



Linx-AS Vision Methodology™

*An accelerated planning process
for developing a strategic yet
practical PLM roadmap.*



Linx-as™

| What is PLM?



PLM is not a technology.

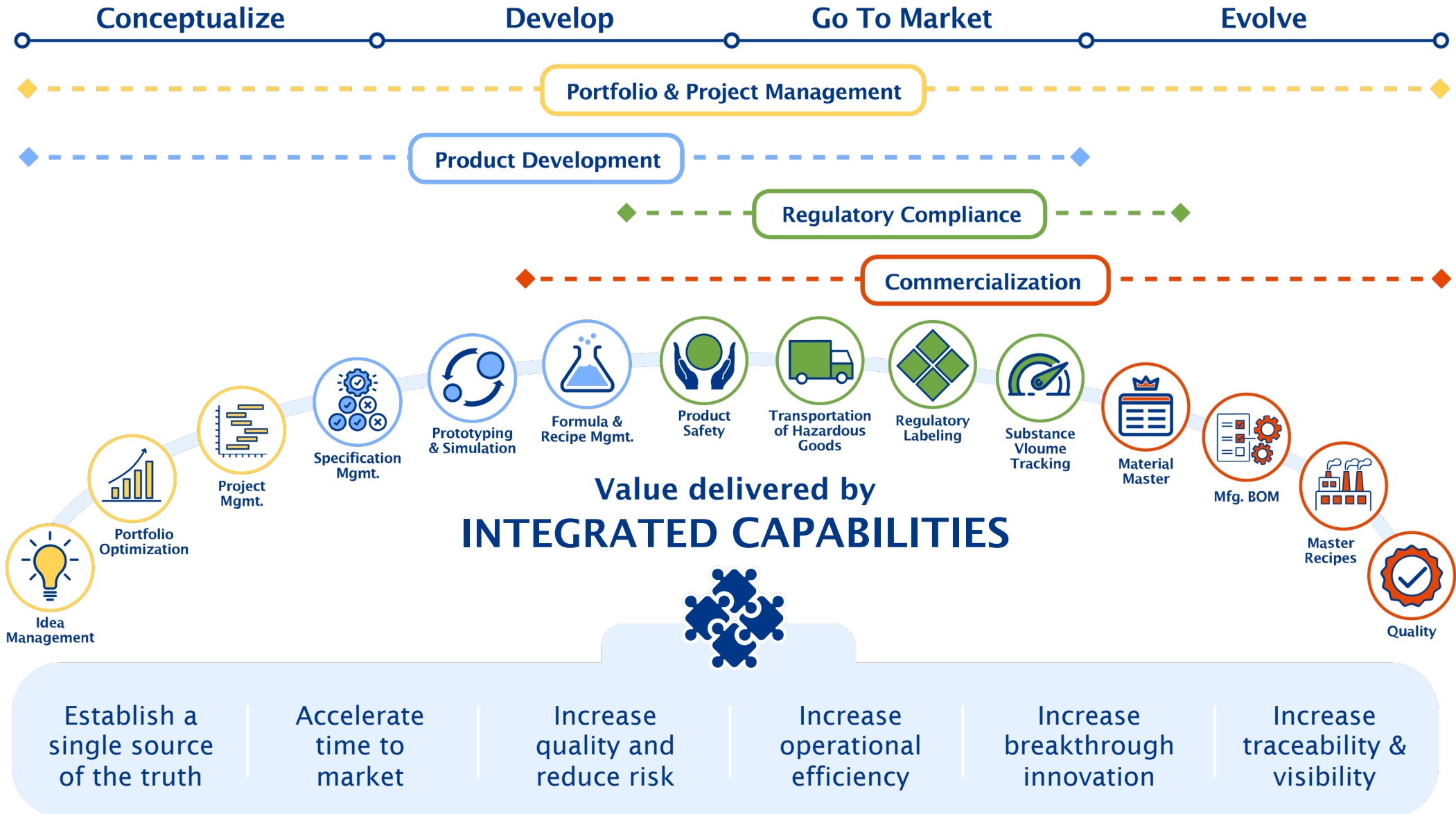
“ *Technology cannot think of a great product. Nor can it formulate one, engineer one, or decide when to take one off the shelves.*

People do these things. And they do them in a complex series of processes and sub-processes, filled with decision points and what-ifs.

When a company understands the most efficient way to turn ideas into a profit, then applying the right technology can make things easier and faster with greater consistency and accuracy.

That is PLM. ”

INTEGRATING PEOPLE, PROCESSES & DATA ACROSS PLM PROCESSES



What Linx-AS clients can expect from strategic PLM programs...



source: Gartner



| Our Approach to PLM Strategy



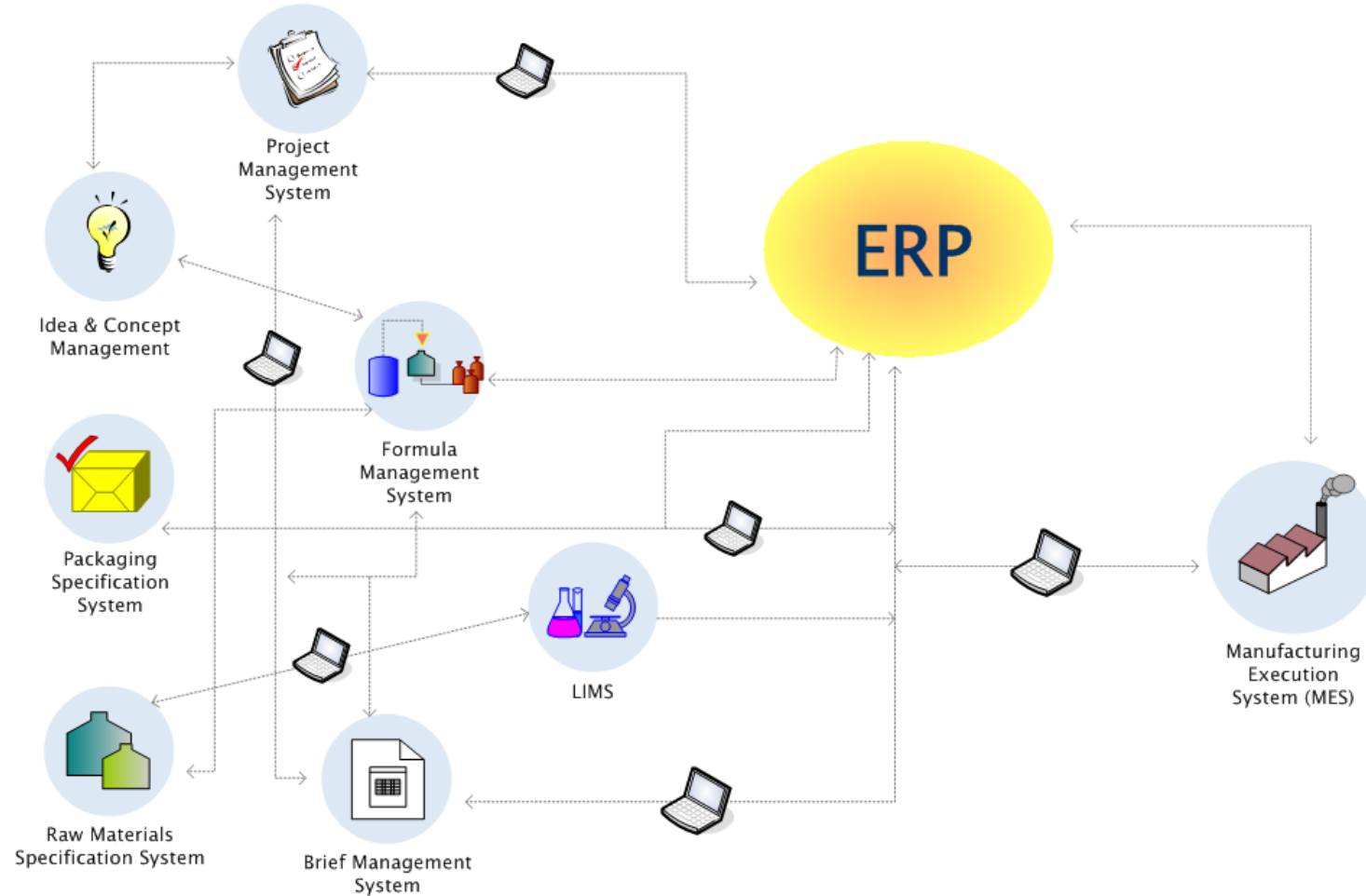
MANY COMPANIES STRUGGLE WITH...

- **Understanding the big picture view of PLM and opportunities for improvement due to the cross-functional nature PLM**
- **Addressing the upstream processes required to manage product data which are not the focus of the existing ERP implementation**
- **Identifying and quantifying specific benefits that can be achieved with a strategic PLM program**
- **Understanding all the moving parts—software solutions, different organizations/functions involved, processes impacted—and how they all fit into a long-term strategy**
- **How to implement PLM in a way that will manage organizational change and drive the most business benefit**



THE RESULT IS A TACTICAL PLM APPROACH

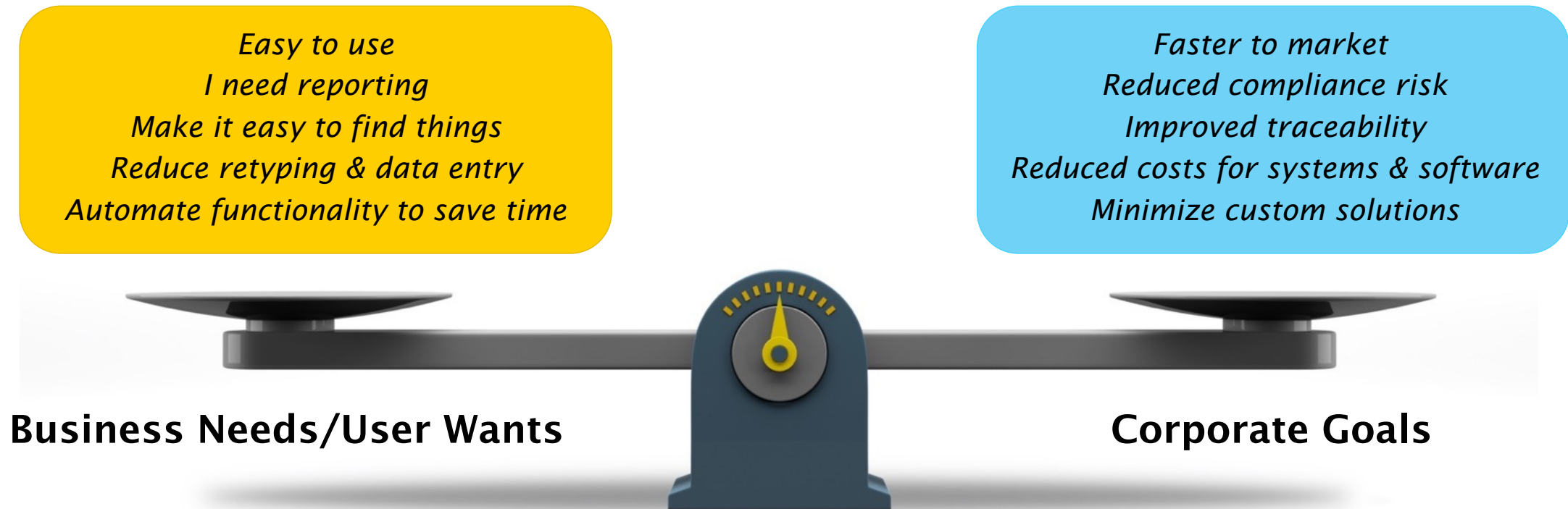
Nonintegrated systems, disconnected business processes, error-prone manual data entry, and costly maintenance of system-to-system interfaces.



ACHIEVING A SUCCESSFUL BALANCE



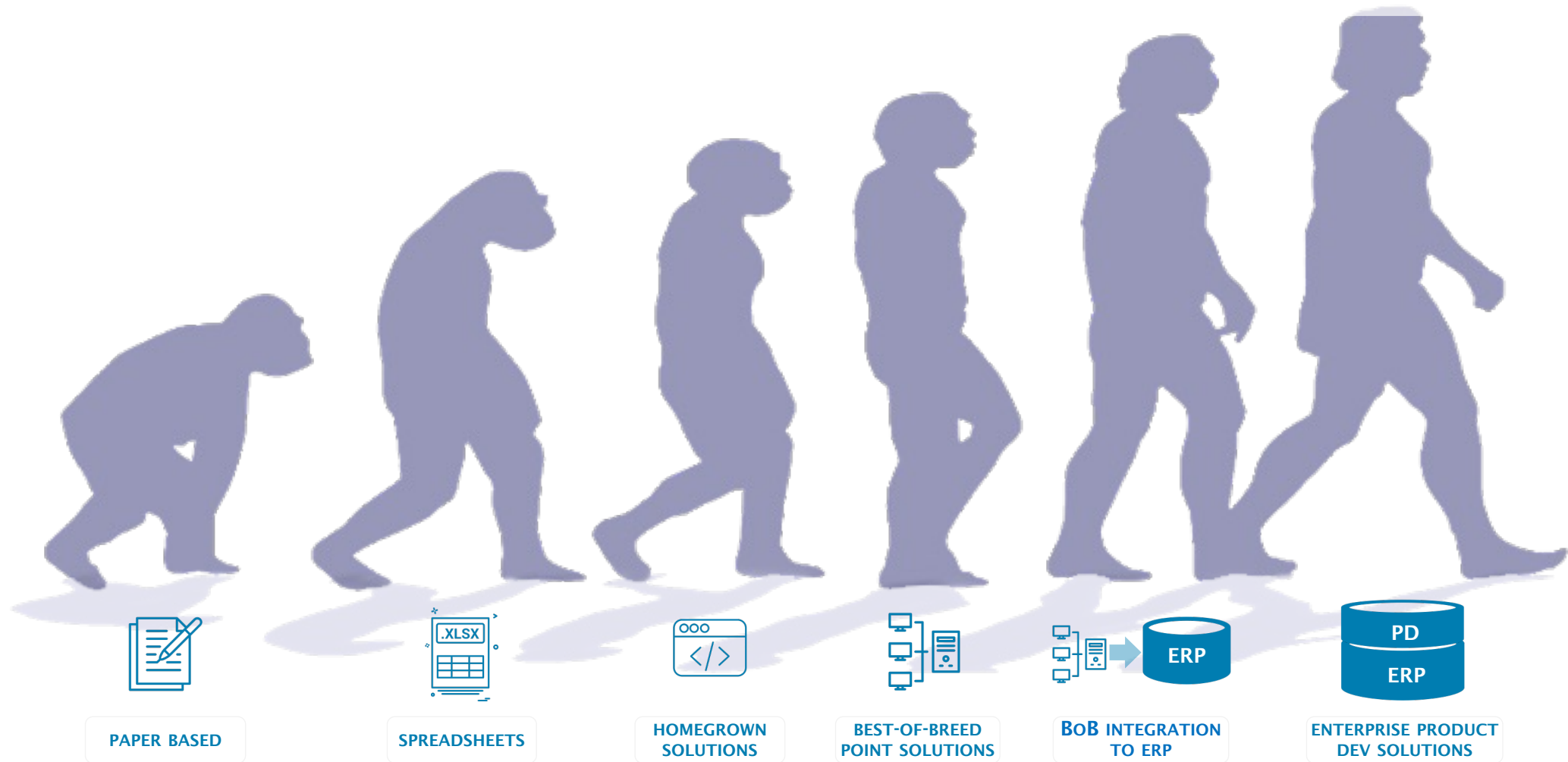
A well-crafted strategy balances the needs of the roles involved in R&D processes with overall business goals of the organization.



THE EVOLUTION OF PROCESS PLM TECHNOLOGY



Over time, as PLM solutions have evolved, large organizations have moved toward enterprise-wide PLM solutions

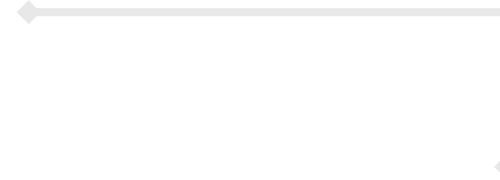


THE ROLE OF ENTERPRISE TECHNOLOGY IN PLM STRATEGY

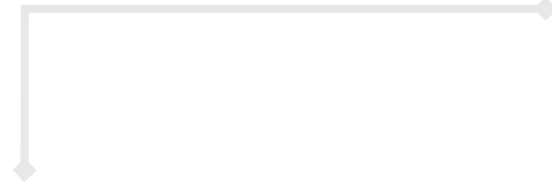
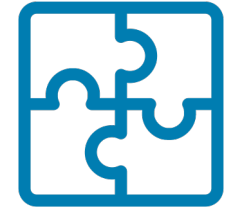


DESTINATION ERP

Regardless of the technical PLM solutions implemented, your product data will end up in your ERP system.

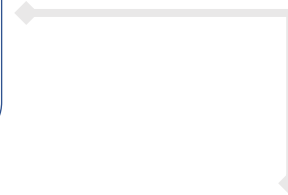


PLM & ERP ARE NOT ISLANDS
They are all part of a larger set of the same set of product data and connected by enterprise business processes.



BIG PICTURE INNOVATION

A holistic view of your data within a single system—from idea to commercialization in ERP—is critical for long-term success of an enterprise PLM solution.

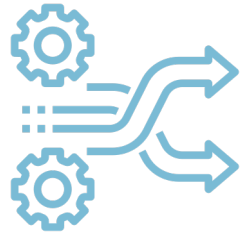


DATA + PROCESS = SUCCESS

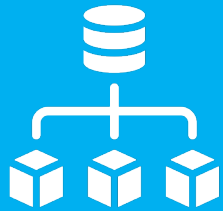
The integration of data and business process drives business-related PLM goals such as greater quality, compliance, and improved traceability.



WHAT IS DRIVING ENTERPRISE PLM?

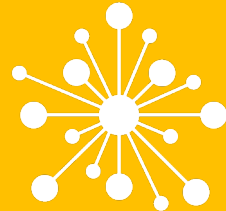


Business Drivers for Enterprise PLM



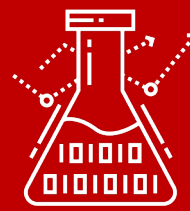
Single Version of the Truth

One source of product data tied to ERP improves: speed to market, product quality, traceability & compliance control.



Automating Data Sharing

Increasing requirements for sharing data across R&D, Regulatory and Supply Chain for GS1/GDSN, SmartLabel, reporting and more.



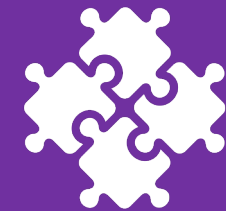
R&D Agility

Greater flexibility to quickly respond to customer, regulatory, and external market demands.



The Benefits Are Real

Business cases show significant benefits are achieved across the supply chain including reduction in scrap and product recalls.



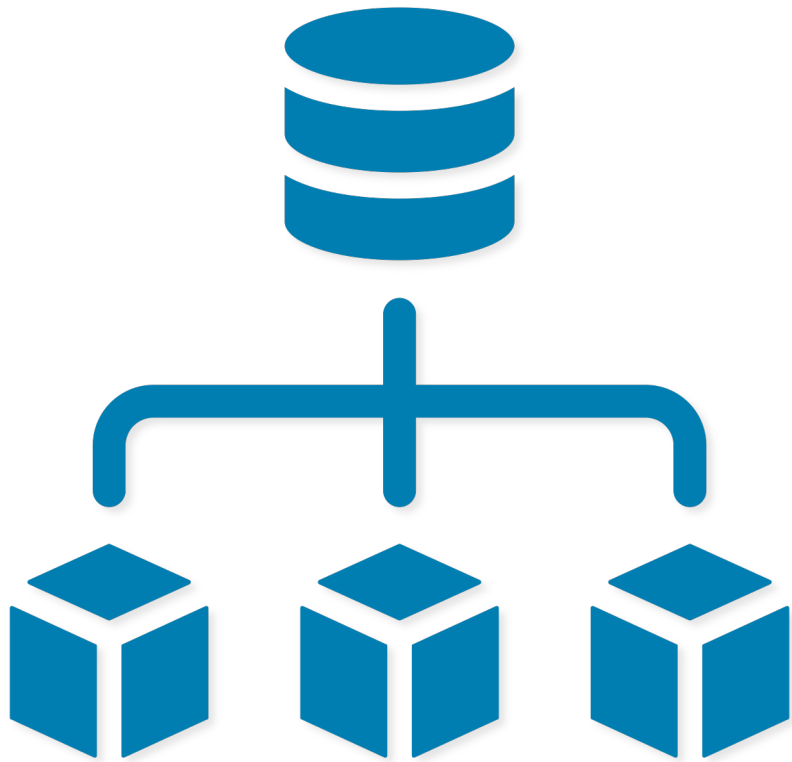
Landscape Simplicity

Best-of-breed system integration with ERP inevitably more complex and expensive to design, build, and maintain.

SINGLE VERSION OF THE TRUTH



Establishing a single version of truth for product data is core to driving business benefits.



- **Data points are entered once**
ideally by the person responsible for maintaining the data.
- **One data record is created and shared**
across the entire enterprise—no need to cross reference different records in different systems.
- **Data flows throughout the organization**
as required by the defined business process without any system interfaces or manual re-keying.
- **Product data is fully traceable**
from initial experimental stages through to production, distribution then to obsolescence.
- **Powerful but simple search capabilities**
across the entire enterprise.

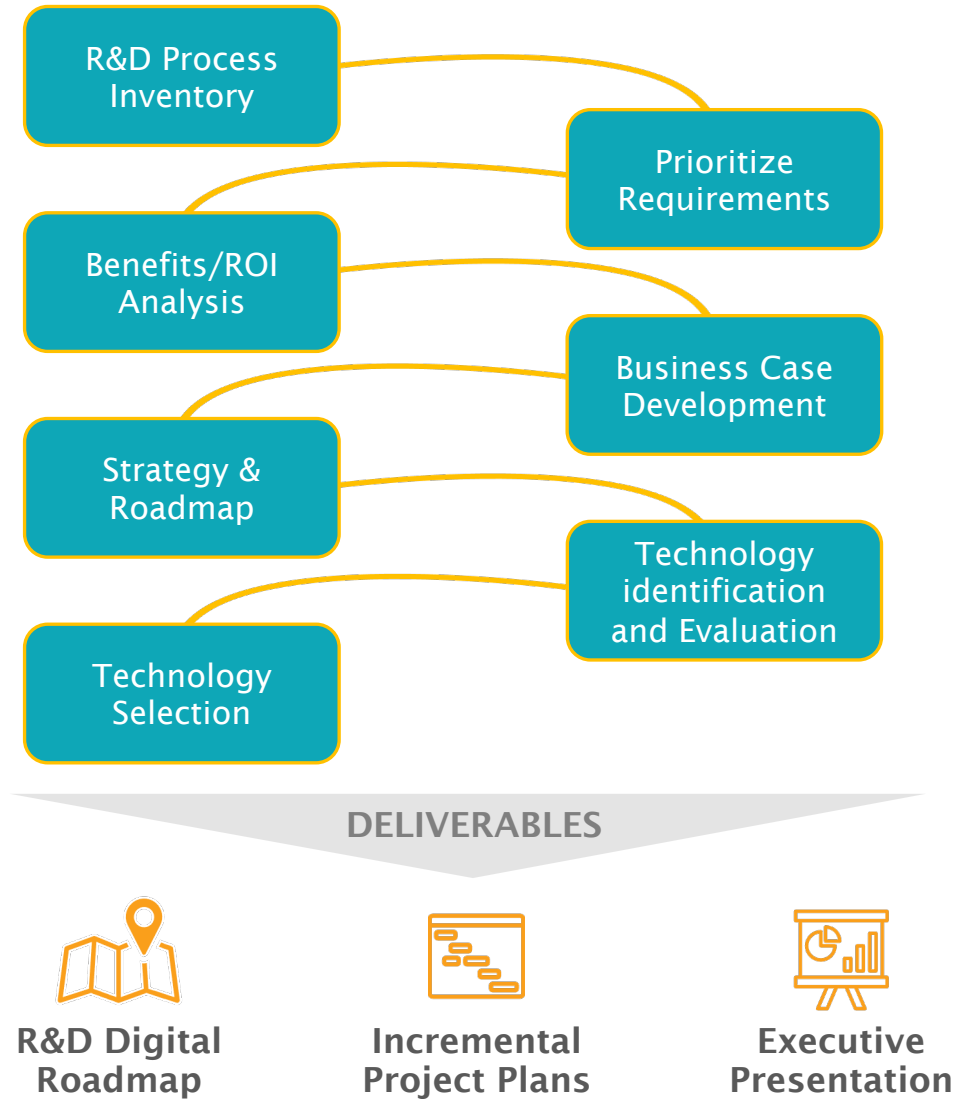


| Linx-AS Vision Methodology

LINX-AS VISION METHODOLOGY: STRATEGY CONSULTING



 **Linx-AS
Vision Methodology™**



PLM VISION METHODOLOGY: ENGAGE



ENGAGE

FOCUS

VISION

Duration:	1 Week
Activities:	<ul style="list-style-type: none">• Introductions and background presentations• Define project charter (high-level goals, and objectives)• Establish client core PLM strategy team• Establish client stakeholders/extended PLM team needed for workshops and software evaluations• Prepare and organize as-is materials/system for workshops• Schedule workshops• Schedule and conduct interviews with executive stakeholders
Participants:	Linx-AS Project Team; Client PLM Lead, Workstream Leads, Executive Stakeholders
Deliverables:	<ul style="list-style-type: none">• Charter for engagement, if required• Initial PLM workshop schedule• PLM team structure (core & extended)• Collection of process documentation and relevant system data for demonstration

PLM VISION METHODOLOGY: FOCUS



ENGAGE

FOCUS

VISION

Duration:	2-3 Weeks
Activities:	<ul style="list-style-type: none">• Review any previous/current business case for project (if applicable).• Review current state PLM processes.• Collect and document known issues, requirements and Areas of Opportunity (AOO).• Conduct detailed review of existing SAP RD enhancements, interfaces and reports.• Map and rank issues and requirements.
Participants:	Linx-AS Project Team; Core Client PLM team + Extended Team for Relevant Workshops
Deliverables:	<ul style="list-style-type: none">• Detailed list of issues, requirements, and areas of opportunity prioritized by needs ranking• Current/legacy system audit• PLM process enablers identification• Stakeholder interview notes and observations

PLM VISION METHODOLOGY: VISION



ENGAGE

FOCUS

VISION

Duration:	2–4 Weeks
Activities:	<ul style="list-style-type: none">• Conduct demonstrations• Conduct benefits analysis, as required• Analysis of change impact to organization• Architect PLM strategy and implementation roadmap• Deliver roadmap results• Deliver Executive Presentation
Participants:	Linx-AS Project Team; Client Core PLM Team
Deliverables:	<ul style="list-style-type: none">• PLM Visioning Document<ul style="list-style-type: none">– Presentation summarizing process and findings• Global PLM Roadmap<ul style="list-style-type: none">– Solution map based on findings and analysis– Incremental project plans– Resources and cost estimates• Project Cost Worksheet



KEY DELIVERABLES

We deliver valuable assets to build your business case and execute a strategic PLM program.



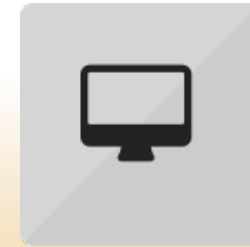
PLM Roadmap

Findings & analysis from workshops, prioritization of PLM opportunity, PLM road map, detailed cost/resource estimate, and cost-benefit analysis.



Incremental Project Plans

Project plans for PLM road map initiatives with initial project plan provided in detail; subsequent projects will be created at a higher level due to initial project dependencies.



Executive Presentation

A C-level presentation highlighting the vision process, findings & business benefits, and path forward; delivered to your team remotely or in person as agreed upon during the kickoff phase.

| About Linx-AS





Since 2000, we've been helping companies be more of what they aspire to be with SAP—innovative, sustainable, productive, and profitable.

Solutions for:

- **Product Lifecycle Management**
- **Environment, Health & Safety**
- **Enterprise User Experience**

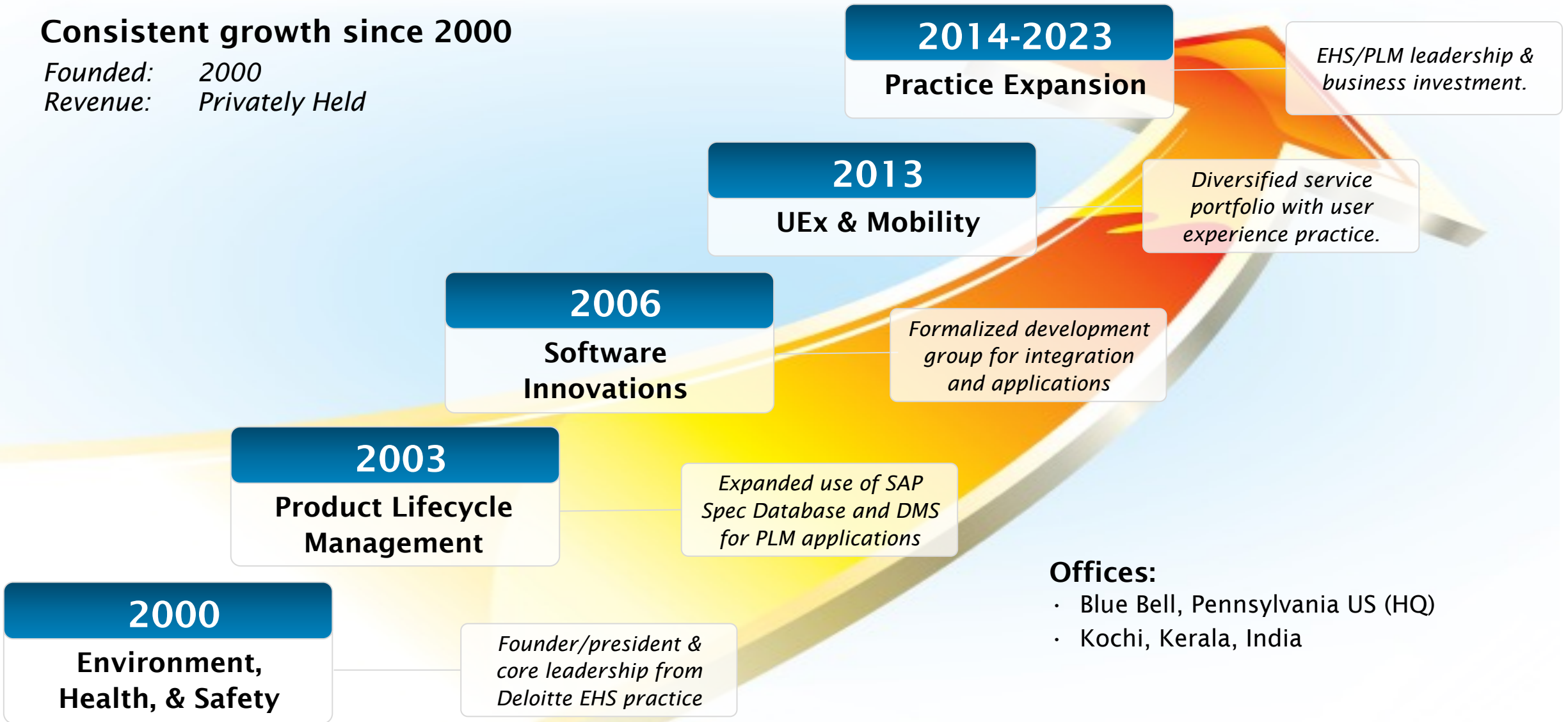


OVER 20 YEARS OF GROWTH

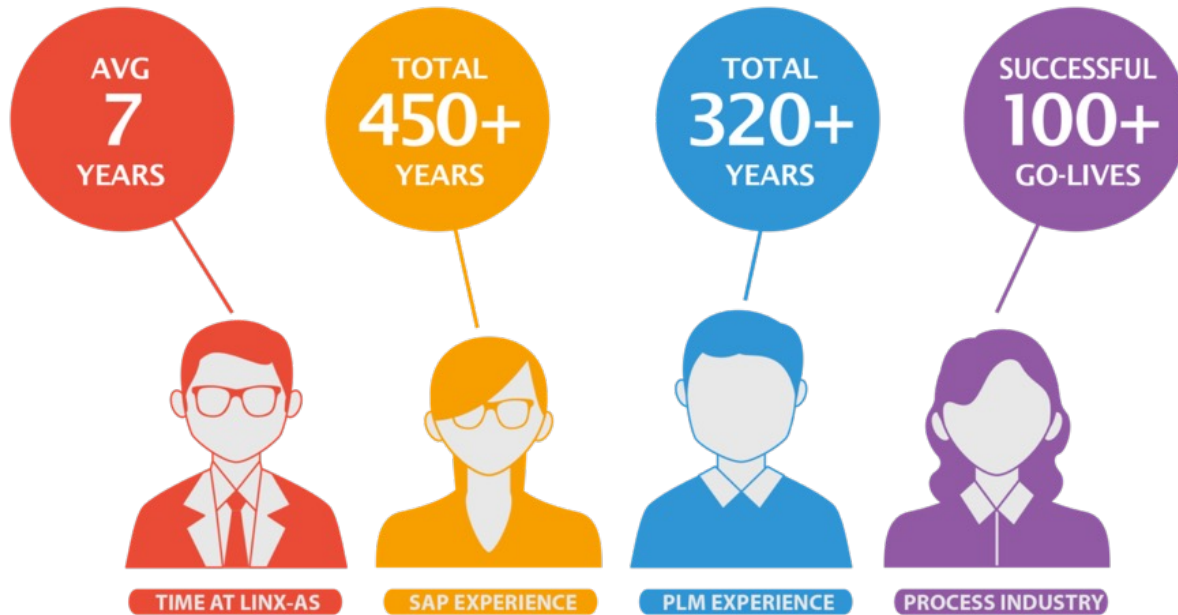


Consistent growth since 2000

Founded: 2000
Revenue: Privately Held



LINX-AS PLM INDUSTRY EXPERTISE



- **Expertise accrued in over 20 years of designing and implementing PLM solutions in the process industries**
 - Specification management since late 1990s
 - EH&S/regulatory compliance since late 1990s
 - Recipe management/recipe development since 2004
- **Our implementation approach emphasizes:**
 - Visioning for PLM strategy, road map, business case
 - Industry best-practice business process design focused on driving business benefits
- **Our track record of successful PLM implementations, particularly in the process industries, is unrivaled**

CROSS SECTION OF LINX-AS CUSTOMERS





Linx-as™



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