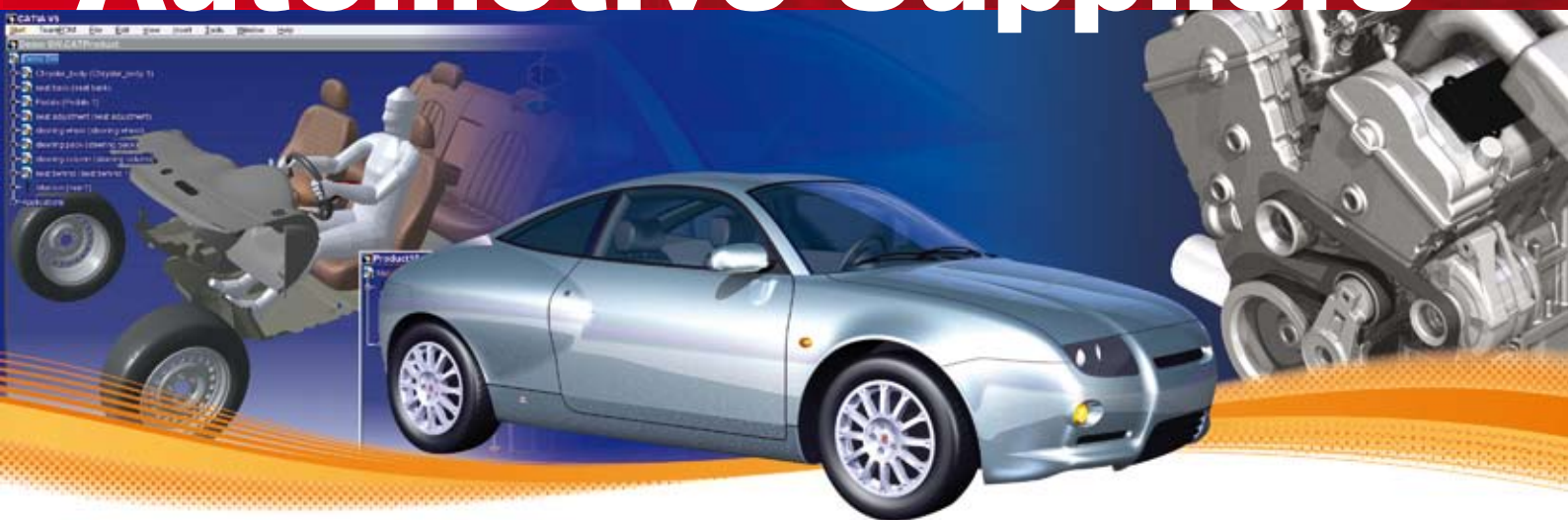


CATIA for Automotive Suppliers



The Challenges

Where will you be in 2015? Today, car-makers are increasingly shifting towards high-margin activities, such as brand management and strengthened customer relationships. Consequently, they look to their suppliers to take over more engineering and production activities. Due to continuous cost-reduction pressure and global competition, only one out of two automotive suppliers is expected to continue working in the automotive supply-chain.



To retain existing customers and win new business, automotive suppliers must deliver accurate and competitive proposals earlier, develop high quality innovative products while driving their costs down. New strategies are clearly needed to support highly challenging requirements and optimize all aspects of their product development process.

To succeed in this environment, automotive suppliers need to be able to:

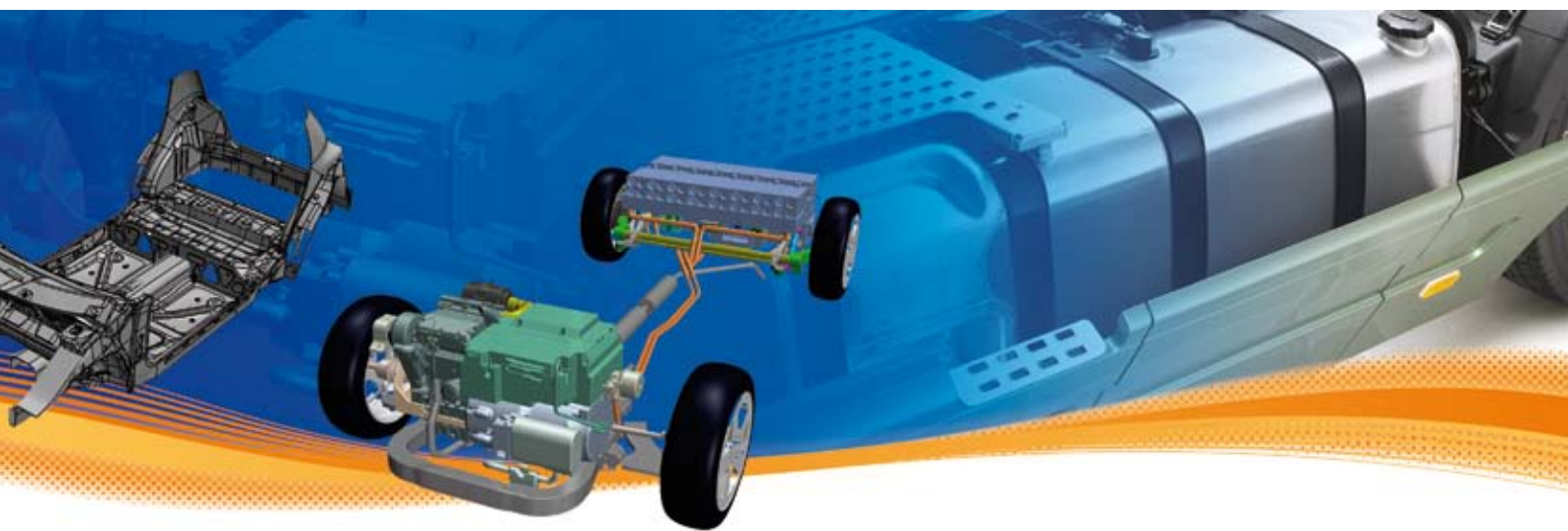
- Provide rapid and accurate quotes
- Stop designing from scratch
- Promote standardization by capitalizing know-how
- Minimize defects with the use of design rules
- Ensure high product quality with early built-in virtual product simulation and validation

- Simulate tooling easily with collision checking and kinematics
- Shorten design cycle time
- Simplify design modifications
- Manage projects efficiently
- Implement an integrated platform

CATIA for Automotive Suppliers proposes integrated, easy-to-deploy and use PLM solutions specifically designed for mid size suppliers and tool makers to address each and every one of these requirements.

Winning New Business Opportunities

Dassault Systèmes has accumulated more than 20 years of automotive expertise through solution development and close relationships with large end-customers and major suppliers. DS is now pleased to extend its PLM expertise to suppliers and tool makers of all sizes and backgrounds so that they can exploit their know-how and maximize productivity.



CATIA for Automotive Suppliers helps automotive suppliers and tooling companies to build and maintain close relationships with their Tier 1 and OEMs customers and to become a preferred-partner. Its cutting edge technology enables suppliers to strengthen their competitiveness and improve their productivity by leveraging their know-how to respond rapidly to customer demands and specifications, while seamlessly managing the supply chain relationship.

Grow With Your Needs

Naturally, you don't want what you won't use. **CATIA for Automotive Suppliers** gives you the power to choose. You build the solution that fits your needs, based on domain or engineering role. As your company grows, so will its needs, and with **CATIA for Automotive Suppliers**, you can always expand your customized solution in the future. Eventually your company can enlarge its volume and reach out to new customers as well.

FUELTECH SWEDEN AB

“With CATIA PLM Express, we have reduced our total product development lifecycle from 12-16 weeks down to 4-6 weeks. We have also shortened our product design preparation time from several days to only a few hours, and have had a strong, positive impact on our product development process.”

Matthias Nedfors
Product Manager R&D department

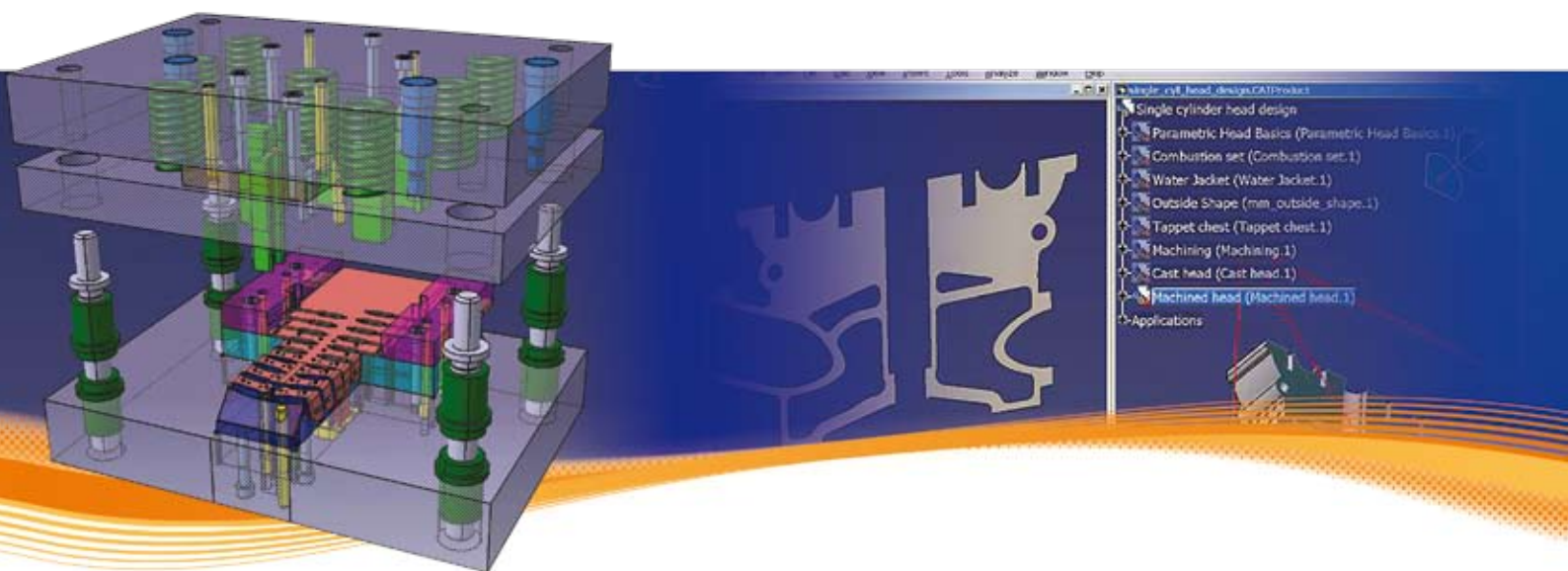
“CATIA V5 is a requirement for all of our suppliers now. If they want to bid on work from COMAU, they must have CATIA V5. Most of them have been very receptive because they know that having CATIA V5 is good not only for COMAU but also for them. It allows them to work with many automotive customers.”

Philippe Ley
Manager, Mechanical Studies
Department, COMAU Body Welding and
Assembly Division – FRANCE

COMAU FRANCE

Collaborate

Collaboration is more than just working together. Enhanced collaboration is one of the keys to business success. It requires early communication and close attention to detail to provide an accurate and innovative product. It must be simple and secure. CATIA has become a de-facto PLM standard in the automotive industry, creating an environment for you to easily share and transfer your data throughout the supply chain.



Standardize with Built-in Knowledge

CATIA for Automotive Suppliers enables engineering design rules, company standards, predefined norms, and know-how to be captured and embedded in the design definition so that the knowledge and experience accumulated over the years can easily be shared and re-used for new projects. This results in improved product quality, more time for innovation, faster delivery, and increased standardization.

Standardizing parts is crucial in helping automotive suppliers reduce buying, manufacturing, storing and maintenance costs thus enabling them to price their parts more competitively. It improves operational flexibility and simplifies supply chain management. In addition, standardization frees valuable resources to improve operations and quality, implement better product development practices, and introduce new capabilities.

Reduce Costs

Once you've established a broad range of standardized parts with ease and speed, you have taken the first steps toward reduced costs. The standardization of components reduces buying, manufacturing, storing and maintenance costs. CATIA for Automotive Supply chain also automatically updates associated tool designs when a part model changes, offering dramatic labor design savings.

FINITE PRECISION, USA

“The Dassault Systèmes V5 PLM platform allows for growth and vision. It eliminates the boundaries of bringing life to ideas.”

Chris Saylor
Sales and Operations



Ensure Quality

One of the crucial keys to customer satisfaction is high quality. You may think it's not possible to improve quality and produce parts quickly. However, with CATIA for Automotive Suppliers, the capture of knowledge makes it easy and fast to check designs for precision, making sure that your quality standards are sustained through every phase. By working in 3D, you can develop “A Master” that can be reused for other areas such as simulation

and numerical control (NC). This digital manufacturing simulation and validation facilitates the creation of customer proposals and helps you to provide quotations with better accuracy.

DIE CAD GROUP INC.

“We tried a number of different software solutions, but none could handle the complexity of the tools we were designing except CATIA V5.”

Brett Ashba
Vice President

“Our Dassault Systemes V5 PLM Solution ensures that all processes, from product design to shipping, are comprehensively organized throughout the company’s structure.”

Oh-Hwan Jeon
Director R&D Center

HANIL E-HWA, KOREA

Deliver as Promised

Your customers are counting on you to deliver as promised. Customer satisfaction is vital to building and maintaining close customer relationships, in addition to winning new customers. The competitive market requires you to deliver your products to market quickly so that you stay ahead of your competition. CATIA for Automotive Suppliers makes it fast and easy to design and deliver your product to market on time.

Speed toward the Checkered Flag

Once you have designed and delivered a winning range of products to market on time, you will be ready to move on to create an unsurpassable cycle of productivity. Your customers will be satisfied, and your bottom line will increase. Now is the time to take advantage of your winning position and continue expanding your competitive advantage.



Make the right choice

As most companies, you don't have time to waste on complicated tools and their long training programs, and you are looking for a rapid return on investment. Make the right choice for your business with CATIA for Automotive Suppliers, an easy to use and implement solution, specifically designed to fit your needs as suppliers, at an affordable price. CATIA for Automotive Suppliers combines innovative design with collaboration to help you bid more

effectively as well as develop and deliver innovative products at competitive prices.

CATIA for Automotive Suppliers

- is a PLM standard in the Automotive industry
- supports end-to-end engineering processes
- maintains high quality surfaces
- captures the company Know-how in powerful templates
- is based on CATIA PLM Express, the powerful yet simple, affordable, and scalable PLM offering for mid size businesses



Just For You: Automotive Tooling Suppliers

Are you looking for a single solution to cover the entire tooling process from design to manufacturing without the need for any additional software or skills? CATIA for Automotive Tooling Suppliers offers a solution that integrates design through manufacturing and is uniquely developed for you. You can ensure standardization by capturing, sharing, and re-using company rules, know-how,

and expertise. Plus you can answer bids quicker and more accurately by linking design and manufacturing systems to get information quicker. Standardization embeds engineering design rules in design definition, and provides pre-defined standards and customized components, which saves time and reduces costs.

INTEGRAL POWERTRAIN LTD.

“CATIA V5 offers us much more flexibility and enables our engineers to consider many more options before committing to the final design. This results in a superior product while saving both time and money.”

Darren Cairns
CAE Director, Integral Powertrain

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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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