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# ABB & Dassault Systèmes Global Strategic Partnership



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Writing the digital future takes ability. ABB Ability™.

ABB Ability is our unified, cross-industry digital capability – extending from device to edge to cloud – with devices, systems, solutions, services and a platform that enable our customers to know more, do more, do better, together.







## Writing the digital future takes ability. ABB Ability™

ABB Ability connects our customers to the power of the Industrial Internet of Things and, through our services and expertise, goes further by turning data insights into the direct action that 'closes the loop' and generates customer value in the physical world.

- + Know more, do more, do better, together
- + Expertise at each stage of the lifecycle
- + Pioneering technology leadership
- + Deep sector knowledge
- + Decades of experience in digital
- + End-to-end and closed-loop solutions
- + World's largest installed base of connected industrial devices
- + The ABB Ability technology platform
- + ABB and Microsoft partnership: enterprise-grade cloud infrastructure
- + ABB and IBM partnership: industrial artificial intelligence solutions

ABB Ability offerings are designed to work across industries. These digitally enabled industry solutions are fine-tuned based on years of sector and customer insights.

To find out more about some of the industries ABB Ability is used in, please explore the links below.

 Oil, Gas & Chemicals	 Mining	 Utilities
 Manufacturing	 Infrastructure	 Transport

Group press release | Zurich, Switzerland, 28 February 2019

## ABB and Dassault Systèmes enter global software partnership for digital industries

Unique customer value through ABB Ability™ offering of digital solutions combined with Dassault Systèmes' 3DEXPERIENCE platform

ABB and Dassault Systèmes today announced a wide spanning global partnership to offer customers in digital industries a unique software solutions portfolio ranging from product life cycle management to asset health solutions. The two companies will provide customers an end-to-end offering of advanced open digital solutions, enhancing competitiveness of industrial companies, while increasing flexibility, speed and productivity of their products' lifecycles, manufacturing and operations.

The partnership will combine the strengths of ABB Ability™ digital solutions and Dassault Systèmes' 3DEXPERIENCE platform, and build on both companies' strong installed base, deep domain expertise and global customer access. ABB has already adopted the 3DEXPERIENCE platform to model and simulate its solutions before delivering them to its customers. With this partnership, ABB will develop and provide customers with advanced digital twins, enabling customers to run ABB's solutions and their operations with improved overall efficiency, flexibility and sustainability.

The companies will, in a staged approach, focus on factory automation and robotics, process industry automation, as well as electrification solutions for smart buildings. The first joint solutions will be showcased at the upcoming Industrial Hannover Messe trade fair in Germany, April 1-5, 2019.


"This game-changing partnership will serve our customers to lead in innovation and growth, fundamentally transforming their entire value chain to tap the vast opportunities of industrial digitalization. Together, we are offering an open, end-to-end digital portfolio – from digital twin to asset health – that gives our customers a competitive edge, building on our combined offering, domain expertise and global reach," said ABB CEO Ulrich Spöckhofer. "ABB is adding Dassault Systèmes to its strong partner network for industrial digitalization, including Microsoft, HPE and IBM. We look very much forward to working with the entire global Dassault Systèmes team to drive innovation and customer value."

"The industry of the 21st century is no longer determined simply by the ability to manufacture goods. Today's leaders will be determined by superior mastery of technical know-how. This is the new competitive differentiator and it's happening now due to a convergence of digital technologies that are transforming every aspect of industrial business," said Bernard Charles, Vice Chairman and CEO, Dassault Systèmes. "In this industry renaissance, a platform approach enables the real and virtual worlds to inform and reinforce one another. Our partnership with ABB will draw from decades of combined expertise to help customers

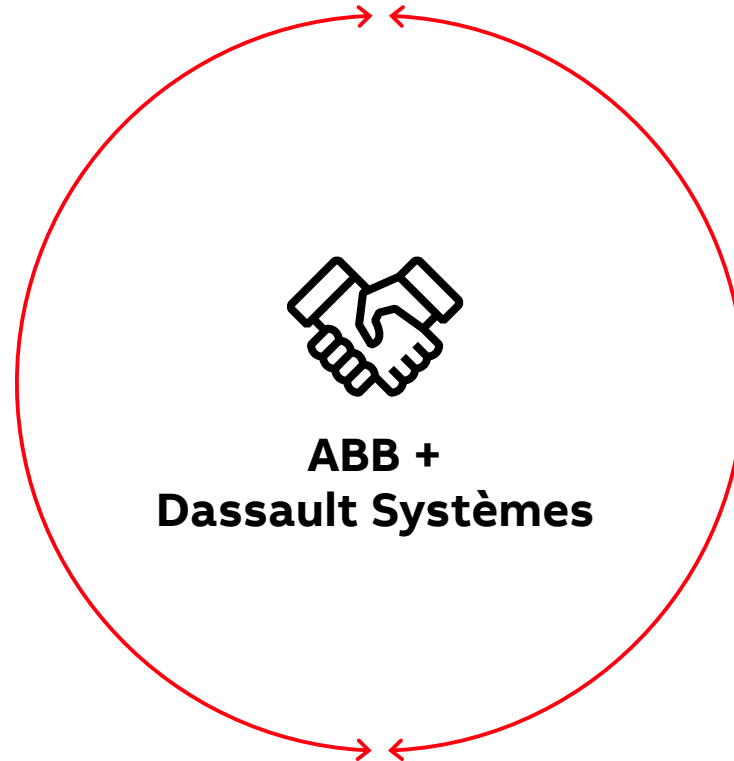

# Let's write the future... together!



**CEO**  
Björn Rosengren



**Executive Sponsor**  
Sami Atiya



**Vice Chairman of the  
Board of Directors  
and CEO**  
Bernard Charlès



**Executive Sponsor**  
Olivier Ribet

# ABB and Dassault Systèmes enter global software partnership for digital industries - February 28<sup>th</sup>, 2019



*"The Industry of the 21st century is no longer determined simply by the ability to manufacture goods. Today's leaders will be determined by **superior mastery of technical know-how**. This is the new competitive differentiator and it's happening now due to a convergence of digital technologies that are transforming every aspect of industrial business."*

*In this industry renaissance, a **platform approach enables the real and virtual worlds to inform and reinforce one another**. Our partnership with ABB will draw from **decades of combined expertise** to help customers make the most of this powerful and dynamic trend."*

Bernard Charlès, Vice Chairman and CEO,  
Dassault Systèmes



*"This game-changing partnership will serve our customers to lead in innovation and growth, fundamentally transforming their entire **value chain** to tap the vast opportunities of industrial digitalization. Together, we are offering an open, end-to-end digital portfolio - from digital twin to asset health - that gives our customers a competitive edge, building on our combined offering, domain expertise and global reach.*

*ABB is adding Dassault Systèmes to its strong partner network for industrial digitalization, including Microsoft, HPE and IBM. We look very much forward to working with the entire global Dassault Systèmes team to drive innovation and customer value."*

Ulrich Spiesshofer,  
ABB CEO



# Dassault Systèmes & ABB Partnership Scope

Collaborating from the design through build and operate stages to maximize customer value



[https://youtu.be/JXye\\_9bD5SY](https://youtu.be/JXye_9bD5SY)

# Combining the strength of two digital industry leaders...

## Contributing unique capabilities

**ABB**



ABB Ability™ platform

Leading control systems

Domain knowledge in:

- Discrete manufacturing
- Process manufacturing
- Smart energy and buildings

**3D** **DASSAULT**  
**SYSTEMES**



**3DEXPERIENCE**

3DEXPERIENCE® digital twin platform

Modeling and simulation

Collaboration: from design to manufacturing, operations and data science, PLM-enabled

## Building twin-based solutions for digital industries



**Advanced digital solutions to allow manufacturers to increase flexibility and efficiency of their product life cycles**

**Rapid product introductions and shorter time to market**

- Quick and more design iterations
- Accelerating the shift to flexible manufacturing

**Accelerate the shift from mass production to mass customization**

**Early customer insights** into new products and production lines, processes and operations - before physical assets are commissioned

# What we announced on Feb 28<sup>th</sup> 2019



# Purpose and focus of the partnership

## Factory Automation and Robotics

*Phase 1*

### Automotive



### Accelerated product introductions

*with flexible and evolutive factories proven by design*

### Shorter time-to-market

*with factories designed and tested for performance, before physical assets are commissioned*

### High-Tech



### Increased assets utilization

*with self-optimizing local operations and integrated global supply chain*

### Logistics



### Rapid production ramp up and issue resolution

*with self-healing operations*

### Empowered Workforce

## Smart Buildings

*Phase 2*

- Seamless workflow during design, engineering and operation of buildings
- Connected sustainable transportation solutions.
- Greater customer interaction during the design specification phases and operation

## Process Industries

*Phase 2*

Competitive pressure to

- Increase sites' safety, productivity and energy efficiency
- Reduce costs and risk of daily operations.

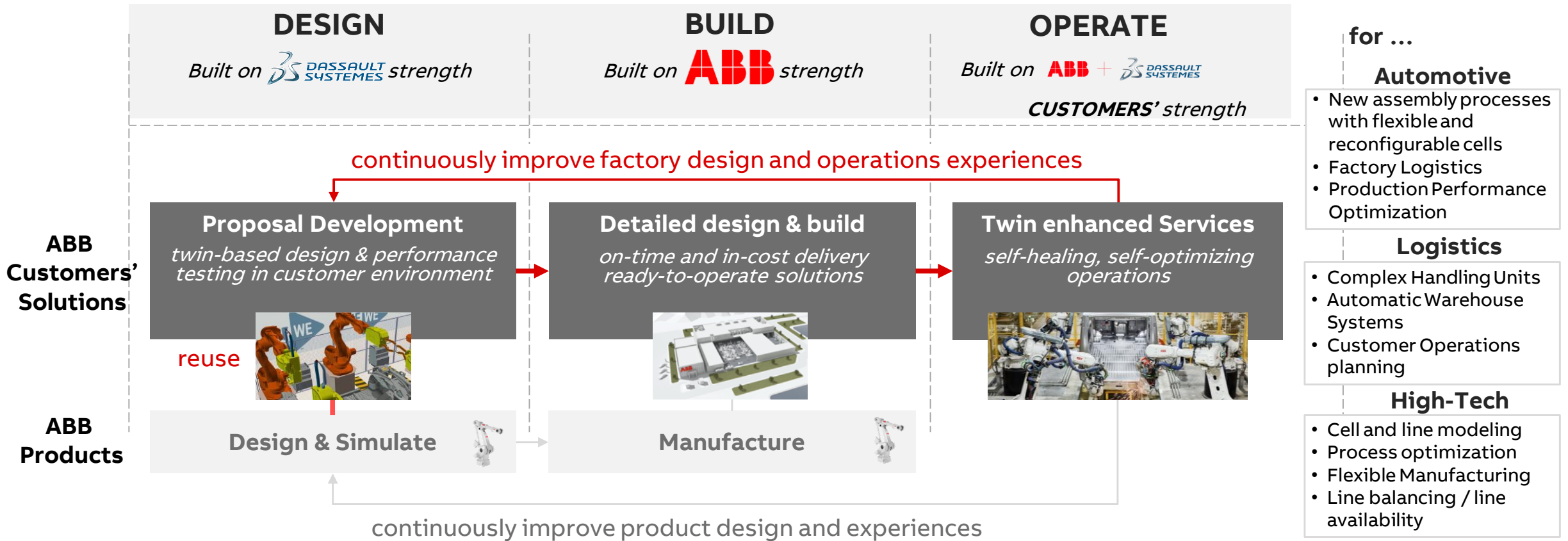
In mining as an example, a digital model of the underground environment, in connection with mine planning and control systems, would allow

- Power consumption optimization and mine automation
- For real-time monitoring and production operations
- For virtual simulations of future scenarios

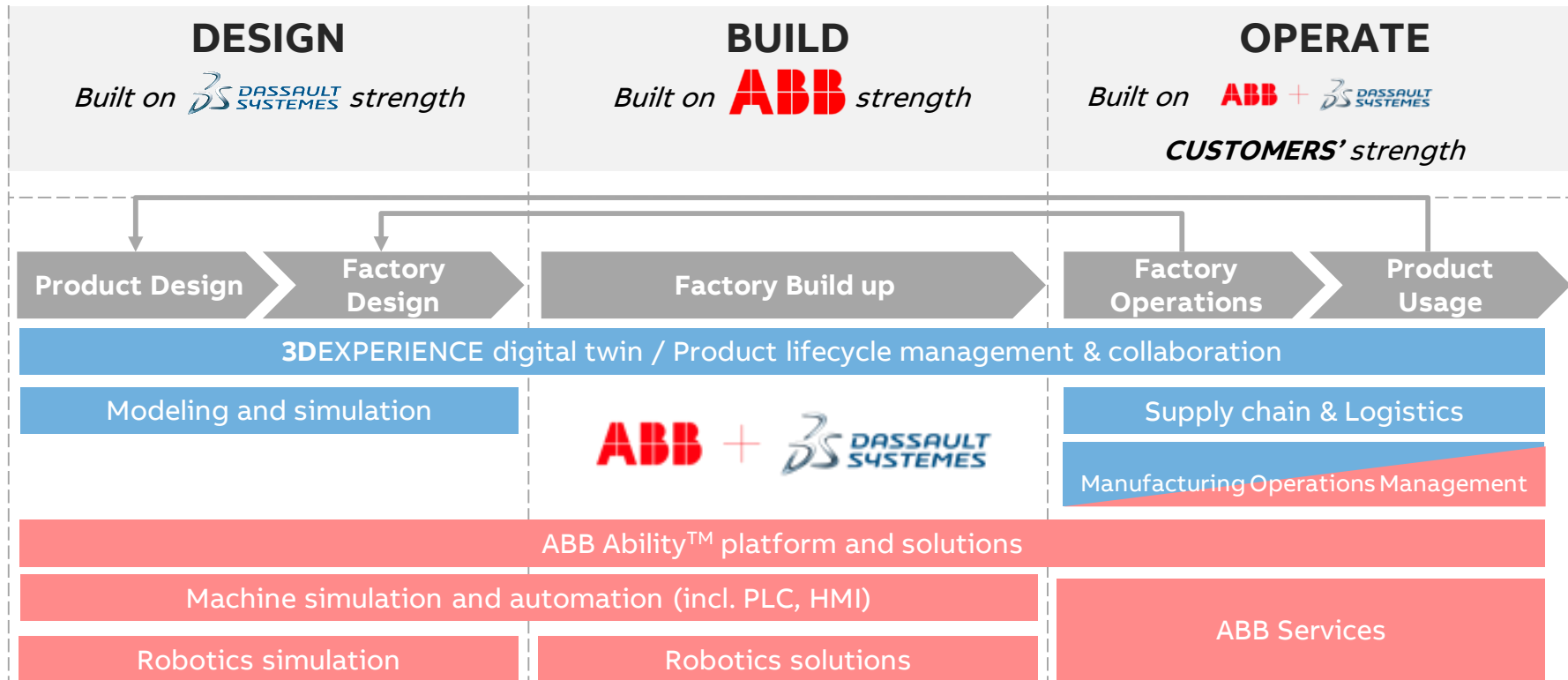


# Scope of the partnership - Factory Automation and Robotics

A single 3DEXPERIENCE twin to continuously improve factory design and operations experiences



# Combining ABB's ABB Ability™ digital solutions and Dassault Systèmes' 3DEXPERIENCE platform



Collaborating from Design through Build and Operate to maximize customer value

- Built on both companies' strong installed base, deep **domain expertise** and **global customer access**.
- ABB has already adopted the 3DEXPERIENCE platform to **model and simulate** its solutions before delivering them to its customers.
- With this partnership, **ABB will develop and provide customers with advanced digital twins**, enabling customers to **run ABB's solutions and their operations with improved overall efficiency, flexibility and sustainability**.

**ABB**



 ***DASSAULT  
SYSTEMES***

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