PTC® Live Global

PTC 102 PLM Cloud: Fueling Business Agility and Reducing Costs

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PTC® PLM Cloud

- Why PTC PLM Cloud?

- PTC's PLM Cloud Offerings

- Unique aspects of PTC's offerings

- Deflating Cloud Objections
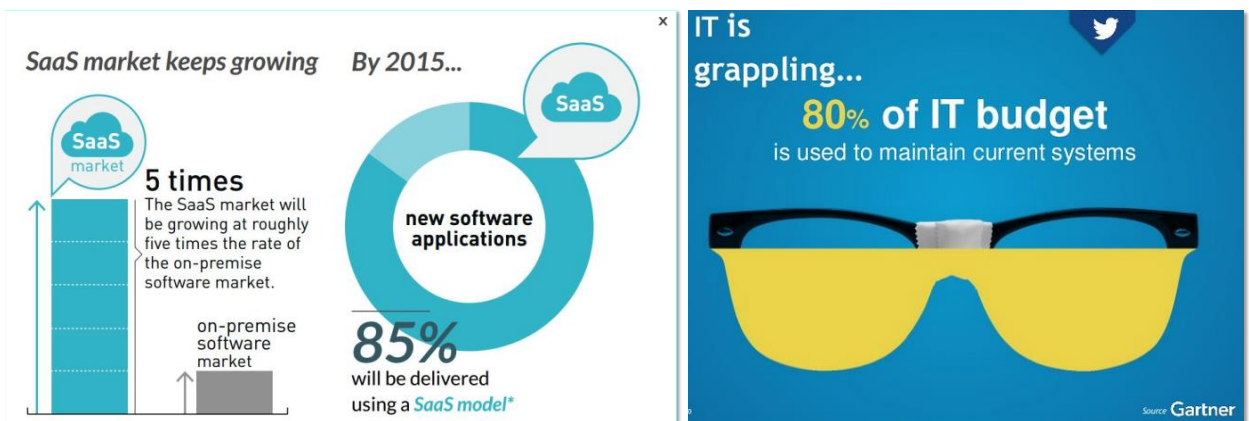
- Value of the PTC PLM Cloud

Why PTC PLM Cloud

Why now and What is it?

Software as a Service – Drivers of Growth

3 common business situations where you should consider PTC's Cloud solution…

1 **creo** A PTC Product — Your company is using Creo and pressure from increasing complexity, shorter time to market and more outsourcing demands a PLM solution

2 — Your company has limited ability to host or manage a server deployment and needs to move quickly (such as a startup)

3 — Your business requires you to securely collaborate with external partners that cannot be supported in your current IT environment

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- Value of the PTC PLM Cloud

PTC® PLM Cloud

Production Ready	Highly Available	Fast	Secure

Before

Disconnected teams using manual processes and unsecure product data

After

Connected teams improve product development with secure data and efficient processes

Product Development on the Cloud

Instantly deployable SaaS PLM for small and medium businesses

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PTC® PLM Cloud
Which PTC Cloud solution is best for you?

Customer business characteristics aligned with PTC PLM Cloud offerings

Standard
- Small, cost-conscious customer with need for less than 15 seats
- Embedded best practices for process automation

Premium
- 15 or more CAD seats
- Ability to configured process automation

Enterprise
- 15 or more CAD seats
- Requires system integration
- Need for advance customizations to support unique business needs (custom object types…)

PTC® PLM Cloud – Offering Details

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Capabilities	Standard *Shared (multi-tenant)*	Premium *Dedicated*	Enterprise *Dedicated*
MCAD data management *Includes Creo, AutoCAD, SolidWorks & Inventor WGM*	✔	✔	✔
Document management	✔	✔	✔
Simple release management – *promotion requests*	✔	✔	✔
2-D and 3-D Visualization & Publishing	✔	✔	✔
Project Collaboration	✔	✔	✔
Part BOM management	✔	✔	✔
Change Management	✔	✔	✔
Project Management	✔	✔	✔
Workflow process configurations		✔	✔
Dedicated (private) instance		✔	✔
Advanced Config – *Effectivity…*			✔
Advanced Customization – *New business objects…*			✔
System Integrations			✔
Licenses *committed, active user/month (1 year minimum commitment)*	*1 author minimum*	*15 author minimum*	*15 author minimum*
Author			
Contributor			
View & Print			
Storage *Included per committed user*	*25 GB/user included*	*30 GB/user included*	*50 GB/user included*
Storage overages (per GB/month)	*$.5/GB/m*	*$.5/GB/m*	*$.5/GB/m*
CAD Worker (per CAD Worker/month)	✔	*Cost*	*Cost*

- No setup fees
- Storage Included
- Pay for use Monthly billing
- Updates & Upgrades included
- High Availability 99.5%
- Collaborate with anyone anywhere
- Scale instantly

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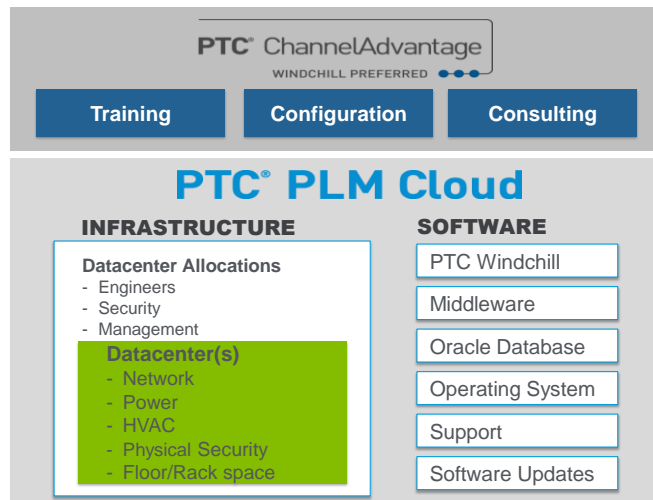
PTC® PLM Cloud

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Production Ready	Highly Available	Fast	Secure

PTC® PLM Cloud supports rapid ROI

PTC® ChannelAdvantage
WINDCHILL PREFERRED

Training	Configuration	Consulting

PTC® PLM Cloud

INFRASTRUCTURE

Datacenter Allocations
- Engineers
- Security
- Management

Datacenter(s)
- Network
- Power
- HVAC
- Physical Security
- Floor/Rack space

SOFTWARE

- PTC Windchill
- Middleware
- Oracle Database
- Operating System
- Support
- Software Updates

- ■ **PTC® Partner**
- ☐ **PTC®**
- ■ Hosting Service Provider

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PTC® PLM Cloud

Production Ready	**Highly Available**	Fast	Secure

Americas **Europe** **AP**

Telecity
Dublin Ireland
Data Center with
PTC owned
servers

SunGard
Philadelphia Data
Center with PTC
owned servers
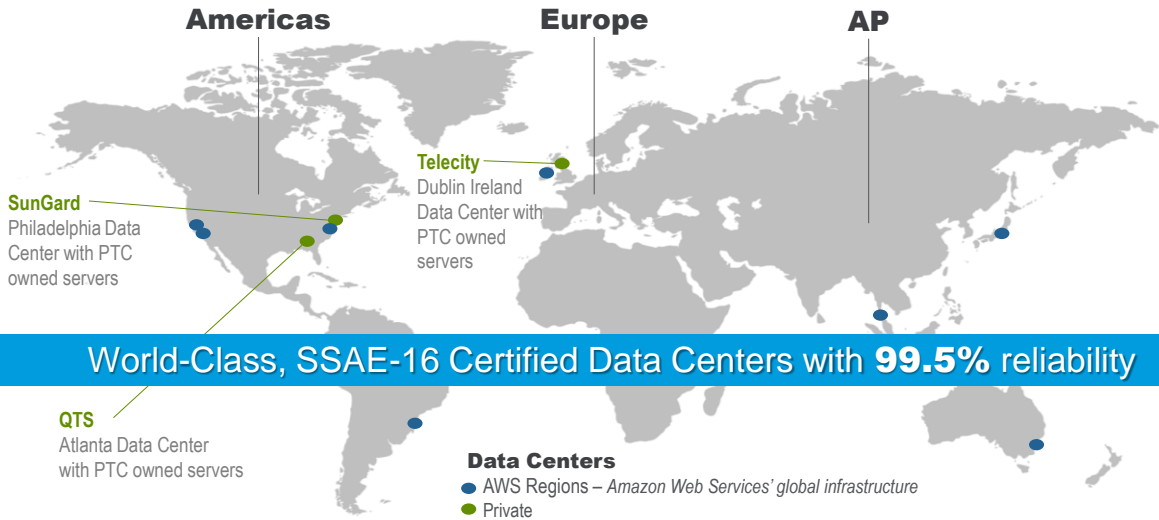
World-Class, SSAE-16 Certified Data Centers with **99.5%** reliability

QTS
Atlanta Data Center
with PTC owned servers

Data Centers
- AWS Regions – *Amazon Web Services' global infrastructure*
- Private

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The Benefits of SaaS PLM

Business Challenges	SaaS Deliverables
Managing complex deployments	Rapid deployment / Expert Management
Maintaining necessary storage and infrastructure	Secure hosting and IT administration
Expand quickly	Easily ramp number of users
Managing capital and operational expenses	Value assurance and predictable cost

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Unique Aspects of the PTC PLM Cloud

PTC® PLM Cloud is PTC Windchill

Production Ready	Highly Available	Fast	Secure

Workflow	Document Management	Team Collaboration	Business Reporting	CAD Data Management	Change Management
Enterprise Interoperability	Bill of Material Management	Configuration Management	Visualization & Review	Vault / Library	Project Management

Comprehensive product development capabilities

Unlike other Cloud Offerings

Does not require a vault	CAD data management for PTC Creo
Not PaaS or IaaS	OOTB Workflow and Change

On-Premise
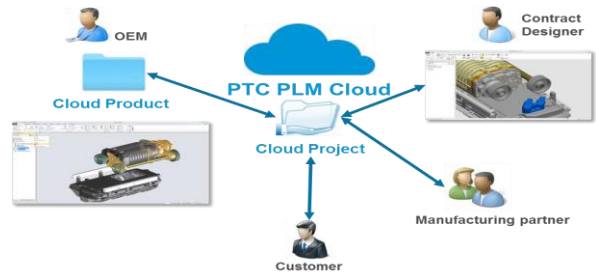*Tight collaboration is more challenging*
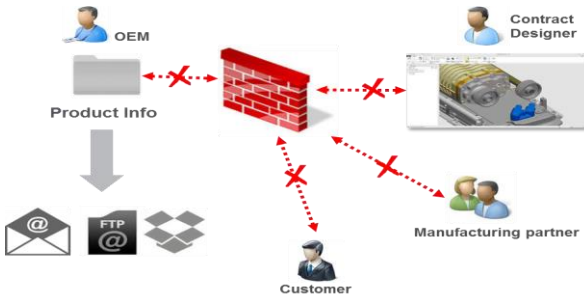
Lack of visibility among participants to design information and changes leads to:
- ✓ Errors
- ✓ Delays
- ✓ Rework costs

PTC PLM Cloud
Tight collaboration is built-in

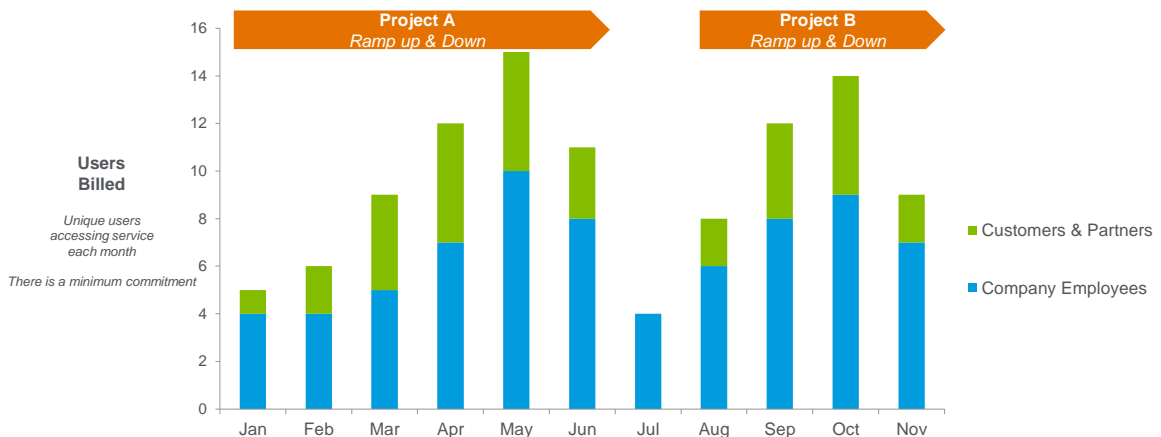Global, early visibility to design information and changes result in:
- ✓ Products built to spec
- ✓ Delivered on time
- ✓ Delivered within budget

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Active user seat costs are **effectively much cheaper** than typical cloud models & you can ramp up and down projects with a new set of customers and partners

Users Billed

Unique users accessing service each month

There is a minimum commitment

■ Customers & Partners

■ Company Employees

Add users for specific projects ─────────→ **Only pay for the additional users for the specified time**

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Security

Will my data be secure in the cloud?
- How does your security compare?
- Worst thefts are from inside – Cloud administrators don't know *your* data
- Data is encrypted in transit so it is internet communication is secure
- Only the largest A&D companies have better security than the cloud

Availability

Will the system be there whenever I need to access it?
- 99.5% availability
- Multiple availability zones
- Recover from catastrophic failure in hours

Performance

Will the system performance be acceptable?
- AWS environment automatically scales to accommodate loads
- Large CAD files are cached—only changed items are downloaded from server
- Amazon has much faster and scalable connection to internet trunk lines so that the global performance is much better for almost all customers.

Control & Lock-in

Will I be hostage to rate increases and unable to extract my data?
- Automatic renewals are tied to country CPI so actual value is maintained
- Data extraction is provided at no charge
- System images can be extracted and the same solution and data can be easily deployed on premise if preferred.

Value of the PTC PLM Cloud

Founded in 1946 and headquartered in Northvale, NJ, RAB Lighting is a manufacturer of LED lighting and controls that make it easy for distributors to sell, electricians to install and end-users to save energy. RAB also offers lighting design and engineering services, free of charge, to produce lighting layouts.

Challenges

- Limited customer collaboration for product development
- Difficulty sourcing product information for customer service
- Challenges managing up-to-date product data for technical support

PTC/3HTi Solution

- **Technology:** PTC Creo, Mathcad, and Windchill to improve product design and development
- **Process:** Implemented new processes to manage, analyze and monitor product data
- **Application Management:** PTC PLM Cloud

Results

- Central comprehensive up-to-date repository for product information
- Efficient delivery of product data to customers and technical support
- Secure hosting with minimal IT burden and predictable monthly cost

PTC

✓ Proven, Enterprise-class PLM Platform
Not a CAD sharing vault that cannot scale

✓ Full PLM capabilities to leverage as you grow
Not a stripped down CAD-data management-only solution

✓ Pay for what you use
Active user pricing means customers pay for value realized

✓ World-class performance, reliability and scalability
99.5% availability in world-class data centers staffed by PLM Experts

✓ Rich opportunities for customization and integration
Realize full potential with tailoring unique to your business

✓ Vibrant future potential
SCM, SLM, IoT…Closed Loop Lifecycle Management in the cloud

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PTC Windchill in the Cloud

Talk to the PTC Cloud Services team to learn more!

- Attend a workshop
  "Cloud Solutions Beyond the Hype"
  - Monday, June 8, 1-3pm, Ryman Ballroom A:
    A Realistic Review of Business Benefits, Challenges, and Opportunities
  - Tuesday, June 9, 1-3pm, Ryman Ballroom A:
    Defining the PTC Cloud (Focus: Technical aspects and security)

- Visit the PTC Cloud Services Lounge in the PTC Pavilion during Solutions Expo hours to discuss with our experts

- Participate in a table top discussion over breakfast on Wednesday, 7-8am
  - "The Why and How of moving PTC Windchill to the Cloud"

RELAX

We've Got You
Covered

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- Your feedback is valuable

- Don't miss out on the chance to provide your feedback

- Gain a chance to win an instant prize!

- Complete your session evaluation now

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PTC® PRODUCT & SERVICE ADVANTAGE®