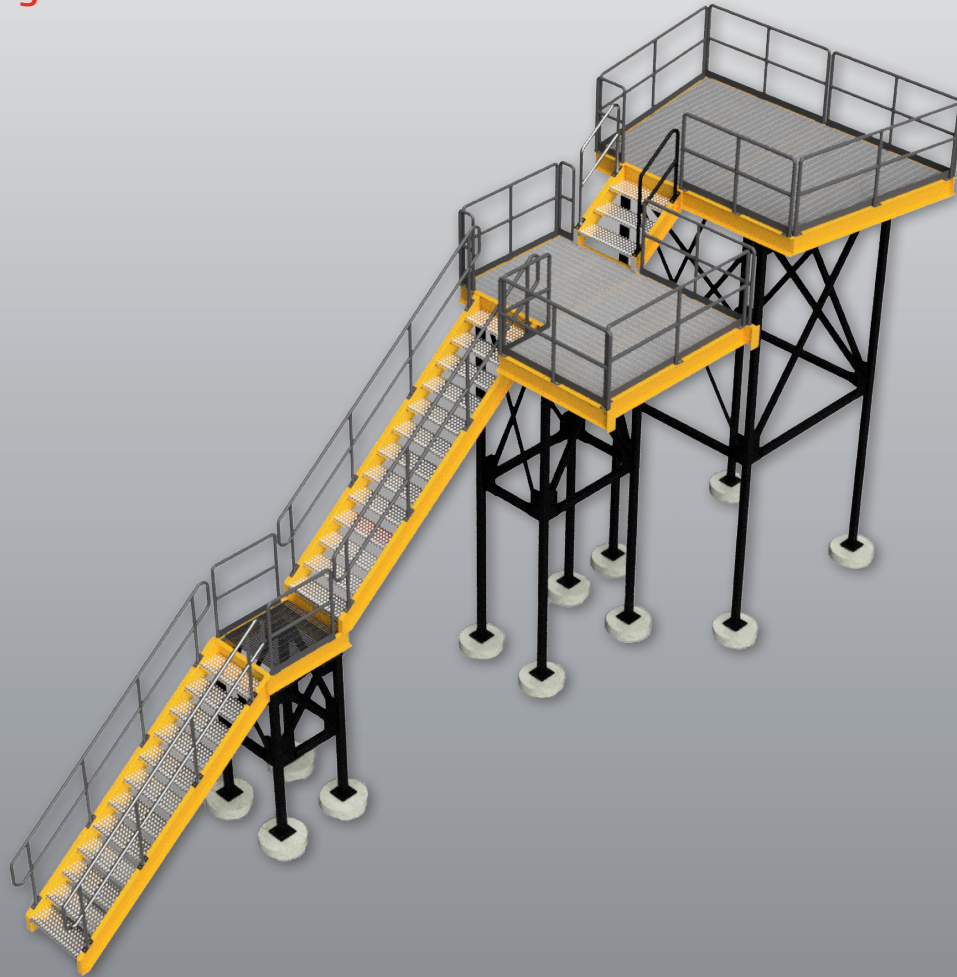# SEDIN TECHNOLOGIES PVT. LTD.
ACCELERATING PRODUCT DEVELOPMENT CONSULTING PROJECTS WITH 3DEXPERIENCE WORKS SOLUTIONS
Case Study

Sedin Technologies implemented **3DEXPERIENCE** Works data management, collaboration and communication solutions to improve collaboration and communications with its manufacturing clients worldwide, resulting in a 40-percent reduction in development cycles for products like this staircase for the dairy industry.

Challenge:
Improve collaboration and communication with manufacturing clients to avoid delays associated with long-distance travel and COVID-19 pandemic lockdowns, and accelerate product development.

Solution:
Add 3DEXPERIENCE Works collaboration, data management, and communication solutions—including Collaborative Designer for SOLIDWORKS, Collaborative Industry Innovator, and Collaborative Business Innovator roles—to its existing SOLIDWORKS software implementation.

Results:
- Reduced development time by 40 percent
- Saved 70 to 80 percent of the time needed to locate a file
- Improved communication, collaboration with manufacturing clients
- Avoided delays related to travel, COVID-19 pandemic lockdowns

> "One of the most creative ideas is the 3DSwym community, where all of the data, designs, information and ideas can be shared among the users. Everyone—from designers, engineers and sales professionals to clients, partners and suppliers—can access the platform worldwide. For example, our customers' production teams can access files in any format on their shop floor directly from the **3D**EXPERIENCE platform."
>
> — Venugopal Kannadaguli, Engineering CAD Manager

Sedin Technologies Pvt. Ltd. is a leading technology consulting firm that has helped businesses untangle challenges, infuse innovation, and more quickly move from strategy to execution since 2006. With offices in Australia, Canada, India, and the United States, the company provides a wide range of technology consulting services, including data & analytics, digital commerce, enterprise asset management, enterprise content management, enterprise engineering, robotic process automation, sales force management, and general technology consulting.

The Sedin Engineering Division provides complete, end-to-end engineering design services for machinery manufacturing, industrial automation, piping design, analysis, product lifecycle management (PLM) solutions, and consulting services across multiple industries for global manufacturing clients. This product development group began using SOLIDWORKS® 3D design software in 2020 to create product designs and prepare them for production. However, as Sedin's Engineering Division began to take on more and more projects, including many for clients located far away from Sedin offices, the group needed solutions for managing data and collaborating and communicating with clients without having to travel, especially during the lockdowns associated with the COVID-19 pandemic, according to Engineering CAD Manager Venugopal Kannadaguli.

"When we started getting more and more projects, the collaboration and communication between our users and clients became difficult," Kannadaguli explains. "So, in November 2021, we began using **3D**EXPERIENCE® Works data management, collaboration, and communication solutions, which we heard about from one of our customers and became familiar with by attending some webinars."

Sedin decided to add data management, collaboration, and communication solutions—including Collaborative Designer for SOLIDWORKS, Collaborative Industry Innovator, and Collaborative Business Innovator—to its existing SOLIDWORKS installation from the **3D**EXPERIENCE Works portfolio. The innovation portfolio leverages the cloud-based **3D**EXPERIENCE platform to give customers access to the power of Dassault Systèmes' industry-leading tools for design, simulation, manufacturing, and marketing. "Prior to implementing **3D**EXPERIENCE Works solutions, we faced problems in communicating and sharing data with our clients," Kannadaguli reiterates.

"This issue became even more pressing due to the COVID-19 pandemic, which forced all of our users to work remotely," Kannadaguli continues. "We implemented **3D**EXPERIENCE Works solutions to acquire a cloud-based solution for PLM as well as a unified, secure workspace to more easily collaborate on designs and keep projects on track."

WORKING WITH CLIENTS FROM ANYWHERE

Using **3D**EXPERIENCE Works solutions, Sedin can collaborate with manufacturing customers and other offices worldwide over the cloud, allowing the company to cut development cycles by 40 percent. "Our clients are typically in different geographic locations, and we can connect with them using the **3D**EXPERIENCE platform and its communication tools," Kannadaguli notes.

"The project requirements are shared through the common space in the form of a PDF file," Kannadaguli explains. "Then, specific tasks are assigned to specific users for completion. The finished product files are uploaded then to 3DSpace, and the design process is complete. Overall, we have saved around 40 percent of our time after we implemented **3D**EXPERIENCE Works solutions, and solution apps like 3DSwym, 3DSearch, 3DSpace, 3DPlay, 3DMarkup, Collaborative Tasks, and a few others helped us achieve our targets."

MANAGING PRODUCT DATA EFFICIENTLY

Using SOLIDWORKS in conjunction with **3D**EXPERIENCE Works solutions, Sedin completed 25 product development projects within the first several months of implementing the solutions, relying on the portfolio's transparent data management capabilities to efficiently manage all of the component and assembly design data and associated documentation. Many of these projects involved agricultural projects for the dairy industry, including pusher machines, staircases, and structural platforms.

"**3D**EXPERIENCE Works data management is a good solution to have because it allows us to manage, share, and locate data simply and efficiently," Kannadaguli stresses. "One of our projects involved an assembly of roughy 1,200 parts, which three users developed in just eight weeks. Data management tools like 3DSearch and 6W Tags make searching for a specific file fast and easy and has helped us save 70 to 80 percent of our time."

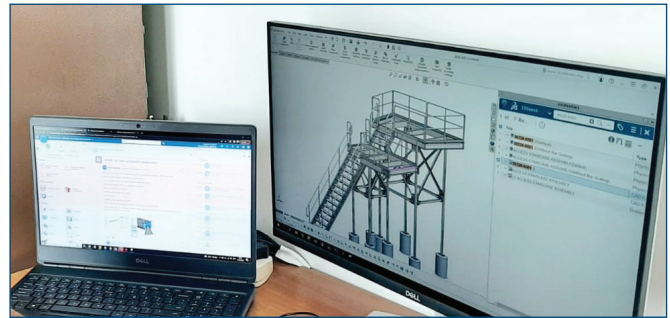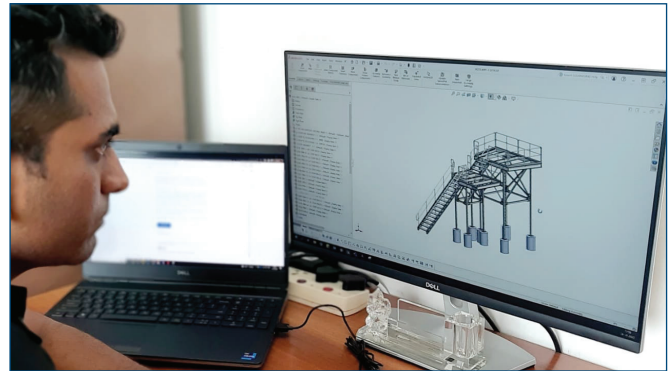## CLOUD-BASED INNOVATION LINKS OFFICES AND CLIENTS WORLDWIDE

By adding **3D**EXPERIENCE Works data management, collaboration, and communication solutions to its SOLIDWORKS implementation, Sedin can easily work with other offices and clients located anywhere worldwide over the cloud-based **3D**EXPERIENCE platform. "Dassault Systèmes has been innovative especially with the **3D**EXPERIENCE platform and its solutions," Kannadaguli says.

"One of the most creative ideas is the 3DSwym community, where all of the data, designs, information, and ideas can be shared among the users," Kannadaguli adds. "Everyone—from designers, engineers, and sales professionals to clients, partners, and suppliers—can access the platform worldwide. For example, our customers' production teams can access files in any format on their shop floor directly from the **3D**EXPERIENCE platform."

With **3D**EXPERIENCE Works data management, collaboration and communication solutions, Sedin Technologies has been able to reduce travel costs and related delays by communicating and collaborating more effectively with manufacturing clients worldwide on the cloud-based **3D**EXPERIENCE platform.