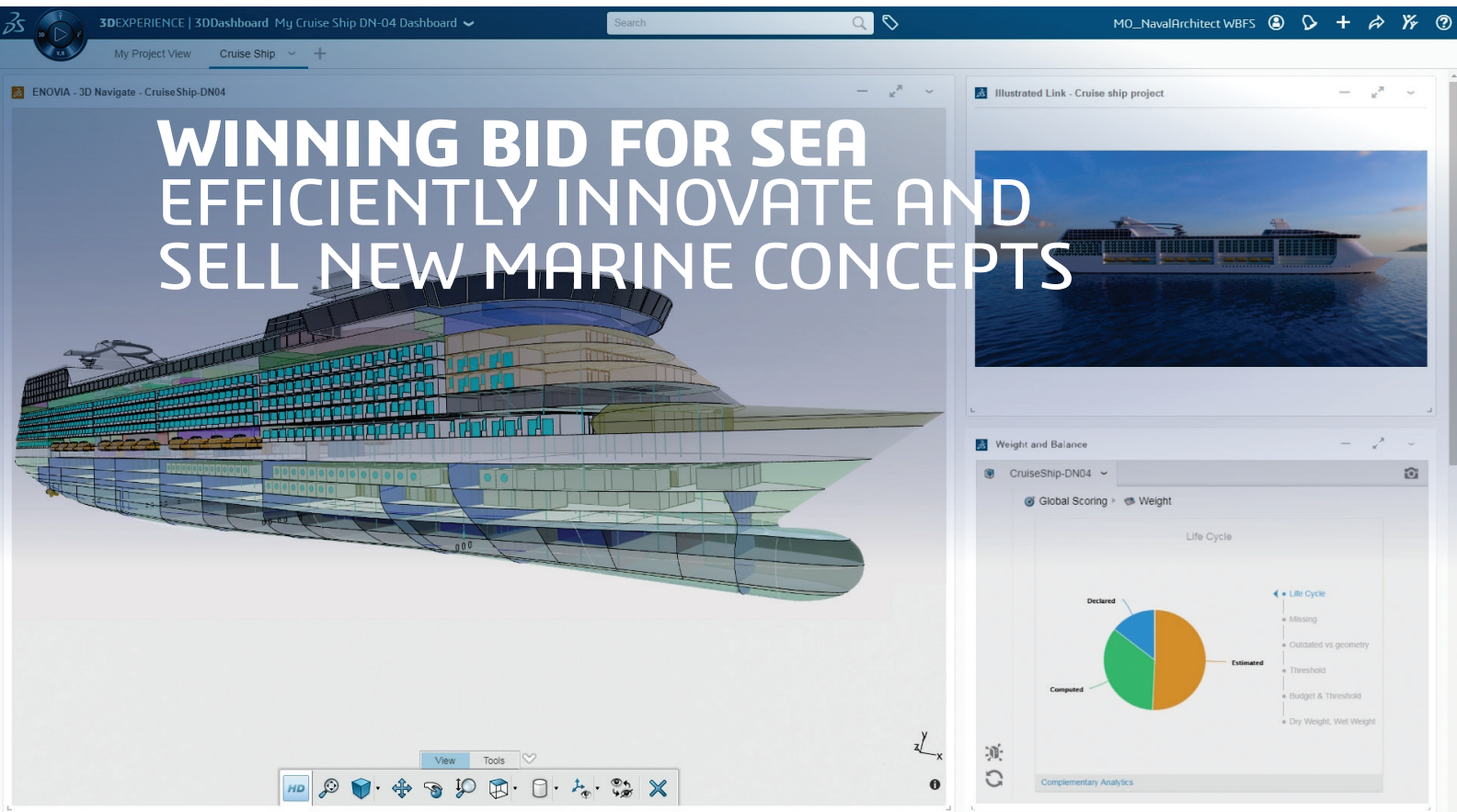


MARINE & OFFSHORE



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 3DEXPERIENCE® 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.

This solution integrates initial ship concept design, 3D general arrangement, systems design, and simulation. In addition, **Winning Bid For Sea** provides the ability to create compelling material for sales and marketing presentations. Once they are awarded the contract, shipyards can save time by reusing all the information for downstream activities.

WIN MORE CONTRACTS FOR NEW PROJECTS

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 proposal 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. 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.

REDUCE THE TIME TO EVALUATE DESIGN ALTERNATIVES

As ship owners are asking for more and more capabilities, shipbuilders must develop new designs to address these requirements. As part of this process, they need to consider new technologies and/or solutions to address specific ship owner requests. For these newer designs, shipbuilders will typically need to evaluate multiple design alternatives to identify the best design to address the ship owner requirements.

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 shipbuilders with integrated simulation and analysis tools to quickly and effectively evaluate various design alternatives early in the design process.

INCREASE REUSABILITY ACROSS PROJECTS

A key for shipbuilders to increase their overall efficiency and improve their design integrity is to increase the reusability of proven design components across projects. With **Winning Bid For Sea**, shipbuilders have the ability to define and validate design

modules and ship systems that can easily be managed in the **3DEXPERIENCE** Platform. Once in the platform, these validated design modules and ship systems can be located by designers to be reused in new ship projects.

REDUCE REWORK TIME FOR DOWNSTREAM ENGINEERING TO MANUFACTURING ACTIVITIES

Effectively managing data continuity from concept design to manufacturing is a key contributor to reducing rework in the engineering and manufacturing phases of a project. **Winning Bid For Sea** experience and the **3DEXPERIENCE** platform provide digital continuity between design and manufacturing phases. This digital continuity promotes integration and seamless propagation of information from concept design to basic/detail design and to manufacturing.

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 advanced simulation and analysis to validate the concept design
- Enhance ecosystem collaboration for faster decision-making
- Promote compliance with requirements 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

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

Dassault Systèmes, the **3DEXPERIENCE**® 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 220,000 customers of all sizes in all industries in more than 140 countries. For more information, visit www.3ds.com.

