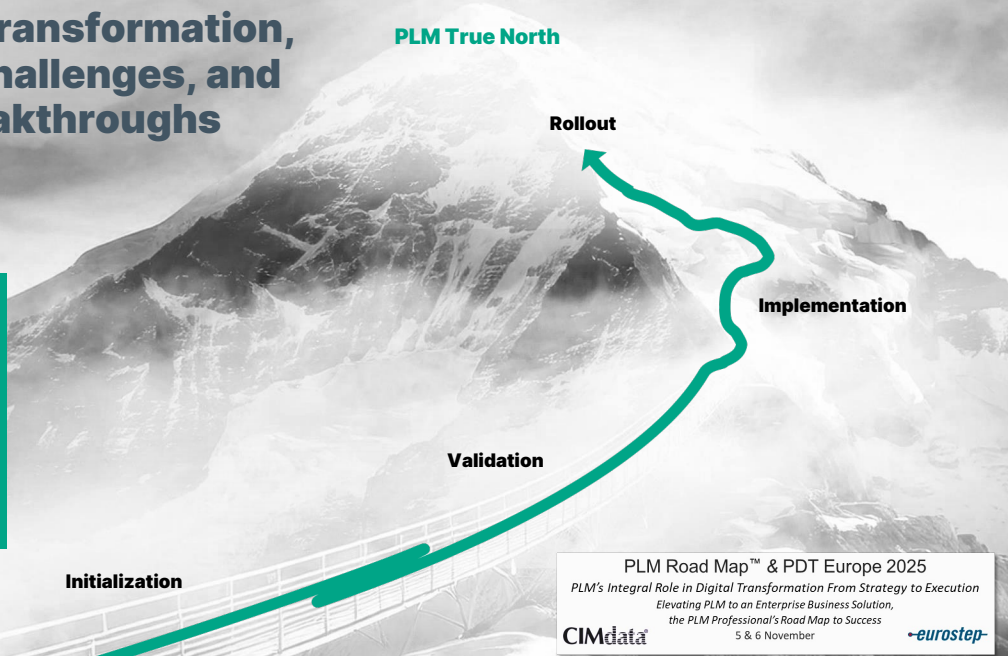


Holistic PLM in Action: Master the transformation, overcome challenges, and achieve breakthroughs

Never before have
so many people from
Pepperl+Fuchs' **Innovation Area**
worked together on
a project like this.

Dr. Gunter Kegel, Former CEO
Pepperl+Fuchs SE



PLM Road Map™ & PDT Europe 2025
PLM's Integral Role in Digital Transformation From Strategy to Execution
Elevating PLM to an Enterprise Business Solution,
the PLM Professional's Road Map to Success
 5 & 6 November **europstep**

CIMdata

Pepperl+Fuchs SE | Factory and Process Automation



PEPPERL+FUCHS

6,450
EMPLOYEES
around the world
to assist with all
your needs

6
MANUFACTURING
LOCATIONS

50,000
PRODUCTS
available to solve
all your application
needs

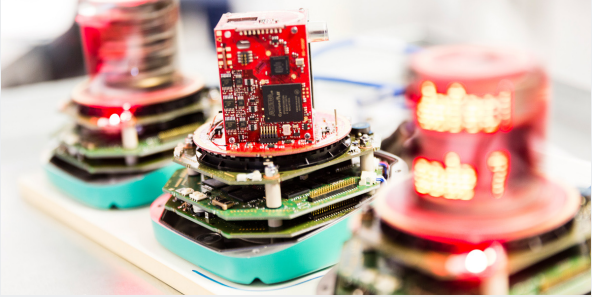
3
HEADQUARTERS
in Europe,
the USA, and Asia

840
MILLION €
Revenue

2
FOUNDER
FAMILIES
privately own 100 %
of the company

Pepperl+Fuchs SE is
a leading global
provider of **factory
and process
automation**,
specializing in
sensor technology
and intrinsic safety

Pepperl+Fuchs SE | Factory and Process Automation



R2000 Series 2-D Lidar Scanner



Product Lifecycle Management - Motivation

Why PLM is crucial for business innovation

Why PLM at P+F

Optimize our current and future **P+F product portfolio** to fit customer requirements

Dramatically reduce **TTM and Lead Time** for product development

Stay **competitive with P+F products** in the market as an innovation leader

Manufacture in the whole world with the same quality and traceability



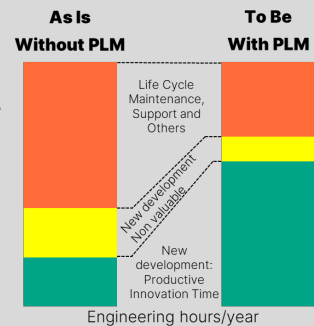
No innovation without integration: Break the silos. Enable PLM.

Downward spiral

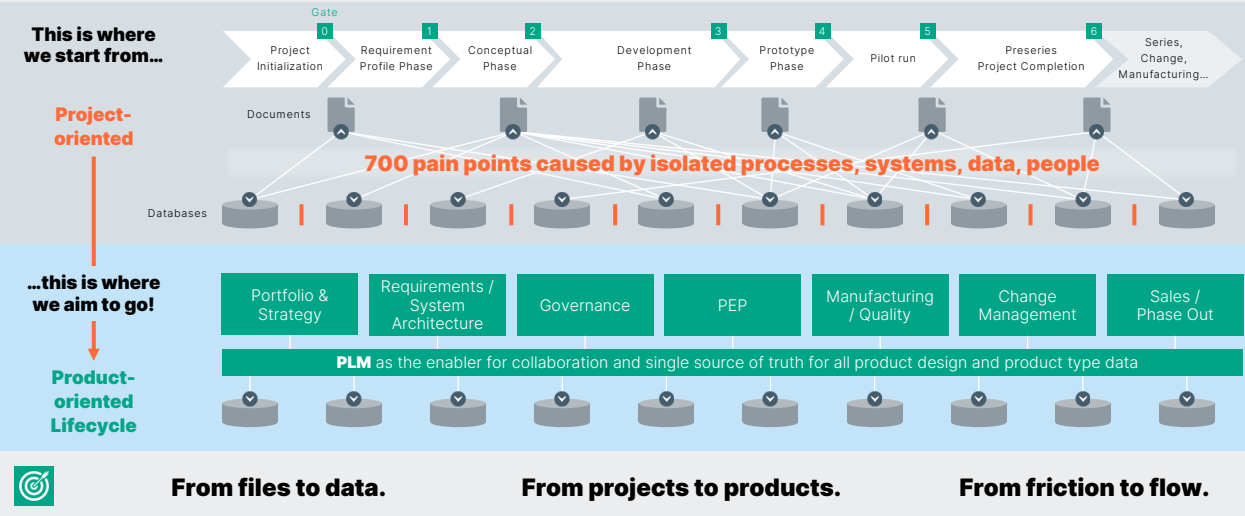
Daily flood of changes, fragmented data, no single source of truth.

Silos across processes, data, and people cause errors and rework.

Early cost fixation adds complexity but misses global value drivers.



Why PLM is crucial for business innovation



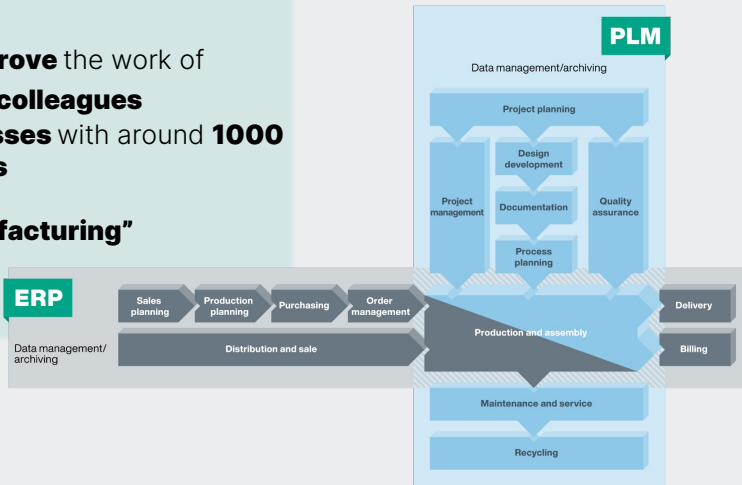
The Approach that Drives Us Forward

Product Lifecycle Management (PLM) isn't an IT project – it's a transformation initiative.
 PLM integrates people, processes, data, and systems to manage products and share knowledge across the innovation chain.



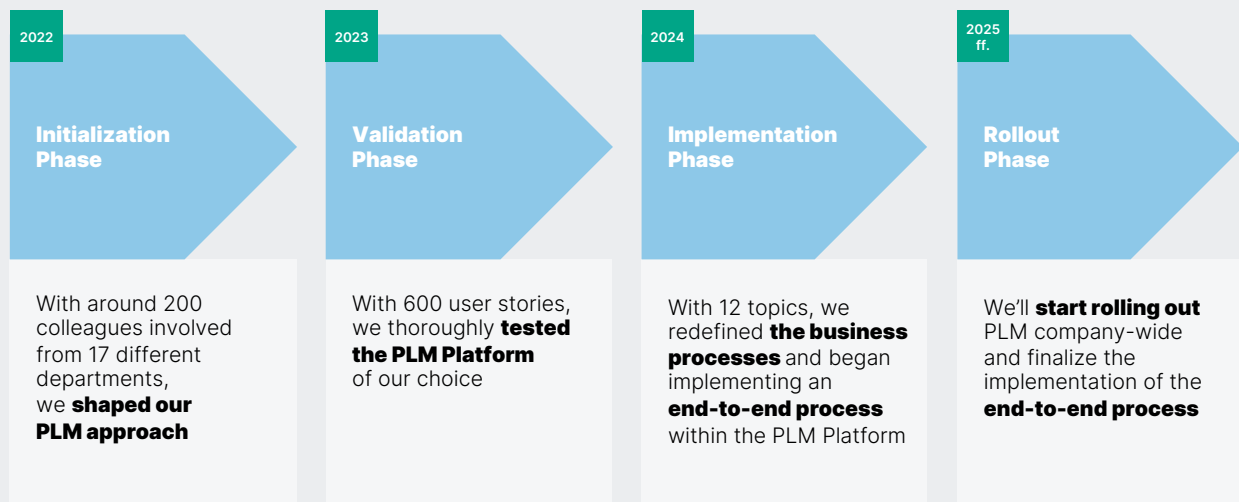
Phase 1: Create Digital Continuity

This will **impact and improve** the work of more than **1000 colleagues** working in **42 business processes** with around **1000 activities** from **“Concept to Manufacturing”**



How to start?!

Empowering Collaboration Across Teams

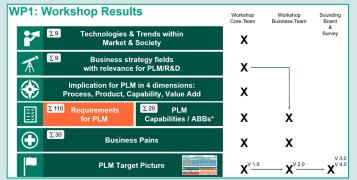


Overview of first three work packages



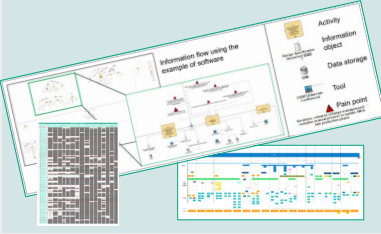
WP1:
Definition of scope, target picture, PLM strategy

- WP 1 - Facts in a nutshell**
- Core Team – Executives
 - Business Team – 17 Directors
 - Experts from 17 departments



WP2:
Analysis of the current state (processes, tools, IT-landscapes)

- WP 2 - Facts in a nutshell**
- 24 domains analysed
 - ~120 colleagues involved
 - ~700 pain points
 - ~130 identified tools
 - ~400 identified information objects

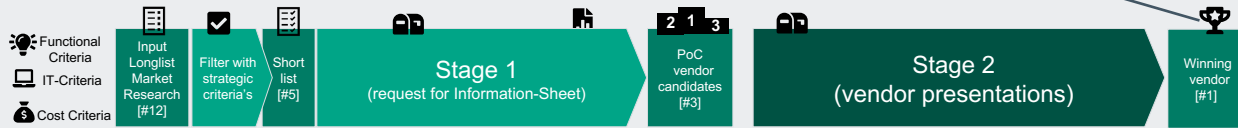


WP3:
Development of technical concept (PLM-Vendor independent)

- WP 3 - Facts in a nutshell**
- 28 future PLM capabilities are defined
 - ~140 colleagues involved
 - ~120 use cases collected
 - ~600 features collected
 - ~450 links between PLM capabilities
 - Basis for future PLM IT Architecture

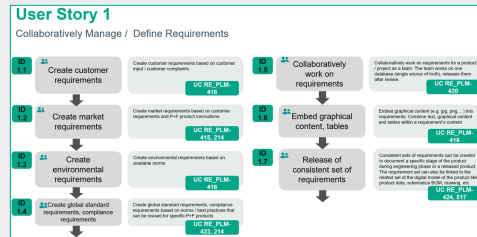


Two Stage Vendor selection Process



Stage 2: 27 user stories (US) as basis for the functional PLM Vendor selection

- US01 Collaboratively Manage / Define Requirements
- US02 Define System / Sub Systems (Architecture)
- US03 Product Portfolio Planning
- US04 Variant Management
- US05 Project Management
- US06 Mechanical Data Management
- US07 Electrical Data Management
- US08 Software Data Management
- US09 EBOM Management
- US10 MBOM Management
- US11 Service BOM Management
- US12 Component Management
- US13 Knowledge Management
- US14 Product Lifecycle
- US15 Document Management
- US16 Collaboration / Customer Interaction
- US17 Product Costing
- US18 Process Planning
- US19 Verification & Validation Testing
- US20 Verification & Validation Simulation
- US21 Environmental Compliance
- US22 Complaint Management
- US23 Engineering Change Management
- US24 Product Compliance
- US25 Product Information Management (PIM)
- US26 Digital Twin
- US27 Workflow Management

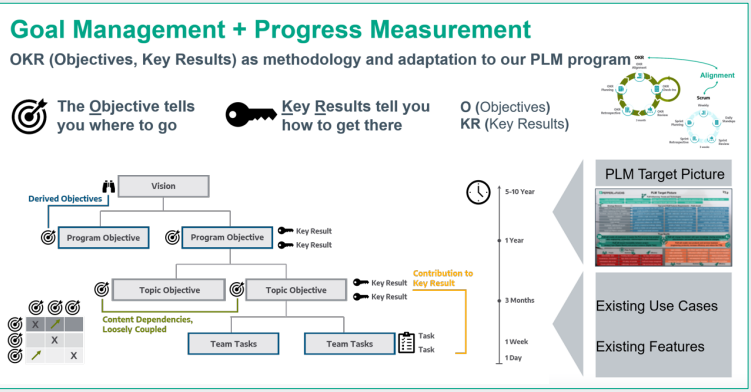


Validation Phase 2023 in a nutshell

Functional validation of the selected PLM Platform

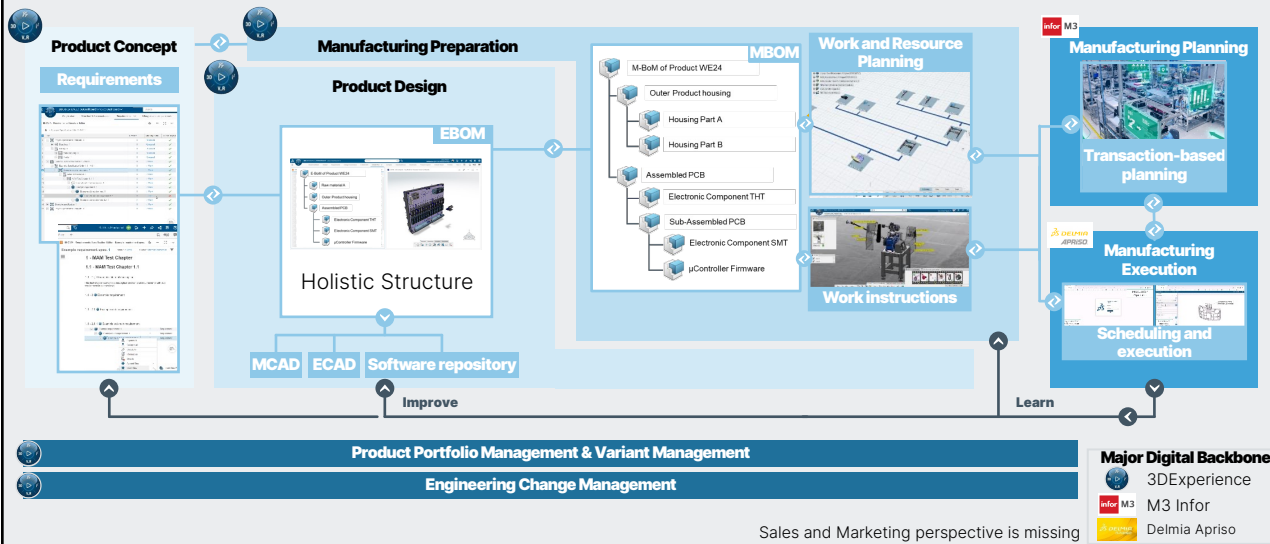
- Functional validation of the PLM Platform by key users from departments
- 600 user stories were validated over 8 months using 8 workstreams (~200 colleagues within core team)

- Requirements Management
- Product Portfolio Management
- MCAD Data Management
- Manufacturing Engineering
- ECAD Data Management
- Product Structure
- Document Management
- Workflow Management



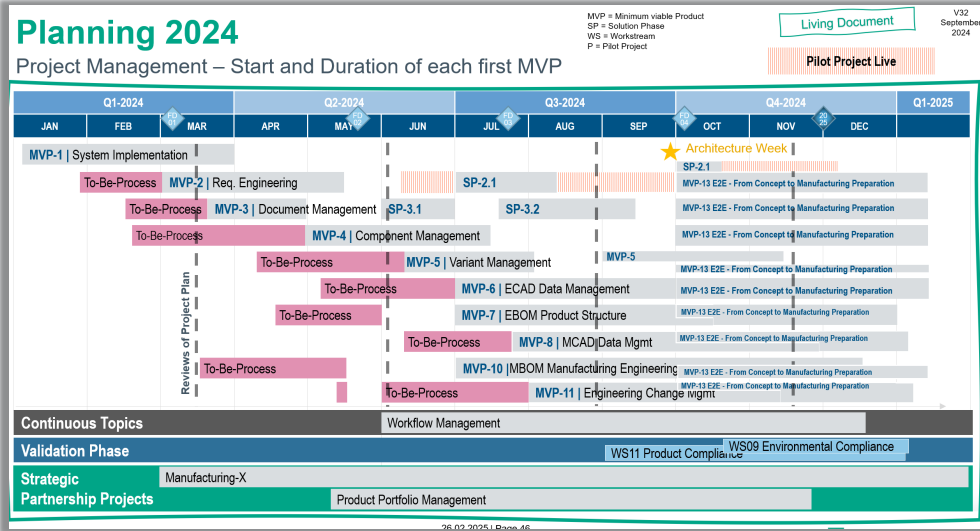
Implementation Phase 2024 in a nutshell

Target Picture | From Concept to Manufacturing



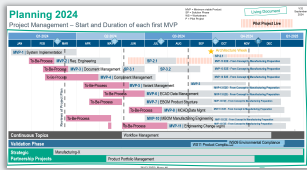
Implementation Phase 2024 in a nutshell

Complexity and dependencies as a burdensome factor



Implementation Phase 2024 in a nutshell

Complexity and dependencies as a burdensome factor



Functional Processes

Migration

Integration

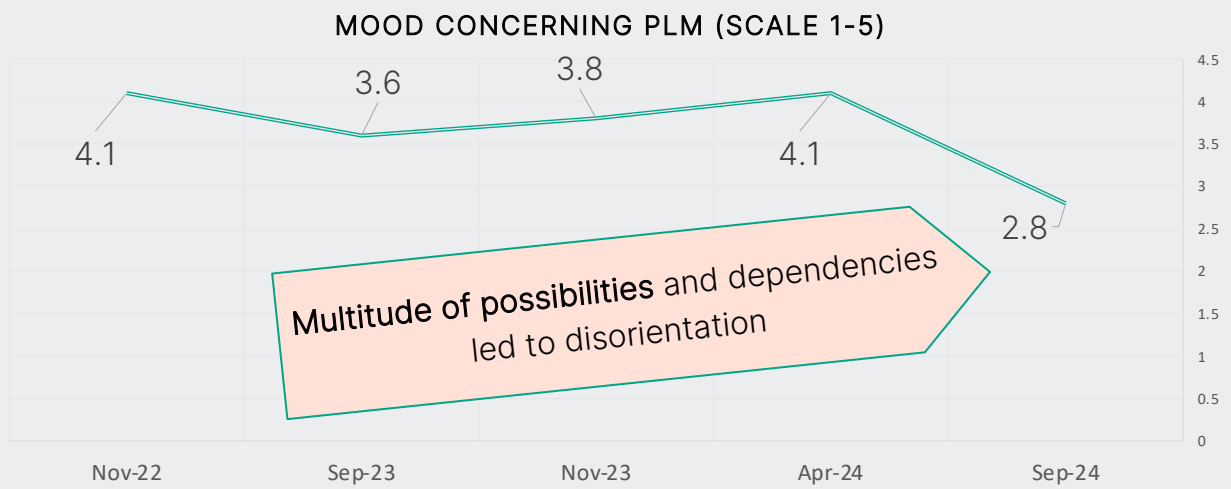
Transition

Organizational Change

Complexity and dependencies as a burdensome factor



Complexity and dependencies as a burdensome factor



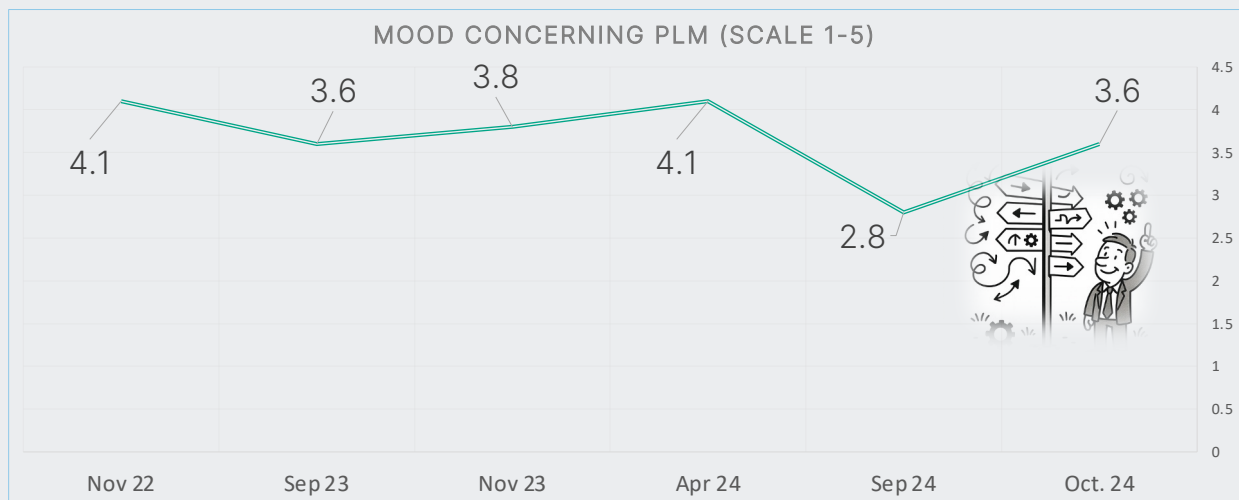
Complexity and dependencies as a burdensome factor

„Fail fast“ and „start before you are ready“
Uncertainty too high?
Working hypothesis with action items.

One Week, one room, 30 colleagues, one table soccer,

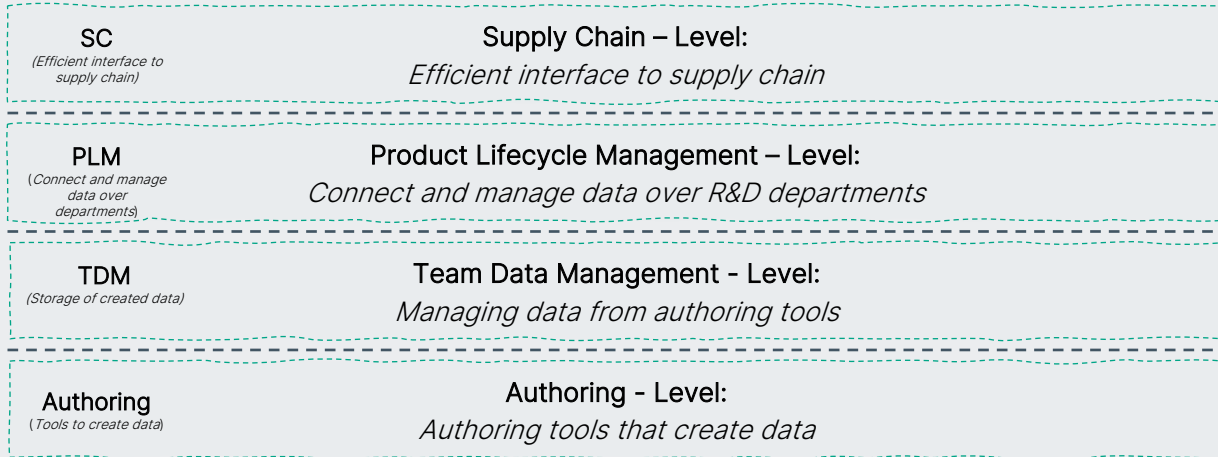
70 Decisions!

Complexity and dependencies as a burdensome factor

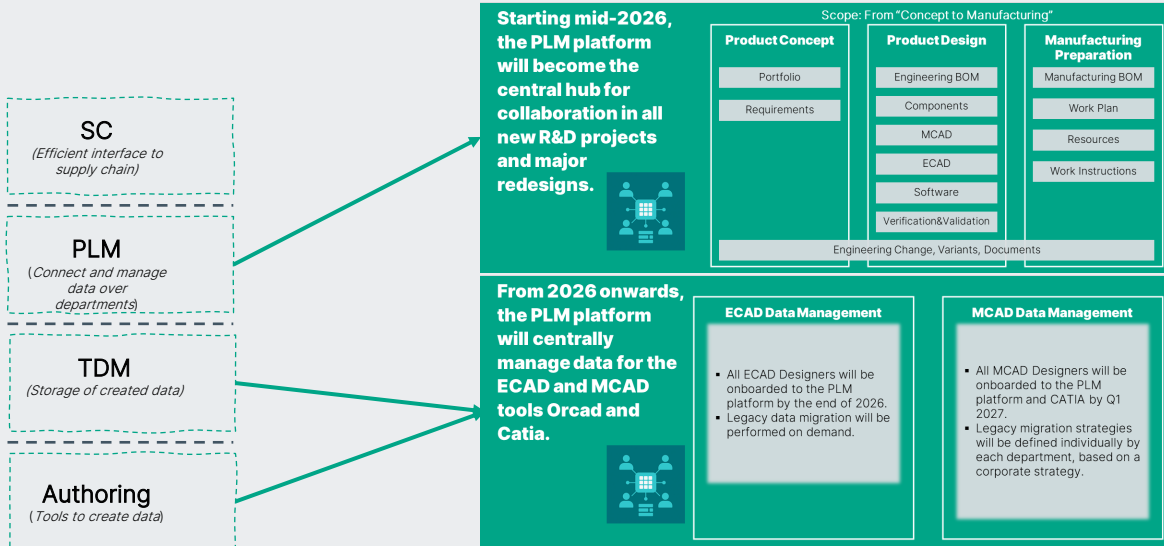


Rollout scope explained through the PLM IT architecture

PLM IT Architecture – 4 layers



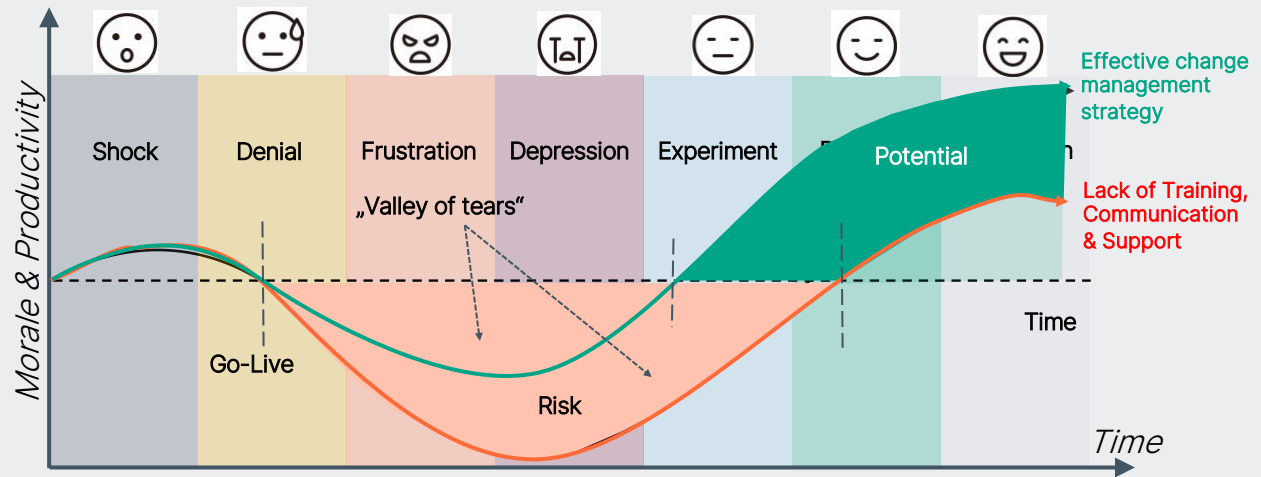
Rollout scope explained through the PLM IT architecture



Change Management in a nutshell

Kübler-Ross Change Curve

The 5 stages of grief - psychology translated into the workplace



Andreas Wank | PLM | Version 1.3 | Public

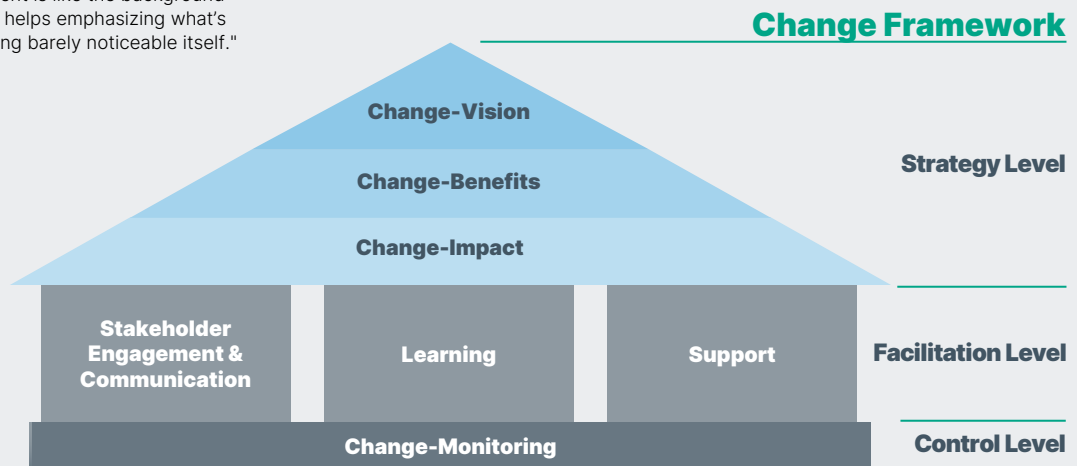
14.11.25

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P+F Change Journey in a nutshell

House of Change

"Change Management is like the background music in a movie—it helps emphasizing what's important while being barely noticeable itself."



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PLM is a journey

Key Takeaways

- **Holistic impact:** PLM touches systems, processes, data, and people. It's a management approach, not just IT.
- **Beyond tools:** Out-of-the-box functions won't fit all needs. Success depends on how collaborative and committed you and your management are.
- **People matter:** Acceptance requires showing both benefits and impacts, plus a decision-making mindset under uncertainty. The major PLM benefits emerge through collaboration across departments.
- **Data foundation:** Migration & integration must follow a clear transition concept.

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I look forward to hearing from you!

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A big thank you to our partners!



Your automation, our passion.

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