

To whom it might concern,

Dassault Systemes (3DS) is a world leader in providing software for 3D design and PLM solutions.

Since 2017 ProCognita is supporting Dassault Systemes with following services:

- delivery of Certified Scrum courses to build a common understanding of the Agile approach,
- on-site and remote mentoring especially during key projects' milestones,
- facilitation of continuous improvement sessions.

The results of this cooperation observed by 3DS in two selected projects are described below.

Case 1:

End Customer: Global 5G hardware manufacturer OEM, multisite: AP / EMEA

Project: Manufacturing Execution System implementation

The goal of cooperation with ProCognita: support during the designing and implementation of the new WoW (Way of Working)

Results:

- Created a new WoW (Way of Working) delivery model tailored to the DS and End Customer context.
- Redesigned organizational structure (involving an interdisciplinary and intercompany team) helped to achieve closer cooperation with the end customer and its subcontractors that led to faster feedback, shorter delivery cycle, a more adaptive approach to addressing customers' needs, and a clear prioritization of those.
- More frequent solution delivery / new product versions (4-6 weeks instead of 2-3 months).

Case 2:

End Customer: Global tire manufacturer, single site, EMEA

Project: Manufacturing Execution System implementation

The goal of cooperation with ProCognita: identification of potential improvements to current cooperation model

Results:

Several solution delivery process improvement sessions (End customer / 3DS and business partner) for 10+ stakeholders consequently improved the following:

- MVP (Minimum Valuable Product) definition.
- Implementation of standardized root cause analysis (shorter reaction time)
- Determining priorities - steps to improve the effects during the solution testing process (UAT) - Disciplined improvement process control.

I can wholeheartedly recommend ProCognita as a reliable partner.

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