



Picture: Engineering Methods

## “THE SMB MARKET MASSIVELY TAKES ADVANTAGE OF V6”

:em engineering methods' Director Christian Donges on the benefits of Dassault Systèmes' V6 technology for certain plant design markets

**Mr Donges, :em engineering methods has been successful in placing Dassault Systèmes' V6 technology in the biomass power plant industry. With which arguments were you able to persuade the customer?** (laughing) Dr Valnion, we didn't persuade...we convinced! But to be serious again: from my perspective the three most powerful arguments for using V6 are: the solution is based on a consistent, integrated data model for different domains, i.e. the PDM part of V6 works on the same data model as the CAD part of V6 and the simulation part of V6. Moreover, V6 is scalable from let's say 5 to 50 000 users — this makes V6 affordable for small and mid-size companies too — and, last but not least, V6 is configurable. So, we are able to adapt and roll out the system with a minimum of effort.

**The customer has opted for the PDM technology. Is it your intention to sell Catia V6 to this market too? And if yes, what are the arguments for that?**

Even in the small and midsize market, we face the fact that companies do have CAD systems in place. Our approach with V6 is not to substitute these systems, but to interface them. This means: stay with the existing CAD system and benefit from V6 techno-

logy by driving the CAD data through the development process. Nevertheless, in cases where no adequate CAD system is in place or the existing CAD system is not used efficiently, we are placing Catia V6 as a valueadding solution.

**Can you give us an example?**

Sure. For one customer we have substituted an existing 3D CAD system with Catia V6 since there was a strong demand for online collaboration during CAD design phase. The advantages of the databasebased modeling were the crucial aspects.

**Which role does your company play in the ecosystem of Dassault Systèmes (DS)?**

We as :em AG do have very strong expertise in solving problems related to processes, methods, tools and people. For us, V6 and the ecosystem of DS is like cutting the Gordian knot: a universal concept with integrated tools and a huge variety of expertise. This enables us to implement solutions for our customer in an effective and efficient way.

**On one hand, your company is a value-added reseller of DS products, on the other hand it is well known as a solution provi-**

**der with its own products. Will you extend your offering for the plant industry, e.g. in delivering specific applications?**

Yes, we will. Our own solutions, like IPpro for knowledge respective intellectual property protection and IPgen for the intelligent management of CAD templates, are always placed as completions to the available solution portfolios. Our experience in the plant industry segment has shown, for instance, that there is a strong demand for configurationbased report generation. So we have developed :emReportV6 as an addition to Enovia V6.

**Will you address additional industrial sectors in the plant engineering industry?**

We are focusing on three subsectors of the plant engineering industry: a) the well-established plant engineering industry sector like Metals and Mining, Chemicals, Energy, b) the Biogas sector and c) — as a step into a segment that is not part of plant engineering industry in the classical meaning, but which has comparable processes from engineering aspect — : the Biomedical sector.

**Thank you for your comments!**

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