HONDA 3DEXPERIENCE
Supplier Program

Supplier Offer Updates / CPE NAM

Mark KRANKEL   JUL.2023
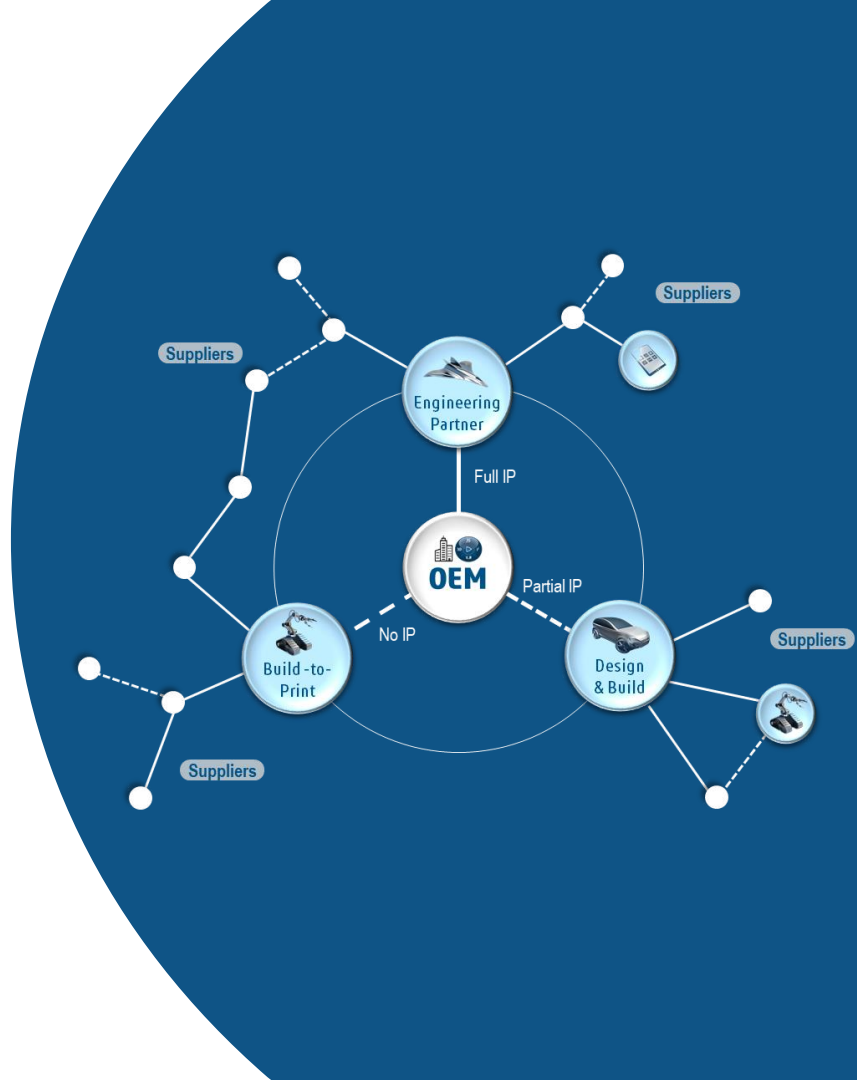
DISCLAIMER

- This document outlines the Dassault Systemes software pricing, terms, and conditions available to specific Honda Suppliers.

- Information contained in this document must not be shared with customer or used for customer advisement.

- Any and all information pertaining to the Honda Supplier Program, including the collaboration framework, benefits, and required licenses is provided for Partner Sales Team context only.

- Customer should verify all 3DS software requirements needed to work in Honda's Digital Collaboration Environment directly with Honda: Supplier VMC Help Desk (email): NA_VMC_Help_Desk_for_Supplier@na.honda.com

OFFER SCHEDULE / AVAILABILITY

2023									
MAR	APR	MAY	JUNE	JUL	AUG	SEP	OCT	NOV	DEC

PAO0001632 | 2019x

★ *2022x Upgrade*

PAO0001688 | 2022x FD03

PAO0001680 | Public Cloud Offer

- Updated offer PAO0001688 | 2022x Licensed Programs per Honda Requirements | Expires JAN 31, 2024

- New offer PAO0001680 | 3DEXPERIENCE Public Cloud + Parallel Use of 2022x Licensed Programs | Expires JAN 31, 2024

Purpose

WHY: Honda is expanding its Supplier Digital Collaboration program (using 3DEXPERIENCE CATIA) for North America Suppliers.

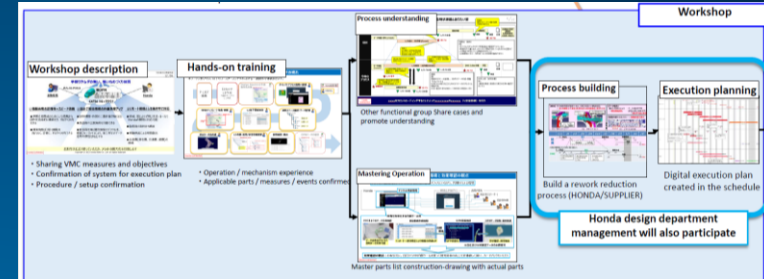**WHAT: CPE NAM** pre-approved pricing & terms **for required 3DEXPERIENCE Apps**

This document covers:

▶ **Honda supplier 3DEXPERIENCE requirements (reference only)**

▶ **Updated special license offers and terms for CPE NAM Honda suppliers**

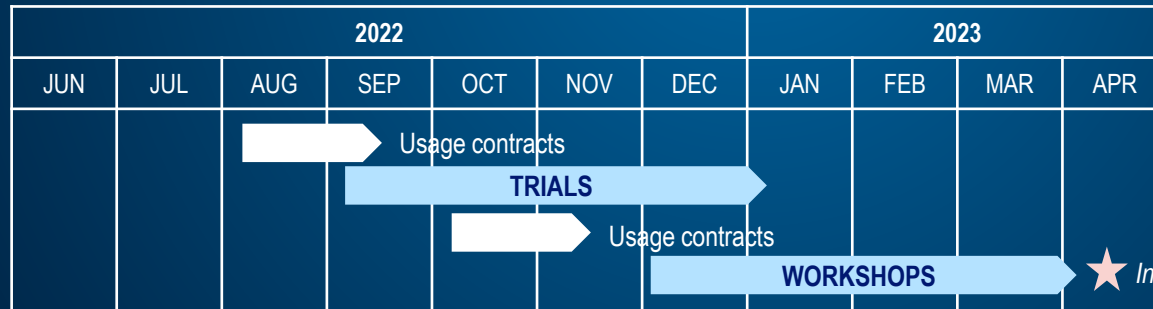▶ **Where to get additional information**

3DS DASSAULT SYSTEMES

Background

Supplier Collaboration Workshops

▶ Honda announcements to suppliers

▷ August 2021 Supplier Webinar

▷ June 2022 Supplier Meeting

▶ Supplier readiness | from Q2 2023

▷ Usage contracts with Honda

▷ **Supplier collaboration workshops**

- *Supplier hands-on training*
- *Verify baseline requirements for Supplier*

	2022							2023			
JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR
		Usage contracts								
			TRIALS							
				Usage contracts						
						WORKSHOPS			★ Initial Supplier Readiness (estimate)	

3DS DASSAULT SYSTEMES

HONDA SUPPLIER COLLABORATION:

FRAMEWORK

License Responsibility (June 2023)
Honda Digital Collaboration Environment

Application	DW 1st User	PIC Users (2→N)
CATIA (MES + TAD)	Honda Provides	**Supplier Responsibility**
ENOVIA (PCS)	*Honda Provides	*Honda Provides

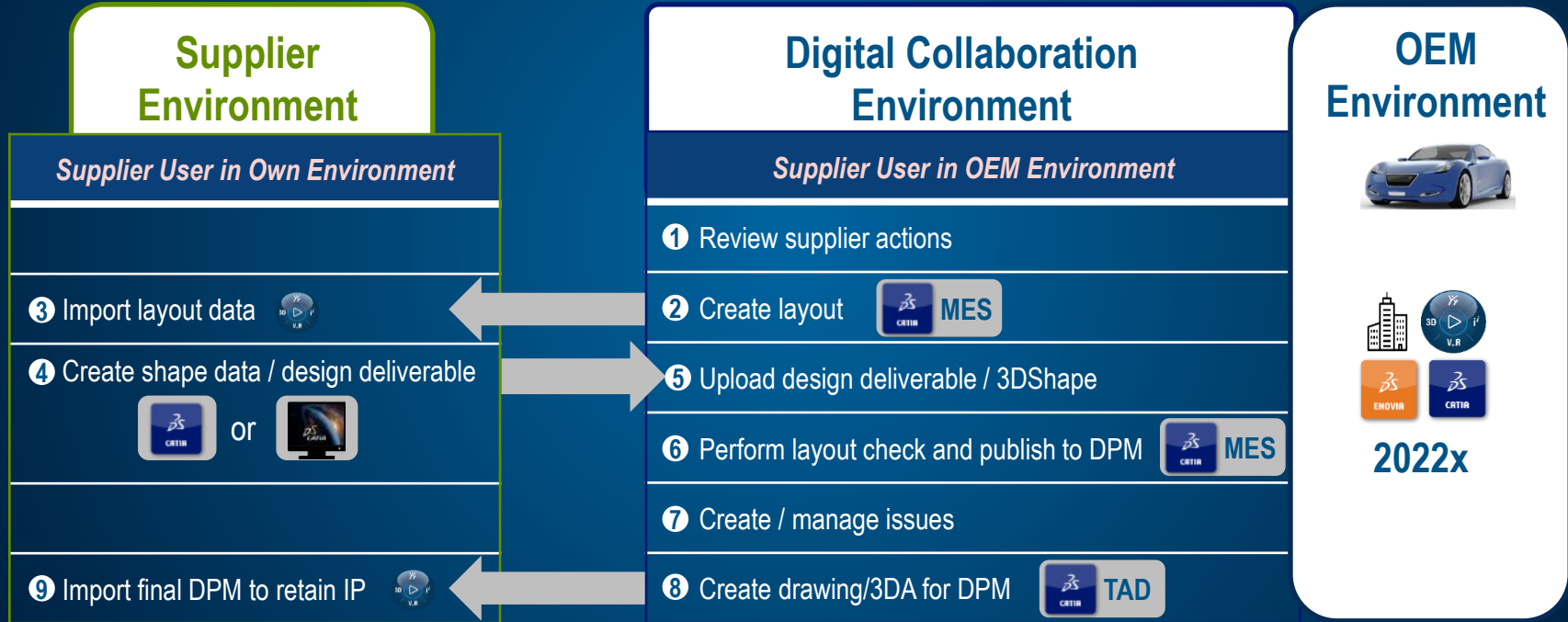*Honda provides license for supplier to use in Digital Collaboration Environment
→ Supplier must still purchase ENOVIA PCS license for work in own environment

Supplier Provides for PIC Users (2→N)

APPLICATION	USAGE	PIC USERS
CATIA MES	**Mechanical & Shape Designer:** Layout, 3D modeling, DPM Construction	**REQUIRED / SHAREABLE**
CATIA TAD	**3D Tolerance & Annotation Designer :** Model-based FTA authoring in 3D	**REQUIRED / SHAREABLE**
CATIA M3S	**Mechanical & Shape Engineer** (Includes MES + TAD + Additional)	**ALTERNATE / SHAREABLE**
CATIA MMO	**Mechanism Design Engineering:** Advanced Kinematics, Mechanism Design and static simulation	**AS NEEDED / SHAREABLE**
CATIA TEO	**Product Optimization Designer:** Design templates, optimization and rules	**AS NEEDED / SHAREABLE**
SIMULIA SRD	**Structural Designer:** Linear structural Validation, CAE	**AS NEEDED / SHAREABLE**
ENOVIA DEY	**Digital Mockup Validation Engineer:** Virtual prototype and design analysis	**AS NEEDED / SHAREABLE**

DASSAULT SYSTÈMES

Framework

DPM to-be process (simplified example)

Supplier Environment

Supplier User in Own Environment

❸ Import layout data

❹ Create shape data / design deliverable

❾ Import final DPM to retain IP

Digital Collaboration Environment

Supplier User in OEM Environment

❶ Review supplier actions

❷ Create layout — MES

❺ Upload design deliverable / 3DShape

❻ Perform layout check and publish to DPM — MES

❼ Create / manage issues

❽ Create drawing/3DA for DPM — TAD

OEM Environment

2022x

Shared Benefits | OEM + Supplier

Information Management

- Direct link and information updates: BOM → layout → DPM
- Visibility/access to shared development schedule
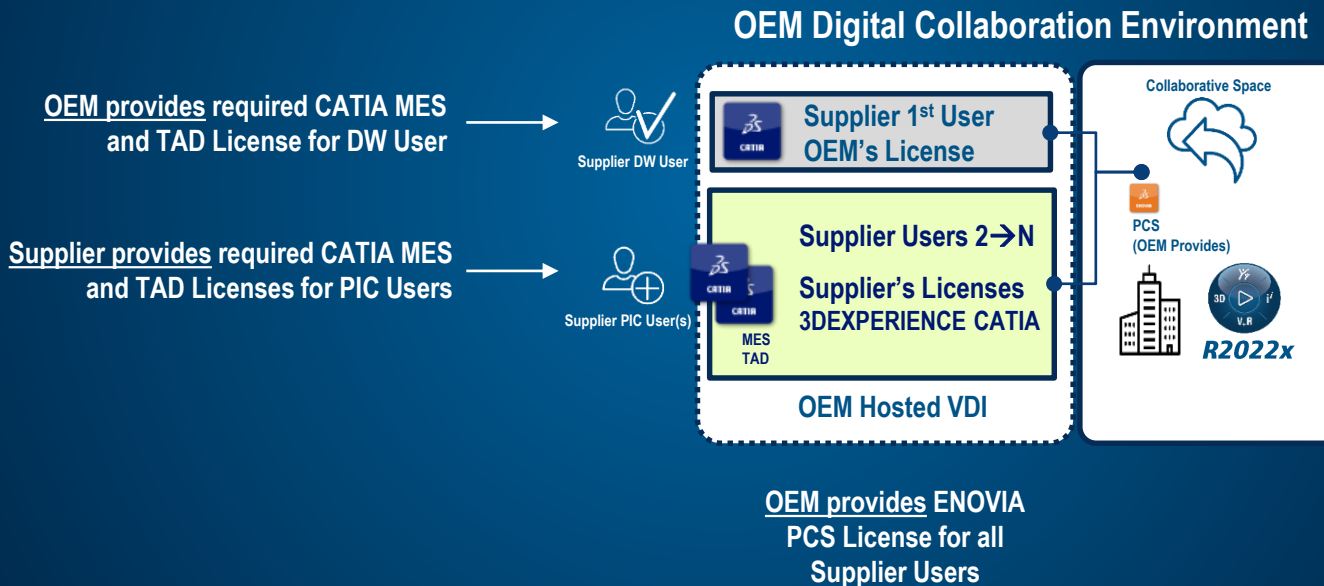- Shared issues & actions

Design Efficiency

- Eliminates redundancy in drawing/DPM construction
- OEM business rules for drawing/DPM ensures accuracy of part info
- Viewer access to 3D

Work Flexibility

- Common development methods and rules globally
- Supports supplier remote access
- Reduced time and expense for travel

3DS DASSAULT SYSTEMES
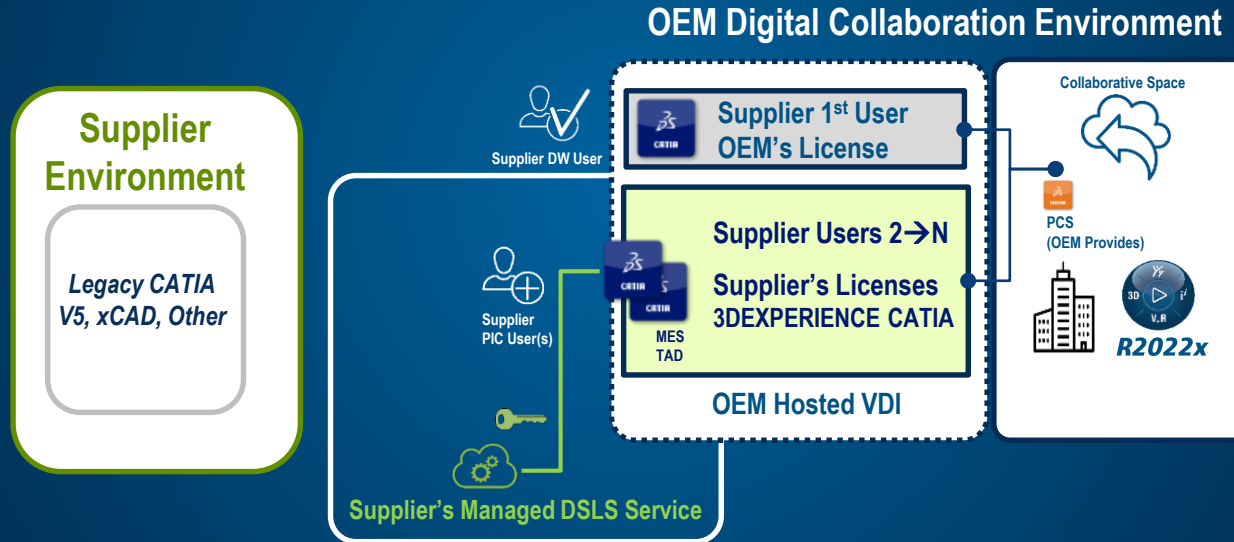
Framework (June 2023)
Supplier Embedded Collaboration

DW = Supplier **Design Window** User

PIC = Supplier Design **Person In Charge** Users

OEM Digital Collaboration Environment

OEM provides required CATIA MES and TAD License for DW User

Supplier DW User

Supplier provides required CATIA MES and TAD Licenses for PIC Users

Supplier PIC User(s)

MES TAD

Supplier 1st User OEM's License

Supplier Users 2→N

Supplier's Licenses 3DEXPERIENCE CATIA

OEM Hosted VDI

Collaborative Space

PCS (OEM Provides)

R2022x

OEM provides ENOVIA PCS License for all Supplier Users

DASSAULT SYSTEMES

Framework

Supplier Embedded Collaboration

(A) *Supplier w/CATIA **3D**EXPERIENCE Applications Only*

DW = Supplier **Design Window** User

PIC = Supplier Design **Person In Charge** Users

OEM Digital Collaboration Environment

Supplier Environment

Legacy CATIA V5, xCAD, Other

Supplier DW User

Supplier PIC User(s)

Supplier's Managed DSLS Service

Supplier 1st User OEM's License

Supplier Users 2→N

Supplier's Licenses 3DEXPERIENCE CATIA

MES TAD

OEM Hosted VDI

Collaborative Space

PCS (OEM Provides)

R2022x

Supplier Minimum 3DEXPERIENCE Configuration
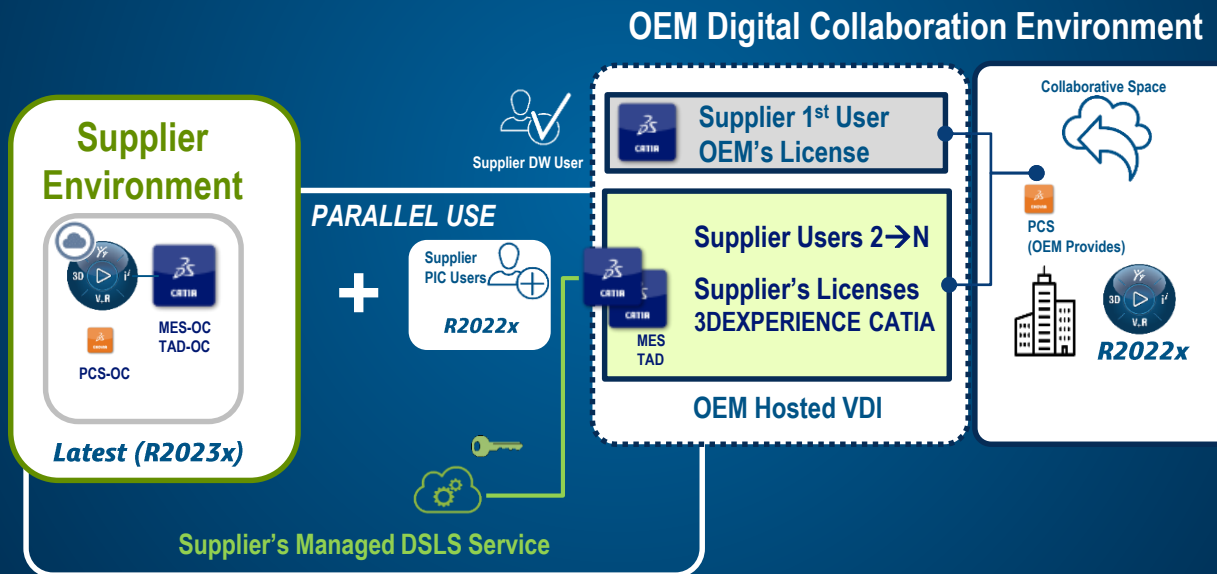
Supplier 3DS Environment | Data Exchange

	SUPPLIER	**OPTIONS**	**OEM**

Scenario 1 | Supplier **3D**EXPERIENCE at OEM Release Level | **PAO0001688**

R2022x + *CATIA **3D**EXPERIENCE*

3DXML 'As-Spec'
3DXML 'As-Spec'

R2022x

Scenario 2 | Supplier **3D**EXPERIENCE Public Cloud | **PAO0001680**

R2023x (w/POWER'BY) + *CATIA **3D**EXPERIENCE*

*CATIA V5-6 R2022

3DXML 'As-Spec'
3DXML 'As-Result'

3DXML 'As-Spec'
CATIA V5 'As-Spec'

R2022x

* CV5 Derived Output on Supplier side

3DS DASSAULT SYSTEMES
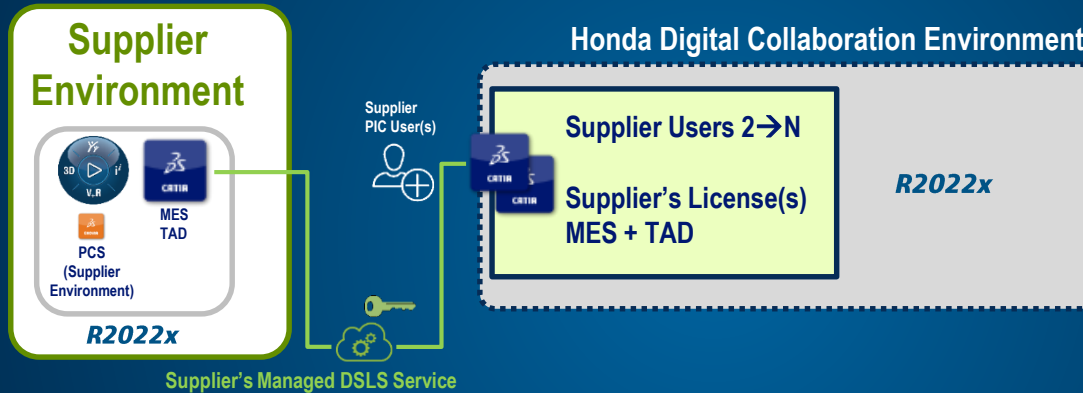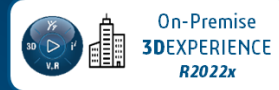
Supplier 3DS Environment | Comparison

	Use Supplier 3DEXP Apps in OEM Env	Extend to full 3DEXP Industry Process Portfolio	Support Multiple OEMs on different platform, release	Achieve SaaS Key Values + extend to Value Network	OPEX agility with subscription fee structure
Scenario 1 | Supplier **3D**EXPERIENCE at OEM Release Level *R2022x*	✔	✔	✳		
Scenario 2 | Supplier **3D**EXPERIENCE Public Cloud *R2023x (w/POWER'BY)*	✔ ✳	✔	✔	✔	✔

✳ Extendable with limitations for OEMs on legacy or higher release levels.

✳ For work in OEM's "on-premise" collaboration space, Supplier on 3DX Public Cloud requires parallel use access to "on-premise" CATIA **3D**EXPERIENCE Licenses: **See PAO0001680**

3DS DASSAULT SYSTEMES

SPECIAL LICENSE OFFER & TERMS:
CPE NAM HONDA SUPPLIERS (NAMED LIST)

DS BASELINE OFFER | PAO0001688

On-Premise
3DEXPERIENCE
R2022x

Supplier Environment

R2022x

Supplier PIC User(s)

Supplier's Managed DSLS Service

Honda Digital Collaboration Environment

Supplier Users 2→N

Supplier's License(s)
MES + TAD

R2022x

MES TAD

PCS (Supplier Environment)

▶ Supplier **3D**EXPERIENCE matching Honda's release level (R2022x as of June 2023)

▶ CATIA **3D**EXPERIENCE Applications keyed to Managed DSLS Service as license type 'Shareable'

▶ Meets requirements for new DPM development, including supplier embedded collaboration

DS BASELINE OFFER | PAO0001688

New Purchase
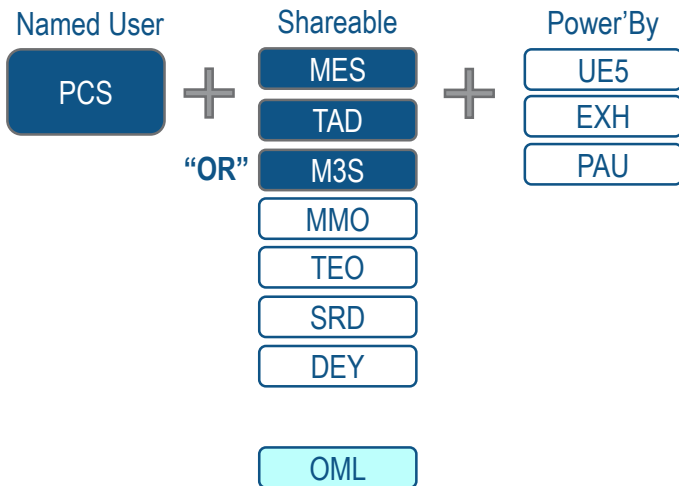
On-Premise **3DEXPERIENCE** *R2022x*

Named User		Shareable		Power'By
PCS	+	MES	+	UE5
		TAD		EXH
"OR"		M3S		PAU
		MMO		
		TEO		
		SRD		
		DEY		
		OML		

- **Honda Baseline / Package** (dark blue)
- **Enables DSLS / No Charge** (light blue)
- **Optional / Add On** (white)

Pricing conditions:

End User PLC, YLC Discount = **40% at maximum**
End User ALC/PLC Ratio = **20% at minimum**

VAR Margin = Standard as per DA (Not FPP eligible)

- Only 1x (PCS, UE5, EXH, PAU) per Baseline user to be sold at the discount when purchased at the same time
- Any additional PCS or other modules not listed: Sales delegation level DC to be applied

Agreement:

- Requires special Transactional CLOSA (see T-CLOSA Process)

Supplier 3DS Licenses | Migration Options

CATIA V5 → CATIA **3D**EXPERIENCE On-Premise

FROM	TO (Shareable)	NOTES
HD2	MES + PCS	Must acquire TAD separately under related promotion(s).
MD2	MES + PCS	Standard migration MD2→MDG; priced to reflect
ASO (V2 / E3-HDX)	M3S + PCS	Covering variants ASOV2-HDX and ASOE3-HDX
CATMSE	M3S + PCS + UE5	
CATMEE	M3S + PCS + UE5	Upgrade from MD2; priced to reflect

V5 REFERENCE

HD2 CATIA Hybrid Design 2 Configuration
MD2 CATIA Mechanical Design 2 Configuration
ASOE3-HDX Automotive Supplier Engineering Package Edition 3
ASOV2-HDX Automotive Supplier Hybrid Package Version 3
CATMSE CATIA Mechanical & Shape Engineer Excellence (HD2)
CATMEE CATIA Mechanical Engineer Excellence (MD2)

3DEXPERIENCE KEY

MES – Mechanical & Shape Designer
TAD – 3D Tolerance & Annotation Designer
PCS – Collaborative Sharing
UE5 – Collaborative Designer for CATIA V5

3DS DASSAULT SYSTEMES

DS BASELINE OFFER | PAO0001688

Migration

CATIA V5 → CATIA 3DEXPERIENCE On-Premise

Pricing conditions:

End User PLC Migration at **Specific Discount**
End User ALC Increase Estimate ~20%

- **VAR Margin** = Standard as per DA (Not FPP eligible)
- **Includes 12 Months parallel use**
- **Agreement:**
  - Requires special Transactional CLOSA (See T-CLOSA Process)

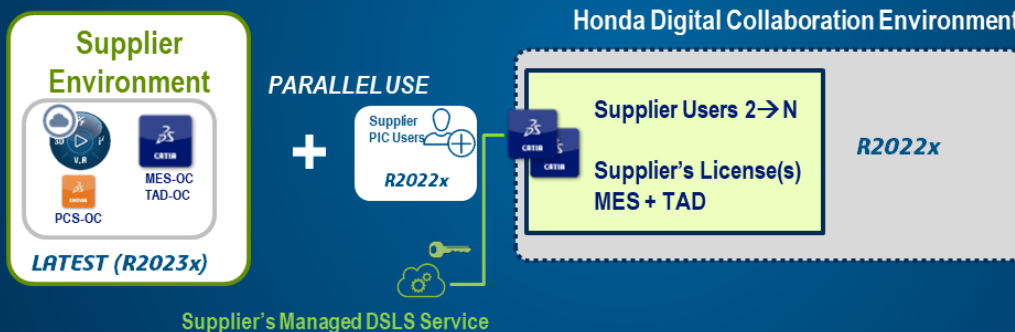| FROM / V5 (Quantity 1)	TO (Shareable) (Quantity 1)	PLC Discount	ALC Discount*
HD2	MES(Sh) + PCS	75%	48%
MD2	MES(Sh) + PCS	69%	63%
ASO (V2 / E3-HDX)	M3S(Sh) + PCS	83%	55%
CATMSE	M3S(Sh) + PCS + UE5	83%	51%
CATMEE	M3S(Sh) + PCS + UE5	79%	63%

* Estimated ALC increase between 15% and 25%

- Customer's IB must be up to date at the time of migration request to benefit from this pricing condition
- Migration pricing not applicable to configured seats that benefitted from special pricing conditions in the past (bundled offers, etc)
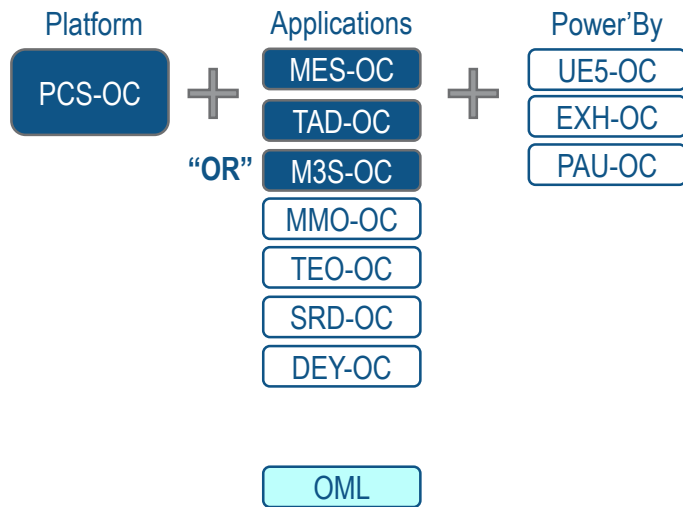
DS CLOUD OFFER | PAO0001680

3DEXPERIENCE Public Cloud

▶ A 3DEXPERIENCE Cloud offer for Honda Suppliers that includes Parallel Use of the equivalent On-Premise CATIA 3DEXPERIENCE Licensed Programs

▶ Use of the 3DEXPERIENCE Licensed Programs restricted to supplier's collaboration in Honda's On-Premise 3DEXPERIENCE environment.

Honda Digital Collaboration Environment

Supplier Environment

MES-OC
TAD-OC
PCS-OC

LATEST (R2023x)

PARALLEL USE

Supplier PIC Users

R2022x

Supplier Users 2 → N

Supplier's License(s)
MES + TAD

R2022x

Supplier's Managed DSLS Service

▶ With the Parallel Use, Honda Suppliers on cloud are able to bring their own CATIA licenses for work in Honda's Digital Collaboration Environment.

3DS DASSAULT SYSTEMES

CLOUD OFFER | PAO0001680

3DEXPERIENCE Public Cloud

New Purchase

Platform		Applications		Power'By
PCS-OC	+	MES-OC	+	UE5-OC
		TAD-OC		EXH-OC
"OR"		M3S-OC		PAU-OC
		MMO-OC		
		TEO-OC		
		SRD-OC		
		DEY-OC		
		OML		

- Honda Baseline / Package
- Enables DSLS / No Charge
- Optional / Add On

Pricing conditions:

End User PSC, YSC Discount = **40% at maximum**

ASC @ 20% of net PSC ratio

VAR Margin = Standard as per DA (Not FPP eligible)

- **"-OC" Applications include Parallel Use of equivalent Licensed Programs** | Restricted to Honda Supplier Collaboration Environment
- Only 1x (PCS-OC, UE5, EXH, PAU) per Baseline user to be sold at the discount when purchased at the same time

Agreement:

- Requires special Transactional CLOSA (see T-CLOSA Process)

DASSAULT SYSTEMES

ORDERING PROCESS | PAO0001680/88

1. Customer must be a qualified Honda Supplier as verified by Partner Sales Manager or NAM Pricing.

2. Initiate a site modification request with PSM to activate special Transactional CLOSA (T-CLOSA) authorizing Supplier license use in Honda Virtual Machine Environment.

3. Use Promotion ID **PAO0001688 (On-Premise) or PAO0001680 (On-Cloud).**

4. Must include **OML** on order (no-cost) to enable Managed DSLS for CATIA **3D**EXPERIENCE License Keys.

5. PO must be transacted with special Transactional CLOSA (T-CLOSA) enabled only with the site modification upon qualification of step 2.

* For new purchase and migration by Honda-specific customers *NOT on the qualified Honda Supplier list*:

→ SBO must be submitted to NAM Pricing and will be reviewed case by case

ADDITIONAL INFORMATION

- **Managed DSLS Ordering Guide**

  - Accessible on the 3DSwym Partner Portal | WW Business Operations | Wiki tree→
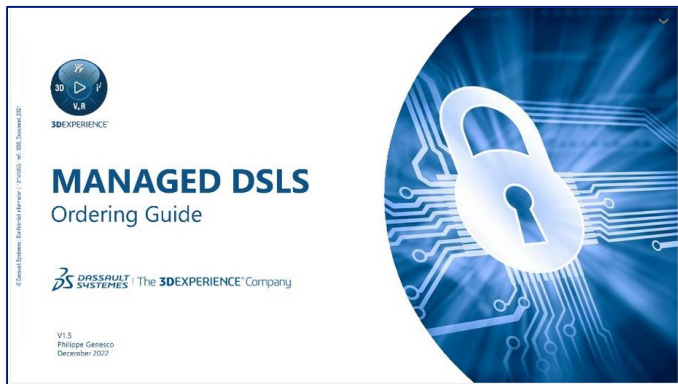
CONTACTS

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