A GLOBAL ECOSYSTEM OF QUALIFIED COMPONENT SUPPLIERS AT YOUR FINGERTIPS
THE VALUE OF B2B MARKETPLACES

No matter whether we’re purchasing a product or service for personal or professional needs, we’re always trying to do so via the most user-friendly process to save time and money. Trailblazing online giants like Amazon and Alibaba have built their fortunes on helping buyers do just that. Although e-commerce is not new, improved technologies are making it easier to purchase anything, at any time, anywhere. So it’s no wonder that nearly every business, from the local takeout restaurant to the national symphony orchestra, has jumped on the e-commerce bandwagon.

The Evolution of B2B Marketplaces

To help us gain further efficiencies, digital B2B marketplaces are becoming more pervasive and expanding to industry marketplaces for all types of industrial goods and services. They make it simple for businesses of all sizes to comparison shop and find the right product/service without a middle man, thus contributing to their business goals.

“For supply chain management, it provides a rapid way to achieve what I call a “3D” supply chain: demand-oriented, data-driven and digitally executed. These qualities are integrally linked to key dimensions in IDC’s maturity model for digital transformation.”

Robert Parker, Group Vice President, IDC

“In breaking the linear, hierarchical supply chain models of the past, collaborative marketplaces enable digital ecosystems where all participants – from raw-material suppliers to after-market service companies – can connect, interact, innovate and co-create value and commercial success.”

Andy Hoar, CEO, Paradigm B2B
THE 3DEXPERIENCE® MARKETPLACE

Responding to our customers’ desire to streamline collaboration and innovation processes, Dassault Systèmes launched the 3DEXPERIENCE Marketplace, an online ecosystem for design, engineering and manufacturing transactions to help business innovators leverage new ways to collaborate and transact with other industrials and service providers.
THE 3DEXPERIENCE MARKETPLACE

It includes:

- **3DEXPERIENCE** Make: Over 180 qualified manufacturers with more than 13,000 machines
- **3DEXPERIENCE** PartSupply: More than 30 million components from 800 suppliers
- **3DEXPERIENCE** Engineering: Leading engineers and engineering offices specialized in digitalization, design and certification of products

Businesses seeking to identify new manufacturing suppliers, insert specific components into their design environment, and/or better manage their ecosystem and in-house resources, now have access to on-demand manufacturing, engineering and intelligent part sourcing services.

Based on the groundbreaking 3DEXPERIENCE platform, “the 3DEXPERIENCE Marketplace transforms the supply chain into a value chain: a single, virtual, social enterprise, pioneering a new way to do business, innovate, and create value in industry. Online platforms and marketplaces have already transformed retail, transportation and hospitality services. Get ready—the industrial world is next.

Bernard Charlès, Vice Chairman & CEO, Dassault Systèmes

The cloud-based 3DEXPERIENCE Marketplace empowers users to iterate on design and manufacturing specifications, ensures that a part or product can be manufactured, and reduces risk and errors. It also manages all aspects of the buyer-seller transaction, such as payments, currencies and billing, and provides a record for full traceability.

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**Knowledge & Know-how**: Each service adheres to industry standards to capture offers and requests, ensuring successful transactions.

**Universal Language**: Each service leverages 3D as the universal language to improve collaboration, bridging the virtual and real worlds.

**Traceability**: Buyer-seller exchanges are documented and accessible in one place.

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Many industrial suppliers now put models of the components online...But having to go through everybody’s different Web store is very cumbersome.

Paul Parise, President, Convergent Technologies
PARTSUPPLY ON THE 3DEXPERIENCE MARKETPLACE

Today’s consumers, whether shopping in their business or personal lives, are demanding. They have access to unprecedented amounts of information and are eager for personalized products and services. Growing personalization means more products on the market and, hence, proliferating product parts. In addition, mergers and acquisitions often add parts to the internal catalog.
Few parts are complex, but many are simple and inexpensive. Standard parts make up only 20% of the purchasing volume, but 80% of procurement costs. In order to optimize the purchasing process, decrease costs, and keep product development on schedule, easy access to parts available from reliable external suppliers is critical.

PartSupply is the most comprehensive, artificial intelligence driven catalog of sourceable 3D components. Available free-of-charge for companies of all sizes, its more than 800 on-demand content providers from around the world comprise a one-stop shop of tens of millions of qualified component configurations. PartSupply makes it easy for you to:

- Access catalogs of qualified supplier components any time
- Quickly search for the one you need by filtering with component categories, or by combining the power of semantic search and 3D shape similarity
- Side-by-side compare similar configurations and analyze their detailed technical characteristics and supplier locations to decide which best fit your needs
- Download the 3D model (from a Web widget for non-CAD users) into your design environment for fast validation of its configuration

Once you’ve found the right part, evaluate supplier location and contact the supplier directly to negotiate pricing and place your order!

Finding parts is painful because there are so many vendors spread out throughout the world. A lot of the vendors, even though it’s a similar part, might use different terminology for the parts...When I first saw Marketplace PartSupply, I was pretty excited. I saw all of these opportunities for the vendors to be in one place, for very similar parts to be in one place.

Al Zullo, Owner, ALZCO LLC
**THE BENEFITS OF PARTSUPPLY**

“A lot of times I get what I need, but I have to scatter across five different websites to find the part or find somebody to make it…Time is valuable to me. This is going to make my workflow seamless. This is going to give me an opportunity to finish projects sooner…”

**Edson Gebo, Founder, Digital Detail & Design**

“For OEMs, this represents a savings of tens of millions of hours of design and engineering time, as well as deep reductions in the tremendous upstream and downstream costs associated with the unnecessary introduction of new parts. For parts manufacturers and distributors, it has meant access to a large and highly qualified new customer base, with 85% of downloaded products resulting in a purchase. It also has given suppliers important, data-driven visibility into customer needs and preferences.”

**Gabriel Guigue, Co-Founder & Managing Director, TraceParts**

**PartSupply** gives you the peace of mind that you’re making an informed decision.

Other benefits include:
- **Minimize** time spent searching for, selecting and testing parts from external catalogs
- **Facilitate** the intermediation process for Sourcing and Procurement professionals
- **Standardize** parts across the extended enterprise
- **Narrow down** choices of your referenced standard parts
- **Innovate** by exploring what the market is offering while ensuring the required part will meet your needs
- **Reduce** errors and risk; **ensure** quality compliance with proven parts
- **Establish** valuable supplier partnerships
- **Gain** economies of scale
- **Decrease** delivery costs and time-to-market
- **Improve** supply chain performance

**Why join as a Content Provider?**

- **REACH** Dassault Systèmes’ extensive user base, enterprise customers and other engineers globally
- **PROMOTE** your industrial know-how and expertise
- **ANALYZE** how your components are used by the PartSupply community
- **DEVELOP** your business with dedicated dashboards and analytics

**THE VALUE OF B2B MARKETPLACES**

**THE 3DEXPERIENCE® MARKETPLACE**

**PARTSUPPLY ON THE 3DEXPERIENCE MARKETPLACE**

**THE BENEFITS OF PARTSUPPLY**

**SOURCING & STANDARDIZATION INTELLIGENCE**

**HOW DOES IT WORK?**
To help manufacturers manage their collaborative ecosystem of multidisciplinary partners, PartSupply offers two services:

**PartSupply Community Services** is a worldwide ecosystem of providers accessible to anyone, qualified and nurtured by Dassault Systèmes.

**PartSupply Enterprise Services** allows companies to nurture their own enterprise ecosystem, listing providers qualified by Dassault Systèmes, qualified by themselves, as well as in-house resources.

Enterprise users can then benefit from seamless access to this ecosystem.

All 3DEXPERIENCE Marketplace services are accessible directly from SOLIDWORKS (watch the demo), CATIA V5 (watch the demo) and 3DEXPERIENCE platform apps.
Sourcing & Standardization Intelligence applications on the 3DEXPERIENCE platform help companies justify their decisions to make, reuse or buy product parts. With an artificial intelligence backbone leveraging the proven Web semantics, analytics, mashup, and indexing technologies of EXALEAD, the applications locate information from multiple sources and make it available instantly.

Parts standardization and reuse are key drivers for limiting the costs associated with new program development, and they can also help decrease procurement costs and improve strategic sourcing partnerships.

To facilitate your decisions to make, reuse or buy, we recommend the full suite of Sourcing & Standardization Intelligence solutions:

The Standard Part Analyst (X1R) role suitable for librarians and complexity managers, EXALEAD OnePart Reduce introduces a new way to work, focused on classifying and deduplicating existing parts, thus paring down the internal parts catalog, streamlining the system, and cutting unnecessary costs tied up in stock.

Reduce helps:
- Identify and reduce duplicate parts at scale
- Simplify clustering of parts for Procurement departments
- Share and adhere to the company standardization policy

Complement Reduce and Reuse with PartSupply for end-to-end product part/supply chain optimization to speed time-to-market and propel your digital transformation.

The Preferred Part Consumer (S1X) role suitable for designers and product and tooling engineers, EXALEAD OnePart Reuse is a business discovery application that accelerates reuse of parts, designs, specifications, standards, test results and related data for engineering and manufacturing activities.

Reuse helps:
- Decrease duplicate part proliferation and increase new product development agility
- Improve quality and reduce risk
- Lower costs and free up working capital better devoted to innovation
Our 3DEXPERIENCE® platform powers our brand applications, serving 11 industries, and provides a rich portfolio of industry solution experiences. Dassault Systèmes, the 3DEXPERIENCE® Company, is a catalyst for human progress. We provide business and people with collaborative virtual environments to imagine sustainable innovations. By creating ‘virtual experience twins’ of the real world with our 3DEXPERIENCE platform and applications, our customers push the boundaries of innovation, learning and production.

Dassault Systèmes’ 20,000 employees are bringing value to more than 270,000 customers of all sizes, in all industries, in more than 140 countries. For more information, visit www.3ds.com.

LEARN MORE ABOUT PARTSUPPLY:
HTTPS://PARTSUPPLY.3DEXPERIENCE.3DS.COM/WELCOME
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