



3DEXPERIENCE®

DASSAULT SYSTEMES Certification Program

January 2018

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1. Certification Value

Technical skills shortage

Today's challenge: Identify skilled people and maximize their employability



Workers with skills in science, technology, engineering, and mathematics (STEM) play a hugely important role in driving innovation and economic growth. Jonathan Rothwell analyzes job skill requirements and how long it takes to fill

- ☑ **Vendor certifications.** Certifications play an important role in organizations for more than 75% of the companies interviewed. IDC research found that organizations view vendor-based certifications as an important attribute when assessing potential staff to fill networking-related positions. Of those surveyed, 49% said that those certifications are "very important" to them while 28% of them

We receive more and more requests...

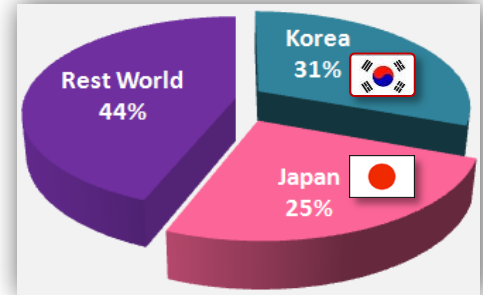
...from schools, students, individuals (mechanical designers, engineers,...) all over the world



Certification

DASSAULT SYSTEMES has been a longtime advocate of Certification

- ▶ Since 2014, focus on Live practice exams to better test users' skills and performance
- ▶ Most active markets
 - ▷ Asia Pacific, especially Korea & Japan
 - ▷ Growing markets: Europe, India, NAM and LATAM
- ▶ **Huge potential**
 - ▷ Academic institutions (students)
 - ▷ New hires (progressive replacement of an aging workforce with skilled and talented new hires)
 - ▷ Unemployed people (local initiatives)



Over 45,000 exams delivered worldwide

Why Certification

Certification is a general request in today's competitive job market

- ▶ Top **employers** in the **industry** are looking for skilled students & individuals certified on DASSAULT SYSTEMES most demanded solutions to replace their **aging workforce** that is progressively getting retired
- ▶ Main **Academic institutions** (Universities, Engineering Schools, ...) as well as other recognized training organizations want to include certification into their curricula to increase their students' **employability**
- ▶ **Individuals & students** want to get certified to make the difference and increase their employability on the job market



Certification value

Certification is a differentiator in today's competitive job market

- ▶ **Proves** user's skills and expertise on 3DS products and technologies
- ▶ Represents a **great potential** for growth for certified people in today's competitive job market
- ▶ Improves people's **recognition** in the industry, as well as within a company & among peers
- ▶ Increases students & individuals' **employability** by adding credibility to their CV
- ▶ Certification is a differentiator for **better paid job opportunities**

Refers to a survey conducted in June 2014 (see next slide)

What Certified People responded to the survey

Survey on Certification benefits, conducted in 2014 to over 7000 Certified Professionals who had passed at least one DASSAULT SYSTEMES exam

► Employed people

- ▷ 40% : better recognition (within company / among peers)
- ▷ 30% : better job or position
- ▷ 10% : salary increase

► Individuals

- ▷ 60%: better job or position
- ▷ 40%: recognition (within company / among peers)
- ▷ 12%: salary increase

► Students

- ▷ 70% : getting certified = personal decision
- ▷ 86% : better job opportunities and better jobs

Benefits

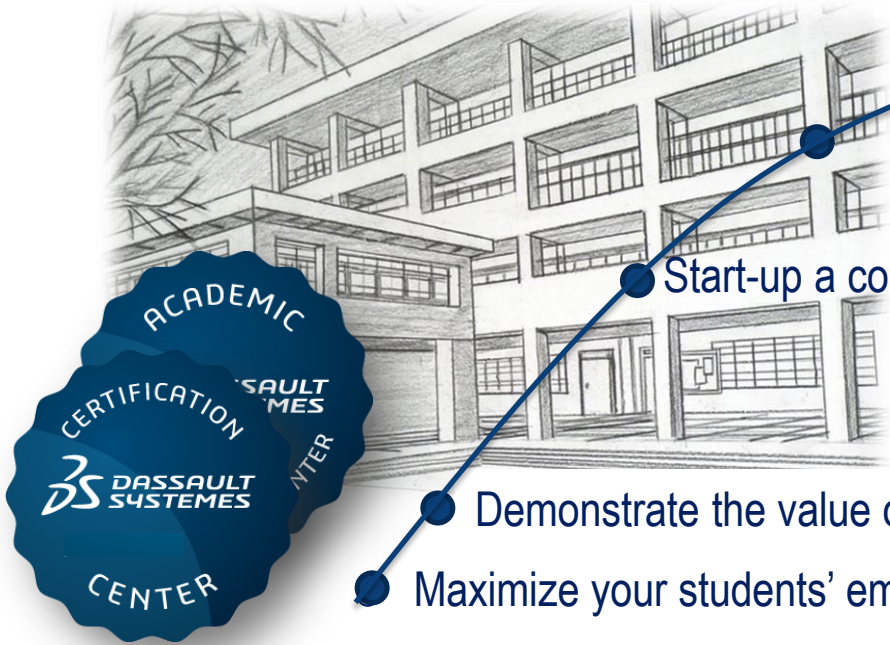


The white paper is available on the 3ds.com/certification website

2. What is in the Program for You

Where is the value for You

Adopting Certification will allow you to ...



**Industry recognition
& new opportunities...**

- Differentiate from the other players on the Education market
- Start-up a complementary business by training & certifying
 - Individuals (continuous education)
 - Unemployed
 - Students
- Demonstrate the value of your curricula
- Maximize your students' employability

Certification program

Major Highlights

Online

Exercises & MCQ
(Practice-based & theory)

Randomized
(No cheating possible)

Affordable

Proctored

Secured Certificate
(QR code)

Exclusive delivery via
selected Universities,
Schools, and DS Academic
& Education Partners

Delivery via DS Accredited Certification Centers

A Worldwide Network of Authorized DS Certification Centers

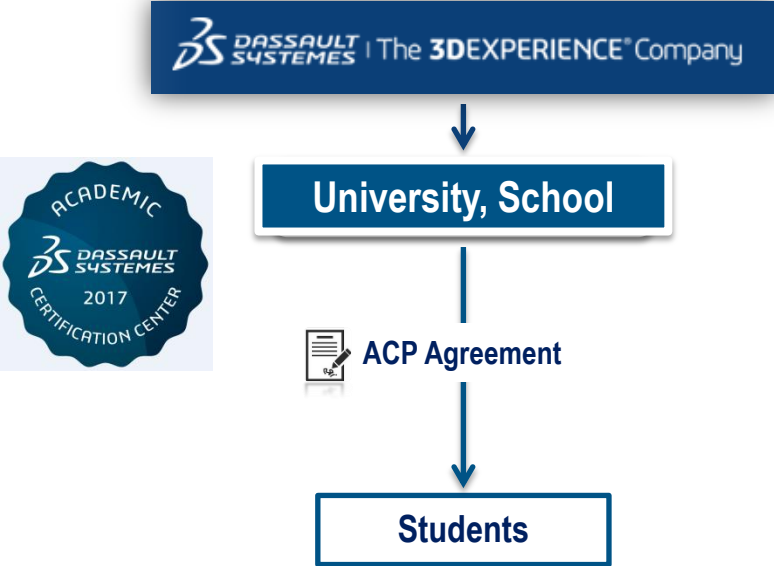
The live practice exams are delivered online, via a network of selected Universities, Engineering Schools and Colleges, Academic and Certified Education Partners

- ▶ **Recognized** for their engagement in using up-to-date 3DS software in curriculum and which have shown tangible efforts in increasing the benefit of 3DS tools for student employability
- ▶ **Qualified & authorized to operate exams in a proctored environment**, applying strict delivery rules to guarantee the integrity of the exams



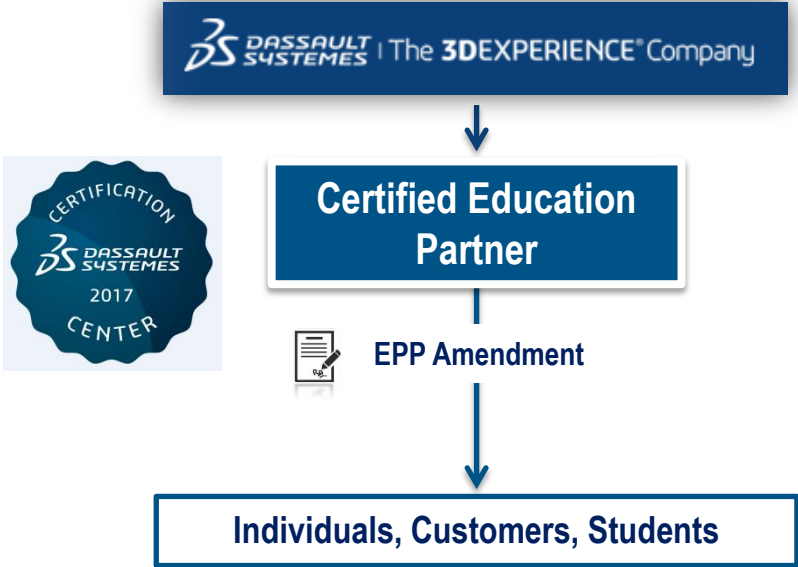
Execution model (1/2)

Private Mode



Execution model (2/2)

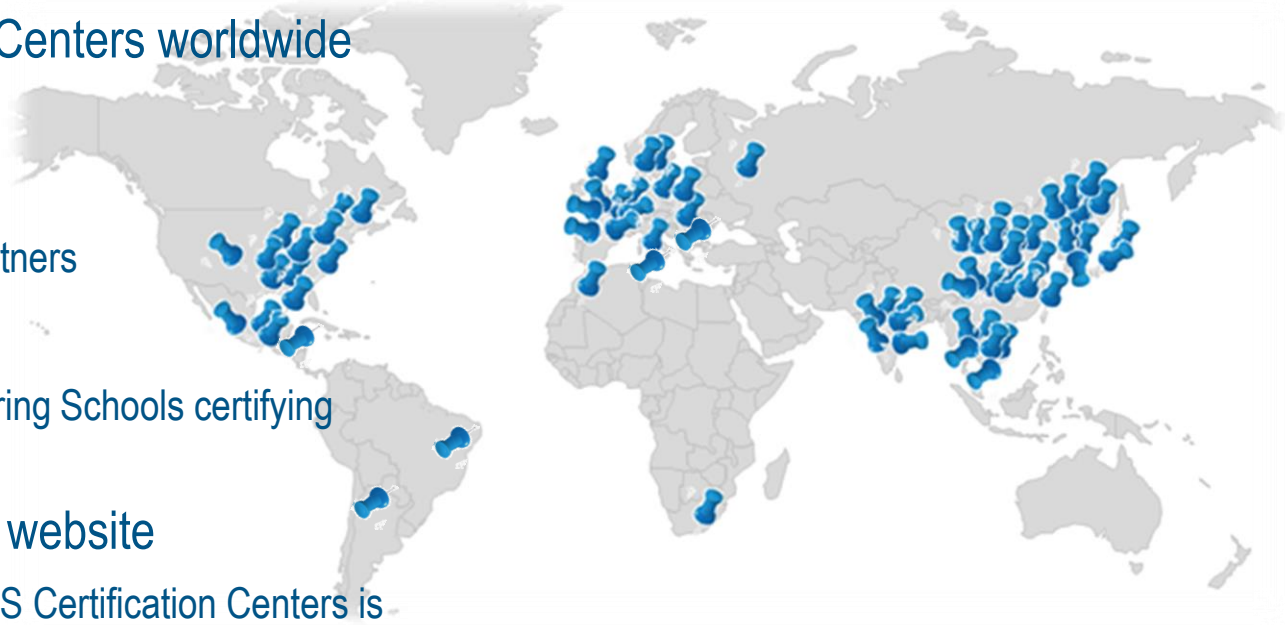
Public Mode



Certification Centers

Over 160 Certification Centers worldwide

- ▶ **Public Centers**
 - ▷ Certified Education Partners
- ▶ **Private Centers**
 - ▷ Universities & Engineering Schools certifying their students only
- ▶ **Referenced on 3DS website**
 - ▷ The list of authorized DS Certification Centers is available on 3DS website ([Partners section](#))



Exam portfolio

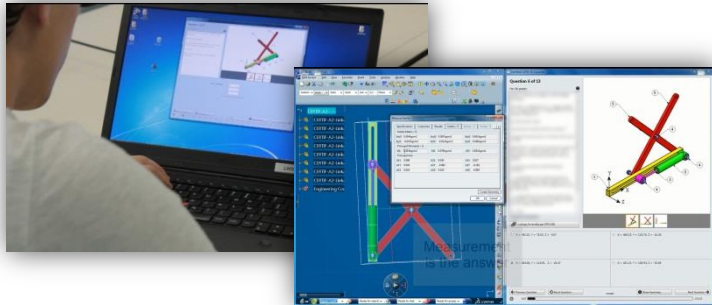
Brand	Domain	Certif. Title	Version	Release	Exam title	Exam code	Target profile	Type	Durat* (min.)
CATIA	Mechanical Design	Associate	V5	R19 +	CATIA V5 Part Design	V5-CAT-A-PD	All	Hands-on	105
					CATIA V5 Assembly Design	V5-CAT-A-AD			105
					CATIA V5 Surface Design	V5-CAT-A-SD			120
			V6	R2013X	CATIA V6 Part Design	V6CAT-A-PD			105
					CATIA V6 Assembly Design	V6-CAT-A-AD			105
					CATIA V6 Surface Design	V6-CAT-A-SD			120
		3DX	R2016X	3DEXPERIENCE CATIA Mechanical Design Essentials	CCA3XMDE	180			
		Expert	V5	R19 +	CATIA V5 Part Design Expert	V5-CAT-E-PD			90
					CATIA V5 Assembly Design Expert	V5-CAT-E-AD			120
					CATIA V5 Surface Design Expert	V5-CAT-E-SD			105
SIMULIA	Abaqus	Associate	6.14 / 2016 / 2017		SIMULIA/Abaqus - Structural Analysis Essentials - Exam1	CSA-Abaqus-Exam1			180
					SIMULIA/Abaqus - Structural Analysis Essentials - Exam2 *	CSA-Abaqus-Exam2			Tbd

- ▶ Multiple languages for CATIA exams
 - ▷ Chinese, Czech, English, French, German, Italian, Japanese, Korean, Polish, Portuguese, and Spanish
- ▶ Visit the certification [website](#) for more information

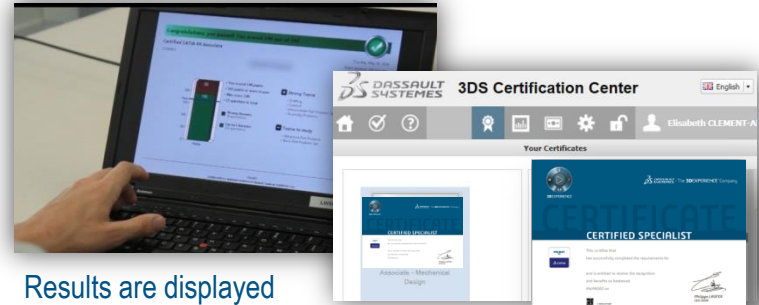
Live practice exams

A Combination of Hands-on & Multiple-choice Questions

- ▶ The exams consist of a combination of hands-on scenarios (to build, analyze and modify parts and assemblies) and a set of multiple-choice questions
- ▶ Scenarios and models are based on real job situations
- ▶ Randomization: scenarios presented to the candidates may be similar, but the parameters' values to build the models are different for each candidate. Consequently, the correct answers vary accordingly



The tester & 3DS application run concurrently on the candidate's machine

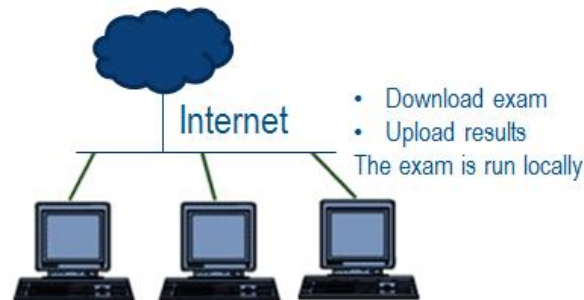


Results are displayed at the end of the exam & a secured certificate is automatically generated in the user's account

A seamless implementation

On the exam day you will need ...

- ▷ A **computer** with **valid licenses** for 3DS application(s) to perform the exam instructions
- ▷ An **internet** connection
 - ▶ To download & install the tester client and run the exam
- ▷ A valid **email address**
 - ▶ To create one user's account
- ▷ An **exam code**
 - ▶ To start the exam



Important information :

- Certification exams sessions must be scheduled for at least 5 candidates per exam session
- Before delivering exams to students, you must run a pilot test at the certification center to ensure the whole process works properly

Simple & easy exam delivery, yes but...

in a Proctored and Secured Environment

▶ Ensure maximum exam **security** to guarantee certification **credibility**

▷ Preparing the exam **rooms & machines**

- ▶ Candidates should not be too close to each other (separations, ...)
- ▶ Candidates should be always visible by the proctor / supervisor
- ▶ Candidates should take nothing with them during the exam
- ▶ Candidates should not have access to chat applications,...



▷ **Proctoring** exams sessions

- ▶ Proctor must be present in the room and supervise the exam from start to end
- ▶ Ensure that candidates do not speak, cheat, use any not allowed device (cell phone, chat...)
- ▶ Note that in case of cheating the candidate will not be allowed to continue or take another exam



- ▷ For more information, please refer to the Exam Delivery Guide provided in the Welcome kit

3. Getting Started

What is in the kit for You

After you sign the contract you receive...

A welcome letter and a **plaque** to show your status as DS Authorized Certification Center.

You also get an **electronic kit** including the following material:

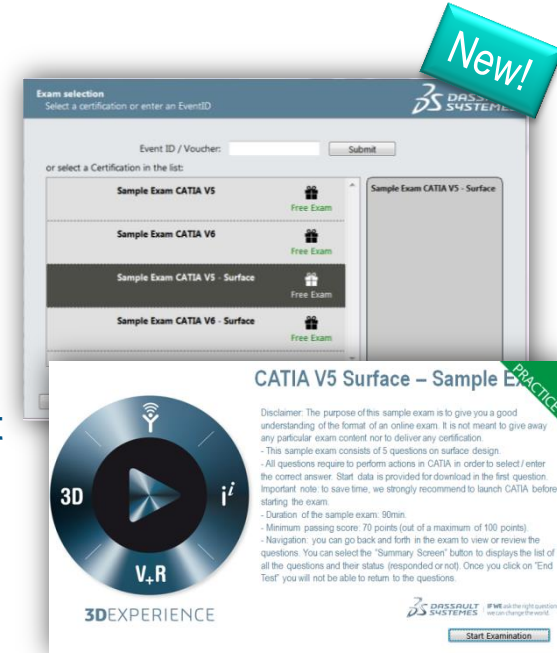
- A **label** and a **certificate** to promote your new status on your site
- The **general presentation** of the program (this document) including a Getting Started section to help respond to specific questions
- The **Exam Delivery Guide** to refer to when organizing an exam
- A **Quick Guide** for **proctor(s)** who will supervise the exam
- An **Exam Request Form** to fill in and send in order to get exam codes
- **Marketing material** (flyer, whitepaper), exam description and sample exams are available on [3DS website](#) (Training section)



You are a new Certification Center

How to get started

- 1 ▶ Once the contract is signed, go through the **electronic welcome kit** that is provided to you and read the **guides**
- 2 ▶ Refer to the **Certification Exam Delivery Guide** to prepare your testing environment (rooms, machines, ...)
- 3 ▶ Run a **pilot test** using one of the **sample exams** to go through the whole delivery process and get familiar with the exam & question format
 - ▶ **Sample exams** are available online at anytime for free on the same platform as the real exams. They do not require any code
- 4 ▶ Each time you **schedule an exam session**,
 - ▶ Complete and send us a **Request Form** to get exam codes
- 5 ▶ On the exam day
 - ▶ Refer to the **Quick guide for proctors** (as a reminder),
 - ▶ Launch 3DS application (CATIA, SIMULIA...)
 - ▶ Connect to the platform to run the tester and start the exam(s)



Sample exams

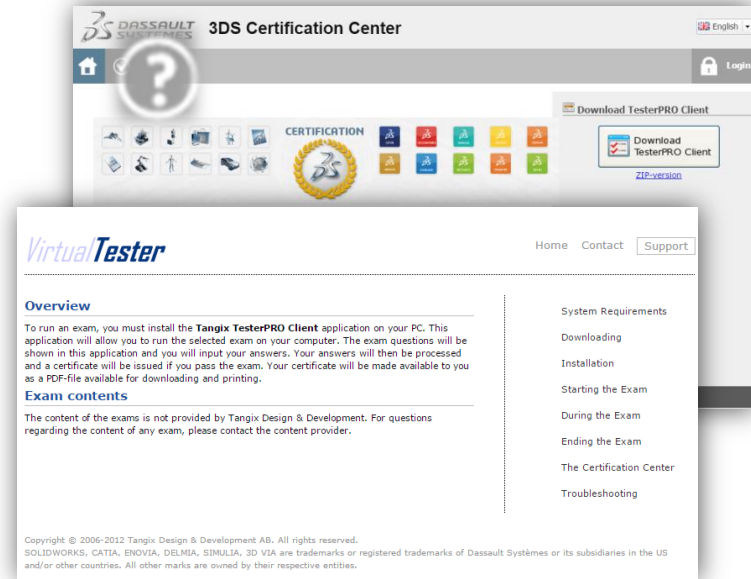
About the testing platform

- ▶ Certification exams are delivered online
 - ▷ You need an internet connection to connect to the platform: <https://3ds.virtualtester.com>
 - ▷ The platform is used to take an exam, to connect to one's account to view one's results or download & authenticate one's certificates
 - ▷ Exam delivery requires the installation of TesterPRO Client on every delivery machine to connect to the server and download / upload exam questions / results.



Getting more technical information

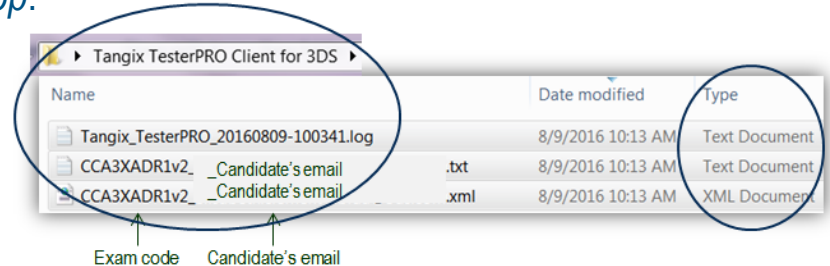
- ▶ For **technical information** (system requirements...), use the 'Support & Contact' [?] icon and visit the [VirtualTester website](#)
- ▶ Before delivering any certification exam you should run a **pilot test** to make sure everything is OK
 - ▷ To do so, you can use the free sample exams available on the same platform (no code needed)
 - ▷ Be aware that start data may be provided for download in some exam questions



Getting technical support

Reporting Problems

- ▶ If you experience problems running an exam, submit your incident report to the [VirtualTester Support Team](#) with the related **log files**
 - ▷ By default the **.log** files are stored in the TesterPRO Client folder, on the *machine's Desktop*. The three (3) files are encrypted. They will help the support team to diagnose the problems encountered by the candidate



Notes & tips

- ▶ What may impact the internet connection and downloading of the exams?
 - ▷ Blocking firewall & proxies
 - ▷ Unstable network environment (mainly Wi-Fi)
 - ▷ Too many candidates pushing the 'Start button' at the same time
- ▶ To avoid issues
 - ▷ Ensure that the tester is downloaded, installed and tested before the certification session and a shortcut is created on the desktop of each testing computer
 - ▷ Ensure that the 3DS application (e.g. CATIA) is properly installed and launched before starting the exam and that test takers can download start data provided in the exam questions
 - ▷ Test takers can create their user account at any time before the exam session (optional)
 - ▷ Ensure that test takers read the displayed messages carefully
 - ▷ Using the localized version of the Tester interface may help

4. More Information

Conditions & invoicing

▶ Eligibility condition:

- ▷ Academic partner must have a minimum number of valid licenses with support services for the 3DS application they use (example: 30 licenses for CATIA)

▶ Invoicing

- ▷ Certification Centers are charged by DASSAULT SYSTEMES on a quarterly basis based on the number of exams actually delivered
- ▷ Exam fees are country dependent (it is specified in the Contract Exhibit)
 - ▶ Fees are applied to every exam attempt
- ▷ Public price is the partner's responsibility

Who to contact

- ▶ Any general information
 - ▷ Your local DASSAULT SYSTEMES representative
- ▶ Exam codes
 - ▷ Learning.Companion@3ds.com
- ▶ Technical support
 - ▷ https://3ds.virtualtester.com/up/#support_button
- ▶ Invoicing
 - ▷ AG, EMEAR: learning.companion@3ds.com
 - ▷ AP: AP.learning-epp@3ds.com

Resources

► Certification Centers

- ▷ List under the Partners section <https://www.3ds.com/partners/>
- ▷ Certification related information in the Education Partner Community <https://swym.3ds.com/#community:314>

► Welcome kit and supporting documents

- ▷ The kit includes electronic documents to help you manage the certification exam delivery
- ▷ It is available on a secured server once the contract is signed (<https://filetransfer.dsone.3ds.com>)

► Certification program details

- ▷ Certification website <http://3ds.com/certification>
- ▷ Information is regularly posted in the Education Partner community

► Exam delivery & technical support

- ▷ Via the online platform <https://3ds.virtualtester.com/>

Marketing

► Recognition

- ▷ A plaque & a label are shipped to every new Certification Center
- ▷ Education Partner Community

► Visibility (3ds.com website)

- ▷ Certification information & resources available in the [Training & Academia](#) sections
- ▷ Certification Centers listed in the [Partners](#) section

► Social media promotion

- ▷ Posts are regularly posted on social media to promote the program & announce new Certification Centers (Twitter, Facebook)
 - ▶ Feel free to send us pictures and short text to publish

► Normalization

- ▷ Certification exams are registered at the French National Registry of Professional Certification (RNCP)



5. To Conclude...

Increased employability

Initial and lifelong education & training... plus certification



- ▶ Match young people skills with market needs
 - ▷ **Initial** education & training is key to increase skills & competencies and facilitate a *smooth school-to-work transition*
- ▶ Get long-term unemployed, veterans, migrants, ... back to work
 - ▷ **Adult** learning & **continuing** education & training which *governments fund* in whole or part

You are an Academic institution...

You can complement your curricula & grow your education business ...

University, School...
Academic Certification Center

...complement your curricula by
certifying your students



Your Students



... extend your education business by
training & certifying individuals



Unemployed, other Students...*

(*) ... by becoming an EPP



You are an Education Partner ...

You can complement & grow your business by...

Business Partner / Education Partner Certification Center

... training & certifying
individuals

Unemployed, Individuals,
Students...



... supporting universities, schools &
colleges in certifying their students



Students



You are a training organization...

You can bundle training & certification

- Examples**
- ▶ CATIA Fundamentals: 8 weeks with CLS access and 2 certification exams
 - ▶ CATIA Surface Modeling: 4 weeks with CLS access and one certification exam
- Pedagogical approach**
- ▶ ILT sessions: 8 hours /day with theory in the morning & practice in the afternoon
 - ▶ Exam retake possible (minimum 2 weeks delay)



Certification

Bundled with Training : a win-win strategy

- ▶ Offer new business opportunities (new audiences)
- ▶ Demonstrate the quality & value of your training programs
- ▶ Maximize the employability of students & individuals (esp. unemployed)
- ▶ Differentiate your company from the other players on the education market
- ▶ Complement & grow your education business (bundle certification & training)



