

Welcome to the PTC Channel Webcast! The presentation will begin at 11am EST

Q2 FY15 Channel Monday Webcast Calendar



Date	Topic	Host	Presenter(s)	
January 5	What is the Design Exploration Extension & Who Benefits from this Technology?	Jeremy Madow	Stuart Heavyside / Moshe Baum	
January 12	Driving New Business selling PTC Creo & Windchill	Jeremy Madow	(M. Sheridan, R. Pomarico, & S. Marks)	
January 19	Becoming More Valuable – Support Resource To Enhance Your Value Proposition	Jeremy Madow	Aaron Kincaid Maja Milutinovic	
January 26	PTC PLM Cloud Offerings	Jeremy Madow	Matt Sheridan, Chris Bergquist, Paul DeMore	
February 2	Identify PTC ThingWorx opportunities for "Your" Customers	Paul DeMore	Scott McCarley	
February 9	PTC Creo 3.0 Global Presentation	Jeremy Madow	Brian Thompson	
February 16	Selling PTC Global Product Development	Jeremy Madow	Matt Sheridan Chris Bergquist	
February 23	PTC Mathcad 3.1 Launch	Jeremy Madow	Brent Edmonds	
March 2	CAD Competitive Update	Jeremy Madow	Stuart Heavyside	
March 9	Value Roadmap	Jeremy Madow	Sean Miller	
March 16	PTC Creo Illustrate Essentials	Jeremy Madow	Stefan Marks	
March 23 & 30th	No Webcast – End of Quarter			

- Welcome & Introductions
- PTC Mathcad 3.1 Launch

- Q & A / Survey
 - Submit your questions prior to the webcast then tune in to have a SME answer your question
 - Email <u>Channeloperations@ptc.com</u>







Brent Edmonds
General Manager of Mathcad

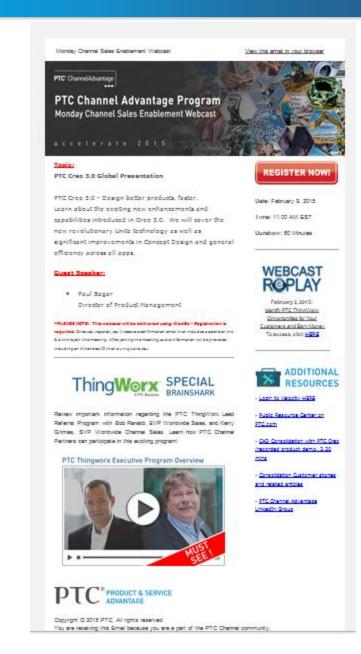


Channel Updates

Sales Managers and Channel Account Managers



- Confirm with your Teams
 - 1. They are receiving the Channel Sales Enablement Webcast Invitation
 - 2. They are watching the live or webcast replay weekly
 - 1. Variety of methods to watch / learn
 - 3. They are submitting questions prior or during the webcast
 - 1. Prior
 - 1. Channeloperations@ptc.com
 - 2. During
 - 1. Webex



Sales Programs and Support >

Channel Departments >

Roles >

CHANNEL SALES



Channel Sales Webcast Replays

Q2 FY15

- Channel IoT Lead Referral Program Webcast Hot
- Identify PTC ThingWorx Opportunities for Your Customers 2-2-2015
- Driving New Business Selling PTC Creo and Windchill 1-12-2015
- What is the Design Exploration Extension & Who Benefits from this Technology? 1-5-2015
- Support Resource to Enhance your Value Proposition 1-19-15
- Selling PTC Global Product Development 2-16-2015
- The PTC PLM Cloud Strategy 1-26-2015
- PTC Creo 3.0 Global Presentation 2-9-2015

Q1 FY15

- Expand the PTC Creo Footprint 12-8-2014
- UCC Launch for Q1 FY15 2014-10-13
- Improve Design Reviews using PLM 12-1-14
- Mathcad Channel Strategy 11-14-2014
- Maximizing PTC Velocity for Channel Sales 12-15-14
- Global Support and Customer Success 11-24-14

FY14 Channel Sales Webcasts

- Why Buy PTC Creo vs Buying Solidworks 7-14-2014
- Design Exploration Extension 7-28-14
- What is the Design Exploration Extension and who benefits from this technology 2014-07-28
- Managed Services 101 Coming Alive in 2015 2014-07-21

Selling Tools Salesforce.com

- **Salesforce.com News**
- PTC Velocity
- Log Analyzer
- Register a Deal Siebel Users Only
- Proposal Generator
- Sales Portal Start Page
- Upgrade Web Tools
- Edge Newsletter
- Partner Orders Entered
- Customer Detailed License Report

Regional Channel Pages

Channel Americas

FY15 Channel Sales Programs





FY15 Channel Sales Kickoff Presentations

Mathcad Search in Velocity



Navigate to Product Groups > PTC Mathcad

Recommended Assets PTC Mathcad Prime 3.0 - Battlecard HOT Download Customize Document by Jerry Raether, Modified 2/17/2015 PTC Mathcad Overview (CoM) Course Download Document by Jerry Raether. Modified 2/12/2015 PTC Mathcad Data Sheet HOT Download Document by Tim Bond. Modified 2/3/2015 Making the Case for PTC Mathcad Whitepaper Download Document by Tim Bond. Modified 2/3/2015 PTC Mathcad Prime 3.0 (Package Upgrades) - Battlecard (Simplified Chinese) Download Document by Mary Min. Modified 1/27/2015 Learn What's New in Prime 3.1 Training Material NEW Download Customize Document by Tim Bond. Modified 2/18/2015 PTC Mathcad Prime 3.1 Messaging NEW Download Customize Document by Tim Bond. Modified 2/17/2015 PTC Mathcad Gives-Gets Thought Starter List Download Document by Tim Bond. Modified 2/3/2015 PTC Mathcad OS and versions 11-13 Support Announcement Post by Tim Bond. Modified 1/12/2015 PTC Mathcad VAR Information HOT Post by Tim Bond. Modified 12/30/2014 View All



PTC[®] Mathcad

PTC Mathcad is the single solution for solving, analyzing, and sharing your most vital engineering calculations.

Presented within an easy-to-use interface, its live mathematical notation, units intelligence, and powerful calculation capabilities allows engineers and design teams to capture and communicate their critical design and engineering knowledge.

Experts

Sales Reference Material

- Boston Engineering Simulates Swimming Robot Action 60% Faster with PTC Solutions
- Lovejoy uses PTC Creo and PTC Mathcad to Get Products to Market 50% Faster
- PTC Mathcad Customer Success Slides HOT

View All

Sell

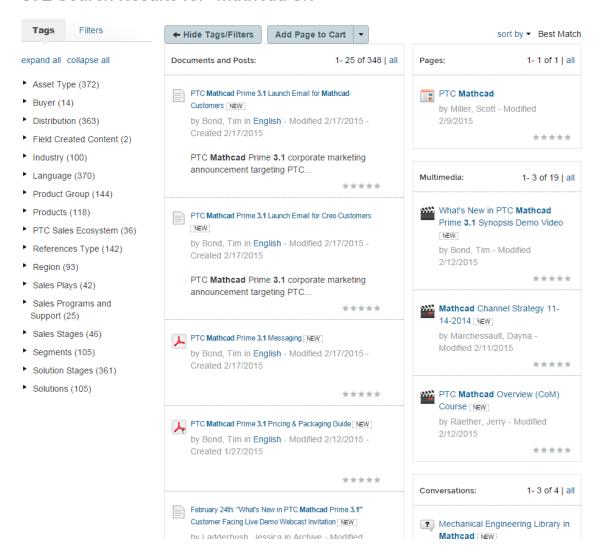


Mathcad Search in Velocity



Search results for: mathcad 3.1

372 Search Results for "mathcad 3.1"





Channel IoT Lead Referral Program

What is PTC ThingWorx Lead Referral Program



The PTC ThingWorx Lead Referral Program is a new initiative launched by PTC in order to allow you, our PTC Partners and Partner Sales Representatives (PSR), to participate in this exciting new IoT opportunity.



Qualify your lead





Register your lead





Earn
A referral credit*

Benefits for You

Get familiar with ThingWorx, bring added value to your customers and earn big!

- \$1000 for each qualified lead accepted and initial sales call completed (PSR Incentive).
- 10% net license order to PTC (or subscription booking, as applicable).
- Best-in-class solution for your customers
- Improved alignment with PTC Direct Sales Rep.
- Get familiar with ThingWorx Products & value prop
- · No technical expertise required



Lead Referral Program

Program Eligibility

- Restricted to members of the PTC Channel Advantage Program
- Partners must be in good standing with PTC

^{*} Under the terms and conditions set forth on the ThingWorx Lead Referral Program Guide

Program Communications











Keynote Presentation



PTC® Mathcad® Prime®

ENGINEERING NOTEBOOK POWERED BY

PTC[®] Mathcad[®]

Brent Edmonds Andy McGough John Sheehan Tim Bond

February 23rd, 2015

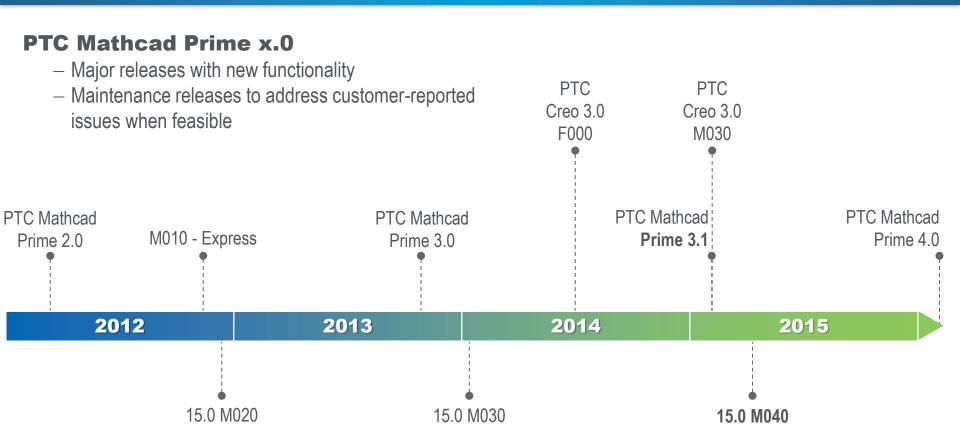


- Roadmap Timeline
- What's New in Prime 3.1
- Engineering Notebook, powered by PTC Mathcad
- Demonstration
- Sales Plays Your Call to Action!

PTC® Mathcad® Prime® 3.1

PTC Mathcad Product Roadmap





PTC Mathcad 15.0

- Maintenance releases to address customer-reported issues or platform changes
- No new features.
- Discontinue only when full migration to Prime x.0 can take place for majority of customers



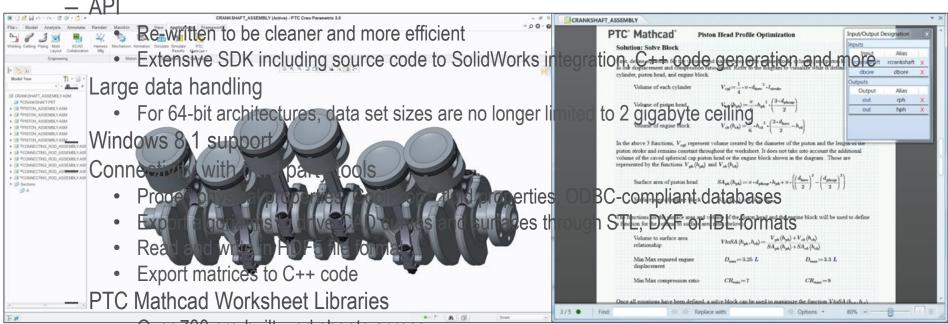
PTC Mathcad Prime 3.1

PTC Mathcad Prime 3.1



February 25th RTM

- Functionality
 - New PTC Creo integration
 - Requires PTC Creo 3.0 M030
 - 3 use cases for CAD engineer



- Over 700 pre-built worksheets across:
 - Mechanical, Electrical, Civil & Structural, Chemical, Applied Math and Education
 - Roark's Formulas for Stress and Strain
- Scripts to convert legacy e-books

PTC Mathcad Prime 3.1

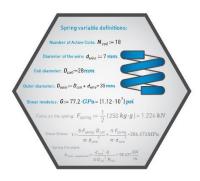


API – What's New

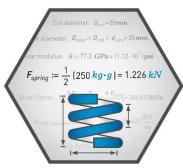
- Get & Set data in different units
 - Completing goal of units everywhere, API can now make 3rd party applications 'units aware'
- Input and output designation table
 - Reduces interference between applications and end users each updating inputs
- Event handlers
 - Custom code can be called to log activity or launch other applications based upon user activity
- Active worksheet in 'collection' of worksheets
 - Allows applications to focus on the worksheet the user is interacting with
- Pause and Resume calculation
 - Applications can be linked tightly in customer workflows
- SDK with documentation
 - Allows users to achieve a proficient skill level with the API in days



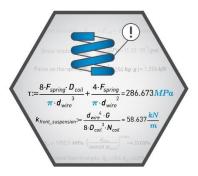
3 use cases for PTC Creo user



Document Design Intent



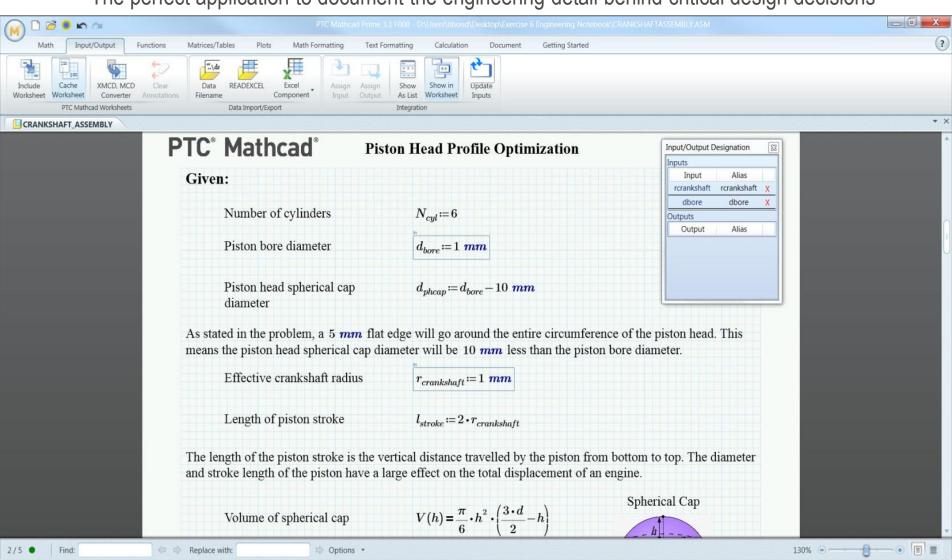
Analysis Driven Design



Verification and Validation



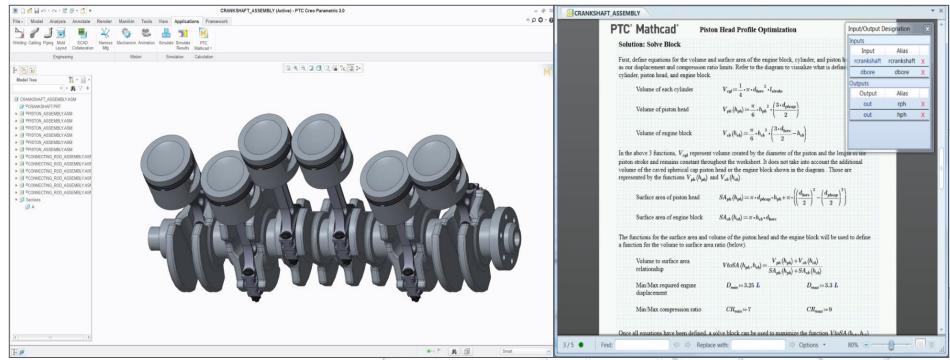
- PTC Mathcad is a powerful math engine and documentation tool
 - The perfect application to document the engineering detail behind critical design decisions





Capture design intent inside your model

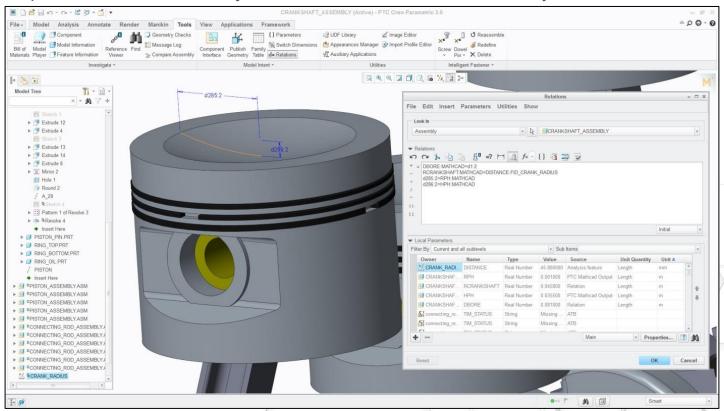
- Embed a Mathcad worksheet directly within the Creo model
- Embedded worksheet can be opened, edited and saved within the Creo model
- All design details in the worksheet automatically travel with the Creo model





Share parameters between PTC Creo and PTC Mathcad

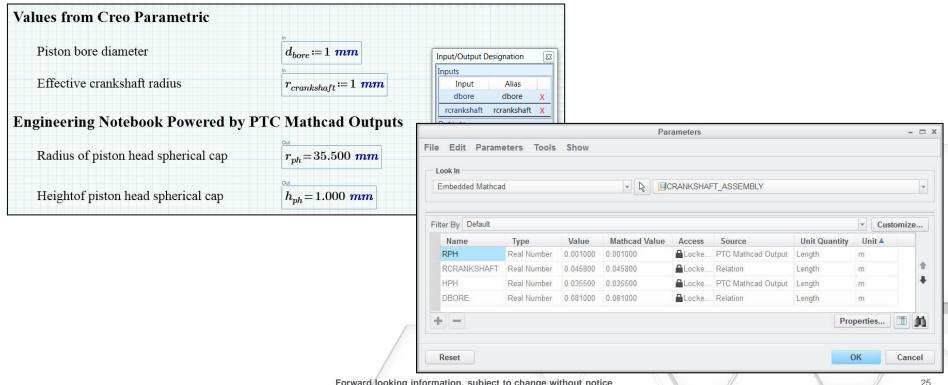
- Analysis Driven Design
 - Solve calculations and use the results as dimensions within the Creo model
- Verification and Validation
 - Creo parameters further analyzed with Mathcad's extensive array of math tools





Share parameters between PTC Creo and PTC Mathcad

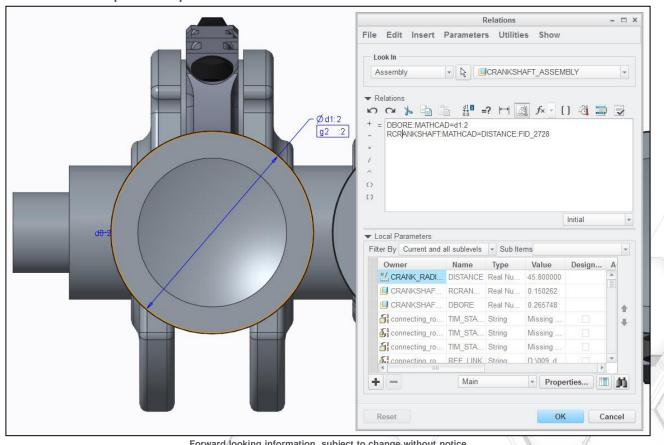
- Tag parameters in the embedded Mathcad worksheet
 - Inputs values from Creo to Mathcad
 - Outputs values from Mathcad to Creo
- Mathcad input definitions and output evaluations are made available in parameters table





Share parameters between PTC Creo and PTC Mathcad

- Mathcad inputs & outputs can be used in **Relations** like any other *native* Creo parameter
 - Relate Mathcad inputs to parameters in Creo to use Creo values in Mathcad
 - Relate Mathcad outputs to parameters in Creo to use Mathcad values in Creo





Demo

PTC Mathcad Core Sales Plays



Call To Action

Traditional Plays

- Update 15.0 customers to Prime 3.1
- Add seats to 15.0 customers who can't update
- Displace Excel
- Complementary to MATLAB
- Upgrade/consolidate
 - Locked & Single User to float
 - Float to Global float
- Nurture Express leads

New Plays

- Extend PTC Creo footprint
 - Engineering Notebook, powered by PTC Mathcad
- Add Worksheet Libraries
 - Existing customers
 - Every software quote
 - Roark's Formulas for Stress and Strain
- v11-13 retirement compelling event in Q2

Part Number	Product Name		Software (US\$)		Support (US\$)	
PKG-7580-L	Roark's Worksheet Library - 6th Edition for Mathcad 15.0	\$	390	\$	-	
PKG-7581-L	Mathcad Prime SDK	\$	9,000	\$	1,800	
PKG-7573-L	Mathcad Worksheet Library - Volume 1	\$	500	\$	-	
PKG-7574-L	Mathcad Worksheet Library - Volume 2	\$	500	\$	-	
PKG-7575-L	Mathcad Worksheet Library - Mechanical	\$	190	\$	-	
PKG-7576-L	Mathcad Worksheet Library - Electrical	\$	190	\$	-	
PKG-7577-L	Mathcad Worksheet Library - Civil & Structural	\$	190	\$	-	
PKG-7578-L	Mathcad Worksheet Library - Chemical	\$	190	\$	-	
PKG-7579-L	Mathcad Worksheet Library - Applied Math	\$	190	\$	-	
PKG-7582-L	Mathcad Worksheet Library - Education	\$	190	\$	-	

PRODUCT & SERVICE ADVANTAGE®



Thank you for attending!