

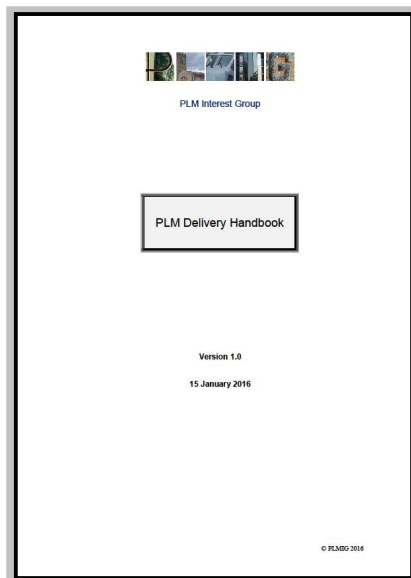


PLM Interest Group

PLM Delivery Handbook

Get What You Pay For with PLM

The new [PLM Delivery Handbook](#) enables User companies to demonstrate that they have received exactly what they paid for when they implement PLM.



The [Handbook](#) methodology enables the User and Vendor to work closely together and produce far more accurate and comprehensive targets for new PLM projects.

Instead of relying on unquantifiable estimates, the resulting proposals contain a range of clearly-defined financial benefits.

The key difference is that both sides can commit to achieving these benefits, in writing.

This speeds the justification, consolidates the working relationship, and builds results that can be leveraged on into the future.

PLM Delivery – A New Concept

The principle behind PLM Delivery is that the User can buy PLM with confidence, knowing that he will get what he paid for when it is implemented. The Vendor knows that the User is properly prepared, and can confidently commit to the target benefits being achieved.

This has never been possible before. Buying PLM has always been shrouded in doubt and lack of clarity, as many of the benefits seemed to be “unquantifiable”.

Increased Confidence – Increased Scope

Being able to define, and commit to, the targets of a new PLM project is a continually positive cycle. Closer collaboration at the outset uncovers a wider scope of benefits; the Justification is thorough, and therefore easier to approve; projects that are run with this care and intensity tend to succeed; and when they succeed, the metrics are very visible.

Clear Methodology

The [Handbook](#) sets out a methodology that is straightforward for the User to follow, and easy for the Vendor to incorporate into its existing approach.

It begins with the Pre-Requisites; describes the process in Overview; and then details the 7 Steps that lead from Preparation to the User/Vendor Review on completion.

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Accurate Metrics

The [PLM Delivery Handbook](#) contains everything that you need for high-level collaboration with the User. It remains concise and easy to use because it leverages the existing PLMIG *PLM Project Justification* toolset for the detailed metrics calculation.

This consists of the stand-alone [PLM Project Justification Handbook](#), plus the supporting pro-forma documents:-

- [Company PLM Overview Document](#)
- [PLM Discussion Document](#)
- [PLM Contact Summary](#)

The Project Justification methodology guides the User through the creation of all of the documentation that is required for a fully-quantified Capital/Project Expenditure Request for the new PLM.

Tools for the PLM Manager

The [PLM Delivery Handbook](#) is supplied via Individual Membership of the PLMIG, so that the PLM Manager receives the full set of inter-related PLM tools.

These are modular, so that they can be used flexibly within any PLM environment; accurate, so that they solve problems, rather than create them; and precise, so that they address all of the important areas of PLM uncertainty.

With PLMIG Membership you also receive:-

PLM Delivery Handbook	- Enables vendors to collaborate in generating project metrics, and commit to the results
PLM Project Justification Handbook	- Enables user companies to calculate the benefits of new PLM projects for themselves.
PLMuERP Handbook	- The most accurate theory and methods for integrating enterprise-wide PLM and ERP
CEO Briefing Document	- Explains PLM to Board Members and VPs
PLM Standards	- Neutral PLM standards for Governance, and for PLM-ERP alignment
PLM Self-Assessment Toolkit	- Enables the PLM Team to carry out structured internal assessments
PLM Benchmarking Handbook	- Neutral benchmarking of PLM performance
PLM Maturity Reference Manual	- Effective tool for planning and roadmapping

The fee for PLMIG Individual Membership is €2495 / £1995 / \$2995 and includes Q&A support as the tools are used throughout the year.

Corporate PLM

Implementing PLM in large corporations is a highly interactive programme; and improvements such as PLM Delivery need to be integrated within it. This requires planning, documentation, training, and a significant on-site presence.

This is enabled via PLMIG Corporate Membership. As well as receiving the full toolset, there are on-site planning and 'Train the Trainer' sessions from the PLMIG to confirm how the approach integrates with the existing programme, and to confirm how PLM Delivery can be incorporated and conveyed around the global PLM scope.

For PLM vendors, Corporate Membership also provides unlimited licensing of all of the PLMIG tools that are current during the membership period, together with the right to reformat and republish the tools with the Member's branding.

Find Out More

You can find out more via delivery@plmig.com, or by contacting Roger Tempest on +44 1865 880495.