GLOBAL LEADER OF DIGITAL TRANSFORMATION

Business Transformation

What We Stand For

The Power To Create

CAD  PLM  IIoT  AR  SPATIAL

Vertica l s

Verticals

Fast Facts

Global Footprint

Life Sciences  5%
Professional Services  6%
Retail & Consumer Products  8%
Automotive  10%
Electronics & High Tech  10%

30% Industrial

30+ Year Heritage of Innovation

$1.1B+ ARR

6K+ Employees

38% Europe

30+ Year Heritage of Innovation

$1.1B+ ARR

6K+ Employees

43% Americas

19% Asia Pacific

SUBSCRIBE

SaaS

The Power To Create
PTC’S DIGITAL TRANSFORMATION SOLUTION SUITE

On-Prem | Hybrid | SaaS
WHAT IS PLM?

A strategic business approach that applies a consistent set of business solutions in support of the **collaborative** creation, management, dissemination, and use of **product definition** information across the extended enterprise **from concept to end of life** - integrating people, processes, business systems, and information.

CIMdata

PLM also take care of all the relationships across the Product Information it manages, tracking them in background, as information evolves over time, through controlled changes, revisions, reviews, approvals.
Digital Continuity is Managed and Orchestrated by PLM through connectivity of digital masters with their downstream derivative data sets.
PLM DIGITAL CONTINUITY - EXAMPLE

PLM: BOM Management, Global Platforms, Family Management

Manage and link CAD/BOM/Visualization for a modular EBOM structure

CAD  eBOM

Plan product families, manage options and generate variants for multi-year product structures.

CAD  eBOM  eBOM

Associatively Transform EBOM to MBOM and EBOM to SBOM with Options and Logic

CAD  eBOM  MBOM

Concurrently Develop Mixed-Model Assembly Process Plans, AR for visualizing process plans

MBOM

A connection of related upstream and downstream product and process information:
• Creates continuity and accessibility to product data across an enterprise
• Enables you to execute processes across organizations through these connections

Service

Service & Parts Information, Authoring and AR for Service

Manufacturing

Digital Assembly Instructions, Smart Tool Integrations, Paperless Operations, AR for Instruction Authoring

PTC
PLM MANAGES AND ORCHESTRATES CONTINUITY BEYOND PLM DOMAIN: DIGITAL THREAD

- Web Applications mashing-up data from different systems
- Enterprise Systems Integration
- Multi-systems workflows coordinating information flow across cloud and on-premise systems

Data potentially linked across suppliers, OEM, partners, customers, ...
HOW DIGITAL THREAD ENABLES DIGITAL TWIN?

- Within the Digital Thread, traces to all managed data about the product
- Filters to only the data needed for any use case
  - (simulation, change impact, specification verification, AR design review, more)

The Full Digital Thread enables fuller Digital Twins
PLM THREAD: FOUNDATION FOR THE DIGITAL TWIN

Digital Definition

Physical Experience

Decode config with PLM recipe

Sensor data for design improvement
## The Value of PLM

### Operation Impact

<table>
<thead>
<tr>
<th>% Increase/Improvement</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>30-70%</td>
<td>Faster time to implement change orders</td>
</tr>
<tr>
<td>5-15%</td>
<td>Reduction in part count</td>
</tr>
<tr>
<td>5-10%</td>
<td>Annual improvement in cost of poor quality</td>
</tr>
<tr>
<td>20-30%</td>
<td>Reduction in time to industrialization</td>
</tr>
</tbody>
</table>

### Financial Goals*

<table>
<thead>
<tr>
<th>Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$18M</td>
<td>Annual cost savings**</td>
</tr>
<tr>
<td>7-9%</td>
<td>Improvement in EBITDA</td>
</tr>
</tbody>
</table>

*Based on World Economic Forum, McKinsey, industry analysts reports and PTC customers’ experience **Cost savings based on a 1.28B Euro manufacturer with approximately 7,500 employees and around 200 model variants

## The Value of Digital Thread

1. Speed up creation and update of derivative information
2. Improve product and process quality across the lifecycle
3. Enables a cost-effective Digital Twin for company’s products
   - Enables product and services differentiation (e.g. servitization, product operations)
   - Allows customers to improve operating/manufacturing effectiveness and efficiency
4. Digital Thread/Twin Management across the Extended Value Chain unlocks hidden value in manufacturing execution and product operations