



V6 apps Business Opportunities

Extending the Playing Field

Serve new industries

From 7 to 11 industries - including consumer packaged goods, energy, life sciences and business services - means new market opportunities

Play in new domains

Offer solutions that contribute to innovative application domains, such as online collaboration and consumer lifelike experiences

Satisfy new users

Extend from industrial customers to consumers: reach new users outside the traditional engineering and manufacturing departments

Apply flexible use models

Consider on-premises and on-demand use models to enable greater efficiency

Leverage new deployment models

Named user licensing model provides more flexibility and independence

How to join the V6 apps Program

Access our software community

Are you interested in becoming a V6 software community member?

As a first step, please complete the [online registration form](#) to provide us with information about your company, your current business and a description of your product development proposal.

<http://www.3ds.com/communities/partners/software-partnership>

This information is the basis for our validation review which is managed within Dassault Systèmes by your dedicated alliance manager. Then we will be in contact with you to take the next step towards establishing your membership!

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How to Play in the V6 Software Community

CREATE AND SELL
COMPLEMENTARY
V6 Applications (V6 apps)



V6 apps Program Objectives

Extended Community for V6 Applications

Based on the **V6 PLM 2.0 infrastructure** supporting Dassault Systèmes brands - CATIA, SIMULIA, DELMIA, ENOVIA, and 3DVIA - independent software vendors can **create and sell complementary software applications**.

Within our **software community** we share the vision of continuously enhancing our global 3D PLM solutions and meeting customer requirements for various applications:

- Address specific industry process needs
- Share and innovate via online collaboration
- Employ 3D as a medium for online communities

Online lifelike experience for consumers

Online collaborative innovation

Online IP modeling & simulation



V6 apps Program Deliverables

Strong DS Involvement and Support

... for Software Community Members

Software License Loaner

- Development environment & product APIs
- Selected licenses for V6 apps test and evaluation
- Licenses for customer demonstration

Technical Support

- Access to DS support website
- Online & phone support package

Technical Training

- Training package
- Social community access for developers

Partner Portal

- Access to information and service links

Community Collaboration

- Involvement in DS developer community events
- Involvement in online collaboration

Marketing Support

- V6 apps listing on DS website
- Use of "V6 apps" label
- Net-linking to share web traffic

Sales Support

- Referencing on DS PLM MarketPlace (annual fee)

Financial Conditions

- Annual fee for license package
- Migration path for CAA V5 community
- Option to purchase additional licenses annually
- Subscription fee (paid once per agreement) for *Adoption or Starter Kit* support package
- Revenue sharing model

Dassault Systèmes offers to selected members a "Partner" status with extended benefits.

V6 apps Development Support

Support Services & Developer Training Program

Baseline Services

- Defect management
- Non-defect management
- Online license request
- Phone support
- On-demand media ordering
- Electronic download
- Self-support web tools



Developer Services

V6 Adoption Package

- 5 days of training for up to two developers each
- 15 programming assistance requests
- Companion server access
- Assistance for environment set-up

V6 Starter Kit

- 2 weeks of training for up to 2 developers
- 30 programming assistance requests
- Companion server access
- Assistance for environment set-up



Developer Support (Additional Services)

- Programming Assistance (PA) package (for 15, 50 or 150 requests)