

## SOLIDWORKS PARTNER PROGRAM APPLICATION QUESTIONNAIRE

This form is designed to supplement your online application. Your responses will be used in the overall evaluation of your application and the review process. Please note the submission instructions at the end of the document.

- All fields are **mandatory**.
- Your responses should be clear and concise (limited to 400 words)

**Organization Name:**

**Name:**

**Title:**

**Email:**

**Product Name:**

### 1. Overview and Value Proposition

- 1.1 Describe the value proposition of your solution. How will it benefit the SOLIDWORKS user?  
What business issues will be addressed? How will the user realize a return on their investment?
- 1.2 How will Dassault Systèmes SolidWorks benefit from a partnership with your organization?
- 1.3 How do you plan to engage and contribute to the SOLIDWORKS user community?
- 1.4 Is your proposed solution integrated with any other design software?
- 1.5 Are you planning to integrate with other design software packages in the future? If yes, which one(s)?

## 2. Strategic Advantages

- 2.1 List the competitive offerings to your proposed solution. How is this solution unique in comparison to those competitive offerings? Make sure to include any offerings from Dassault Systèmes' brands that you may consider competitive to your solution.
  
- 2.2 In addition to the traditional desktop offering, SOLIDWORKS is now developing applications for the 3DEXPERIENCE Platform by Dassault Systèmes. From a development perspective, would your organization be prepared to support offerings for both?
  
- 2.3 List and briefly describe your relationship(s) with any other Dassault Systèmes' brands that you are engaged with or have an alliance with, e.g., DELMIA, SIMULIA, CATIA.

## 3. Go-To-Market Strategy

- 3.1 Describe your current or prospective plans to bring this solution to market.
  
- 3.2 Do you have a sales channel in place for this solution? If so, describe the sales channel.
  
- 3.3 Share the planned pricing model for this solution.
  
- 3.4 What is your long-term (3-5 years) strategy for your organization and product?

## 4. Intended Integration

**NOTE:** This section mainly applies to the developers of hardware or software solutions (add-ins). If you are the provider of a service or content solution, you may skip this section.

- 4.1 The SOLIDWORKS Partner Program is intended for organizations planning to leverage the SOLIDWORKS API. How do you plan to realize an integration with SOLIDWORKS software? (i.e., Add-in to SOLIDWORKS, Direct File Read/Write, Neutral File Exchange, Standalone Application leveraging SOLIDWORKS API). If your solution is hardware based please describe how it will interface with SOLIDWORKS?
  
- 4.2 Provide an overview of the various workflow sequences and results. Include the steps that use the standard SOLIDWORKS products (i.e., PDM, SIMULATION, etc.). Be sure to include before, after, or in-between steps when using the solution to give an overall positioning of how it fits in with the complete process).

## 5. Submit

- 5.1 Email the completed SOLIDWORKS Partner Program Application Questionnaire to [SOLIDWORKS.PartnerProgram@3ds.com](mailto:SOLIDWORKS.PartnerProgram@3ds.com). The email subject must include Application Questionnaire + [your Organization Name].

*The **SOLIDWORKS** Partner Program would like to thank you for taking the time to complete this questionnaire.*