

**3DEXPERIENCE®**

INDUSTRIAL EQUIPMENT INDUSTRIAL MANUFACTURING MACHINERY

Standard Industries, Metalworking,
Build To Order Machinery



DASSAULT SYSTEMES CAN HELP INDUSTRIAL MANUFACTURING MACHINERY COMPANIES FACE THEIR NEW CHALLENGES AND ACHIEVE A SUSTAINABLE COMPETITIVE ADVANTAGE

Through its **3DEXPERIENCE®** solutions, Dassault Systèmes enables Industrial Equipment companies to meet their challenges and anticipate the future. Information is up to date, accurate and universally available. Machines are tailored to customer needs and can be delivered faster. Documentation can be edited in real time. Moreover, manufacturers can increase their revenue by providing value-added services to accompany their product offering.

SIMPLIFY ORGANIZATION COMPLEXITY

OEMs must decide whether to “make or buy” that is, choose whether to produce an entire machine or to subcontract part of the production to suppliers. Quickly assessing the most profitable and reliable solution for customers can accelerate the decision-making process and reduce costs. Moreover, global companies that have clients all over the world need to comply with different international and local regulations.

Global manufacturers have dozens of sites around the world. They are challenged to implement fast manufacturing processes throughout their organizations that will enable them to work together in a streamlined fashion.

Thanks to a single product backbone, all stakeholders can share data and knowledge, and speed product development across global sites.

RESPOND TO CUSTOMERS' SPECIFIC REQUIREMENTS

Catering to a global market means having to comply with international and local regulations during machine development. Components can vary from one country to another, forcing manufacturers to manage a large portfolio of machine parts to satisfy requirements. With thousands of parts in their database, searching for the right part can quickly become a nightmare for salespeople who need to respond quickly to a customer that has a machine to repair.

A Configure to Order approach that relies on modularity is the solution. It enables OEMs to manage a wider portfolio without increasing the number of managed parts. With fewer parts to choose from and with better visibility with respect to part availability, sales organizations create quotations with confidence.

CUSTOMERS DEMAND MORE FROM THEIR MACHINES

Manufacturers are challenged to provide a single machine that is capable of doing it all, which is in contrast with the single-purpose machines of the past.

Our solutions helped one of our customers, who provides paper machines, to produce smarter and more polyvalent machines. Thanks to electrical motors, sensors and embedded software, machines are multi-task and able to handle an end-to-end production process.



SHIFT FROM MACHINE RESELLER TO SERVICE PROVIDER

Today, manufacturers make an 8% margin on machine sales, as opposed to 20% ten years ago. OEMs are having difficulty making a profit and are consequently turning to services to boost their business.

One of our customers transitioned from a design to cost model to one based on design to service and significantly increased its profit margin as a result. With our solutions customers can ensure maximum equipment efficiency. OEMs can conduct a quick diagnostic of machine issues and implement a robust spare parts management process. This results in a timely and efficient customer response.

SHORTER DELIVERY TIME

Complex quotations can cause misunderstandings and slow the decision-making process. Obtaining a GO decision as early as possible enables OEMs to honor their clients' expectations when it comes to machine delivery dates. Providing faster quotations that clients easily understand, accelerates customer response and helps OEMs meet their delivery commitments. Our industry solution experiences help clarify and streamline the quotation process.

KEY BENEFITS

- Facilitate global organization processes
- Provide tailored and regulation-compliant equipment
- Sell performance rather than machines
- Optimize Overall Equipment Efficiency
- Guarantee and execute on-time delivery

Our 3DEXPERIENCE® platform powers our brand applications, serving 12 industries, and provides a rich portfolio of industry solution experiences.

Dassault Systèmes, the 3DEXPERIENCE® Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 190,000 customers of all sizes in all industries in more than 140 countries. For more information, visit www.3ds.com.

