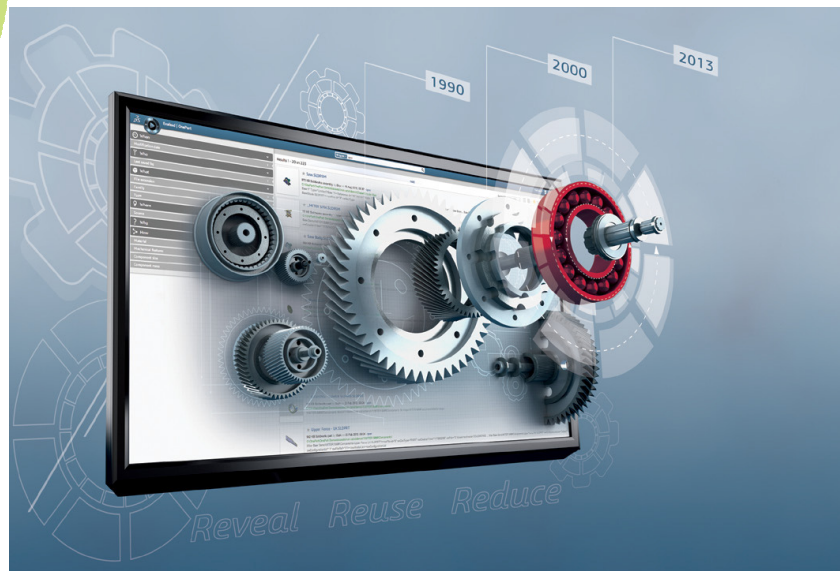




*Dassault Systems Partner*



# Product\_Orbit

## Entreprise Projet Produit

**Efficacités**

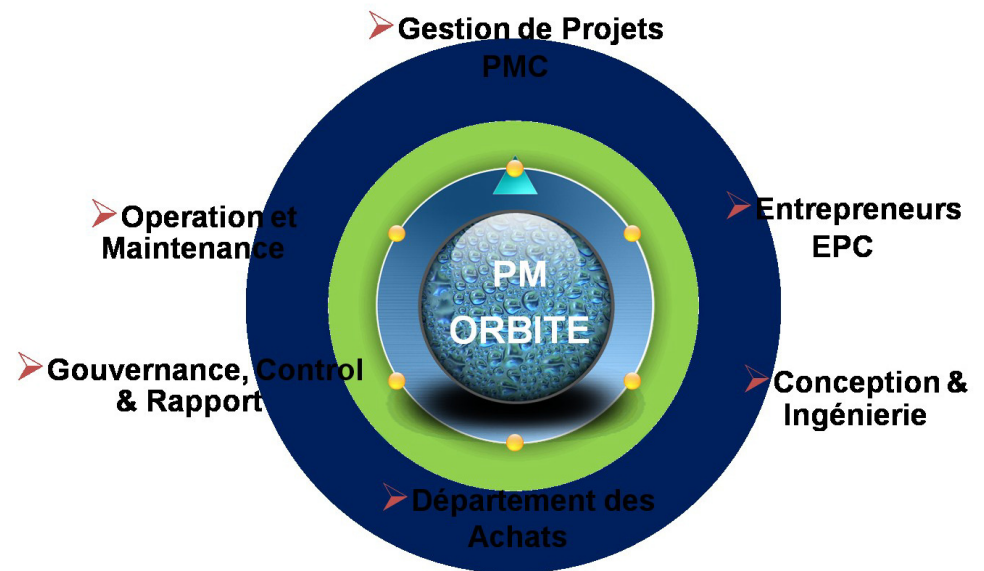
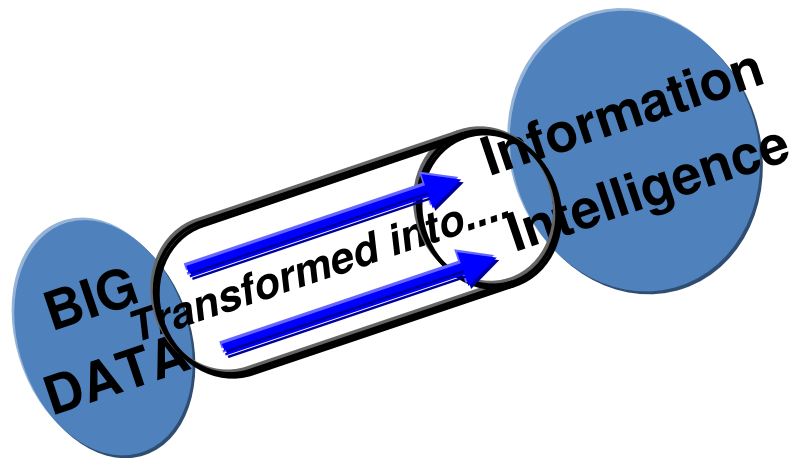
**Intégration**

**Gestion**

Tekniverso powered with **DASSAULT SYSTEMES** | IF WE ask the right questions we can change the world.

# Tekniverso 'times' DS

- Exclusive DS reseller in NE North America
- Tekniverso & DS: innovative vision for TERADATA solutions.
- Together, we will help you achieve your goals



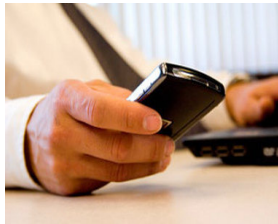
# Industry Background

## » Business Under High Pressure!



# Industry Challenges

- Customer Engagement Focus
- Better Service @ Lower Costs (Human and Technical)



## *Customers Today*

- Info aware, tech savvy, time constrained
- Hard to obtain clear answers to questions



## *Employees Today*

- Difficulty in answering questions
- Inconsistent engagement capabilities
- Hard to negotiate all IT tools to get accurate answers



## *Frontlines Sales Reps Today*

- Insufficient access to relevant customer info
- Limited access to in-context histories, linked to product info for personalized selling



## *Management Today*

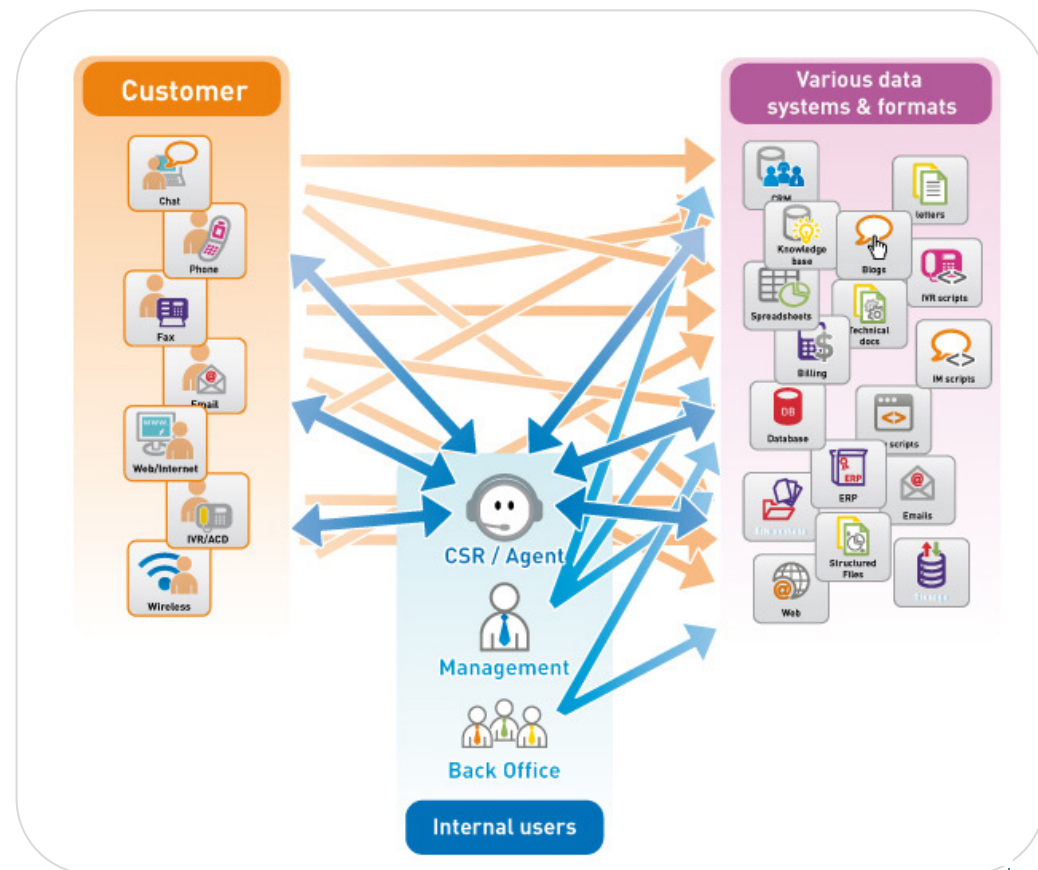
- Challenging to get Best information needed to take the right action

# Industry Challenges

The ability to quickly visualize all relevant information about any equipment or part.

## Part data is:

- ❑ Splintered
- ❑ Fragmented
- ❑ In Silos
- ❑ ~~Very difficult~~ Almost impossible to get consolidated data insight or visibility



# Solution - Data Intensive Business Discovery



## Customer Interaction

*Collect & Engage*

EXA  
Apps

### Exalead OneCall

*to transform successfully the engagement of  
your customer in one call*

Exa  
Practice

### Exalead Customer Services

*to increase customer satisfaction with innovative web 360 apps*



## Digital Assets

*Reveal, Capitalize & Reuse*

EXA  
Apps

### Exalead OnePart

*to reveal, reuse and reduce 2D/3D legacy assets*

Exa  
Practice

### Exalead Component Pathfinder

*to reveal, reuse and reduce electronic components*



## Machine data

*Product usage & trace*

Exa  
Practice

### Exalead Cloudview

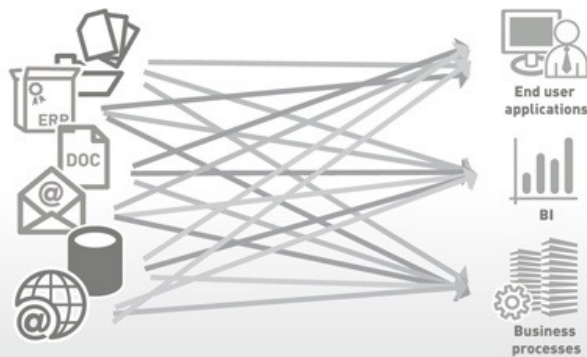
*to analyse intensive data and correlate with other hybrid data*



# Solution - Data Intensive Business Discovery

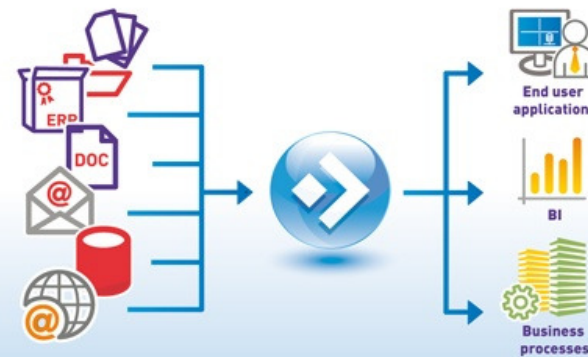
## Without Exalead

High complexity/costs, Low performance/reusability



## With Exalead

Low complexity/costs, High performance/reusability



## Usability

- **User-Centric.** Model for users not for processes
- **Single box.** intuitive usage with no end user training

## Agility

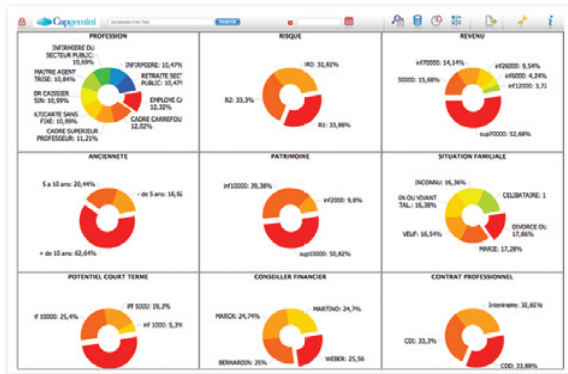
- **Quick start.** A POC in a day put your worries away.
- **Iterate.** Enhance and enrich application step by step

## Performance

- **Scale to thousands of users**
- **Scale to Terabytes of data**
- **TCO. Low Cost**

# Solution - Data Intensive Business Discovery

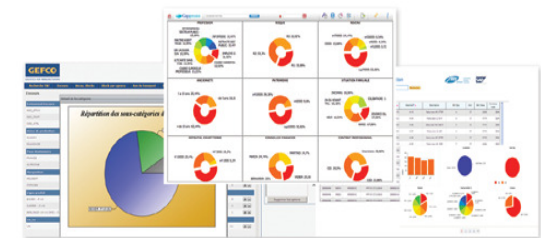
- ✓ **EXALEAD CloudView federates** data from many sources
- So important decisions can be **revealed** via **dashboards**



- ✓ **EXALEAD CloudView** Global reporting and dashboarding
- Provide a rich context for decision making

## »Easy, Versatile Business Intelligence

Any user can generate on-the-fly, real-time reporting and analysis simply by entering a search term in a single text box or clicking on a graph segment (screen below). Unlike traditional database-centered BI, users can drill up or down on any criteria available in the system (derived from both unstructured and structured data) and they can do so entirely on their own, without having to call IT.





# Solution - Data Intensive Business Discovery

» Applications for **one or many data sources**

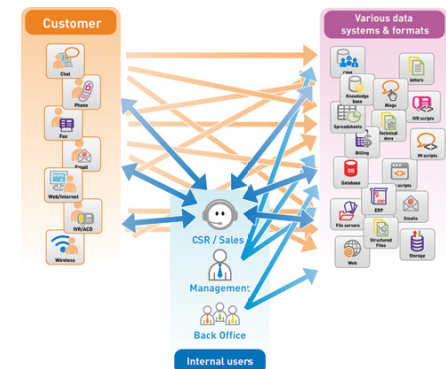
» Dashboards available on **Web or mobile devices**

» Enables **business users** to benefit from new types of analytics **Big Data exploratory** analytics (follow your curiosity: no complex SQL queries required)

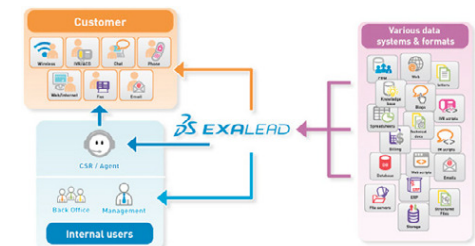
» Real-time, **operational decision support**

» Analytics on structured, unstructured and hybrid data (leveraging entity extraction, sentiment analysis, etc.)

» Reconciling multiple data sources



BEFORE CLOUD VIEW



AFTER CLOUD VIEW

# Orbit\_Product powered by Exalead One Part

**REVEAL**  
*HIDDEN ASSETS*

**REUSE**  
*LEGACY PARTS*

**REDUCE**  
*DUPLICATE PARTS*

# Production - Today Business Challenges

» **Engineers are designing more and more new parts** every day. Why don't they just find and reuse similar or equivalent parts that already exist inside your company's legacy data assets? Because searching for parts and related information is very time-consuming and potentially error-prone today.

» Without an ultra-efficient tool to rapidly find and compare similar parts hidden inside data sources and silos scattered throughout the company, design engineers simply choose to recreate the part rather than spend unproductive time searching.

» Although they may not realize it, **creating new parts impacts the bottom line.**

» Substantial time and costs are incurred if you need to acquire or produce new parts, leading to more production procedures, quality controls, and inventory into stock.

# Solution - Data Intensive Business Discovery

» EXALEAD OnePart is a business discovery application that accelerates reuse of parts, designs, specifications, standards, test results and related data for engineering, manufacturing, and procurement activities. Leveraging the proven Web semantics, analytics, and Big Data management technologies of EXALEAD CloudView™, OnePart locates information from multiple sources and makes it available instantly.

» **An innovative, intuitive way to SPEED new product development and productivity by reusing existing legacy information assets**

» With EXALEAD OnePart, engineers, managers, technicians, and procurement specialists can quickly and easily find and reuse existing parts, product designs and other related information located anywhere inside the organization, even beyond obvious PDM and PLM repositories.

» **The result:** optimized reuse of parts, designs and related documentation, thus accelerating product development and delivery and decreasing design, material, manufacturing, and storage costs.

# How Does it Work

» OnePart helps designers and engineers find a reusable part ***at the speed of thought*** so that they can determine whether it is really necessary to create new parts and incur the associated costs. With just a few clicks, users explore legacy parts and related 2D/3D designs, gaining immediate insight into vast amounts of previously hidden data. They can further refine their search using side-by-side comparisons to identify the right part for reuse. When a similar part is discovered, the user can also analyze important related documentation like specifications, testing, validation, and certification material in multiple formats (such as .xls & .pdf) to facilitate optimal reuse and a complete view of the situation

# Data Intensive Business Discovery

- Web-inspired ease-of-use
- Ultra simple to install and configure
- Reveal and reuse 2D & 3D assets
- Supports multi CAD formats, plus any document type
- Does not care where the source data is located (file Server/PDM/PLM)

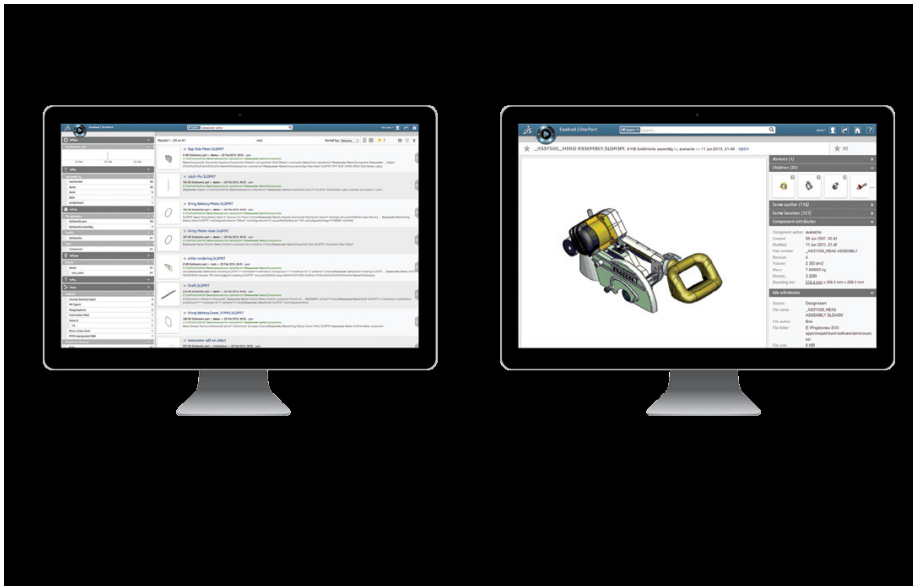
ENOVIA 3DXML  
SOLIDWORKS  
TEAMCENTER STEP  
CATIA NX 3D  
CONVERTER SDK  
ENTERPRISE PDM  
FILE SYSTEMS  
INVENTOR 3D AUTO  
MEDIA FORMATS  
OFFICE FORMATS  
PRO/ENGINEER 3D AGILE  
SHAREPOINT  
SMARTTEAM  
WIZARD INSTALLER



# Key Capabilities

- » Search parts, assemblies, and drawings from most data sources, including major CAD providers, from a user-friendly full-text search bar
- » Auto-complete Web search functionality speeds user queries
- » Navigation into the parent and children relationships of an assembly to converge on the exact right part
- » 3D mechanical feature mining (locating parts based on holes, pads, grooves, and more)
- » Side-by-side comparisons to quickly highlight the most relevant part for reuse
- » Shape Search to find similar parts based on a known reference
- » User-friendly charts and graphs with configurable KPIs for rapid analysis

## Key Capabilities

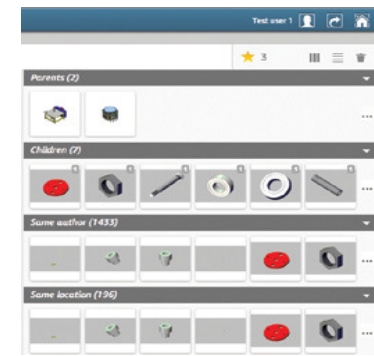


**In-Context Information Access**  
and immediate part visualization  
through a single access point,  
regardless of format or location




**Deep Data Search on any 2D/3D products and assemblies via powerful viewing capabilities**



## Faceted Navigation to accelerate find and discovery actions



### Parents/Children Navigation for deep relationship analysis and intelligent discovery of new parts

	Student   OnePact	SEARCH	SEARCH
Complete 3 items			
			
Source	demo1	demo1	demo1
File name	SDMPF_ELEWPT	SDMPF_ELEWPT	SDMGZZZ_ELEWPT
Extension	elewpt	elewpt	elewpt
Path	C:\OnePact\OnePact_Demo\elewpt\elewpt\elewpt\OnePact_Capping_MachinComponent\SDMPF_ELEWPT	C:\OnePact\OnePact_Demo\elewpt\elewpt\elewpt\OnePact_Capping_MachinComponent\SDMPF_ELEWPT	C:\OnePact\OnePact_Demo\elewpt\elewpt\elewpt\OnePact_Capping_MachinComponent\SDMGZZZ_ELEWPT
File size	205 KB	205 KB	204 KB
Family	Indefinite	Indefinite	Indefinite
Type	component	component	component
Creation date	30 Feb 2015, 09:05	30 Feb 2015, 09:05	30 Feb 2015, 09:05
Modification date	13 May 2015, 16:48	13 May 2015, 16:48	13 May 2015, 16:48
Original file	SDMPF	SDMPF	SDMGZZZ
Original path	C:\OnePact\OnePact_Machin	C:\OnePact\OnePact_Machin	C:\OnePact\OnePact_Machin
Folder	machin	machin	machin
Part number	SDMPF	SDMPF	SDMGZZZ
Material	Stainless Steel	Stainless Steel	Stainless Steel

## Automated Part Comparison based on metadata and shape similarity

# A Unique Approach

Natural language search : fuzzy matching

Simplified interactions

Relevant info &  
rules based actions  
"in context"

Multi-channel  
Look-up

Up-sell/Cross-sell Alerts

Sales Ordering

Zero lag time response

## BIG DATA READY

The screenshot displays the EXALERO OneCall interface. At the top, it shows the user's name 'Miss Mia SMITH' and contact information including phone, email, and address. Below this, there's a 'Subscription details / Equipment' section showing a 1GB data purchase and a 1GB roaming activation. The 'Problem Solver' section on the left lists various issues like 'Is the customer new?' and 'Is the customer keeping the previous number?'. The 'Tech question' section on the right provides a description of the problem and offers a 'Solve this issue' button. The 'Customer History' section at the bottom lists recent transactions and account updates.

Company data asset availability

OVER the existing legacy systems

CTI support



Lightspeed performance

Unstructured  
Structured

# Customer Benefits

- ▷ Reuse 2D/3D assets from legacy data immediately
- ▷ Repurpose past designs hidden from view
- ▷ Speed ramp-up time for new projects

## • Increase Time-to-Market and Agility

- ▷ Leverage past knowledge to make products better
- ▷ Reuse proven and tested designs and parts
- ▷ Avoid last-minute design-related issues at launch

## • Improve Quality and Decrease Risk

- ▷ Avoid creating duplicate designs and parts
- ▷ Increase knowledge worker productivity
- ▷ Accelerate downstream release processing and logistics
- ▷ Decrease redundant inventory and support

## ► Lower Costs and Free Up Working Capital



# A few of the Industries benefiting from OnePart



Industrial Equipment



Transportation & Mobility



Aerospace & Defense



Marine & Offshore



High-Tech



Energy, Process & Utilities



# Thank You

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**[www.Tekniverso.com](http://www.Tekniverso.com)**