

TANDBERG Customer Profile

Dassault Systems

Company

Dassault Systems is the premier global software developer for the Computer Aided Design, Manufacturing, Engineering and Product Life Management markets (CAD/CAM/CAE/PDM II), providing companies with e-business solutions that help them unleash creativity and innovation, reduce development cycle time and improve quality, competitiveness and shareholder value.

Worldwide Implementation

With offices throughout the world, Dassault's original reason for installing videoconferencing was to cut travel time and expenses. Dassault has installed TANDBERG systems in Paris and Aix en Provence in France. It also has systems in the United States in Los Angeles, Detroit and Charlotte, as well as in Bangalore, India.

TANDBERG's Global Presence Program (GPP) was one of the prime reasons that Dassault chose TANDBERG. "The GPP Program meant that we could initiate the order in Paris and TANDBERG took care of the installation of the systems around the world so that all of the systems were brought into operation at the same time. This let us make maximum use of them from day one," says Thierry Bizet, Videoconferencing Manager in Dassault's Paris office.

Extended use

Although the original focus was on cutting travel expenses and time, Dassault has discovered that videoconferencing has many benefits that extend beyond this. Dassault is dependent on

getting its high quality products out to market as quickly and effectively as possible. As a result, the Company has been using videoconferencing to enhance the contact between its subsidiaries in the various countries. Using videoconferencing for development discussions lets decisions be taken immediately, as well as allowing information to be exchanged as soon as it becomes available or new developments occur. As Mr Bizet explains, "The high level of features available on the TANDBERG systems let us communicate as if we were in the same room. Most importantly, the Duo Video^{TF} function allows us to share documents and look at objects at the same time as we maintain eye contact with the presenter."

About TANDBERG

TANDBERG is a leading global provider of videoconferencing solutions. The company designs, develops and manufactures videoconferencing systems and offers sales, support and value-added services in more than 50 countries worldwide. TANDBERG has its headquarters in Oslo, Norway and major offices in the United States, the United Kingdom, Canada, China and Japan. TANDBERG is publicly traded on the Oslo Stock Exchange under the ticker TAA. For more information, please visit www.tandberg.net.

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