A RESILIENT ECOSYSTEM OF QUALIFIED COMPONENT SUPPLIERS AT YOUR FINGERTIPS

DASSAULT SYSTEMES

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.

Recent global disruptions have made it clear that one delayed product or part can have a snowball effect, causing expensive slowdowns that decrease customer confidence. To help us gain 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.

The Evolution of B2B Marketplaces

600 BC
First marketplace (Agora, Athens)

1960s
B2B e-commerce via EDI and private computer networks

1980s
B2B and B2C e-commerce through Minitel

1990s
B2B and B2C e-commerce on the internet

2000
Rise of B2B marketplaces on the internet

2018
Emergence of industry marketplaces for industrial services and content providers
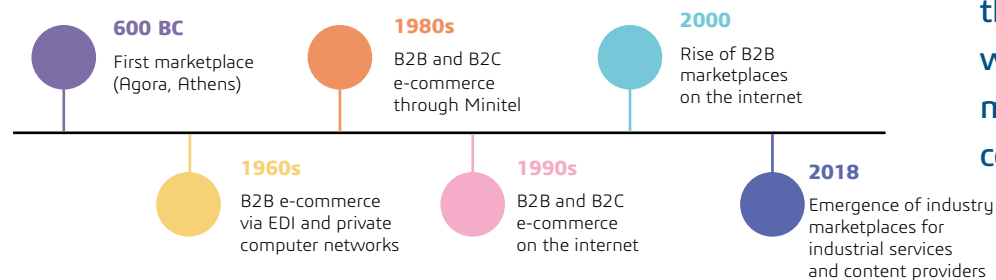
" For supply chain management, it provides a rapid way to achieve what I call a "3D" supply chain: demand-oriented, data-driven and digitally executed. These qualities are integrally linked to key dimensions in IDC's maturity model for digital transformation.

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 Hoard, CEO, Paradigm B2B

THE 3DEXPERIENCE® MARKETPLACE

Responding to our customers' desire to decrease risks and 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:

- **3D**EXPERIENCE Make: Over 210 qualified manufacturers with more than 13,000 machines

- **3D**EXPERIENCE PartSupply: More than 49 million components from 900 suppliers

- **3D**EXPERIENCE 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.

" 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

The cloud-based **3D**EXPERIENCE 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.

" Based on the groundbreaking **3D**EXPERIENCE platform, "the **3D**EXPERIENCE 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

Knowledge & Know-how	**Universal Language**	**Traceability**
Each service adheres to industry standards to capture offers and requests, ensuring successful transactions.	Each service leverages 3D as the universal language to improve collaboration, bridging the virtual and real worlds.	Buyer-seller exchanges are documented and accessible in one place.

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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.
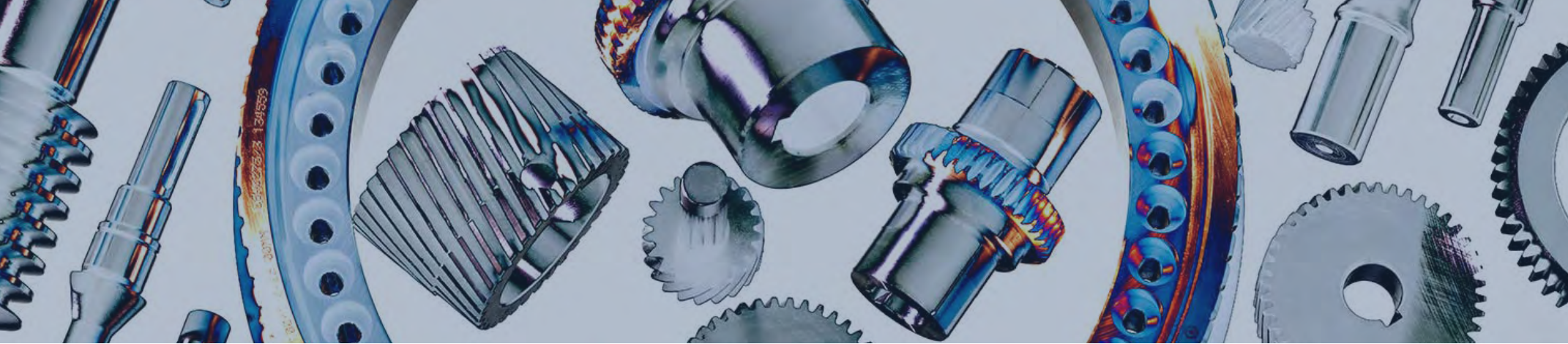
Learn more here

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 risks and costs, and keep product development on schedule, easy access to parts available from reliable external suppliers is critical.

PartSupply is the most comprehensive, <u>artificial intelligence</u> driven catalog of sourceable 3D components. Available free-of-charge for companies of all sizes, its more than 900 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!**

900+
Content providers

49M
Qualified component configurations

"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

Today's market uncertainties make a dependable supply chain more vital than ever. **PartSupply** gives you the peace of mind that you're making an informed decision to make, reuse or buy product parts.

Other benefits include:

- **Reduce** risks by expanding your supply chain options with reliable suppliers
- **Improve** supply chain performance
- **Nurture** valuable supplier partnerships
- **Decrease** transportation costs and time-to-market
- **Gain** economies of scale
- **Empower** Procurement professionals to work more closely with Engineering
- **Minimize** time spent searching for, selecting and testing parts from external catalogs
- **Standardize** parts across the extended enterprise
- **Narrow down** choices of your referenced standard parts
- **Ensure quality** compliance with proven parts
- **Innovate** by exploring what the market is offering while ensuring the required part will meet your needs
- **Enhance** sustainability

THE VALUE OF B2B
MARKETPLACES

THE 3DEXPERIENCE®
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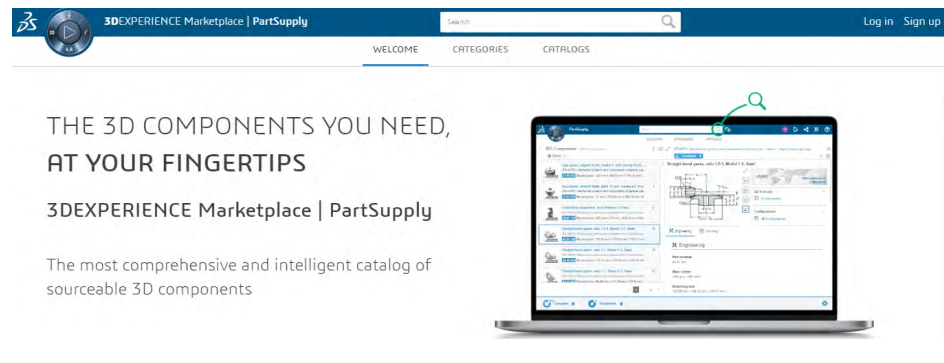MARKETPLACE

THE BENEFITS OF
PARTSUPPLY

PARTSUPPLY SERVICES

SOURCING &
STANDARDIZATION
INTELLIGENCE

PARTSUPPLY SERVICES

To help manufacturers manage their collaborative ecosystem of multidisciplinary partners, **PartSupply** offers two services:

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

PartSupply Enterprise allows companies to nurture their own enterprise ecosystem, listing providers qualified by Dassault Systèmes, those selected by the enterprise, and in-house standard parts, thus preventing part duplicates and proliferation.

THE 3D COMPONENTS YOU NEED,
AT YOUR FINGERTIPS

3DEXPERIENCE Marketplace | PartSupply

The most comprehensive and intelligent catalog of sourceable 3D components

Why join as a Content Provider?

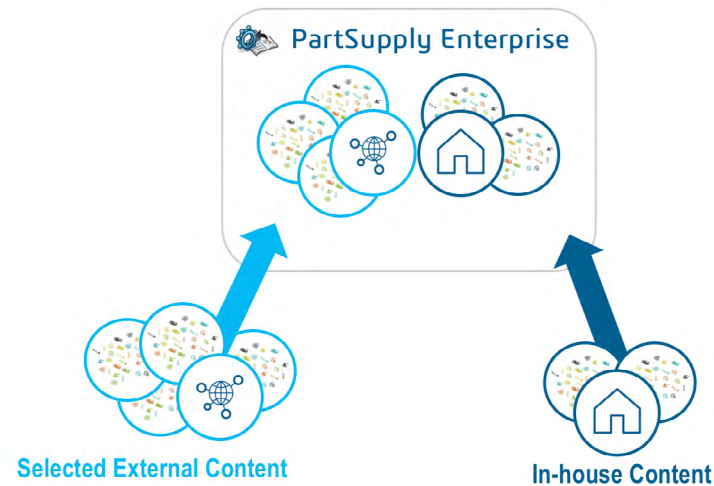| REACH	PROMOTE	ANALYZE	DEVELOP
Dassault Systèmes' extensive user base, enterprise customers and other engineers globally	your industrial know-how and expertise	how your components are used by the **PartSupply** community	your business with dedicated dashboards and analytics

Watch the demo

Selected External Content   **In-house Content**

All **3DEXPERIENCE** Marketplace services are accessible directly from:

- SOLIDWORKS (watch the demo)
- CATIA V5 (watch the demo / webinar)
- **3DEXPERIENCE** platform apps

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SOURCING & STANDARDIZATION INTELLIGENCE

<u>Sourcing & Standardization Intelligence</u> applications on the **3D**EXPERIENCE platform help companies justify their decisions to make, reuse or buy product parts. With an <u>artificial intelligence</u> 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 <u>Sourcing & Standardization Intelligence</u> solutions:

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

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.

LEARN MORE ABOUT PARTSUPPLY

HTTPS://PARTSUPPLY.3DEXPERIENCE.3DS.COM/WELCOME

JOIN THE COMMUNITY!

Our **3D**EXPERIENCE® platform powers our brand applications, serving 11 industries, and provides a rich portfolio of industry solution experiences.

Dassault Systèmes, the **3D**EXPERIENCE® 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**.

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