

# Comment les objets connectés transforment les organisations Ingénierie et Services des entreprises ?

**Franck Bonnay** – Strategic Account Manager  
**Matthieu Huck** – Business Transformation Manager



Headquartered in Needham, Massachusetts

More than 6,000 employees worldwide

Next-generation technology platforms for smart, connected products, operations, and systems

Leading provider of enterprise applications to:

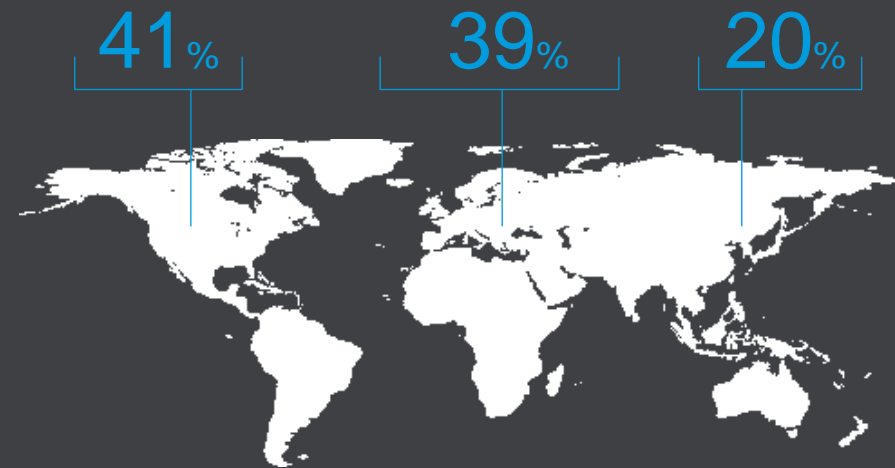
- Create
- Operate
- Service

Market leading IoT platform vendor:

Technology, awards, customers, partners and ongoing investment

\$1.3B total revenue (2014)

## Global Footprint



FY 2014 revenue by region

## Strong Market Presence

28,000

active customers

A continuously changing context ...

*PTC Vision Shaped By Macro Forces*

PTC®



TRANSFORMATION

# 50 Billion Connected Devices

7 Billion  
Connected  
Devices



2010



2020

2035



# 1 Trillion

# 100M APPS





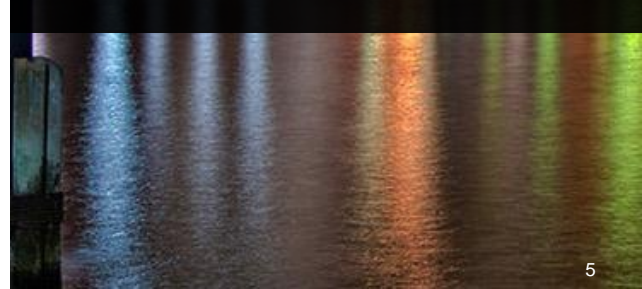
**Smart, Connected Products**  
Remote Service, Ops & Analytics

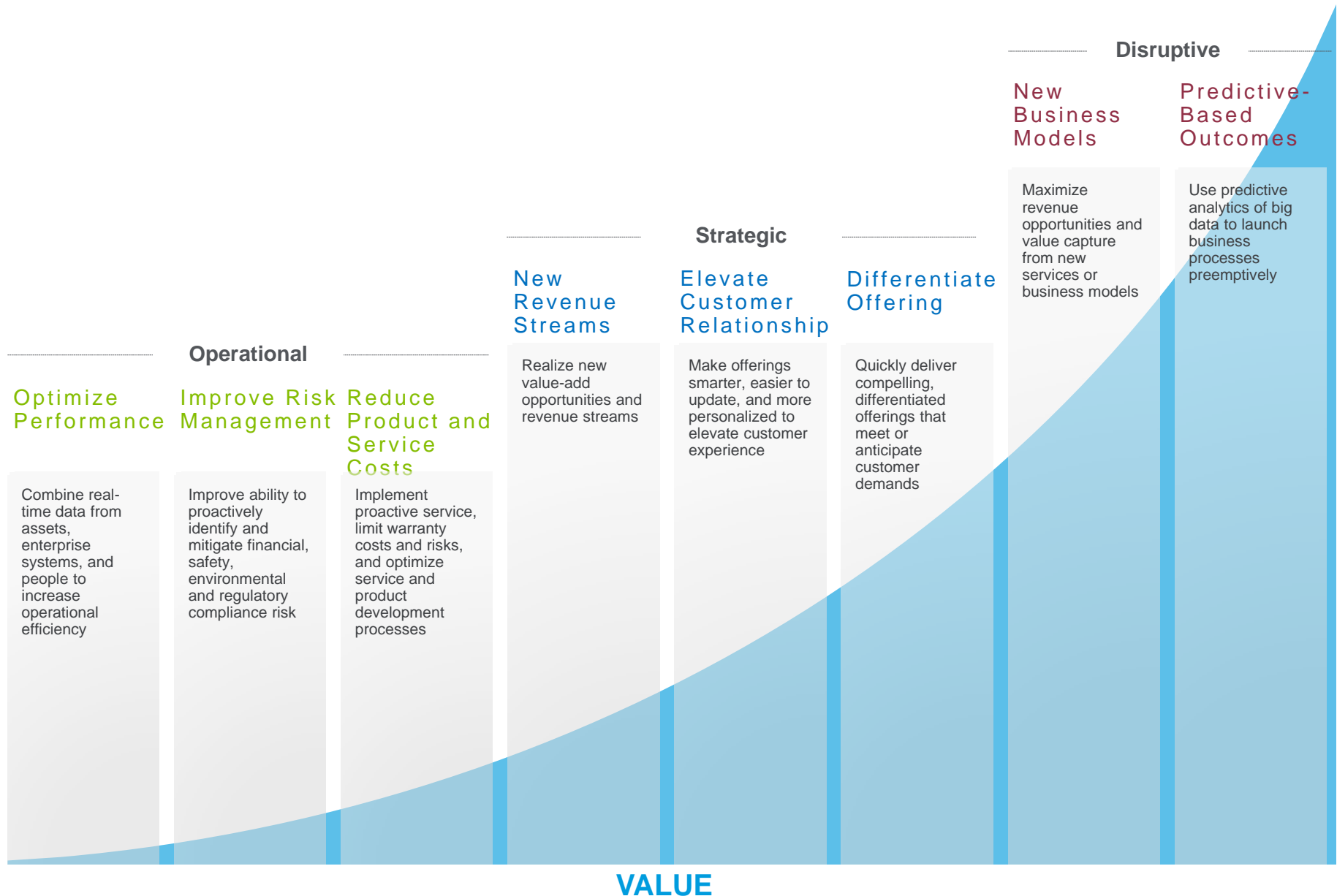


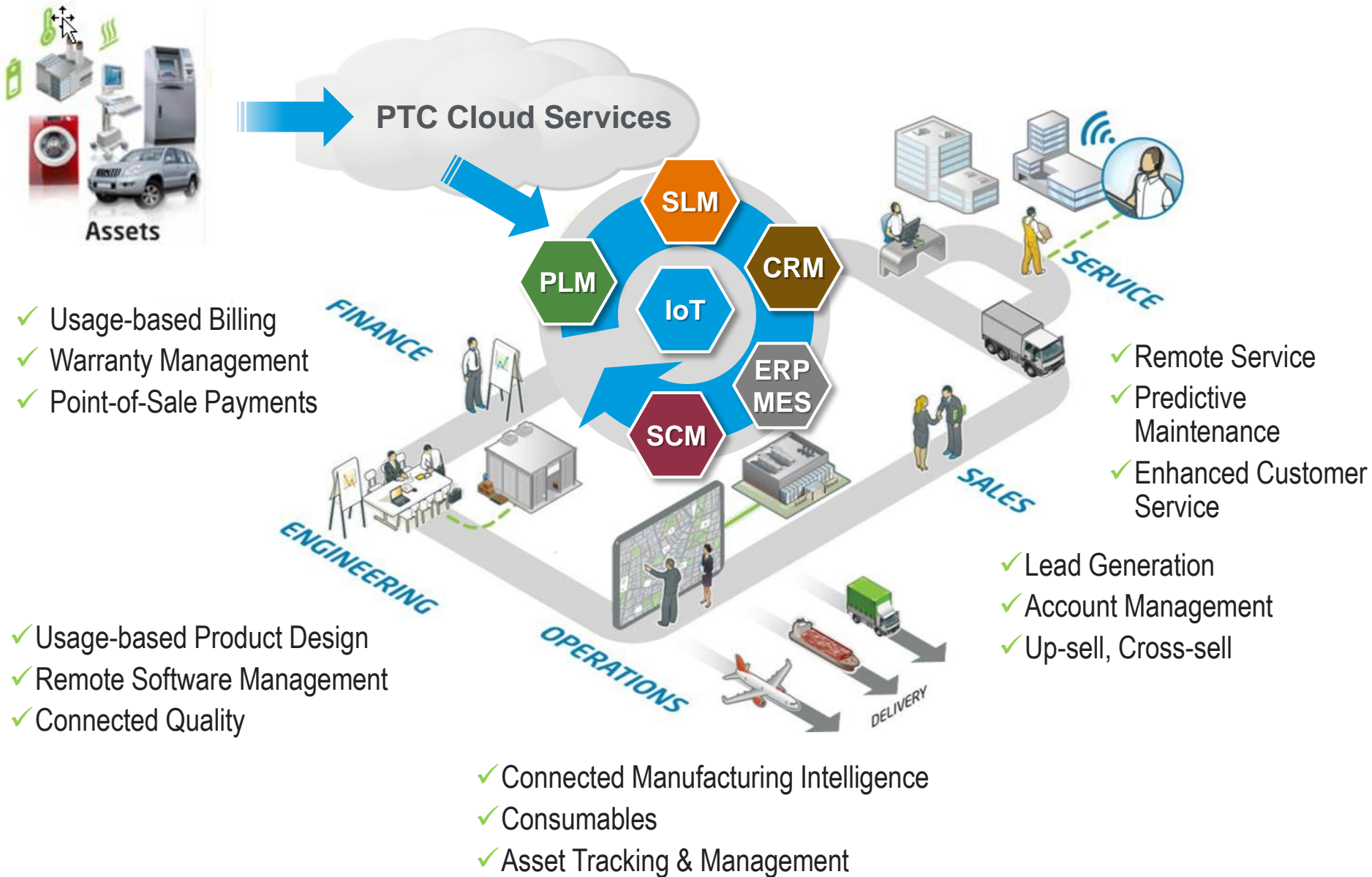
**Smart, Connected Operations**  
Brilliant Factory/Industry 4.0



**Smart Connected Systems**  
Smart Farms, Smart Cities, etc.









Improving Service across the continuum requires change and transformation



Sale of Products  Sale of Outcomes 





GE Aviation

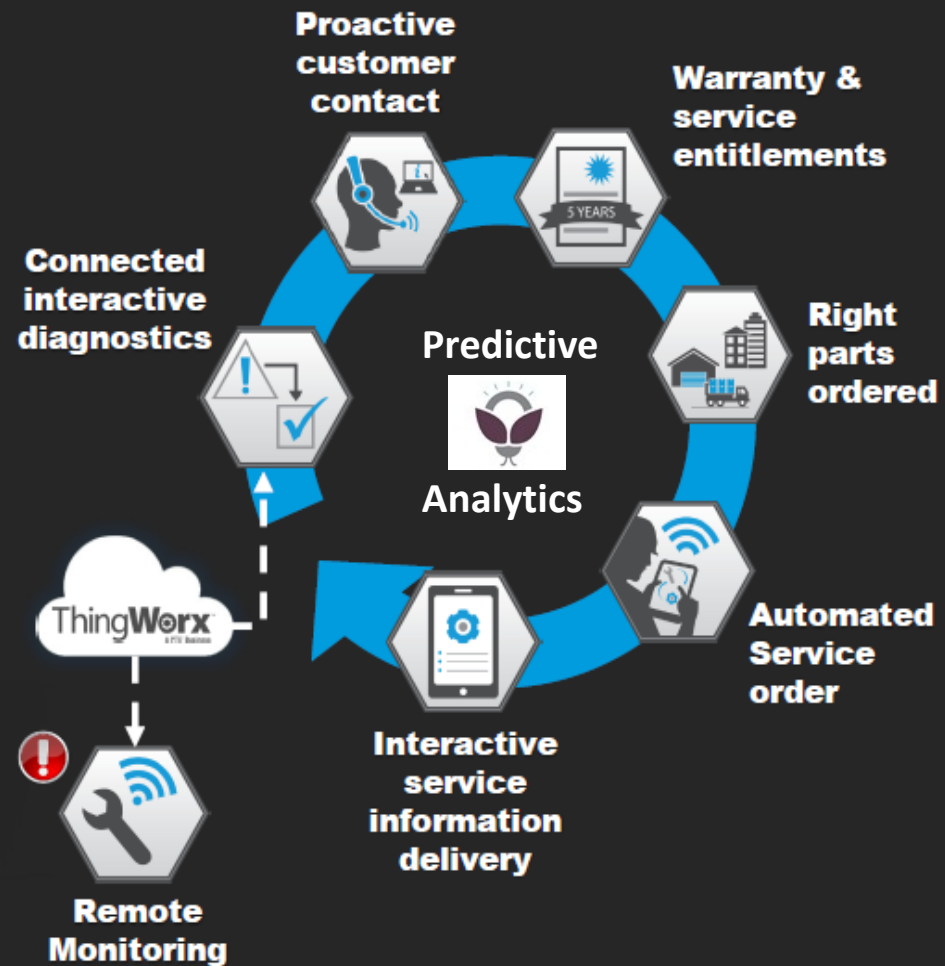


## **Prior engines:**

- 1 KB/Flight
- 30 Parameters measured
- 1 snapshot/flight

## **New generation engines:**

- 500 GB/Flight
- 5,000 parameters measured
- 1 snapshot/second







Total Lifecycle Management for High Performance Buildings  
*Comfort, Energy Efficiency and Higher Productivity*

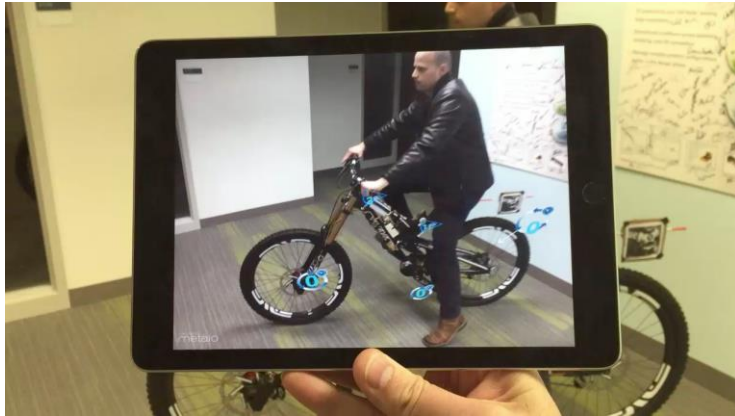
**~25% Revenue**

From New Innovative Product-based Services  
*and growing*

**~32% Revenue**

From Service and Parts  
*and growing*

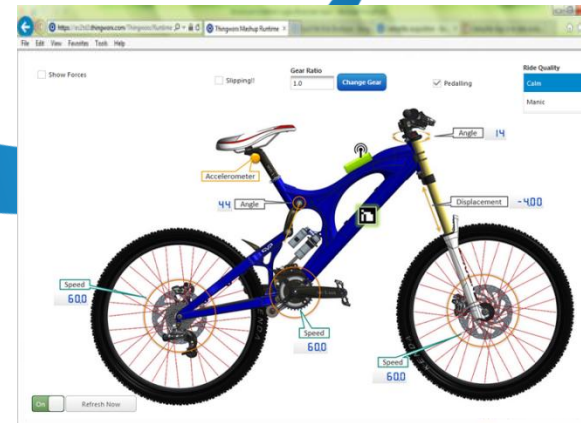
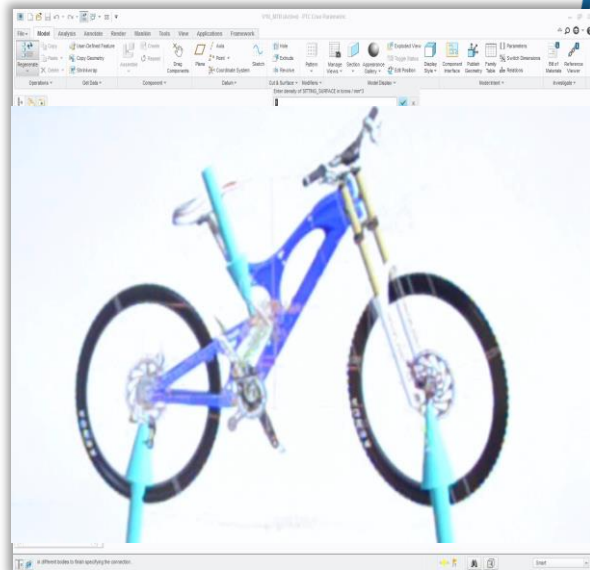
Augmented  
Reality



Physical



Digital Twin



Connected  
Product  
Dashboard









Next-generation technology platforms  
and enterprise applications

Transforming how customers...



CREATE



CONNECT



ANALYZE



OPERATE



SERVICE

...smart and connected products, operations and systems



PTC<sup>®</sup> PRODUCT & SERVICE  
ADVANTAGE<sup>®</sup>