



Sierra Atlantic Agile PLM Centre of Excellence Services

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The successful manufacturing company of today has already embraced the call for speed and flexibility in its processes. Moving from idealism to reality however, presents a practical challenge for manufacturers.

- What challenges does your company face in its efforts to introduce innovation and, more importantly, to drive growth as a result?
- Is the desire to improve embedded in your culture?
- Do your current processes and systems present a barrier, hampering progress and stalling your efforts to introduce change?
- Do you feel sure that you know what you need to know to move forward with confidence?
- How do you combine culture, processes, and technology to make this a reality?

If your organization is faced with some of these questions, Sierra Atlantic, with its Agile Product Lifecycle Management (PLM) Center of Excellence (CoE), can help you set up effective processes across your product lifecycle using Agile PLM and support your organization with our Agile PLM service offerings across the service lifecycle.

Profiting from PLM

World-class product innovation requires the management and coordination of product information, processes, and decisions across all lines of business and throughout the extended design and supply chain. Research* shows that companies using PLM technologies see significant benefits to their top and bottom lines in terms of:

- Increased product revenue – up by 19%
- Reduced product cost – down by 15%
- Lower development costs – down by 16% on average

*Source: Aberdeen Group

To achieve best-in-class results from PLM, manufacturers must:

- Develop a defined vision and strategy for PLM
- Address the implementation of PLM as a series of related projects
- Approach the PLM implementation as a business transformation
- Enable the program with knowledge sharing and collaboration

Oracle's Agile PLM solutions enable businesses to accelerate product innovation and maximize product profitability by managing the information, processes, and decisions about their products throughout the product lifecycle and across the global product network. With a broad suite of enterprise-class PLM applications and time-to-value-focused implementations, Oracle provides the most comprehensive PLM solution in the industry.

Sierra Atlantic's Agile PLM Expertise

Sierra Atlantic is an Agile Certified Solution Partner, and a leading Agile implementation, integration and consulting partner. Our strong global Agile practice at Sierra Atlantic, with over 400 person-years of experience, has executed over 300 successful implementation, upgrade, and integration projects. Sierra Atlantic has also completed several key R&D projects for Agile product development including:

- Agile Anywhere QA and testing
- Agile Integration Server product development
- Agile Product Sourcing (now Product Cost Management)

This experience gives Sierra Atlantic a competitive edge and a phenomenal insight into Agile PLM.

Using our NShore™ delivery model, we provide timely, cost-effective, and high quality solutions, enabling our clients to focus on their strategic business objectives. Our NShore™ model leverages industry best practices to ensure process transparency, reduce costs and project timelines, and provide the best fit for our clients' Agile PLM needs.

Our PLM Customers

Technology (Electronics & Hi-Tech)

Alcatel-Lucent
Aspect
Aviza
BlueCoat Systems
Ciena
Cisco-Linksys
Cymer
EFI
Elcoteq
HID Global
Juniper Networks
Kyocera
Logitech
LSI Logic
Mindspeed
NetApp
NetGear
Solyndra
Symmetricom
Quantum
Verifone

Healthcare (Life Science & Medical Equipments)

AMO
Herbalife
Philips Medical
GE Healthcare
GN
Sonosite
Hologic

Aerospace & Defense

HARRIS
ViaSat
GE Security

Industrial Products

Hill-ROM
Lochinvar
WEIL McLAIN

Consumer Packaged Goods

Fiskars

Sierra Atlantic's Agile PLM Center of Excellence Service Dashboard

<p style="text-align: center;">Consulting and Implementation</p> <ul style="list-style-type: none"> • Business process consulting • Consensus building workshops • PLM business workshops • Solution design • Application configuration • Validation • Training • Post go-live support 	<p style="text-align: center;">PLM Value Enhancers</p> <ul style="list-style-type: none"> • SCMnet™** - Pre-packaged end-to-end business process integration solution between Agile PLM and Oracle EBS, Oracle JDE and SAP <ul style="list-style-type: none"> ◦ Oracle certified ◦ SAP certified • ECOLens** - Cost impact analysis tool used for reducing inventory obsolescence and write-offs • Custom integration between Agile and other applications • Custom development (Agile SDK and process extensions)
<p style="text-align: center;">PLM Consolidation</p> <ul style="list-style-type: none"> • Consolidation and planning due to M&A • Consolidation of data from different sources • Business process mapping • Data mapping • Agile PLM upgrade • Data extraction and migration 	<p style="text-align: center;">Application Management Services</p> <ul style="list-style-type: none"> • Functional support, such as business process assistance, Agile administration and user help-desk • Technical support, such as system monitoring, diagnostics, and troubleshooting • Upgrade activities, including major and minor releases of Agile PLM, service packs and hot fixes • Remote DBA support • Application hosting • Network / infrastructure support

** SCMnet and ECOLens are Sierra Atlantic's proprietary products that help customers derive greater value from their investment in Agile PLM. Our Agile PLM Enter of Excellence (CoE) also provides dedicated product support to SCMnet and ECOLens global customers on a shared-services basis using our global delivery model (onsite and offshore).



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About Sierra Atlantic

Sierra Atlantic is the leader in offshoring enterprise applications and outsourced product development. With expertise derived from deep R&D relationships with enterprise software leaders such as Oracle and Microsoft, we provide full lifecycle product development and IT services including implementation, integration, development, testing and support. Sierra Atlantic is amongst the largest IT services companies, offering services in the "New Oracle Economy", Outsourced Product Development and Microsoft competencies, with global delivery from both India and China. Over 200 active customers currently address their business needs leveraging our Nshore™ methodology and best-in-class Global delivery capabilities. A recognized leader in quality, Sierra Atlantic has been the recipient of many distinguished awards including Oracle Partner of the Year (3 years consecutively), Microsoft Gold Certified and NXT Delivery Partner, IDC DQ Top 20, and Great Places to Work. Sierra Atlantic is headquartered in Fremont, California and maintains operations in 16 countries across North America, Europe and Asia Pacific. For more information, please visit www.SierraAtlantic.com.