DELMIA

Global Industrial Operations
PRODUCTS ARE NO LONGER ENOUGH

CONSUMERS BUY EXPERIENCES
Up until now, Manufacturing has been a race to productivity…
DELMIA provides businesses with 3DEXPERIENCE Universes to improve the real world of Global Industrial Operations.
V+R: A new Business Experience for Global Industrial Operations

- Demand
- New Product Introduction
- Engineering Change
- Product Mix
- Reuse of Best Practices
- New / Optimized Process
- New Suppliers
- New Distribution Centers
- New Service offerings

MODEL

EXECUTE

Response Planning

Planning Optimization
Operations Planning & Optimization
QUINTIQ joins Dassault Systèmes
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What does Quintiq do?

Solve complex business operations planning challenges ranging from...

- planning and scheduling the most complex production supply chains, to...
- routing and dispatching the logistics of millions of parcels and thousand tons of bulk, to...
- planning and scheduling large workforce ensuring services are delivered consistently.
DELMIA Business Value with Quintiq

Achieve and Sustain Operational Excellence through to the Perfect End User Experience

▶ Drives the Top Line
  ▶ Faster and better informed responses to customers
  ▶ Available to Promise, Capable to Promise
  ▶ Real-time decision support
  ▶ Innovation and NPI acceleration
  ▶ Coordination of demand models and forecasts with insight into real-time, detailed capacity

▶ Perfect Launch
  ▶ Product & Services
  ▶ Time-to-Global-Market

▶ Delivers to the Bottom Line
  ▶ Improved Operational Efficiency
    ▶ No longer limited to manufacturing
    ▶ Increasing the utilization of resources already in place (people, equipment, materials etc.)
    ▶ Improvement of OTIF (On Time in Full)
    ▶ Services: On time and faster; fewer miles traveled
  ▶ Improved Quality
  ▶ Material Synchronization and Inventory Reduction
Digital Manufacturing

3DEXPERIENCE®
Digital Manufacturing simply answers…

WHAT to Produce?

HOW and WHERE to Produce?

How to OPTIMIZE Production?
Explore the infinite world of Digital Manufacturing
DELMIA Digital Manufacturing: The industries we serve
DELMIA – T&M – Final Assembly

“Build anywhere”

Maximize resource utilization to increase performance and safety

Early validation & correction of assembly plans

Quickly assess the impact of design changes
DELMIA – AD – Fabrication

“Fabricate to specifications”

Manage global fabrication requirements

Consistently deliver validated process plans

Formalize planning know-how
Robotic Arc Welding

Machining

Assembly & Manufacturing Planning

Fabrication Planning

Digital Manufacturing
DELMIA IE Assembly and Manufacturing Planning

“Global manufacturing agility & efficiency”

Increase assembly manufacturing planning efficiency

Improve first time build quality

Accelerate your manufacturing agility
Digital Manufacturing | Global Industrial Operations

- Plastic Part Injection Industrialization
- Yield Engineering in Semiconductors
- Final Product Assembly
- Mold Machining
DELMIA – HT – Final Product Assembly

“Curb manufacturing costs during design”

Early design assembly feasibility

Distribute precise 3D work instructions directly to the shop floor

Rapidly develop new manufacturing systems for increasingly complex products
Wind Turbine Manufacturing Planning

Virtual Decommissioning

Virtual Construction 4D Simulation

Virtual Maintenance 4D Simulation

Digital Manufacturing

Global Industrial Operations
DELMIA Virtual Maintenance 4D Simulation
“Control delay risks on capital intensive projects”

- Validate and optimize outage scheduling in 4D
- Ensure feasibility of planned maintenance activities
- Enhance HSE performance with ergonomic analysis
NIAEP used 4D Virtual Construction to build a Nuclear Power Plant in 48 months instead of 60, completing it a full year ahead of schedule.
A continuous online Digital Chain from Cradle to Aftermarket

Supply Chain Execution
Manufacturing Operations
Model-based shop floor execution

Work Instructions
Ergonomics
Serviceability

Digital Manufacturability
Offline Robot Programming
Virtual Commissioning

As Built

System Engineering
Knowledge-based
Virtual Testing

Global Service Operations
Model-based execution
Customer experience

As Maintained

Supply Chain Engineering
Planning in context
Logistics and Inventory Planning
Line Balancing

As Designed

As Planned
Manufacturing Operations Management

3DEXPERIENCE®
Making Apriso #1 MOM System in the Marketplace

- Expanding the scope of Apriso

- Leverage Apriso strengths around Enterprise deployments and wide application footprint

- Launch Solutions into closely aligned markets:
  - Food and Beverage Traceability and Genealogy
  - Automotive OEM Assembly
  - High Tech

- Leverage DS install base to accelerate growth
DELMIA’s focus on Apriso MOM

- Continuity of the Apriso Business Plan
- Make Apriso the #1 MOM system in the market
- Connect Engineering to Manufacturing
- Connect Manufacturing seamlessly into the Supply Chain
Continuing the Apriso Business Plan
We said it, we did it

Continued the Apriso Product Roadmap

1. Leadership in delivering plant level solutions
2. Expanding to Enterprise Solutions
3. Innovation & Industrialization
4. Leverage Dassault Systèmes
Continuing the Apriso Business Plan

We said it, we did it

- Continued the Apriso Product Roadmap as you will see in the Roadmap sessions
- Leveraged Apriso Management
- Continued commitment to Apriso Services
- Expanding and Training Partner Base to give you choice
- Extended Support offering with DS processes in addition to the Apriso Support Team
Continued Market and Deployment Success

Welcoming new Apriso customers including:

- Richemont
- Cartier
- BEKAERT
- Cartier
- Airbus Helicopters
- Yazaki
- Inenergy
- Whirlpool

Proud of your deployment success:

- BAT
- Corning
- GIMA
- ITC
- Hitachi
- YKK
- Alstom
- BAT (3)
- Bidos
- Ebara
- L’Occitane & Melvita
- Tetra Pak (4)
- Rolex
- Hitachi
- PMI
- Scania
- PMI (2)
- NGK
- YKKAP
- Ebara
- Corning
- GIMA
- ITC
- Hitachi
- YKK
- L’Occitane & Melvita
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- Rolex
- Hitachi
- PMI
- Scania
- PMI (2)
- NGK
- YKKAP
- Ebara
Connecting Engineering to Manufacturing

- Digital Manufacturing to Manufacturing Operations Management for Digital Continuity

Accelerating New Product Introduction (NPI) and Continuous Improvement
Digital Continuity from assembly processes to global manufacturing operations management.
Global Industrial Operations

Operations Planning & Optimization

Manufacturing Operations Management

Digital Manufacturing
Working together with Industry Leaders
DELMIA – AD – Fabrication

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