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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 Spiesshofer. "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 Charlès, 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 make the most of this powerful and dynamic trend."

In today's highly automated industries, digital factory modeling and flexible, robotized manufacturing systems help businesses to generate more design iterations at a quicker rate with more robust designs. This, in turn, helps to accelerate the shift from mass production to mass customization, where goods are manufactured in a greater variety and in smaller batches and in shorter product life cycles. For many manufacturers, the cost of downtime has dramatically increased in recent years as just-in-time delivery has become the norm. An hour of downtime at a modern production site can cost more than \$1 million.

ABB has already a strong digital solution offering within the industry through its offering ABB Ability™. It was launched in 2017 and offers more than 210 digital solutions to plan, build and operate industrial operations with higher productivity and safety at lower costs.

Dassault Systèmes works with companies of all sizes in 11 industries to help them meet new challenges in today's Industry Renaissance. The 3DEXPERIENCE platform integrates all the technologies and capabilities that leverage knowledge and know-how into one cohesive digital innovation environment that delivers digital continuity from concept to manufacturing to ownership and back. Industrial companies can integrate the platform's 3D applications to create a digital twin that captures insights and expertise from across their entire ecosystem, to measure, assess and predict the performance of an industrial asset and help optimize its operation in an intelligent way.

The ABB – Dassault Systèmes partnership will initially focus on:

Factory Automation and Robotics

Digital twin experiences for end-to-end optimization of processes and systems, combined with the flexibility of robotics automation, will give factories the agility to adapt to increasingly dynamic markets. This includes ready-to-operate manufacturing solutions and services, along with joint consulting for industrial business transformation, to optimize and speed the launch of new products. Electronics makers can increase the production of new but short-lived products quickly, while food processors can alternate between locally tailored seasonal offerings while producing at high speed. In highly automated industries such as automotive, the digital twin experience of factories allows an integrated design and manufacturing environment to support new assembly processes with flexible and reconfigurable cells. It also makes it possible to link separate systems, such as connecting logistics automation systems to robots at work on manufacturing lines that rely on precise parts delivery for optimal production performance.

Smart Buildings

The digital partnership between Dassault Systèmes and ABB around digital twin systems will enable a seamless workflow during design, engineering and operation of buildings, as well as connected sustainable transportation solutions. The available information, in combination with Dassault Systèmes' virtual universe 3DEXPERIENCE®, will also allow greater customer interaction during the design specification phases and operation.

Process industries: Mining example

Competitive pressure in process industries, such as mining, requires companies to continuously look for new ways to increase safety, productivity and energy efficiency of sites, while reducing costs and risk of daily operations. A digital model of the underground environment, in connection with mine planning and control systems, would allow to optimize energy consumption and mine automation, as well as enable mine operators to monitor and optimize production in real-time, while running virtual simulations of future scenarios.

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ABB (ABN: SIX Swiss Ex) is a pioneering technology leader in power grids, electrification products, industrial automation and robotics and motion, serving customers in utilities, industry and transport & infrastructure globally. Continuing a history of innovation spanning more than 130 years, ABB today is writing the future of industrial digitalization with two clear value propositions: bringing electricity from any power plant to any plug and automating industries from natural resources to finished products. As title partner in ABB Formula E, the fully electric international FIA motorsport class, ABB is pushing the boundaries of e-mobility to contribute to a sustainable future. ABB operates in more than 100 countries with about 147,000 employees. www.abb.com

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 250,000 customers of all size, in all industries, in more than 140 countries. For more information, visit www.3ds.com.

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