

# *Challenges in PLM for Enterprise Organizations*



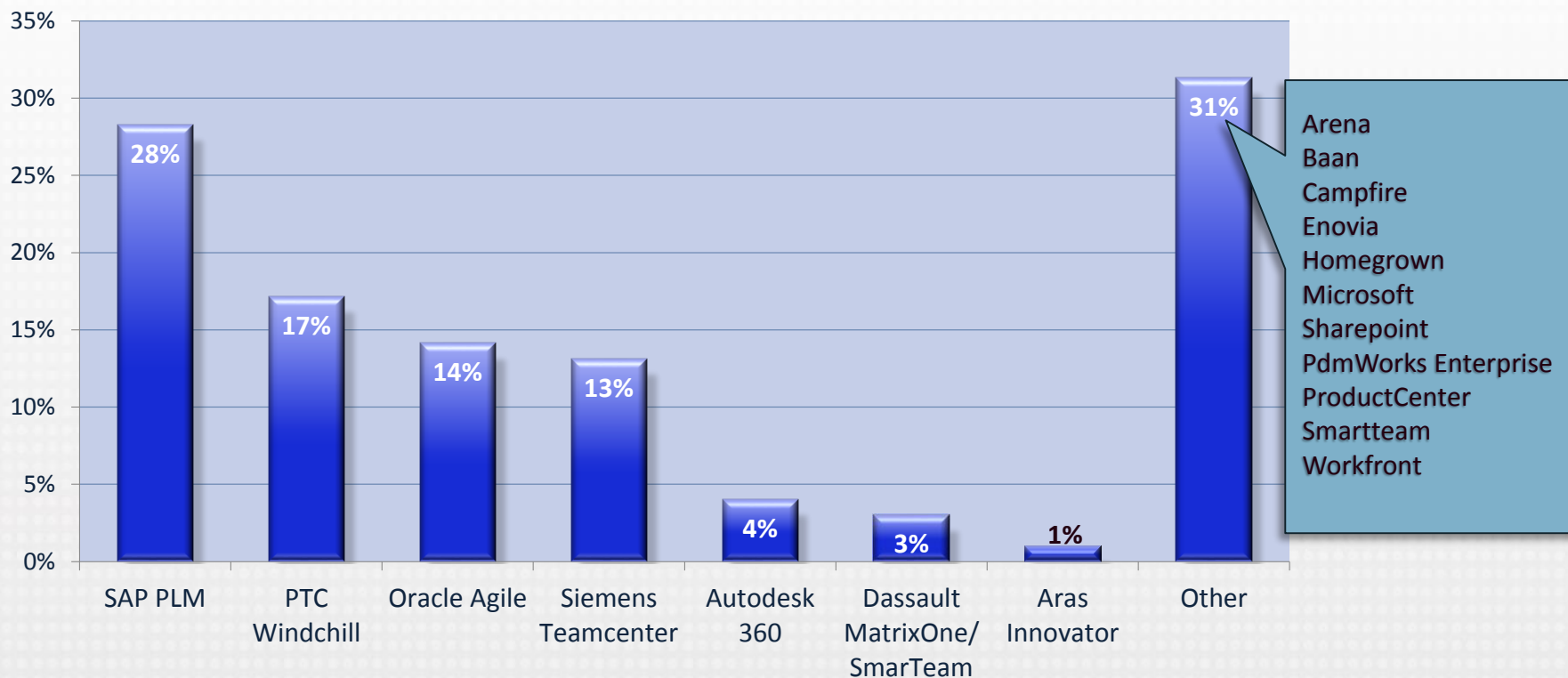
# Program Overview

- Between September 2015 and January 2016, Gatepoint Research invited selected executives to participate in a survey themed ***Challenges in PLM for Enterprise Organizations***
- Candidates were invited via email and 100 executives have participated to date
- Management levels represented are predominantly manufacturing sector senior decision makers: 10% hold the title CxO, 15% are VPs, and 75% are Directors
- A wide range of industry sectors are represented in the survey including Automotive, Industrial, Electronics, Consumer Goods, and Biotechnology
- Revenues at the respondents' firms:
  - 64% work in Fortune 1000 companies with revenues over \$1.5 billion
  - 17% work in Large firms whose revenues are between \$500 million and \$1.5 billion
  - 19% work in Mid-Market to Small firms with under \$500 million in revenues
- 100% of responders participated voluntarily; none were engaged using telemarketing

# *Observations and Conclusions*

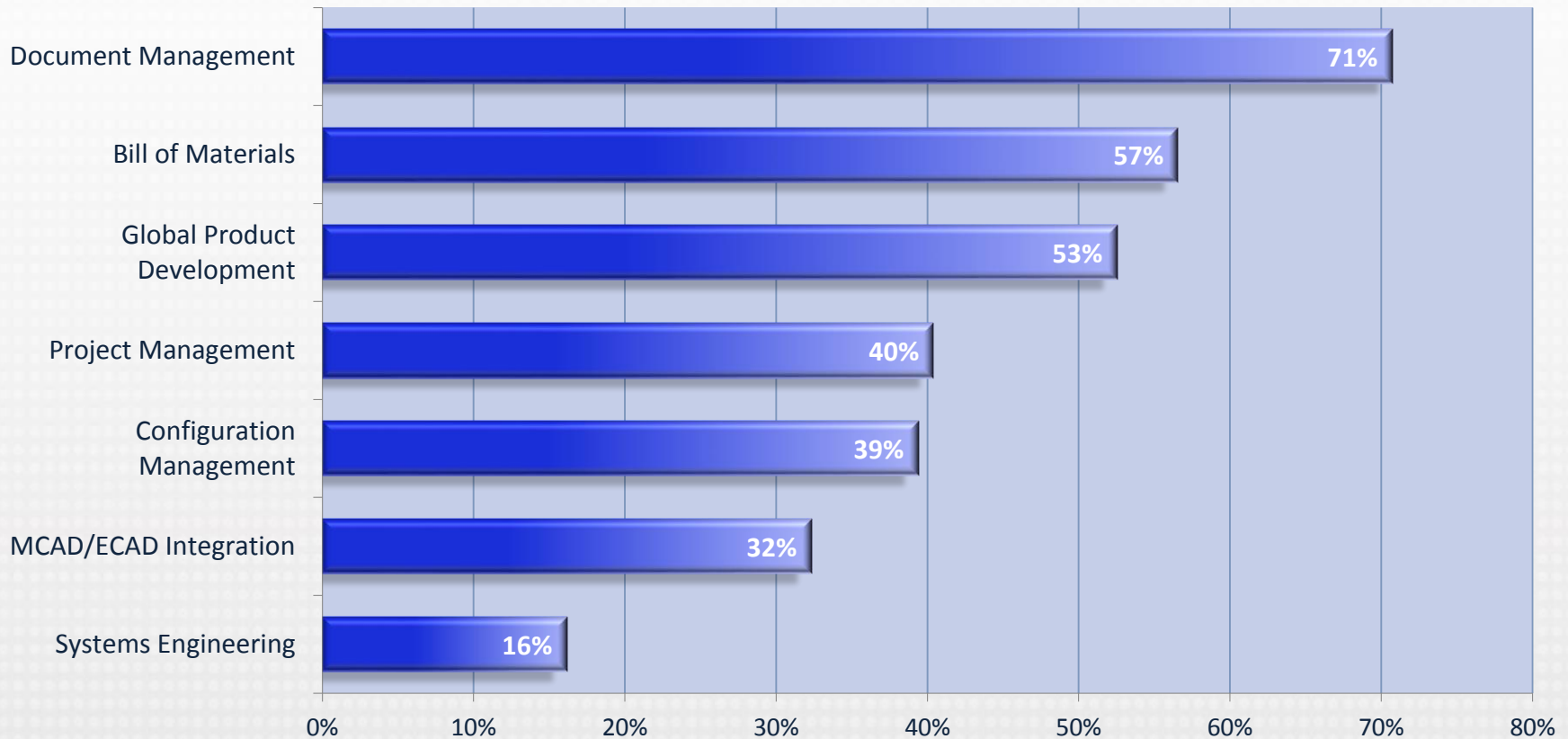
- When asked how their organizations use **PLM (Product Lifecycle Management)** software, responders reported it to enable **document management (71%)**, **bill of materials (57%)**, **product development (53%)** as well as other business activities
- The **user pool** in respondents' firms varies greatly in size: while **21%** of the companies surveyed report having **in excess of 1,000 PLM users**, **45%** had **between 100 and 1,000 users**, and **32%** had **less than 100 users**
- **38%** of survey respondents report **their existing PLM took more than 3 years to implement**. Only **11%** were able to accomplish implementation **within a year**
- **65%** of respondents agree that their PLM system allows **internal collaboration within narrow professional disciplines...but only 23% can make changes to their PLM system easily**
- Only **7%** of respondents rate their PLM systems **completely satisfactory**
- In fact, when respondents were specifically asked about **PLM problems** at their companies, **"difficult to upgrade"** was the most-often cited complaint (38%)
- Other problems reported include **an inability to handle complexity (34%)**, and **lack of end-to-end visibility into the development process (29%)**

## What Type of Product Lifecycle Management (PLM) system do you use?



*Survey responders report the use of a wide variety of PLM (Product Lifecycle Management) software products in their organizations*

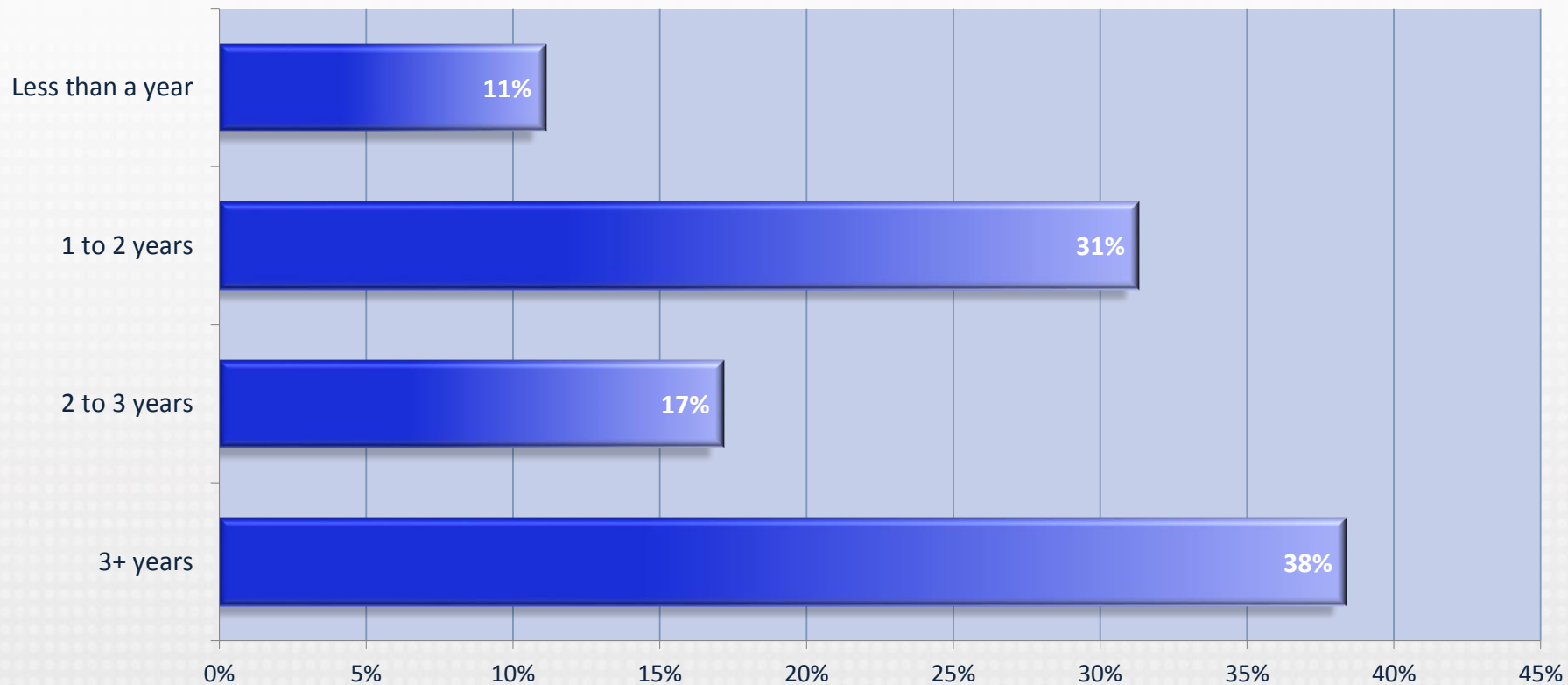
## *What processes do you enable with your PLM system?*



*Respondents report applying PLM software to document management (71%), bill of materials (57%), product development (53%) and other business processes*

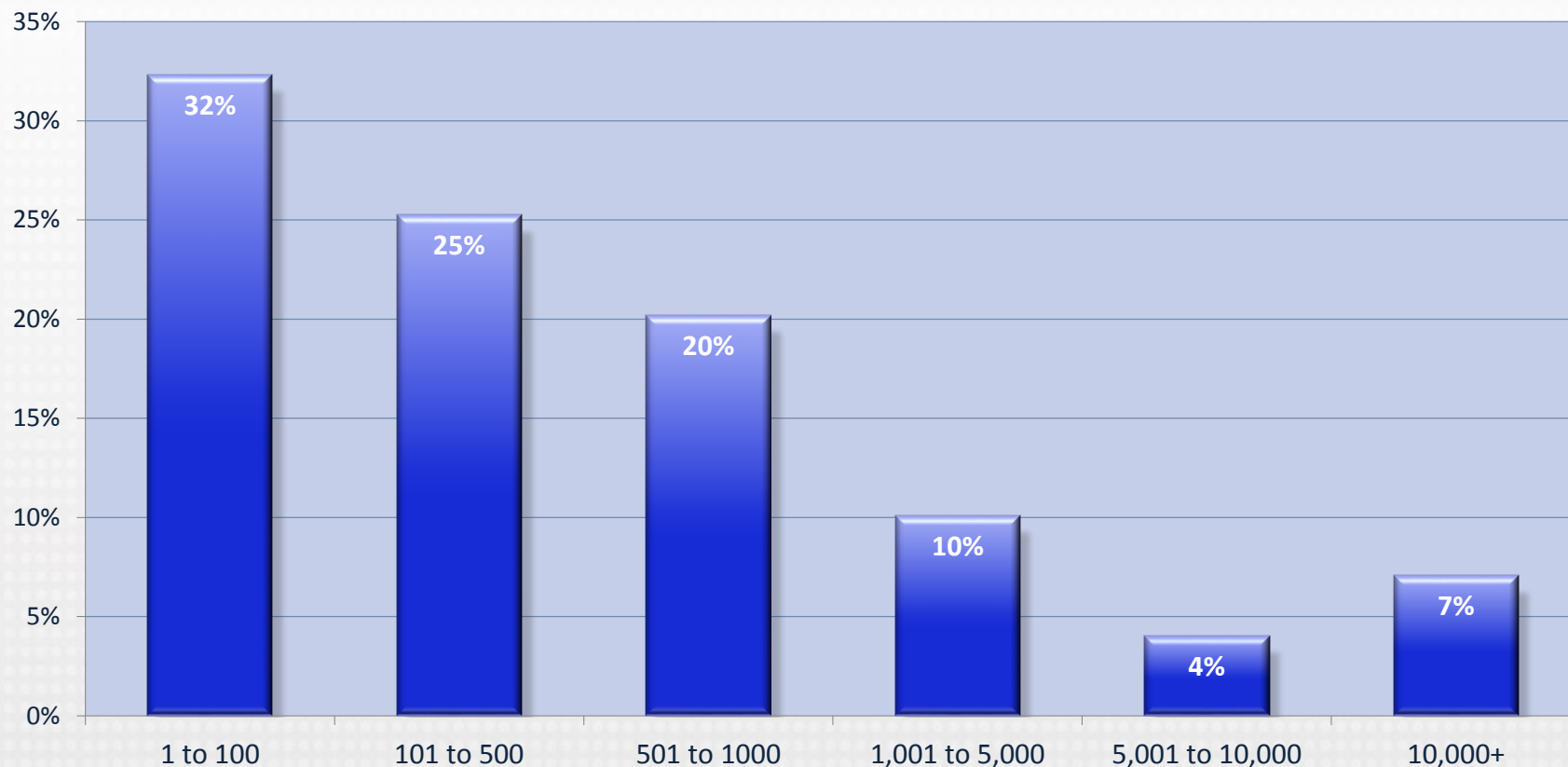


## *How long did it take to develop your existing implementation?*



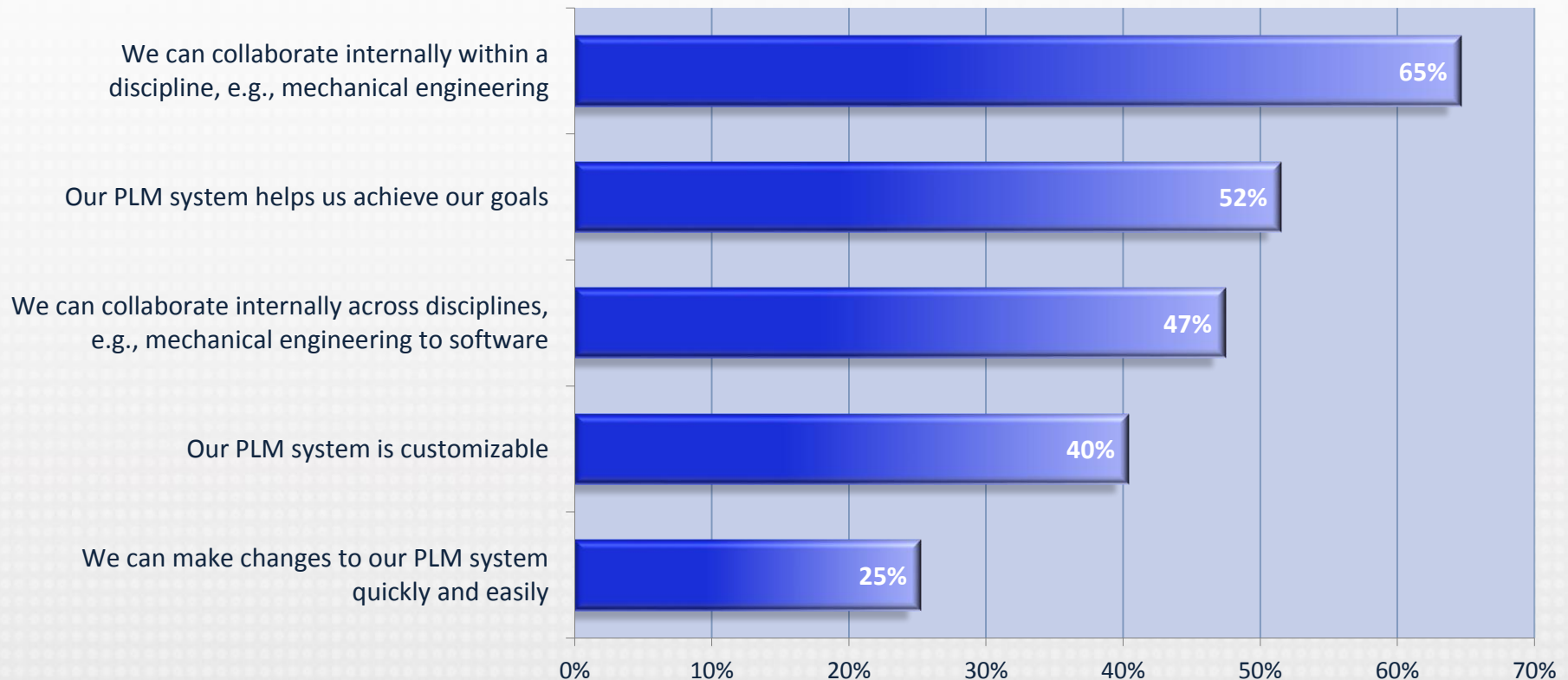
*38% of survey respondents report their existing PLM took more than 3 years to implement. Only 11% were able to accomplish implementation within a year*

## How many PLM users does your company have?



*21% of the companies surveyed report having in excess of 1,000 PLM users*

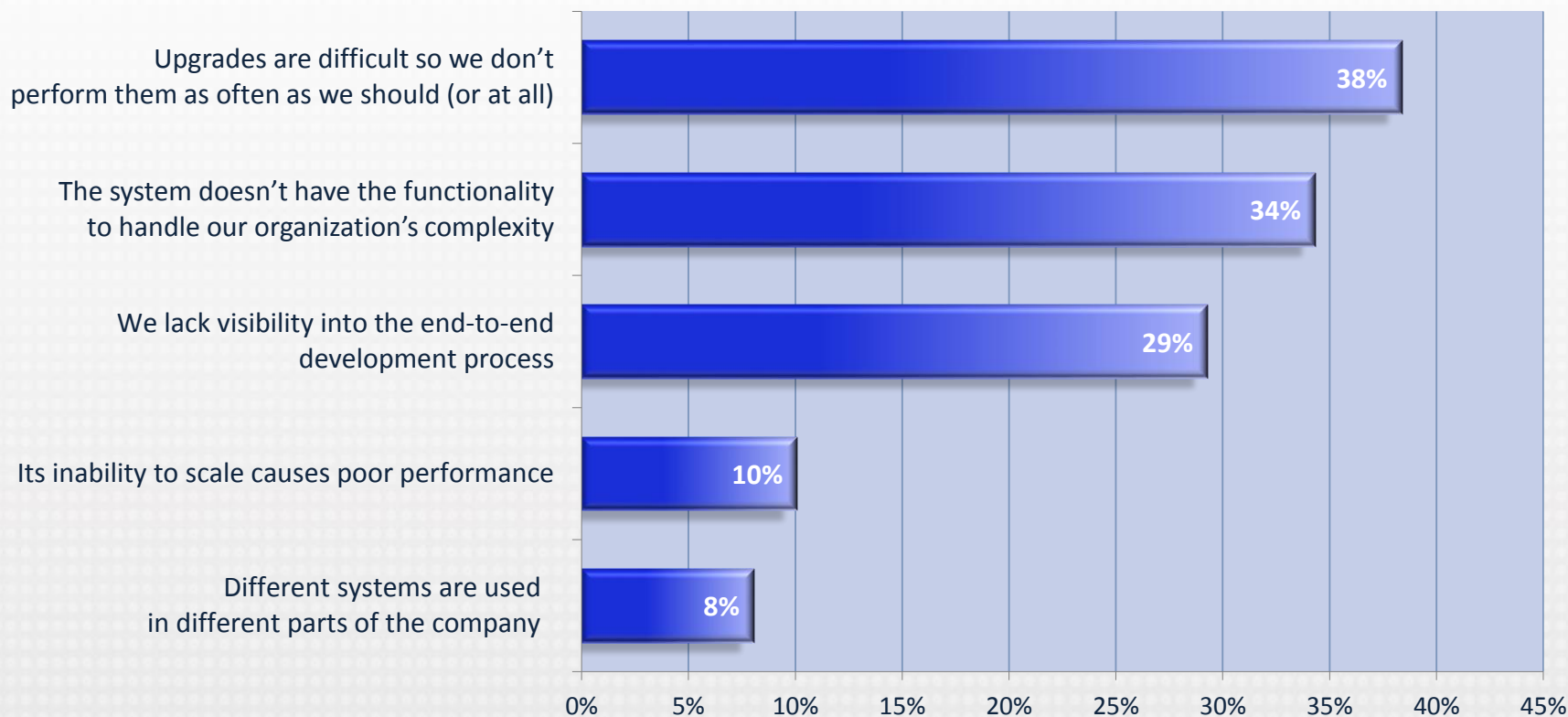
## Which of the following statements best describes your PLM system?



*65% of respondents agree that their PLM system allows them to collaborate internally within narrow professional disciplines...but only 25% can make changes to their PLM system easily*

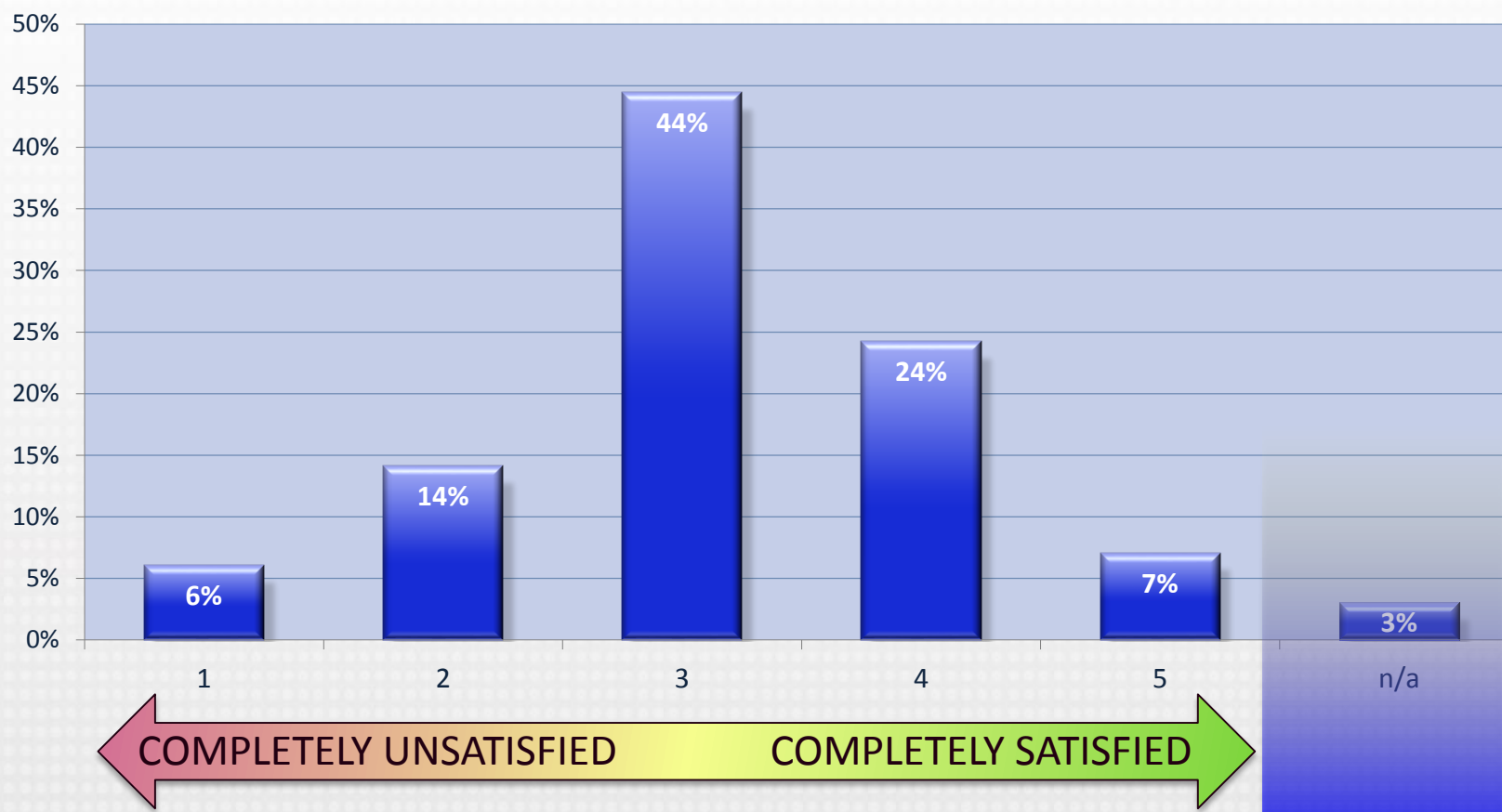


## *Which of these common PLM problems does your company experience?*



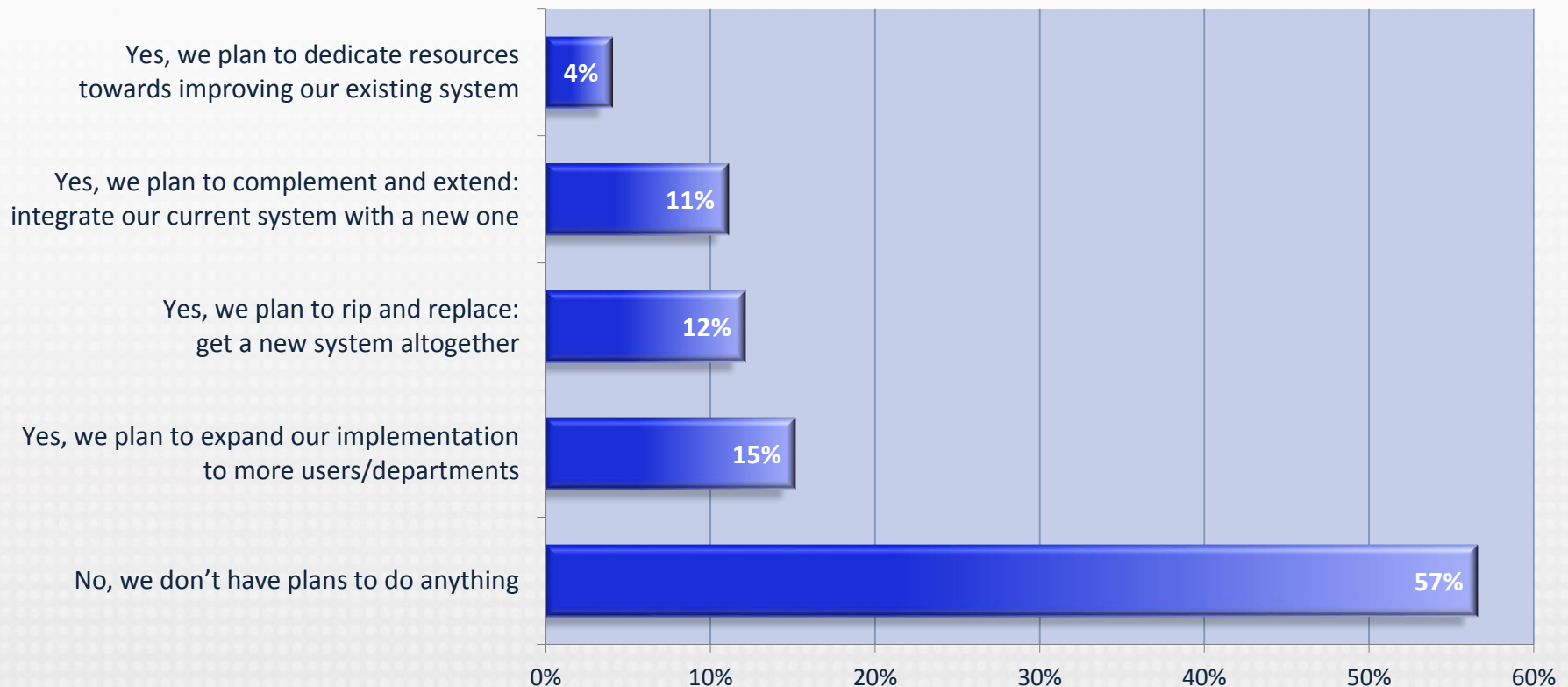
*Respondents' top complaints about their current PLM systems include that they are difficult to upgrade (38%), are functionally inflexible (34%), and lack end-to-end development process visibility (29%)*

## How satisfied are you with your PLM solution overall?



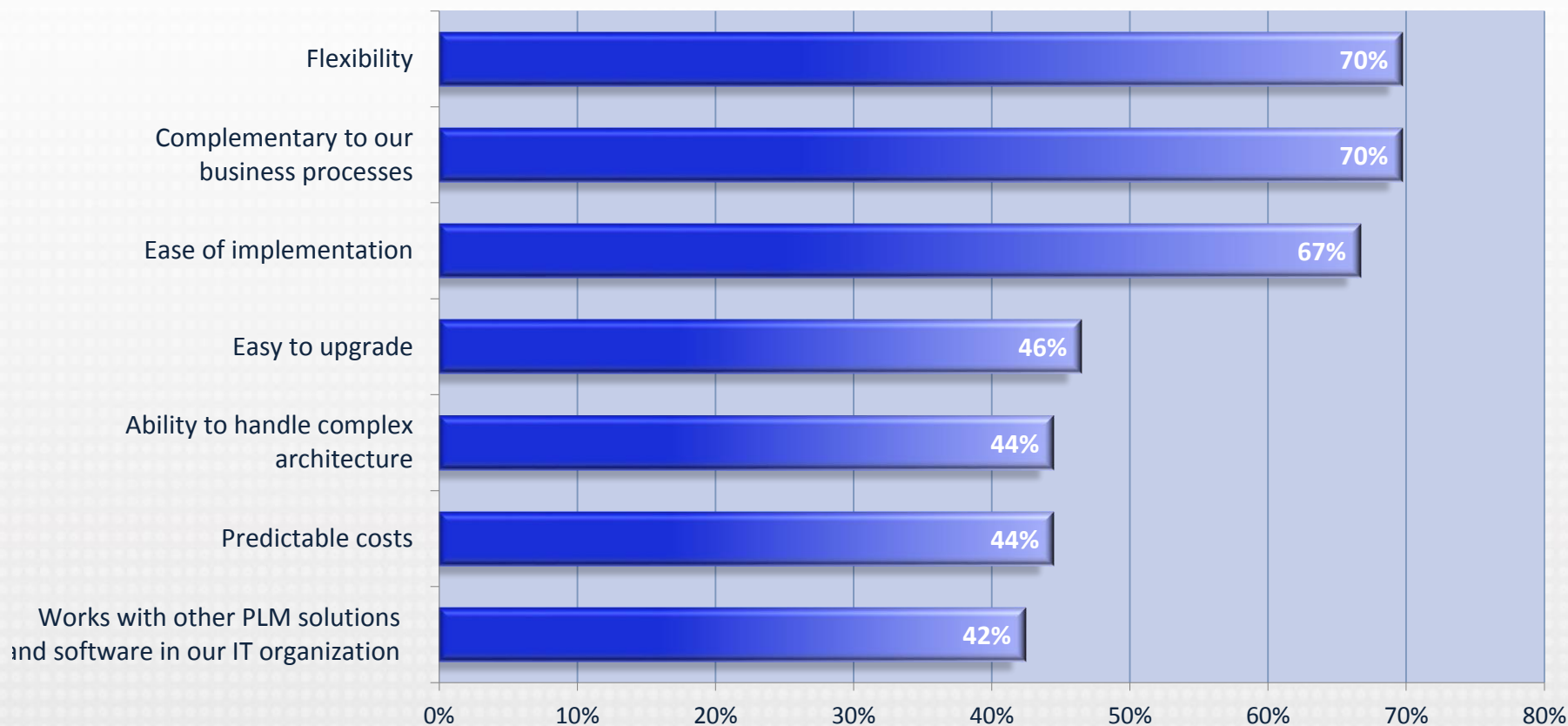
*Of all survey responders only 7% rate their PLM systems completely satisfactory*

## *Will you be making any changes to your PLM system in the next 12-18 months?*



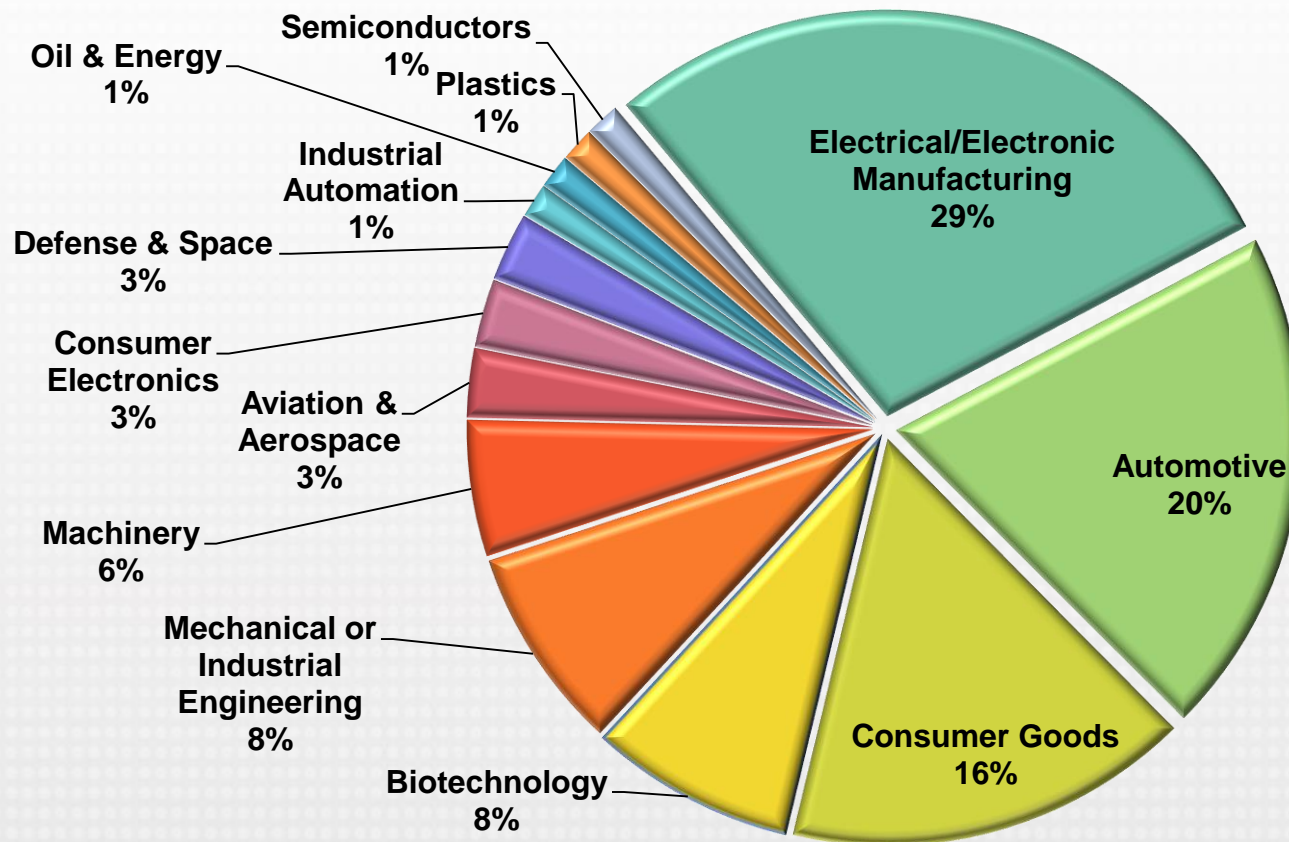
*Of respondents who plan changes to their PLM systems in the next 12-18 months, 12% plan to replace their existing system entirely. Another 30% plan to improve, extend or expand their existing system*

## *What characteristics are essential to you in a PLM solution?*



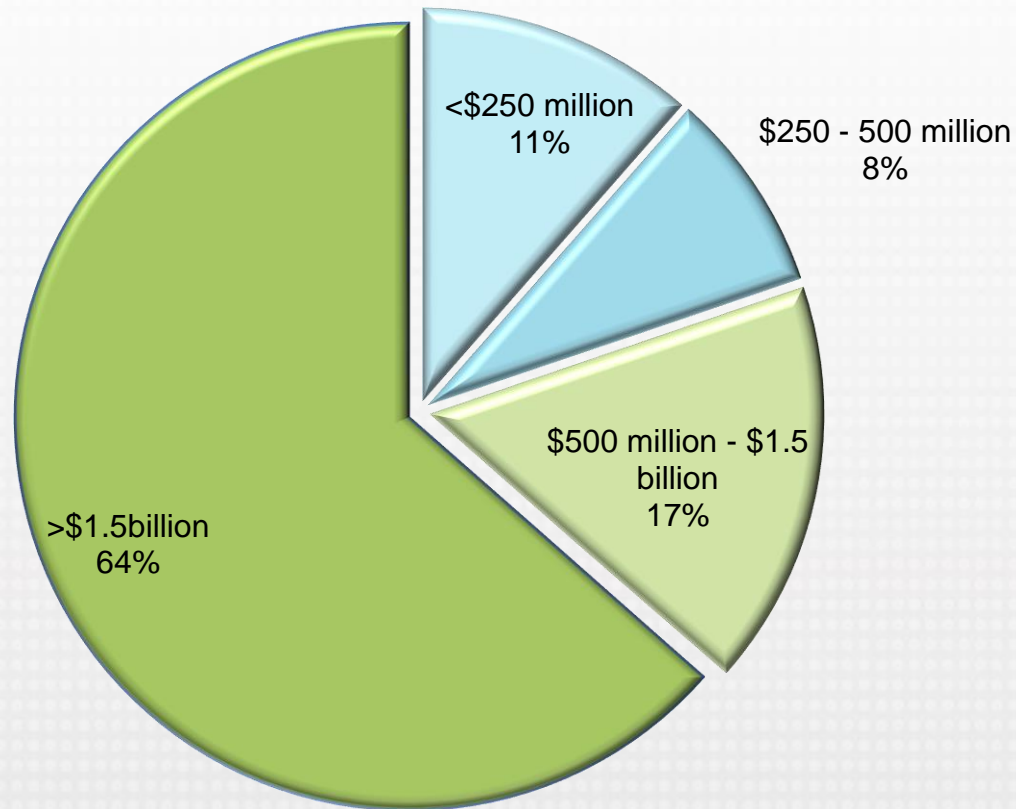
*Survey respondents emphasize that having a flexible PLM solution, and a system that compliments their business processes, are their top two priorities (70%). Also high priority: ease of implementation (67%)*

## Profile of Responders: Industry Sectors



*A wide range of industry sectors are represented in the survey*

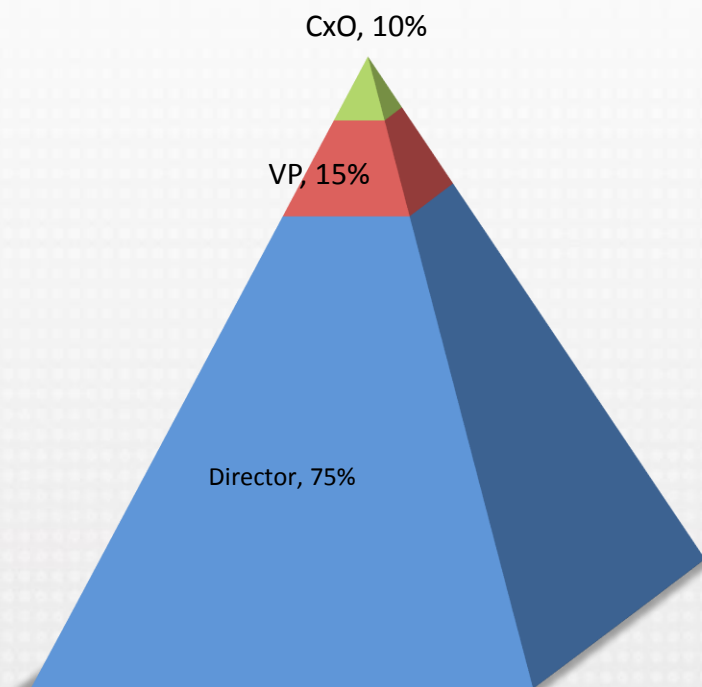
## Profile of Responders: Revenue



*64% of those surveyed work in Fortune 1000 companies with over \$1.5 billion in revenue*



## *Profile of Responders: Job Level*



*Survey responders all hold executive level positions in their organizations*



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