

# ***Kako moderni alati podupiru razvoj proizvoda, suradnju i inovacije?***

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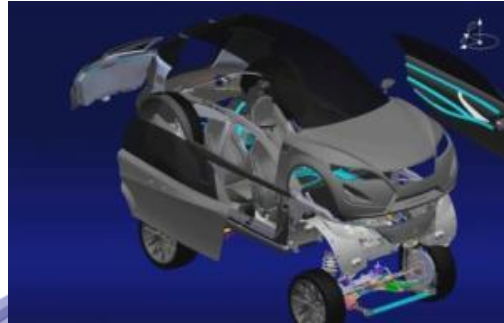
Zagreb, 02.06.2015.

# Value Creation Platform for OEM

*Manufacture It*

*Sell It*

*Test It*



**Consumers**  
*Dream it*

**OEM**

*Design It*

*Manage it*

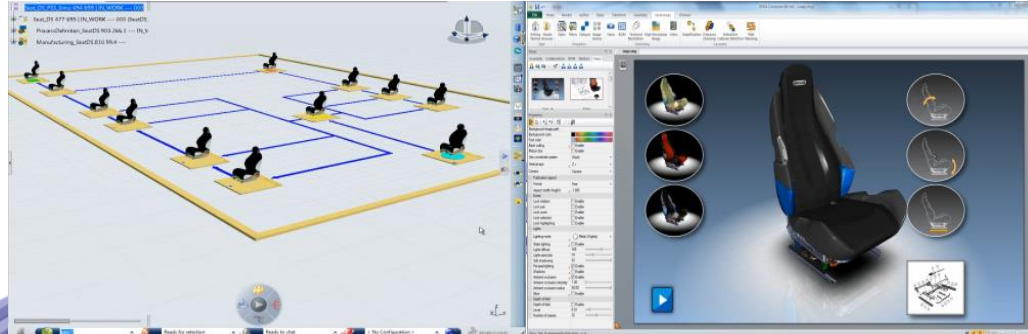
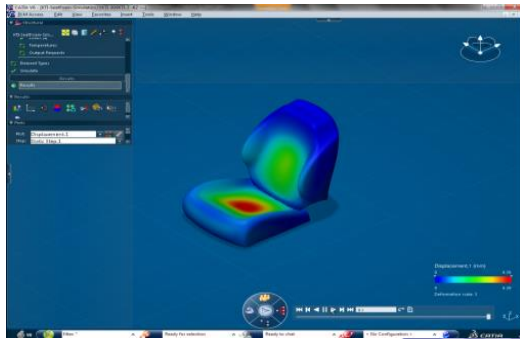


# Value Creation Platform for Suppliers

*Manufacture It*

*Deliver It*

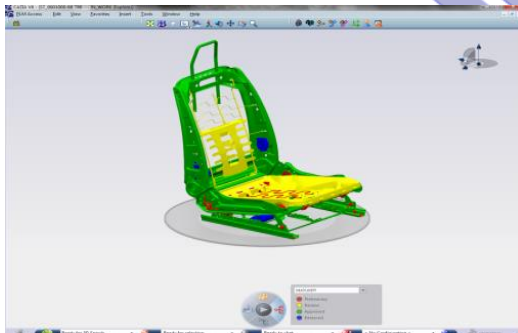
*Test It*



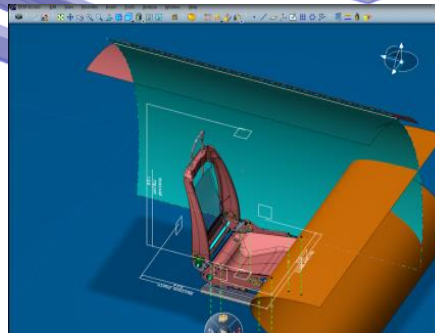
**Suppliers**

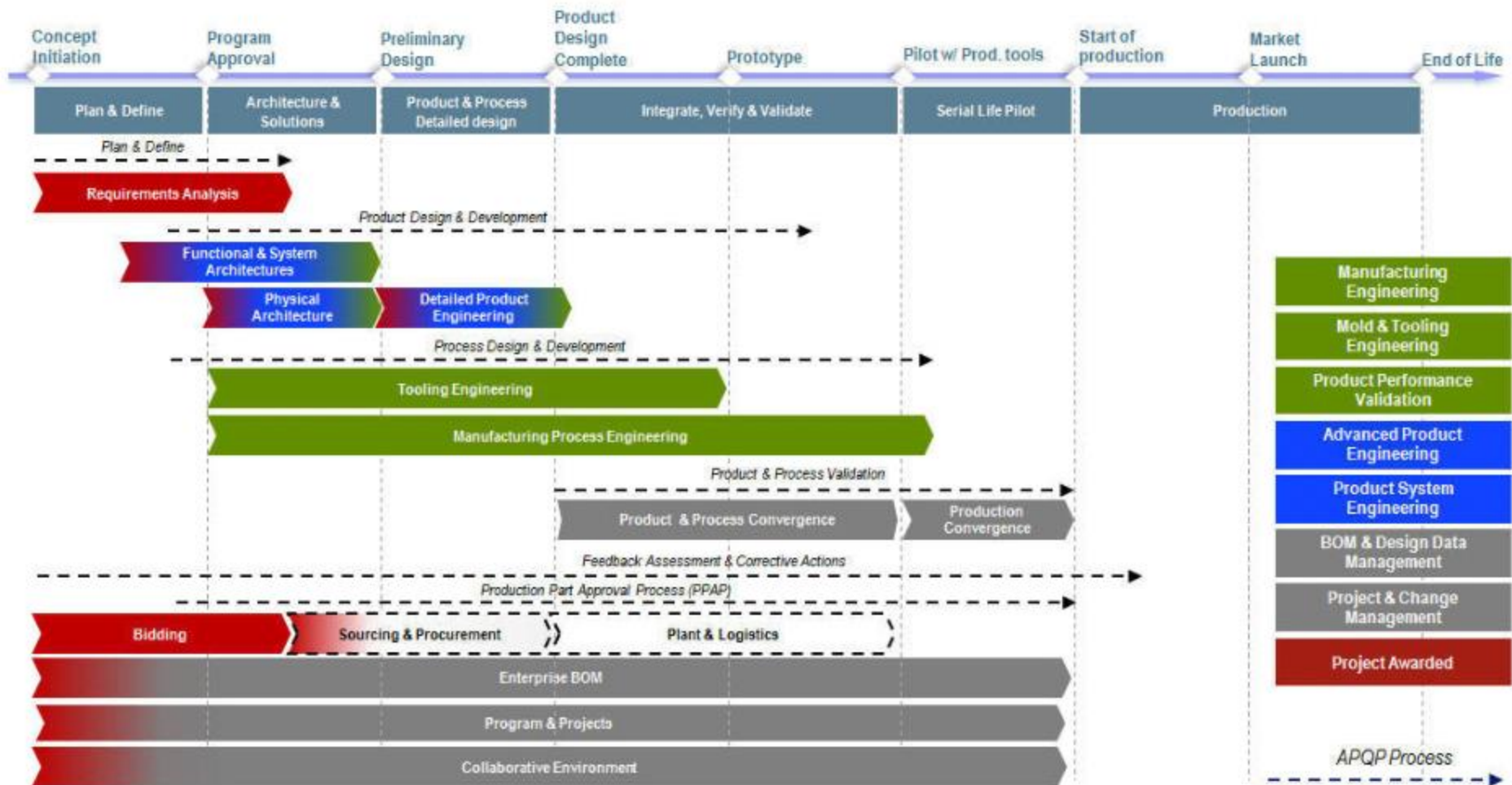
**OEM**  
*Win it*

*Manage it*



*Design It*









**3DEXPERIENCE**

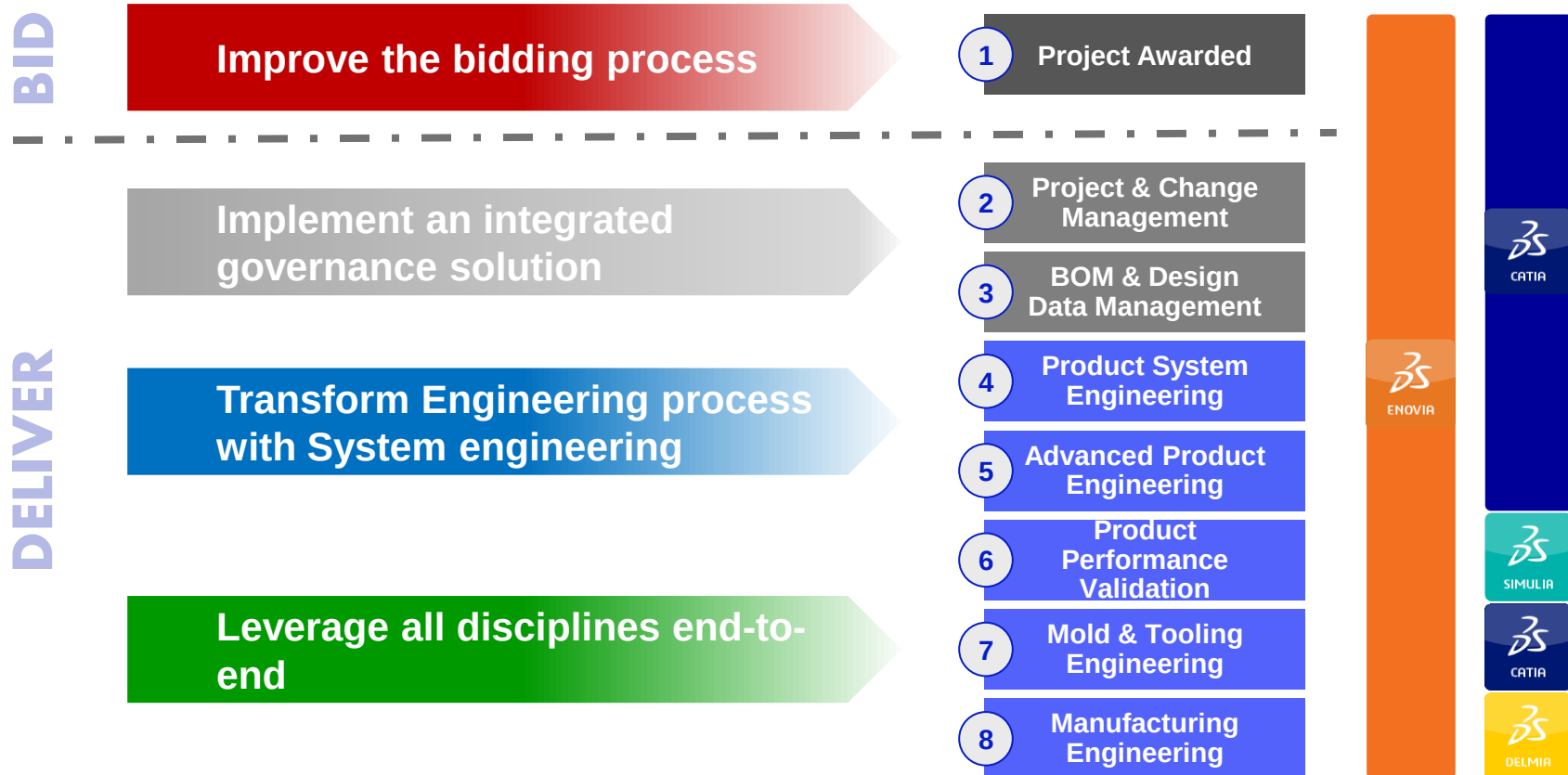
## Bid To Win

T&M Industry Solution Experience for  
Automotive Suppliers

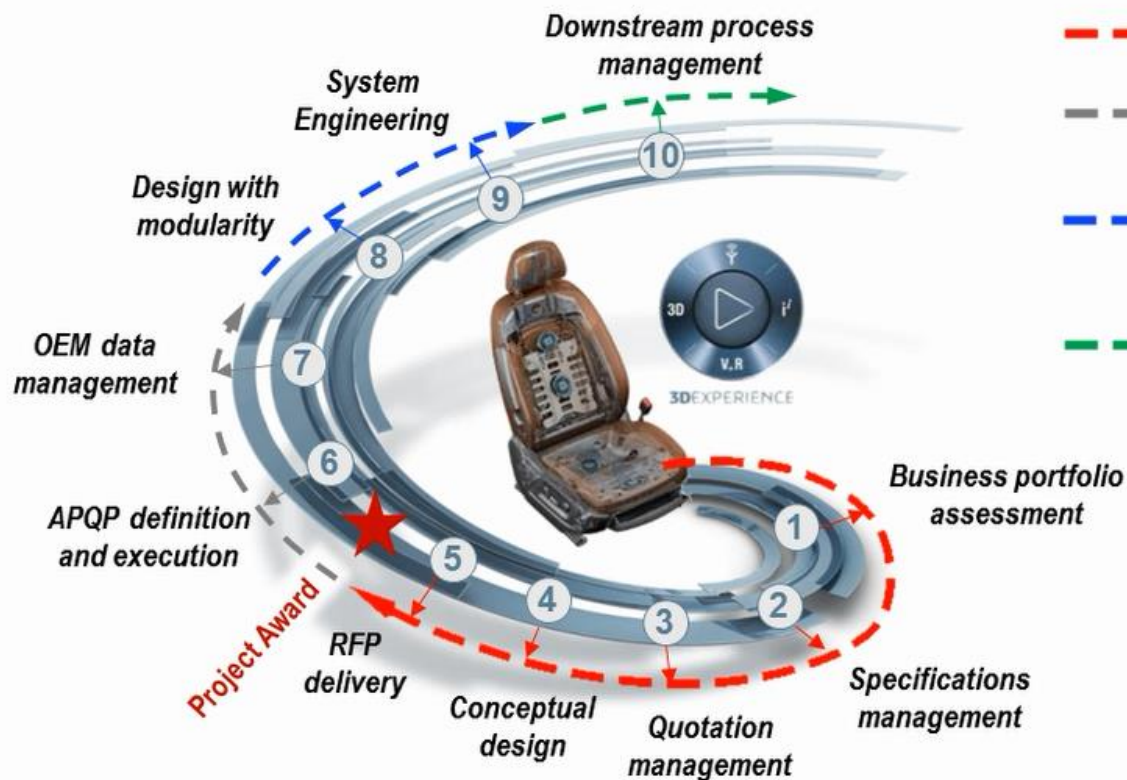


**3S DASSAULT SYSTEMES** | IF WE ask the right questions  
we can change the world.

# Bid to Win



# Bid to Win – Automotive Seating



Improve the bidding process



Implement an integrated governance solution



Transform Engineering process with System engineering



Leverage all disciplines end-to-end

# Step 1 – Business portfolio assessment



Improve the bidding process



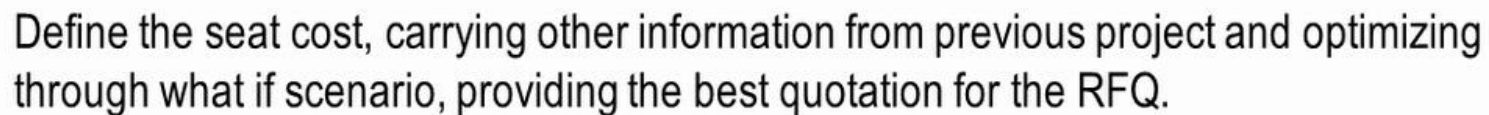
3DEXPERIENCE platform as a business platform, extending PLM information and capitalization to strategic assets to define business opportunities



# Step 2 - Specifications management

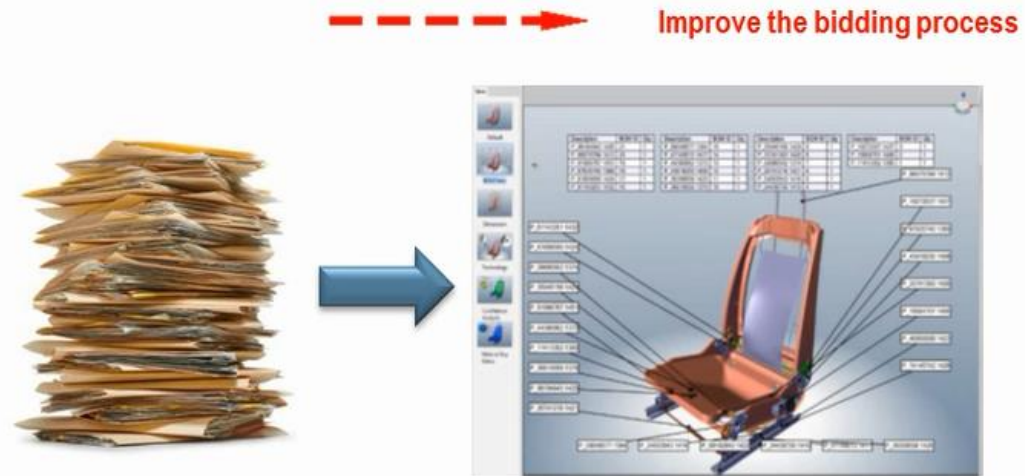
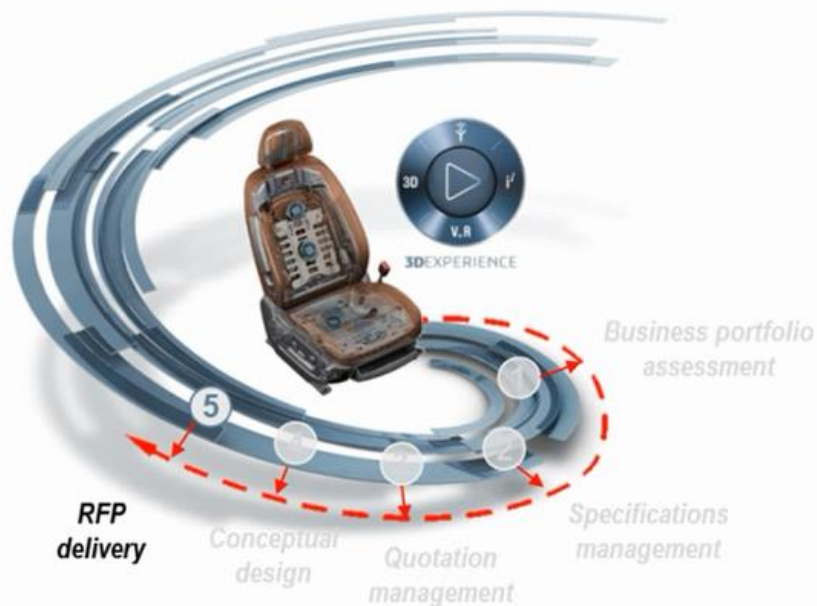


Switch from offline requirement to online information accessible from each discipline, ensuring product compliancy with original targets





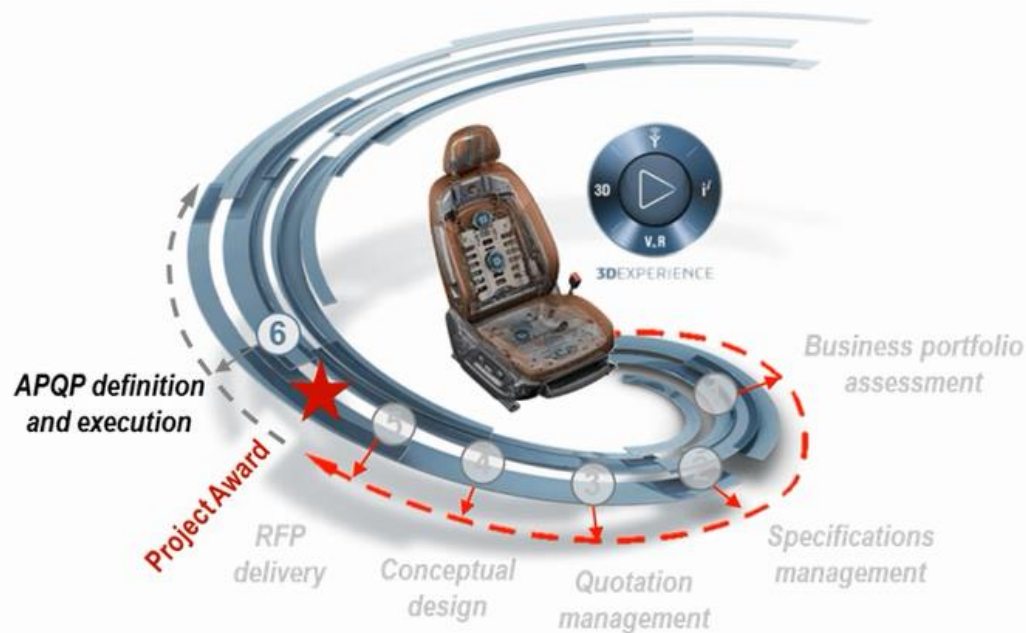
# Step 5 - RFP Delivery



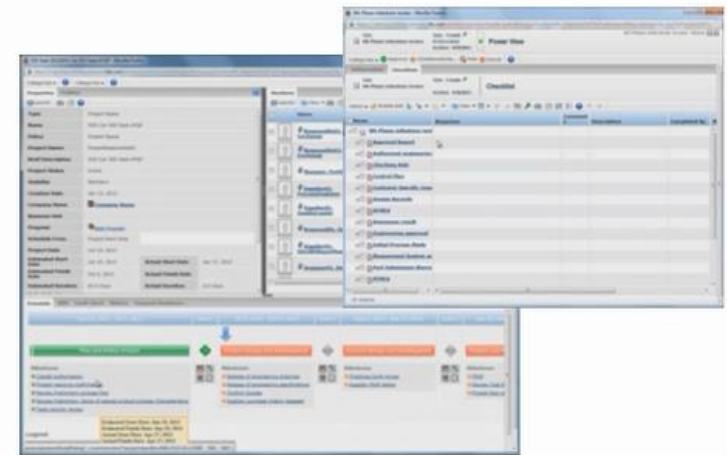
Deliver interactively the result of your work in a light 3D tool, removing misunderstanding and ensuring innovation in presentation and success of the proposal



# Step 6 – APQP definition and execution



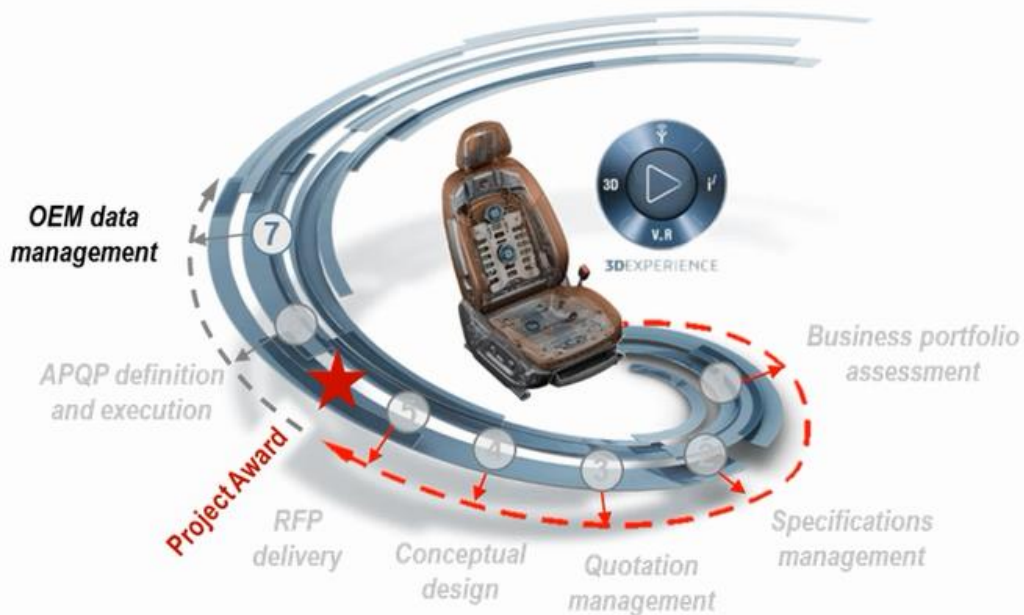
Implement an integrated governance solution



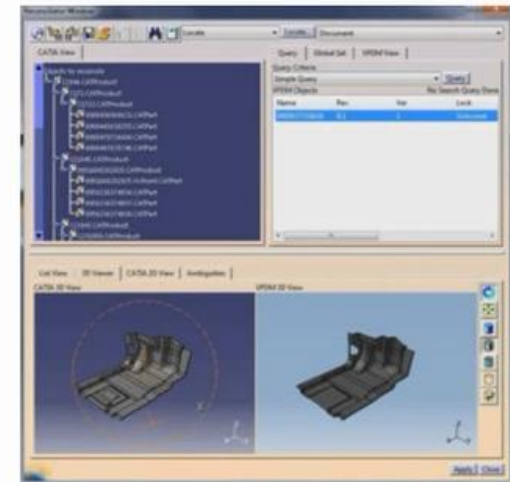
Manage project standard such as APQP, PPAP... and realize optimal execution by associating scheduling, resources, deliverables, ...



# Step 7 – OEM data management

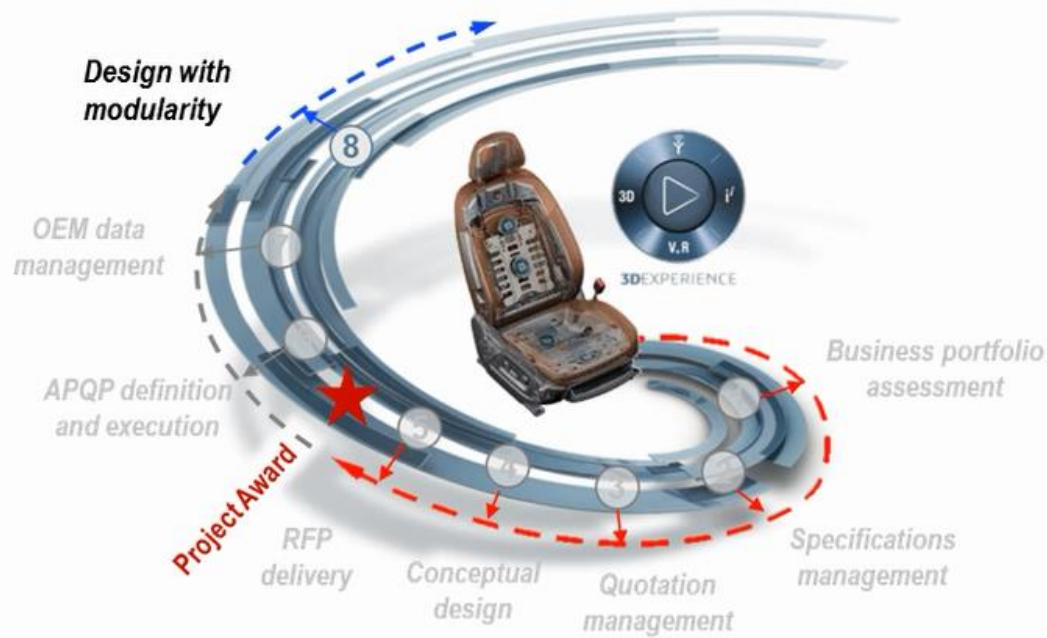


Implement an integrated governance solution

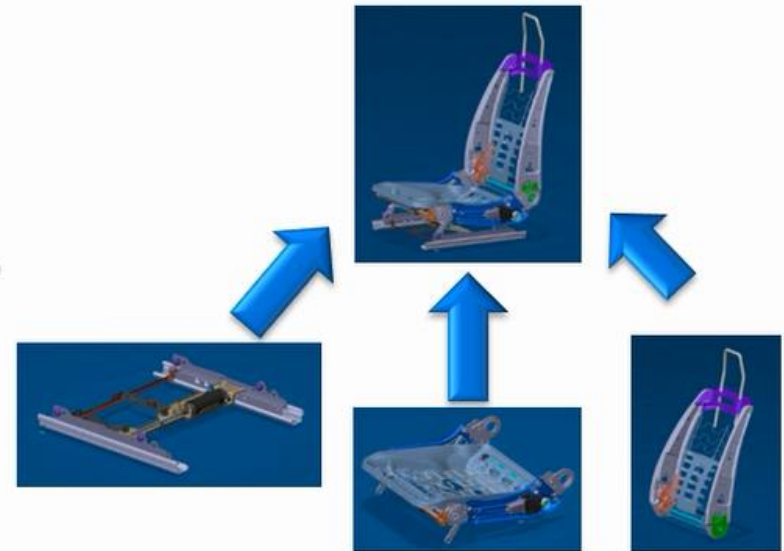


Facilitate exchange and collaboration and data exchange with OEM, and optimize change process.

# Step 8 – Design with modularity



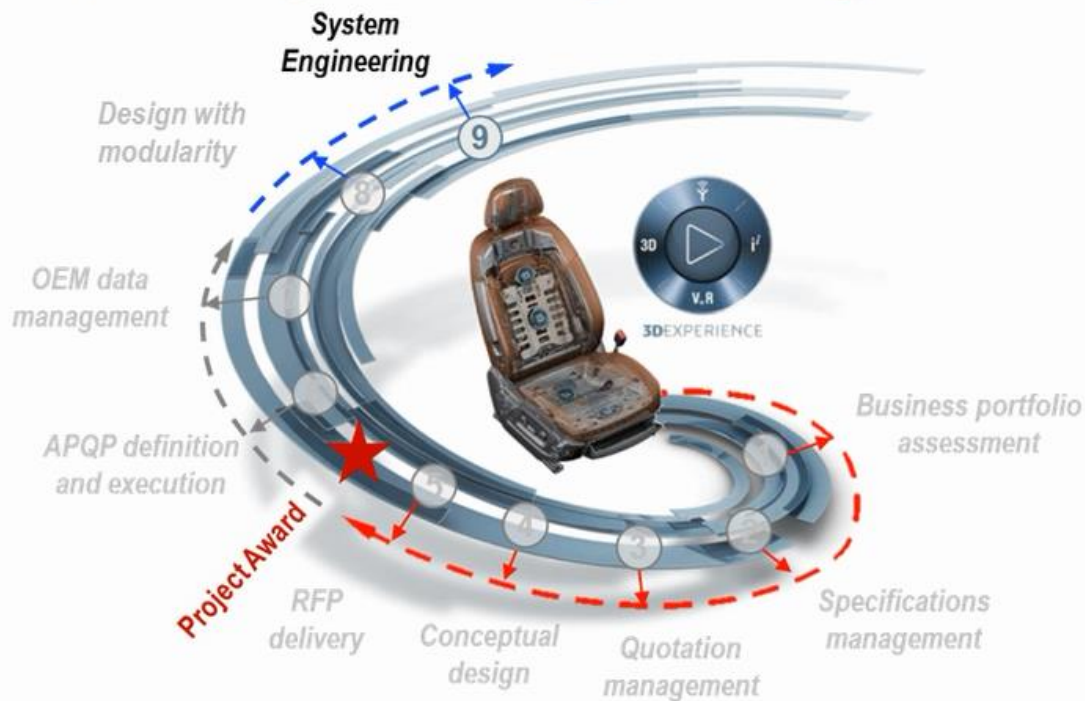
---> Transform Engineering process with System engineering



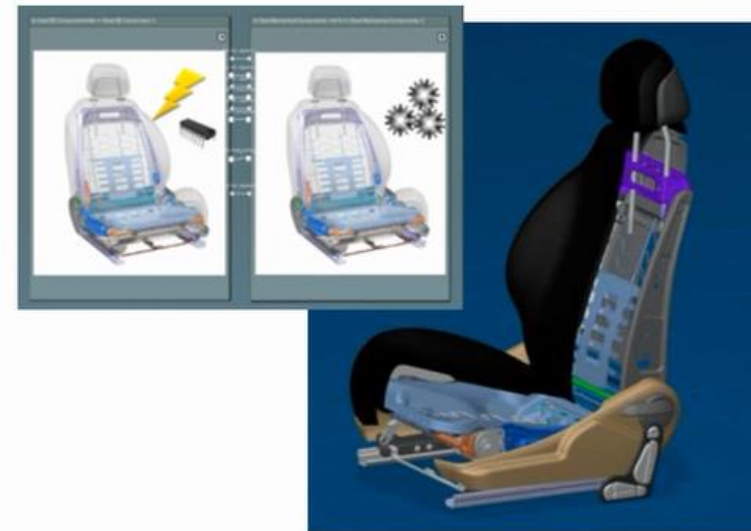
CATIA V6 as the best CAD tool ever, allowing modular design through complete and independent component design (flexible assemblies)



# Step 9 – System Engineering



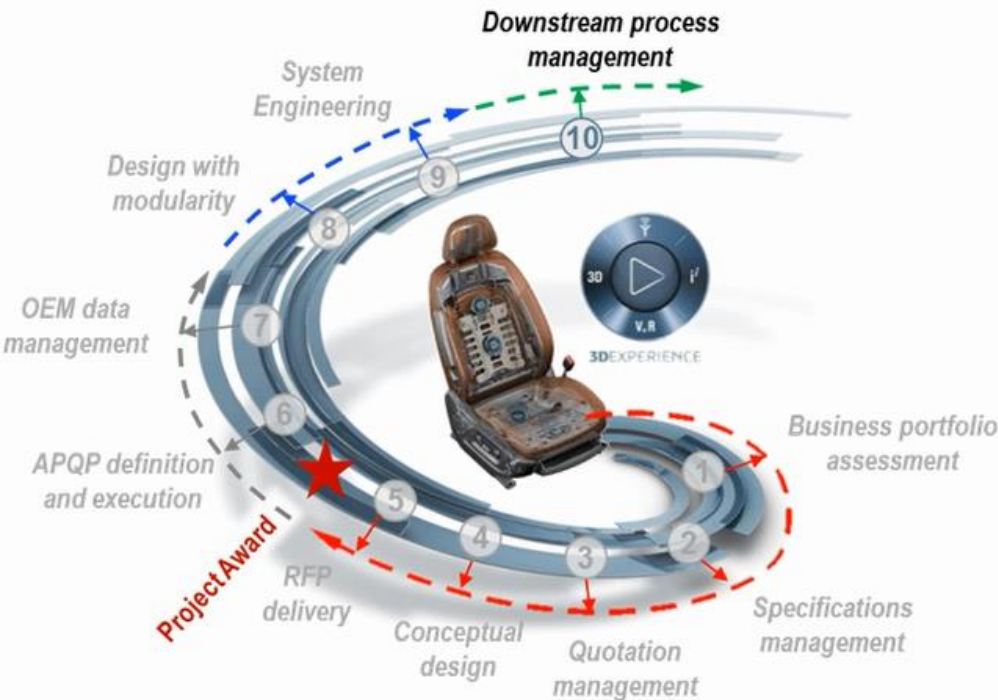
Transform Engineering process with System engineering



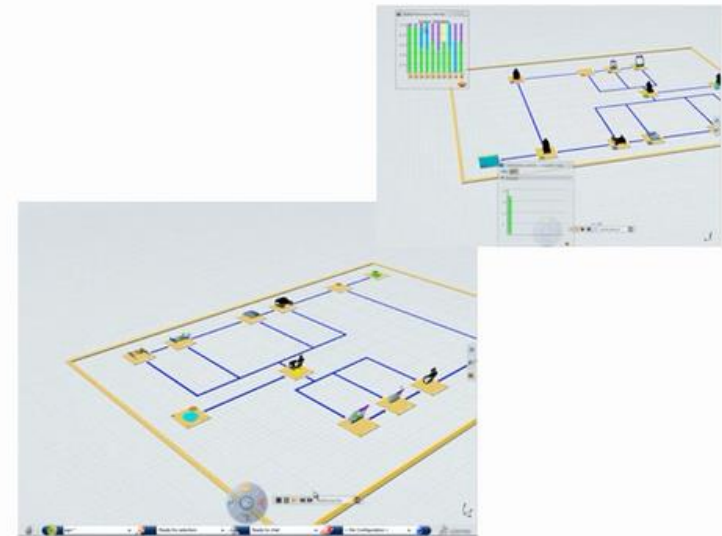
Moving from mechanical design to mechatronic design, ensuring the complete definition of all component through RFLP.



# Step 10– Downstream process management



Leverage all disciplines end-to-end



Associate manufacturing validation to seat development phase, ensuring a complete feasibility and communication between engineering and manufacturing

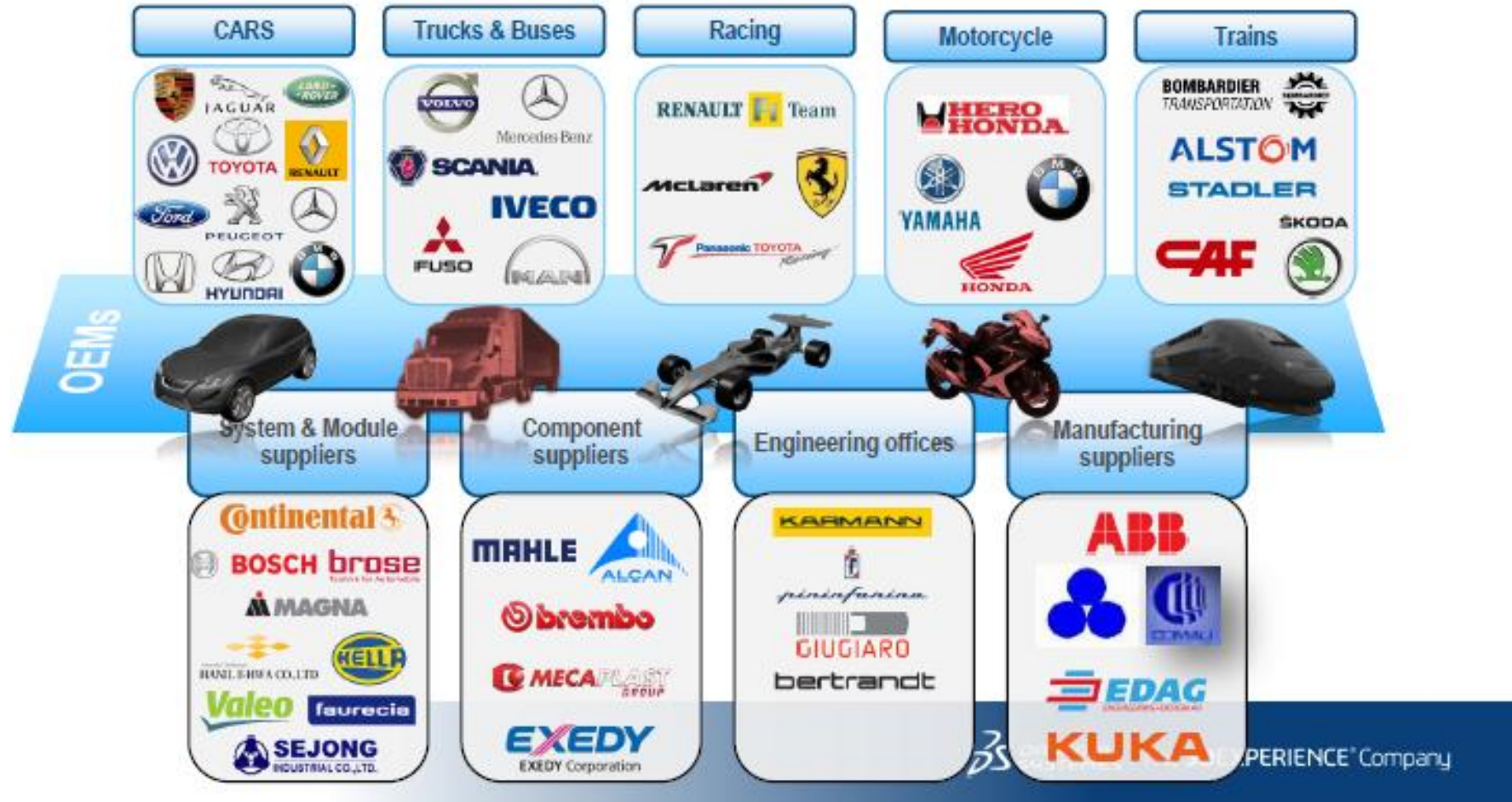




## Dodana vrijednost PLM rješenja

- Upotreba postojećih uspješnih projekata, koncepta i pohranjenog *know-how*-a za brzu i točnu implementaciju zahtjeva kupaca
- Ponovna upotreba postojećih, već provjerenih sklopova i komponenti, gdje je to moguće, u svim fazama razvojnog ciklusa
- Mogućnost paralelnog rada cijelog tima na zahtjevnim projektima i/ili sklopovima, bez organizacijskih ili tehničkih ograničenja
- Optimizacija i validacija konstrukcije u ranoj fazi razvoja s pomoću alata za simulaciju i *digital mock-up*
- Potpora *multi-CAD* okruženju
- Virtualno testiranje proizvoda
- Lakša komunikacija unutar tima, s kupcima i dobavljačima
- Potpora razvoju mehatronskih sklopova s integracijom RFLP (Requirements/Functional/Logical/Physical)
- Povezivanje razvoja i proizvodnje – studija izvedljivosti već u razvojnoj fazi
- ...

# Industry References | Key Reference Accounts



| Company                                       |  | <b>BOSCH</b>                                                                      |  |  |  |  |  |  |
|-----------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Products                                      | Door hinges &, latches, hand brake levers, pedal boxes                            | Gasoline, diesel, hybrid & electric powertrains, active & passive safety, ...     | Climate control, engine cooling, lighting, wiper & electrical systems.            | Exterior LED lighting, light modules and electronics                               | Seats, cockpits, door panels, acoustics, soft trim, exhaust & exterior parts        | Aluminium Casting, Suspension, Transmission & Braking                               | Climate, Electronics and Interiors                                                  | Powertrain systems internal combustion, instrumentation & test systems              |
| Nb of users<br><small>Authoring / PLM</small> | 130                                                                               | 2000                                                                              | 9,000                                                                             | 10 / 25                                                                            | 5000                                                                                | 110                                                                                 | XX / XX                                                                             | XXX                                                                                 |
| Country (HQ)                                  |  |  |  |  |  |  |  |  |
| Manufacturing Engineering                     |                                                                                   |                                                                                   |                                                                                   |                                                                                    |                                                                                     |                                                                                     |                                                                                     |                                                                                     |
| Mold & Tooling Engineering                    |                                                                                   |                                                                                   |                                                                                   |                                                                                    |                                                                                     |                                                                                     |                                                                                     |                                                                                     |
| Product Performance Validation                |                                                                                   |                                                                                   |                                                                                   |                                                                                    | 2012                                                                                |                                                                                     |                                                                                     | 2013                                                                                |
| Product System Engineering                    |                                                                                   |                                                                                   |                                                                                   |                                                                                    |                                                                                     |                                                                                     | 2012                                                                                |                                                                                     |
| Advanced Product Engineering                  |                                                                                   |                                                                                   |                                                                                   | 2012                                                                               |                                                                                     |                                                                                     |                                                                                     |                                                                                     |
| BOM & Design Data Management                  | 2013                                                                              | 2012                                                                              | 2012                                                                              |                                                                                    | 2012                                                                                | 2012                                                                                |                                                                                     |                                                                                     |
| Project & Change Management                   |                                                                                   |                                                                                   |                                                                                   |                                                                                    |                                                                                     |                                                                                     |                                                                                     |                                                                                     |
| Project Awarded                               |                                                                                   |                                                                                   |                                                                                   |                                                                                    |                                                                                     |                                                                                     |                                                                                     |                                                                                     |

# Q&A

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