



Boat hull designed with CATIA

Ventilation connection designed with CATIA

# PolyPoint engineers the yachts of the future with CATIA

Design and engineering in the yacht industry have undergone major changes in the last few years facing new challenges with respect to the environment and product performance. Finnish marine engineering company PolyPoint needed to improve development productivity and decided to invest in a new modern solution for yacht design and marine engineering. Thanks to CATIA for Yachts, engineering work on complex boat projects has gained in efficiency.

Recently, yacht projects have become more and more complex, due to the increased level of comfort and luxury required by customers as well as their desire for higher performance. Yacht size also impacts the development process, involving more people in the engineering phase and generating more documentation as well.

## MORE ROBUST SOLUTION NEEDED

In order to face these new challenges, PolyPoint decided to evaluate a more powerful design and engineering solution, that will enable it to improve product lifecycle management and collaboration. Previously, the company worked with traditional 2D and 3D tools but realized that these solutions were not sufficiently robust when it came to bigger and more complex projects.

The evaluation process was divided into several steps and after each step the group analyzed

the results. After an in-depth comparison of different systems and following the purchasing process, PolyPoint chose Dassault Systèmes CATIA for Yachts solutions.

“We really liked what we saw in CATIA for Yachts. A lot of benefits and savings can be achieved both in engineering and production with an efficient solution like CATIA. There are also more and more consultants and suppliers involved in the projects and CATIA helps tie the knowledge so that information flow is constant and up-to-date,” said Tommy Björklund, technical manager at PolyPoint.

“The implementation of the solution is vital and Dassault Systèmes’ organization was better prepared compared to the competition. Dassault Systèmes has considerable experience in yacht design, which has made the implementation very successful.”

**DS solutions have specific out-of-the-box methodologies and concepts that cover our boat building needs. This factor has been key in our decision to adopt CATIA for Yacht.**

Tommy Björklund also points out the dependability of CATIA. “CATIA has proven to be a very solid, robust system. You don’t constantly have to be afraid of making mistakes or losing important information, which we have experienced with other systems.”

The deal was made possible thanks to Rand, a Dassault Systèmes partner. “We are very satisfied with Rand; they have been very accommodating,” said Björklund. He added:

“This is a long-term investment for us and therefore it’s crucial that the suppliers with which we work are serious and that they will still be on the market in fifteen years. Dassault Systèmes serious investments in R&D are a good sign.”

## READY TO USE METHODOLOGIES

PolyPoint collaborates among others with Baltic Yachts in Jakobstad, Finland, that manufactures everything from cruising boats to extreme lightweight and fast high performance boats that require new design methods to face customer demands. All this puts higher expectations and new requirements on the entire construction process.

“Dassault Systèmes solutions have specific out-of-the-box methodologies and concepts that cover our boat building needs. This factor has been key in our decision to adopt CATIA for Yacht. With the other options on the market, we have been pretty much left on our own to

find our own methods,” said Björklund. “An important advantage with CATIA is that one can work with a digital mockup of a large project and provide everyone at any level in the chain with updated information,” he added.

## COMMITMENT TO THE MARINE INDUSTRY

François Mathieu, marketing manager for yacht solutions, Dassault Systèmes, explains that the cooperation with PolyPoint is very important: “Dassault Systèmes is strongly committed to the yacht and marine market. We are investing in specific developments and methodologies with a team of marine experts, making our CATIA for Yachts solution and industry focus unique in the PLM landscape. We are extremely pleased to contribute to the development of the Finnish yacht industry and together with companies like PolyPoint we can help the Finnish Yacht Industry move to the next level.”

In 2010, the Novia University of Applied Sciences in Finland will arrange evening classes in Jakobstad to teach CATIA and PLM in order to strengthen the skills of those working in the marine industry. PolyPoint will speak about its experience and also give lectures. Dassault Systèmes is proud to help make this project happen.

“Interest in this educational program has exceeded our expectations. The number of participants in the training was so great we had to program two classes instead of one,” said Björklund • ]

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## About RAND

RAND is one of the world’s leading providers of professional services and technology to the engineering community, targeting organizations in the building, infrastructure and manufacturing industries. RAND enables its customers to improve their competitiveness, productivity and profitability by enhancing key aspects of their Product Lifecycle Management (PLM) capabilities, including planning, development and management. As a leading technology independent systems integrator, RAND employs over 400 people in 50 sales and client service centers around the world.

