

CENTRIC SMB PROJECT DETAILS	CENTRIC SMB 项目详情
<u>Appointment of Knowledgeable Customer Representative.</u> Upon execution of the Agreement, Customer shall promptly designate and provide one dedicated resource to act as both a subject matter expert (“SME”) and a project manager (“PM”). Such individual will be the sole contact point between Customer and Centric Software. As a result, such role is critical for the success of the implementation. The SME is the system owner, assume responsibility for process/system procedure mapping per Customer’s business requirements, and provide requirements for system configuration. The PM is responsible for pushing the project forward and causing Customer to successfully adhere to the established timeline outlined by the Centric Software Business Consultant (“BC”). Centric Software BC will guide Customer SME/PM to become a CentricSMB expert with a focus on ramping up the Customer SME/PM’s expertise.	<u>指定知情客户代表。</u> 协议签署后，客户应立即指定并提供一名专职人员，同时作为主题专家（以下简称“SME”）和项目经理（以下简称“PM”）。该个人将作为客户与 Centric Software 之间的唯一联络点。因此，该人士对项目的成功实施至关重要。 <u>SME</u> 是系统所有者，根据客户的业务要求负责流程/系统程序映射，并提供系统配置要求。PM 负责推进项目，使客户成功遵守 Centric Software 业务顾问（以下简称“BC”）列出的既定时间表。Centric Software BC 将指导客户 SME/PM 成为 CentricSMB 专家，重点是提升客户 SME/PM 的专业知识。
<u>Timeline:</u> The duration of the Centric SMB implementation is estimated to be no more than twelve (12) weeks from Kick-off to deploying the production environment; provided that the pre-configured implementation provided by Centric Software is utilized and all work is continuous with no stoppages or delays. Deployment of the production environment shall be considered the completion of Centric Software’s obligations related to the implementation. Where implementation is not completed within the twelve (12) week timeframe, additional Consulting Services days (time and materials) must be purchased.	<u>时间表:</u> Centric SMB 实施的持续时间估算为从启动到部署生产环境不超过十二 (12) 周；但前提是，使用了 Centric Software 提供的预配置实施且所有工作都是连续的，没有中断或延迟。生产环境的部署应被视为 Centric Software 完成了与实施相关的义务。如果未在十二 (12) 周内完成实施，则必须购买额外的咨询服务天数（时间和材料）。
<u>Time Commitment.</u> The Centric Software BC will guide the Customer SME/PM and ramp up their expertise on Centric SMB functionality. Customer SME/PM shall be available twice a week for two-hour sessions for the course of the twelve (12) week implementation window. The Customer SME/PM is responsible for achieving end-user adoption in alignment with Customer business processes and Centric SMB functionality per the timeline noted above, while the Centric Software BC is responsible for delivering the configuration.	<u>时间承诺。</u> Centric Software BC 将指导客户 SME/PM，并提升他们在 Centric SMB 功能方面的专业知识。客户 SME/PM 在为期十二 (12) 周的实施过程中，每周两次会议，每次两小时。客户 SME/PM 负责根据上述时间表实现终端用户采用与客户业务流程和 Centric SMB 功能相一致，而 Centric Software BC 负责交付配置。
<u>Customer SME/PM’s obligations include, without limitation:</u>	<u>Customer SME/PM 的义务包括但不限于:</u>
<ul style="list-style-type: none"> work as a liaison between Customer and Centric Software; 	<ul style="list-style-type: none"> 作为客户与 Centric Software 之间的联络点；
<ul style="list-style-type: none"> analyzes and conveys Customer priorities and requirements for SMB topics; 	<ul style="list-style-type: none"> 分析和传达客户对 SMB 议题的优先级和要求；
<ul style="list-style-type: none"> drives internal requirements finalization, internal User Acceptance Training (UAT), and End-User Training; 	<ul style="list-style-type: none"> 推动最终确定内部要求、内部用户接受培训 (UAT) 以及终端用户培训；
<ul style="list-style-type: none"> ability to deliver internal training within Customer organization on the SMB Solution (after receiving Centric Software’s ‘train-the-trainer’ training) 	<ul style="list-style-type: none"> 能够在客户组织内部提供关于 SMB Solution 的内部培训（在接受 Centric Software 的“培训培训师”培训后）
<ul style="list-style-type: none"> provides Centric Software BC with a complete walkthrough of Customer scenarios based on Centric’s configuration to fine tune knowledge transfer of key concepts 	<ul style="list-style-type: none"> 基于 Centric 的配置，向 Centric Software BC 完整介绍客户情况，以调整关键概念的知识转移
<ul style="list-style-type: none"> owns sign-off, internal Go Live preparation and planning; AND 	<ul style="list-style-type: none"> 拥有签核、内部上线准备和规划；以及
<ul style="list-style-type: none"> ability to provide first line of ongoing support; 	<ul style="list-style-type: none"> 能够提供第一线持续支持；
<u>Customer SME/PM requirements:</u>	<u>客户 SME/PM 要求:</u>
<ul style="list-style-type: none"> detailed knowledge of Customer business processes and requirement priorities; 	<ul style="list-style-type: none"> 具体了解客户业务流程和要求优先级；
<ul style="list-style-type: none"> embraces technology and has ability to map Customer process to solution elements; 	<ul style="list-style-type: none"> 接受技术，有能力将客户流程映射到解决方案要素；
<ul style="list-style-type: none"> ability to work with Customer process and stakeholders to reach design decisions and push project forward; 	<ul style="list-style-type: none"> 能够与客户流程和利益相关者合作，达成设计决策并推进项目；
<ul style="list-style-type: none"> authority within Customer to drive decision making; 	<ul style="list-style-type: none"> 有权在客户内部推动决策；
<ul style="list-style-type: none"> aptitude for technology; AND 	<ul style="list-style-type: none"> 拥有技术方面的能力；以及
<ul style="list-style-type: none"> self-learner. 	<ul style="list-style-type: none"> 能够自我学习。
<u>Customer SME/PM is recommended to have the following:</u>	<u>建议客户 SME/PM 拥有:</u>

• experience in product development processes	• 产品开发流程方面的经验
• knowledge of customer business processes/ customer teams to accelerate requirements finalization;	• 了解客户业务流程/客户团队，以加速最终确定要求；
• basic understanding of computer application configuration and scripting.	• 对计算机应用程序的配置和脚本有基本的了解。

Scope 范围	Modules Include 包括的模块	Centric PLM Core Modules <ul style="list-style-type: none"> Product Specification Material Management Product Sourcing Calendar Management Adobe CSX Connect
	Modules Not Included 不包括的模块	Centric PLM Advanced/Enterprise Modules: <ul style="list-style-type: none"> Collection Management Quality Merchandise Planning Collection Management Proofing Product Specification
	Data Loads 数据加载	<ul style="list-style-type: none"> Not included 不包括 Library data load Consulting Services can be purchased as optional Time & Materials for implementation after the configuration has been finalized. 库数据加载咨询服务可作为可选的时间和材料购买，以便在配置确定后实施。 Style Data load are supported with Consulting Services only, which may be purchased as optional Time & Materials for implementation after the configuration has been finalized. 仅咨询服务支持风格数据加载，可作为可选的时间和材料购买，以便在配置确定后实施。 Style data sheets (BOMs, Style Charts, etc. and tech packs are not supported. 不支持风格数据表（物料清单、风格表等和技术包）。
	Integrations 集成	<ul style="list-style-type: none"> Integrations (Gateway) – can be purchased with Consulting Services only, which can be purchased as optional Time & Materials for implementation after the configuration has been finalized. 集成（网关） - 仅可通过咨询服务购买，可作为可选的时间和材料购买，以便在配置确定后实施。 System integration scenarios against Centric SMB can be addressed via Centric PLM REST API* with Centric PLM REST API Consulting Services that may be separately purchased. Configuration should adhere to strict SMB rules for auto-upgrade of SMB configurations 针对 Centric SMB 的系统集成方案可通过 Centric PLM REST API* 和 Centric PLM REST API 咨询服务来解决，Centric PLM REST API 咨询服务可单独购买。配置应严格遵守 SMB 配置自动升级规则 <p>*Centric Software currently bundles Centric PLM REST API as part of the SMB product. *Centric Software 目前将 Centric PLM REST API 作为 SMB 产品的一部分进行捆绑。</p>
	Mobile Apps 移动应用程序	<ul style="list-style-type: none"> SMB compatible Mobile Apps available for purchase 有 SMB 兼容移动应用程序可供购买
Deployment 部署	Methodology 方法	<ul style="list-style-type: none"> Remote delivery: online meetings 远程交付：在线会议
	Duration 持续时间	<ul style="list-style-type: none"> From Kick-Off to Go-live: 12 weeks. 从启动到上线：12 周。 Extended timing will require a Time & Materials Consulting Service Pool days. 延时需要时间和材料咨询服务池天数。
	Collaboration 协作	<ul style="list-style-type: none"> Centric Business Consultant to work with one Customer SME/PM 由 Centric 业务顾问与一名客户 SME/PM 合作 Midstream replacement of SME/PM will cause delays and may require Time & Materials Consulting Services Pool 中途更换 SME/PM 会造成延误，可能需要时间和材料咨询服务池

