



## Reinvent PLM

Create a modern data network and process layer on top of existing tools

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Oleg Shilovitsky CEO, co-founder



Aerospace



Machinery and  
Complex Equipment



Furniture and CPG



Medical  
Equipment, High-tech &  
Electronic



Automotive

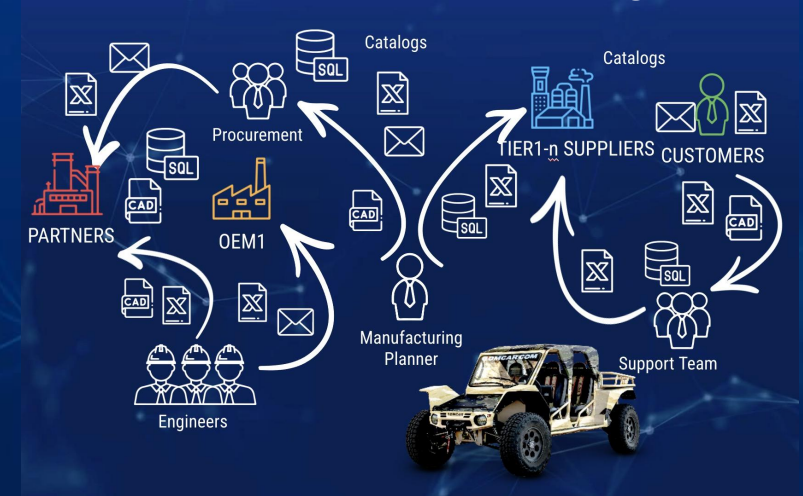


Food and Beverages

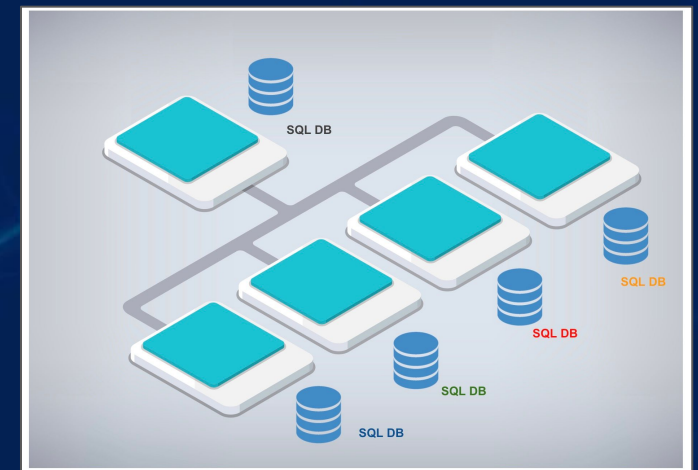
# What is wrong with existing PDM & PLM Tools?

1. 25+ years old tenant architecture and RDBMS
2. Cannot scale beyond a single company
3. Mainly focused on CAD file management
4. SQL Tables and local IDs foundation
5. Application logic is tightly connected
6. No easy way to recombine the data
7. Find relationships between systems is hard
8. No analytics, no intelligence

## Modern Manufacturing

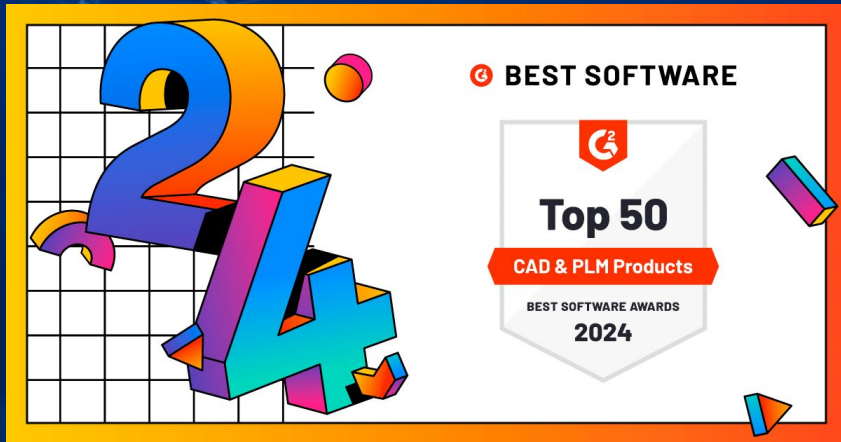


## Old PDM/PLM tools



# Why OpenBOM?

The Ultimate Combination of PDM, PLM, and ERP Functions Tailored for Modern Manufacturing



## OpenBOM:

- Trusted by over 400 customers and over 50,000 registrations
- Winner of G2's 2023 & 2024 Best Software Award in CAD & PLM
- 600+ reviews in G2's PLM category
- Discover customer [stories](#) and [reviews](#)

## Oleg Shilovitsky, CEO and Co-Founder:

- 25+ years with PDM/PLM development
- Worked for Dassault Systèmes and Autodesk
- Visionary in PLM and data management for manufacturing
- Author of Beyond PLM, a leading industry blog
- Over 4,000 articles about engineering and manufacturing



Beyond PLM (since 2009) - 4,500 articles



# OpenBOM Solutions Strategy



## Ultimate combination of PDM+PLM+ERP for Midmarket

“Design to Quote” integrated data management solution providing features from PDM, PLM and ERP tailored for SMB/SME



## Analytics + Collaboration

Enterprise collaborative tools (BOM chat)  
Enterprise BOM costing  
Contactor collaboration for ODM/CM

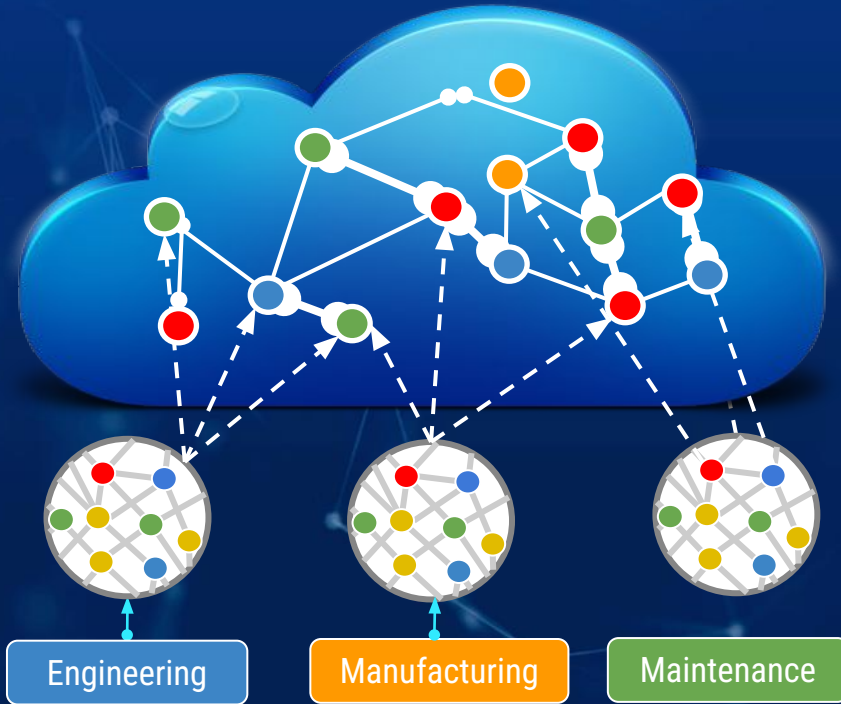


## AI and Enterprise Transformers

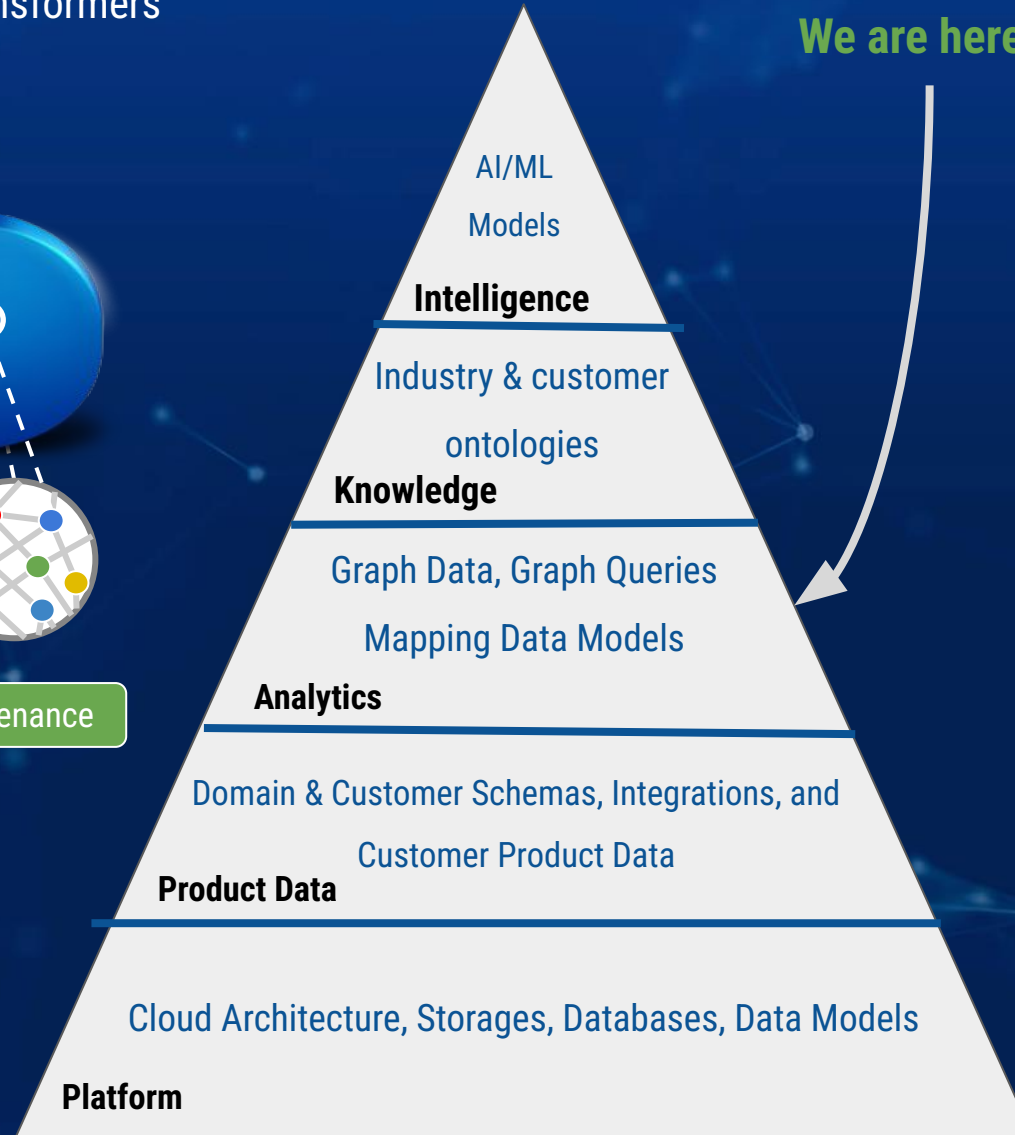
Digital Thread Solutions  
AI enterprise transformers for BPA  
BOM copilot

# OpenBOM Vision: Build A Process Layer and AI on top of existing tools

Knowledge Graph + Enterprise Data Transformers



Strategy: Build a new PLM → a process layer on top of existing tools using new gen data modeling and AI technology



We are here...

Co-pilot prototyping.  
Graph DB, LLM,  
RAGs

Research for industry  
ontologies and knowledge  
graph building

Graph queries to product data and  
application layers, integration, and  
graph navigation. Product model  
mergers and similarities.

Flexible data model, real-time  
collaborative services, integration  
services, integrations with major CAD,  
PDM, PLM, ERP and other sources

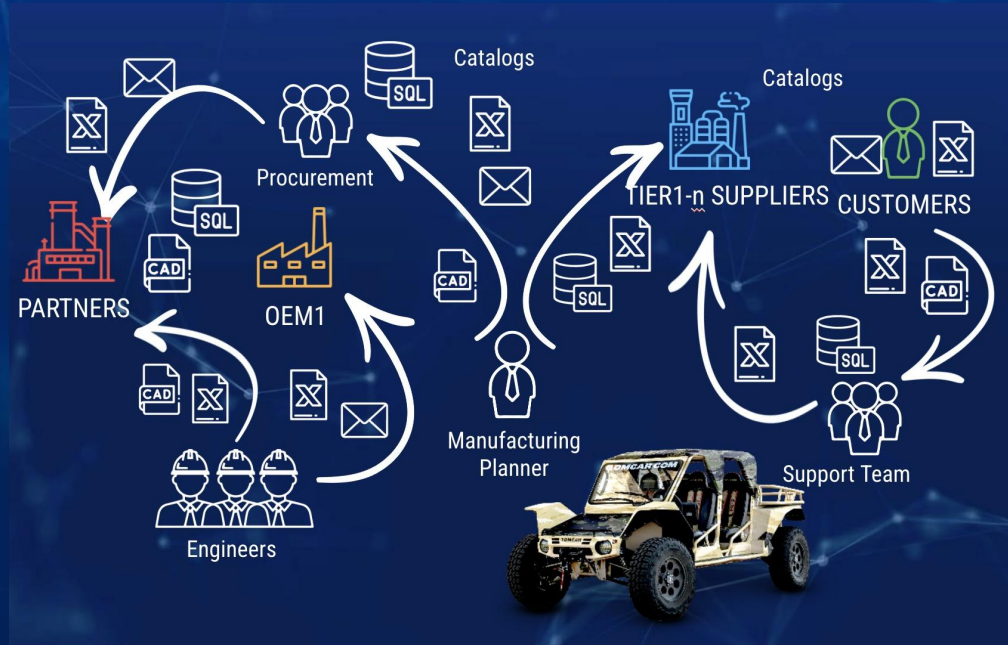
Multi-tenant platform, 60k regs, ~2k  
customers, global availability,  
microservices, polyglot persistence  
(Neo4j, MongoDB, Elastic, etc)

# OpenBOM Strategy:

## **Collaborative Workspace Connecting Engineering Data to Business Processes**

Exclusively for Manufacturing Leaders

# Engineering and Manufacturing Data Management Challenges



1. Product complexity growth
2. Cost and competition pressure
3. Supply Chain turbulence
4. Traceability and maintenance
5. Regulation and compliance

While 68% of industrial companies CEOs are increasing digital investments, only 25% of manufacturers trust their data's organization and reliability.

Sources: [Manufacturing 2030 NAM report](#), [An EY research about trends in discrete manufacturing](#), [CIMdata 2023 market research](#)



# OpenBOM Transforms Chaos Of Disconnected Documents Into Organized Product Data



- Excel/STEP/PDF
- Legacy DBs
- CAD/PDM/ERP
- Emails

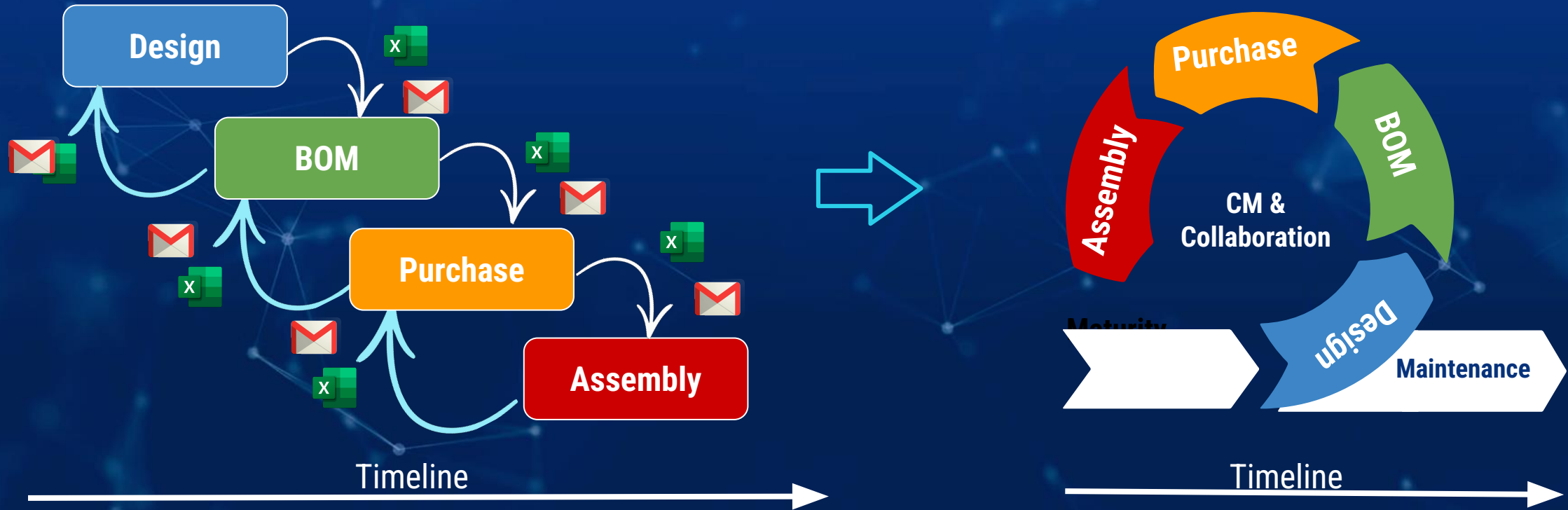
Disconnected Process using emails and documents, the information is hidden in the documents

- Online Data
- Connected Systems
- Digital Thread
- Process

Connected Process using application manipulating granular data semantically connected together



# OpenBOM Transforms Emails and Spreadsheets into a Connected, Data-Driven Process



- Excel/STEP/PDF
- Legacy DBs
- CAD/PDM/ERP
- Emails

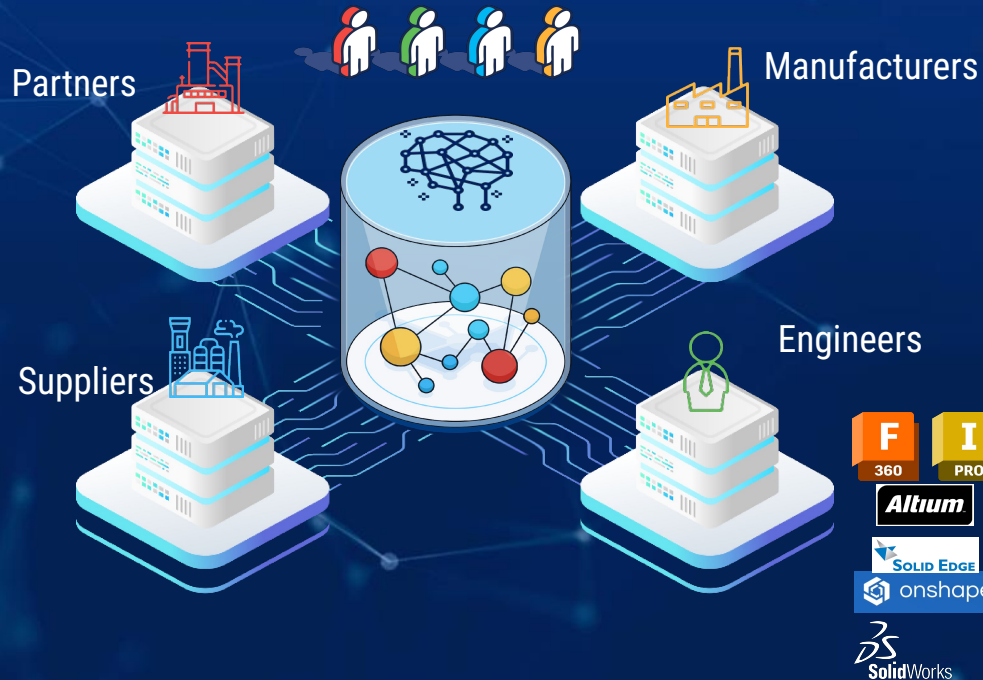
Slow and Disconnected Process using emails and documents, the information is hidden

- Online Data
- Connected Systems
- Digital Thread
- Process

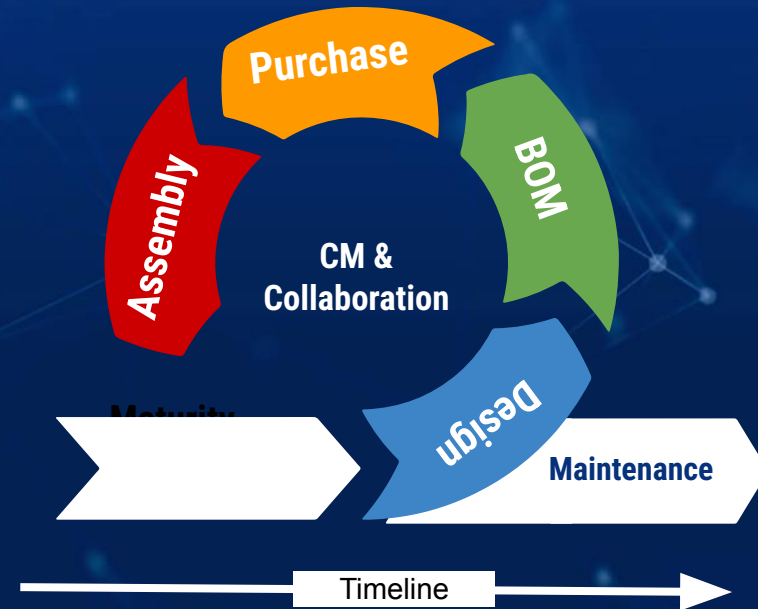
Agile and Connected Process using application manipulating granular data semantically connected

# Solution: Collaborative Workspace For Engineering & Manufacturing Teams

Organized Product **Data**



Connected Agile Data Driven **Process**



## Accelerate Development and Reduce Risks via Design, Quoting, and Production Integration

### Increase Product & Services Sales:

- Accelerate time-to-market
- Strengthen customer connections
- Simplify maintenance
- Align designs with requirements

### Reduce Operational and Material Cost

- Gain early supply chain insights
- Eliminate errors and mistakes
- Improve cost tracking
- Reduce rework and improve collaboration

### Mitigate Product and Operational Risks

- Ensure early BOM visibility
- Identify supply issues early
- Maintain regulatory compliance
- Strengthen cost control

# 3 Points Strategy To Integrate Design, Quoting, and Production

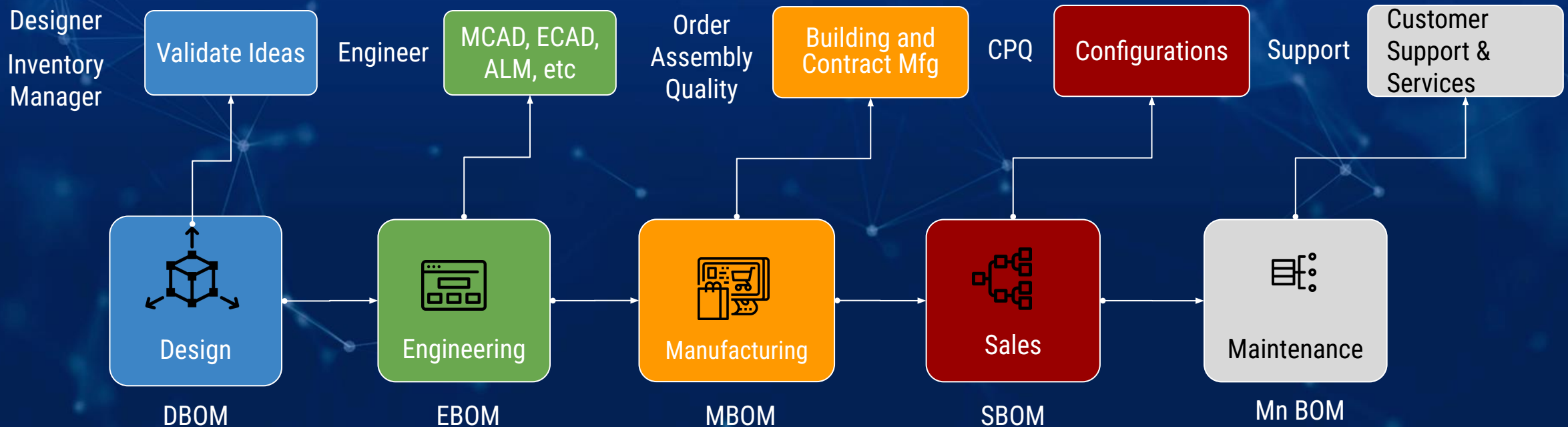
1. Digital BOM and Connected Product Lifecycle (PDM/PLM)
2. Seamless Design Integration with Multi-CAD Support (CAD Add-ins)
3. Integrated Production Management (RFQ/PO, Inventory, ERP)

OpenBOM is a cloud-based platform (SaaS) specifically designed for engineering teams and manufacturing companies. It provides an integrated suite of PDM, PLM, and ERP functionalities, seamlessly tailored to meet the needs of growing manufacturing teams and medium size enterprises



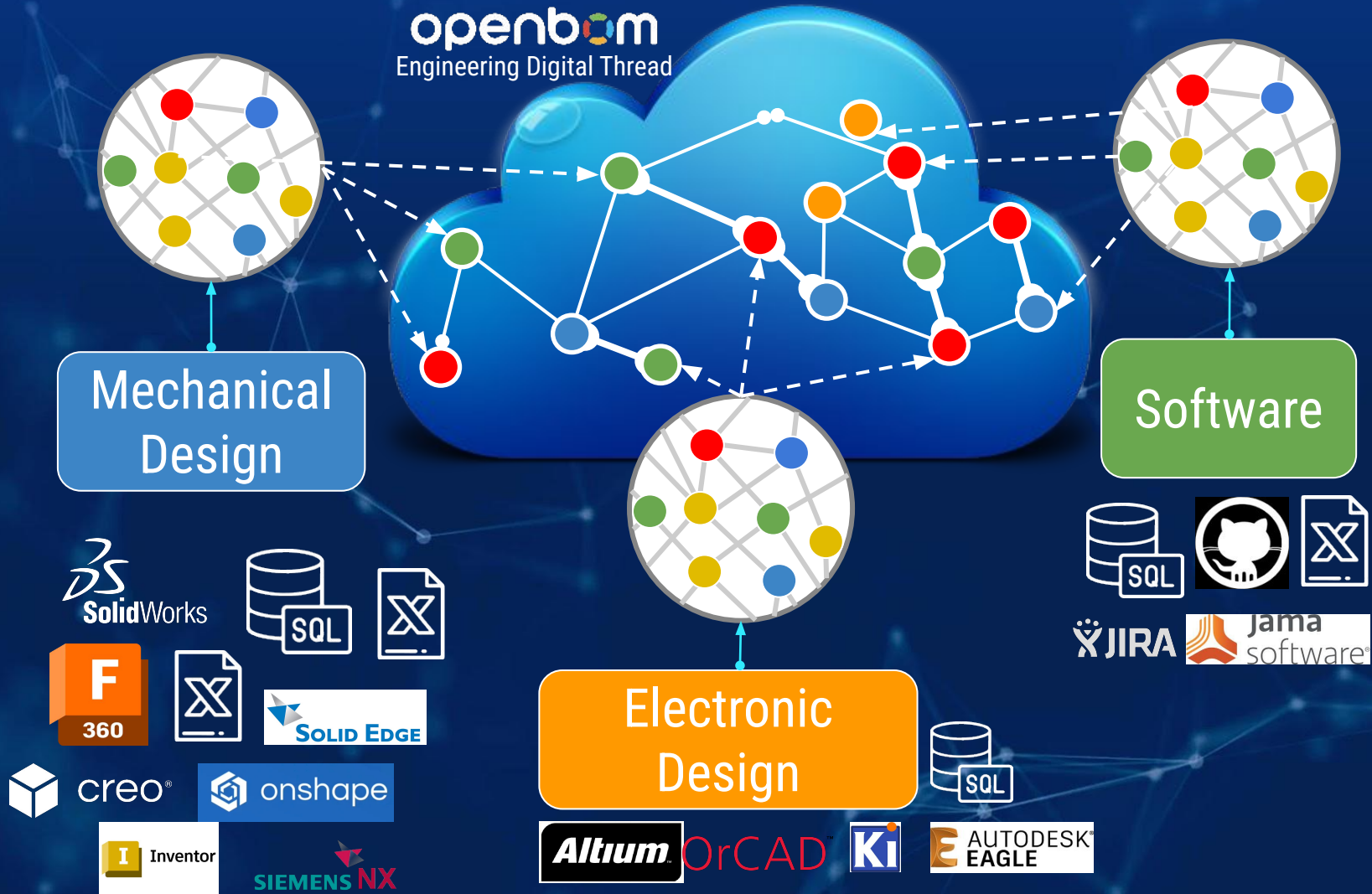
# Digital BOM and Connected Product Lifecycle (PDM/PLM)

- Flexible Data Model
- Revision Control
- ECO/ECN
- Graph Navigation
- xBOM
- Cost rollup
- CAD/PDM/ERP
- Role-based instant data sharing



OpenBOM creates a digital twin of your product lifecycle, organizing information and streamlining processes across teams, contractors, and suppliers

# Seamless Design Integrations with Multi-CAD support (CAD Add-ins)



CAD File Management, Cloud Storage and Versions

Multi-CAD Integration: Expertise in file and data capture from multiple engineering data sources

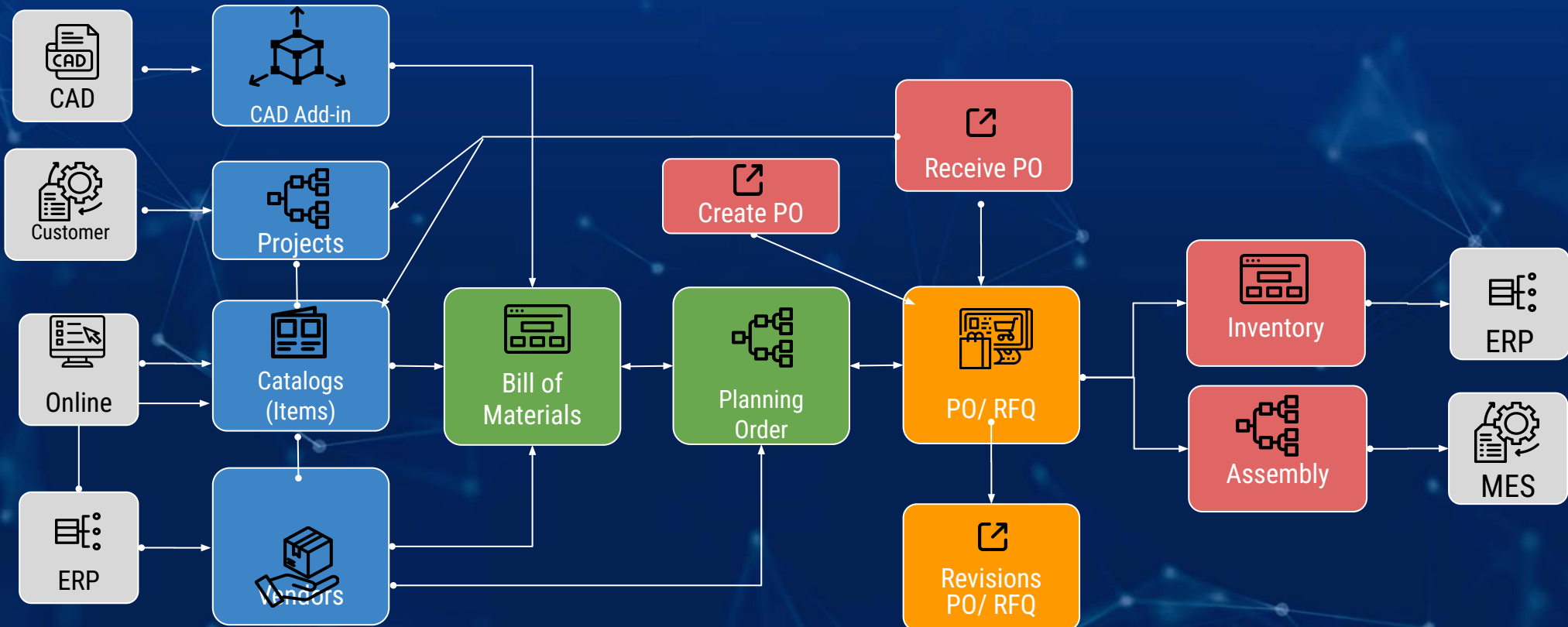
Automatic Derivative Files (STEP, PDF, STP, etc)

Dedicated Add-ins for CAD systems and specialized API Toolkit

Unified BOM Creation Across Systems MCAD, AECO, ECAD, Software

# Integrated Production Management (RFQ/PO, Inventory, ERP)

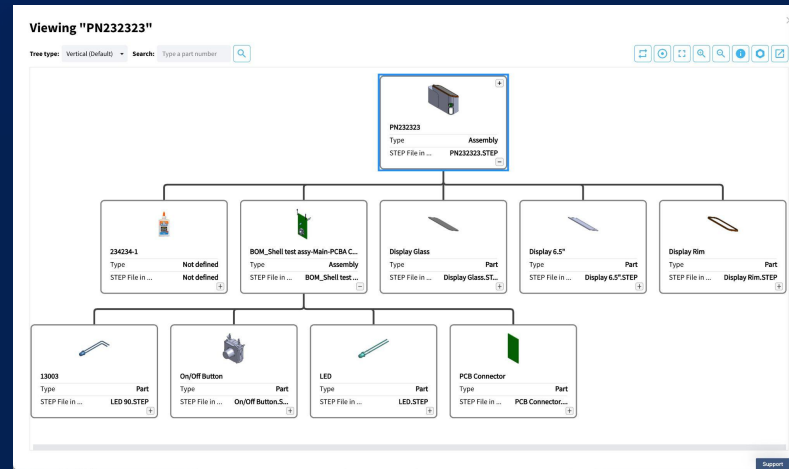
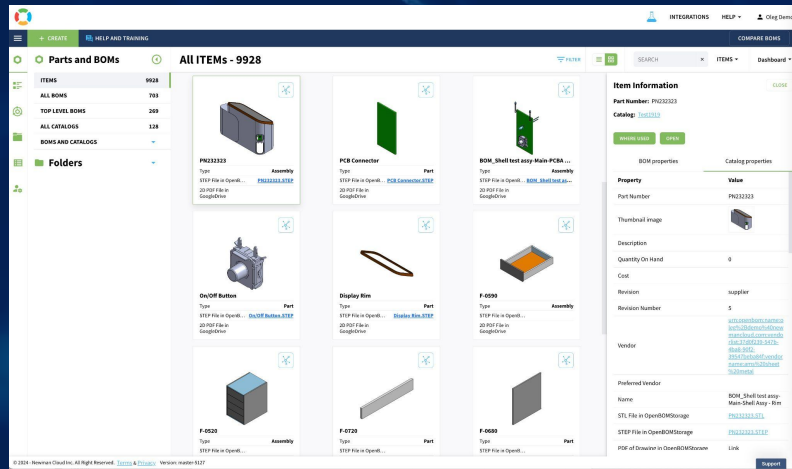
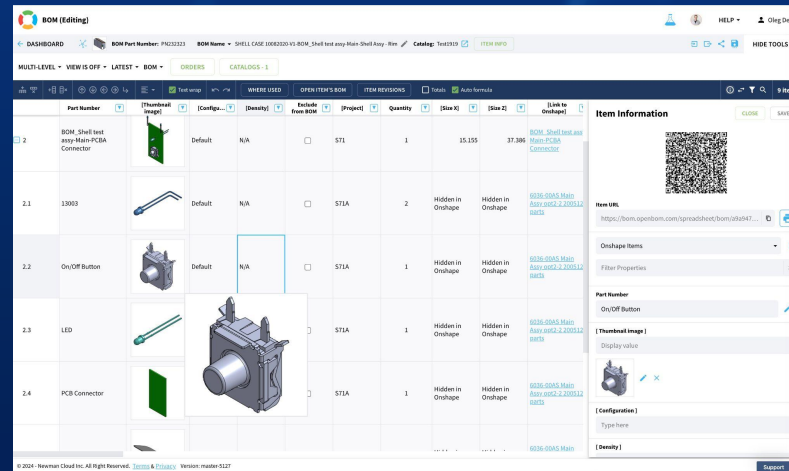
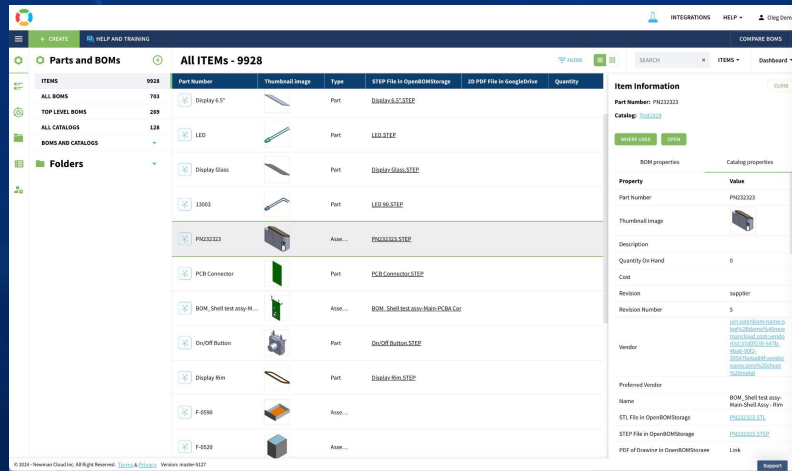
- Inventory Management
- Flexible Data
- RFQ/PO lifecycle
- Vendor Management
- Gap Calculation
- AVL/SL
- EBOM/MBOM



OpenBOM simplifies inventory management and streamlines the design-to-quote process by integrating data across engineering and manufacturing. It fosters collaboration by connecting engineering and procurement teams



# Simple and Easy User Experience Combined with Powerful Functions



- Flexible data
- Data driven user interface
- Real-time collaboration
- Instant data sharing
- Multi-view xBOM support
- BOM comparison
- Custom objects
- Real-time collaboration
- Graph Navigation
- CAD file management
- Revision control
- Change management
- Cost rollup
- Formula support

# Tomcar – BOM for All Contractor and Suppliers



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

Jonathan Drori - Lead Engineer, Tomcar

## Problem

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!

## Result

Tomcar uses OpenBOM To Deliver Full Product Definition Shared Globally With All Company Users and Manufacturing Partners



Read the [full story](#)



# Gates Underwater Products



***“The OpenBOM product is a good fit for us as a company. I did not anticipate the overall benefit of the Solidworks integration. It was a big WOW! moment. OpenBOM is a perfectly suited, good value product. It’s an excellent match to our needs. OpenBOM forces adherence to a process!”***



John Ellerbrock, President Gates Underwater Products

## Problem

Gates’ team looked how to connect Design Engineers, Manufacturing and Supply Chain Teams Together? It includes: Capture and maintain BOMs, (2) Provide a single repository for cost and inventory, (3) Perform product pricing calculations and forecasting, (3) Document and manage costs of good sold (4) Share and allow simultaneous use..... Not emailing!!

## Result

Gates has engineers on CAD, folks in manufacturing and assembly, and recently incorporated OpenBOM in our supply team. OpenBOM fits the size of Gates business as its scale, Since then the scope of what Gates put in OpenBOM has grown, it allows to control more information, specifications, and requirements.





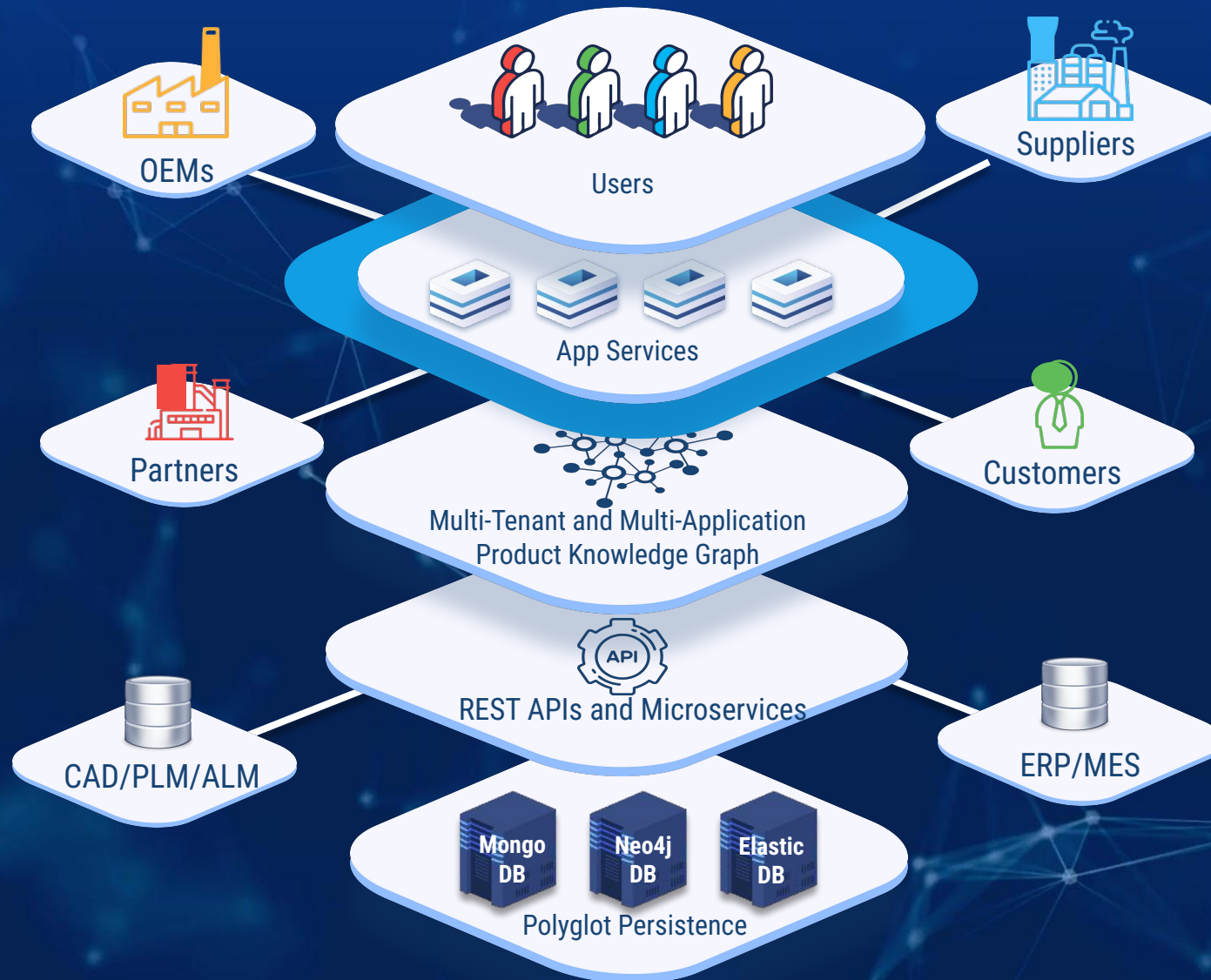
# OpenBOM Platform Offering

OpenBOM reimagines traditional PDM, PLM, and ERP services by offering a Collaborative Workspace solution that addresses five key challenges faced by every engineering and manufacturing team:

- ✓ Streamlining CAD data management and BOM creation
- ✓ Simplifying complex Bill of Materials (BOM) management and release process
- ✓ Improving Order Management (RFQ, PO, Inventory)
- ✓ Ensuring accurate data transfer to ERP
- ✓ Enabling seamless collaboration with contract manufacturers

[Schedule a demo meeting](#)

# OpenBOM Technology Foundation



- Containers and web services
- Microservices Architecture
- Connected & federated (not monolithic)
- Multi-tenant data model (multi company)
- Polyglot persistence + graph based
- Flexible data model and global scale
- SaaS cloud services (applications)
- Data linkage/merge using REST & graphs
- Openness vision
- Easy to Configure and Customize
- Easy to Upgrade
- Patented real-time collaboration
- Simultaneous collaborative data editing
- Role-based instant data sharing
- Graph data science support
- AI/LLM support in research
- DBaaS for MongoDB/Neo4j/Elastic
- AWS ECS (pub, private) + DevOps

The logo for OpenBOM, featuring the word "openbom" in a white, lowercase, sans-serif font. The letter "o" in "bom" is replaced by a circular icon composed of four colored segments: green at the top, blue on the right, yellow at the bottom, and red on the left. A thin white horizontal line is positioned below the "open" portion of the logo.

openbom

Thank you!