ACCELERATING INNOVATION TO MARKET
BIOVIA SOLUTION FOR SPECIALTY CHEMICALS
Leading chemical companies are streamlining technology conversion to improve competitive position. BIOVIA customer benchmarks demonstrate the importance of virtual product discovery and streamlined digital lab processes in accelerating innovation to market. New technology can put you months ahead of your competitors in commercializing new products, resulting in millions of dollars in captured opportunities. The development of complex chemical processes requires a collaborative scientific innovation strategy focused on shared best practices and methodology reuse across teams and sites.

BIOVIA SOLUTION FOR SPECIALTY CHEMICALS
Dassault Systèmes BIOVIA delivers a unified innovation discovery and digital laboratory management solution that supports the complex needs of chemical product design and optimization in the industrial consumer industries while also streamlining operations and improving product performance.

POTENTIAL OPPORTUNITIES FOR INDUSTRIAL GOODS COMPANIES
Companies adopting BIOVIA’s unified innovation discovery and digital laboratory solution have realized value across a range of activities.

Predictive science can be used to custom design higher performing products while reducing time-consuming physical testing and experimentation.
FASTER, BETTER INNOVATION

THE ROOT CAUSE OF SLOW TIME TO MARKET
Traditional formulation lifecycles diverge across sites, creating competitive disadvantages, either by lengthening time to market or reducing revenues through lost data, difficulty searching information and inability to reuse methods and best practices.

BENEFITS OF AN ENTERPRISE SCIENTIFIC INNOVATION STRATEGY
In today’s highly competitive industrial goods landscape, companies must develop new products at a rapid pace to feed markets requiring better performing, more targeted products. High-throughput analysis and chemical simulations accelerate innovation cycles while maintaining product quality and reducing physical testing. BIOVIA is the only company that combines breadth of capabilities in product design and simulation with a comprehensive digital laboratory management system built on an innovation platform that integrates with portfolio and product lifecycle management solutions. BIOVIA’s holistic digital approach to innovation and product development can save organizations months in innovation time, accelerate R&D throughput and foster the development of better products.

FASTER TIME TO MARKET
BIOVIA discovery innovation (predictive science) solutions allow scientists to run complex virtual simulations generating many simulated product configurations. Scientists can model chemical behavior to select products for desired characteristics, while product simulations replace expensive and time-consuming testing and prototyping. An IDC white paper sponsored by BIOVIA shows how one customer was able to reduce new compound design times by over 90% from 10 months to 3 days using BIOVIA chemical modeling/simulation solutions.

IMPROVED PRODUCT PERFORMANCE
Integrating virtual simulation into laboratory management systems is a critical requirement for meeting customer product performance needs. A technical paper published in Physical Chemistry Chemical Physics shows how researchers at a major chemical company used BIOVIA innovation solutions to simulate the adsorption behavior of an adhesive polymer with a view to optimizing an adhesive with significantly improved water resistance. Predictive science can be used to custom design higher performing products while reducing time-consuming physical testing and experimentation.

IMPROVED INNOVATION
Computer-aided modeling and simulation of materials combined with streamlined laboratory operations improves innovation without increasing overhead. Research teams can work more efficiently to generate more innovative products that contribute to increased revenue. Innovation and customer service teams can also respond more nimbly to customer needs.

2 “Hierarchical Multi-scale Simulations of Adhesion at Polymer Metal Interface: Dry and Wet Conditions,” G Kacar and ERJF Peters and LGJ van der Ven and G de With, PHYSICR CHEMISTRY CHEMICAL PHYSICS, 17, 8935-8944 (2015)
THE CASE FOR CHANGE

Industrial goods organizations can improve collaboration across sites, globalize standardized best practices to increase reuse and streamline operations to accelerate time to market, all while capturing value from higher performing and more strategically targeted products that meet market needs.

Strategic Benefits
• Grow through innovation and differentiated quality products
• Reduce time-to-market cycles by quickly reacting to consumer demands
• Expand margins through productivity gains

Economic Benefits
• Reduce raw material cost through improved materials management
• Enable collaboration with industries served
• Support timely, data-driven business decisions

Risk Mitigation
• Reduce operational and compliance risk with greater visibility across operations
• Standardize processes with full traceability of all laboratory activities
• Use technologies designed for research and innovation to reduce work and error

IT Impact
• Replace custom implementation with configuration
• Improve end-user adoption
• Simplify IT landscape with reduced IT development/maintenance costs
THE VALUE OF PARTNERING WITH BIOVIA

Now more than ever, chemical and industrial goods organizations need a trusted, strategic partner that shares their vision and passion for what is possible in today’s rapidly changing environment. Dassault Systèmes BIOVIA offers unparalleled experience and a strong track record in the consumer and industrial goods industries to support your business and IT transformation journey.

We look forward to assisting chemical and industrial goods organizations with overall product development, design and deployment to accelerate the transition from evaluation to implementation of an industry-leading unified innovation discovery and digital laboratory solution.

The next step is to develop a strategic business partnership with BIOVIA aimed at deploying a unified innovation discovery and digital laboratory solution that will improve product performance and streamline operations to accelerate innovation to market.

Our 3DEXPERIENCE® platform powers our brand applications, serving 12 industries, and provides a rich portfolio of industry solution experiences.

Dassault Systèmes, the 3DEXPERIENCE® Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes’ collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 190,000 customers of all sizes in all industries in more than 140 countries. For more information, visit www.3ds.com.