



3DEXPERIENCE®

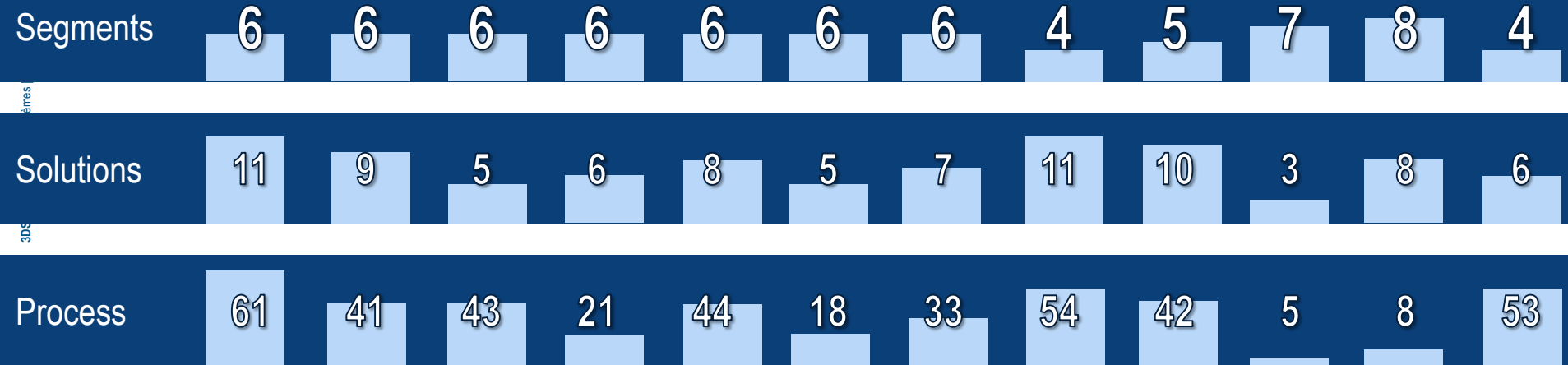
Industry Leadership for Growth

Bruno Latchague



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**

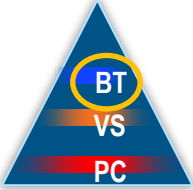
- ▶ **650 Customers** engaged with solutions and won
(+1000 Opportunity won with solutions)
- ▶ **150 Partners** have won Solution deals

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:

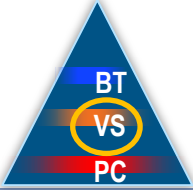
Enabling digital transformation of business processes

- 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

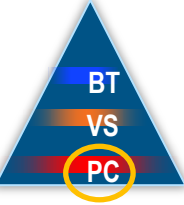
Faraday Future Adopts 3DEXPERIENCE Platform



Faraday Future

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





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
EuroMed



Laurent BLANCHARD
EMEAR



Ying ZHANG
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Youngbin CHO
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Marcia FLESH GRILLO
LATAM



Seiji KAJIYA
Japan



Chandan CHOWDHURY
India



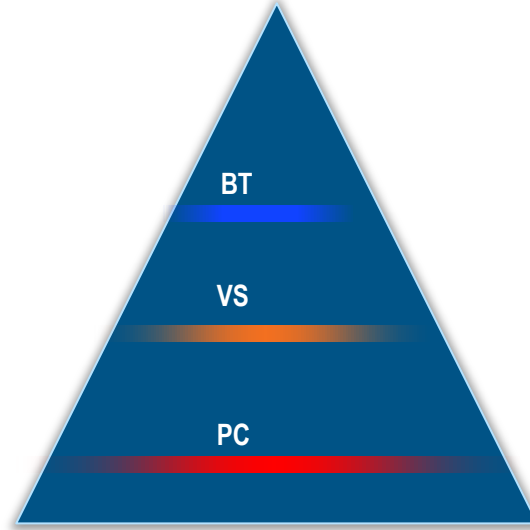
Sox KONNO
AP South





Scale Up with Global Field Operations

Powered by



Sylvain LAURENT
EVP, WW Business Transformation



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Bertrand SICOT
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