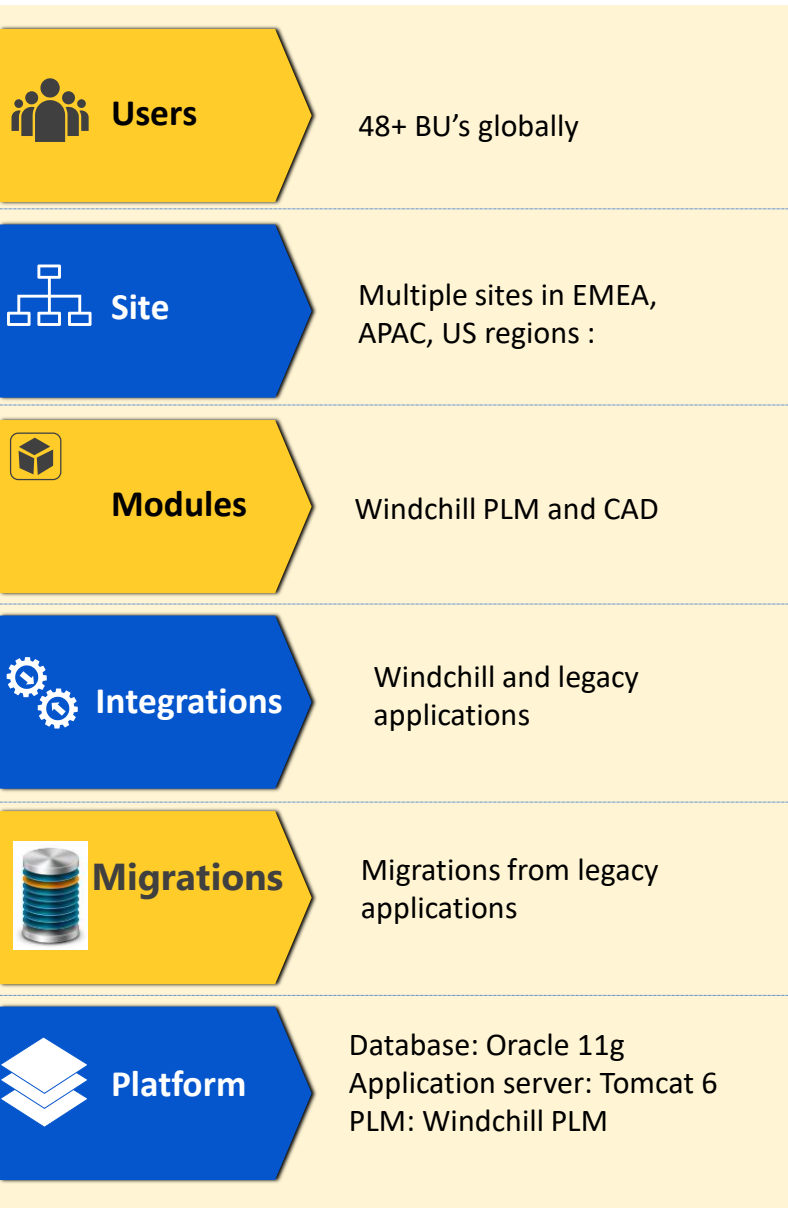


Windchill Implementation for 48 units of a climate control conglomerate



Leading Climate Control and Fire-security company

End to End Implementation of Windchill PLM

- Scope of Work**
- ✓ Interview process owners, SMEs and Directors
 - ✓ Assess Existing Business Processes & Tools
 - ✓ Conduct Gap Analysis - Best Practices vs. Existing Processes.
 - ✓ Define Windchill PLM Phased Roadmap for Implementation
 - ✓ Design and implement Windchill Solutions
 - ✓ Data migration (ETLV)
 - ✓ Integration with Windchill and legacy applications
 - ✓ End user training

- Challenges**
- ✓ Heterogeneous complex processes from all sites to be merged in one common system
 - ✓ Porting multiple Integrations with legacy system to single Windchill PLM system
 - ✓ Managing ITAR data specific to EU and US
 - ✓ CAD and Non-CAD data migration
 - ✓ Multi-language Training needs

- Value**
- ✓ Cost
 - ✓ Reduced overall Infrastructure and Maintenance cost
 - ✓ Single PLM Support for entire organization rather than multiple site support
 - ✓ Evolution of work
 - ✓ Single source of truth
 - ✓ Increase in re-usable components
 - ✓ Standard PLM solution across 48 BU's
 - ✓ Evolved knowledge base