

# Industry Leadership for Growth



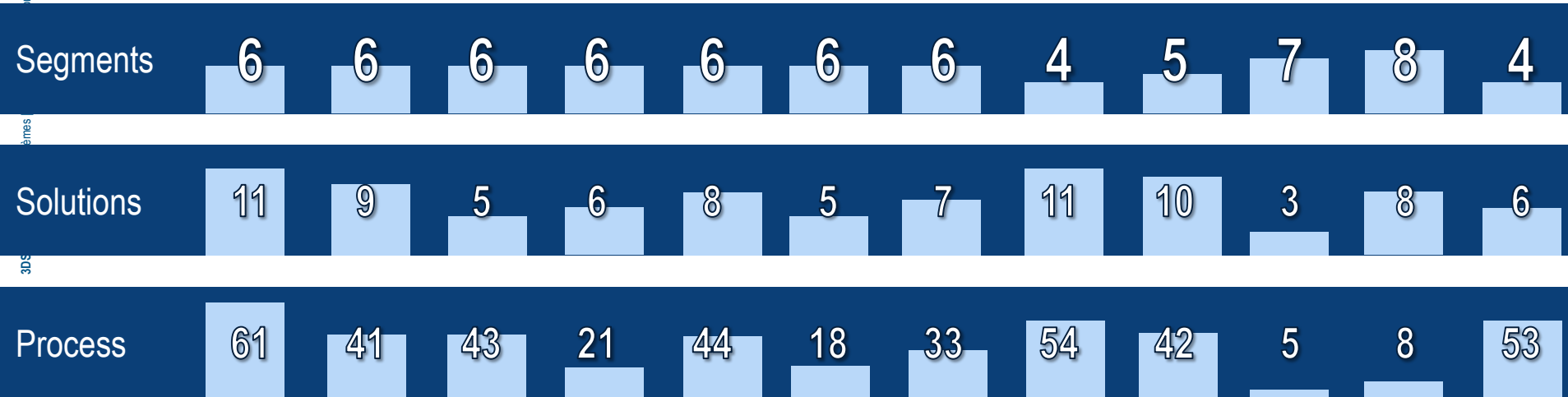
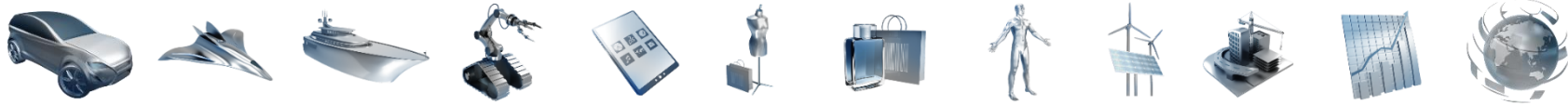
Bruno Latchague

**3DEXPERIENCE**<sup>®</sup>



# A Rich Portfolio of Industry Solution Experiences

**12** industries **69** Segments **84** Solutions **317** Processes





# From Product Selling to Industry Value Selling

## Increased **Win Rate**

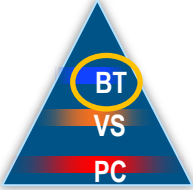
- ▶ **650 Customers** engaged with solutions and won  
(+1000 Opportunity won with solutions)
- ▶ **150 Partners** have won Solution deals

## Increased **Deal Size**

- ▶ **+40%** deal size  
*when engaging with Solution*
- ▶ **+ 50%** deals won  
*with solution versus Q1 last Year*

## Increased **Replicability**

- ▶ **70%** of our solutions launched in 2015 are **REPLICABLE**
- ▶ **20%** of the solutions launched in 2016 are **ALREADY REPLICABLE**



# Ericsson Adopts 3DEXPERIENCE Platform

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## Ericsson

World leader in communications technology. Providing hardware, software and services to enable transformation through mobility. 40% of global mobile traffic

### Business Values:

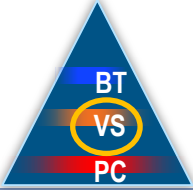
#### Enabling digital transformation of business processes

- Providing seamless integration of IT, telecom, hardware and software to facilitate smart, connected software- and service-driven experiences
- Fostering new processes of open innovation, **reducing delays between ideation and go-to-market**

### Solution:

3DEXPERIENCE Platform with **Business Operation Excellence** leveraging **ENOVIA** applications

# Faraday Future Adopts 3DEXPERIENCE Platform

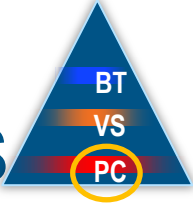


## Faraday Future

Launching with fully-electric vehicles that will offer smart and seamless connectivity to the outside world



3D



# Center for Advanced Design Adopts SOLIDWORKS

## Industrial Designer powered by 3DEXPERIENCE Platform

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**Center for Advanced Design**  
Product development consulting firm

### Business Values:

#### Accelerating industrial design concept development by:

- Eliminating repetitive tasks
- Improving flexibility for making design changes
- Streamlining communication of design concepts

→ Cut industrial design time by 60%

### Solution:

**SOLIDWORKS Industrial Designer**, powered by 3DEXPERIENCE platform



**Stephen CHADWICK**  
EuroNorth



**Andreas BARTH**  
EuroCentral



**Olivier LETEURTRE**  
EuroWest



**Alexey RYZHOV**  
Russia



**Guido PORRO**  
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**Laurent BLANCHARD**  
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**Bruno LATCHAGUE**  
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**Marcia FLESH GRILLO**  
LATAM



**Seiji KAJIYA**  
Japan



**Chandan CHOWDHURY**  
India



**Sox KONNO**  
AP South

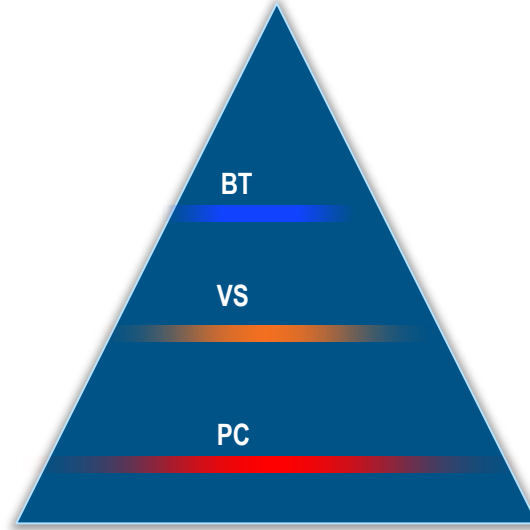






# Scale Up with Global Field Operations

Powered by



Sylvain LAURENT  
EVP, WW Business Transformation



Laurent BLANCHARD  
EVP, WW Alliances & Services



Bertrand SICOT  
VP, 3DS Value Solutions



Kenneth CLAYTON  
VP, 3DS Professional Channel





