



Dassault Systemes - A Software Industry Case Study

Business Challenge

This case study describes the project objectives, key solutions, and implementation benefits for a new implementation of Oracle's PeopleSoft Enterprise Financials 8.8 for Dassault Systemes, a global design software company. Each business unit within the company serves a niche role in the computer aided design software industry. These companies have separate legacy financial systems, back office organizations, and Order-to-Cash business processes. Both common and unique Order-to-Cash requirements are present across the various Dassault companies.

Dassault Systemes partnered with Cardinal Point to deploy PeopleSoft Enterprise Financials to business units throughout Europe, Asia and North America. The project team is geographically dispersed throughout North America and Europe adding an additional communication challenge to the project.

Project Objectives

The project has the following key objectives:

- ▶ Reduce system maintenance across companies with a single ERP system;
- ▶ Provide inter and intra-company product revenue in a standardized fashion;
- ▶ Provide for a consolidated customer master;
- ▶ Facilitate financial consolidations;
- ▶ Implement best practice processes to streamline back office operations;
- ▶ Support the group-wide objective of successfully certifying Sarbanes Oxley.

Solutions

Dassault has many Order-to-Cash business requirements that are common within the software industry. As an industry leader in automating the Order-to-Cash business processes, Cardinal Point successfully implemented PeopleSoft Enterprise components to meet these diverse needs.

Business process automation being deployed at the various Dassault Systemes companies include the following:

- ▶ Integration of PeopleSoft Contracts and Billing to bill in a timely and accurate manner based on product shipping and/or receipt, product installations, and execution of related services;
- ▶ Deployment of PeopleSoft Contracts and Billing to recognize revenue for a wide array of license, maintenance, and service products in accordance with Generally Accepted Accounting Principles (GAAP);
- ▶ Automated solutions to facilitate maintenance renewals;
- ▶ Invoice formats to meet domestic and specific foreign requirements;
- ▶ Industry best practice Product, Customer, Contract, and Billing configuration to meet complex operational and strategic reporting needs.

Benefits to the Business

As Dassault has successfully deployed PeopleSoft Enterprise Financials to several business units in Asia, North America, and Europe, key benefits have already been realized, including:

- ▶ Total cost of ownership reduction through retirement of legacy systems;
- ▶ Streamlined back office operations including a reduction of time required to close a financial period and quarter;
- ▶ Increased sales opportunities through strategic reporting;
- ▶ Increased scalability to meet current and future growth.



"I have been managing program teams for 25 years around the globe and it is rare to find such excellent consultants that are also highly conscientious and committed to their customers."

– Patricia Murphy,
Director of Global Business
Systems Management,
Dassault Systemes