DIGITALE TRANSFORMATION MIT SAAS

Erfolgreich mit und in der Cloud

Thomas Mardorf
Cloud Advocacy Senior Specialist, ECAL

AGENDA

1

REASONS TO MOVE TO SaaS

WHY MOVING TO SaaS MODEL ?
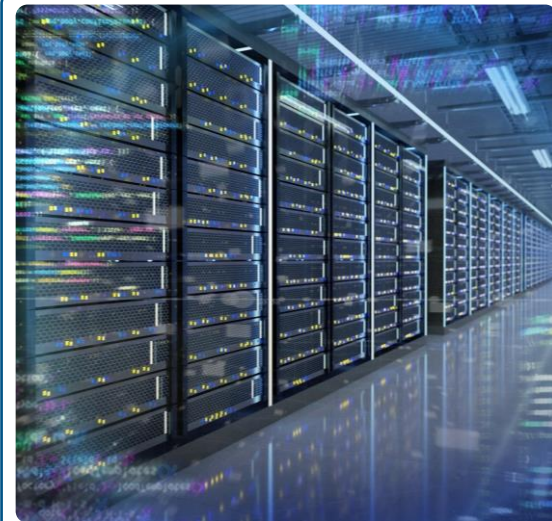## THREE MAJOR BUSINESS DRIVERS

MOVING TO SOLUTION AS A SERVICE (SaaS) IS DRIVEN BY

AGILITY

COMPETITIVENESS

SECURITY

WHY MOVING TO SaaS MODEL ?
THREE MAJOR BUSINESS DRIVERS

To handle internal or external business evolutions such as environmental, regulatory and geopolitical factors, businesses must adopt a more **agile and sustainable business model.**

AGILITY

Companies must **improve their collaboration with the extended enterprise** by creating an efficient value network for co-design and co-validation.

To drive profitability, **organizations have to optimize IT costs and leverage the power of SaaS** offerings for better control of sustainability KPIs

COMPETITIVENESS

With the rise of cyberattacks and security breaches, companies must prioritize **advanced security measures** during their transformation journey.

This may include adopting a **sovereignty model** with dedicated secure environments. Additionally, recruiting and retaining skilled security personnel presents significant challenges.

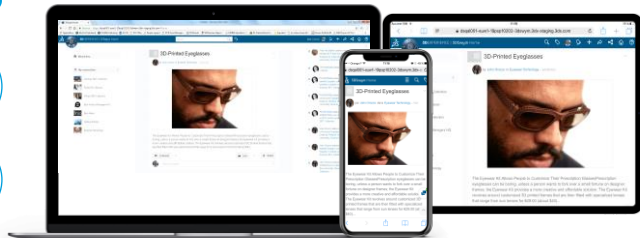**SECURITY**

3DEXPERIENCE PLATFORM – DEPLOYMENT SOLUTIONS

3DEXPERIENCE platform on Prem

CUSTOMER DATACENTER OR HOSTING PROVIDER

Microsoft Azure · aws · Google Cloud

Installation, Updates, Monitoring and Operations under **Customer**'s responsibility

End Users

3DEXPERIENCE platform on the cloud (SaaS)

DS DASSAULT SYSTEMES
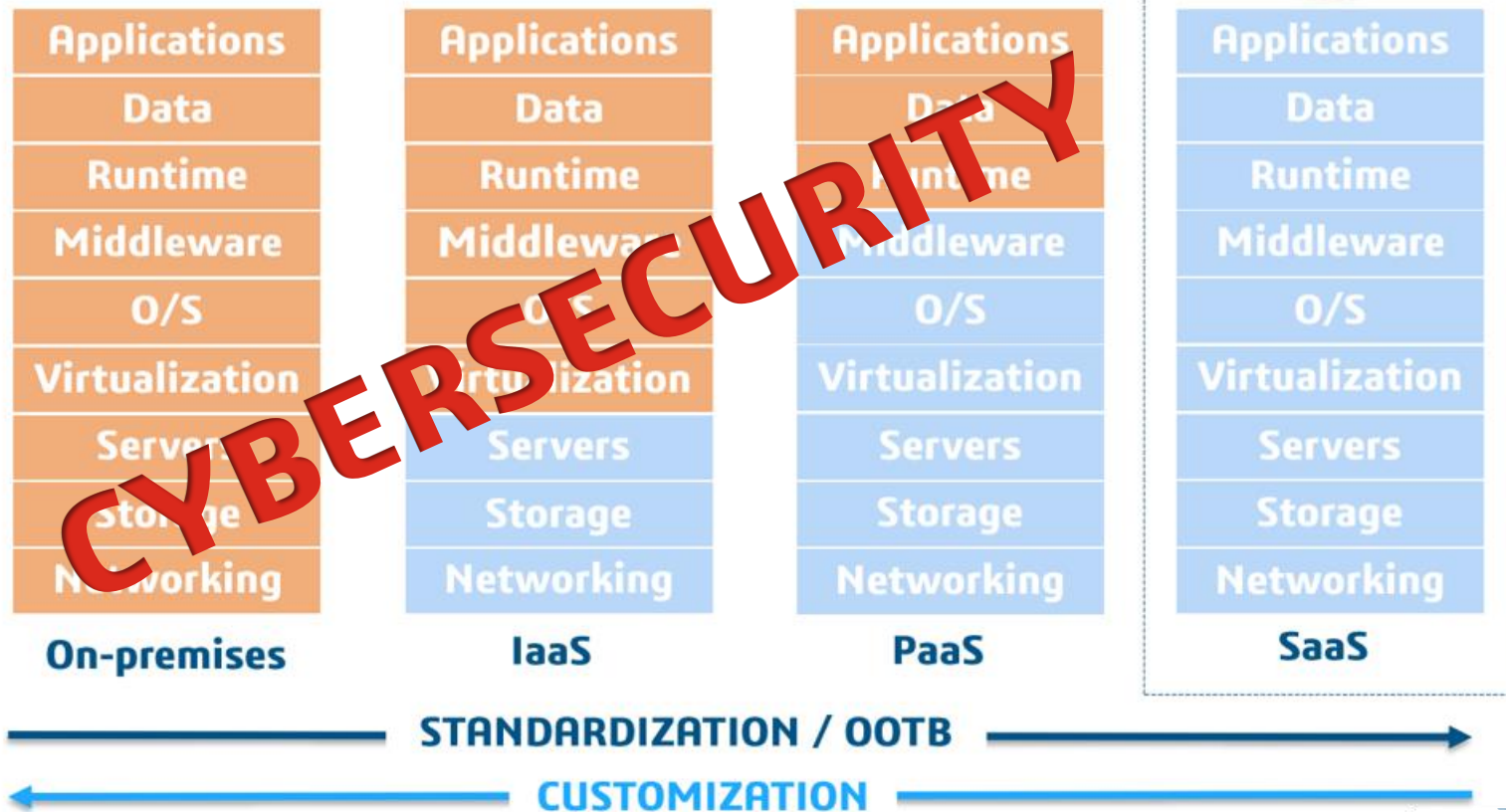### SaaS
(Software as a Service)

Provisioning, Installation, Updates, Monitoring, **Data hosting** and Operations under **Dassault Systèmes** responsibility

End Users

DS DASSAULT SYSTEMES
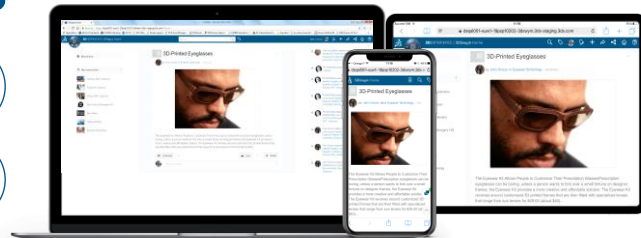
DEPLOYMENT RESPONSIBILITY SPLIT

ALWAYS USING THE LATEST & GREATEST

Functional Value

On-Cloud

On-Premise

Technology Gap

- Always Using Latest Technology
- Drive Innovation - Leverage Value of PLM
- Eliminate Costly Upgrades
- Increased Productivity
- **Avoid Migration**
- **Avoid customization trap**

Release 2020x GA

Release 2021x GA

Release 2022x GA

Release 2023x GA

Release 2024x GA

Release 2025x GA

3DS DASSAULT SYSTEMES
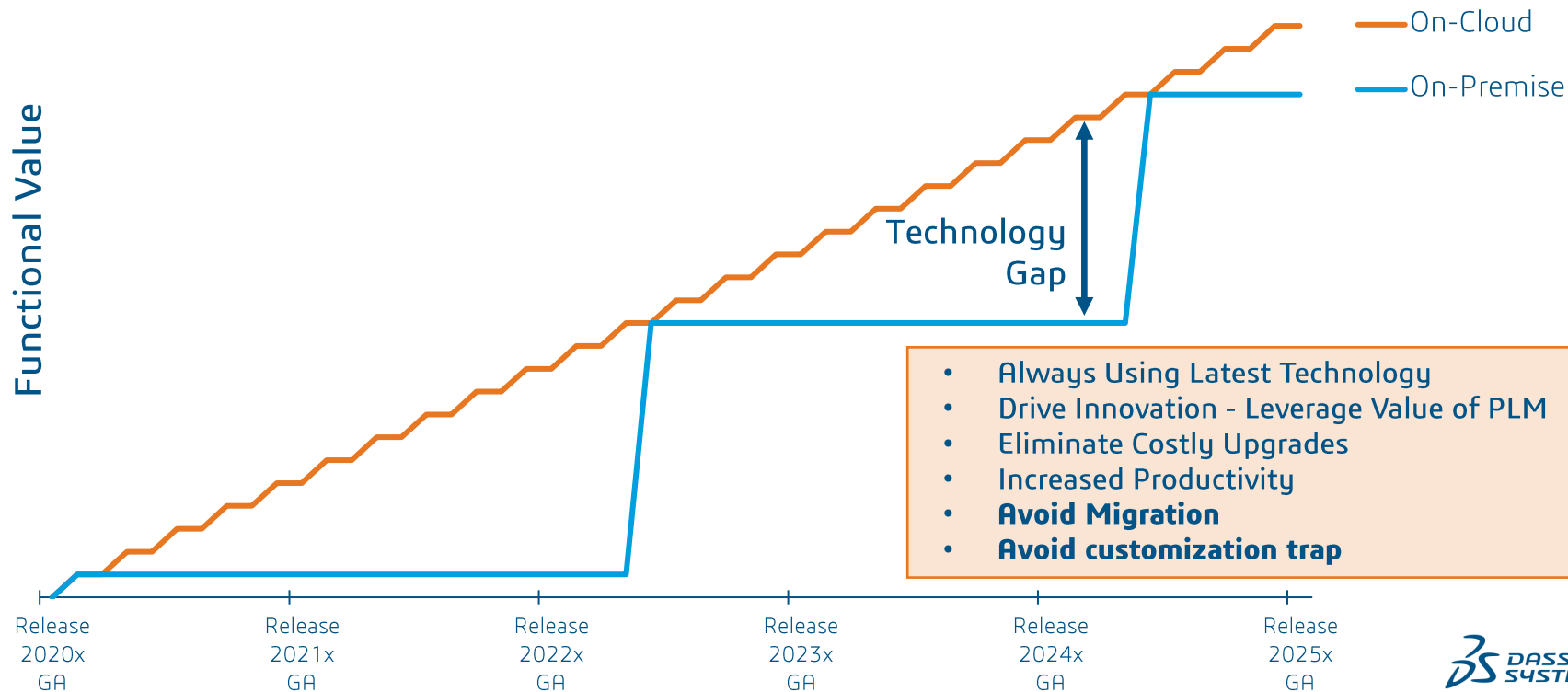
2 KEY BENEFITS

DASSAULT SYSTÈMES SAAS OFFER - KEY BENEFITS

INTEGRATION FRAMEWORK

ALL IN ONE SOLUTIONS

3 DIFFERENT SaaS OFFERS

BENEFITS

3DEXPERIENCE
Cloud SaaS platform

SECURITY CERTIFICATIONS

TCO

GLOBAL AVAILABILITY

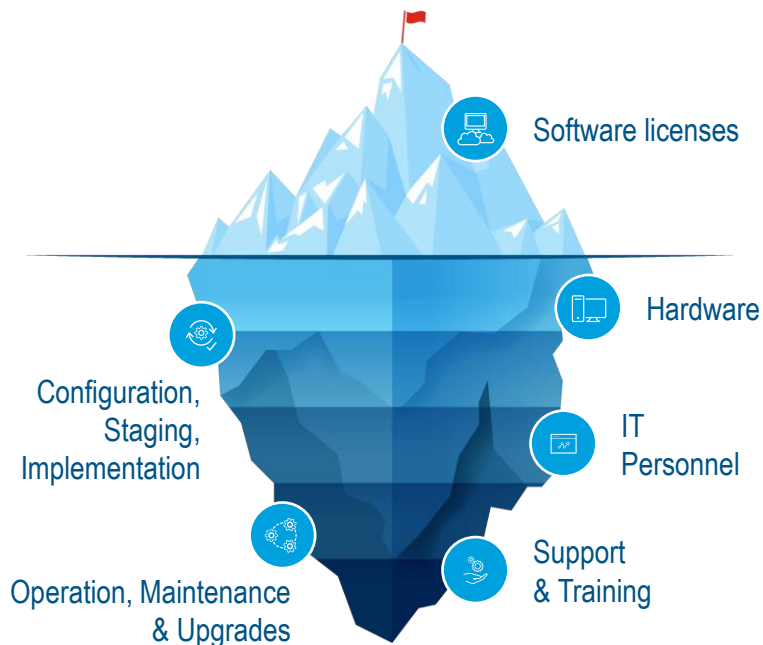7 1 2 3 4 5 6

Dassault Systèmes SaaS OFFER - Key Benefits

1- OUR SaaS OFFER: ALL-IN-ONE SOLUTION

DASSAULT SYSTEMES — SELLS → SaaS ← BUYS — CUSTOMER

IaaS (Infrastructure as a Service)

Data center, Physical computing resources, Underlying network infrastructure, Operating Systems, Middleware, database, Compute and storage virtual resources. Scaling, security, backup

IaaS ← INCLUDES → PaaS

PaaS (Platform as a Service)

3DEXPERIENCE platform services Deployment, Monitoring and Operation services by Dassault Systèmes
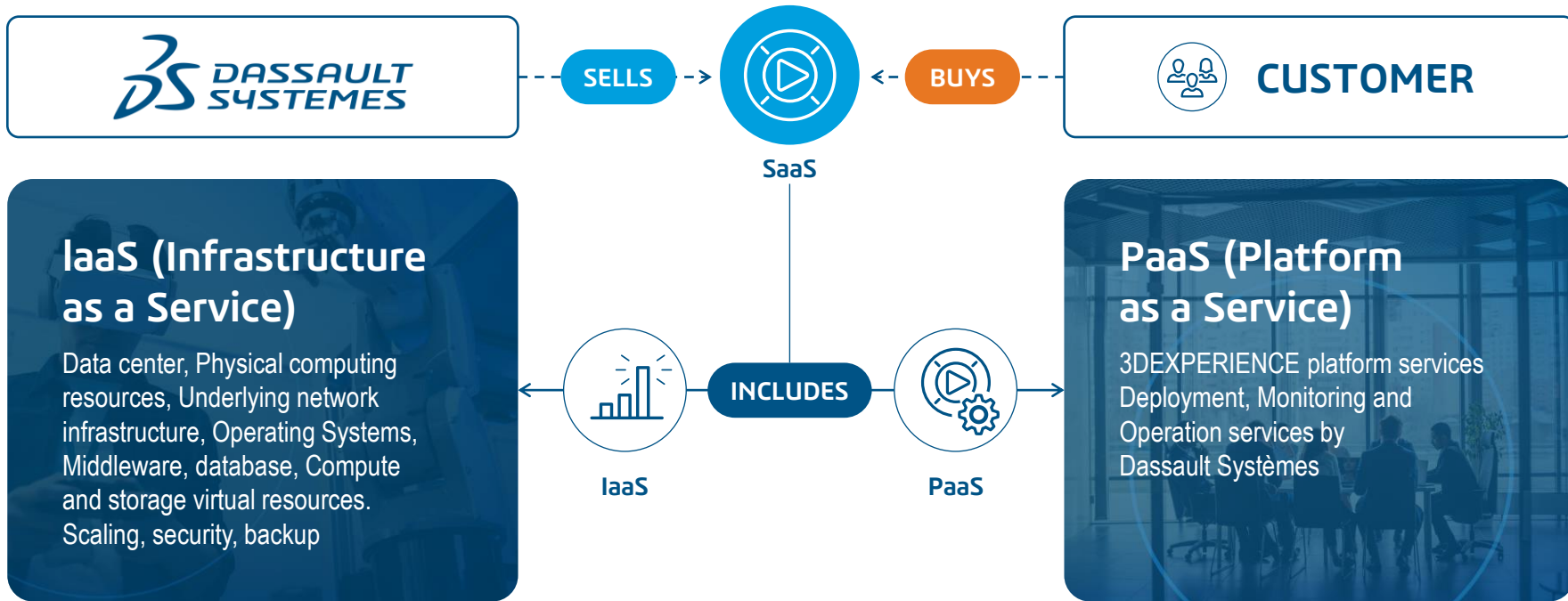
Dassault Systèmes SaaS OFFER - Key Benefits
3- TOTAL COST OF OWNERSHIP (TCO)

ON PREMISE / CLOUD HOSTED	CLOUD SaaS

ON PREMISE / CLOUD HOSTED
- Software licenses
- Hardware
- Configuration, Staging, Implementation
- IT Personnel
- Operation, Maintenance & Upgrades
- Support & Training

CLOUD SaaS
- Software licenses
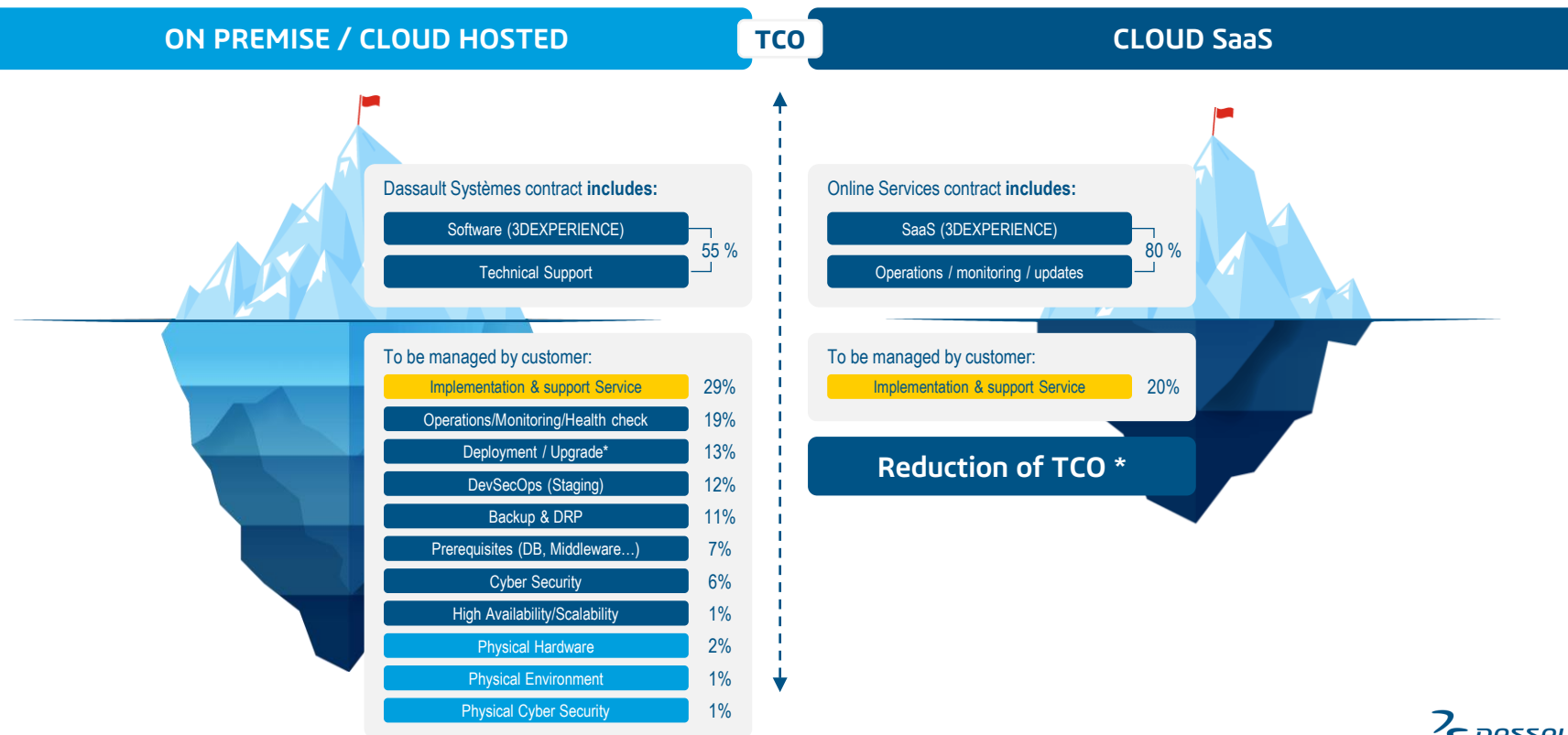- Configuration & Implementation
- Support & Training
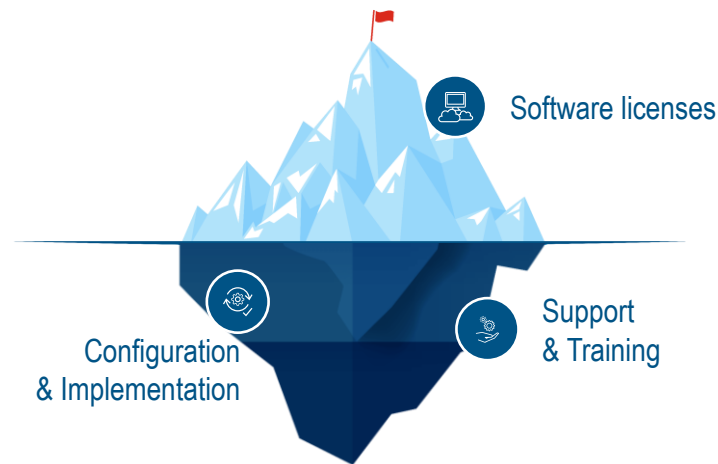
Reduction of TCO * — up to **36%** — on a study performed on 1000 users (w 300 CAD users) with OOTB deployment – source available for discussion – (*) Depending on each context

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DASSAULT SYSTÈMES

Dassault Systèmes SaaS OFFER - Key Benefits
3- TOTAL COST OF OWNERSHIP (TCO) COST ON 5 YEAR TIMEFRAME

ON PREMISE / CLOUD HOSTED — **TCO** — **CLOUD SaaS**

Dassault Systèmes contract **includes:**
- Software (3DEXPERIENCE)
- Technical Support

55 %

Online Services contract **includes:**
- SaaS (3DEXPERIENCE)
- Operations / monitoring / updates

80 %

To be managed by customer:

Implementation & support Service	29%
Operations/Monitoring/Health check	19%
Deployment / Upgrade*	13%
DevSecOps (Staging)	12%
Backup & DRP	11%
Prerequisites (DB, Middleware…)	7%
Cyber Security	6%
High Availability/Scalability	1%
Physical Hardware	2%
Physical Environment	1%
Physical Cyber Security	1%

To be managed by customer:

Implementation & support Service	20%

Reduction of TCO *

Sources: CIMDATA, SMB Group, Engineering.com, 3DS studies

Dassault Systèmes SaaS OFFER - Key Benefits
4- GLOBAL AVAILABILITY

San Jose

New York

Paris

China

Korea

Japan

India

Singapore

Sao Paulo

Australia

3DEXPERIENCE SaaS Region

Sovereign Region

Region include multiple datacenters with DRP (Disaster Recovery Plan)

DASSAULT SYSTEMES

Dassault Systèmes SaaS OFFER - Key Benefits

5- SECURITY CERTIFICATIONS

With a security at the highest level of current certifications" to high-level security certifications for each cloud offering

SaaS

PaaS

ISO 9001:2015 - **Dassault Systèmes** is certified on Quality Management System

3DEXPERIENCE on the cloud is certified **ISO 27001:2022**

ISO 9001:2015 Certificate Scope: Design, development, delivery, deployment, **cloud operations**, and support of software

ISO 27001:2017 (Information Security Management)

ISO 27701:2019 (Security techniques — Extension to ISO/IEC 27001)

IaaS

IT/IS

ISO 27001 - **3DS IaaS Providers** are certified on Information Security Management System
- **ISO 27017:2015** (information security controls applicable to the provision and use of cloud services)
- **ISO 27018:2014** (objectives, controls and guidelines for implementing measures to protect Personally Identifiable Information (PII) in accordance with the privacy principles in ISO/IEC 29100 for the public cloud computing environment)
- **ISO 27701:2019** (Security techniques — Extension to ISO/IEC 27001)
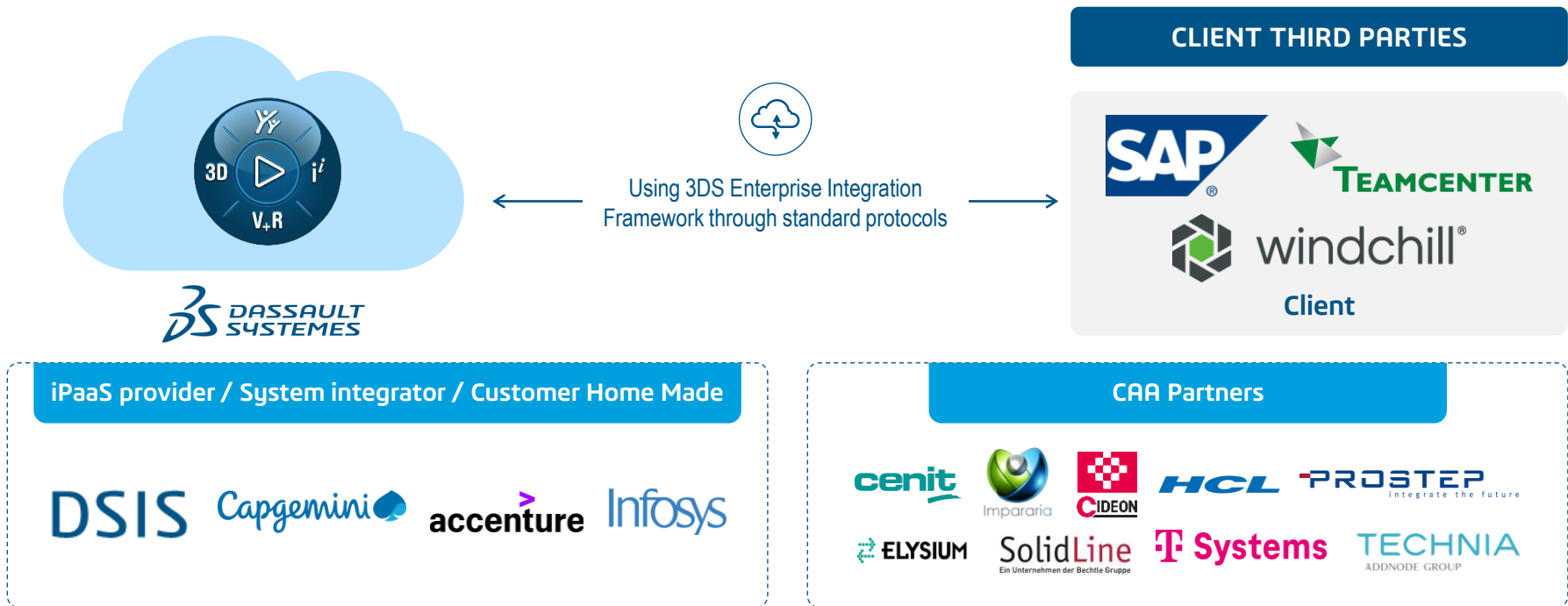- **SECNUMCLOUD 3.2, TISAX…**

ISO 27001:2022 - **3DS IT&IS** Information Security Management system

https://www.3ds.com/trust/3dexperience-trust-center

3DS DASSAULT SYSTEMES

Dassault Systèmes SaaS OFFER - Key Benefits
7- INTEGRATION FRAMEWORK

Standard integration protocols provided by DSIS or partners

Using 3DS Enterprise Integration Framework through standard protocols

CLIENT THIRD PARTIES

SAP · TEAMCENTER · windchill®

Client

iPaaS provider / System integrator / Customer Home Made

DSIS · Capgemini · accenture · Infosys

CAA Partners

cenit · Imparaia · CIDEON · HCL · PROSTEP integrate the future · ELYSIUM · SolidLine Ein Unternehmen der Bechtle Gruppe · T··Systems · TECHNIA ADDNODE GROUP

3
OUR STRATEGY

3DEXPERIENCE SAAS STRATEGY

A 14+ years strategy : Cloud First organization / acquisition / architecture

Dassault Systèmes is a software vendor delivering software : **SaaS** portfolio

Dassault Systèmes objectives : Support all customers with same

- **Up to date** software (updated 5 times a year and patched on a daily base)
- Service Level Agreement : **99.5% - 24/7**
- **Secure** : cybersecurity because customers' innovation data is critical

Dassault Systèmes take responsibility, so take **full control** and make all necessary effort :

- Provisioning and acquisition strategy (3DS software or open source). No dependency to a third party (e.g. **OS**, middleware, **database providers, containerization,….**), but Hardware.
- 2010 : Outscale creation. 2023, Outscale is a sovereign IaaS provider, operating all 3DS brand (**3D**EXPERIENCE, Medidata, CentricPLM, HomeByMe)
- **DevSecOps** organization and associated processes (SSDLC on all stack)
  recognized by ISO 27001 certification for following activities : Design, development, delivery, deployment, cloud operations and support
- A **dedicated SaaS architecture** proposing same user experience on Prem and on Cloud.

Software Quality

Availability 24/7

Data security

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3DEXPERIENCE CLOUD PLATFORM

- FROM N-TIERS (about 10) TO SERVICES and MICRO SERVICES ARCHITECTURE (about 400)
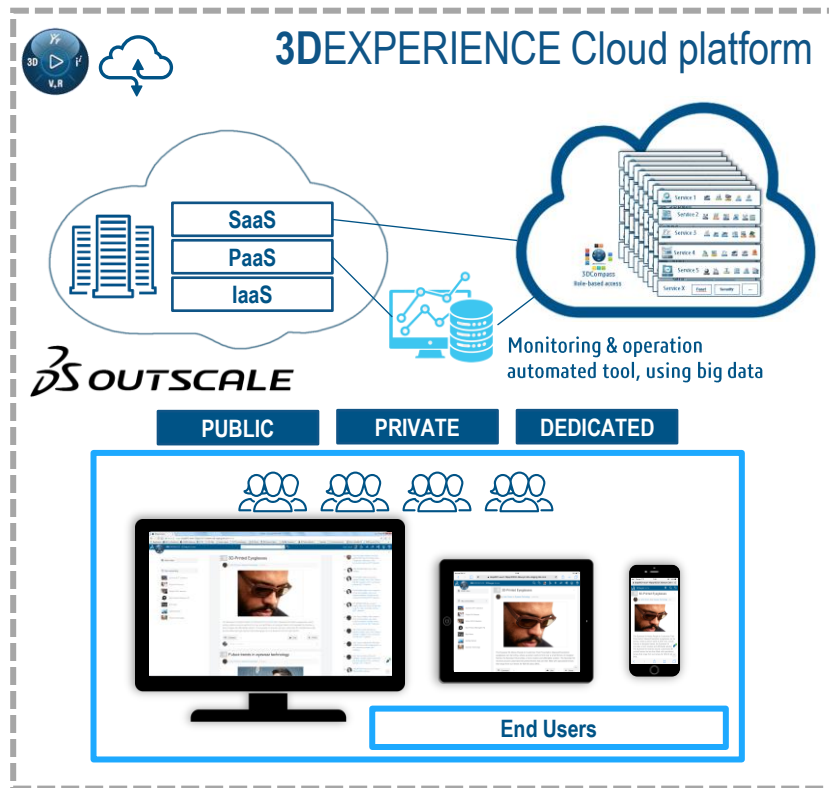
3DEXPERIENCE PLATFORM ON THE CLOUD – NB OF ROLES/TRIGRAMS

Roles or trigrams are Dassault Systèmes' elementary commercial offering. One role/trigram delivers several Apps.
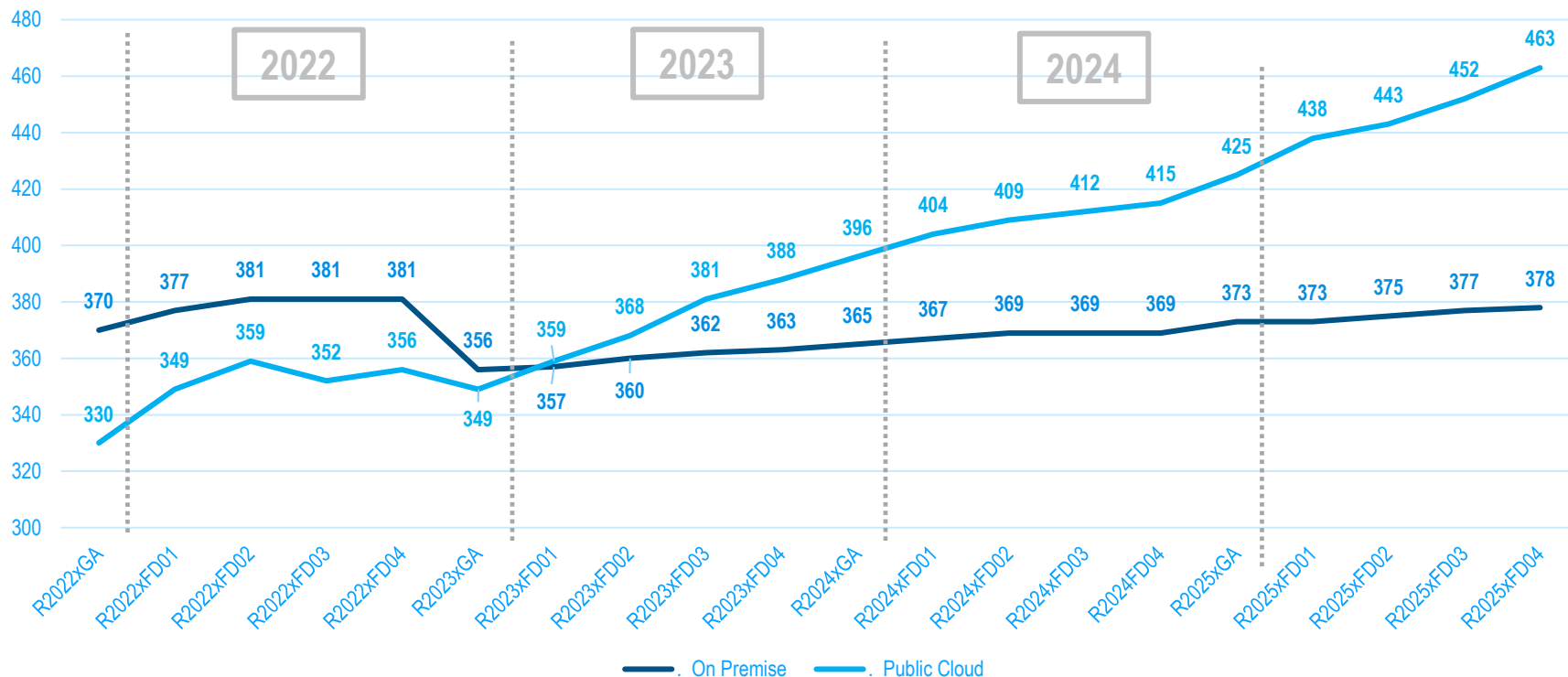
From Developing Cloud First (and reporting on Premise) ... **To taking benefit of SaaS Specific Architecture**

3D UNIVERSES

GENERATIVE
EXPERIENCE

VIRTUAL
COMPANION

CYCLE
OF LIFE

SENSE
COMPUTING

EXPERIENCE

VIRTUAL
TWIN

KNOWLEDGE &
KNOW-HOW PLATFORM

3DS DASSAULT SYSTEMES

4
CONCLUSION

Dassault Systèmes SaaS - Key Benefits
2- BENEFITS
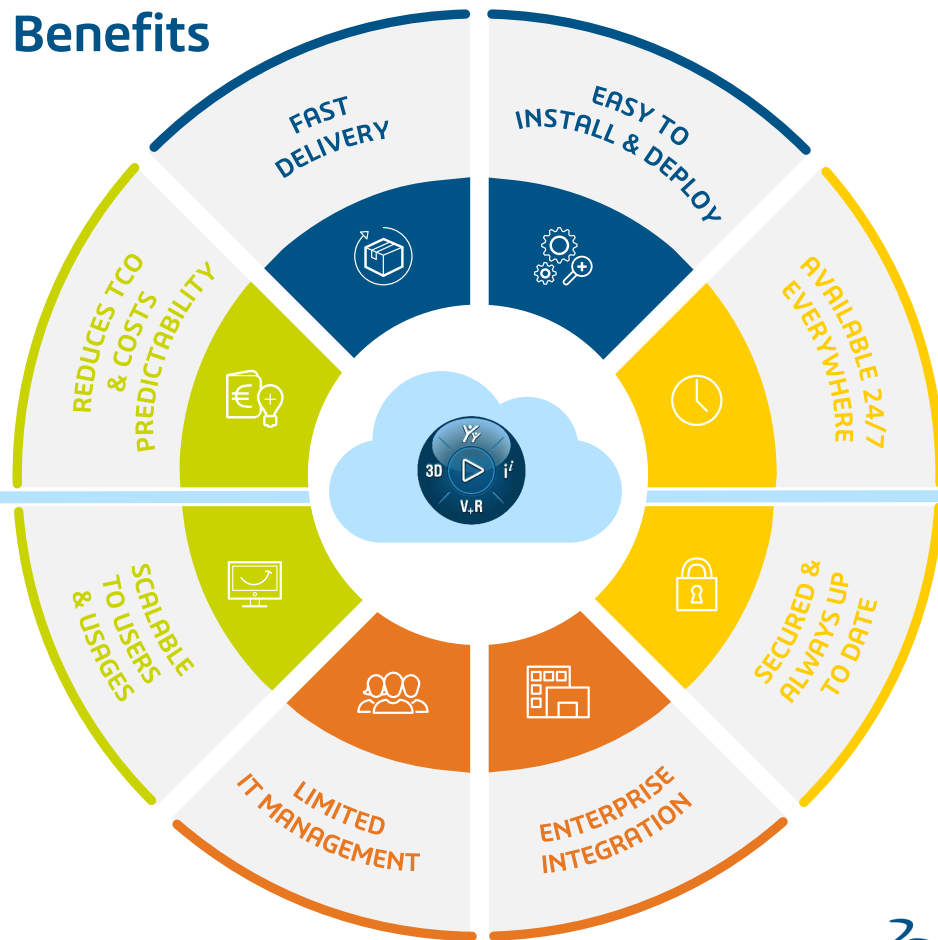
EVIDENCE: LIGHTHOUSE PROGRAM „RENAULUTION"

The Renault Group announced **end of 2021** the implementation of the **3DEXPERIENCE platform** as part of their corporate program **RENAULUTION**. The derived project, in terms of **transformation goals and magnitude**, shares a comparable nature with the current tender.
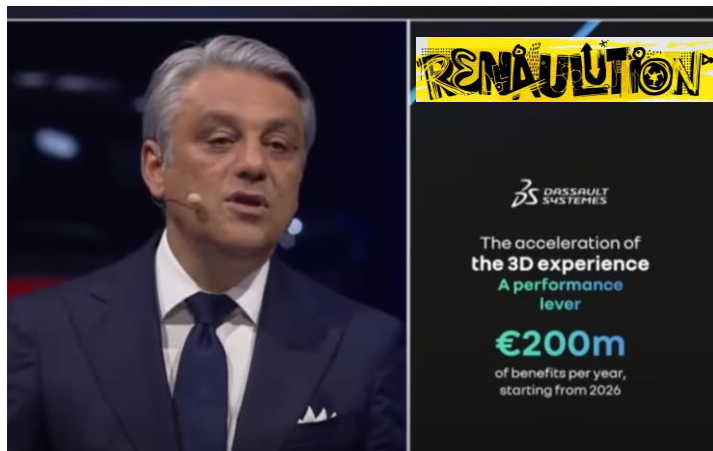

Luca de Meo, CEO Renault Group

- The financial business **year 2023** was the most successful one in the history of the Renault Group. Those business achievements are an evidence that the **3D**EXPERIENCE is a fundamental performance lever along the transition of "RENAULUTION".
- Associated Goals[1]:
  - Reduce development time by appr. 1 year,
  - Reduce quality costs and
  - Halve the costs for physical prototypes
- Statement[2]:
  - **3D**EXPERIENCE platform leads to **annual benefits of 200 million Euros** from 2026 onwards
  - This corresponds to 9% of the R&D budget 2023

1) Olivier Colmard, VP Digital Transformation CAE & PLM, Renault Group, Presentation on 3DS NAM Conference in March 2023. Youtube: Renaulution Virtual Twin Transformation
2) Luca de Meo, CEO Renault Group; 2023 Annual General Meeting - Renault Group - 11 May 2023

SOME CUSTOMER REFERENCES
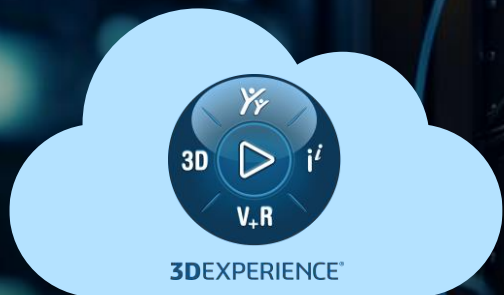
> 80 000 Clients
(Q3-2025)

3DEXPERIENCE On Premise

+

3DEXPERIENCE SaaS

3DEXPERIENCE SaaS

**Virtual Worlds
for Real Life**

DISCOVER MORE
ON 3DS.COM

3DS DASSAULT SYSTEMES