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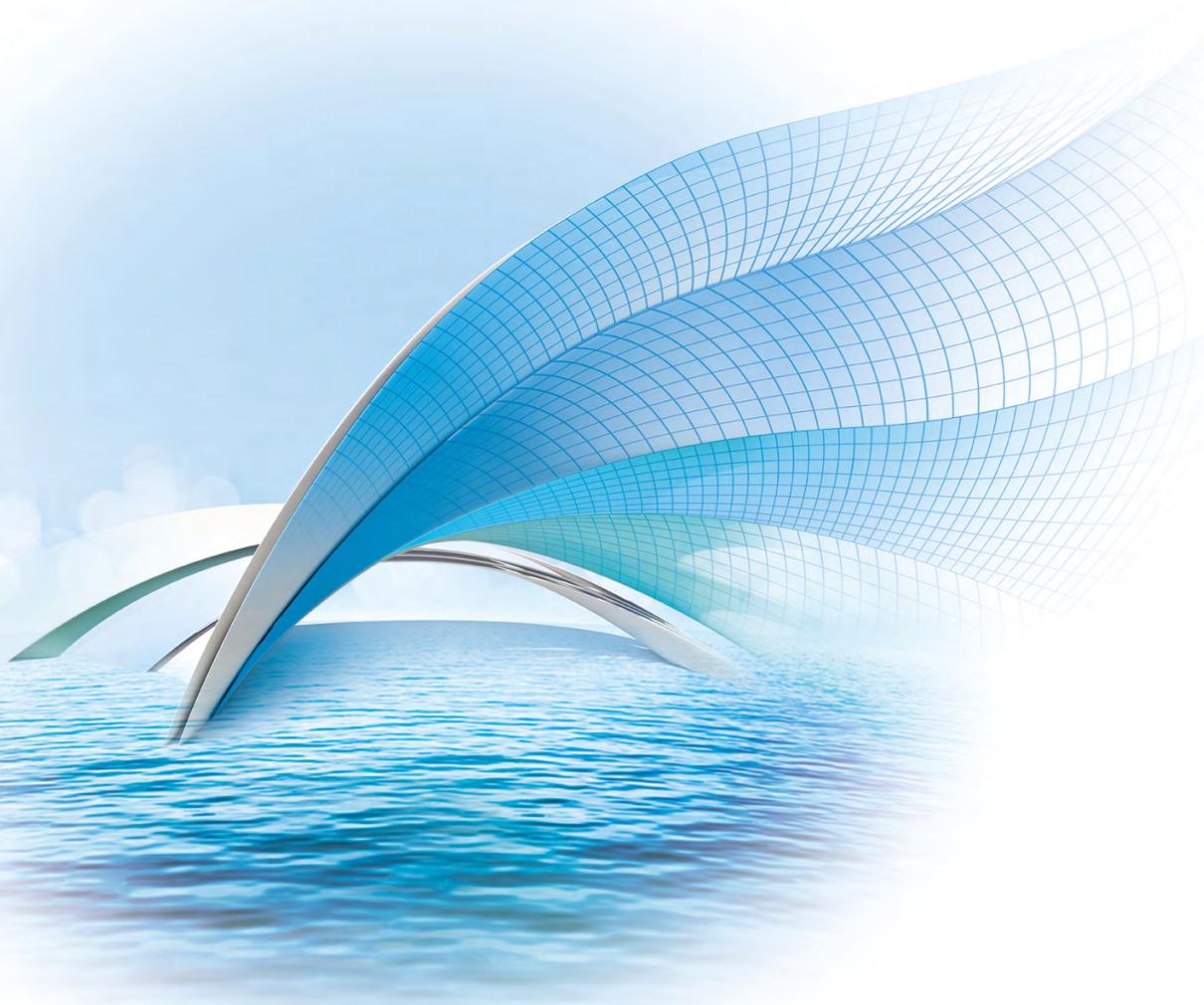
3DEXPERIENCE®

MARINE & OFFSHORE
WINNING BID FOR SEA
Efficiently innovate and sell new marine concepts

HOW CAN YOU IMAGINE, VALIDATE, AND DELIVER WINNING PROPOSALS WITH HIGH ADDED VALUE?

To win new business in today's highly competitive Marine and Offshore industry, shipyards and design offices need to innovate with concepts that comply with owners' requirements and industry regulations. During the bidding phase, they must be able to respond within a very short timeframe and demonstrate the clear value of their proposal with strong confidence in cost and delivery targets.

Winning Bid For Sea is an Industry Solution Experience, based on the **3D**EXPERIENCE® platform, that delivers sophisticated yet intuitive tools to quickly model, simulate, and validate designs, as well as effectively communicate them along with associated technical and business data.

WIN MORE CONTRACTS

To win new contracts, shipyards and design offices need to develop and validate innovative concepts during the bidding phase to differentiate their proposals from that of their competitors. It is critical, from the very early conceptual phase, to quickly come up with an appealing and dynamic proposal that they are confident can be delivered on time and in accordance with the customer's budget and scheduling constraints. They must respond with a quotation that clearly establishes the credibility and competitive advantage of their bid.

Winning Bid For Sea provides shipyards and design offices with a dedicated solution to quickly define, simulate, and validate new marine concepts and to rapidly generate appealing bids in realistic 3D. This industry solution experience provides full traceability of customer requirements and industry regulations and manages compliance throughout the bidding cycle. With **Winning Bid For Sea,** shipyards and design offices have a keen understanding of the prospect's issues and challenges, generating more confidence in the proposed concept design.

ACHIEVE DESIGN EXCELLENCE

With Winning Bid For Sea, shipyards and design offices can evaluate design alternatives, simulate and analyze them before selecting the concept design that best responds to a prospect's requirements. They can also efficiently manage key performance indicators and analytics to optimize concept design and ensure compliance to requirements and regulations.

Winning Bid For Sea enables shipyards and design offices to imagine, design, simulate, and validate multidiscipline 3D concepts as well as critical systems concepts to optimize safety and performance. It provides stress and structural strength analysis allowing engineers to fine-tune their designs for greater reliability. As there is digital continuity with the **3D**EXPERIENCE platform, all concept design information can be easily reused once contracts have been awarded to save time in the later basic and detail design phases.

IMPROVE TIME TO MARKET

In addition to performance and design quality, time is of the essence when bidding for new projects. Shipyards and design offices need to react quickly with innovative concepts and deliver them in the shortest time possible to beat the competition. Capitalizing know-how, past designs and design practices, reusing this IP in new bids as well as continuously assessing designs against requirements are all factors that reduce time to market.

Winning Bid For Sea enables shipyards to capture know-how and previous designs and to reuse this information to cut bid cycle time. They can keep projects on track by using embedded

rules to continuously monitor design compliance with requirements, regulations and company standards. This helps avoid rework that can jeopardize budgets and schedules. Moreover, they benefit from pre-defined templates that they can use for new projects, further slashing design time and reducing data duplication. Digital continuity from engineering to manufacturing helps ensure that downstream processes are taken into account from the early concept phase, mitigating late-stage issues that can delay proposal delivery.

ENHANCE ECOSYSTEM EFFICIENCY

Today's vessels and offshore platforms are bigger, more complex, technologically sophisticated and highly regulated. No shipyard can assume design and construction on its own. Projects are a collaborative effort between owners, shipyards, suppliers and regulatory agencies that must exchange information during the bidding phase. This helps accelerate decision-making and ensure early integration of multi-disciplinary requirements for a more comprehensive and accurate proposal.

Winning Bid For Sea provides a single source of information accessible anytime, anywhere, thus enabling internal and external project stakeholders to collaborate in real time. Multiple disciplines can, hence, exchange ideas and expertise, which promotes innovation while the platform's security mechanisms protect corporate IP. By connecting the dots between naval architects, sales teams and the extended ecosystem, **Winning Bid For Sea** accelerates decision-making and delivery of a winning bid.

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KEY BENEFITS

- Quickly develop and validate new innovative concepts in compliance with requirements and regulations

- Evaluate design alternatives to select the best concept design

- Perform early simulation and analysis to validate the concept design

- Enhance ecosystem collaboration for faster decision-making

- Promote compliance with requirements, KPIs, and industry regulations

- Reuse existing knowledge and designs to reduce new project cycle times

- Mitigate rework through continuous assessment of compliance with technical budgets

- Create appealing bids with photorealistic imagery and animations

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Our **3D**EXPERIENCE® platform powers our brand applications, serving 12 industries, and provides a rich portfolio of industry solution experiences.

Dassault Systèmes, the **3D**EXPERIENCE® Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 210,000 customers of all sizes in all industries in more than 140 countries. For more information, visit **www.3ds.com**.

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