



驅動設計 · 引領製造

SolidWizard Technology

The Best 3D digital innovation platform for R&D design and manufacturing



Paul Yang Vice President



Nov. 17th 2023



SolidWizard

實威國際

驅動設計 · 引領製造



About SolidWizard



CAID CAD CAE RP RE CAM PDM CONSULTING

SolidWizard

SolidWizard

- ✓ SolidWizard (8416) founded in 1997, headquarter in Taipei, Taiwan
- ✓ 11 offices and 350 employees in Greater China
- ✓ Providing the best industry 3D Design, Simulation, Manufacturing and governance solution, consulting services
- ✓ Over 26 years of consulting experience with over 10000 customers



 www.swtc.com
 0800-868-358
 0800@swtc.com

Company History



1997

Founded in Taipei, 5 people



2004

Founded in Shanghai



2012

Listed(8416)

2013



2016

2018
Rev.>NT\$1B



2019



2021



2022

2023



For 26 years, we still maintain the entrepreneurial spirit and continue to grow steadily

Vision

Becoming the McKinsey Consultant Like for Manufacturing in Asia Pacific

Smart Digital Transformation

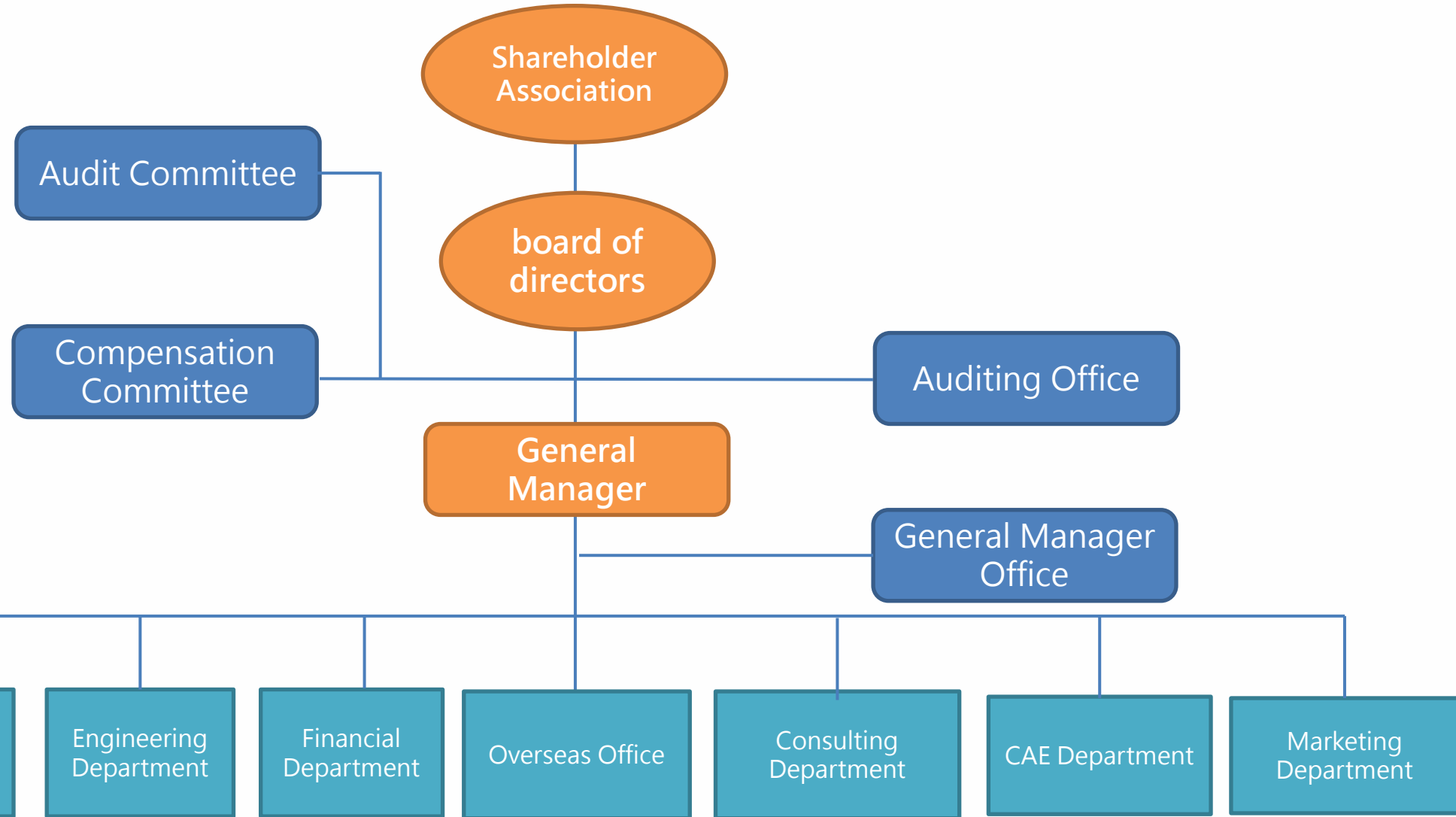
With data as the core, to establish a single digital platform, and intelligent shortcuts from design to manufacturing, marketing and sales are connected in series. On the road of enterprise transformation to intelligent manufacturing, SolidWizard can help.



3DEXPERIENCE® WORKS

MANUFACTURE
ENOVIA MANAGE
DELMIA WORKS
ENOVIA WORKS
SIMULATE
SIMULIA WORKS
DESIGN
SOLIDWORKS

Organization Chart



Main Product – 3D Software




DESKTOP


TAIWAN
Exclusive

CLOUD


3DEXPERIENCE® WORKS




SOLIDWORKS




DraftSight




SW Electrical




SW Simulation / Flow / Plastics




SW Composer




SW Visualize




SW Inspection




SW MBD



SW CAM



SW PDM / Manage



DelmiaWorks

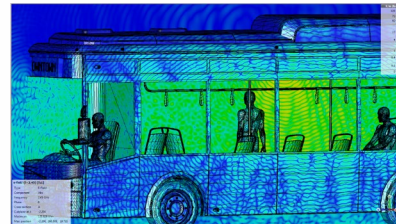
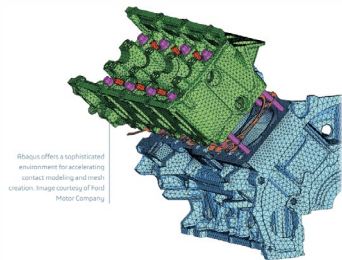


3DEXPERIENCE® WORKS ecosystem diagram showing a central play button icon with '3D' and 'V.R.' labels. Surrounding it are logos for DELMIA MANUFACTURE, ENOVIA MANAGE, SIMULIA SIMULATE, and SOLIDWORKS DESIGN. Below these are the text labels 'DELMIA WORKS', 'ENOVIA WORKS', 'SIMULIA WORKS', and 'SOLIDWORKS'.

Main Product – 3D Software



DESKTOP



Main Product – Machines / Robot

3D Printer

 **Markforged**

formlabs 


3DSYSTEMS

UnionTech

3D Scanner

SCANTECH

 **Artec 3D**

Co-Robot
/3D Camera/AI

 **UNIVERSAL ROBOTS**


MECH MIND

 **on robot**

RE/Inspection

 **Geomagic® Design X™**

 **Geomagic® Control X™**

Main Product – Academia Software

SOLIDWORKS

3DEXPERIENCE WORKS

SIMULIA

 **SOLIDWORKS**
Education

3DEXPERIENCE® 

 **SIMULIA**
ABAQUS

CST 



Product Applications





SolidWizard

實威國際

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Business strategy

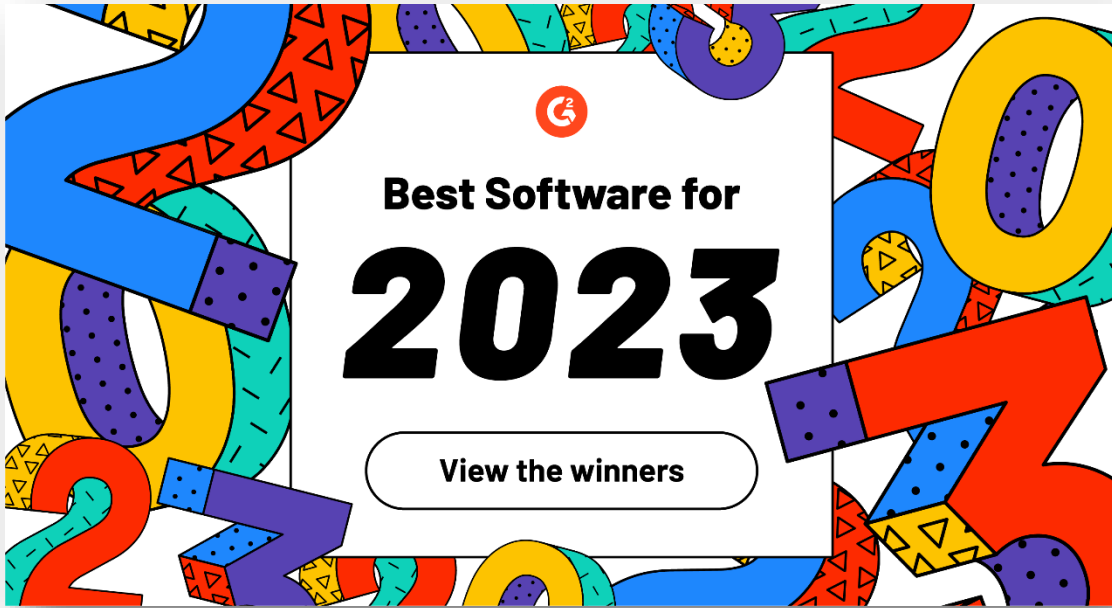


CAID CAD CAE RP RE CAM PDM CONSULTING

SolidWizard



2023 Global Best CAD&PLM -OLIDWORKS



G2 announced the best CAD&PLM software product in 2023 is
SOLIDWORKS

G2.com Global largest on-line software evaluation website

Best Software by Function / CAD and PLM Products

The screenshot shows the G2.com product page for SolidWorks. At the top, it says '1 SOLIDWORKS'. Below that is the SolidWorks logo and a 'View profile' link. A description states: 'SOLIDWORKS offers complete 3D software tools that let you create, simulate, publish, and manage your data. SOLIDWORKS products are easy to learn and use, and help you design products better.' The 'Main Category' is 'Mechanical Computer-aided Design (MCAD)'. Under 'G2 Awards', there are three 'Leader' badges for 'Summer 2023'.

資料來源：<https://www.g2.com/best-software-companies/top-cad-and-plm>

3D CAD Perpetual / Leasing Solutions

 **SOLIDWORKS**

3D CAD軟體 業界唯一

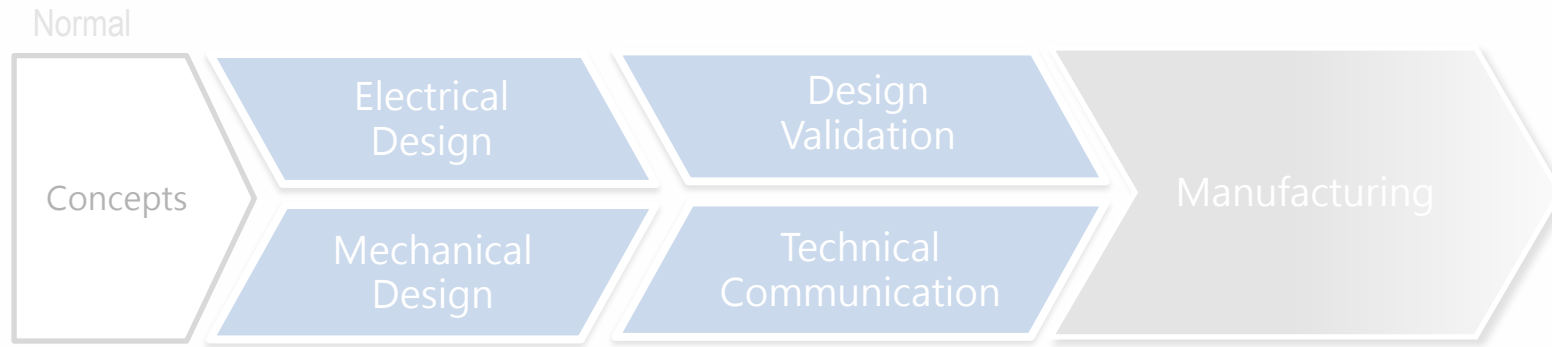
永久授權

&

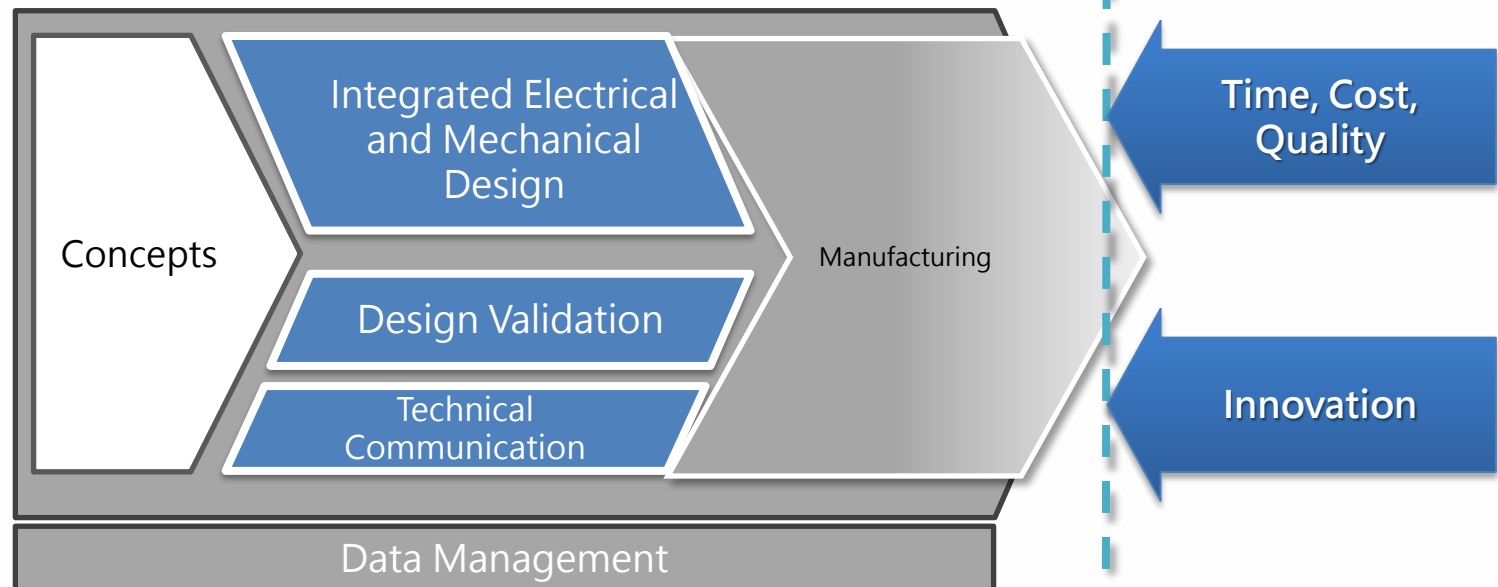
自由選擇

訂閱方案

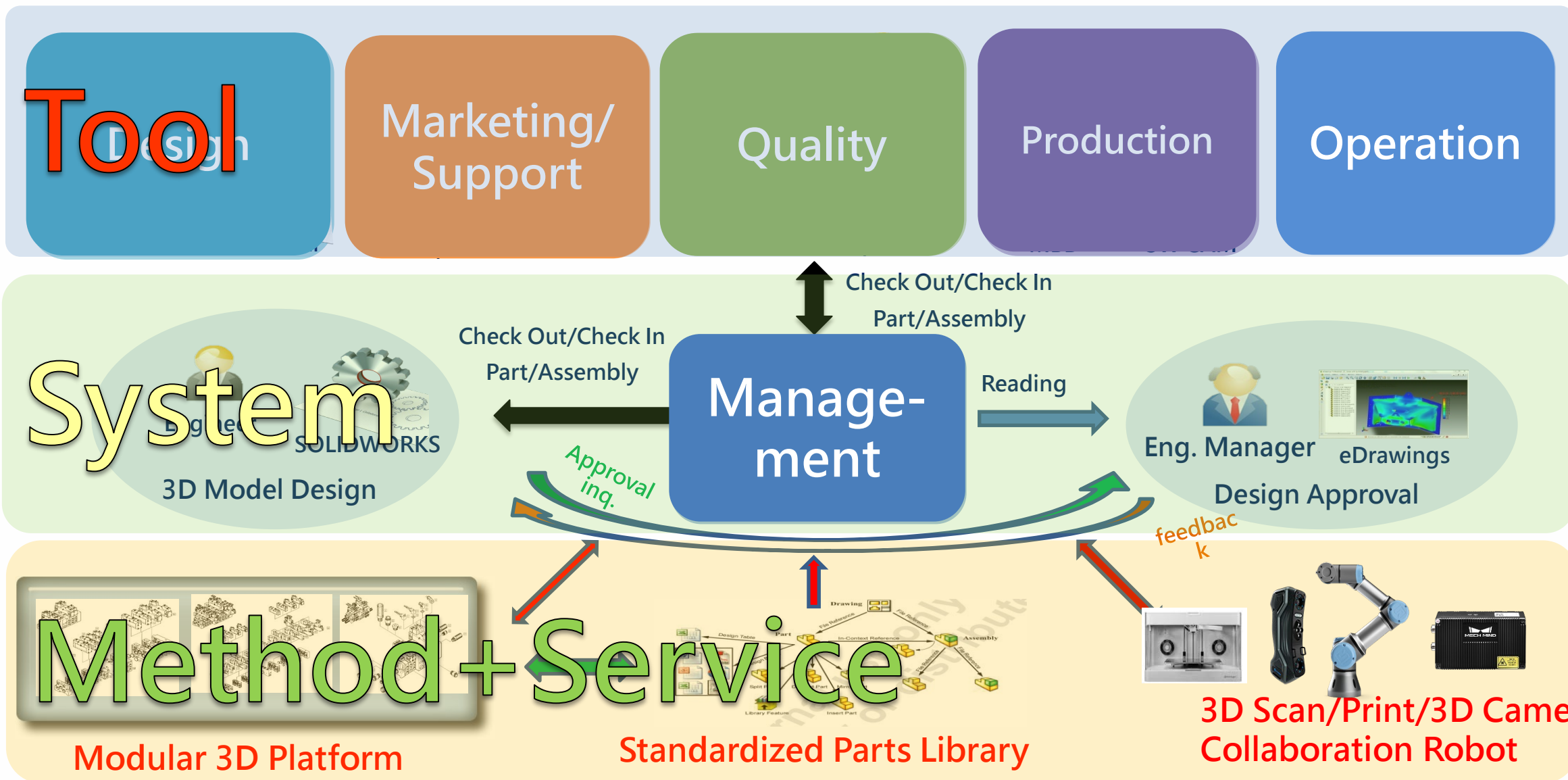
Accelerate Development Lifecycle



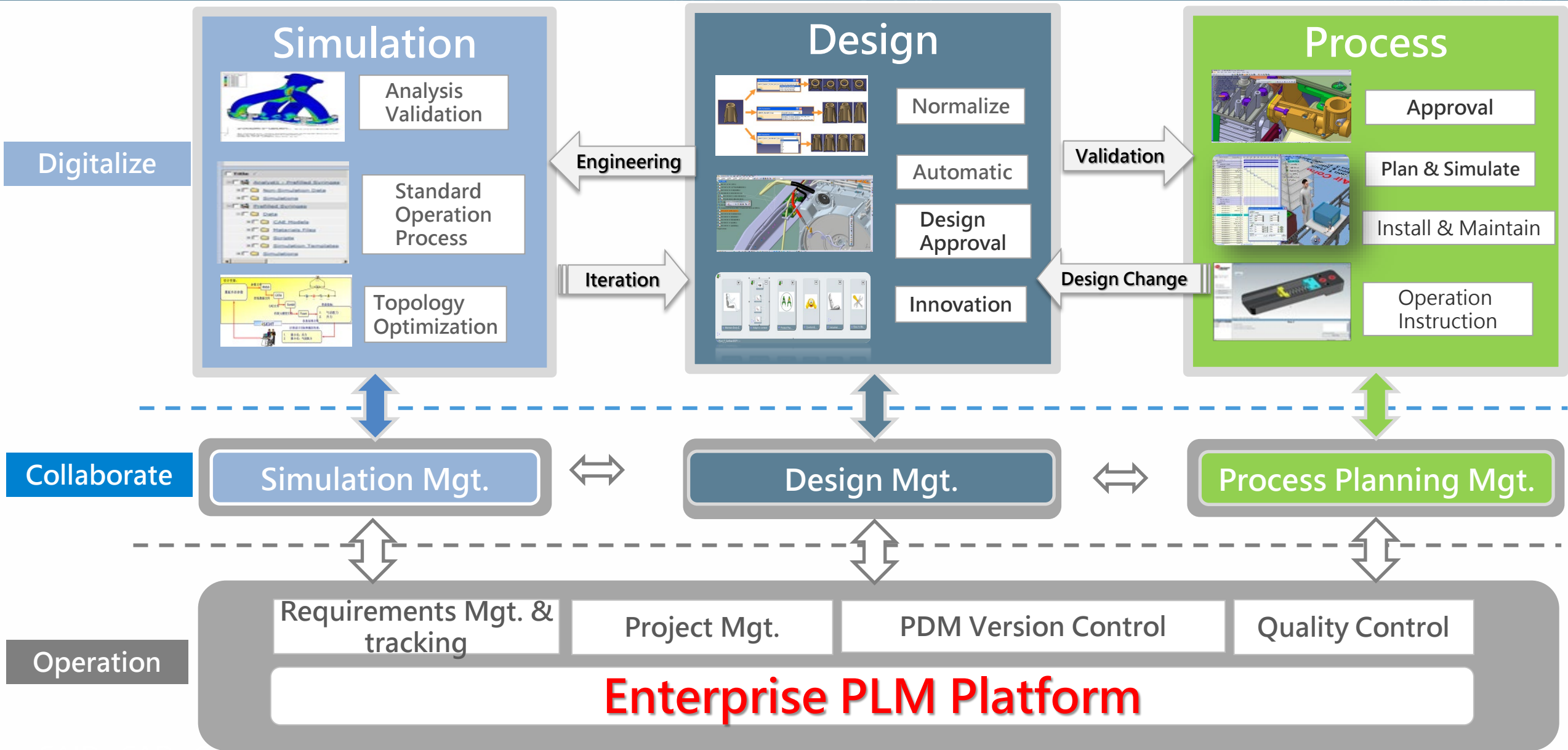
What SolidWizard Offering – Integration 3D Design Platform



SolidWizard 3D Innovation Developing Platform



Consultative enterprise digital platform planning



335 Consultative service

5 years strategic cooperation

3 years of excellence

Now

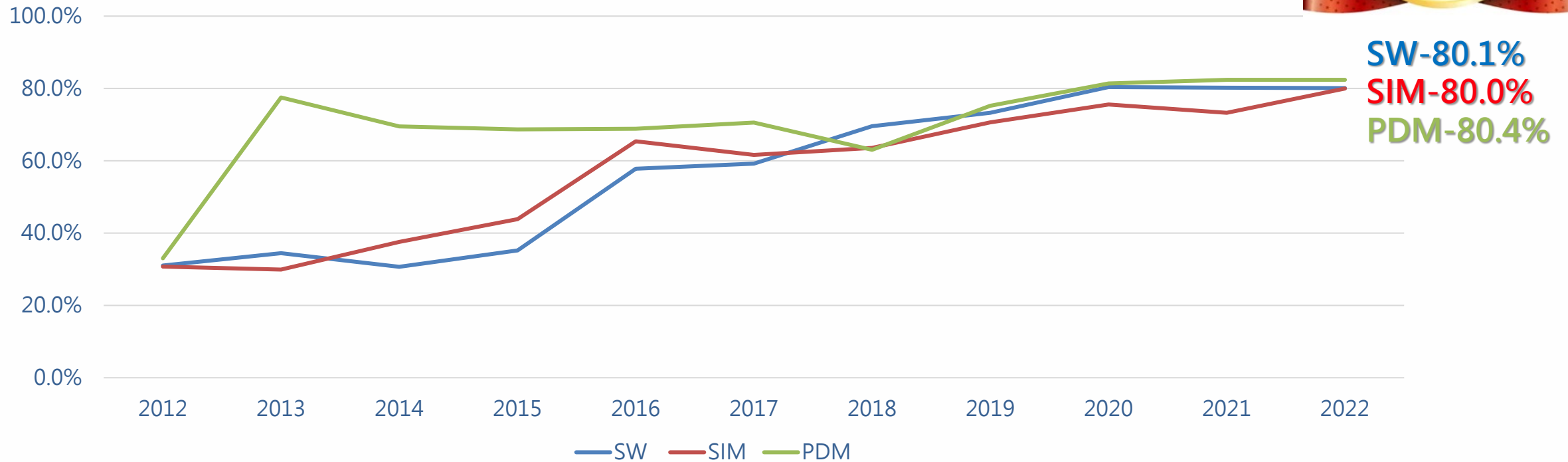


SOLIDWORKS Consulting Service Performance

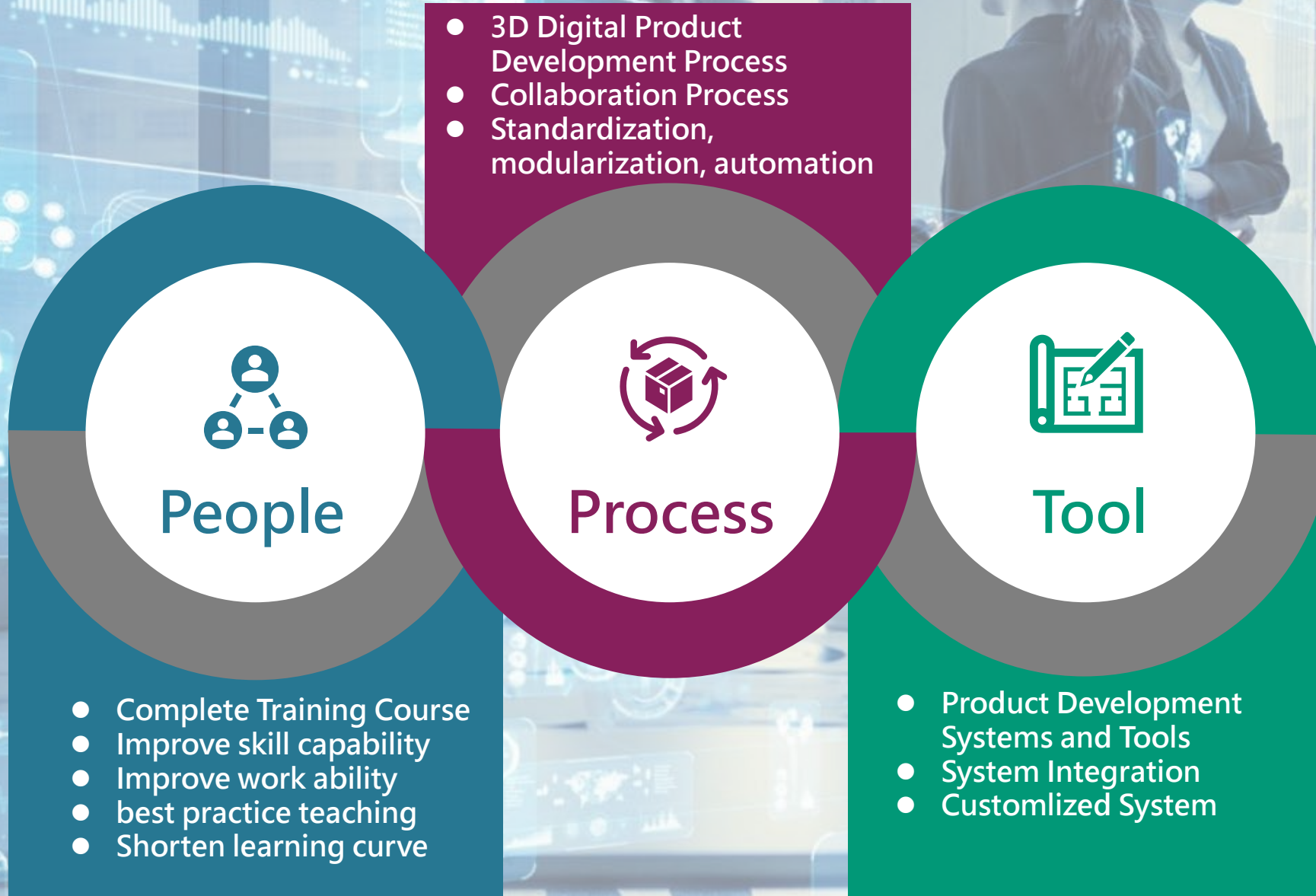
- **SOLIDWORKS Consulting Services on time rate ranking No.1 in Greater China**
- **McKinsey Consulting Service revenue share over 60%**



SW/SIM/PDM Consulting Service On Time Renewal Rate



Efficiency improve - 3D Platform consulting service





ESG



Sustainable Ecological Challenges

- Doing whatever others do
- EG: Charity, Wastewater Recycling
 , Energy Conservation and Carbon Reduction

2012 ————— 2019

研究四千家企業
他們的 ESG 策略沒有差異化

哈佛商業評論
Harvard Business Review
全球繁體中文版

台灣聚焦
HBR CEO 100強系列
44 神基科技董事長黃明漢
79 金管會主委黃天牧談台灣公司治理3.0
84 開發自己的領導風格
94 活用隨選人力大軍
104 行銷的關鍵下一步
114 領導人拔擢流程大改造

新報第172期
2020年12月號
www.hbrtaiwan.com

除了營收與獲利，企業還需要重視環境、社會與治理

ESG 永續新浪潮



2020年已是台灣的ESG元年，
大部分ESG基金的績效都表現良好。
從領導人到董事會，
該如何聚焦在有財務意義的ESG議題上，
為企業製造差異化，取得競爭優勢？

定價420元 HK\$125
9 771681 024039 12
www.hbrtaiwan.com

Using PLM to Assist in Sustainable Ecological Environmental Challenges

From the Perspective of Product Design, Integrating Measurable Sustainable Indicators



accenture DASSAULT SYSTEMES

Digital Twin Can Help Reduce Carbon Emissions

by 7.5 Gt CO₂e

Using 5 use cases only



300 senior execs surveyed by the FT

Execs are considering **how to start** integrating sustainability principles generally into product and service development

36%

Technology/digital department have made sustainable product and service innovation a priority in

68% of cases

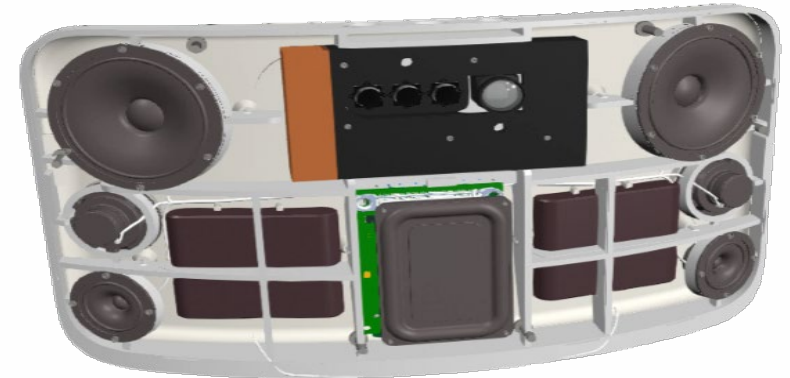
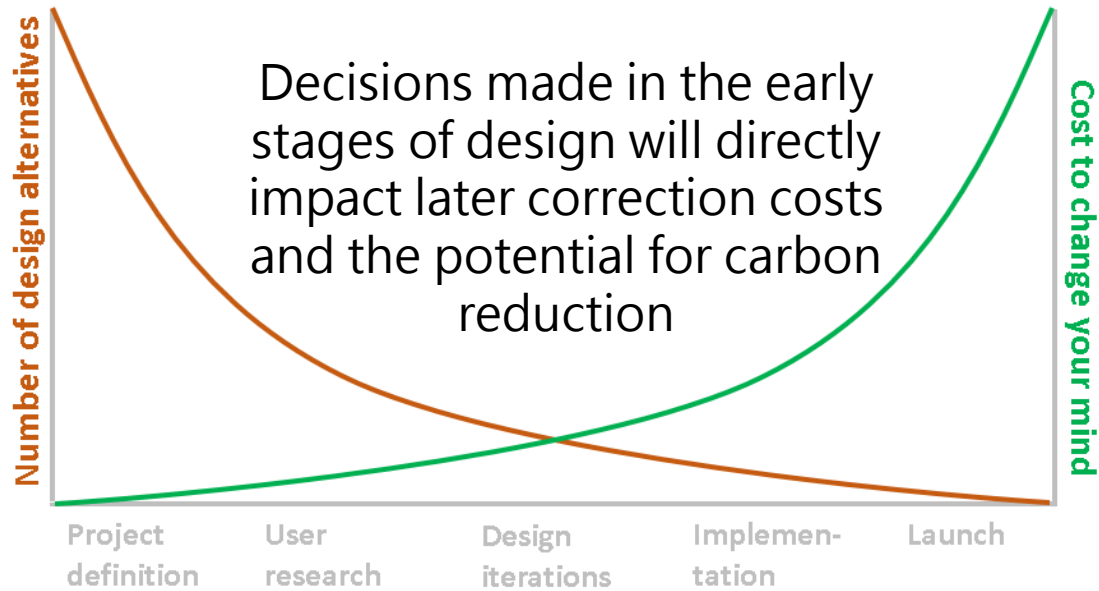


New **LCA** Evaluation Tool Assists Clients in Guiding and Integrating Sustainable Ecological Design Concepts into **PLM**

A year long lead up to this moment!

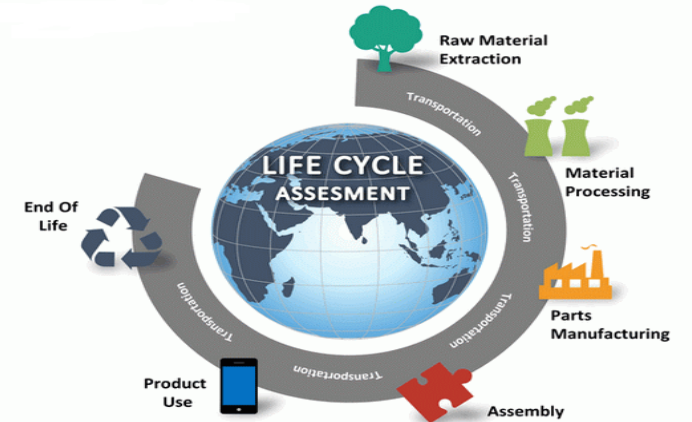
Starting from the Product Design Stage

Accurate estimation of carbon footprint calculations will become a crucial decision indicator in the product design process, with **80%** of a product's environmental impact already formed during the **design stage**



Product ecological assessment must be involved early on and continuously planned until completion

LIFE CYCLE ASSESMENT



Corporate Social Responsibility



實威公司捐贈軟體 脊髓傷友學3D列印

實威國際公司捐贈總價170萬元的Solidworks供脊髓傷友復健發展中心做為備發課程使用，引起該中心備友高度興趣。

【記者劉國興桃園報導】3D列印已成為市場的趨勢，而地區有鑰指圈潛能發展中心透過企業捐贈軟體，協助脊髓傷者學習專業技能。因此，實威國際公司捐贈總價170萬元的Solidworks供脊髓傷友復健發展中心做為備發課程使用。

實威國際公司總經理許泰源表示，對於脊髓傷者的樂觀與積極感到動容，與其他弱勢族群的悲觀感相比，很驚訝為何這群體的朋友能夠如此堅強與勇敢，期望透過軟體的捐贈能使傷友擁有更多專業技能，用成果展現新生命。去年在瑞士日內瓦發明獎獲得金獎獎牌的備友黃正清也現場分享作品裡的電動車的創作歷程。

共羣體 > 生活時事 > 圖文 所有內容 圖文 影音

強震/實威國際捐贈臺南市政府50萬元 協助地震救災

發布日期: 2016-02-15 17:34 貢獻者: 維克多

臺南地區發生強烈地震，影響了許多當地民眾的生活，達梭系統SOLIDWORKS台灣總代理與專業3D列印機代理商-實威國際（8416）為協助震後救災，捐贈臺南市政府50萬元，期助能盡一己之力幫助所有需要幫助的同胞。

不但是具有悠遠歷史的古都，臺南也是台灣數一數二的研發重鎮，面對突如其來的地震，造成了讓人驚訝的變化。實威國際多年以來協助臺南地區許許多多的公司企業推展研發設計，深深感受到其強大的創造實力和濃厚的人情味，在聽到地震的消息後，真心感到難過與不捨，因此實威國際在第一時間，由總經理許泰源代表捐贈新台幣50萬元給臺南市政府，協助相關單位積極投入救災，希望能幫助到更多急需救助的人，也期盼能引領正面的力量，讓震災影響的人、事、物都可以早日回復平靜，實威國際衷心為所有受到地震傷害的同胞祈福。

實威國際公司簡介

實威國際成立於1997年，從CAID、CAD、RP、RE、CAE、CAM到PDM，提供業界完整的軟體與硬體服務。擁有超過20年的經驗，從產品研發到生產，以及客戶技術團隊的需求提供完整的解決方案，協助客戶提升競爭力。實威國際一向秉持客戶成功至上的信



高雄氣爆 實威捐款50萬元

科技

20180315 14:35
LG gram系列筆電在台北市 輕薄與續航力兼具

20180315 13:39
華碩ZenFone 5Q搶先全球在台上市 空機一萬有找

20180315 12:47
大陸用火箭技術 造出人工心臟

20180315 11:51
該繼續修補Siri還是砍掉重練 蘋果學壞了

2014年08月05日 14:18 工商 表麗庭

實威國際對於此次高雄氣爆事件，所導致之重大傷亡災害深表遺憾，許泰源總經理亦於事發第一時間，主動關切高雄分公司同仁安危，並持續關心高雄災民安置情況，發揮人道關懷精神，捐款新台幣50萬元，予高雄社會局 81氣爆專戶，以協助高雄地區災民重建家園，讓我們一起為台灣祈福，為高雄加油。

(工商)

Facebook Google+ Twitter Weibo

Charity Sponsorship and Employee Marathon Events





Business Performance and Prospects



Business Performance in the Last Two Years

Year	2021		2022		2023(Q1~Q3)	
Item	Amount	%	Amount	%	Amount	%
Gross Sales	1,381,774	100	1,394,365	100	973,303	100
Cost Of Goods Sold	647,792	47	646,555	46	461,412	48
Gross Profit	733,982	53	747,810	54	511,891	52
Operating Income	385,689	28	369,900	27	207,499	21
Net Income	320,285	23	306,094	22	179,526	18
Capital	282,107		282,107		282,107	
EPS	11.35		10.85		6.36	

Unit : NTD \$K

Competitive Advantages

Asia-Pacific Layout: Local Purchases, On-site Services

- There are 5 locations in Taiwan, including Taipei, Hsinchu, Taichung, Tainan, and Kaohsiung. In Mainland China, there are 6 locations, including Shanghai, Suzhou, Dongguan, Ningbo, Tianjin, and Xiamen, making a total of 11 locations.
- Over 100 experienced engineers and consultants are available to provide clients with consultative guidance and technical support

3D Digitalization McKinsey Consultant: Exclusive 3D software and hardware integration capability in Greater China region

- 3D Mechanical Design, Electrical Design, Structural/Fluid/Electromagnetic Analysis Simulation, Product Data/Project/Lifecycle Management, Smart Manufacturing, 3D Printing, Scanning, and Robotic Arms

Customer Affirmation: Over 10,000 instances of counseling experience with clients

- In the Greater China region, SWOLIDWORKS has achieved the top position in both on-time contract renewal rates and customer satisfaction

Competitive Advantages

Brand Image: Solid international presence with a high-quality image for both proprietary and affiliated brands

- Growing Together with Clients, Providing Comprehensive 3D Software and Hardware Integration Solutions, and Services

Cloud/Advanced Analytics/Digital Manufacturing Layout: A new market, new customers, a new engine for performance growth

- Providing customers with cutting-edge deployment of 3D cloud collaborative design and production-grade 3D printing digital manufacturing solutions
- Offering high-end structural, fluid, and electromagnetic analysis solutions for the defense, aerospace, electric vehicle, and network communication markets



Future Development Directions-3DEXPERIENCE®

3D Consultative Experience - Driving our 13 brand applications



Future Development Direction - Achieving a 3D Digitalization Ecosystem



3D Ecosystem

Achieving a digitalized workflow for design, analysis, manufacturing, testing, and management



The key points of transformation



Future vision



Short-term goals

Establishing a proprietary brand in Greater China



Medium-term goals

Enhancing brand awareness in the Asia-Pacific region



Long-term goals

Nurturing a research and development team, establishing proprietary software brands, and global marketing

Q&A

Q&A

