MARKETING PORTFOLIO

Carlos Melgarejo SENIOR MARKETING SPECIALIST

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B2B MARKETING CAMPAIGN

PLM FOR GREEN ENGINEERING & SUSTAINABILITY CAMPAIGN ASSETS DEVELOPED:

- LANDING PAGE WEB COPY
- CASE STUDIES
- CUSTOMER VIDEO TESTIMONIALS
- BLOGS

PLM FOR GREEN ENGINEERING LANDING PAGE

Asset developed: Web copy

🛱 / Green Engineering

PLM for Green Engineering: Utilize Digital Thread Capabilities to Support Sustainability Initiatives

Base design and sourcing decisions on the impact they will have on your Co2 footprint

Contact Us

Control + click on image to access webpage

What is green engineering?

Today's manufacturers make decisions that can have a significant impact on the future of the environment and the people within it. There are solutions that enable 'eco-friendly' product development processes which lessen an organization's carbon footprint.

Green Engineering is the practice of leveraging PLM data not only to help calculate the Co2 footprint of a product but also to evaluate design and supply chain decisions with sustainability in mind.

Why is sustainability important in engineering?

A great sustainability strategy requires real actions. When designing a product, engineers must take into consideration the environmental impact of the processes and materials used.

In addition to the social and environmental good they generate, green strategies can also have tremendous business benefits including:

- Reduction of raw materials and energy consumption
- Increased top- and bottom-line through recycling and reuse programs
- Ability to compete in markets with increasingly comprehensive and strict environment, health, and safety regulations
- Improved brand reputation and goodwill
- Improved company culture and employee engagement

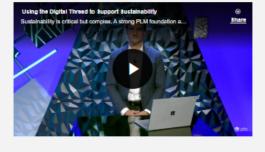
Watch our video to learn how PTC's portfolio of digital thread solutions help industrial companies drive their sustainability initiatives.

Disciplines of green engineering: PLM and the digital thread

There are many disciplines and tools that can support green engineering initiatives. Key among them include:

Expand All Collapse All

- Design for sustainability \sim
- Assembly and disassembly design
- Generative design \sim
- Manufacturing resource optimization \sim
- Closed-loop engineering





Materials management

By creating a circular lifecycle plan that enables materials management, your organization can use less, use better, and use again, as well as manage supplier and parts classification of sustainable materials.

Pollution prevention

Sustainable engineering along with a green PLM strategy helps manufacturers minimize the depletion of natural resources by reusing materials and eliminating waste. This protects nature while safequarding human health.



Product enhancement

Green processes enabled by a digital thread allow products and their lifecycles to be designed sustainably. Real-time product data is used to manufacture a product, making it less prone for errors and recalls.

PLM capabilities to support green engineering

Concurrent engineering

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Waste reduction

about a product and its parts. Manufacturers can utilize this to select

and design products with recyclable

parts which minimizes waste, increasing

recyclability and revenue.

Model-based systems Supplier and component engineering (MBSE) management

Parts classification

Concurrent engineering

Design and develop products sustainably by connecting globally distributed design and engineering teams for a seamless workflow. By working more efficiently while tracking and tracing all design data, this information can be used when a product must be recycled.



The Sustainability Imperative: PLM for Green Engineering

Sustainable manufacturing is creating new opportunities for businesses and the planet alike. Learn how utilizing PLM for green engineering creates a foundation for a successful sustainability program in this eBook from industry analyst CIMdata.

Read the E-book

Learn Mor

PLM FOR GREEN ENGINEERING SUPPORTING ASSETS

Assets developed: Case Studies







Electrolux

ΗP

Control + click on each box to access assets

Case study scripts available upon request.

Lifetime

PLM FOR GREEN ENGINEERING SUPPORTING ASSETS

Assets developed: Customer Video Testimonial



Vestas Sustainability Initiative

Control + click on the box to access asset

Video scripts available upon request.

PLM FOR GREEN ENGINEERING SUPPORTING ASSETS

Assets developed: Blogs



Sustainable Design

Sustainable Engineering

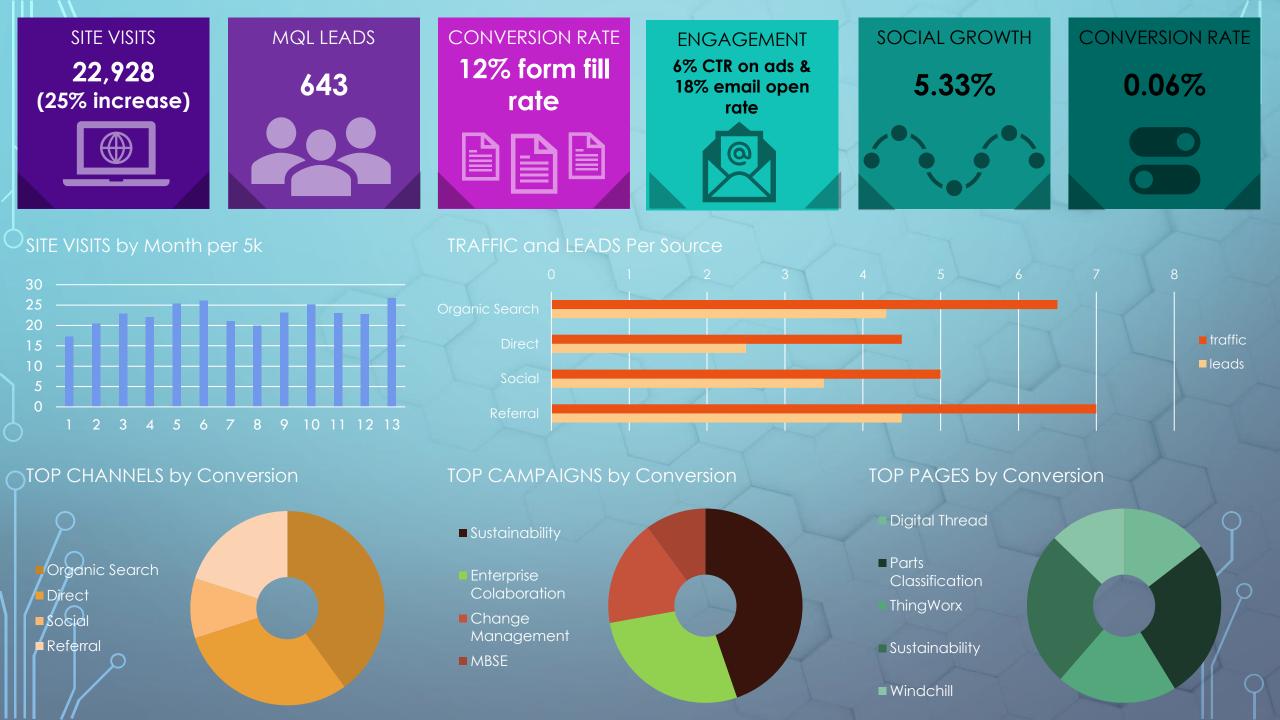


Sustainable Manufacturing

Control + click on each box to access assets

Click here for more blog samples

Blog scripts available upon request.



SALES ENABLEMENT ASSETS

Value Roadmap Customer References

I developed all the copy and videos for a 36-customer reference deck, with each slide featuring a solution video. This deck was designed to empower the Sales team by showcasing how our product adds real value for customers. Sales representatives use it in meetings to illustrate how current customers leverage our solutions, highlighting the tangible benefits and value they gain.

I'm showing just a sample of it below.

MULTI-CAD DATA MANAGEMENT - CUSTOMER CASE STUDY Value Realized: Lufthansa Technik

With 800 customers worldwide and 22,000 employees, Lufthansa Technik is the leading provider of aircraft maintenance, repair, overhaul, and modification services for civil aircraft, ranging from commercial to VIP and special mission aircraft. Holding international licenses for maintenance, design, and production, they offer tailored maintenance programs, modifications, completions, and conversions, as well as innovative cabin products, material pooling, and engine services.

Learn More

A CHALLENGES

Lufthansa Technik designs, customizes, and manufactures parts, and repairs airplanes, collaborating with numerous suppliers, partners, and customers. Operating in a multi-CAD environment, they receive CAD files from various sources and in different versions. Without an efficient system to manage this CAD data, their ability to deliver value during the design phase was limited. Sharing CAD data with suppliers and customers was challenging, restricting their solutions. They needed a way to integrate all CAD data into one system for better management and enhanced value delivery.

SOLUTION

Lufthansa Technik leverages Windchill for multi-CAD data management, seamlessly integrating data from various CAD systems. This solution streamlines their product development process by providing a common interface for accessing and viewing data from different CAD systems. It enables data conversion and exchange without loss of information or quality, facilitates collaboration and communication with stakeholders using a unified data format and language, and allows for the control and tracking of changes and revisions across all CAD systems. **What is Multi-CAD in PLM and Why Does it Matter?**

"Do we have the ability to integrate into different systems? How to integrate the customers? What are the customer interfaces? It's their chance to really have requirement engineering. We found that within the PTC portfolio of Windchill."

Severin Todt

Senior Director of IT, Lufthansa Technik

CUSTOMER INSIGHTS – LUFTHANSA TECHNIK



CHANGE IMPACT ANALYSIS - CUSTOMER CASE STUDY

Value Realized: Schaeffler

Schaeffler, a leading German automotive supplier, manufactures high-precision components and systems for drivetrains, chassis applications, and bearing solutions. With 83,400 employees, Schaeffler generated sales of EUR 16.3 billion in 2023. They have embraced digitalization and sustainability strategies to better serve its customers.

Learn more

CHALLENGES

Schaeffler's extensive product portfolio includes electric drives and chassis for the highly regulated automotive sector, which demands exceptional safety and compliance standards. The development of high-precision applications and the shift to mechatronic, software-driven products, and requirements have increased product complexity. To manage this complexity and increase speed and efficiency, Schaeffler required a solution to identify potential product impacts with each design change, allowing them to address issues proactively and prevent costly waste of time and resources.

SOLUTION

Schaeffler implemented Windchill to effectively manage the high rate of product changes that always happen in the automotive industry. This solution enables them to track potential impacts of these changes, with features like suspect flag marking that allow users to monitor object changes, trace dependencies, and follow traces. Reports provide visibility into the locations of these flagged elements, helping to prevent costly waste of time and resources. Additionally, Schaeffler has reduced the complexity of their mechatronic systems, further streamlining their operations.

Understanding Change Management in Windchill eBook

"We can shorten iteration of development cycles. We are having, I would say, a cost reduction in just creating, or at first creating virtual prototypes, not always physical prototypes, and test them, and then destroy them."

Helmut Huprich

Head of Engineer Applications, Schaeffler





MEDICAL DEVICE INDUSTRY SAMPLES



Closed-Loop Quality in the Cloud at Terumo BCT



Fresenius: Improving the Quality of Medical Devices and Care with Windchill



<u>Revolutionizing Patient Safety With</u> <u>The Digital Thread</u>



MicroVention Embarks on a Digital Thread Journey to Drive Product Development



VIDEO STORYTELLING SAMPLES

I HAVE SEVEN YEARS OF EXPERIENCE AS A TV JOURNALIST, WRITING, SHOOTING, AND EDITING NEWS STORIES, AND EIGHT YEARS IN CORPORATE MARKETING, CRAFTING VISUAL STORYTELLING THAT CAPTIVATES AUDIENCES, SPARKS EMOTION, AND DRIVES RESULTS.

WEBINARS & CUSTOMER TESTIMONIALS

Demonstrate:

- Efficiencies
- Cost savings
- Improved collaboration

CUSTOMER INSIGHTS - IROBOT



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MICRO-CONTENT VIDEO STRATEGY

Once on the webpage, click on the CTAs to access Schaeffler videos

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- Accelerate adoption
 - Build user confidence
 - Streamline buyer's journey















PENTAIR MARKETING CAMPAIGNS - B2C & B2B

PENTAIR SMART SUMP PUMP CONTROLLER PRODUCT LAUNCH

ASSETS DEVELOPED:

- LANDING PAGE WEB COPY
- PRODUCT PAGE WEB COPY
- PROMO AND OPERATION VIDEO
- SALES SHEET
- HOMEOWNER'S GUIDE
- PRESS RELEASE
- PRODUCT PACKAGING
- SOCIAL MEDIA ADS

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PENTAIR SMART SUMP PUMP CONTROLLER

Smart Connected IoT Device

Assets developed: Web copy



PROTECT YOUR HOME WITH EASE AND CONVENIENCE

Minimize the threat of flooding with Smart Sump Pump Controller, a Pentair product that gives you command of your home's water. When you need it most, this smart, connected device delivers.

- Operate pump remotely
- Keep an eye on important pump information
- Set up real-time pump alerts and alarms.
- Receive maintenance reports to dispatch service calls
- Retrofit to any sump pump with a piggy-back float switch



Pentair Sump Controller Landing Page

Control + click on each image to access webpages





Pentair Sump Controller

Your home, the place of precious family memories. Memories that last. And dealing with the inconvenience of flooding should not be part of these memories.

Feel confident and in control when waters rise. Pentair Sump Controller is a dependable and connected smart device that delivers peace of mind. When water enters your home, Sump Controller operates your sump pump even when the float switch fails, helping to minimize flooding. Use Pentair Sump Controller with your existing sump pump through the universal outlet. Stay connected with Pentair Home App that keeps your pump condition and other status updates at your fingertips.



RESOURCES SPECIFICATIONS

PROTECT YOUR HOME WITH REMOTE MONITORING AND AUTOMATIC OPERATION

- Control pump settings remotely
- Monitor critical pump data
- Set up real-time pump alerts and alarms
- Receive maintenance reports to dispatch service call:

Pentair Sump Controller Product Page

aumanngroup

WHERE TO BUY

Promotional Video

Basic Operation Video



Sales Sheet

Homeowner's Guide

Press Release



PENTAIR

PENTAIR HOME SUMP CONTROLLER

Homeowner's Guide

ENGLISH: 1-14 • ESPANOL: 15-28 • FRANCAIS: 29-42



PENTAIR

FOR IMMEDIATE RELEASE

New Pentair Smart Sump Controller Helps Protect Homes from Flooding User-Friendly, Connected Device Empowers Homeowners to Take Preventive Action Anytime, From Anywhere

LONDON – April XX, 2021 – Pentair (NYSE:PNR), a leading provider of water treatment and sustainable solutions, introduces its versatile sump pump controller to help minimize the risk of flooding at home. The <u>Pentair Sump Controller</u> is a smart, connected device that offers ease and confidence to homeowners by providing real-time plump alerts via the Pentair Home app, and activating the sump pump when waters rise in the home during a weather event.

"For most people, their home is one of their biggest investments. Our new Sump Controller is the ideal solution to provide peace of mind and help protect your property when potential flooding and unwanted water put your home at risk," said Greg Claffey, Vice President of Pentair Residential and Irrigation Flow. "At Pentair, we are dedicated to providing smart, sustainable solutions that deliver convenience and ease of use while empowering homeowners to better manage home water needs."

The new Pentair Sump Controller is one of a range of smart solutions on the Pentair home app that help homeowners stay connected and manage their water from the convenience of their mobile device. Designed with an emphasis in convenience, the sump controller paired with the Pentair Home app enables the user to operate their sump pump remotely, access important performance information and receive real-time alerts. In the event the basement starts to take in water, the sump controller activates the sump pump and will operate the pump even when the primary float switch fails, helping lower the risk of flooding and damage to property. It also counts the number of cycles the pump has completed and the amount of run per cycle, helping detect failures before they occur. The universal outlet allows the user to retroft the Pentair Sump Controller with most existing sump pumps.

Additionally, maintenance reports through Pentair Home allow the user to stay connected with a local pump dealer to fix any potential issue. With remote monitoring and system diagnostics, the homeowner is empowered to protect their property and stay in control anytime, anywhere.

To learn more about the Pentair Sump Controller, please visit pentair.com/sumpcontroller.

About Pentair

Pentair makes the most of life's essential resources. From our residential and business solutions that help people move, improve and enjoy their water, to our sustainable innovations and applications, we deliver smart, sustainable solutions for life.

Pentair had revenue in 2020 of \$3 billion, and trades under the ticker symbol PNR. With approximately 9,750 employees serving customers in more than 150 countries, we work to help improve lives and the environment around the world. To learn more, visit www.pentair.com.

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PRODUCT PACKAGING



straumanngrout

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SOCIAL MEDIA ADS



27

Pentair Sponsored · 🕄

You can't always be home. Pentair Sump Controller can. Get sump pump data, flood alerts and peace of mind. Feel confident we'll take care of the fort for you.

PENTAIR

When You Get Back Home, Know What to Expect

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Pentair Sponsored · 🔇

Remote pump monitoring now fits in a small box. Pentair Sump Controller can help you be in control and feel confident when water threatens to flood your basement.

PENTAIR

Unbox Home Flood Protection and Peace of Mind

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PENTAIR AURORA	Products R	lesources	Brands	About	Search	Q
	PENTAIR AURORA 3800 SERIES SINGLE STAGE END SUCTION CENTRAL		SH		$\langle x \rangle \langle \hat{f} \rangle$	

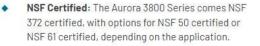
Pentair Aurora 3800 Series Single Stage End Suction Centrifugal Pumps

Explore purchase options available for

WHERE TO BUY

this product.

When it's time to move liquid from place to place, the Aurora 3800 Series is game. Here are just some of the features of these industry-leading pumps:



- Durable construction: Every Aurora 3800 Series pump uses one of the sturdiest power frames in the industry paired with durable iron casings and stainless steel metal parts.
- Ouiet operation: No one wants an end suction centrifugal pump that drowns out their thoughts. The Aurora 3800 Series keeps things quiet for smooth operation.
- Cost-effective operation: We've designed these pumps with hydraulic efficiency to reduce energy costs and to require a smaller footprint in the mechanical room.

COMMERCIAL HVAC & WATER SUPPLY PUMPS - B2B

I led the product launch and campaign for the Pentair Aurora 3800 Series End Suction Pumps, developing web copy and a full suite of supporting assets including the product brochure, sell sheet, and promotional flyers. Also crafted messaging and signage for trade shows, ensuring a consistent, compelling narrative across all channels to support a successful market debut.

Click on each image to access webpage and assets.

USES COMPONENTS VIDEO RESOURCES SPECIFICATIONS



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PENTAIR AURORA 3800 SERIES CAMPAIGN SUPPORTING ASSETS

PENTAIR AURORA® 3800 SERIES

End Kits (Pentair Aurora 3804) - For use with power frame

t Kits (Pentair Aurora 3804) - Mountino feet a

LIOUID END KITS

End Kits that will help enable v

3800 SERIES

Single Stage End Suction Pumps



Brochure

ICONIC PERFORMANCE ROM A TRUSTED BRAND

Commercial HVAC & water supply pumps brochure



COMMERCIAL HVAC & WATER SUPPLY PUMPS 800 SERIES

Sell sheet



382B SERIES

400 SERIES

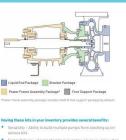


PVM SERIES

product launch

booth for

Tradeshow





urorapump.com or select and order your kits th pass Pump Selection Tool at Pentair.com/Encor





ore information visit the Pentair Aurora Distributor Only Webs



Suction splitter capabilities help reduce pre-rotation and boost eff ional casing wear rings help reduce internal recirculation relivers 100,000 hours of re-oreas

Sales flyer



LIFECYCLE SUPPORT FOR YOUR PUMP

HYDRONIC ACCESSORIES

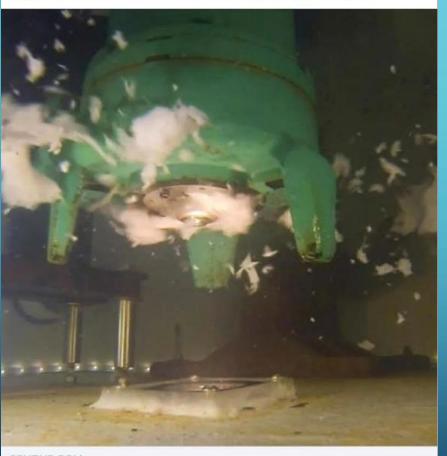


SOCIAL MEDIA ASSETS: CREATIVE/FUN TONE



Pentair Sponsored · 🚱

Register for our Grinder Pump Virtual Demo. Watch as we feed our hungry grinder pump jeans, mop heads, rope and swiffer pads.



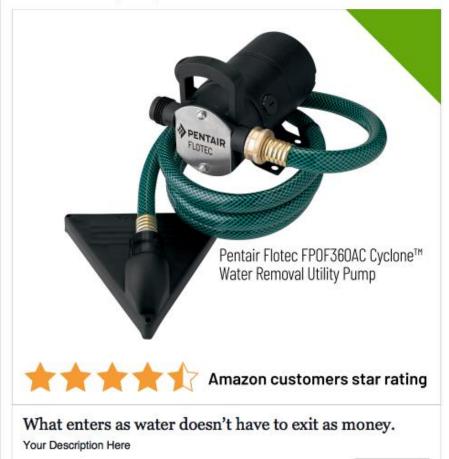
PENTAIR.COM Let us handle the feeding frenzy for you

Learn More



🇯 Like Page

As water rushes in, money rushes out. If you don't rush to clear it out of your home, it'll cost you. Remove unwanted water quickly with Pentair Utility Pump Solutions.



POSITIVE TONE EXAMPLES



Pentair Sponsored · 🚱

Your Hurricane Preparedness List

Canned food, water, flashlights, sump pump...sump pump? Don't have a sump pump to help keep your basement dry? Don't know where to start? Consider Pentair Water Disposal Pumps to help you prepare!





Pentair Sponsored · 🚱

Once the high winds let up and your basement is still dry, have a sigh of relief knowing that Pentair Sump Pump Solutions have helped protect your home and your family.

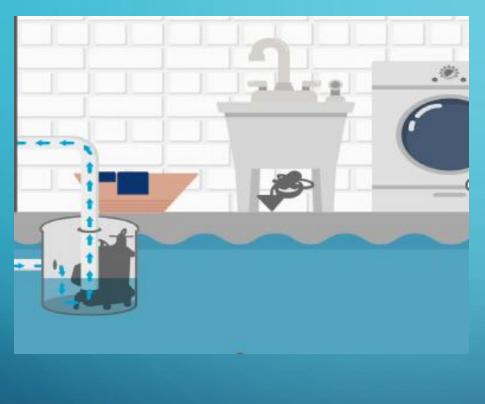


PENTAIR.COM Are You Prepared for Hurricane Season?

Shop Now

VISUAL SAMPLES

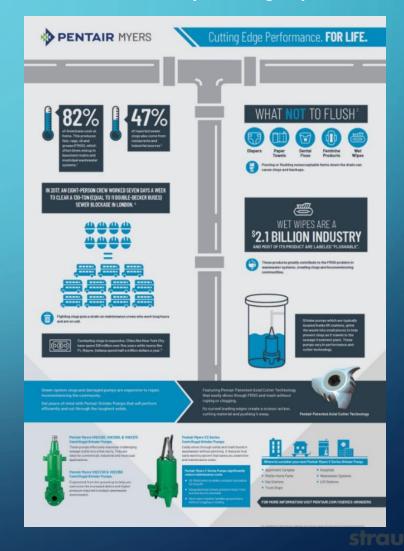
Animation Video



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Grinder Pumps Infographic



Control + click image

AGRICULTURAL SOLUTIONS - DIGITAL DISPLAY ADS



Shop Now

HYPRO

Insist on Pentair Agricultural Spray Nozzle Solutions!

Shop Now

Because this is how you get things done. Cruise around your field with confidence while spraying accurately, efficiently and with minimum droplet drift.

Shop Now

PENTAIR HYPRO

Is part of your spraying gone with the wind?

Help minimize droplet drift and maximize peace of mind for a highly efficient agricultural pesticide application.



Insist on Pentair Agricultural Spray Nozzle Solutions!

HYPRO

Have a specific agricultural spraying task at hand?

We have a specific nozzle for that. Highly engineered for your demands and for effective and precise applications.

Shop Now

Insist on Pentair Agricultural Spray Nozzle Solutions!

TRADITIONAL MEDIA PORTFOLIO

ProStop-E Print Ad



Apply individual pozzle control with A. R. A+R

Switch between two nozzles to cover a wide range of operating speeds while maintaining

speed changes



Nozzle Countertop Display

UPGRADE YOUR HOME'S 1 **BE IN CONTROL WITH** MOST IMPORTANT APPLIANCE CONSTANT CONNECTION. Today's homes are getting smarter every day, providing you with the dependability and performance you demand. Enjoy a great shower with constant water pressure. With Pentair Pentek Intellidrive, the power and control are yours. n vour well water system at any riven moment with most mobil Formor your wen water system as any given moment with most mobile devices. Whether you're home or away, 24 hours a day, 7 days a week. Pentar Home App puts the power of connectivity at your fingertips and lets you be in charge. View syste when trout Increased protection PENTAIR More control over your water pressure PENTEK Constant connectivity with Pentair Home App, alerting you of problems with your system PRESSURE INTELLIDRIVE with 0 FAULT CONDITION otifies the drive has stoppe CONNECT WITH A PROFESSIONAL ٠ **Š** Enjoy peace of mind knowing this precious res ource can alway be there when you and your family need it. Also, be informed of the condition of your water pressure and control system. Visit www.pentairhome.com for more information. PENTAIR 190 Pinebush Road 10 Jnit 4 Sambridge, Ontario NIT OAS SA h: 888.782.7483 Canada Ph: 800.363.7867 Ph: 800.363.7867

Intellidrive Trifold Brochure

To learn more about what our solutions can do for you, visit pentair.com/precisionagriculture

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LEVERAGE CONNECTIVITY WITH PENTAIR HOME APP

IR HOME'S WATER

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PTC EXTRA ASSETS

Vestas Digital Innovations | PTC - I developed all the solution videos for this webpage

Long-form video stories – I scripted each of these customer testimonials:

- Volvo Construction Equipment: Managing Complexity with Windchill Modular Platforms | PTC
- Lufthansa Technik Soars to New Heights in Manufacturing and Service by Implementing a Digital Thread | PTC
- Schaeffler: Building a Digital Thread for Mechatronic Design and Software Driven Innovation | PTC

Blogs:

- PLM in the Automotive Industry
- What is an Information Silo?
- <u>5 Key Considerations When Selecting BOM Management Software</u>
- SLIDE 8