

Global Channel & Strategic Partners

Mary McDonald
VP Global Channel & Strategic Partners Team



SYNERGISTIC PARTNERSHIPS....

NETFLIX

amazon

UBER


airbnb

DIGITAL ECOSYSTEM MINDSET

- Suppliers
- Vendors
- Services



BALANCED ECOSYSTEM

System
Integrators

Technology
Providers

Application
Providers

Service
Providers

VAR

Data Infrastructure for Industry Transformation

OSIsoft
Marketplace



ENTERPRISE
ANALYTICS AND
APPLICATIONS

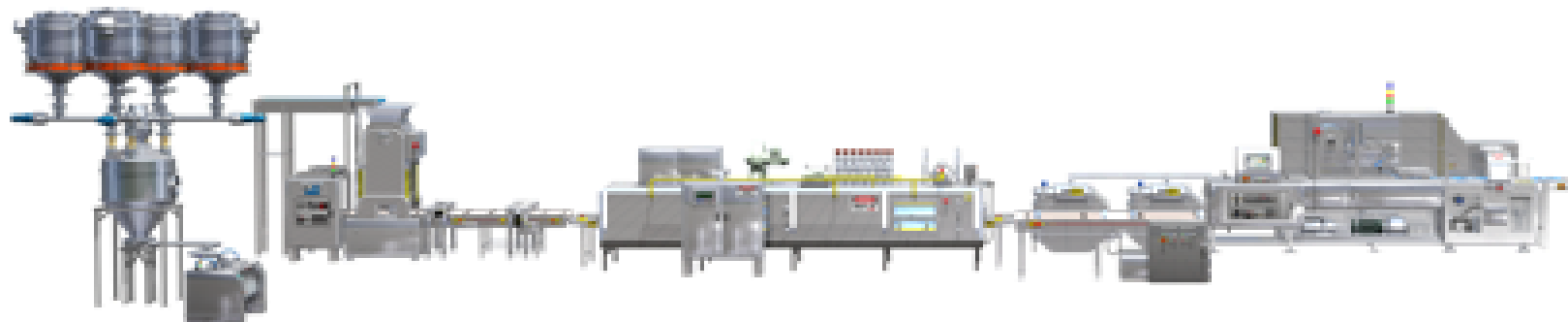


Microsoft Azure

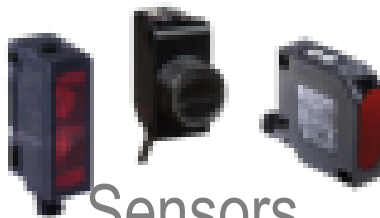


Predix

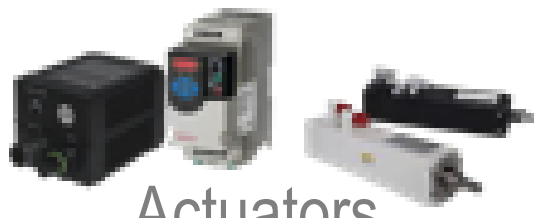
Google Cloud Platform



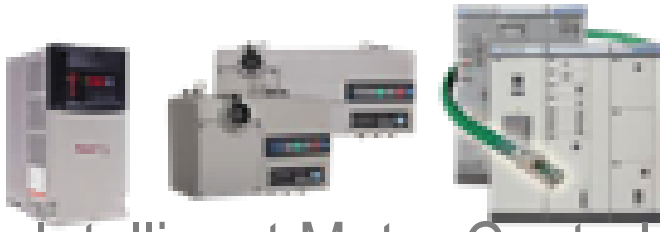
**SMART
MACHINES**



Sensors



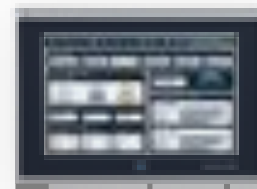
Actuators



Intelligent Motor Control



Controllers



Terminals

**SMART
DEVICES**

Honeywell

YOKOGAWA

Rockwell
Automation

ABB

SIEMENS

EMERSON



Schneider
Electric

ANNOUNCING...



Dominique Florack

President, VP of R&D
Dassault Systemes



Dassault Systèmes: who we are

A few numbers

- 17,000 passionate people
- 250,000 + customers
- 10000+ partners
- 3B€+ revenue
- 31% operating margin

Our purpose

Dassault Systèmes provides business & people with 3DEXPERIENCE universes to imagine sustainable innovations capable of harmonizing product, nature and life.



Our belief

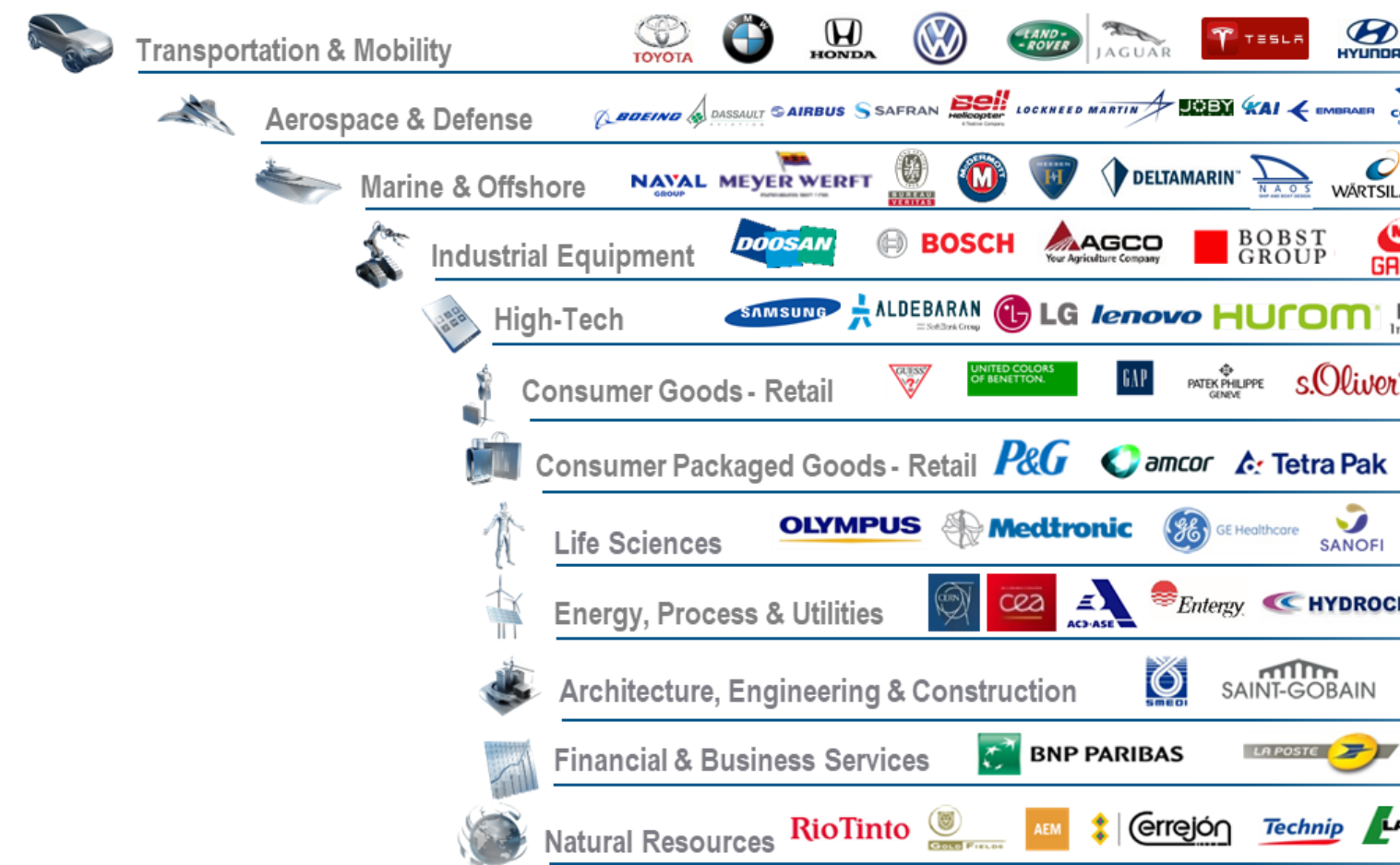
Virtual World
extends and improves
Real World



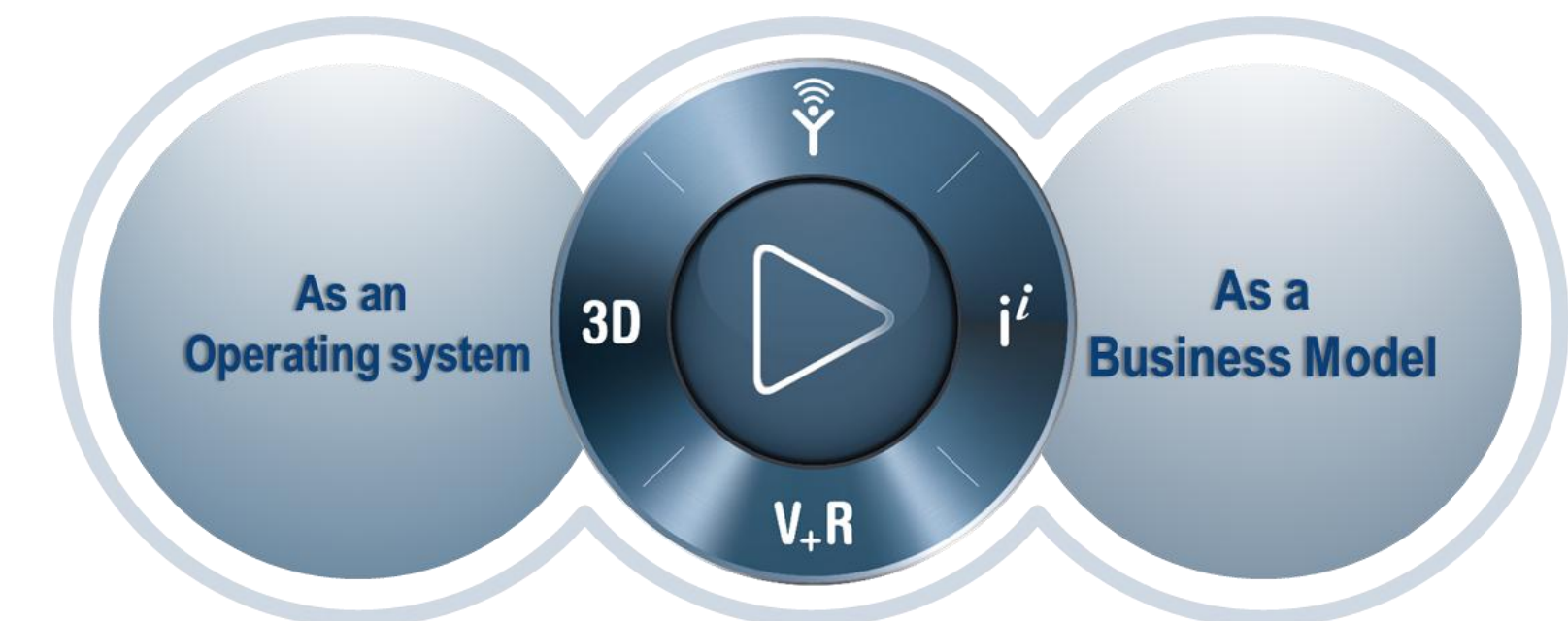
Our journey



Our customers



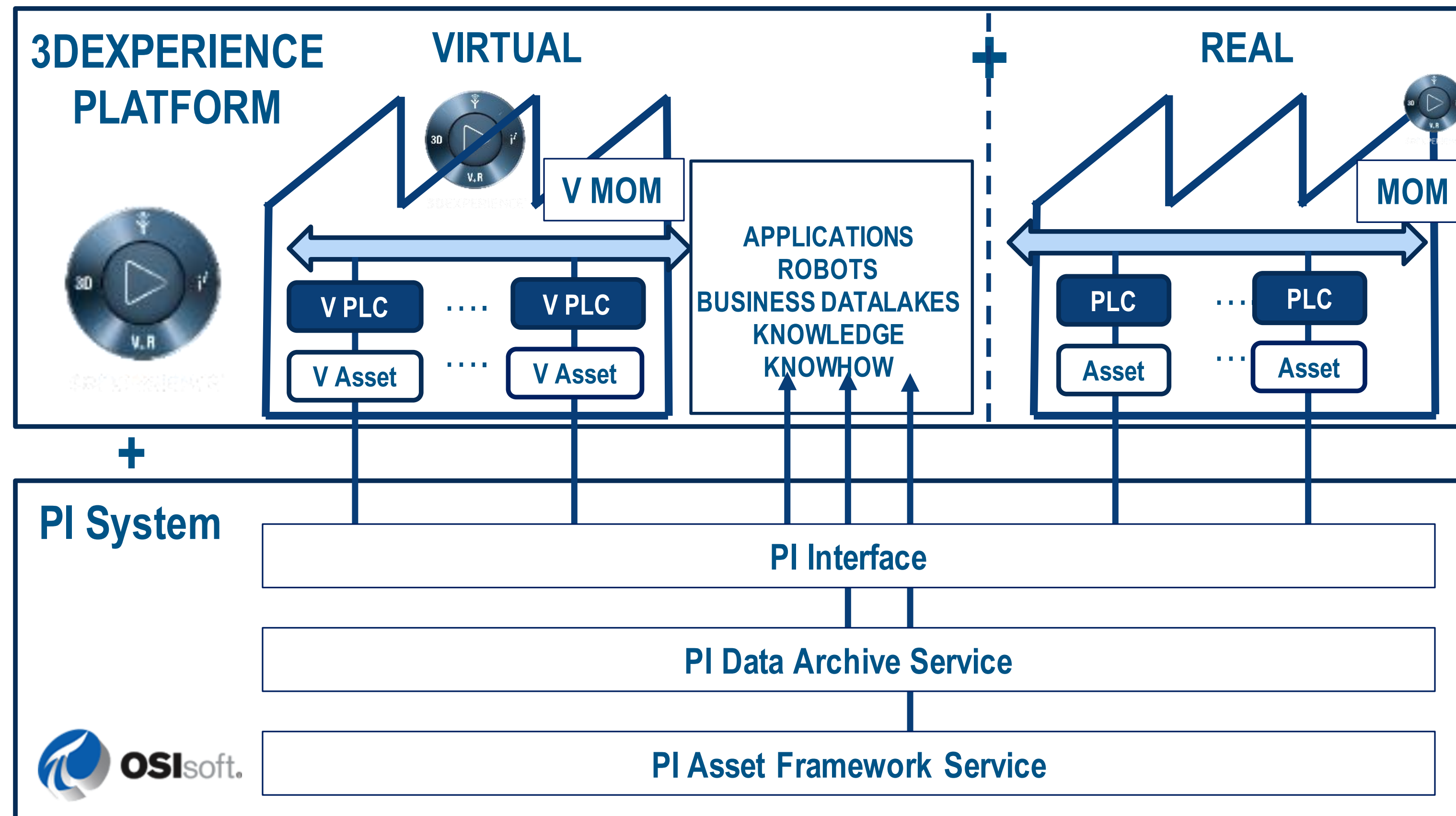
3DEXPERIENCE Platform



EDGE / CLOUD / ON PREMISE

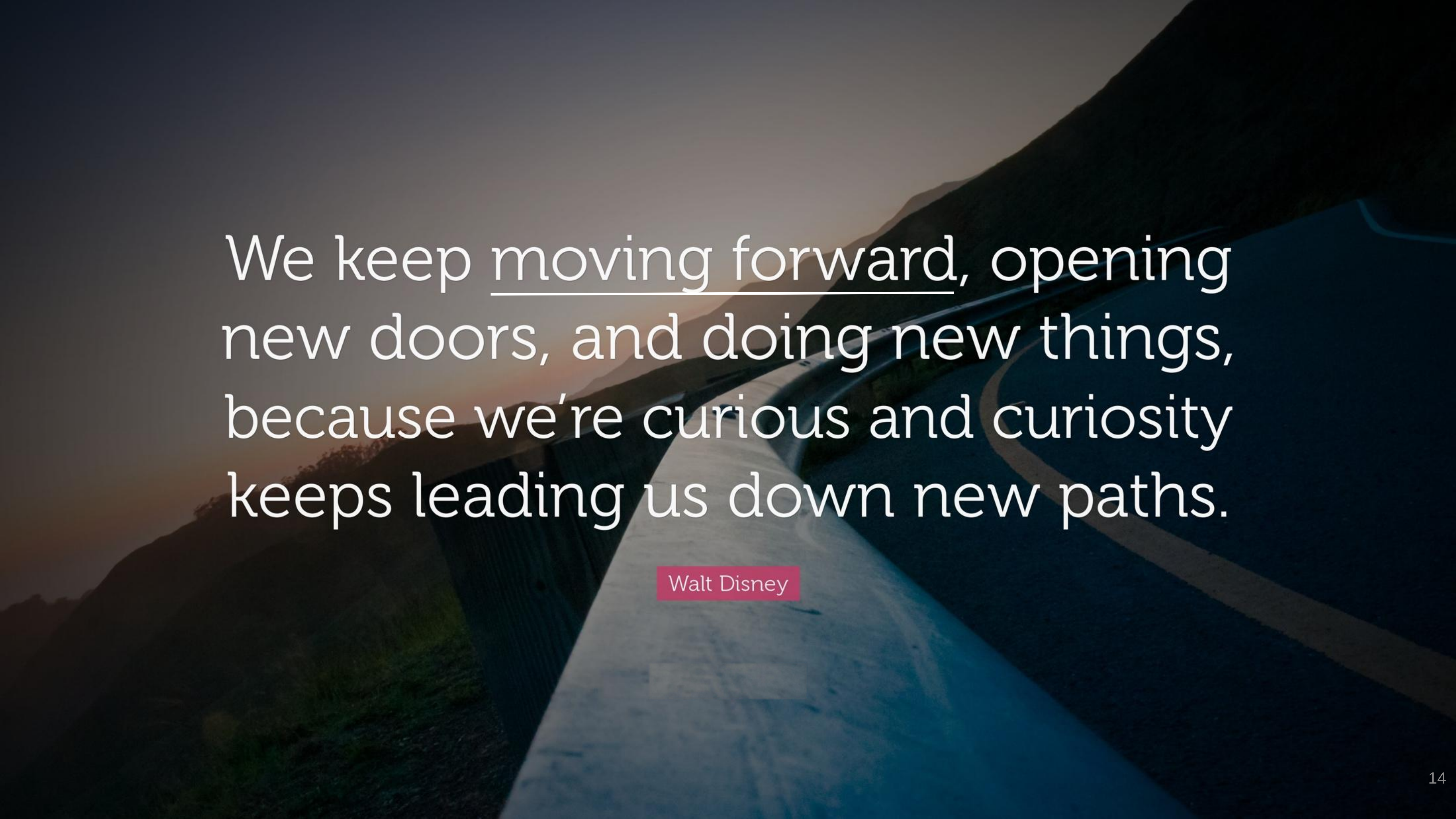
OSISoft + Dassault-Systemes

unmatched operational intelligence for our customers maximizing the V+R advantage



WE NEED YOU...





We keep moving forward, opening new doors, and doing new things, because we're curious and curiosity keeps leading us down new paths.

Walt Disney

DZIĖKUJĘ CI
 NGIYABONGA
 TEŞEKKÜR EDERİM
 DANKIE
 SPASIBO
 PAKMET CIZGE
 GO RAIBH MAITH AGAT
 БЛАГОДАРЯ
 GRACIAS
 ТИ БЛАГОДАРАМ
 TAK DANKE
 RAHMAT
 MERCI
 HATUR NUHUN
 CẢM ƠN BẠN
 WAZVIITA
 KÖSZÖNÖM
 MAHADSANID
 DANKJE
 AČIŮ
 GRAZZI
 PAKKA PÉR
 PAXMAT CAĞA
 FALEMINDERIT
 KEA LEBONA
 TAPADH LEIBH
 БАЯРЛАЛАА
 MISAO TRA ANAO
 OBRIGADO
 شڪرا
 DANKON
 TANK
 TAPADH LEAT
 SALAMAT
 MULŢUMESC
 FAAFETAİ
 ESKERRIK ASKO
 HVALA
 HVALA
 ХВАЛА ВАМ
 TEŞEKKÜR EDERİM
 GRAZIE
 DI OU MÈSI
 ĎAKUJEM
 MATUR NUWUN
 SIPASJI WERE
 TERIMA KASIH
 UA TSAUG RAU KOJ
 ТИ БЛАГОДАРАМ
 СИПОС



OSIsoft®

PIWorld

THANKYOU