Oleg Shilovitsky
CEO, co-founder

20+ years of working for large software vendors and startups in CAD, PDM, and PLM

Experience with enterprise industrial companies (e.g. Volvo, Boeing, Nokia) as well as with many SMEs

Started a professional blog - Beyond PLM, which became the leading PLM blog online, published ~4000 articles for the last 14 years

VOLVO   **BOEING**   **NOKIA**   **3DS DASSAULT SYSTEMES**   **AUTODESK**

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Manufacturing is transforming...

Manufacture Better, Faster, Cheaper

Post COVID Digital Transformation

Ongoing supply chain disruption

Sustainability in manufacturing

Regulation complexity and risks

Manufacturing on Demand (MOD)

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Examples of big & disruptive events

There are many smaller events impacting engineering and manufacturing operation daily...

Xirallic Car Colors

Chip Shortage
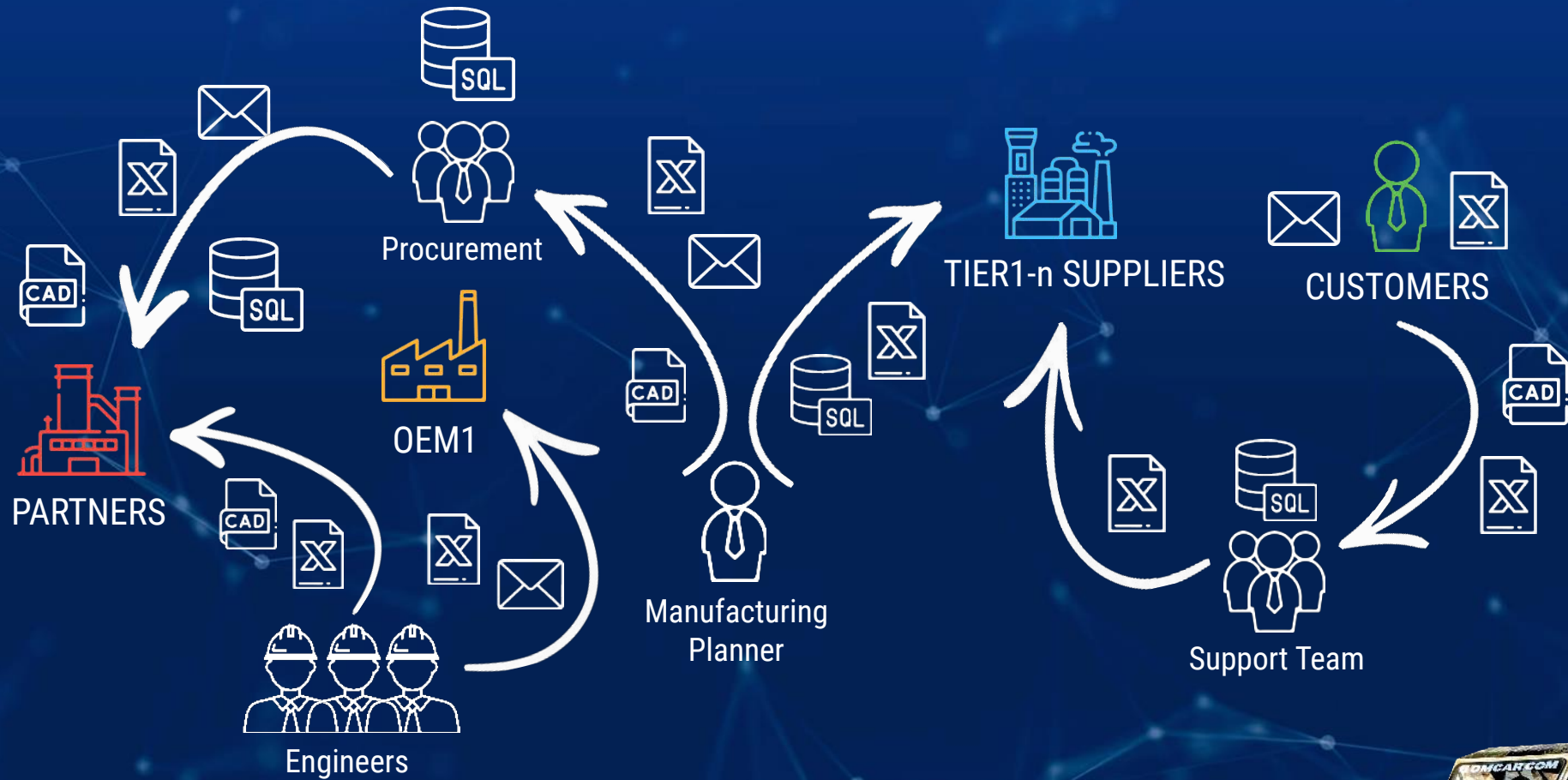
Ever Given

Fukushima

COVID 19

Accident

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Top 5 Urgent Manufacturing Problems

✔ Information accuracy

✔ Improve decision process

✔ Accelerate processes (NPD, CM)

✔ Risk Mitigations (supply chain, compliance)

✔ Support new manufacturing models (XaaS)

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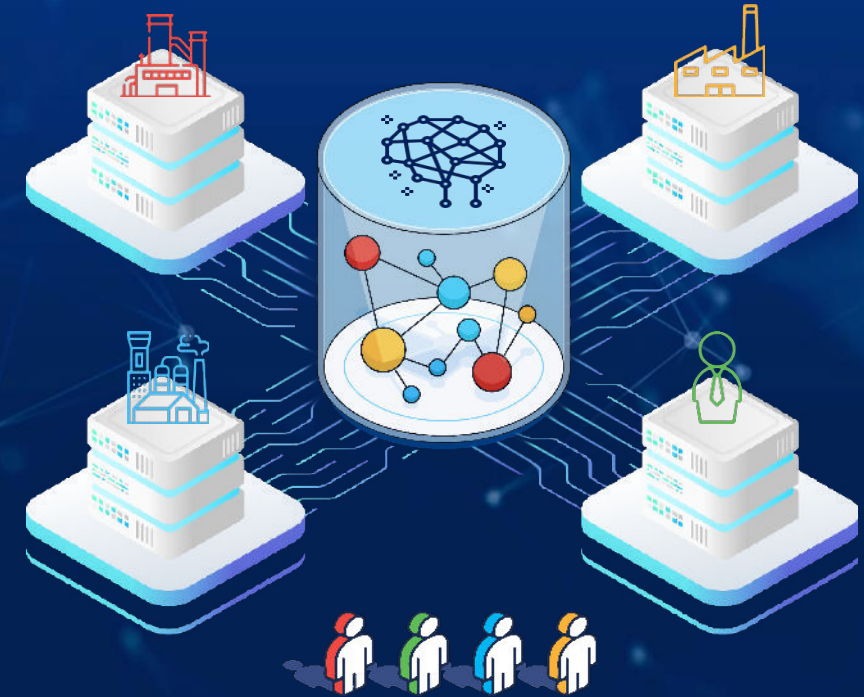# Problem: Product Data Management Complexity

From data chaos to agnostic product graph model, collaboration & decision support

Excels, Legacy Databases, PLM, MES, ERP, CRM

Multi-Tenant Product Graph-Based Digital Thread

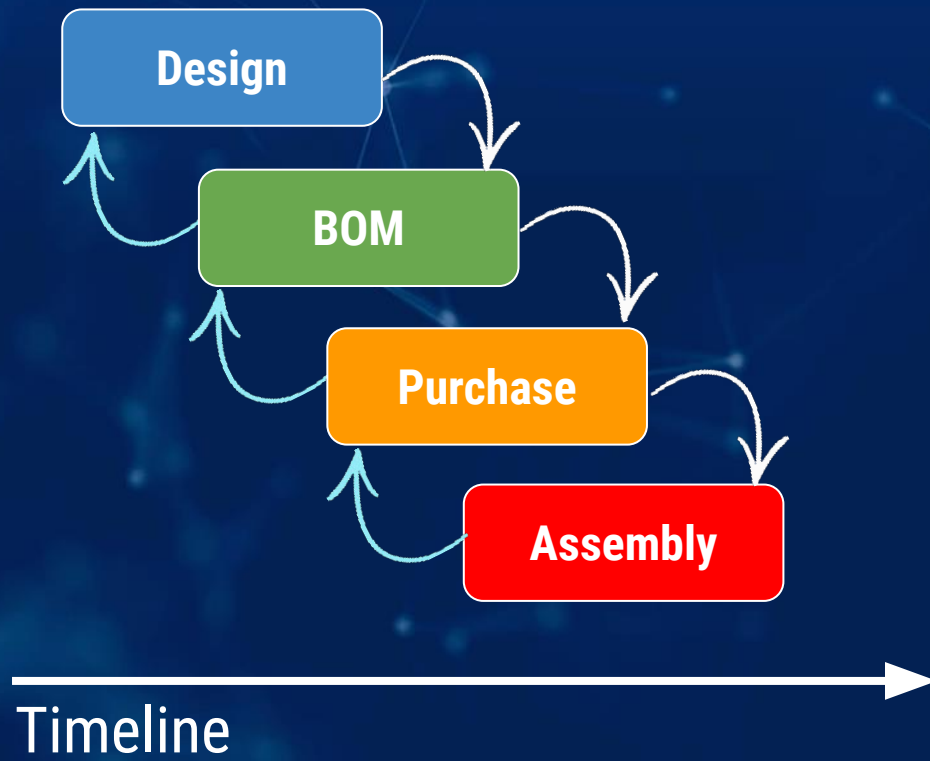◉ Excel ◉ Legacy DBs ◉ PLM/MES/ERP/CRM ◉ Online Public Data

◉ NPD ◉ BOM Copilot ◉ Change Impact ◉ Costing ◉ Sustainability

OpenBOM™ Values:

1. Remove the pain of inefficient data management and integrations
2. Unmatched collaboration for manufacturing companies & supply chain
3. Decision support using graph data science and AI

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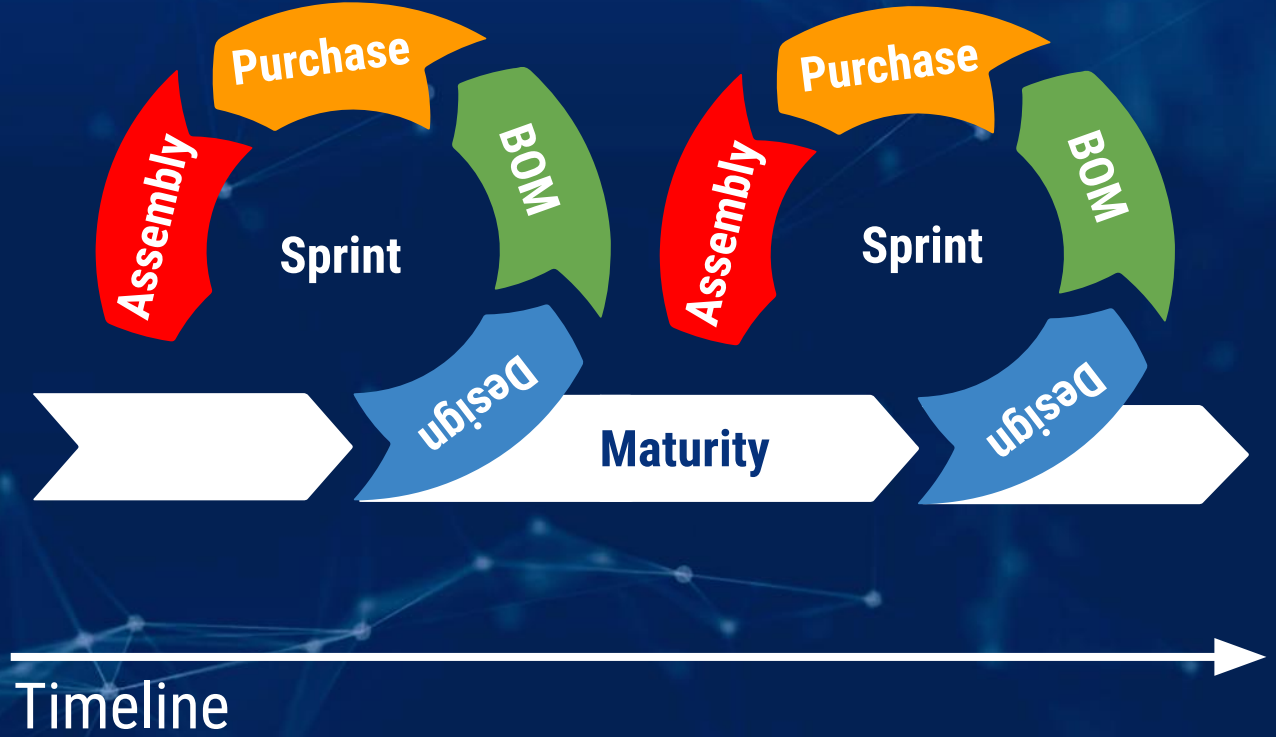# NPD: Build Products Faster With Accurate Data

Waterfall Process

- Design
- BOM
- Purchase
- Assembly

Timeline →

VS.

Agile Process

Assembly · Purchase · BOM · Sprint · Design

Assembly · Purchase · BOM · Sprint · Design

Maturity

Timeline →

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OpenBOM Solutions Strategy For SMB and Enterprise

New Product Development

- OpenBOM for SMB/SME (PLM+ERP)
- NPD for Enterprise
- BOM NPD & collaboration (enterprise)
- Purchasing intelligence (insight)
- …

Decision Support & Analytics

- Enterprise cost estimation (PLM/ERP)
- Change Impact Analysis
- Suppliers risk assessment
- Change management intelligence (insight)
- …

Artificial intelligence

- Graph Navigation
- BOM Copilot (ChatGPT for BOM)
- …

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Customer Story - Tomcar

Attributes

Documents

Images

Projects

Products

Revisions

Specs

Requirements

Cost

Suppliers

Lead time

Compliance

Sustainability

…

Part selection

Change Management

Cost analysis

Sourcing process

Regulation support

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Customer Story - Tomcar

PROBLEM:

Tomcar was looking for improved data management and communication for internal team and partners

"...before OpenBOM, we did not have a final BOM that was accurate or easy to share. We needed a full product BOM. We have detailed formal agreements with partners, we could tell them what to build [in terms of the product], but couldn't tell me what to buy, there was too much Tribal Knowledge!"

SOLUTION:

"I absolutely love that OpenBOM lets me share accurate, complete BOMs with vendors, partners, customers, my colleagues in Israel, and so many more.", says Jonathan. "It is great for my team and great for the company."

Jonathan Drori, Lead Engineer

Read OpenBOM Tomcar Story

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Use Case #1: Design to Purchase Process (NPD) for SMB/SME

- Replace Excel
- Integrate with CAD
- PDM/PLM
- BOM Management
- Inventory+Procurement
- OpenBOM=PDM+PLM+ERP

"it is right-sized for my company. Filling a niche that MRP systems are not. Other programs are too limited or to cost too much. OpenBOM offers a lot of benefits to a company in a certain range and at a great value."

John E, President, Gates Underwater
Read the story

"Just as Onshape is a single source of truth for the CAD design, OpenBOM does the same for manufacturing production planning, purchasing, and inventory control. It is a perfect relationship."

David Rubli, Senior Mechanical Engineer, Xtend Robotics
Read the story

Use Case #2: OpenBOM for Enterprise (New Product Development)

- Replace Excel
- Agile NPI/NPD
- Team Collaboration
- Data Integration
- Inventory Control
- RFQ/Purchasing

What do you like best about OpenBOM?
The fact that OpenBOM interfaces with Solidworks so seamlessly is a huge benefit! Its as simple as installing the plug in for Solidworks. From there you can create or update a BOM in the OpenBOM platform using a Solidworks assembly with just one click of a button.

What problems is OpenBOM solving and how is that benefiting you?
It allows for us to NOT have to use a messy Excel table that is bounced around a large group of people (Engineers, Supply Chain, Management, etc.) . OpenBOM functions as a single source of truth and allows multiple collaborators to work together seamlessly.

Nicolas Zamora, Mechanical Engineering Manager
Beckman Coulter Diagnostics

https://www.g2.com/products/openbom/reviews/openbom-review-8090696

BECKMAN COULTER

P&G

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Why Now?
Cloud-native PLM and Digital Thread Trends

Hype Cycle for Manufacturing Digital Optimization and Modernization, 2021 — Gartner

Digital Thread — HYPE CYCLE / PRIORITY MATRIX
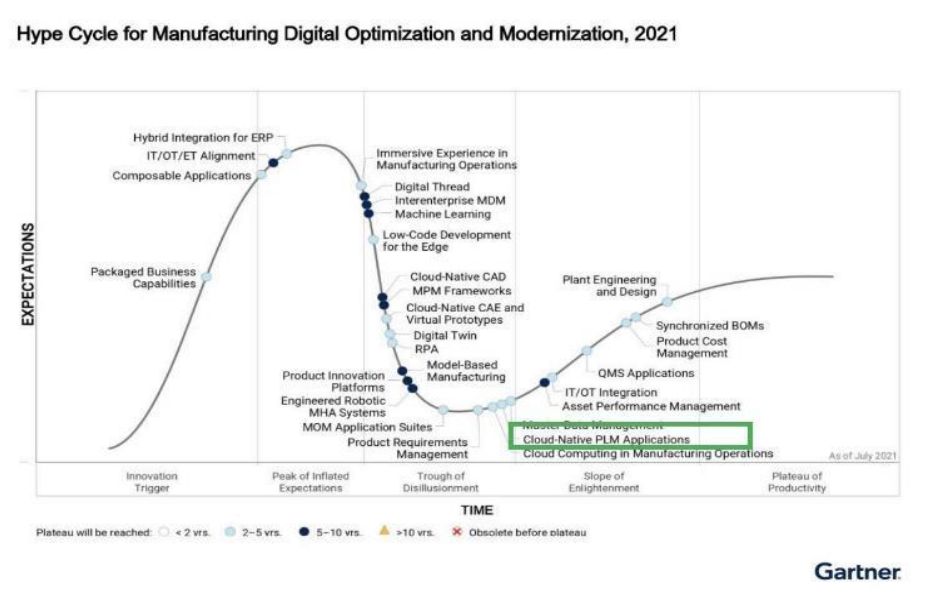
Gartner

5-20% in 2-5 years

According to Gartner, in 2-5 years – 5-20% of market will be using cloud-native PLM platforms

CIMdata

66%

According to CIMdata, 66% of industrial companies are considering a move to cloud-based PLM solutions

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How Big It Can Get?

PLM market, underserved segments and potential market share for OpenBOM

2022 PLM Market Results

2023 PLM Market & Industry Forum—30 March 2023

CIMdata

PLM Market Investment

Spend increased during 2022

Revenues presented are CIMdata estimates

PLM up 8.6% – $65.8 billion
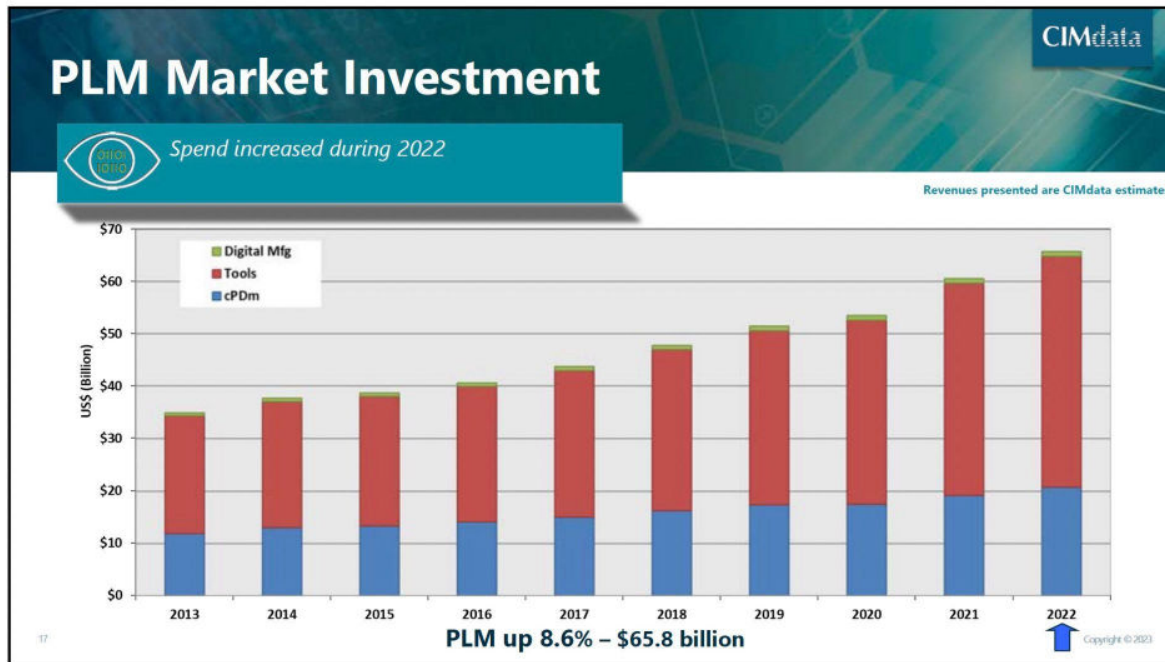
$20B cPDM Business

$4B opportunity

- 20% of market is moving to cloud-native
- Medium Size enterprises are transforming
- Regulated market, supply chain
- Digital transformation, search for intelligence
- Mainstream market 300k (SW market), 10% is 30k companies x (USD 10,000) - $300M only in Solidworks business

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OpenBOM Customers

✔ SMB/SME manufacturing companies and startups you have not heard of but growing and moving upstream

✔ Contract manufacturers working with SME manufacturing companies

✔ Large enterprise (NPD, product development unit- e.g. ABB Marines, Beckman Coulter, Chubb, US FAA, etc.)

✔ Moving upstream to regulated industries and defense industry (defense contractors)

Construction

Life science / Medical

Aerospace

Automotive & Transportation

Industrial Products & High Tech

ABB

Solutions for ports and cargo terminals

ABB Port & Terminals

Introducing
Xerox® ElemX™

I think 3D printing in the manufacturing world

Xerox "Faraday"
3D Printing project

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OpenBOM Adoption: A growing number of SMB/SME and Enterprise Customers

1900%
Growth
for the last 3 years

47K+
Total
registrations

800-1000
New registrations per
month

- Easy Adoption and Scale
- Online Onboarding, Training and Support
- Doesn't require expensive implementation

Chubb POWERED BY APi GROUP   EMERSON   BECKMAN COULTER   Hirschvogel Automotive Group   P&G   xerox   Federal Aviation Administration   ABB

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openb○○m Achievements

G2 Badges — Spring 2023

- High Performer — SPRING 2023
- Momentum Leader — SPRING 2023
- Fastest Implementation — SPRING 2023
- Easiest Setup — SPRING 2023
- Best Relationship — SPRING 2023
- Best Est. ROI — SPRING 2023

320+ G2 reviews, #1 in G2 PLM Grid
80+ customer stories online SMB/SMEs, Enterprise

80+ Public user stories online

320+ Public reviews on G2 including video customer reviews

xerox

" 5 hours per week on BOM maintenance - now 10 minutes. OpenBOM gives us what we need without the significant overhead of the big PLM system"

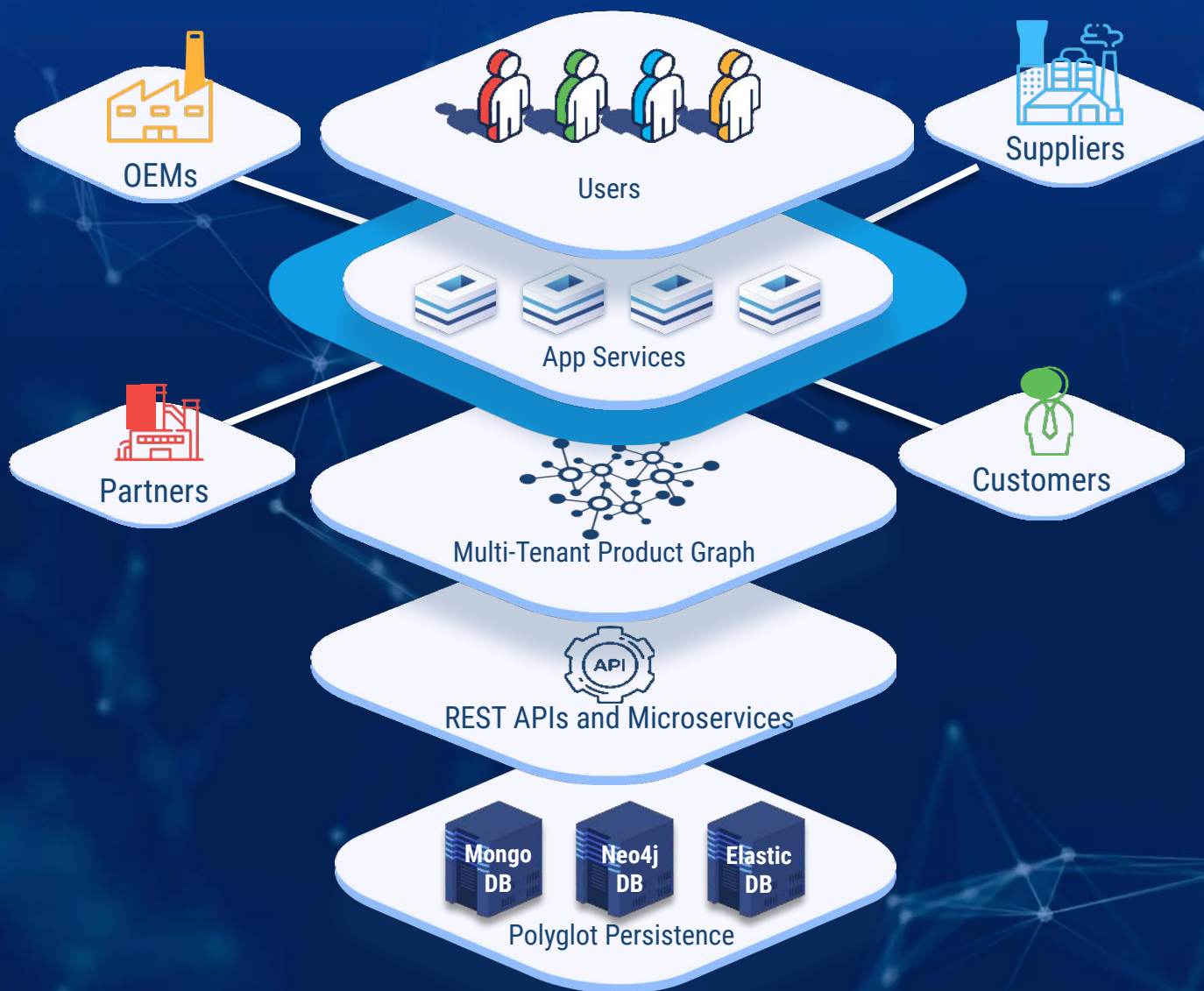*Lead Engineer, Xerox Corp. (Read the story)* "

CORVUS ROBOTICS

" "From the multi-level product BOM, we create an Order in OpenBOM for our next batch of units. The Quantity Gap (the on-hand inventory) is calculated and the buyers know immediately what we need to buy to complete that order. OpenBOM vendor sources have been pre-defined for each item to smooth the way when supplier shortages are encountered."

Jackie Wu, CEO (Read the story) "

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OpenBOM Platform Architecture & Technology Highlights

OEMs

Users

Suppliers

App Services

Partners

Multi-Tenant Product Graph

Customers

REST APIs and Microservices

Mongo DB **Neo4j DB** **Elastic DB**
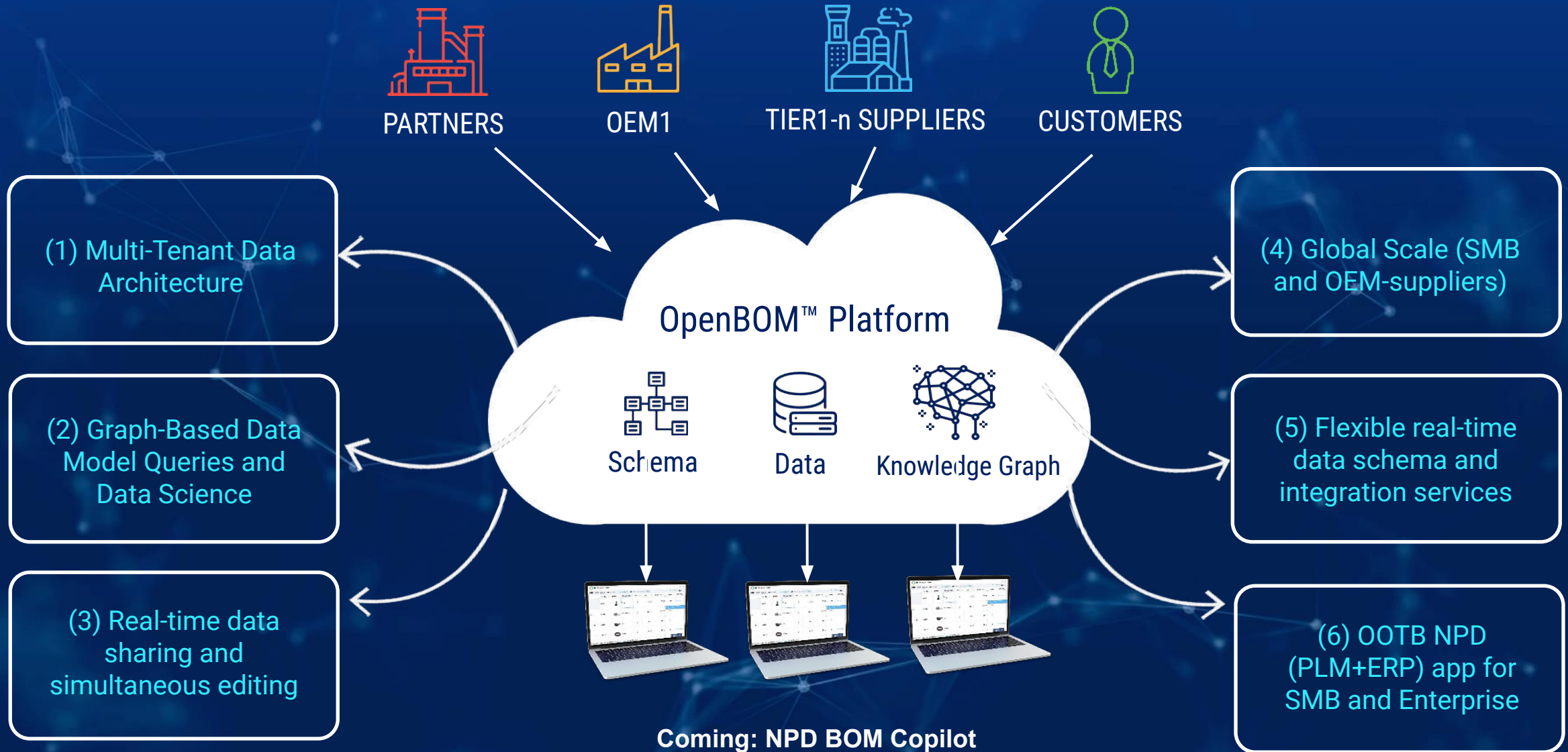
Polyglot Persistence

Gartner

By 2025, graph technologies will be used in 80% of data and analytics innovations, up from 10% in 2021, facilitating rapid decision making across the organization
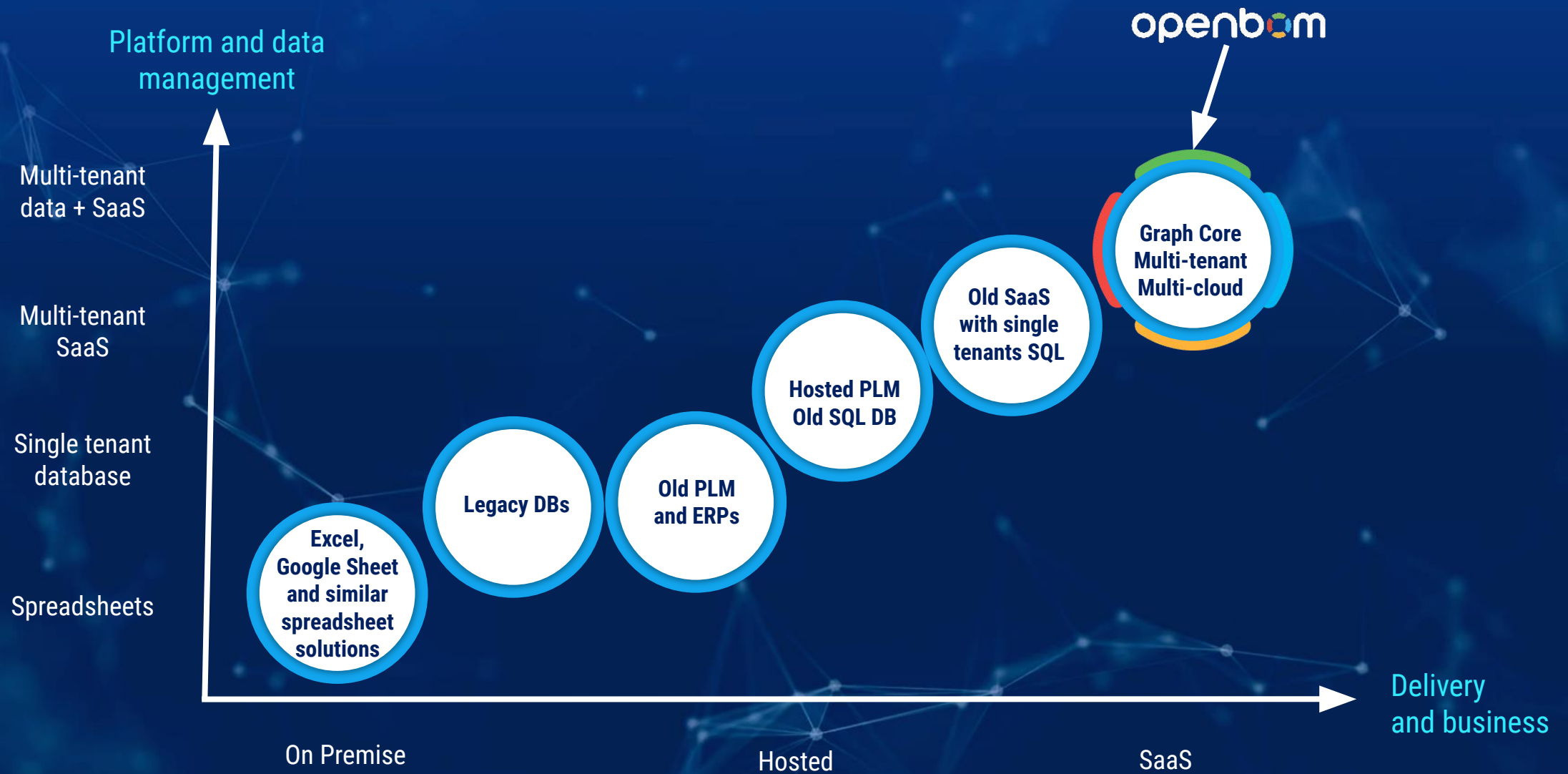
80%
By 2025

- SaaS, public, private (AWS)
- Multi-tenant flexible data model
- Real-time collaboration (2 US Patents)
- Simultaneous Collaborative Editing
- Role-based instant data sharing
- Graph & Data Science support
- Generative AI / LLM support in research

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Key Differentiators Of OpenBOM Digital Thread Platform

PARTNERS

OEM1

TIER1-n SUPPLIERS

CUSTOMERS

OpenBOM™ Platform

Schema

Data

Knowledge Graph

(1) Multi-Tenant Data Architecture

(2) Graph-Based Data Model Queries and Data Science

(3) Real-time data sharing and simultaneous editing

(4) Global Scale (SMB and OEM-suppliers)

(5) Flexible real-time data schema and integration services

(6) OOTB NPD (PLM+ERP) app for SMB and Enterprise

Coming: NPD BOM Copilot

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Competition Trends

Platform and data management

Multi-tenant data + SaaS

Multi-tenant SaaS

Single tenant database

Spreadsheets

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Graph Core Multi-tenant Multi-cloud

Old SaaS with single tenants SQL

Hosted PLM Old SQL DB

Old PLM and ERPs

Legacy DBs

Excel, Google Sheet and similar spreadsheet solutions

Delivery and business

On Premise

Hosted

SaaS

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Leadership Team

A unique and diverse group of people with deep and unique product development experience.
Before **OpenBOM**, we developed solutions for Boeing, Airbus, Nokia, Bosch, Gulfstream as well
as worked for many medium-sized and small industrial companies.
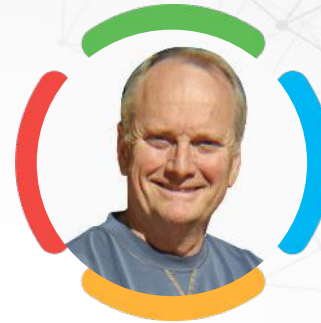
Oleg Shilovitsky
CEO, co-founder

PDM/PLM experience
Dassault Systems
Autodesk
BeyondPLM Blog
(from 2008)
Industry connections

Chris Chaulk
Chief Architect

Tech and Architecture
Data Management
Semantic tech
EMC
Nokia
Everbridge

Steve Hess
VP Product

Mechanical Engineer / Robotics
Customer #1 experience
Teradyne
Solidworks
Onshape

Jared Haw
VP Revenue

Manufacturing experience
Contract Manufacturing (China)
Digital business experience
Global Manufacturing
OpenBOM customer

More Than 100 Years Of Combined Experience ☺

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Thank you!