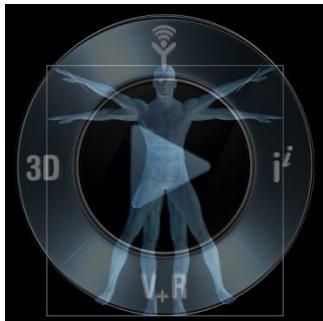




**3DEXPERIENCE**

# Industry Solution Experience Bid To Win



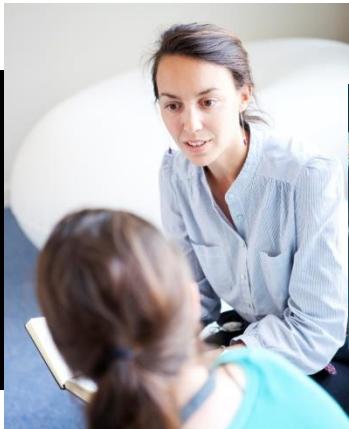


## a Scientific company

Combining **Science**,  
**Technology** and **Art**  
for a sustainable society

● R&D labs WW (36)

● 3DS Offices WW (149)



**12,600**  
passionate people

- 106 nationalities
- One global R&D/36labs
- Game changing **3DEXPERIENCE** solutions



**170,000**  
enterprise customers

- 12 industries in 140 countries
- >10 million on premise users
- >100 million online users



**3,500**  
partners

- Research & Education
- Software & Technology
- Sales & Services

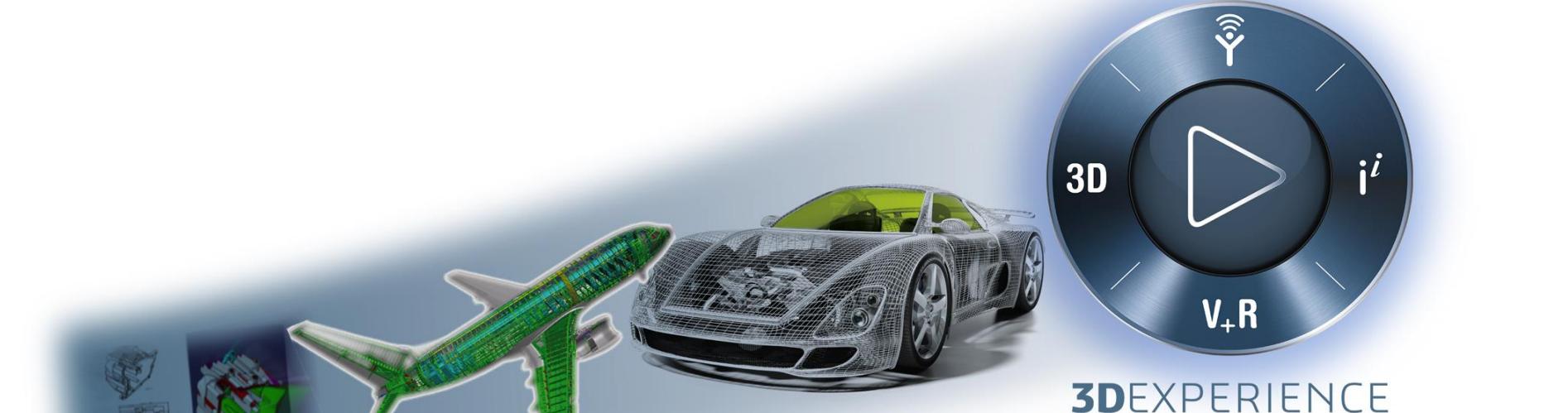


**Long-term  
driven**

- Majority shareholder control
- **Revenue: \$ 2.8 Bn\***

\* Non-IFRS

# Dassault Systemes Legacy



3DS.

**3D Design**

**3D DMU**  
Digital Mock-up

**3D PLM**  
Product Lifecycle Management

**3DEXPERIENCE**

**1982** First Automotive customers

**2000** Digital Manufacturing

**2002** Zero Defect

**2010** System Architecture & Simulation

**2012** 3DEXPERIENCE

JAGUAR LAND-ROVER

right questions  
the world.

# 3DEXPERIENCE Powers our Brand Applications for 12 Industries

## Social & Collaborative Apps



## 3D Modeling Apps



## Simulation Apps



## Information Intelligence Apps



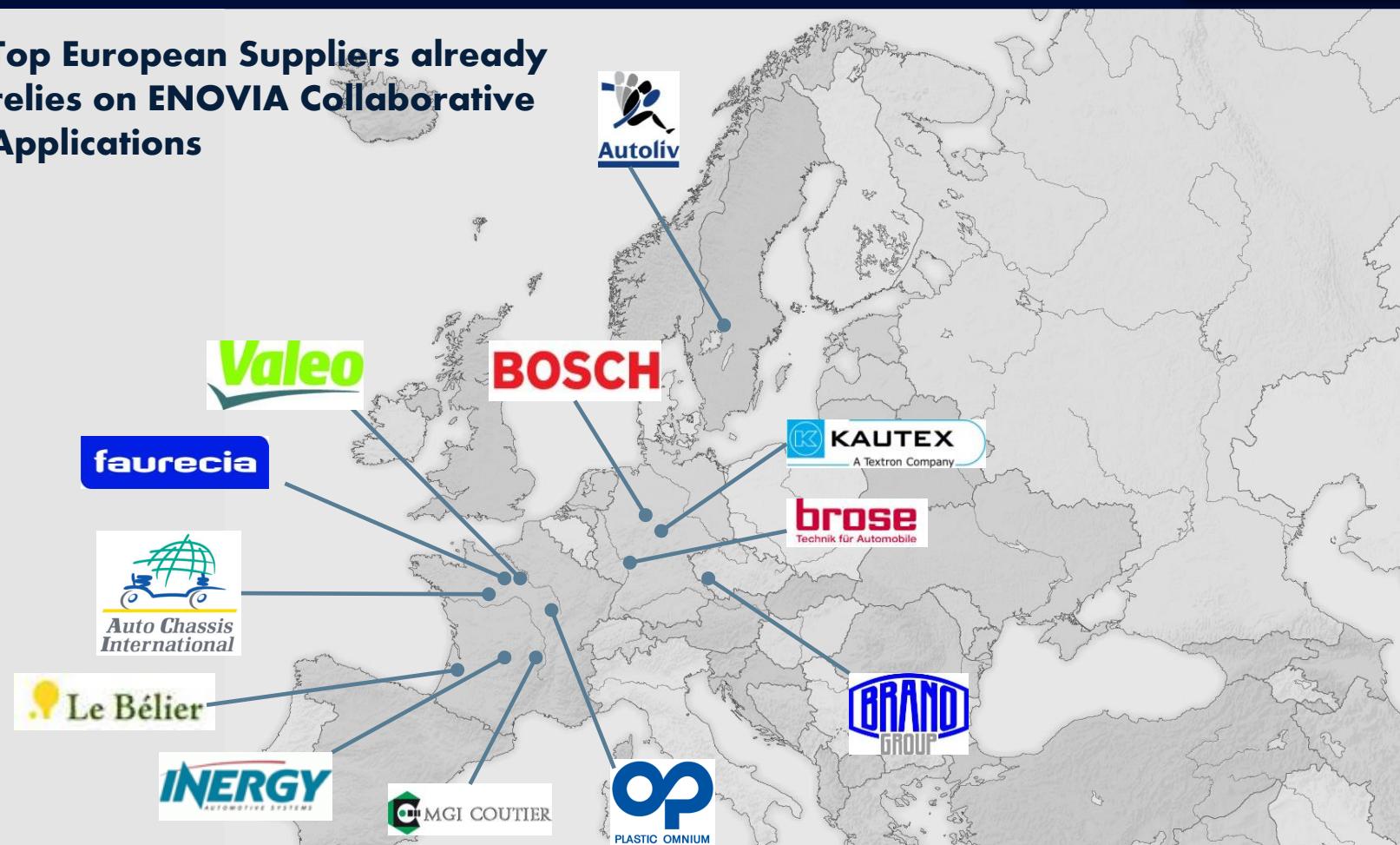
## Industry Solution Experiences

## Brand Applications

# Reference customer in EMEA

BOM & Design Data Management

Top European Suppliers already  
relies on ENOVIA Collaborative  
Applications



# Bid 2 Win | 4 Strategies | 8 Process Experiences

Improve  
Bidding

Manage an integrated  
governance

Engineering  
Transform

Deliver across all  
disciplines

# Bid 2 Win | 4 Strategies | 8 Process Experiences

Project Awarded



Project & Change Management



BOM & Design Data Management



Advanced Product Engineering



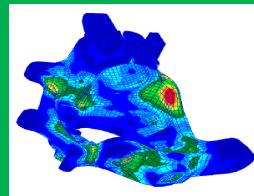
Manufacturing Engineering



Mold & Tooling Engineering



Product Performance Validation



Product System Engineering



# Implement an integrated governance

*Each domain brings its own value to some users ...*

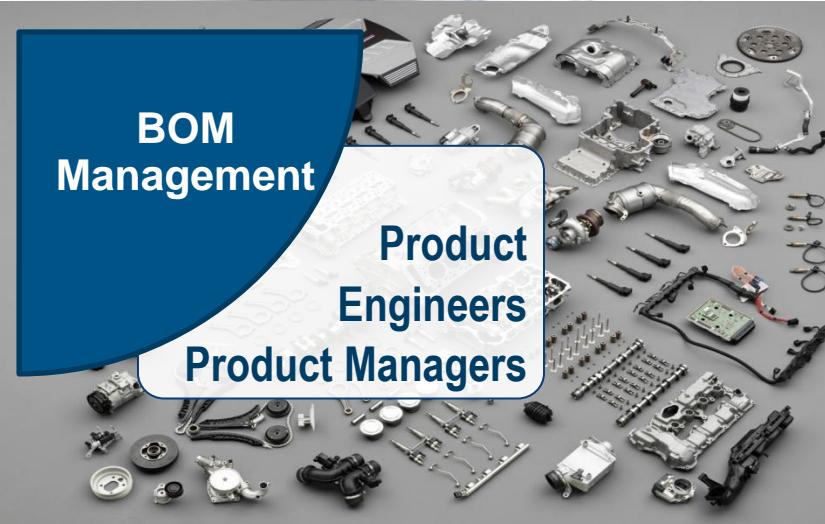
# All Users Across Enterprise

# Document Management



# All project owners & participants

# Project Management



# Product Engineers Product Managers

# Implement an integrated governance

*... but the differentiator with competition comes from the combination of all.*

All Users  
Across  
Enterprise

xCAD  
Designers

Document  
Management

xCAD  
Management

Project  
Management

BOM  
Management

Project & Change  
Management

BOM & Design Data  
Management

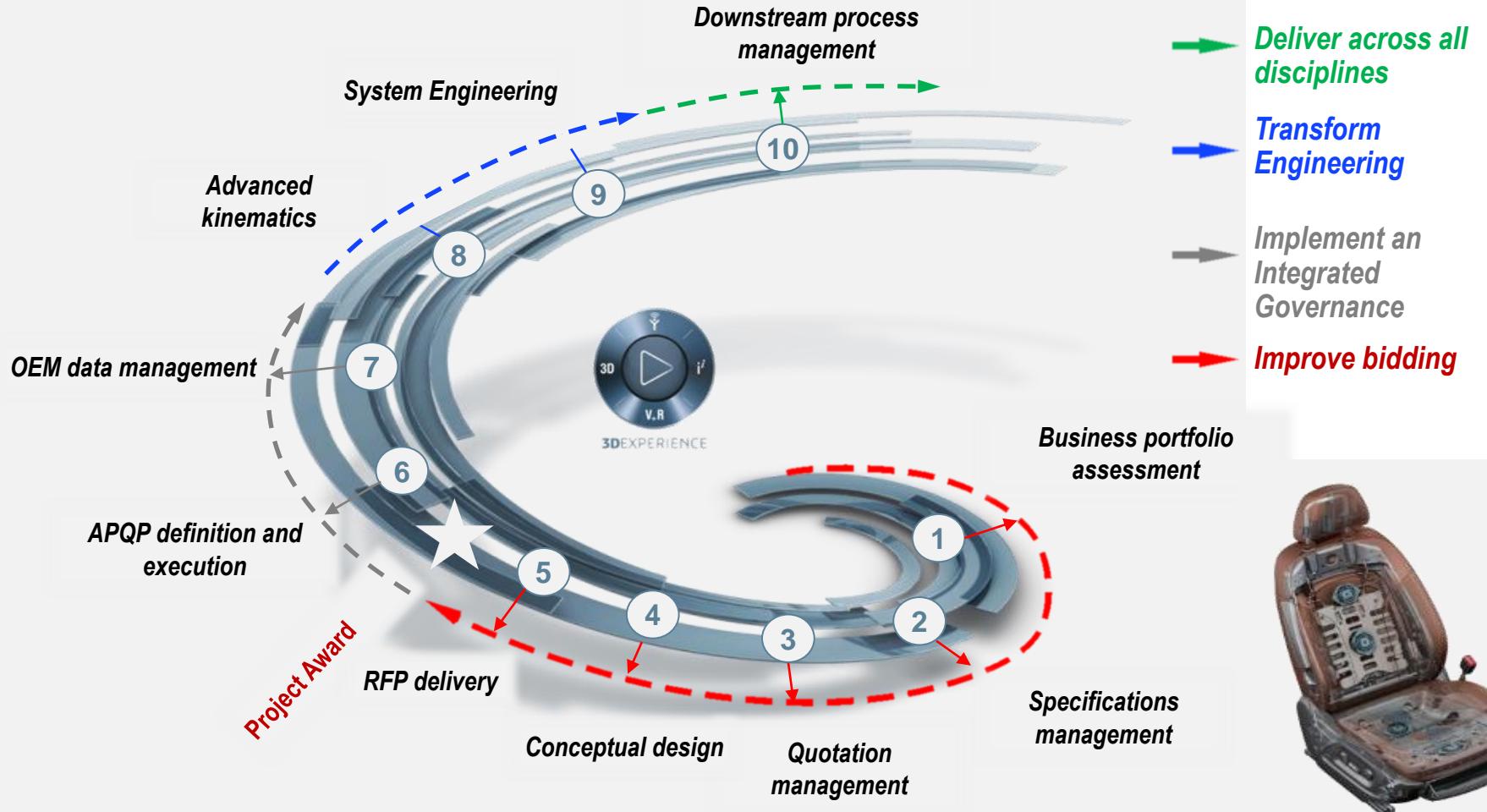
All project  
owners &  
participants

Product  
Engineers  
Product Managers

PROJECT MANAGEMENT

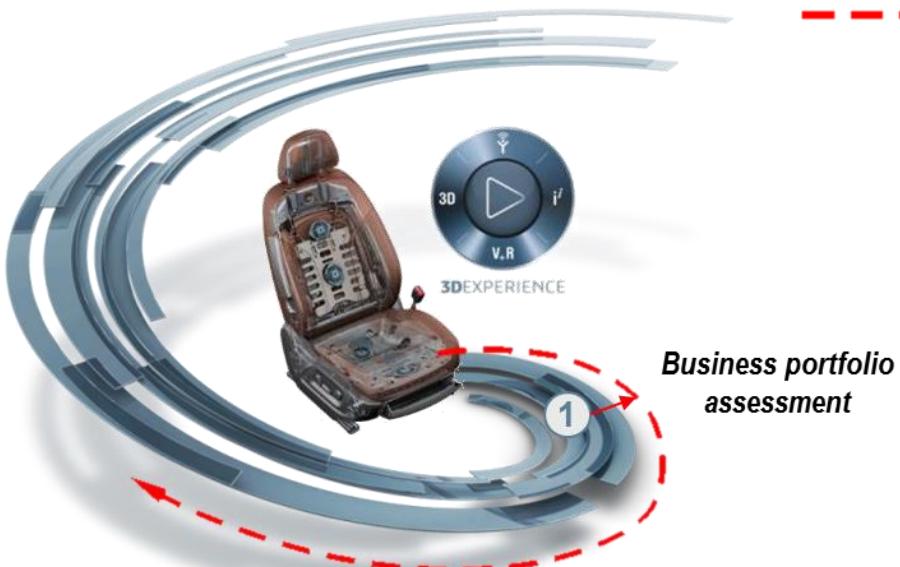


# Bid to Win 3DEXPERIENCE for Auto Suppliers

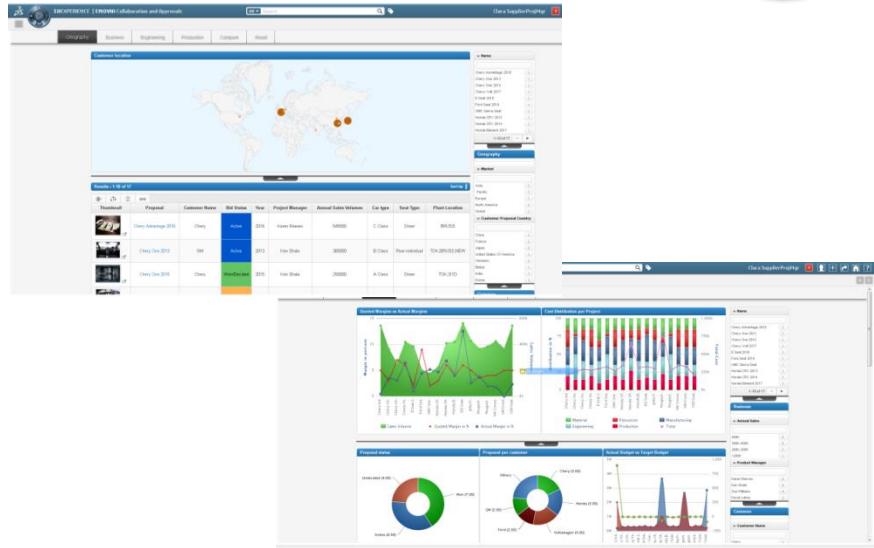




# Step 1 – Business portfolio assessment

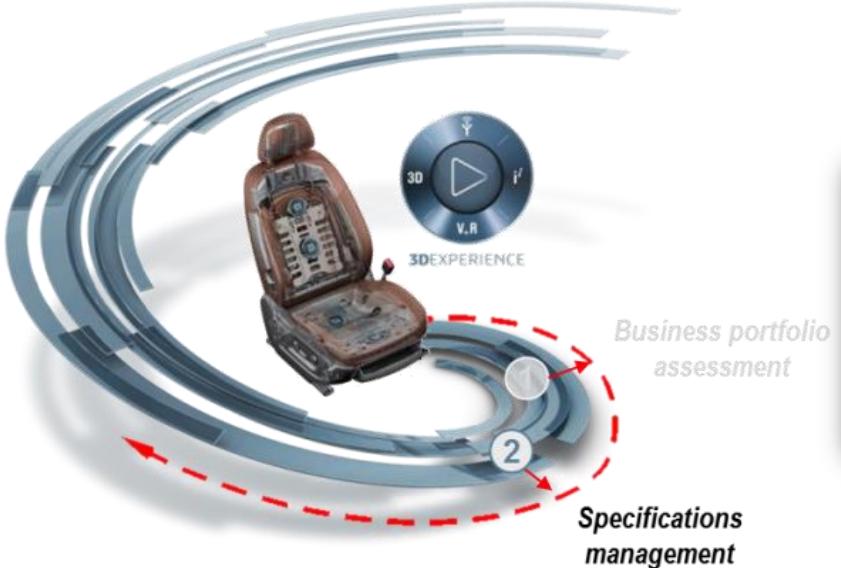


→ Improve bidding

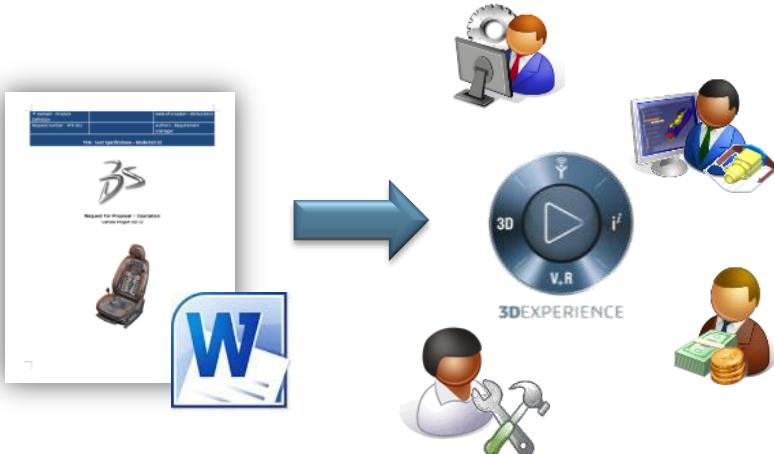


3DEXperience platform as a business platform, extending PLM information and capitalization to strategic assets to define business opportunities

# Step 2 - Specifications management

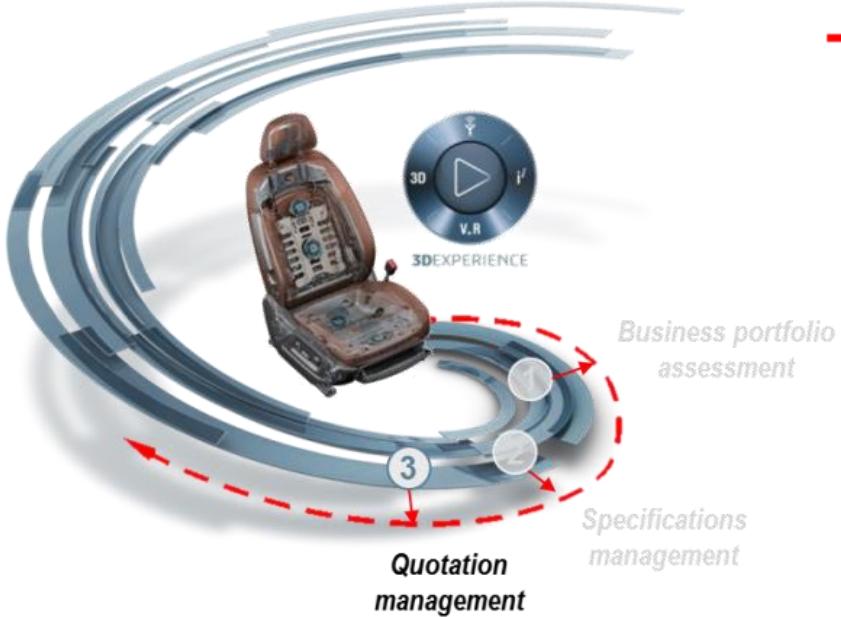


 Improve bidding

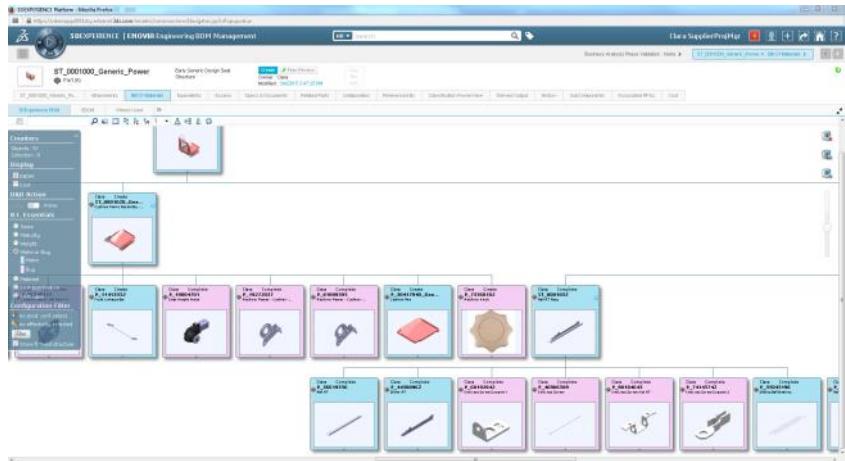


Switch from offline requirement to online information accessible from each discipline, ensuring product compliancy with original targets

# Step 3 - Quotation management

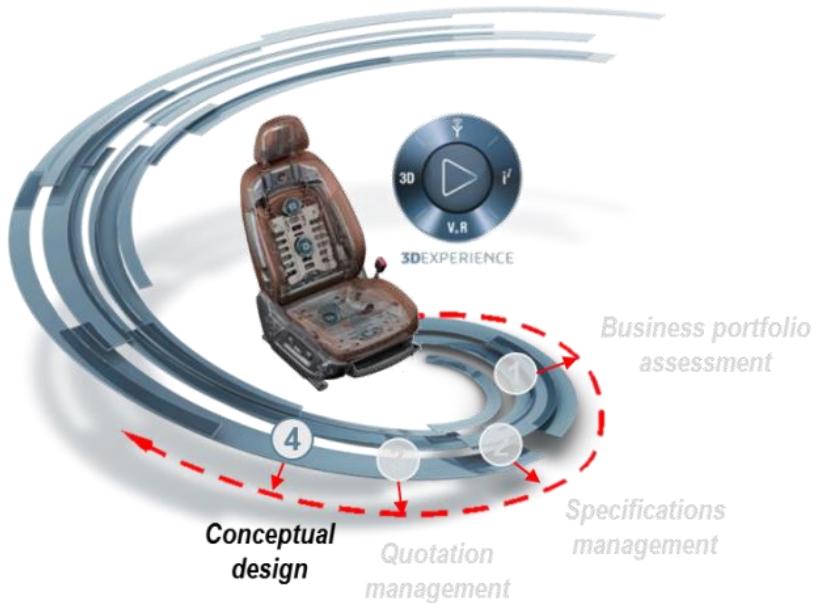


Improve bidding



Define the seat cost, carrying other information from previous project and optimizing through what if scenario, providing the best quotation for the RFQ.

# Step 4 - Conceptual design

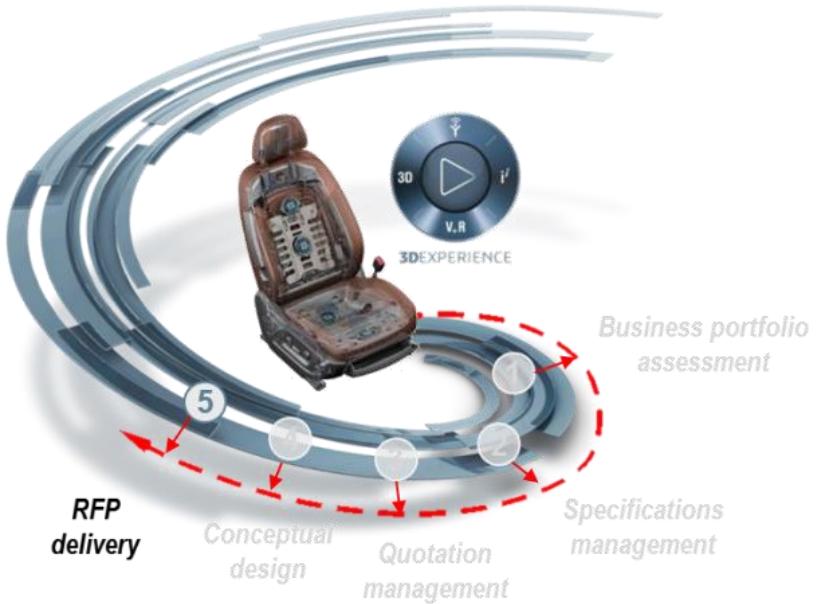


→ Improve bidding

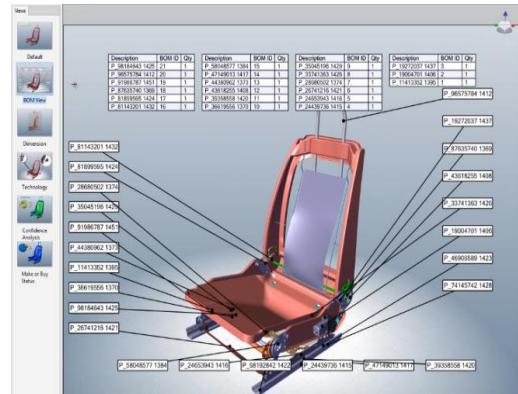


Manage V5 data within 3DEXperience platform, coordinate project and design, without changing CAD tool, optimizing re use of knowledge from previous projects.

# Step 5 - RFP Delivery



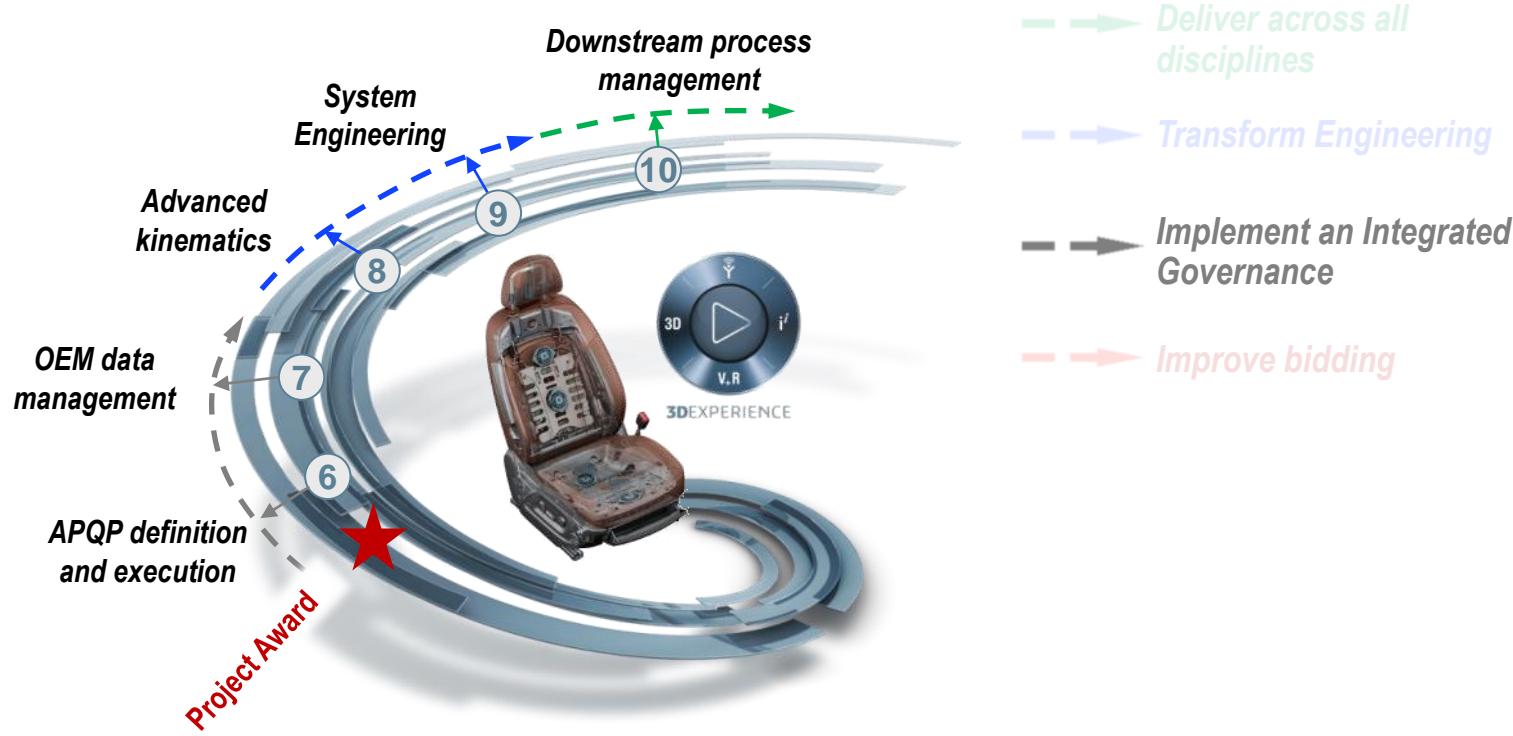
→ Improve bidding



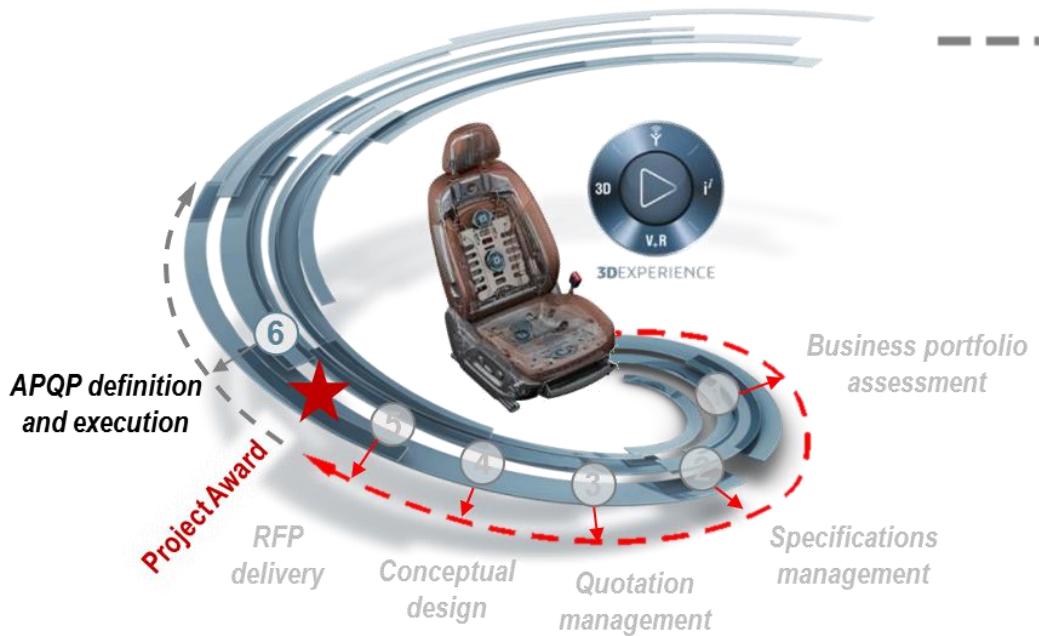
Deliver interactively the result of your work in a light 3D tool, removing misunderstanding and ensuring innovation in presentation and success of the proposal



# Bid to Win 3DEXPERIENCE for Auto Suppliers



# Step 6 – APQP definition and execution



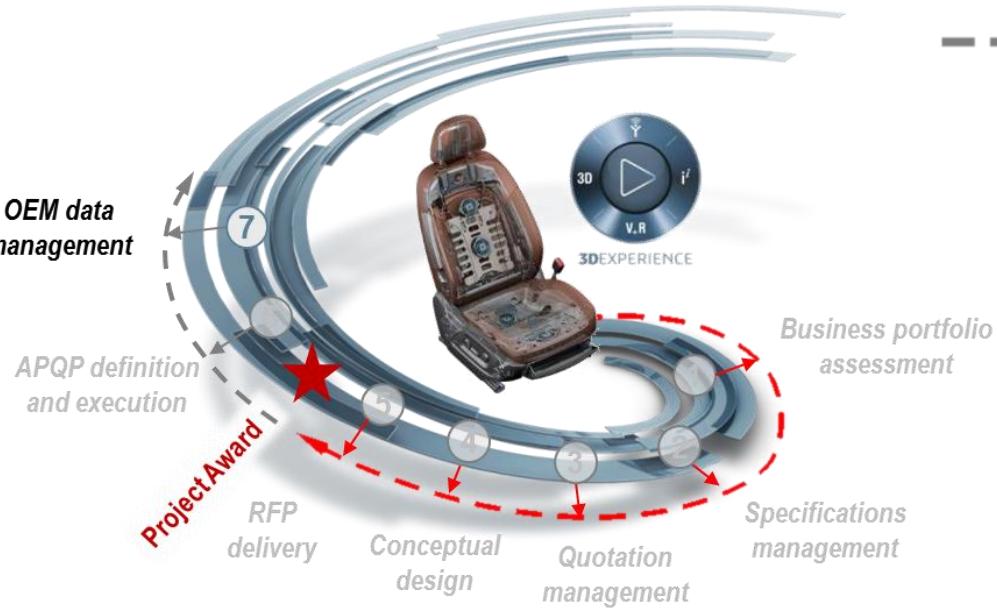
Implement an integrated governance



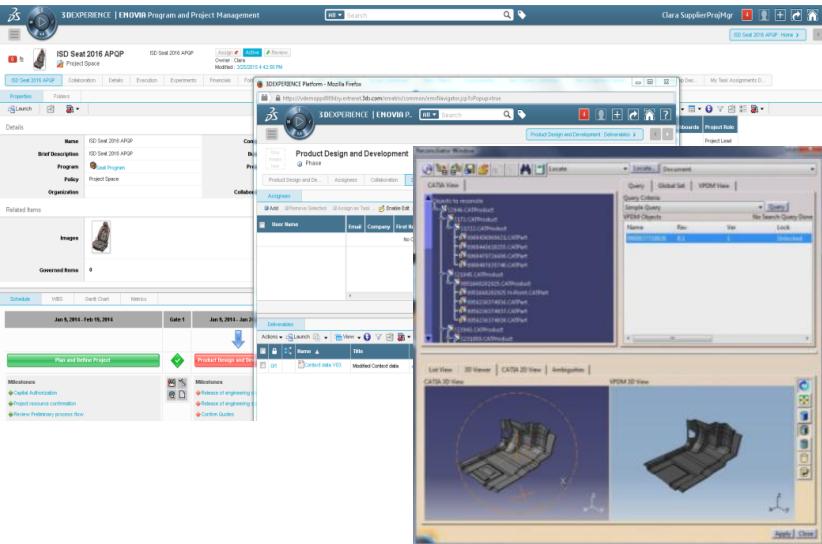
Name	Type	Owner	State	Progress	Estimated	Actual	Duration	Start Date	End Date	Owner	Project Role	Task Requirements	Dependencies	SLA	Comments
ISO Seat 2016 APQP	Project Space		Active	0.0%	107 Weeks	Jan 5, 2014	Aug 12, 2014	0.0	Aug 12, 2014	Suppliers/Prod.	Chair	Optional	1	1	
ISO Seat 2016 APQP - Phase 1	Phase		Complete	100%	30 Weeks	Jan 5, 2014	Apr 12, 2014	100%	Aug 12, 2014	Suppliers/Prod.	Chair	Optional	36	2	
ISO Seat 2016 APQP - Phase 2	Phase		Complete	100%	32 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Oct 7, 2014	Suppliers/Prod.	Chair	Optional	32	3	
ISO Seat 2016 APQP - Phase 3	Phase		Active	36%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 12, 2014	Suppliers/Prod.	Chair	Optional	30	31	
ISO Seat 2016 APQP - Phase 4	Phase		Active	0.0%	102 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 12, 2014	Suppliers/Prod.	Chair	Optional	34	32	
ISO Seat 2016 APQP - Phase 5	Phase		Active	0.0%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 12, 2014	Suppliers/Prod.	Chair	Optional	36	33	
ISO Seat 2016 APQP - Phase 6	Phase		Active	0.0%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 12, 2014	Suppliers/Prod.	Chair	Optional	36	34	
ISO Seat 2016 APQP - Phase 7	Phase		Active	43%	53 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	37	35	
ISO Seat 2016 APQP - Phase 8	Phase		Active	0.0%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	38	36	
ISO Seat 2016 APQP - Phase 9	Phase		Active	43%	53 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	40	38	
ISO Seat 2016 APQP - Phase 10	Phase		Active	43%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	41	39	
ISO Seat 2016 APQP - Phase 11	Phase		Active	43%	53 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	42	38	
ISO Seat 2016 APQP - Phase 12	Phase		Active	43%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	43	39	
ISO Seat 2016 APQP - Phase 13	Phase		Active	43%	53 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	44	312	
ISO Seat 2016 APQP - Phase 14	Phase		Active	43%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	44	314	
ISO Seat 2016 APQP - Phase 15	Phase		Active	43%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	47	315	
ISO Seat 2016 APQP - Phase 16	Phase		Active	43%	122 Weeks	Jan 5, 2014	Apr 12, 2014	0.0	Aug 11, 2014	Suppliers/Prod.	Chair	Optional	48	316	

Manage project standard such as APQP, PPAP... and realize optimal execution by associating scheduling, resources, deliverables, ...

# Step 7 – OEM data management

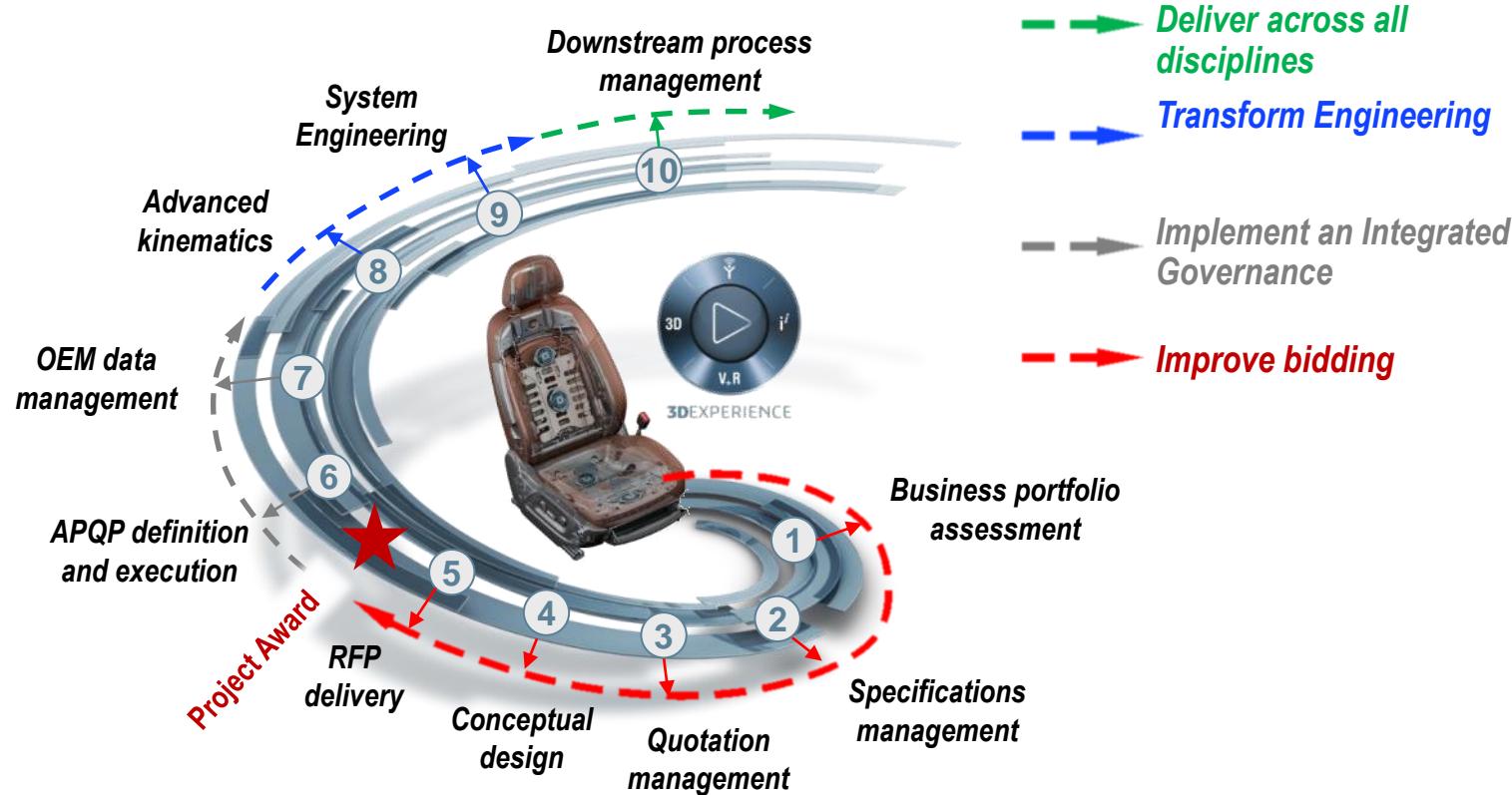


Implement an integrated governance

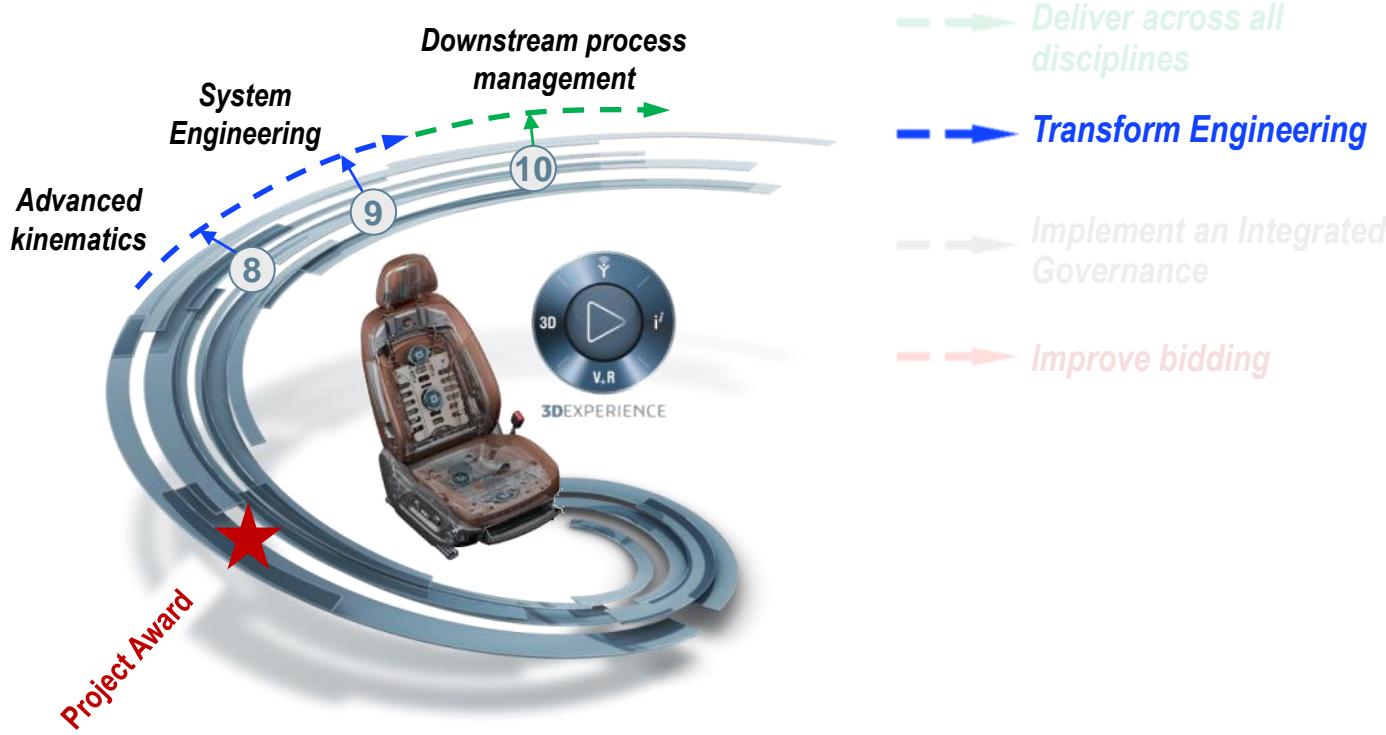


Facilitate exchange and collaboration and data exchange with OEM, and optimize change process.

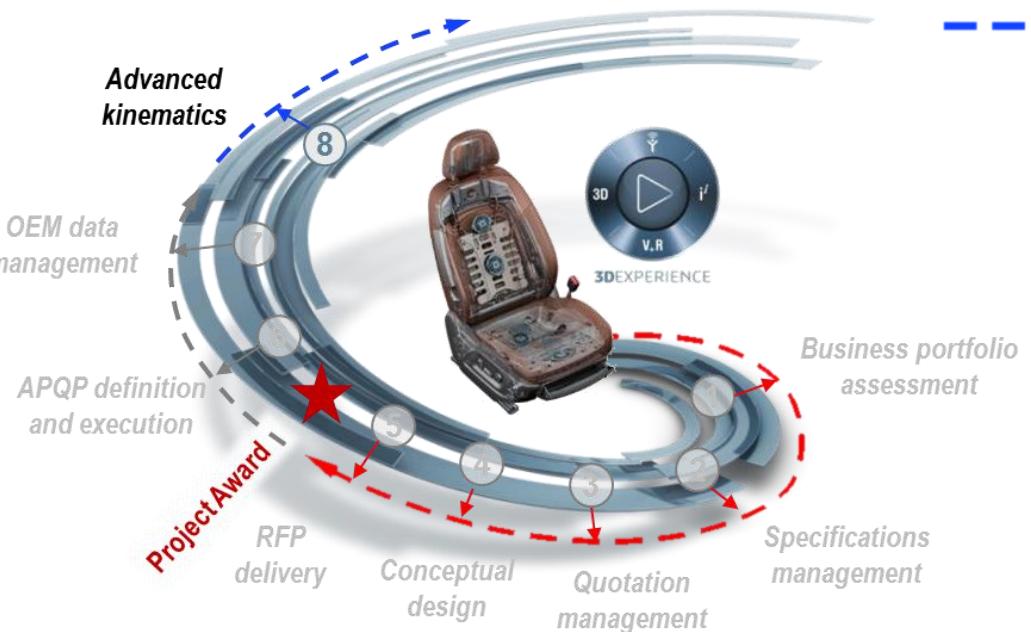
# Bid to Win 3DEXPERIENCE for Auto Suppliers



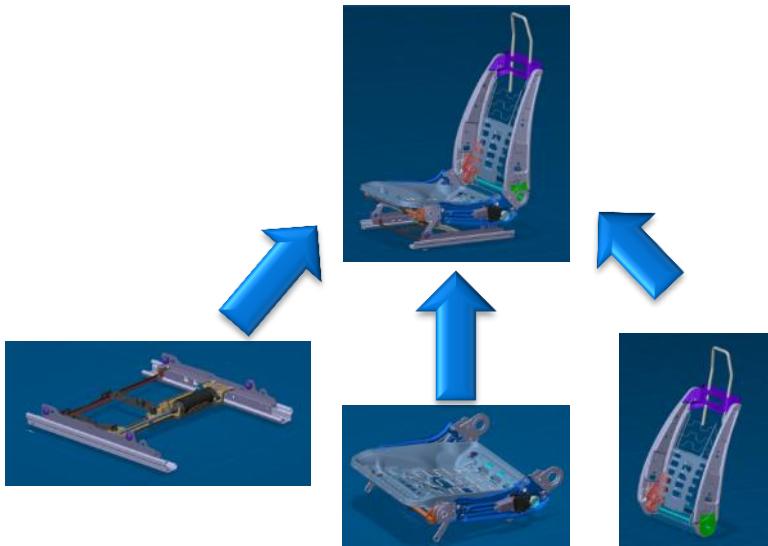
# Bid to Win 3DEXPERIENCE for Auto Suppliers



# Step 8 – Advanced kinematics

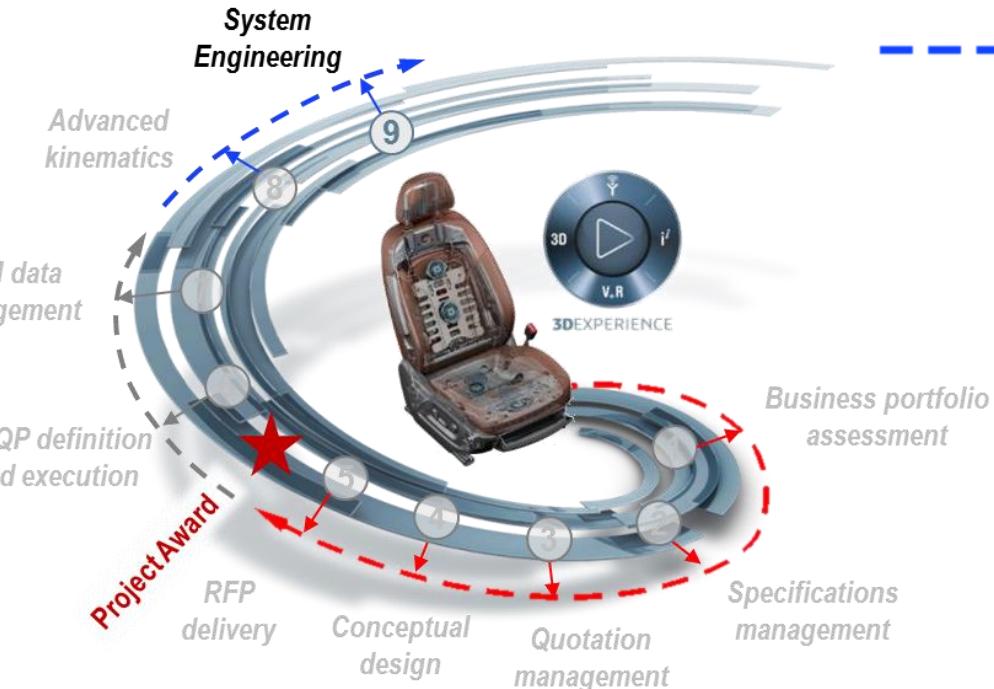


Transform Engineering

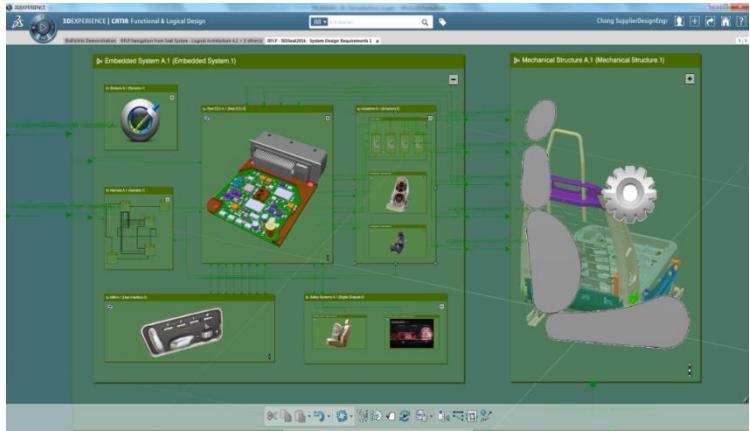


CATIA V6 as the best CAD tool ever, allowing modular design through complete and independent component design (flexible assemblies)

# Step 9 – System Engineering



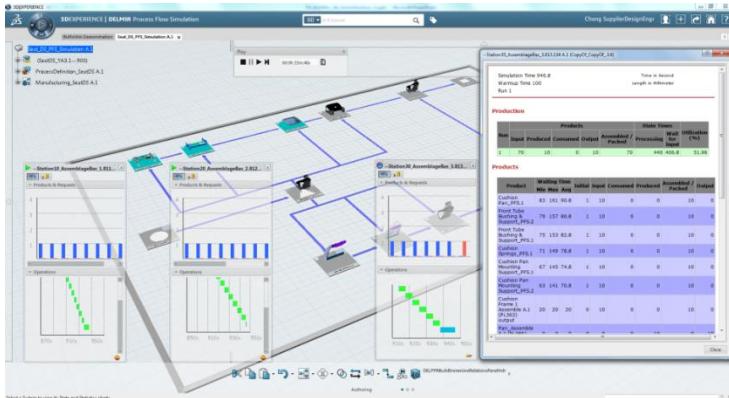
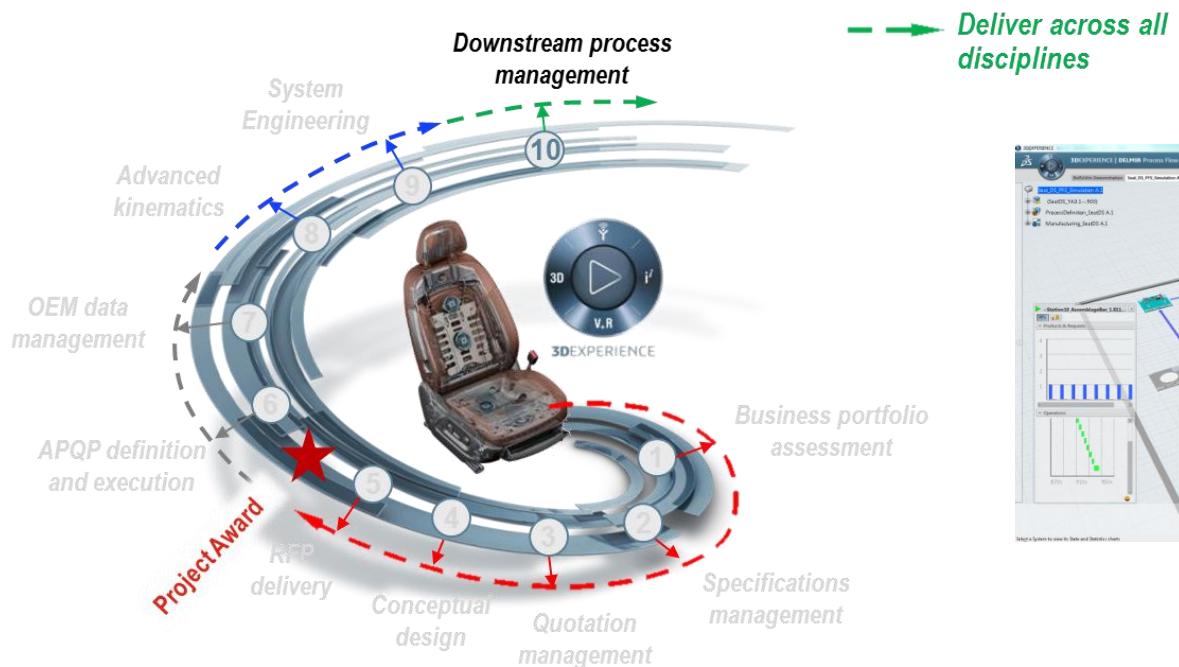
Transform Engineering



Moving from mechanical design to mechatronic design, ensuring the complete definition of every component through RFLP.

CATIA V6 no longer a CAD tool only, but an engineering tool.

# Step 10 – Downstream Process Management



Deploy supplemental processes on several disciplines for quick ROIs.

