

3DEXPERIENCE®

DELMIA Apriso

MAKE IT HAPPEN

Our company

A purpose-driven company

Combining Art, Science & Technology
for a more sustainable world

20,000 passionate people

140 nationalities
195 sites
One global R&D / 69 labs

12,600 partners

Software, Technology & Architecture
Content & Online services
Sales
Consulting & System Integrators (C&SI)
Education
Research

Long-term driven

Majority shareholder control
Revenue: €4,056 millions*
Operating margin: 32%*

*Figures as of FY 2019 / Non-IFRS

270,000 customers

11 industries in 140 countries
25 million users
Game-changing
3DEXPERIENCE platform



Our legacy



1981
**3D
Design**

1989
**3D DMU
Digital
Mock-up**

1999
**3D PLM
Product Lifecycle
Management**



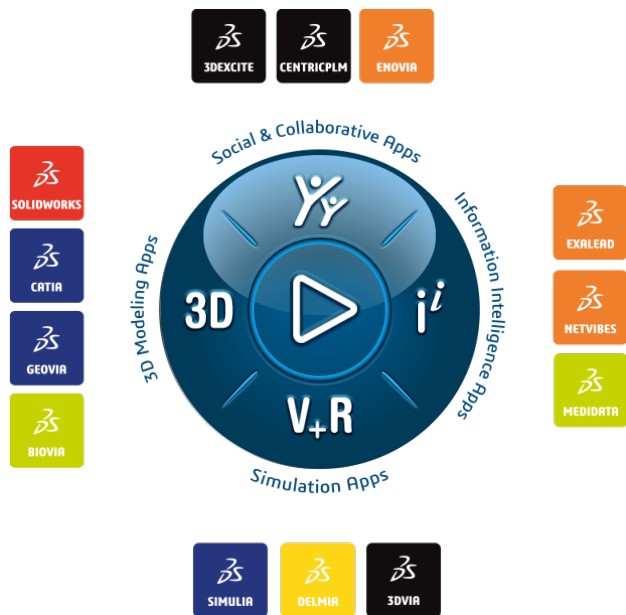
2012
**3DEXPERIENCE®
platform**



2020
**Virtual Twin
Experience
of Humans**

3DEXPERIENCE® powers our brand applications...

...for 11 industries



One Architecture for the Factory of the Future

COLLABORATE & MODEL

3DEXPERIENCE & Manufacturing Apps



Product
EBOM



Process
MBOM



Process Simulation



3DLean

OPTIMIZE

S&OP



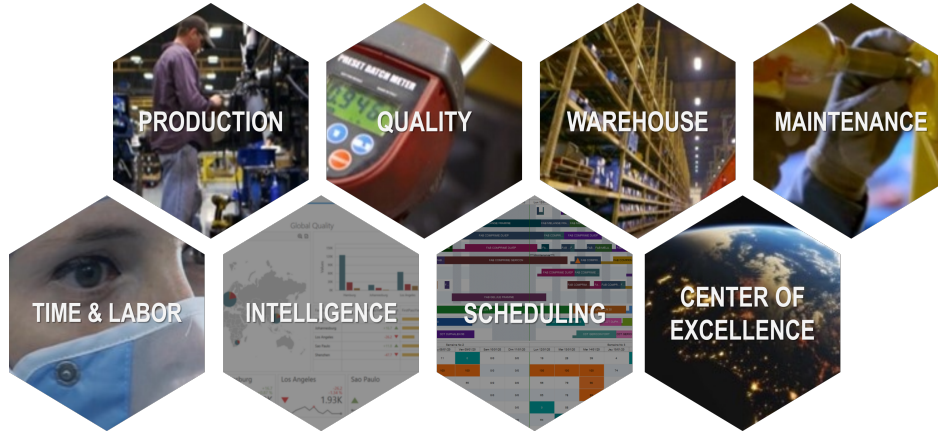
PERFORM

MOM



3DEXPERIENCE platform

DELMIA Apriso... more than MES



APRISO MOM SOLUTION

Multi-Plant Manufacturing Platform

- ✓ Visibility
- ✓ Control
- ✓ Synchronization

BPM-Based Manufacturing Solution

- Unified architecture
- Unified processes
- Unified user interface
- Unified data model

DELMIA Apriso Solutions for the Factory of the Future



- A single unified data model
- Only one definition for every operation
- Execution and reporting across production, material, quality, across the enterprise



APRISO MOM SOLUTION

Global manufacturing platform

- **Unified data model**
 - Business process management
 - Production
 - Quality
 - Warehousing & inventory
 - Maintenance
 - Global process manager (COE)

DELMIA Apriso Solutions for the Factory of the Future



- Single tool for authoring your processes
- Support integration to business systems, automation layer and mobile devices
- Support blueprinting, versioning, archiving, etc.
- Simplify process distribution, governance and monitoring



APRISO MOM SOLUTION

Global manufacturing platform

- Unified data model
- **Business process management**
- Production
- Quality
- Warehousing & inventory
- Maintenance
- Global process manager (COE)

DELMIA Apriso Solutions for the Factory of the Future



- Enable material synchronization
- Increase manufacturing efficiency
- Enabling 'directive manufacturing'
- Increase productivity
- Improve quality & compliance
- Reduce the cost of quality
- Reduce machine downtime
- Accelerate NPI & innovation



APRISO MOM SOLUTION

Global manufacturing platform

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DELMIA Apriso Solutions for the Factory of the Future



- Enterprise business process standardization and modularization
- Reuse industry best practices
- Ensure brand integrity and higher quality
- Minimize IT cost and impact on operations during process updates



APRISO MOM SOLUTION

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Global process manager - Center of Excellence

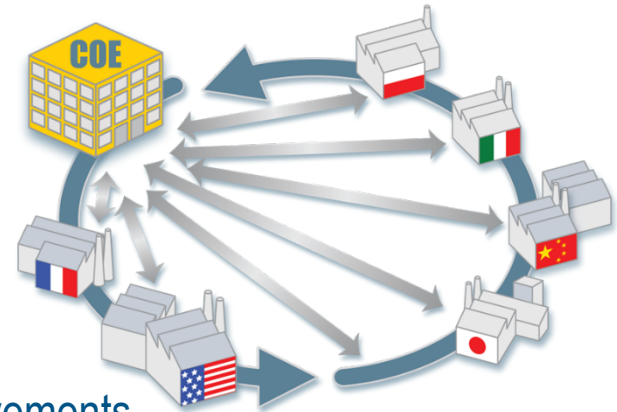
Create, deploy, manage and improve global best practices

► Values

- ▷ Standardize global best practices with local exception
- ▷ Improve global quality and efficiency for lowest TCO
- ▷ Accelerate process improvement to increase ROI
- ▷ Increase agility when responding to change

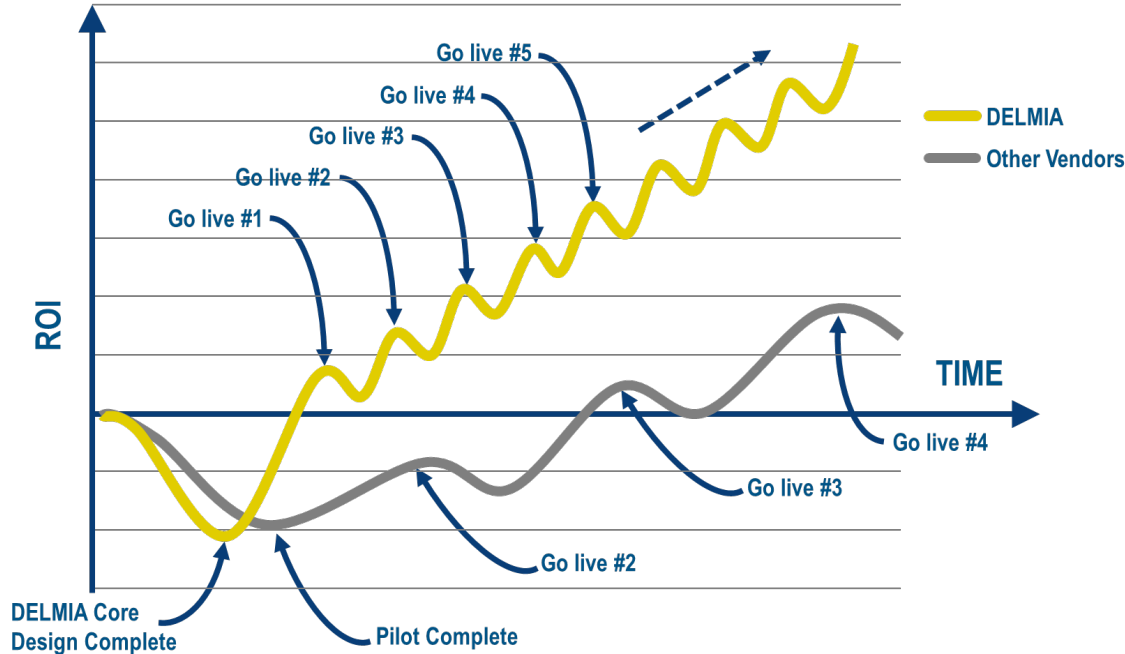
► Business Processes

- ▷ Create, deploy and manage global best practices
- ▷ Graphically manage global deployment of process improvements
- ▷ Standardize and govern process changes across enterprise



Global process manager - Center of Excellence

Apriso supports fast global deployment based on its unique CoE approach



- “A prime differentiator in the selection of Apriso is the product’s ability to provide global coordination with local execution of material manufacturing operations...”
- **DELMIA** is positioned to pull ahead of the pack as the single-site paradigm shifts to a global multi-site model.”

Simon Jacobson, Gartner

DELMIA Apriso Main References

Proven in:

- More than 9 industries
- 1,000s of plants
- 10,000+ users in 58 countries
- Companies of every size



Leader in multi-site solutions

Amcor:	60+ sites live
Becton Dickinson:	20+ sites live
GM:	30+ sites live
L'Oréal:	25+ sites live
Saint-Gobain:	60+ sites live
Valeo:	115+ sites live

Return on Investment

Increase productivity and manufacturing efficiency

- Reduce manufacturing times, balance workloads with advanced planning and validation
- Direct manufacturing to enforce best practices and reduce variability
- Synchronize material flows to reduce inventories



\$36M inventory reduction & \$4-7M annual efficiency savings in 1 plant



35% reduction in inventory across 16 plants



25%+ gain production throughput

Return on Investment

Improve quality and compliance

- Validate processes virtually to ensure right first time, without prototypes
- In-line testing, error proofing, SPC and containment to enforce quality standards
- Enforce paperless execution to reduce waste, recall, warranty and liability costs



400% gain in “right first time”



90% reduction in quality issues



Zero PPM (Part Per Million) error rate for shipment processes at 20 sites

