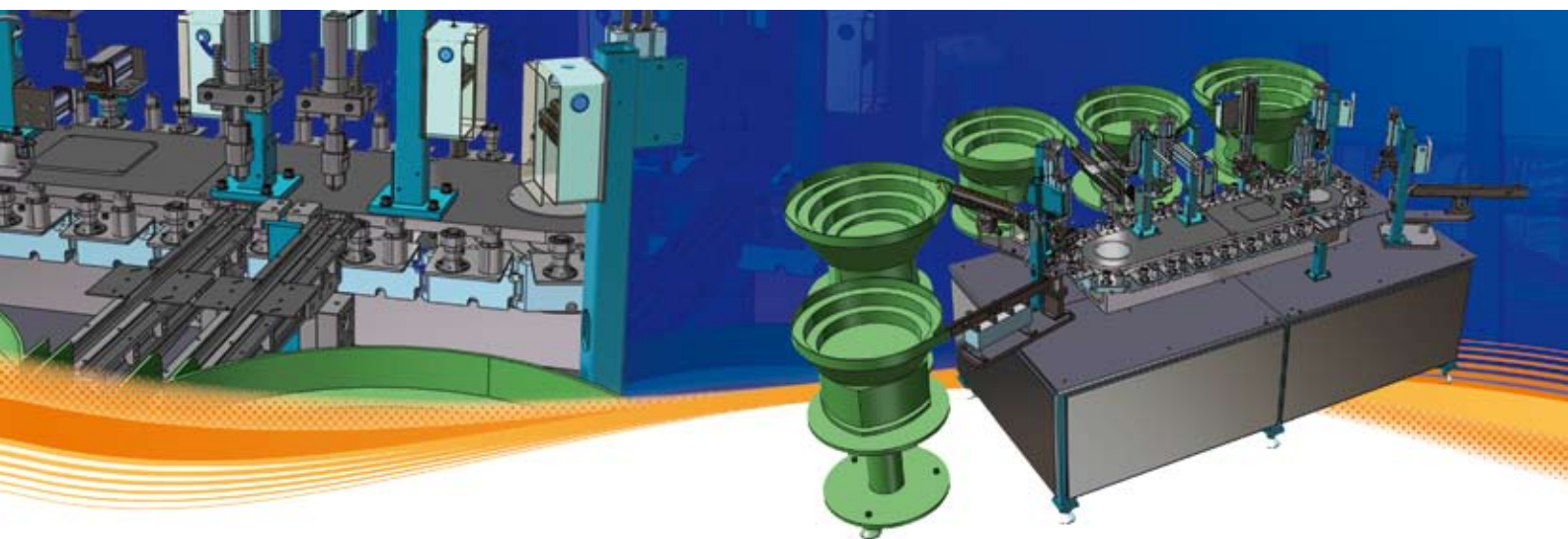


CATIA for Industrial Machinery



The Challenges

The production of industrial machinery is highly specialized and often requires design customization of extremely complex machinery. Because of the product complexity, bid cycles are longer and it is difficult to estimate the cost without feasibility studies, which is another important time consuming factor. In addition, the design and production of industrial machinery requires a profound level of collaboration between different geographical locations, teams, and suppliers.



To lead your company toward winning results, industrial machinery managers need to:

- capitalize on each project by reusing knowledge from previous designs
- use complete intelligent modules that automatically select and adopt appropriate standard components
- estimate cost accurately based on previous project experience
- manage development of increasingly complex products by incorporating rules related to industry standards

- reduce cycle time for build-to-order make engineering design changes late in the process easily and quickly
- collaborate easily and securely throughout the supply chain
- incorporate maintenance data and production documentation in a user-friendly database

Globalization and the demand for shorter product lifecycles are key drivers for the adoption of an integrated and easy-to-use PLM solution, which helps you to rise above

the competition. Companies who choose PLM solutions are strongly positioned to experience the benefits of a competitive advantage. Currently, industrial machinery companies are facing daily challenges such as greater product complexity, long cycle times for bidding, lack of coordination, and high maintenance costs. CATIA for Industrial Machinery offers a solution specifically designed to help you meet every one of these challenges.

Move Full Speed Ahead

Whether you manufacture metal working, woodworking, textile, food, product packaging, compressors, pumps, or any other type of industrial machinery – CATIA for Industrial Machinery can help you meet global market requirements. Getting started with CATIA for Industrial Machinery will quickly get you on the road to higher productivity.



Bid Faster

The first step to saving time on long bid cycles is to stop designing from scratch. CATIA for Industrial Machinery enables you to exploit the knowledge you already have from previous designs and projects. With the help of an intelligent database, you can manage your ongoing and future development in a single environment. In addition, you can embed company and international standards into templates, further reducing errors and saving time and money.

The parts and machines that you're designing are extremely complex, making feasibility studies and component estimates highly time consuming. You can save time and reduce costs because CATIA for Industrial Machinery enables you to easily simulate your design directly in the design environment. You can quickly define virtual prototypes to analyze the behavior of the complete mechanisms in action or you can reuse the results taken from earlier studies. Once you know which parts are feasible you can develop standard parts, reducing the

SERRA SOLDADURA

“Our experience shows that we can achieve 20% time saving at the design phase with CATIA V5 and up to 40% on some projects. It now takes us 180 hours to design a new jig, compared to 300 hours previously.”

José Bernal
Design Group Manager

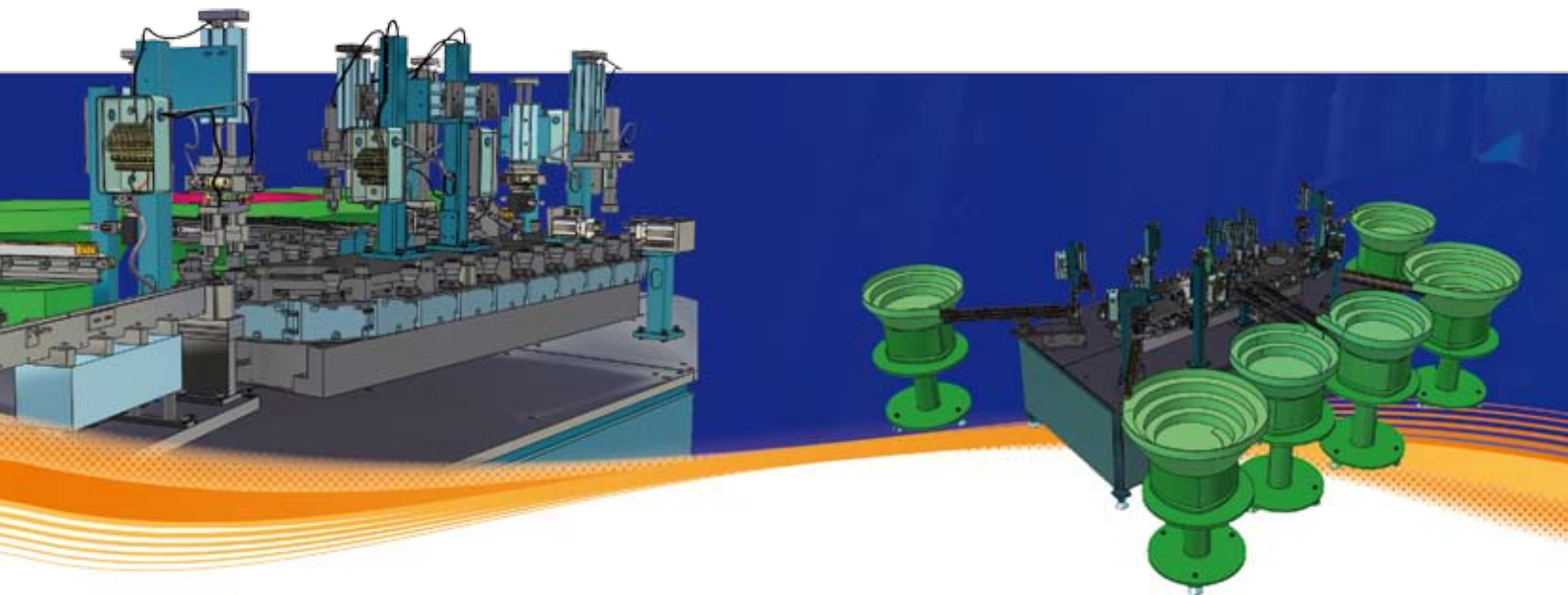
“Regarding design quality, we have achieved remarkable results. Errors found at the final assembly stage have decreased by 30 to 40%. In addition, we can respect increasingly severe customer demands to cut lead-time.”

Satoshi Yasuda, Manager
Mechanical Engineering Department

SANYO MACHINE WORKS

development and creation of customized parts and reducing costs.

Bidding and design phases can be dramatically optimized because designers are now able to get a quick and relevant design by reusing 50% to 70% of previous product design, allowing them to spend more time on innovation so that they can focus on precise customer needs.



Customize Efficiently

The build to order aspect of industrial machinery is another example of how specialized this industry is. Again, you can save time on the large volume of customized components by capitalizing on pre-approved standard components and intelligent modules that automatically select and adopt the appropriate standards. In addition, CATIA for Industrial Machinery allows you to incorporate manufacturing, purchasing, and maintenance constraints

in the design system so that the tasks of designers are expedited.

With build to order customers, it is often necessary to make modifications late in the process, which can be costly and time consuming. CATIA for Industrial Machinery makes it easy to make modifications late in the design by simply modifying design parameters. Its built-in simulation capabilities enable you to review the virtual product to make sure that you're building on the right track.

Work Together

Collaboration has never been more important than it is today. With so many key players in so many different geographical locations, meticulous collaboration is essential to design success. The challenge is how to ensure design consistency between all players, and to be sure the same standards and quality rules are being applied so that everyone becomes efficient together.

CATIA for Industrial Machinery offers a secured collaborative environment that is accessible throughout the supply chain. This enables you to share and transfer the most up-to-date information and work concurrently, harmonizing the work environment even further. In addition, 3DXML, the universal XML-based format, enables the communication of 3D information quickly and easily so that customers clearly understand your

WEINIG

“With CATIA V5, the various departments involved in a project can carry out their work concurrently and with the same degree of knowledge.”

Jochen Ganzl
Product Organization Manager



proposals, thereby reducing delays due to misunderstandings.

Innovate and Design Better

In order to differentiate yourself from the competition, it is necessary to provide a high ratio of new products to the market regularly. Complex products require a high degree of precision and innovation. You can capitalize on your know-how and design the product right the first time. CATIA for Industrial Machinery makes it possible to achieve product certification and

compliance requirements the very first time in order to support testing and certification processes. You can also ensure quality standards, reduce costs on product audit trails, and integrate product development across your organization with the use of industry standard parts and knowledge ware to easily redesign similar parts.

N. SCHLUMBERGER

“On the whole, after 18 months of production, we had gained 30 to 40% in design time which is really important since all our machines are customized for each client.”

Laurent Simon
CAD/CAM Manager

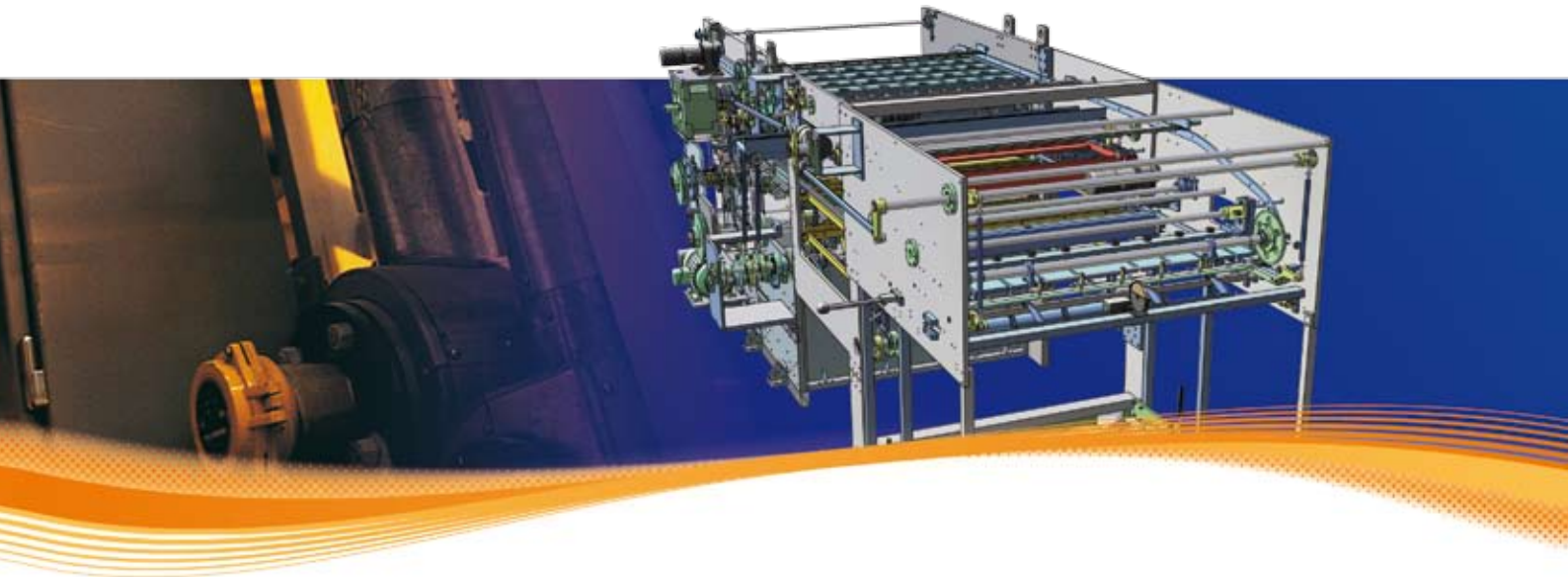
“We’ve reduced design times by 50-70 percent with CATIA V5, largely due to its customization and automation.”

Brett Ashba
Vice President

DIE CAD GROUP

How do you accomplish all of these tasks so easily? CATIA for Industrial Machinery is based on CATIA PLM Express and built upon the CATIA Team PLM core configuration, which offers the most robust, leading edge solution that helps you to manage your product’s lifecycle from start to finish. Plus, 2D/3D transitions are smooth, complex sheet metal parts are efficiently produced, manufacturing constraints are taken into account early in the design, and

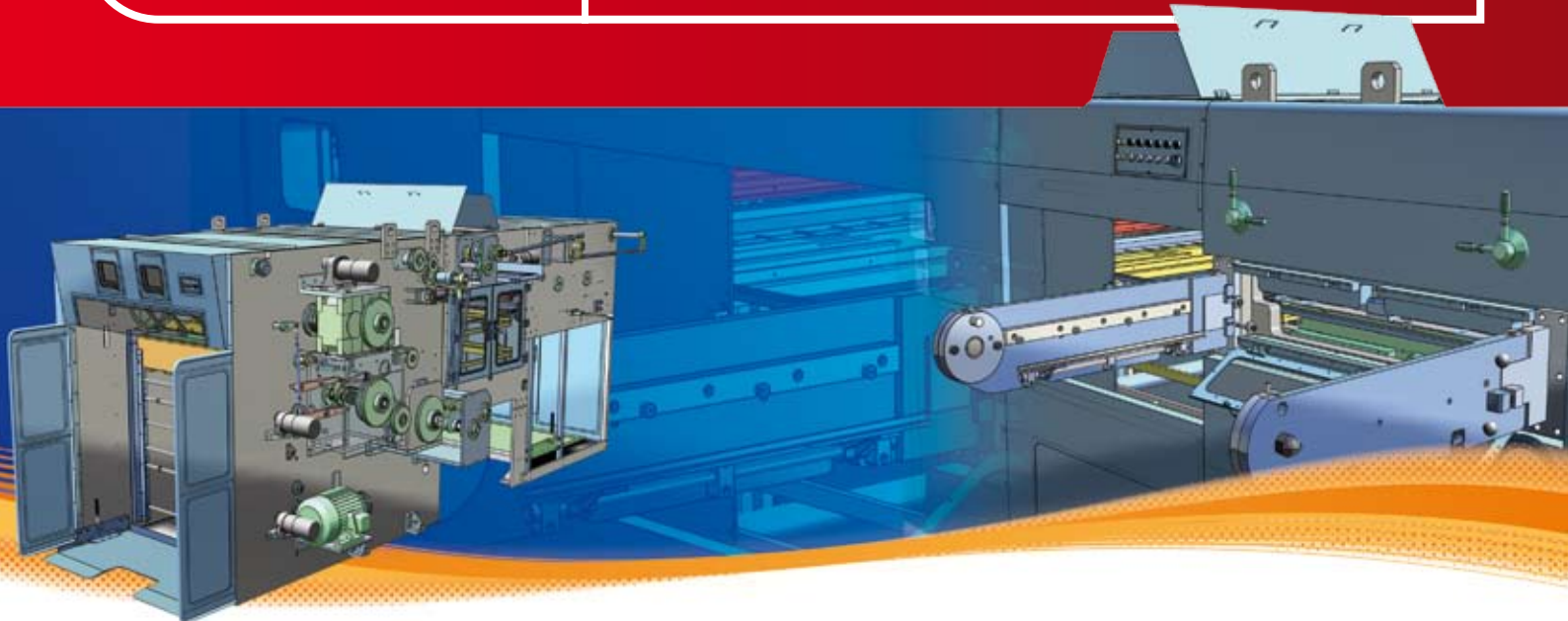
tooling elements are quickly designed, giving you more time to innovate. It is also possible to create intelligent design templates, which embed geometry and know-how so that you can reuse your knowledge with maximum security. The CATIA PLM Express portfolio offers a large scale of tailored and specialized applications, such as electrical, tubing, NC Manufacturing, and many others.



Capitalize on Your Experience

The service and maintenance of industrial machinery is necessary throughout the product’s entire lifecycle. The machine’s documentation needs to be easily accessible by all those involved in a user-friendly database. CATIA for Industrial Machinery incorporates all maintenance data and production documentation in an easy-to-use database. This gives intuitive data access to non-engineering personnel and occasional users.

INDUSTRIAL MACHINERY MANUFACTURERS CAN:	SOLUTION
Bid faster	Capitalize know-how with built-in knowledge templates Simulate products early, develop standard parts, modify late in the process with ease
Work Together	Share and review up-to-date data throughout the supply chain easily and securely
Innovate & design better	Provide a high ratio of new products to the market regularly
Capitalize on their experience	Give easy documentation access to everyone, embed company standards in templates



GROUPE CLEXTAL

“Since we have been using CATIA V5’s knowledge management and have adapted the associated design processes, we have decreased our design times by 70% for the screws and 30% for the barrels. The time invested by our engineers and technicians to implement these design parameter rules was quickly recuperated in terms of productivity and safety. In addition, it is a real safeguard for us, since CATIA V5 enables us to improve the quality of our products with a minimum of design errors. When we test a new machine configuration or an innovation, we are sure that the manufactured parts will assemble perfectly, and that their operating kinematics will reproduce the desired sequences. Without the operating and assembly simulation of CATIA’s 3D digital mock-up, we would never be able to ensure this level of perfection”.

Alain Martinez
CAD/CAM Manager

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About Dassault Systèmes

As a world leader in 3D and Product Lifecycle Management (PLM) solutions, the Dassault Systèmes group brings value to more than 90,000 customers in 80 countries. A pioneer in the 3D software market since 1981, Dassault Systèmes develops and markets PLM application software and services that support industrial processes and provide a 3D vision of the entire lifecycle of products from conception to maintenance. The Dassault Systèmes portfolio consists of CATIA for designing the virtual product - SolidWorks for 3D mechanical design - DELMIA for virtual production - SIMULIA for virtual testing and ENOVIA for global collaborative lifecycle management, including ENOVIA VPLM, ENOVIA MatrixOne and ENOVIA SmarTeam. Dassault Systèmes is listed on the Nasdaq (DASTY) and Euronext Paris (#13065, DSY.PA) stock exchanges. For more information, visit www.3ds.com

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