

# The CIMdata Community

## Software & Service Provider **Gold** Membership

The CIMdata Community program offers a broad portfolio of professional services to the world's leading Product Lifecycle Management (PLM) 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 in which our members operate (i.e., 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.

### Gold Membership

Gold CIMdata Community members receive the following set of 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 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 for PLM market segments and updates on CIMdata research.
- **CIMdata Community Participation**—Members are invited to actively participate in CIMdata's online Community. Including online and offline interaction with CIMdata SMEs.
- **CIMdata Executive PLM Market Analysis Report**—Summarizes information and analysis of the worldwide PLM market.
- **Market Research Reports**—Members receive one additional market research report of their choice from the following list:
  - **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, and Digital Manufacturing. The Tools section has additional details on sub-segments, including MCAD, 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.
- **CIMdata's PLM-Enabled Digital Transformation Benefits Appraisal Guide**—Presents a proven methodology for evaluating the costs and benefits an organization realizes from deploying PLM solutions in support of a digital transformation strategy. It presents a rational approach to discovering and evaluating the benefits of PLM, the program costs, and the metrics to monitor and maximize the benefits received.
- **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 20% off the list price when purchasing additional CIMdata research reports and publications not included in the membership.
- **PLM Certificate Program Discounts**—Members receive 20% off CIMdata's assessment-based PLM educational program.
- **PLM Certificate Program Attendance**—Members receive two no-cost registrations to attend a two-day PLM Fundamentals for Solution Providers Short Course. These registrations can be used by employees and/or nominated customers. The registrations are non-transferable and are subject to space availability. Attendees may upgrade to the full five-day Standard PLM Certificate of Leadership course at an incremental cost.
- **CIMdata PLM Basics E-Learning Course**—Members may have two students attend the PLM Basics e-Learning course.
- **CIMdata PLM Road Map™ Conference Presentations**—Members receive conference presentations from each of CIMdata's PLM Road Map events held within the membership year.

## Personalized Deliverables

- **Assigned Member Support Team**—Each member is assigned a Client Relationship Manager, a Lead Consultant, and an Executive Liaison who serve as the member support team.
- **Membership Planning Work Session**—During this two-hour web meeting, CIMdata's support team will meet with member's representatives in a collaborative session to plan the membership year, review deliverables, confirm Named Users, explore topics for commentaries and executive briefings, and schedule future activities.
- **Two Semi-Annual Executive Briefings**—During these one-day private briefings, members are asked to provide a confidential update of their PLM-related strategies, products, services, partnerships, marketing initiatives, customer successes, or any other topics for review with the appropriate CIMdata

consultants to receive objective analyses and recommendations. An agenda with requested topics, participants, and outcomes will be developed collaboratively and agreed to in advance of the scheduled briefing. All CIMdata-related travel expenses are to be covered by the member.

- **Optional Market Strategy Consulting Sessions**—In place of the two Executive Briefing days described above, members may alternatively request that CIMdata conduct a series of quarterly PLM market strategy consulting sessions held as web meetings. Each session of up to four hours will focus on a market opportunity, strategy scenario, or competitive challenge identified by the member that CIMdata consultants will help review, validate, and enrich.
- **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.
- **PLM Market Research Support**—The member's authorized Named Users have direct access to CIMdata's research analysts and unpublished market data and intelligence to discuss issues and questions as they occur during the year. This support includes brief telephone and email discussions.
- **Two CIMdata Commentaries Per Year**—Commentaries are CIMdata-authored papers on mutually agreed upon topics that provide CIMdata's independent review of the member's PLM market position, solution offering, technology thought leadership, or customer successes. CIMdata will present commentary and opinions on why the selected topic is noteworthy to the prospects, customers, targeted industries, or larger markets in which members compete for mindshare. The commentary's objective, topic, theme, outline, and promotional plan shall be developed in collaboration with the member and outlined in a specification for joint review and approval. Each commentary will be up to three pages in length and jointly published, distributed, and promoted.
- **Sales or Channel Partner Meeting Presentation**—CIMdata agrees to participate remotely in one business development meeting, channel partner meeting, or webinar by leading a one-hour training session on a PLM-related topic selected in consultation with the member.
- **Invited Presentation at a CIMdata Event**—Members may nominate a customer as a speaker or panelist to participate in a CIMdata event or conference during the membership year, including CIMdata's PLM Road Map conferences.
- **Product Announcement Quotes**—For one new product briefing received per quarter, CIMdata, upon request, will issue a public quote that may be published on the member's websites, social media content, and/or press releases.
- **PLM Market & Industry Forum Participation**—Members receive a total of three free registrations valid at either the NA or EMEA CIMdata PLM Market & Industry Forums held each year. Forum attendance, which is restricted to CIMdata Community members and PLM software and service providers, 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.

- **CIMdata PLM Road Map Participation**—Members receive two registrations to attend each of two CIMdata PLM Road Map conferences held within the membership year. Two PLM Road Map events are typically held each year, one in NA and one in EMEA.
- **Member Web Dossier and Promotion**—Each member is profiled and promoted on CIMdata’s website, CIMdata.com, which is the leading web resource for industrial companies learning about PLM or performing research on prospective solution providers. Membership includes creating and hosting a CIMdata-curated member dossier that consists of a company profile, products and services by market segment and keywords, news announcements, events, and links to CIMdata publications and research referencing the member. The dossier will be constructed to attract and amplify web-based searches for the benefit of the member.
- **Your Event Listings**—Your events are listed in CIMdata’s Late-Breaking News and PLM Industry Summary and posted in the PLM events calendar on CIMdata’s Web site.
- **Four Named Users**—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.
- **Corporate License**—Members receive a corporate license to distribute CIMdata-provided news and authorized reports

throughout your organization for internal use only. This license does not include any right to perform language translation of CIMdata copyrighted materials.

### **Membership Cost**

The fee for a twelve-month Gold Membership in the CIMdata Community is US\$34,500.

### **Membership Upgrade**

Gold members may upgrade their membership to a Platinum Membership in the CIMdata Community at any time, thus receiving expanded benefits. The cost for an upgrade will be provided upon request and will be prorated for that part of the membership year that has elapsed.

### **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](http://www.CIMdata.com) or email [info@CIMdata.com](mailto:info@CIMdata.com).