



Phil Page
Dassault Systèmes
BVA Review

Bio

Mr. Page has been with Dassault Systèmes for five years, managing the Business Value Assessment (BVA) program for the last two years. He has been engaged by many clients across many industries to help them build business cases for their projects. Before working for Dassault Systèmes, Mr. Page implemented global PLM systems. He graduated from Vanderbilt University in 1980 with a Bachelors and a Masters degree in Mechanical Engineering, and has been trained as a financial analyst by the CFA Institute. He also serves as the Chairman for the Automotive Industry Action Group (AIAG) Collaborative Engineering Steering Committee.



Ravi Rudrappa
Dassault Systèmes Delmia Corp.
BVA Review

Bio

Mr. Rudrappa has been with Dassault Systèmes Delmia Corp. for more than eight years and has led many areas such as Product Support, Channel Sales, Pre-sales, and Business Value Assessment (BVA). He has been engaged in many areas to provide strategic leadership and business process development to these programs, across many clients, in order to build value propositions to customers. He received his Bachelor's degree in Mechanical Engineering in India and a Master's in Mechanical Engineering and Executive MBA from Lawrence Technological University in Michigan.

Abstract

Enterprise PLM: where has the savings come from?

PLM (virtual design, data management, digital manufacturing) has provided corporations with strategic advantages: saving them time and money, providing revenue growth, and increasing development and factory capacity. This session is an overview of some of the benefits companies have realized, mapping them to the enabling Dassault Systèmes solutions, providing real stories of how and where these companies have succeeded. From CATIA, through ENOVIA to DELMIA and 3DVIA, the savings goes beyond productivity to include increased part reuse, reduced inventory and scrap, increased quality and greater revenue.