DASSAULT SYSTEMES

3DEXPERIENCE

AEROSPACE & DEFENSE
WINNING PROGRAM

CONFIGURE THE RIGHT CONCEPT, KNOW HOW TO DELIVER IT

HOW CAN YOU INCREASE THE FIDELITY OF YOUR OFFER OR PROPOSAL AND IMPROVE YOUR ABILITY TO DELIVER TO COMMITMENTS?

Successful Aerospace & Defense companies win new business and maintain customer satisfaction by executing on time, within budget and delivering the right technical solution. For a commercial company proposing a new product offer to the market or a contractor bidding in response to a customer Request for Proposal (RFP), creating the right concept requires the integrated management of complex system alternatives definition and analysis trade process. Ensuring your company can execute upon the commitments made in your plan begins with analyzing sufficient alternatives to have confidence in your offer or proposals' fidelity and accuracy.

In today's highly competitive market, companies must have efficient and repeatable processes to quickly develop proposed system configurations which are then delivered on time, responsive to the requirements of the business or RFP, technically feasible, and competitively priced.

With our Winning Program **3D**EXPERIENCE® solution, you benefit from on-line access to full program data, enhanced trade studies management and the ability to define and manage your proposed system configurations with higher fidelity and with the confidence you can meet your customer's requirements on time and on budget. You can reuse your full analysis history for future studies and access all program and proposal data for proficient and effective team management.

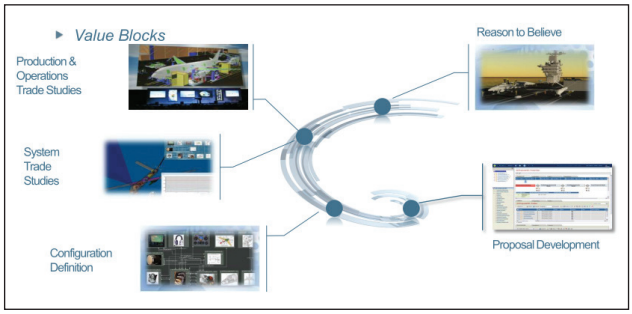
Winning Program Supports Growing Your Business

- Provides efficient selection of right system alternative
- Allows full reuse of offer or proposal data, system concepts, trade studies, and more
- Supports full accountability to all customer, regulatory and business requirements
- Delivers higher accuracy proposals with greater fidelity
- Increases opportunity for improved proposal win/loss ratio or offer success
- Improves program performance and attainment of cost, schedule, & functional objectives

Develop Improved Offers or Proposals More Efficiently

In managing one or volumes of either offers or proposals, your company must balance resources – both highly knowledgeable and in demand – to grow your business. Our governance and collaboration proposal development feature ensures efficient and repeatable processes across dispersed teams and full visibility of the offer or proposal(s) so executive leadership has critical information needed to make the right decisions.

With the Winning Program **3D**EXPERIENCE, your offer or proposal team realizes improved program definition allowing well informed decisions between capabilities vs. cost. Winning Program provides the capability to fully ensure your offer or proposal fully meets the requirements of your customers and business.



Transform Requirements into Alternative Solutions

Given that 70 percent of cost decisions made during a program's concept and preliminary design phase impact 80 percent of total lifecycle cost (Roland Berger 2011), greater understanding of the technical solution and greater alternatives explored translate into improved performance and profitability.

Within the configuration definition phase, our Winning Program **3D**EXPERIENCE manages the generation of the best concept architecture (including design features and technology) to meet customer and business requirements. Your company delivers the best proposal or offer because of high system concept fidelity and detailed alternatives definition and comparisons. All decisions throughout the down selection concept phase are traceable to fully understand the impact of subsequent changes.

Explore "Best" Alternative Design

Before you embark on the proposed detail design, would you like to accelerate concept trade studies using iterative optimization of models? With Winning Program **3D**EXPERIENCE, you can capture and deploy your approved simulation methods and best practices, providing guidance and improved confidence in the use of simulation results for your collaborative decision making. Users can improve offer or proposal and conceptual design quality with fully traceable simulation history and associated data. Winning Program accelerates offer or proposal concept development by providing timely access to the right information through secure storage, search and retrieval with functionality dedicated to automation of single and networked simulations to increase the quantity and quality of alternatives explored.

Our **3D**EXPERIENCE Platform powers our brand applications, serving 12 industries, and provides a rich portfolio of industry solution experiences.

Dassault Systèmes, the **3D**EXPERIENCE 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 170,000 customers of all sizes in all industries in more than 140 countries. For more details regarding **AEROSPACE & DEFENSE** industry solutions, go to **www.3DS.COM/AEROSPACE-DEFENSE**

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