

# Academic Partnership Program



*Leading edge technology  
for career awareness,  
preparation and exploration*

## *Mission: DELMIA Academic Partnership Program*

The mission of the DELMIA Academic Partnership Program is to create Academic Partnerships that promote an understanding of DELMIA's Digital Manufacturing Solutions through the development and implementation of integrated classroom instruction, student projects, and research and development activities.



## *Opportunities for Partnership*

Educational initiatives at all levels of academic focus are invited to partner with DELMIA in meeting the human and organizational needs necessary to thrive in today's digital age.

DELMIA's broad range of simulation software solutions has been utilized in many industry segments and is applicable for many academic purposes. With this in mind, each Academic Partner individually determines how to implement DELMIA solutions into their program(s) or research initiatives.

## *DELMIA Partnership Role*

Total Product Lifecycle Management (PLM) is on the leading edge of manufacturing philosophy today. DELMIA, as part of Dassault Systèmes, is the industry leader in defining and developing this solution. Sharing this philosophy and these tools is part of our commitment to the development of the engineering knowledge base and attracting young people to the digital community.

To make this approach available to the educational community, DELMIA offers attractive pricing for software, support, upgrades and training as well as the willingness to support our partners in curricular implementation and industry relationships.

DELMIA also continuously runs an internship program open only to partnering institutions. Our internships are substantive engagements for the students in the business of DELMIA Corp and are monitored for value to all concerned.

DELMIA periodically conducts Education and Training Forums. The intent of these Forums is to bring together a group of people interested in the use of simulation in education. Some things that typically occur at these Forums are: highlighting of student projects, DELMIA news and updates, networking, best practices, and employers' hiring needs.

The robustness of the DELMIA suite of software solutions dictates that our partners be assisted in selecting which solutions set is the best fit for their usage. Therefore, the DELMIA Academic Program Liaison will work with each partner to develop a quote especially suited to that end.

## *The DELMIA Advantage*

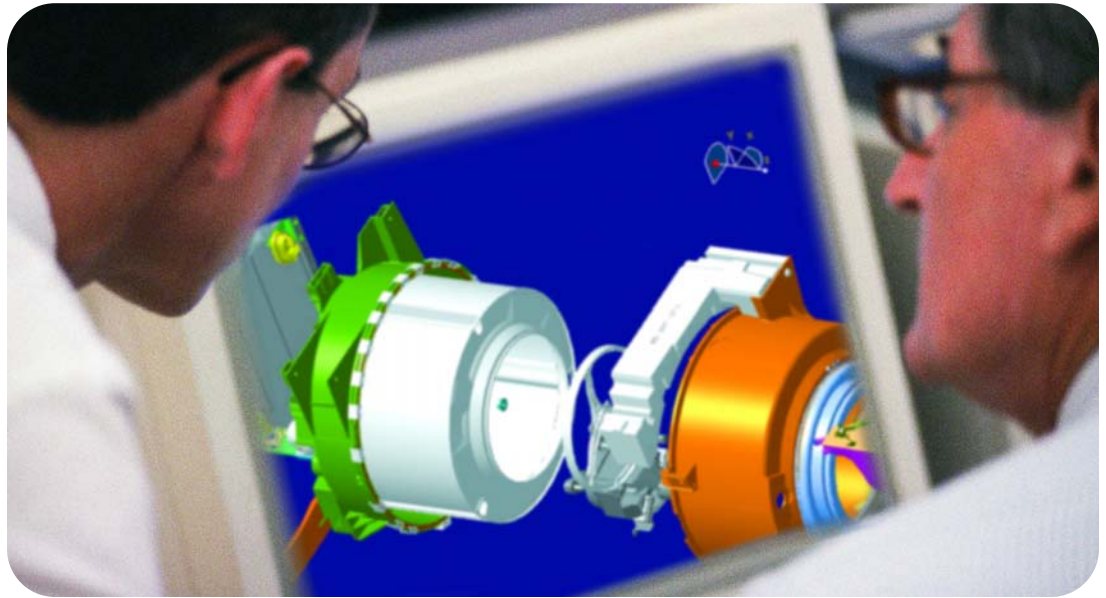
- *Affordable, partner-based program to prepare students to enter the workforce*
- *Leading edge technology to build an engineering curriculum to enable a rich and interactive learning experience*
- *Engineering students can explore and express their talents to develop the skills in the technology of today*
- *Integrate DELMIA with other Dassault Systèmes technology (CATIA, ENOVIA, SMARTEAM)*



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## Partner Highlights

- **Oakland Schools and DELMIA Partner to Form New Academy of Digital Manufacturing**—Curriculum to be offered in advanced technology, design and virtual simulation tools.
- **DELMIA® used in General Motors/Department of Energy Challenge X Project by Mississippi State University**—Simulation software ensures fit and form of redesigned Chevrolet Equinox
- **DELMIA Partners with Heart of Georgia Technical College to Provide Statewide PLM Software Training**—60 Georgia training centers to be established by end of 2008



## Academic Partnership Role

Each educational endeavor is unique, and, as such, partners must create a plan that describes their objectives and the resources they will commit to support them. The objective must be initially stated whether DELMIA software is to be utilized for research or classroom purposes. This is meant to both provide a means to clarify expectations for deliverables and as a way to communicate information that might solicit additional support or leverage related efforts throughout DELMIA's network.

## Partners Review

To ensure the continuous success of the partnership, upon license renewal, communication with DELMIA and the Academic Partner will be scheduled. At this meeting, plans for the coming year will be reviewed and the partnership renewed upon mutual consensus.

## Program Pricing

DELMIA expects to support its partnership programs with software, maintenance, and training in order to ensure the success of the educational endeavor. Pricing has been arranged to make all levels of this partnership a success.

All DELMIA Generally Available software is open for academic partnership purchase. Software purchase prices are divided into two categories, Curricular Implementations or Research Usage.

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