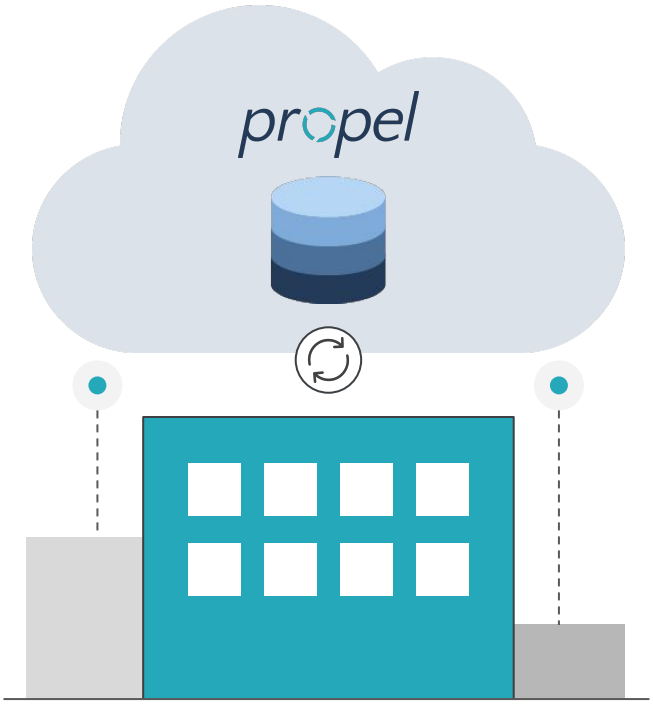
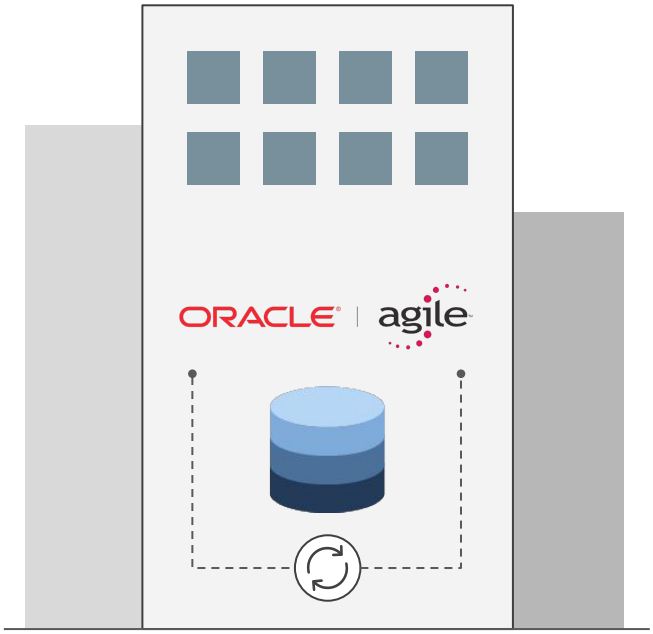
Propel vs Agile

for Product Lifecycle Management

propel



Modern PLM from concept to customer



On-premise PLM focused on engineering

About Propel

Propel is the modern way to take products from concept to customer. The Propel Product 360 Cloud is built on the Salesforce platform and unites Product Lifecycle Management (PLM), Quality Management System (QMS), Salesforce Sales Cloud, and Salesforce Service Cloud. This allows manufacturers to shave months off their new product launches by automating workflow and collaboration across customers, suppliers, product management, engineering, quality, sales and service teams.

About Agile

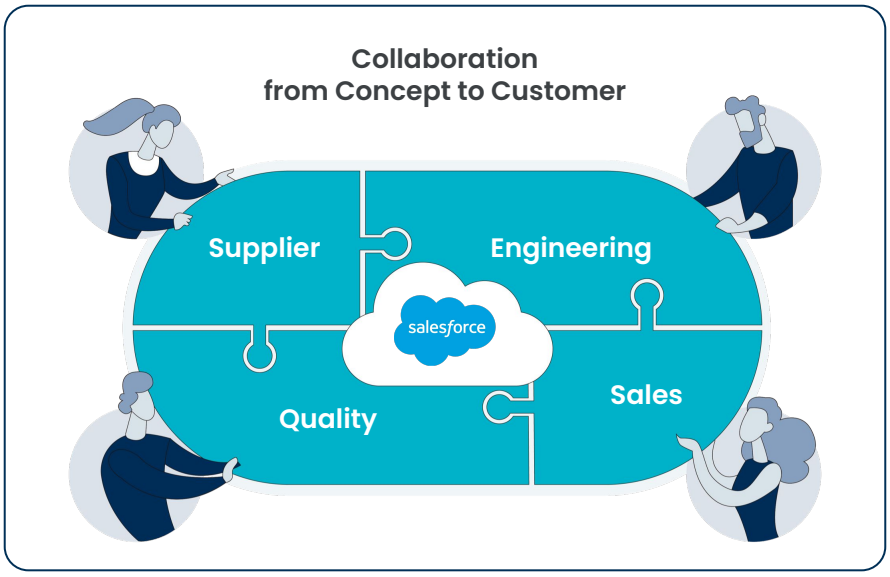
Oracle acquired Agile in 2007 and has announced that Premier Support for version 9.3.6 will end June 2024[1] - and much sooner for other versions. Oracle is now recommending that customers and prospects migrate to Oracle Cloud PLM, but many customers have found it severely lacking and cancelled their deployments. Agile is an on-premise application that is less flexible, less secure, harder to use, and has a higher total cost of ownership. Most importantly, Agile primarily focuses on the engineering team and as a result, does not streamline the entire concept to customer lifecycle.

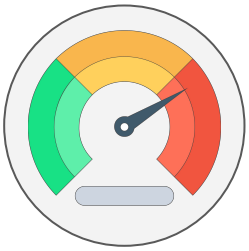
[1] https://www.oracle.com/us/assets/lifetime-support-applications-069216.pdf

Business Benefits of Propel Over Agile

Shorten Decision Making with Embedded Collaboration

- Introduce products faster and benefit from first to market vs. the competition
- Eliminate issues due to users working from the wrong information – eliminate prototype runs, material scrap, and rework costs





Track Performance and Uncover Actionable Trends with Real-time Analytics

- Track performance against your corporate KPIs
  - Number and cadence of product launches per year – plan your launch calendar to maximize seasonal revenue
  - Average cycle times – deploy resources in the right areas to add predictability to the business (which team needs more people, which factory might need investing in, etc)
  - Track actual vs. target costs – development costs, project costs, cost of quality – kill the bad projects faster, invest in more of the profitable projects

- Uncover trends and take action
  - Spot bottlenecks in product review processes - update the processes and make continuous improvement
  - Track supplier performance over time - audit or switch out the poor performers
  - Uncover recurring issues with sub-systems or components across products. Design out the issues before they affect your customers and your bottom line

Cloud-based — no costly upgrades

- Never worry about which hardware you'll need – reduce your hardware spend
- No special client for system administration or dependency on finicky tools like Java – reduce your IT overhead and case tickets related to PLM system maintenance

Keep Your Team Current with Out of the Box Training Records Management

- Examples include engineering, manufacturing, quality, and maintenance processes that can affect your company's ability to build, ship, and maintain products

Win More Deals and Resolve Issues Faster with Cross-Team Flows

- Opportunity to quote contract
  - Shorten sales cycle times
  - Shorten development cycle times
  - Win more new business
  - Win more repeat business
- Case to Product Resolution
  - Reduce warranty costs
  - Design out future quality issues
  - Shorten corrective action cycle times
  - Stay on top of field service activities
  - Increase repeat business

Legacy PLM is a Liability

If you're operating on-premise or on an aging Cloud PLM platform, your business is at risk. In today's day and age, product life cycles are shorter than ever and your competition is bringing products to market faster and faster. To compete, you need a modern approach to bringing products to market that will allow you to shave months off your product launches.

Click here to learn more

"I've used PLM systems for more than 20 years, and Propel continues to be a leader with its flexible and easy solution."

Matt Verminski
VP of Engineering
Desktop Metal

Feature Comparison

Features	Propel	Agile	
Core PLM capabilities	✓	✓	Both support all the basics. BOMs, CAD integrations, ECOs, cost data
Core QMS capabilities	✓	—	Agile has a quality module, but it is not tightly integrated with PLM or Service Cloud
Rich collaboration built-in	✓	✗	With a single view of your data and your collaboration on one platform, everyone will always have the latest information and know why design choices were made. Agile has no collaboration built in.
Easy to use UI, mobile apps and flexibility	✓	✗	Create great user experiences that map exactly to your business and how your team wants to work. Agile has a more complex UI with less flexibility and limited mobile features.
Manages the entire concept to customer lifecycle	✓	✗	Propel goes beyond engineering and quality teams to include suppliers, purchasing, sales, customer service and customers in workflow and collaboration.
On the Salesforce Platform. Tightly integrated with Sales Cloud and Service Cloud	✓	✗	Propel is built on Salesforce. Get more design wins with fast and efficient collaboration between sales and engineering. Resolve customer service issues faster and improve quality with information sharing across engineering, quality and service teams. Agile was designed in 1995 using client-server software. It was not built for today's distributed, dynamic and collaborative supply chains where everyone expects to collaborate securely through a web browser.
Powerful reporting and analytics	✓	✗	Propel provides rich dashboards that drill down to detailed reports. All analytics can be easily configured without coding. Agile provides canned reports with limited flexibility.

Features	Propel	Agile	
Strong Supplier Management	✓	✗	On-boarding suppliers with Propel through a secure, easy to access supplier portal that gives them access to only the information they need. Providing remote access to Agile is difficult, clunky and expensive. Many customers resort to putting a second implementation of Agile outside their firewall for suppliers to access with a client they must load on their desktops.
System integration	✓	—	Propel is built on the Salesforce platform. As such, it works natively with Sales, Service, Manufacturing, and Health Clouds as well as other Salesforce-based solutions like Rootstock ERP. Importantly, the Salesforce ecosystem includes AppExchange and millions of skilled Salesforce service providers. Plus, Propel uses modern API frameworks to integrate with virtually any system. Examples include SAP S4/HANA for ERP, G Suite and Microsoft Office for productivity applications, and Onshape and Solidworks for mechanical CAD. Conversely, Agile uses outdated web integration technologies which frequently require time-consuming and expensive custom code to be written, tested, and maintained.
Secure collaboration and data sharing	✓	✗	Propel is built for the modern age and provides the same world-class security features that come with any Salesforce product. This security applies to unstructured collaboration and structured data. Agile runs on an outdated, on-premise architecture that puts the security burdens on it's customers' IT departments. Customers rarely upgrade and as a result, often find themselves managing security holes themselves. Because Agile does not manage collaboration, all too often critical business data is being shared over email or other less secure collaboration tools.

"I would use Propel over Agile any day. It's suited for a mid-size company and has everything if we grow to a Fortune 500 company."

Chuck Renz
VP of Product Engineering
Sourcing and Quality S'well

See Propel in Action

Propel provides world-class usability, while automating the entire concept to customer lifecycle with collaboration built in. These cross-functional workflows help Propel customers shave months off of their product launch process.

Watch Demo

Example Customer Results

8 Months
To Launch integrated PLM, QMS, and CRM

75%
Company-wide user adoption rate

5+ weeks
Reduction in prototype delivery

5x
Higher R&D throughput