

Collaboration TEAMCENTER © 2009. Siemens Product Lifecycle Management Software Inc. All rights reserved



Collaborate to Achieve New Product Development Success

6th Annual Acquisition Research Symposium Defense Acquisition in Transition



"Collaboration is the emerging innovation engine of business and only by breaking down the walls of their organizations to partner with other firms can companies move quickly enough to take advantage of today's fast-moving market opportunities" The Jericho Principle

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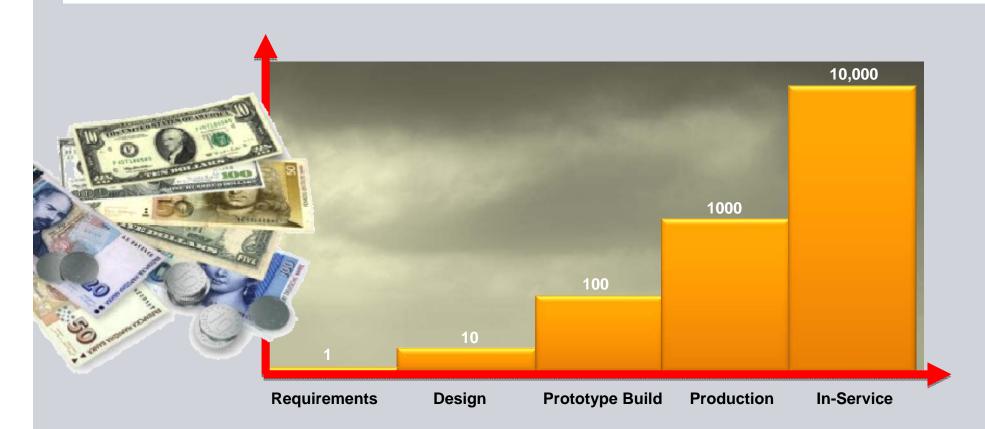
Collaboration Progression



Ad-Hoo	<u>e / Transactional</u>	Structured	/ Role Based / Relational
Meeting Telephon	Email Shared Folders Discussion Threads	Chat Instant Messaging Video Team Rooms Team Calendars App. Sharing Document Mgmt Electronic Routing Product Design Conferencing	Knowledge Mgmt Document Mgmt Workflow Change Mgmt Relationship Mgmt Configuration Mgmt Project Mgmt Requirements Mgmt Product Data Mgmt Enterprise Integration
Connect	Exchange	Interact	Manage



Prevent Problems from Arising



The cost of a <u>design change</u> rises by a multiple of 10 when the change is made in a development stage that is progressively later than the design stage....

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How Do We Leverage The Innovation From the Global Repository of Information

...3,000 new users every 5 minutes...

World Regions	Population (2008 Est.)	Internet Users Dec. 31, 2000	Internet Users Latest Data	Penetration (% Population)	Users Growth 2000-2008	Users % of Table
<u>Africa</u>	975,330,899	4,514,400	54,171,500	5.6 %	1,100.0 %	3.4 %
<u>Asia</u>	3,780,819,792	114,304,000	657,170,816	17.4 %	474.9 %	41.2 %
Europe	803,903,540	105,096,093	393,373,398	48.9 %	274.3 %	24.6 %
Middle East	196,767,614	3,284,800	45,861,346	23.3 %	1,296.2 %	2.9 %
North America	337,572,949	108,096,800	251,290,489	74.4 %	132.5 %	15.7 %
Latin America/Caribbean	581,249,892	18,068,919	173,619,140	29.9 %	860.9 %	10.9 %
Oceania / Australia	34,384,384	7,620,480	20,783,419	60.4 %	172.7 %	1.3 %
WORLD TOTAL	6,710,029,070	360,985,492	1,596,270,108	23.8 %	342.2 %	100.0 %

WORLD INTERNET USAGE AND POPULATION STATISTICS

...Knowledge has to be improved, challenged, and increased constantly, or it vanishes - Peter F. Drucker

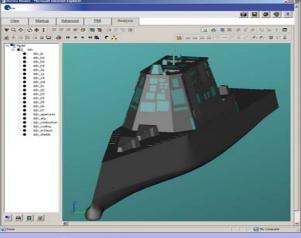
Collaboration at the Relational Level

SIEMENS



Customer Value

- Extend capabilities with ad hoc collaboration capabilities
- Enable casual users global users to access and leverage capabilities
- Streamline supplier interaction processes
- Harness enterprise knowledge and ideas



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DDG1000 IDE Collaborative Structure

Push From Industry to Government

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LCS IDE Collaborative Structure

Push From Government to Government

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Product Lifecycle Collaboration Customer Proof Point



"I logged it out, and the supply chain for the FT-3 is about 51,000 miles long, or two times around the earth,"

> Steve Ehlers VP of product design and development

"We've got suppliers all the way from here to China. Being able to communicate with them by posting information on the Collaboration site - which is secure and tracks what is being done - saves time and travel, and reduces errors. People don't end up with the wrong version of a file."

"Maybe they are in advertising or marketing and need product information. They can easily access the right information through the Teamcenter site."

From the March 2006 issue of Manufacturing Business Technology magazine

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Collaboration Challenge -Maintaining a Balance between Accessibility and fulfilling Acquisition Requirements

Collaboration Benefits

- Number of Internet Users
- Social Networks
 - Twitter has 55M visitors a month
- Innovation
- Extend the enterprise
 - Virtual Subject Matter Experts
- Global reach
- Supplier Interactions
- Common Operating Picture = Virtual Program Office
 - DDG1000
 - LCS

Collaboration Challenges

- Number of Internet Users
- Social Networks
- Political unrest across the Tribes, Socialize the benefits
 - Workforce challenges
- Scope Creep
- Fast Tracked Fielded Systems vs. Supportable Systems





Siemens PLM Software

Summary / Challenge

1980 Challenge to Jack Welch from Peter Drucker

"If you weren't already in a business, would you enter it today?" he asked.

"And if the answer is no, what are you going to do about it?"

2010 Challenge to Acquisition Community

If you're not in a Collaborative (Virtual Program Office) Business Model today, What are you going to do about it?

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