discuss issues and questions as they occur during the year. This support includes brief telephone and email discussions.

Optional Deliverables

- **Market Opportunity Review Workshop**—At additional cost, members may request CIMdata

to prepare for and deliver a one-day on-site market opportunity review workshop at member pricing. An agenda with the selected market opportunity topic and workshop goals will be developed and approved in collaboration with the member. A minimum of two senior-level CIMdata consultants will participate in the workshop. Travel expenses of all CIMdata participants are to be provided for by the member.

Membership Cost

The fee for a twelve-month CIMdata Community Financial Analyst membership as described herein is US\$17,250. The cost of the optional Market Opportunity Review Workshop is US\$9,500 plus any related expenses.

About CIMdata

CIMdata, an independent worldwide firm, provides strategic management consulting to maximize an enterprise’s ability to design, deliver, and support innovative products and services by identifying and implementing appropriate digital initiatives. For nearly forty years, CIMdata has provided industrial organizations and providers of technologies and services with world-class knowledge, expertise, and best-practice methods on a broad set of product lifecycle management (PLM) solutions and the digital transformation they enable. CIMdata also offers research, subscription services, publications, and education through certificate programs and international conferences. To learn more, visit www.CIMdata.com or email info@CIMdata.com.