



V5R14  
Sales Channel  
Package

## Automotive Community

### Automotive Solutions

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Welcome to the V5R14 Sales Channel Package, specially enhanced to support Sales and Technical Pre-Sales activities.

To get started, click on each of the icons to the left to discover the innovative structure and value of this educational package.



**Industry  
Background**

**Sales  
Enablement**

**Solutions**

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Today, the Automotive Industry faces many challenges, including those of safety and the environment, at the time when the economic climate shows few signs of recovery. Our vision to address the needs of the industry is the GENERATIVE CAR within which there are solutions for key development domains.

V5R14 is a major release for Generative Car Solutions. Major highlights include :

- Improved Relational Design (VPM Navigator)

Provide designers with **3D product representation** for faster navigation and easier session building

Improved **impact graph** extending relational design support

**Technological packages** increase knowledge reuse

- New dedicated solutions for the supplier chain (S4)

A suite of evolving solutions for suppliers wishing to collaborate internally, with other suppliers, and /or with OEMs.

Design and PDM Application software in a package

Where applicable, best-practice methods geared to OEM supply chains, to improve time-to-market, quality, competitiveness and innovation

One System, one environment , one method

Supporting multiple OEM supply chain CAD, PDM , Project and QS9000 and ISO/TS16949 data

Introductory offerings for CATIA V5 and SMARTEAM within the Automotive supply chain

- Delivering global collaborative engineering across the design chain

Introduces **VPM engineering exchange reconciliation** tool (EPE) that enables relational design across the supply chain

**New VPM Instant Collaboration** allows instant review in a rich 3D virtual co-location environment  
 Informally work together on the same design (real-time or asynchronous)

- New partner to create 3D XML **open standard for PLM**

Dassault Systèmes and Lattice Technology, the owner of XVL Technology, set up a strategic and long term partnership, for creating the converging technology for 3D open standard based on XML.

- **Deployability** : Improved performance and expanded capacity for large assembly design reviews

- Extended **functional modeling** approach for simple castings (FM1 product).

#### INDUSTRY BACKGROUND



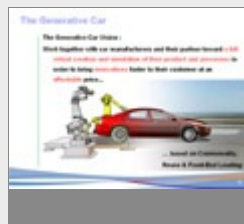
## Process Map SALES

General Automotive Process (Tier 0) with Solutions Mapping Mapping with V5R14 Automotive Industry Solutions



## Market Place Assessment SALES

Automotive Industry Segmentation, Expectation and Challenges Trends and Opportunities



## Executive Presentation SALES

Automotive Strategy: The Generative Car Vision, for C-Level



## SALES ENABLEMENT

### SALES AIDS :

How to Promote the New Release in the Automotive Industry



## Release Value SALES

Major technical highlights of the Release



## Competitive Analysis SALES

Status and sales arguments



## Customer Industry References SALES



### COLLATERALS:

Can be printed and given to prospects or clients

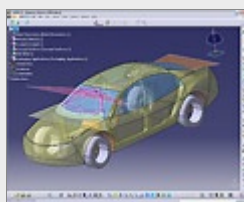
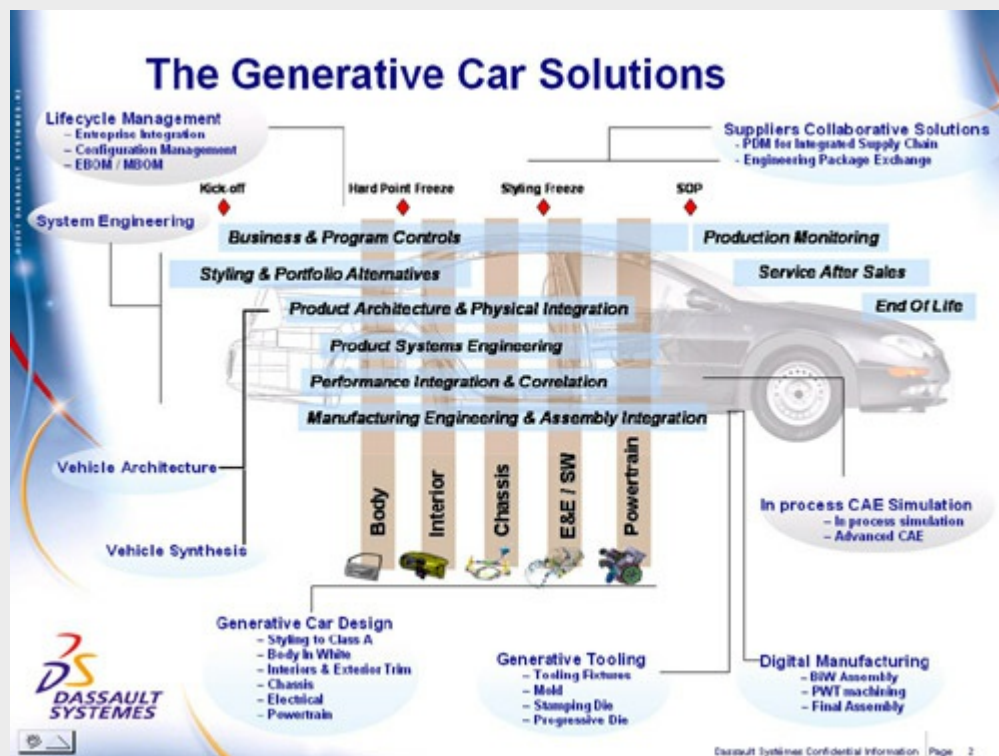


## Collaterals **SALES**

Brochures	White Papers	Press Releases
Application Briefs	Testimonials	Images



## GENERATIVE CAR SOLUTIONS



## Vehicle Architecture **SALES**



## Vehicle Synthesis **SALES**



## Generative Car Design **SALES**

Styling to Class A	Body In White	Interior & Exterior Trim
Chassis	Electrical	Powertrain



### Generative Tooling **SALES**

See Generative Tooling Cross Industry for Deliverables

Tooling Fixtures

Mold

Die



### Digital Manufacturing **SALES**

BiW Assembly

PWT machining

Final Assembly



### Supplier Collaboration **SALES**

**S<sup>4</sup>-Synchronous Supplier  
Solution Set**

**Engineering Package Exchange**