



Business Value Assessment **Value Discovery**

Aerospace & Defense

What is a Business Value Assessment?

- The Business Value Assessment (BVA) is a process of discovery where we use our proprietary methodology and analysis toolset to help you uncover opportunities for business transformation with PLM. It enables you to evaluate and link your unique business drivers and strategies to solution capabilities with supporting benefit metrics and their associated improvement values.
- The BVA complements the technical capability evaluation of a software solution by answering the question: how and where will I realize the benefits of the solution?
- A BVA is often run in parallel to a formal technical evaluation process and maintains the objectivity of that process.
- The output of a BVA is a business and financial case for a Dassault Systèmes solution as well as a roadmap of metrics to be measured for value attainment.

Dassault Systèmes is a leader in providing Product Lifecycle Management (PLM) solutions for the Aerospace and Defense (A&D) industry. We understand the most critical A&D industry drivers and the corporate strategies that must be in place to successfully deliver innovative new solutions to market. In this report, you will find specific metrics that our A&D customers are using to measure the success they have achieved in developing strategies and solutions for transforming their business through product development using PLM. The Dassault Systèmes Business Value Assessment (BVA) can help you determine where you will achieve results.

A&D Industry Drivers

Competition, Market Forces, Regulatory Requirements, Growth Goals

- Project teams have become more distributed and products are becoming more complex
- Product design and manufacturing processes are exceedingly complex and pushing the limits of technology
- Plunging profits for commercial carriers increase cost pressures for original equipment manufacturers (OEMs)
- Regulatory, safety, and quality requirements are increasingly stringent
- OEMs are relying more on global partners to share risks and maximize product development and manufacturing expertise
- Aircraft are becoming more and more complex, including the more extensive use of electrically powered major aircraft systems and fly-by-wire controls
- There is a shortage of Aerospace Engineers

A&D Corporate Strategies

Common strategies adopted in response to industry drivers

- Improve communication across the entire program team including external partners and global locations
- Align and coordinate design, procurement and suppliers early in the program to accelerate design and manufacturing decisions
- Standardize products for reuse
- Increase customer satisfaction through on-time and data item description (DID) compliant deliveries of contract data
- Reduce or eliminate penalties and late payments with an integrated system for managing contract schedules and deliverables
- Eliminate failed audits with a repeatable and secure submittal process
- Leverage existing resources and effectively scale organizations through efficiency improvements

Aerospace and Defense Industry Metrics

The following metrics provide “order of magnitude” examples of how our customers are measuring and viewing the potential for business transformation from PLM in their organizations. These examples are compiled from BVAs validated by Dassault Systèmes A&D customers during their assessments. Performing a BVA in your organization will help you discover your potential for business transformation.

Time Metrics	Average reduction %
Searching data	*20%-60%
Entering/re-creating/re-keying data	30%-75%
Authoring and managing specs and requirements	20%-30%
Auditing/certification	25%
Preparing/managing CDRLs	33%
Managing compliance	28%
Program meeting/statusing/reviewing/reporting	20%-45%
Managing programs and projects	30%
Initiating/processing changes and releases	25%
Managing suppliers/RFQs	40%
Personnel Metrics	Average reduction
Staff avoidance (Program, Engineering, Procurement, IT)	1-5 FTE/year
Cost of staffing	\$40k-220k/year
External contractor costs	\$75k-150k
Cost of Goods Metrics	Average reduction %
Customer penalties, premiums, late fees	\$50k-\$150k avoided
Direct material costs	.1%
Outsourcing costs	25%
Operational Metrics	Average reduction %
Cost of prototypes	30%
Product launch costs	10%-35%
Certification/audit costs	25%
Cost of poor quality (scrap/rework/warranty/liability insurance)	30-40%
IT maintenance costs	25%
Revenue Metrics	
Additional programs	1 per year
Cost of delay	\$250k/Program
Program cost overruns	20% Reduction
Customer satisfaction	Subjective but significant

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Enabling Solutions

Dassault Systèmes offers PLM solutions with a breadth and depth that is unmatched for the A&D industry. Based on extensive experience performing BVAs we’ve found that the most valuable approach is to perform a unique analysis that captures the nuances and business challenges that drive your organization. Our BVA methodology is molded to your business environment and is performed within the scope of Dassault Systèmes products and services for the A&D industry, including products, services and solutions which are organized around five distinct brands: **3DVia, CATIA, DELMIA, ENOVIA, and SIMULIA**.

3DVia

The 3DVia family of products and solutions enables users to imagine, share and experience everything—designs, parts, and products in an easy to use interactive, Web based environment.

CATIA

The CATIA family of services and solutions are the worldwide leaders for product design. CATIA is used at manufacturing organizations from OEMs through their supply chains, to small independent product developers. When combined, with ENOVIA for PLM and decision support and DELMIA for manufacturing engineering, the result is one of the most comprehensive new product development solutions available anywhere in the marketplace.

DELMIA

The DELMIA family of services and solutions enable a digital manufacturing process environment to optimize production systems and processes. Solutions include process and resource definition, production management, factory definition and simulation and digital manufacturing foundations.

ENOVIA

The ENOVIA family of services and solutions enables collaboration across the full spectrum of product and business processes, from small-scale teams to extended enterprises with many thousands of users. ENOVIA offers a new level of collaboration, from the most simple to highly engineered complex products.

SIMULIA

The SIMULIA family of services and solutions delivers scalable realistic simulation solutions including the CATIA Analysis applications, the Abaqus product suite for unified finite element analysis, multiphysics solutions for insight into challenging engineering problems and lifecycle management solutions for managing simulation data, processes and intellectual property.

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