



3DEXPERIENCE®

HONDA Supplier Collaboration

Jul.**XX** 2024
CSE

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1. Purpose of this document

Purpose of this document

- Since HONDA's **3DEXPERIENCE** CATIA Go-Live in 2021, Supplier collaboration framework will be expanded into global finally (Japan,NAM,China, Thailand, India, Brazil etc...)
- This document is created for **DS internal information sharing purpose only** and should not be shared with outside of DS.
- We share our knowledge from Japan to help other GEOs to be prepared to better support HONDA and HONDA suppliers.

2. HONDA Supplier Collaboration

In this chapter you can see...

- Fundamental knowledge about Honda supplier collaboration as below,
 - what is supplier collaboration(concept, scheme)
 - Where is license, how to use, and why

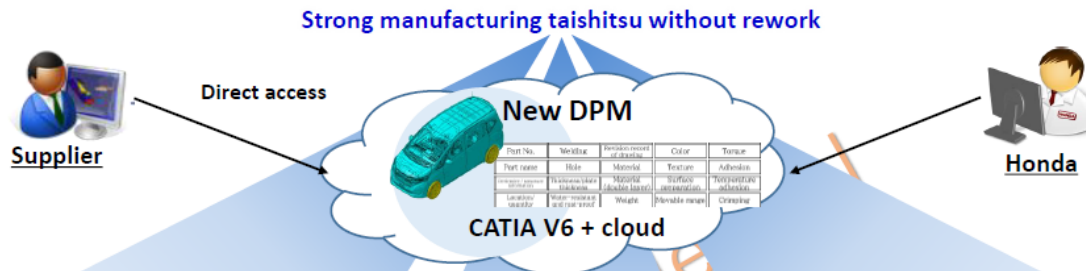
Concept

Document from
August 2021 Webinar

3. Supplier Digital Collaboration Environment - Benefit

Honda Confidential

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① Information sharing accuracy + speed improvement

- For early specification maturation, from the L / O stage efficiently build DPM and share quickly.
- Development information (schedule / concern) can be shared accurately and quickly.

② Improvement of work efficiency for design PIC

- Eliminates the double work of DPM construction and drawing.
- Workload before DWG issue can be distributed.
- With new DPM / standard format, improve convenience of data utilization at downstream data post-process.

③ Supports remote work style

- Compatible with Honda development using the same method and rules regardless of region or country.
- Free from work location restrictions.
- Creating time by reducing travel.
- Reduction in business trip expenses (stay expenses, transportation expenses, miscellaneous expenses).

We aim to maximize the benefits by having our suppliers use this digital collaboration environment widely.

Concept

HONDA Requirement

1. "Connection point" as "Supplier digital collaboration environment" for direct access.
2. No specific VPN to connect HONDA environment and Supplier environment.
3. Suppliers can use licenses both for HONDA work and supplier own work.

Solution

HONDA prepared MS Azure as "connection point".

DS proposed "Managed DSLS" to install license and it can be accessed by internet.

Same license in "Managed DSLS" can be used both for HONDA work and supplier own work

The Product Type is "Shareable" to enable work in both environments.

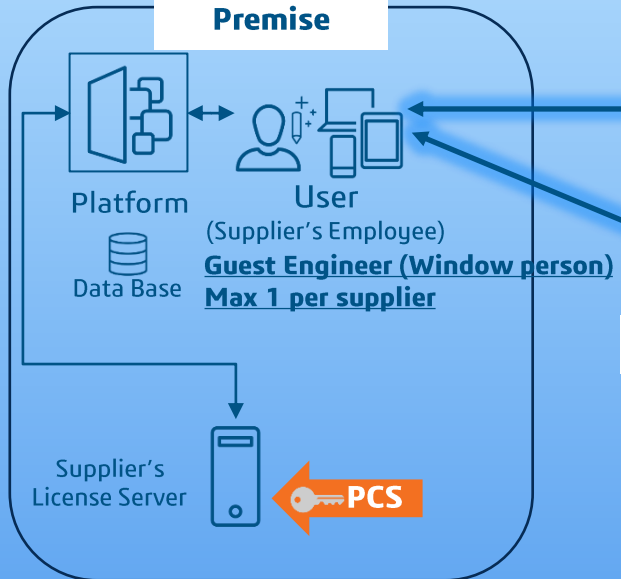
Honda Supplier Collaboration Overview

Supplier Work Env.

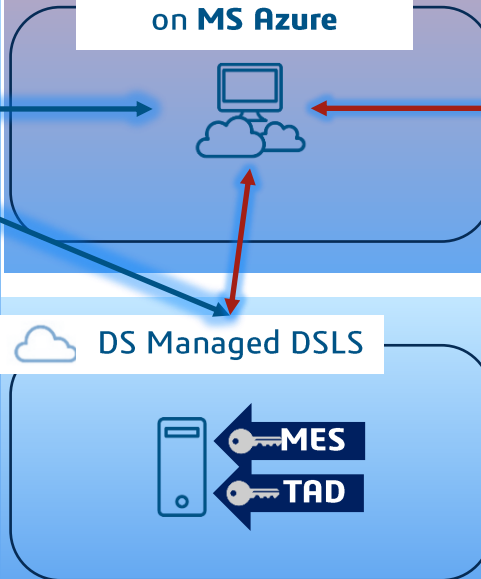
Supplier is working for themselves in Supplier's env.

Supplier can use DS License for Supplier's own work with "PCS" purchased by Supplier.

Supplier Premise



Client Machine (VDI) on MS Azure

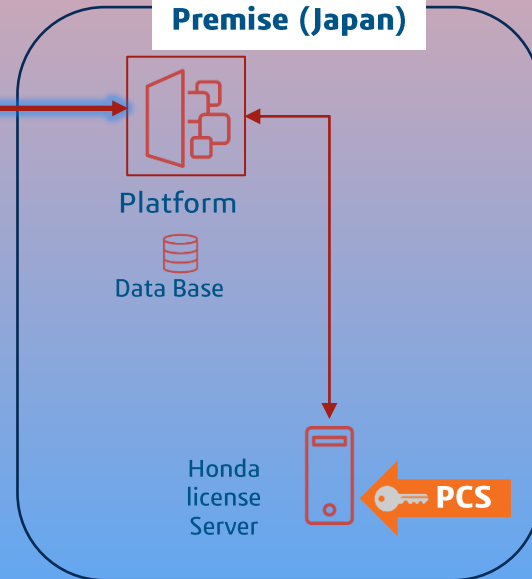


HONDA Work Env.

Supplier is working for HONDA in HONDA's virtual env.

HONDA allow direct access from Supplier to HONDA's 3DEXPERIENCE platform remotely to collaborate for efficient product development with new development flow.

Honda Motor Premise (Japan)

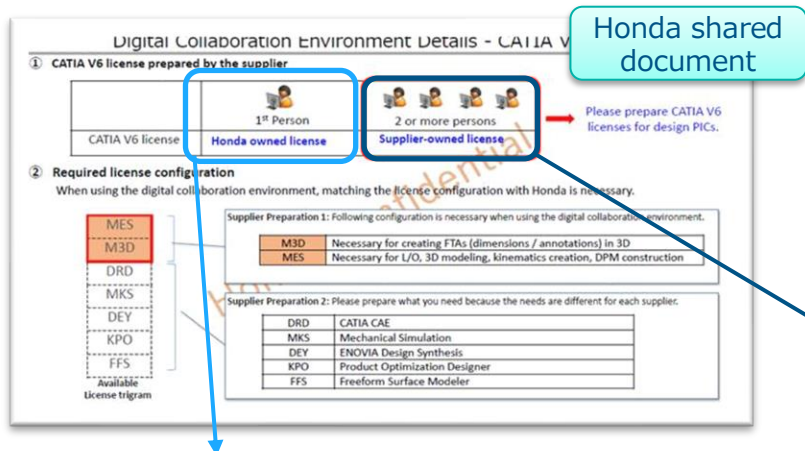


3. Special license offering for HONDA Guest Engineer

In this chapter you can see...

- Fundamental knowledge about Guest Engineer license offering as below,
 - License Type & Scheme
 - Pricing terms
 - Offering limitation
 - Amendment to MLA – Special terms appendix
 - Authorized supplier for guest engineer license
 - SBO Process

Honda Supplier collaboration Guest Engineer License



	For Guest Engineer (PIC, window person) 1 supplier Max 1	For Supplier User
Usecase	Single country use	Multi country use
License program	1)HONDA Designer PKG(MES+TAD+MMO+DEY+TEO+VRR+SUM+SFO) 2)HONDA 3DA PKG (MES+TAD)	Purchased by each supplier
Licensee	Local Honda Affiliates (only who defined in Exhibit F)	
Available Offer	New Purchase only	

Guest Engineer License(Single country use)

License program : 1)HONDA Designer PKG(MES+TAD+MMO+DEY+TEO+VRR+SUM+SFO)
2)HONDA 3DA PKG (MES+TAD)

Licensee : each local Honda Affiliates (only who defined in Exhibit in contract)

Available QTY : 1 supplier Max1. cannot exceed 1 unless DS approval with writing (including e-mail)

Price(PLC/ALC) : see below(**New purchase only**)

Product	type	PLC (JPY) *to be converted by local currency with MLA definition	ALC(JPY) X% of PLC			
			Japan	USA	USA+Canada	Other
1)HONDA Designer PKG (MES+TAD+MMO+DEY+TEO+VRR+SUM+SFO)	Shareable	@3,500,000	14%	18%	20%	18%
2)3DA PKG (MES+TAD)	Shareable	@2,600,000				

Remark

- **New purchasing only.** Cannot migrate from existing purchased license.
- Max 25% of IB (MES,V5 HD2 config) and Max 250 is available to purchase.
- As it is PKG configuration, cannot be used individually. Usage scope "Guest Engineer local Use" is also required.
- Quarterly basis usage result, supplier list to be shared to DS.

Guest Engineer License(Single country use)

➤ Detail limitation

User in contract	: Licensee employee and guest engineer* who belong to licensee and authorized supplier in Exhibit A
	*Guest engineer means subcontractor with guest engineer ID, usual work place in Honda(Licensee) premise for Honda. dedicated VDI machine on supplier collaboration environment is defined as dedicated access line for guest engineer.
User location	: guest engineer premise in same country with licensee
Server	: each licensee premise DSLS or each licensee M-DSLS(dedicated for this guest engineer license)
Machine	: HM or licensee appointed Virtual Machine Environment (supplier collaboration env) machine
Available QTY	: 1 supplier Max1. cannot exceed 1 unless DS approval with writing (including e-mail)
Purpose	: HM and licensee business only

License scheme Special terms appendix

- HONDA Master CLOSA -Japan-V12.1-2020-5906 HM Addendum to MLA - 2024-3891 has to be used, Refer chapter2 Special Conditions for Applicable Licensed Program with the usage scope of "Guest Engineer Local Use".

ADDENDUM TO THE DASSAULT SYSTEMES MASTER LICENSE AGREEMENT

This Addendum to the Dassault Systemes Master License Agreement between Honda Motor Co., Ltd., a corporation organized under the laws of Japan, with its principal place of business located at 2-1-1 Minamishinagawa, Minato-ku, Tokyo 107-8556, Japan ("First Customer") and Dassault Systemes R.E., a corporation organized under the laws of Japan with its principal place of business at ThirdPark Tower, 2-1-1 Otsu, Shinagawa-ku, Tokyo 141-6020, Japan ("DS") with Contract ref. 2020-5906 (as amended, "Agreement") sets forth special terms and conditions which supplement and/or modify the Agreement and the applicable OST(s). This Addendum constitutes an integral part of the Agreement, and apply only to the Licensed Programs ordered under the Transaction Document which refers to this Addendum. To the extent that any of the provisions contained in this Addendum may contradict or conflict with any of the terms of the Agreement or the applicable OST(s), the provisions of this Addendum shall prevail.

1. Additional Definitions

Applicable Licensed Program means any Licensed Program listed below and for which the usage scope is specified as "Guest Engineer Local Use" or "Guest Engineer WW Use".

Honda Package		Licensed Programs included in Honda Package					
Product Number	Package Name	Product Name	Quantity	Licensing Scheme	Extended Enterprise User	Remote Access	
PCK-6CB-HDHT	Designer Package	ECOP-DEV	Mechanical Shape Refinement Designer	1	Consumant	No	No
		ECOP-MES	Mechanical & Shape Designer	1			
		ECOP-MES	Mechanical Mesh Designer	1			
		ECOP-MES	Virtual & Real Environment Designer	1			
		ECOP-TO	Templates, Optimization & Fluid Designer	1			
		ECOP-TO	3D Tolerancing & Annotation Designer	1			
		ECOP-DEV	Digital Mockup Validation Engineer	1			
		ECOP-TO	Virtual Performance Engineer	1			
		ECOP-MES	Mechanical & Shape Designer	1			
		ECOP-TO	3D Tolerancing & Annotation Designer	1			
PCK-6CB-HDSDA	SDA Package	ECOP-MES	Mechanical & Shape Designer	1	Consumant	No	No
		ECOP-TO	3D Tolerancing & Annotation Designer	1			

Authorized Supplier means any of Customer's suppliers as set forth in Exhibit A.

Authorized Supplier Machine means any computer equipment owned or controlled by any of the Authorized Suppliers.

Authorized Supplier User means any of the Authorized Suppliers' employees.

HMCT means Honda Motor (China) Technology Co., Ltd.

HMCT Data Center means VNET Group Guangdong Science Town Data Center located at No.388 Liannan Road, Yantao street, Guangzhou District, Guangdong, China.

Virtual Machine Environment means Azure, cloud computing services operated by Microsoft Corporation (the "Third Party Service Provider"), operated by First Customer or any of First Customer's Affiliates for the purpose of providing access to and usage of the Applicable Licensed Program(s) solely and exclusively for First Customer's or Customer's business.

Virtual Machine Environment in China means a virtual machine set up in the HMCT Data Center.

2. Special Conditions for Applicable Licensed Program with the usage scope of "Guest Engineer Local Use"

(1) The special conditions set forth in this Section 2 shall apply to the Applicable Licensed Programs with the usage scope of "Guest Engineer Local Use" only.

(2) Notwithstanding the provisions of the Agreement, Customer may allow the Authorized Supplier Users to access and use up to a maximum combined total number of license for the Applicable Licensed Programs granted to Customer for the exclusive internal needs of Customer, provided that:

(a) the Authorized Supplier's Country of Use as specified in Exhibit A shall be the country in which Customer purchases the licenses of the Applicable Licensed Programs, provided, however, that in the case where Customer purchases the licenses of the Applicable Licensed Programs in USA, the Authorized Supplier's Country of Use as specified in Exhibit A may be either USA or Canada;

(b) each Applicable Licensed Program shall be executed on the Virtual Machine Environment, provided, however, that the Virtual Machine Environment in China may also be used for execution of each Applicable Licensed Program to the extent that the Applicable Licensed Program is used for creating car models lead by HMCT, provided, further, that the security of the HMCT Data Center shall be equivalent or stronger than that of Customer's premises;

(c) all license keys (access codes) to activate the Applicable License Programs shall be stored and managed through the Online Licensing Service (BMP-OML) or any future replacement thereof, or Machine located at Customer's premises;

(d) each Authorized Supplier shall not allow more than one (1) Authorized Supplier User to access and use the Applicable Licensed Program and each Authorized Supplier User shall not access and use more than one (1) Applicable Licensed Program, at the same time, unless DS approves otherwise in writing (including e-mail);

(a) each Authorized Supplier User shall access and use the Applicable Licensed Program remotely from the Authorized Supplier Machine in the relevant Authorized Supplier's premises in the Country of Use as specified in Exhibit A for such Authorized Supplier;

(f) each Authorized Supplier User shall access and use the Applicable Licenses Program only together with relevant Prerequisite DS Offerings as set forth in the Product Portfolio which are licensed by DS to Customer;

(g) Customer may allow the Authorized Supplier Users to access and use up to a maximum combined total number of license for the Applicable Licensed Program(s) granted to Customer for the exclusive internal needs of Customer according to Teleworking conditions, provided that, the use and access of the Applicable Licensed Program(s) by Teleworking shall be allowed only in the Country of Use as specified in Exhibit A for such Authorized Supplier;

(h) Customer shall not terminate or suspend the Applicable Licensed Program(s) and the corresponding Support Services during the term;

(i) Customer shall provide to DS, on quarterly basis, (i) a list of the Authorized Suppliers to whom the Customer has allowed to access and use the Applicable Licensed Program(s) and (ii) a report on license use of the Applicable Licensed Program(s) by the Authorized Supplier Users, with product name and quantities of licenses;

(j) (in the case where Customer is not First Customer) the number of the licenses of the Applicable Licensed Programs with the usage scope of "Guest Engineer Local Use" shall be up to 25% of the licenses of the Licensed Programs of (i) Honda Package which contains BCP-MES, (ii) SDA Package, (iii) BCP-MES and BNS-MES and (iv) Honda V5 configuration which contains SCC-H2 purchased by Customer, provided that, in no event shall the number of the licenses of the Applicable Licensed Programs with the usage scope of "Guest Engineer Local Use" exceed 250; and

(k) (in the case where Customer is First Customer) the number of the licenses of the Applicable Licensed Programs with the usage scope of "Guest Engineer Local Use" and "Guest Engineer WW Use" shall be up to 25% of the licenses of the Licensed Programs of (i) Honda Package which contains BCP-MES, (ii) SDA Package, (iii) BCP-MES and BNS-MES and (iv) Honda V5 configuration which contains SCC-H2 purchased by First Customer, provided that, in no event shall the number of the licenses of the Applicable Licensed Programs with the usage scope of "Guest Engineer Local Use" and "Guest Engineer WW Use" exceed 250.

3. Special Conditions for Applicable Licensed Program with the usage scope of "Guest Engineer WW Use"

(1) The special conditions set forth in this Section 3 shall apply to the Applicable Licensed Programs with the usage scope of "Guest Engineer WW Use" only.

(2) The licenses of the Applicable Licensed Programs with the usage scope of "Guest Engineer WW Use" may be purchased by First Customer only.

(3) Notwithstanding the provisions of the Agreement, First Customer may allow the Authorized Supplier Users to access and use up to a maximum combined total number of license for the Applicable Licensed Programs granted to First Customer for the exclusive internal needs of First Customer, provided that:

(a) each Applicable Licensed Program shall be executed on the Virtual Machine Environment, provided, however, that the Virtual Machine Environment in China may also be used for execution of each Applicable Licensed Program to the extent that the Applicable Licensed Program is used for creating car models lead by HMCT, provided, further, that the security of the HMCT Data Center shall be equivalent or stronger than that of First Customer's premises, and if the Authorized Supplier User accesses and uses the Applicable Licensed Program outside of Japan, the Virtual Machine Environment for such access and use shall be segregated from the one for access and use in Japan;

(b) all license keys (access codes) to activate the Applicable License Programs shall be stored and managed through the Online Licensing Service (BMP-OML) or any future replacement thereof, or Machine located at First Customer's premises;

(c) each Authorized Supplier shall not allow more than one (1) Authorized Supplier User to access and use the Applicable Licensed Program and each Authorized Supplier User shall not access and use more than one (1) Applicable Licensed Program, at the same time, unless DS approves otherwise in writing (including e-mail);

(d) each Authorized Supplier User shall access and use the Applicable Licensed Program remotely from the Authorized Supplier Machine in the relevant Authorized Supplier's premises in the Country of Use as specified in Exhibit A for such Authorized Supplier;

(e) each Authorized Supplier User shall access and use the Applicable Licenses Program only together with relevant Prerequisite DS Offerings as set forth in the Product Portfolio which are licensed by DS to First Customer;

(f) First Customer may allow the Authorized Supplier Users to access and use up to a maximum combined total number of license for the Applicable Licensed Program(s) granted to First Customer for the exclusive internal needs of First Customer according to Teleworking conditions, provided that, the use and access of the Applicable Licensed Program(s) by Teleworking shall be allowed only in the Country of Use as specified in Exhibit A for such Authorized Supplier;

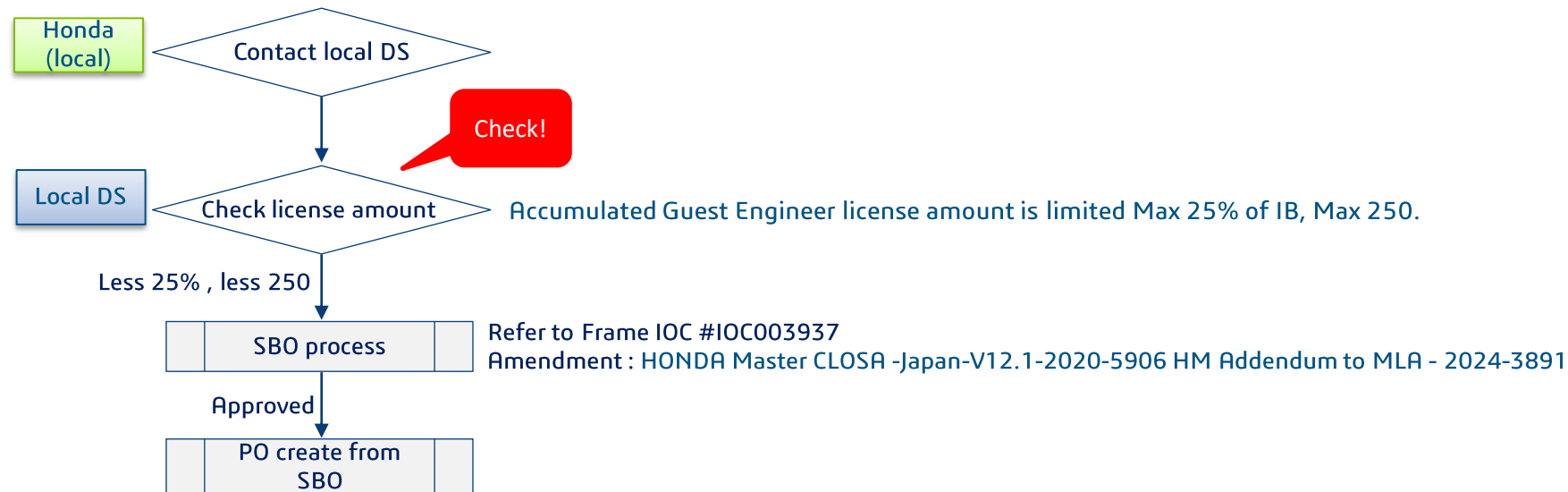
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...1,856 suppliers as of July 2024

SBO Process

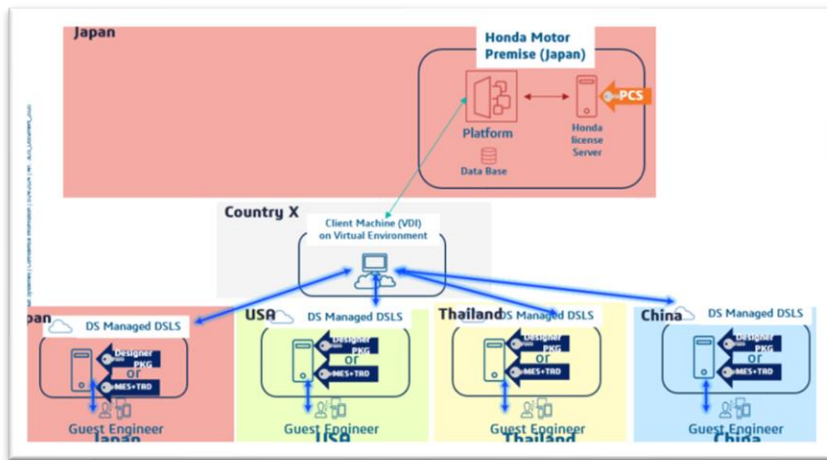
Local Honda can purchase ONLY license for guest engineer



4. FAQ

[License offering]

- Is it extend country usage if user in Vietnam access to MS Azure Japan environment ? (There is no Azure environment in Vietnam)
- ▷ Licensee, user must be in same country wherever access to the assigned virtual Machine Environment.

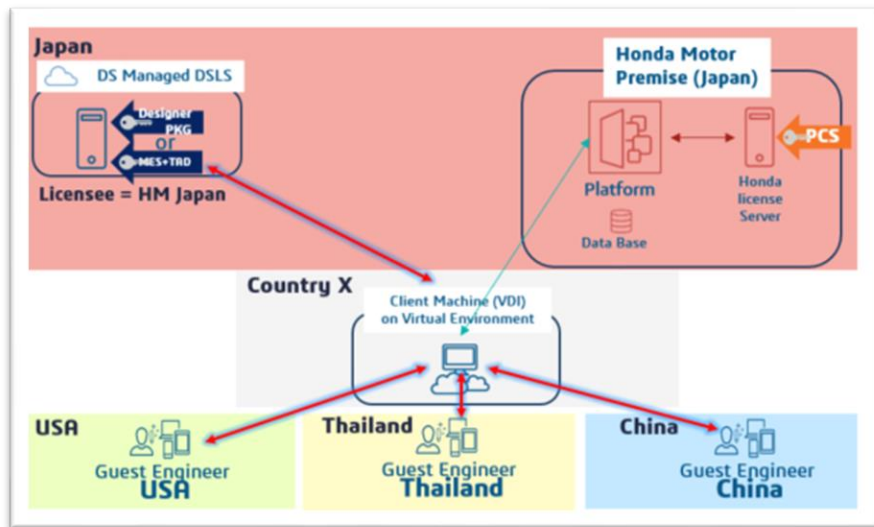


Single Country Use

	Single country use
Licensee	Country A
DS License Server	Country A
User	Country A
Client Machine(VDI)	Assigned virtual machine environment

[License offering]

- ▶ If user in different country than licensee (local Honda) need to use Honda guest engineer license, what local Honda can do ?
- ▷ Only HM Japan can purchase multi country use license for guest engineer. Local Honda needs to ask HM Japan.



Multi Country Use

[License offering]

► Can local Honda purchase guest engineer license more and more ?

▷ the quantity of licenses accessed by Guest Engineers is limited to max 25% of IB* and max 250 lic;

*IB which contains MES, OEM PKG including MES and V5 configuration including HD2

e.g. MES* 50 , HD2 *30 = total 80 in IB => $80 \times 0.25 = 16$ is available to purchase

► Why guest engineer license is limited to purchase only 25% of IB and max 250?

▷ In order to protect CPE supplier license business, IOC allowed only limited amount.

▷ In case if supplier needs more license, supplier must purchase own license instead of requesting guest engineer license to Honda.

[License offering]

► Can Honda provide many license for same supplier guest engineer ?

- ▷ the quantity of licenses accessed by Guest Engineers is limited to max 1 per 1 supplier.
- ▷ cannot exceed 1 unless DS approval with writing (including e-mail).

e.g. Honda may ask more than 1 guest engineer license for supplier A, because supplier A was nominated multi car programs and need guest engineer 1 per each car program.



Japan Team supporting HONDA supplier collaboration topics

Organization		Name	Trigram
JAPAN CSE -T&M2 (HONDA)	Senior Sales Director, HONDA GCE(Acting) & CPE	Naomi HERROD	UQT
	Client Executive	Chihiro TANI	CTI3
HONDA Industry Consultants	HONDA Technical Senior Executive	Osamu AGAWA	OA2
JAPAN CPE	Partner Sales	Daisuke SUZUKI Misaki ARAI	MAI28
JAPAN Deal Value Engineering (DVE)	Senior Manager	Ayumu KAMIYAMA	AKA11
	Specialist	Tomohiko SATO	

