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# ENAER to Implement World-Class Aeronautical Design Solutions with PLM technologies from IBM and Dassault Systemes

**Product Lifecycle Management solution will enable improvements in customer response time and quality****Issue Date** 18 Feb 2003

IBM and Dassault Systèmes (Nasdaq: DASTY, Euronext Paris: #13065, DSY.PA) today announced the signing of a million-dollar Product Lifecycle Management (PLM) solution contract with ENAER, Chile's national aeronautical company.

The IBM PLM solution, with CATIA® and SMARTEAM® developed by Dassault Systèmes, will enable ENAER to standardize its entire product development platform, while realizing significant cost reductions. ENAER will be the first company in the Latin American aerospace supplier market to possess this leading-edge technology, which will enable it to pursue market opportunities at a global level.

ENAER will be able to offer other aerospace manufacturers solutions for the conception, design and manufacture of aircraft parts and structures. The company will also be able to enhance its end-to-end internal production chain by tying together its design, engineering and manufacturing processes, as well as linking suppliers and customers. Finally, ENAER will be able to optimize the design of its own products and increase its maintenance services for military and commercial aircraft.

"ENAER wants to be a leader in the aeronautical industry, and therefore we have signed an agreement with IBM that provides us with best business solutions in order to support our growth plans," said Alfredo Guzmán, executive director at ENAER. "Thus, we are also betting on research and development as a company's strategic decision, in order to provide added value to these products that are manufactured in Chile."

Luis Siles, IBM Chile General Manager said "This alliance is a milestone for the domestic and Latin American aeronautical industries and opens up new horizons for equivalent industries, and is a great example of how IBM helps customers transform into on demand businesses by enabling them to become more highly responsive, focused, resilient and variable in fiercely competitive marketplaces."

"CATIA is the de facto industry standard in the aerospace sector," said Marcelo Lemos, president of Dassault Systemes of America. "Combined with SMARTEAM's cutting-edge collaborative product data management capabilities, it will help ENAER compete in the international aerospace market, as well as achieve its mission to provide superior products to the Chilean Air Force and contribute to Chile's national aeronautical development."

In order to implement this solution, IBM will be supported by Dassault Systèmes of America and also by **CARDIX S.A. of Argentina, IBM PLM Business Partner, for installation, training, best practices and post-implementation support.**

**About ENAER**

ENAER has more than 70 years of experience in the production and assembly of aeronautical parts and is the only aircraft manufacturer in Chile. In addition, the company has become one of the most important aeronautical centers in Latin America, and one of the country's fundamental technological pillars, by achieving ISO 9001 certification. The company is also responsible for the design and manufacture of the Pillán airplane - a basic training platform for the Air Forces of eight countries. ENAER is also one of the main suppliers of EMBRAER, Brazilian Aeronautical Company, one of the most important aeronautical organizations in the world. EMBRAER has singled out the Chilean Company with two prizes during 2002, corresponding to quality and best supplier, which reinforces the Chilean Company's high quality and control standards. Located in the city of Santiago, the company has highly skilled professionals, technicians and administrative support personnel, serving commercial and military aviation. For more information, visit <http://www.enaer.cl>



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#### **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.

#### **About Dassault Systèmes**

As world leader in PLM (Product Lifecycle Management) solutions, the Dassault Systèmes group brings value to more than 55,000 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 retirement. Its offering includes integrated PLM solutions for product development (CATIA, DELMIA, ENOVIA, SMARTEAM), mainstream product design tools (SolidWorks), and 3D components (SPATIAL). Dassault Systèmes is listed on the Nasdaq (DASTY) and Euronext Paris (#13065, DSY.PA) stock exchanges. For more information, visit <http://www.3ds.com>

#### **About Cardix**

Cardix has been a business associate of IBM in Chile and Argentina during 10 years, and has implemented the CATIA, SMARTEAM and 3d PLM solutions, providing support, training and consulting. Cardix provides engineering services for multiple industries, such as aerospace, automobile, metal-mechanic, oil, chemical and mass consumption. For more information, visit <http://www.cardix.com>

