



3DEXPERIENCE

INDUSTRIAL EQUIPMENT **HEAVY MOBILE MACHINERY & EQUIPMENT**

Farm, Construction, Mining, Industrial trucks,
tractors, trailers and Stackers



DASSAULT SYSTÈMES CAN HELP HEAVY MOBILE MACHINERY & EQUIPMENT COMPANIES FACETHEIR 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.

ORGANIZATION COMPLEXITY

Customers deal with huge organizational issues. With many of their production, manufacturing, design and other sites scattered around the world, they need to establish an effective way to communicate with their ecosystem.

PRODUCT COMPLEXITY

To fulfill customer demands, which are more and more specific, products are becoming increasingly complex. As a result a rising number of heavy mobile machinery are comprised of new functional components, which can drive up costs.

REGULATION IMPACT ON DIVERSITY

Globalization forces Industrial Equipment companies to adhere to complex international regulations when designing and manufacturing their products. This has an impact on multiple areas such as ecodesign, road safety requirements and outdoor noise directive.

QUICK QUOTATION FROM A COMPLEX PORTFOLIO

More complex products makes it increasingly difficult to respond to customer demands in an efficient and timely manner. From Build To Order (BTO), Configure To Order (CTO) to Engineering To Order (ETO), IE companies generate proposals based on a complex product portfolio.

CUTTING TIME TO MARKET

Complex requirements such as regulations and productivity concerns can increase time to market. This is compounded by the fact that customers have higher expectations with respect to machine performance.

Beating the competition means sometimes having to reduce time to market by half.



MORE "TRONICS" THAN "MECHA"

Delivering high performance heavy mobile equipment requires more motion control, automation application sensors and closed loops.

Innovations once reserved for the automotive industry are now prevalent in heavy mobile equipment as well. Some examples are hybrid power engines or GPS and more specifically for the IE sector, ground scanning, a rapidly developing technology.

INCREASE SERVICE BUSINESS

With service centers scattered around the world, it gets harder for heavy mobile companies to provide their customers with the adequate support.

Quick diagnostic of machine issues along with robust spare parts management ensures a timely and efficient customer response.

KEY BENEFITS

Become a global player and facilitate worldwide market management

- Cover critical steps: purchasing, order and stock
- Adapt to complete BTO CTO ETO
- Comply with regulation (energy consumption and emission)
- Decrease total cost of ownership

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.



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