



PARAMETRIC DESIGN



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Our History

>2022

Opening of PD Canada

>2021

Partner Keyshot

>2020

Partner Onshape

>2018

Partner ANSYS

>2008

Opening of PD Suisse

>2001

Start PD activity

>Awards

2003: Best Achiever – PTC European Dealer

2007: PTC Channel Advantage - Impact Partner Award

2008: PTC Channel Advantage – Top Revenue Producer WER

2009: PTC Winner's Circle – Top VSR

2010: PTC Winner's Circle – Top VSR

2011: PTC Winner's Circle – Top VSR

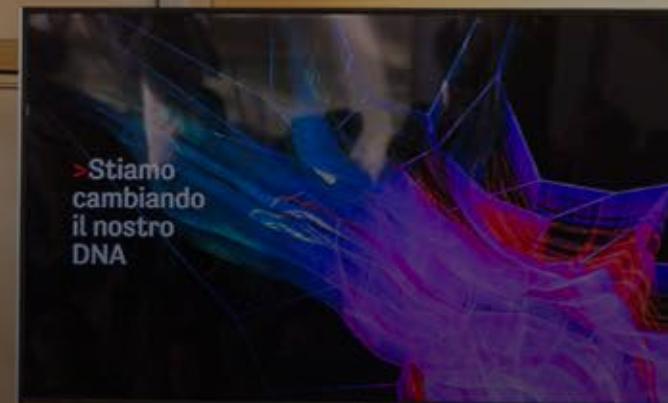
2017: PTC Top Platinum Partner of the Year - Growth Partner Platinum

2021: Partner Network Award Winner for Greatest Segment ARR Growth - Onshape

>From VAR to technology advisor

“We’re no longer just a Value Added Reseller, we’re recognized as a real technology advisor that offers powerful solutions to companies that want either to become or remain competitive and innovative on the market, making sure that they are able to take full advantage of all the potential of our tools.”

F. Mele



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›Consulting

›Training

›Software

›Our meaning of Technology

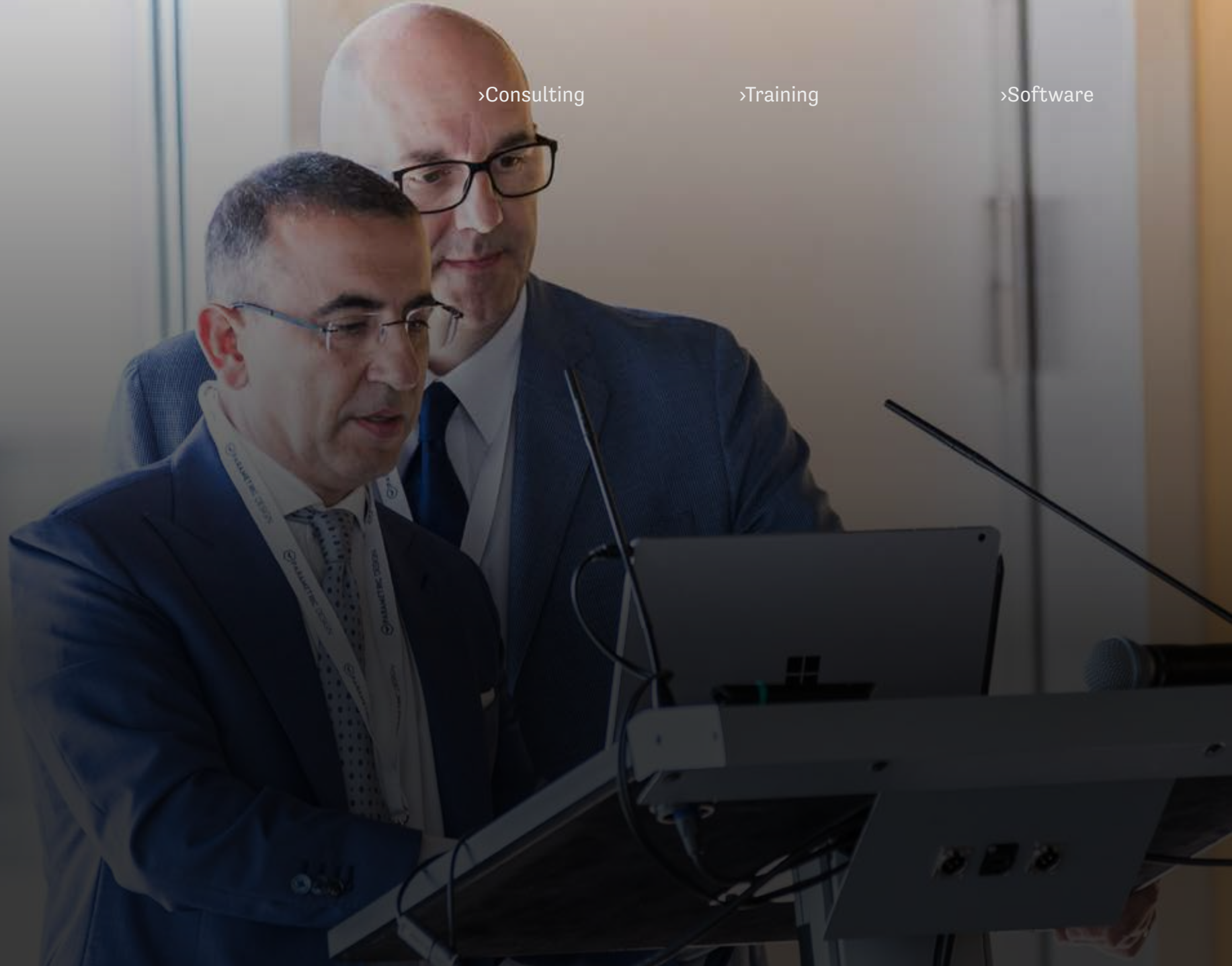
“To capture an idea,
to materialize it,
always ensuring
its full technical
feasibility”.

M. Pettenella

>What we mean with Advisor

“We are the reference point for those companies that want both full support and consultancy in technology and innovation”.

F. Mele



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>Consulting

>Training

>Software

>Our Identity

We help companies to
create smart, innovative
and interconnected
products.

PARAMETRIC DESIGN

>Consulting

>Training

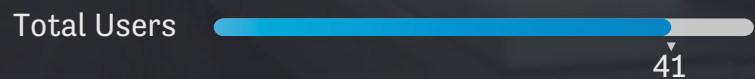
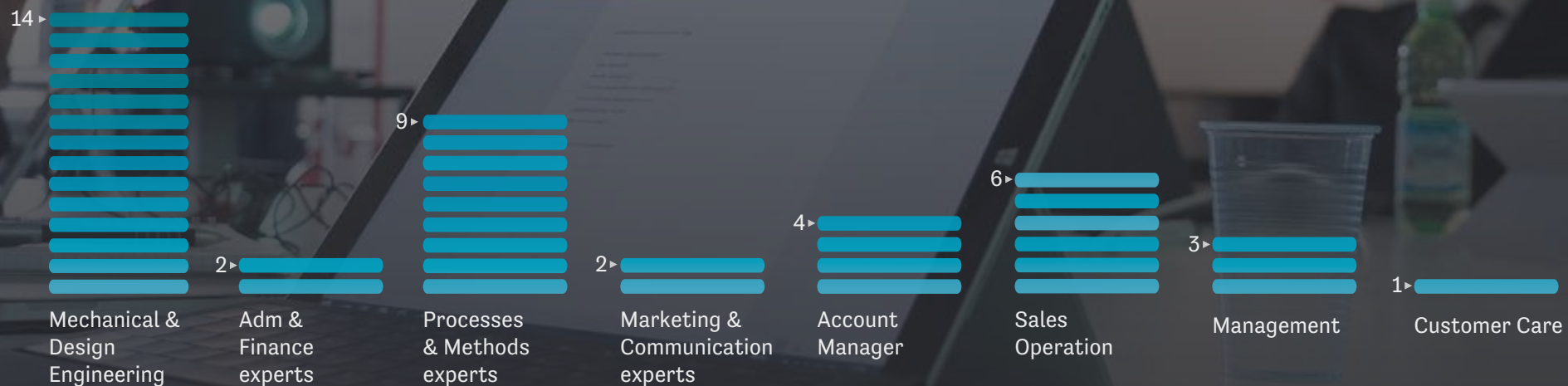
>Software

>Our Objectives

Being part of the
success of our
customers:
this is our greatest
satisfaction.
Looking into the
future, ready for
the next challenge.



>Our Team





PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Our Business

›The best tools

›A way to learn how to use them

›Support for technical and product development processes in order to maximise return on investment.

PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Consulting

We help companies to be more innovative, both now and in the future.

PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Training

We help our customers to optimize the use of our tools.

>Our
Partners



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Our
Partners



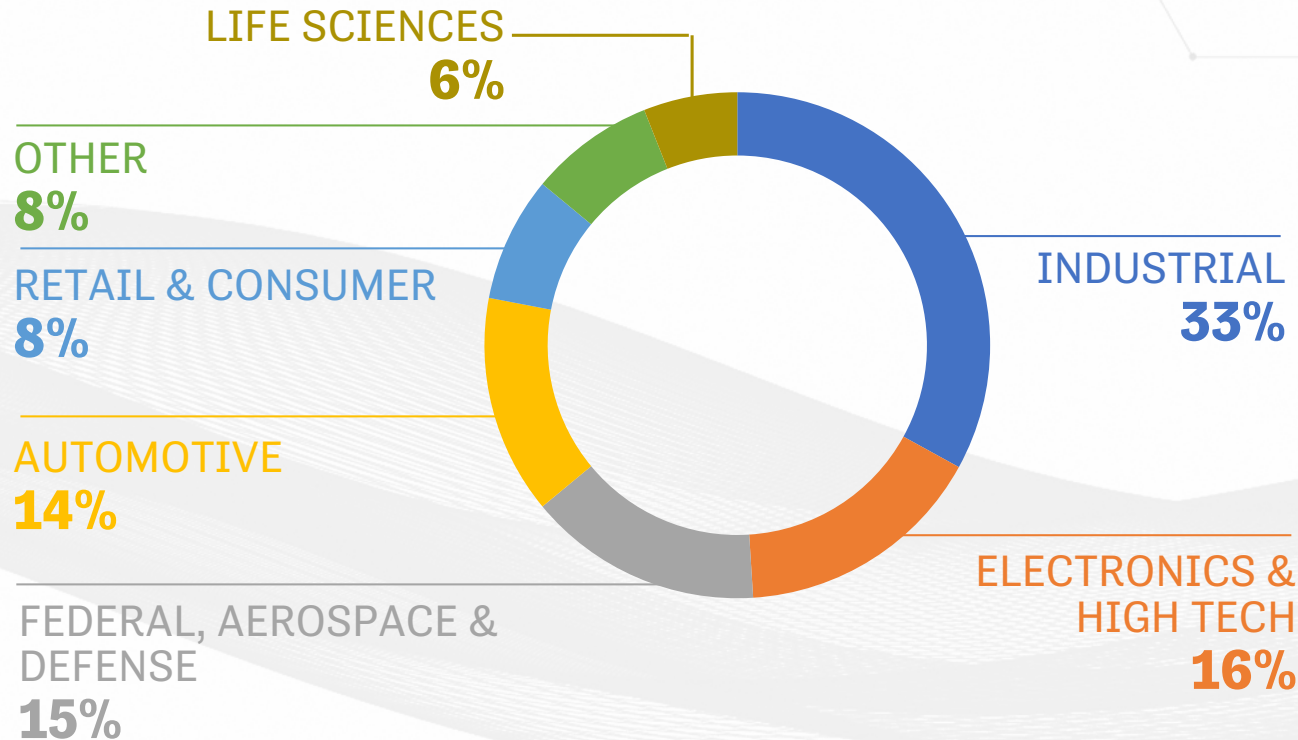
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Platinum Partner since 2007

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> Business Transformation

CAD > PLM > IIoT > AR

> Verticals



>Consulting

>Training

>Software

> Fast Facts

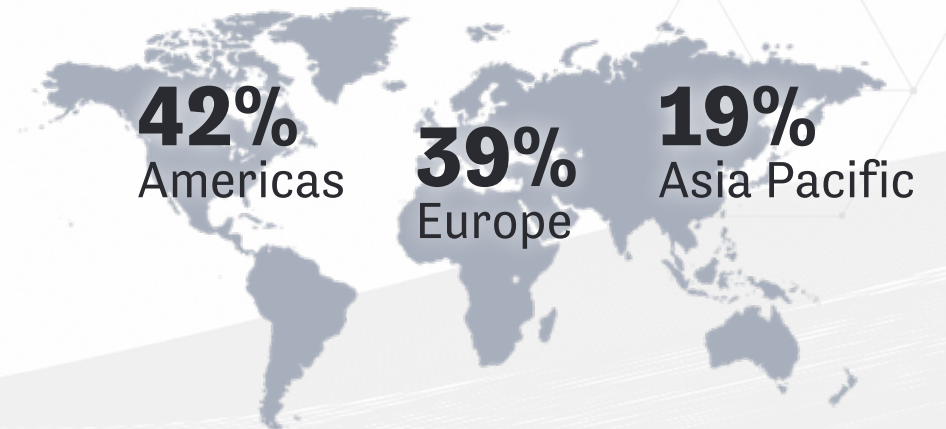
35 Year
Heritage of Innovation

\$1.46B
ARR

6.4K+
Employees

\$1.80B
Revenue

> Global Footprint



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>How Digital Transforms Physical

DIGITAL **Defines** PHYSICAL



DIGITAL Models
Generates
Simulates
Specifies
Produces PHYSICAL

DIGITAL **Manages** PHYSICAL



DIGITAL Catalogs
Configures
Synchronizes
Relates
Mirrors PHYSICAL

DIGITAL THREAD

DIGITAL **Connects** PHYSICAL



DIGITAL Senses
Translates
Monitors
Predicts
Optimizes PHYSICAL

DIGITAL **Augments** PHYSICAL



DIGITAL Recognizes
Guides
Captures
Supports
Virtualizes PHYSICAL

DIGITAL **Disrupts** PHYSICAL



DIGITAL Accelerates
Economizes
Mobilizes
Democratizes
Socializes PHYSICAL

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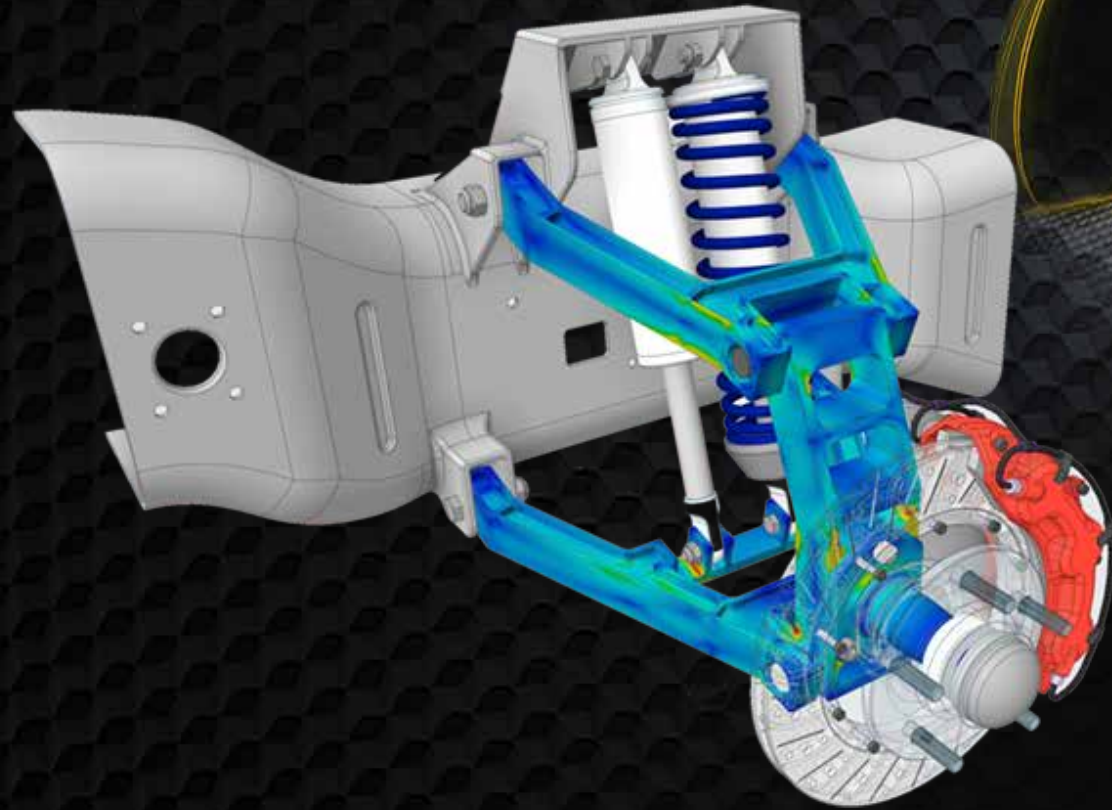
>Consulting

>Training

>Software



>Our
Partners
Ansys



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Revenue **\$1.68B**

Operating Margin **\$496ML**

~2X THE SIZE OF OUR
NEAREST COMPETITOR

(CIMdata June 2020 Report)*

#1 IN
SIMULATION

FOCUSED
SIMULATION IS ALL WE DO

PROVEN

MEMBER OF PRESTIGIOUS

STANDARD
& POOR'S

Nasdaq
100 Index

\$32B market capitalization

(as of February 23, 2021)

COMMITTED

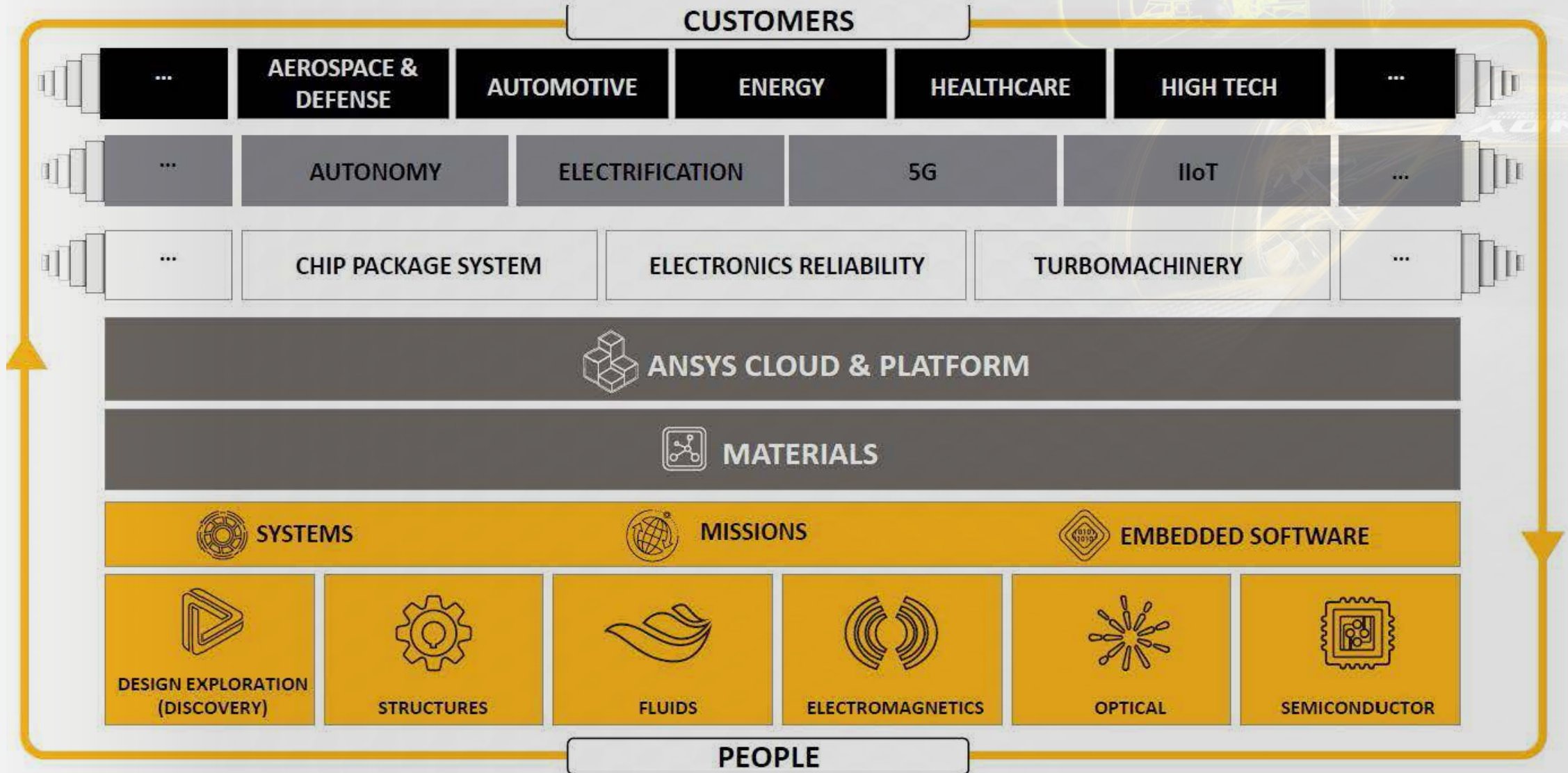
OVERALL CUSTOMER SATISFACTION
GLOBALLY (2020): 89%

CAPABLE

4,800 EMPLOYEES GLOBALLY

85 ANSYS OFFICES

>150 CHANNEL PARTNERS GLOBALLY



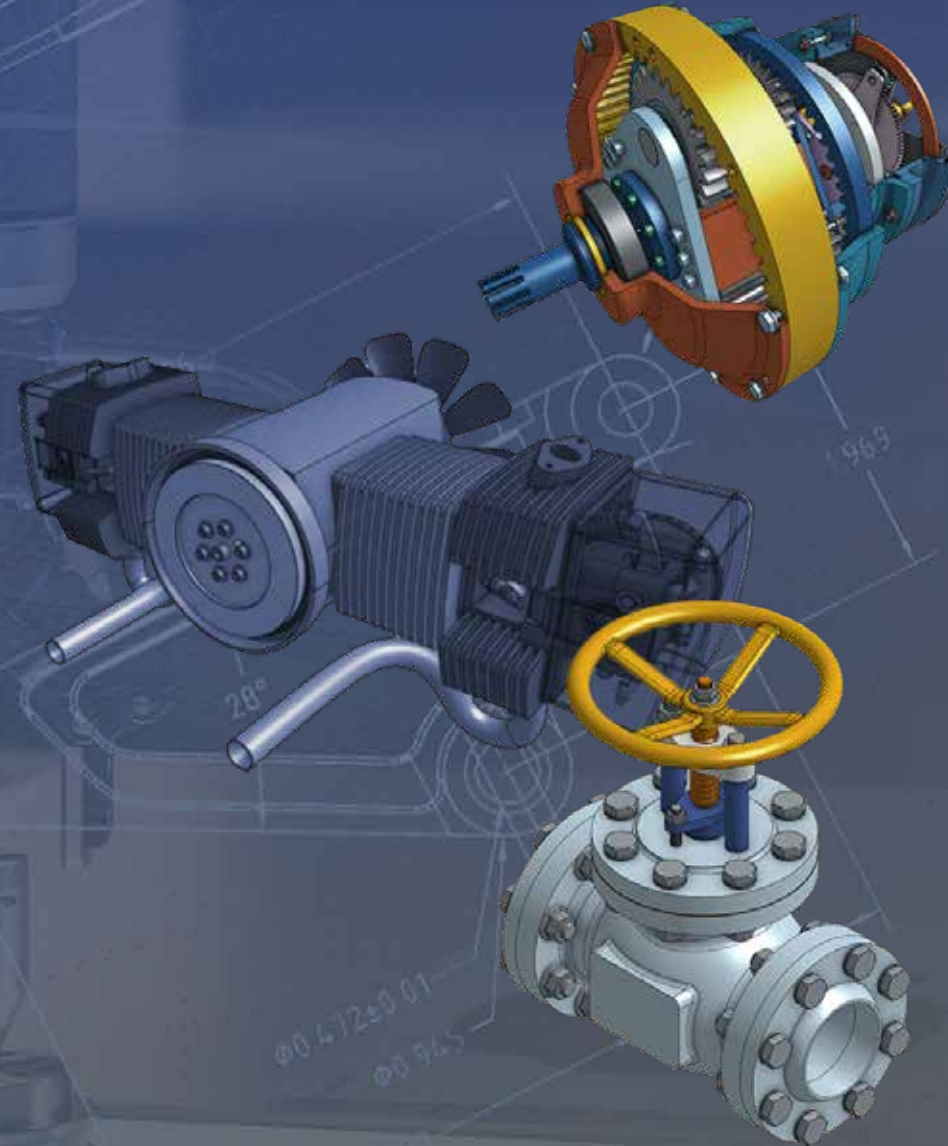
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>Consulting

>Training

>Software

>Our
Partners



#1

Onshape is the #1
fastest growing
CAD system



onshape®

2M

Onshape has over
2M users



The PTC Partner Network is Honored to Recognize



as the 2021 Partner Network Award
WINNER

for Greatest Segment ARR Growth: Onshape



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Consu

KS10

> Our
Partners



PARAMETRIC DESIGN

>Consulting

>Training

>Software



+ 40 CAD formats



Export



Picture & Animation



KeyShot Web™



KeyVR



KeyShot Viewer



Print



Import from anywhere

Prepare, Define, Manage

Export to everywhere

- ENVIRONMENT
- PHOTOSTUDIO
- STUDIO_DARK
- STUDIO_WHITE ✓
- MATERIAL BODY
- MATERIAL HELIX
- EXPLODE
- TURN_ON
- RESET VIEW
- REPLACE BATTERY
- CAMERA MOVEMENTS
- INFO
- SIZE

PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Our Partners



SHIN
SOFTWARE

AR

SHOW
in3D
just before reality!

PARAMETRIC DESIGN

›Consulting

›Training

›Software

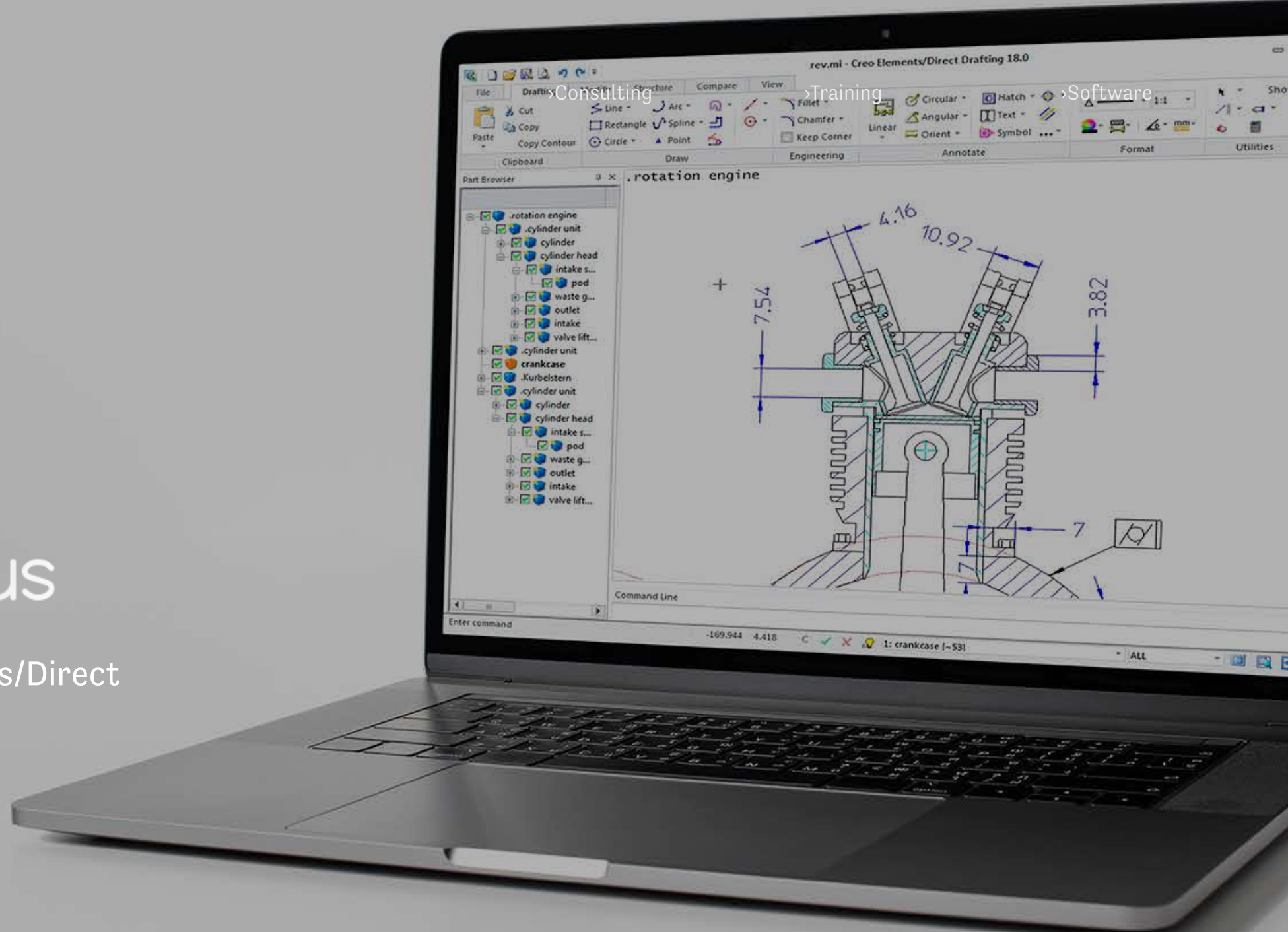


PARAMETRIC DESIGN

>Our
Partners



PTC Creo Elements/Direct



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Our Market

>Transportation

>Design

>Oil & Gas

>Consumer Goods

>Medical
& Wearable
Technologies

>Industrial

PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Transportation



>Transportation References



Microelettrica Scientifica



PIAGGIO®



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Design



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Design
References

CINI & NILS



LUCE
PLAN



TIFFANY & Co.

VALERIO
COMETTI
+V12DESIGN

PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Oil & Gas



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Oil & Gas
References



Faster



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Consumer Goods



PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Consumer Goods
References



FERRERO

GEOMAG™ 

LAVAZZA

TORINO, ITALIA, 1895



mares

 **RANCILIO** GROUP

Sams^onite

PARAMETRIC DESIGN

> Medical & Wearable Technologies

>Consulting

>Training

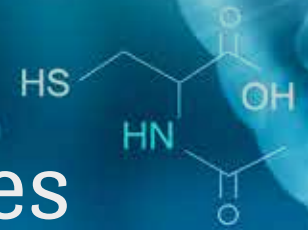
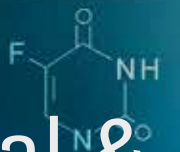
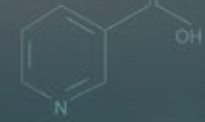
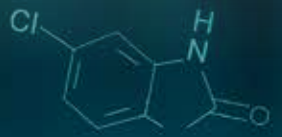
>Software

>Consulting

>Training

>Software

Status Analysis



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>Consulting

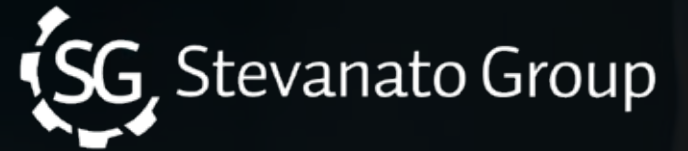
>Training

>Software

>Consulting

>Training

>Software



>Medical &
Wearable
Technologies
References

PARAMETRIC DESIGN

>Consulting

>Training

>Software

>Industrial



PARAMETRIC DESIGN

>Consulting

>Training

>Software



ISTITUTO
ITALIANO DI
TECNOLOGIA



>Industrial References



Schindler

> Fast Facts 2020



Revenue

6.4ML



Projects value

1.25ML



Project

130



ARR

+11%



Team

41



Clients

337



NPS

78,6

> Fast Facts 2021



Revenue

6.5ML



Projects value

1.15ML



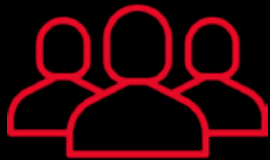
Project

144



ARR

+13%



Team

41



Clients

394

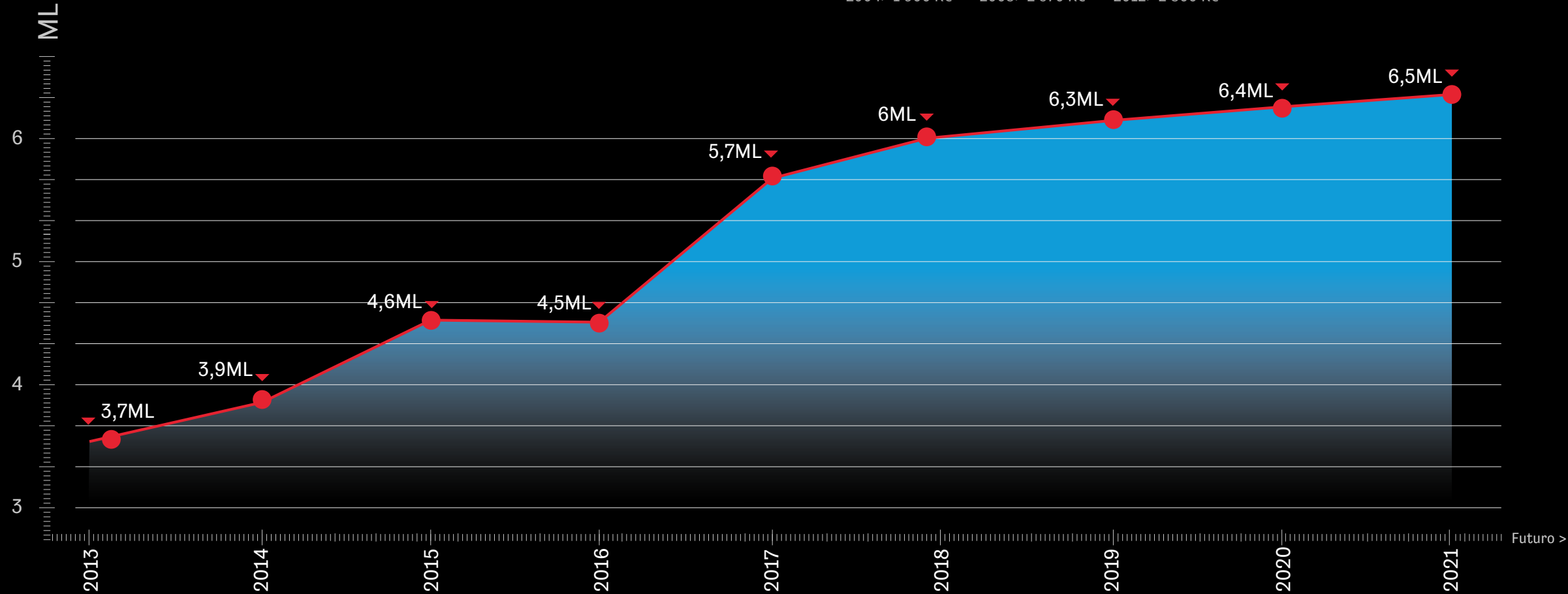


NPS

78,6

>Group Revenue

2001> 440 K€	2005> 1'700 K€	2009> 1'900 K€
2002> 1'100 K€	2006> 2'100 K€	2010> 2'400 K€
2003> 1'600 K€	2007> 2'600 K€	2011> 2'470 K€
2004> 1'900 K€	2008> 2'570 K€	2012> 2'800 K€





**YOUR
TECHNOLOGY
ADVISOR**



Intertek

Organizzazione con Sistema di Gestione per la Qualità certificato
UNI EN ISO 9001:2015

N. Reg. 1816370-00

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