



Austria's Siddhartha Sailing Yachts Launches Product Lifecycle Management from IBM and Dassault Systèmes

Innovative luxury yacht designer deploys CATIA V5 to boost collaboration among development teams and cut costs



Himburg, Austria and Paris, France – December 11, 2003 – IBM and Dassault Systèmes (Nasdaq: DASTY; Euronext Paris: #13065, DSY.PA) today announced that Siddhartha Sailing Yachts, Austria's renowned luxury boat designer, has chosen their Product Lifecycle Management (PLM) CATIA V5 Solutions, with industry-specific shipbuilding functions, to advance concurrent shipbuilding processes.

IBM PLM Solutions, with CATIA V5, the world's leading collaborative virtual product design application, developed by Dassault Systèmes, will enable superior simultaneous collaboration among Siddhartha employees and suppliers during the entire development life cycle of a new vessel from conception to maintenance. Prior to the PLM solution, Siddhartha used a trial-and-error approach, which was not only time consuming, but also hindered real-time work by the different development teams.

"Our teams can now work in parallel on all the technical and aesthetic quality elements of a particular yacht," said Bruno Hamata, chief engineer, Siddhartha Sailing Yachts. "This information can be more easily controlled and checked before the actual shipbuilding begins. CATIA is a powerful collaborative tool that accurately forecasts and reduces development costs. Virtual 3D models enable us to recognize mistakes in the design phase and not during production, when changes are much more expensive."

Shipbuilding represents one of the most significant engineering challenges today, due to the high volume of components involved – sometimes reaching over 1.5 million parts – and the spatial constraints of a vessel. With the help of CATIA V5, Siddhartha effectively manages the entire yacht building process, thanks to 3D simulation that includes real-time rendering of elements such as the electrical system and piping and custom craftsmanship. This approach results in shortened development cycles, lower costs and better product quality.

"IBM PLM Solutions enables efficient ship design and production through complete 3D styling, visualization and design support, and allows digital collaboration with customers, colleagues, and suppliers," said Dr. Ed Popko, worldwide market manager, Shipbuilding, IBM Product Lifecycle Management. "More and more players in the shipbuilding industry are choosing IBM PLM Solutions as their central research and development platform because PLM represents a viable business strategy for them to increase competitiveness and operate more efficiently."

"Due to the complexity of a yacht, shipbuilding companies, even small ones like Siddhartha, require the most advanced product development solutions available," said Denis Senpère, vice president PLM Europe, Dassault Systèmes. "CATIA V5's collaborative 3D design capabilities, including digital mock-up and knowledgware, will enable Siddhartha to achieve real gains in productivity and flourish in the luxury yacht market segment."

About Siddhartha

Siddhartha is a small, prestigious yacht designer that targets the international market. Our objective is to establish a synthesis of between man, machine and the environment and thereby to set a new standard – to send a new message. Siddhartha is not just another new sailing ship, but an attitude, a mentality. We have the design and the know-how. Our clients have the understanding of flair, and flair is individual. Siddhartha is design, future-oriented thinking, resource sensitive, responsible economizing, conscious consumption, without having to deprive oneself – that is our challenge! The things which surround us are the factors essential to the quality of our lives. Siddhartha is a statement – a symbol of synthesis between creativity, innovative ability and technical progress.

About IBM

IBM is the world's largest technological company, providing leadership and innovation throughout the world for more than 80 years. IBM is the largest supplier of "hardware", "software" and Information Technology services, and pioneered the development and implementation of "e-business" solutions. IBM Sales & Distribution, which supports more than a dozen key industries worldwide, works with companies of all sizes around the world to deploy the full range of IBM technologies. The fastest way to get more information about IBM is through the IBM home page at <http://www.ibm.com>

About Dassault Systèmes

As world leader in PLM (Product Lifecycle Management) solutions, the Dassault Systèmes group brings value to more than 65,000 customers in 80 countries. A pioneer in the 3D software market since 1981, Dassault Systèmes develops and markets PLM application software and services that support industrial processes and provide a 3D vision of the entire life cycle of products from conception to maintenance. Its offering includes integrated PLM solutions for product development (CATIA®, DELMIA™, ENOVIA®, SMARTEAM®), mainstream product design tools (SolidWorks®), and 3D components (ACIS®) from Spatial Corp. Dassault Systèmes is listed on the Nasdaq (DASTY) and Euronext Paris (#13065, DSY.PA) stock exchanges. For more information, visit <http://www.3ds.com>

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