



# COMPANY PROFILE

DIGITAL INDUSTRIES SOFTWARE  
PROFESSIONAL SAAS SOLUTION

# ABOUT COMPANY



**Ms. Tran Thi Hoai**  
**Financial Accounting & HR**  
**Department**  
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**ketoan@di-software.vn**  
**Phone: 0906 871 436**

“With the SaaS business model, I believe that Siemens solutions are becoming more and more accessible to SMEs in Vietnam from a financial and investment perspective”



**Mr. Hinh Ich Canh**  
**(Kevin Hinh)**  
**Director - Founder**  
**Email: canh.hinh@di-software.vn**  
**Phone: 0904 524 597**

“We are always committed to bringing the most effective and suitable product development, production & digital transformation technologies to customers”

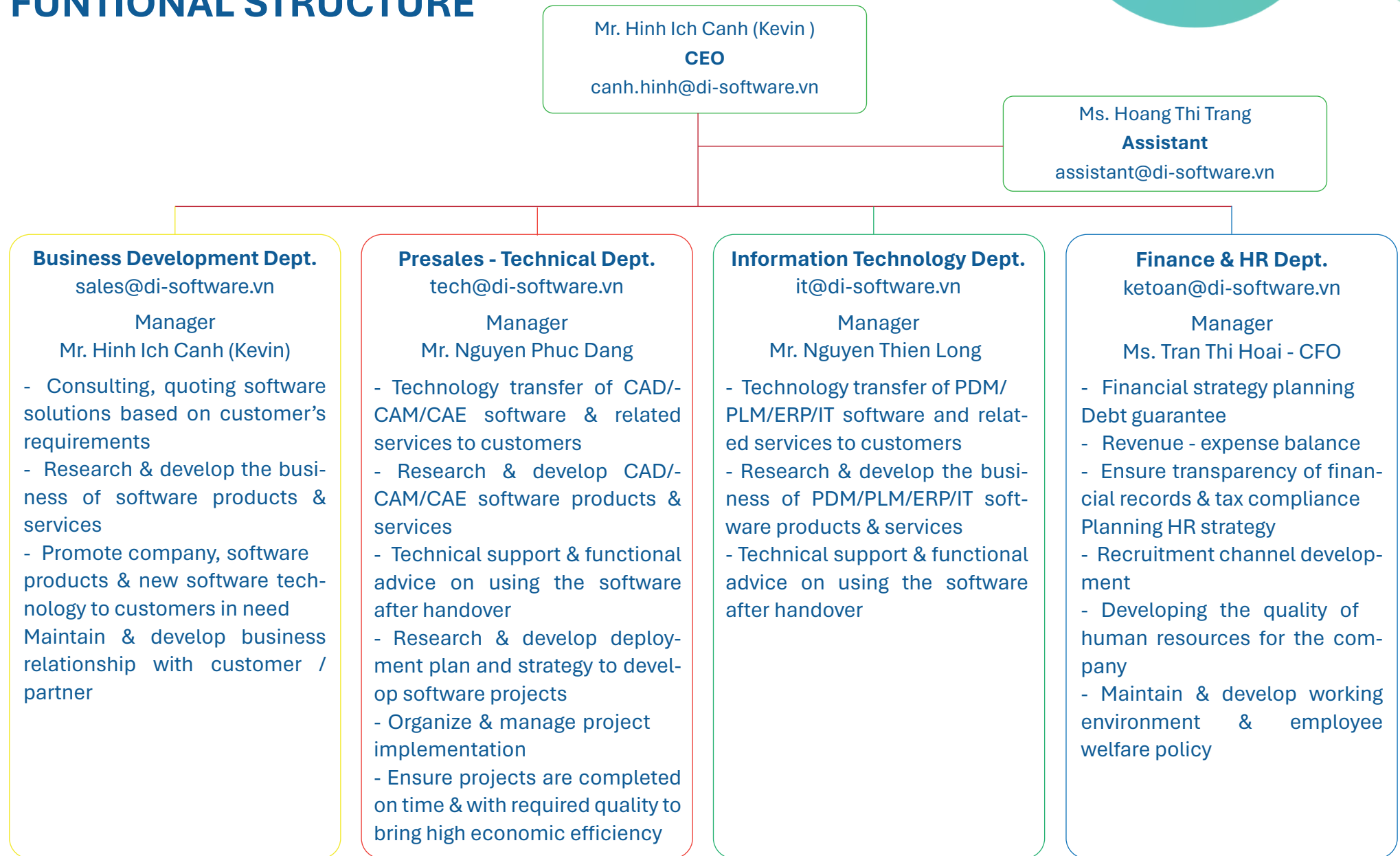


**Mr. Nguyen Phuc Dang**  
**Technical Department**  
**Email: tech@di-software.vn**  
**Phone: 0937 761 961**

“Our company focuses on consulting, providing and transferring SaaS solutions, so at the same time, the role of the technical manager is to always maintain better service to develop together with customers

<b>Company name</b>	<b>: DIGITAL INDUSTRIES SOFTWARE CO., LTD</b>
<b>Address</b>	<b>: No. 83/10 Hau Giang Street, Binh Tay Ward, Ho Chi Minh City</b>
<b>Office</b>	<b>: Blue Sapphire Bld., No. 29 Binh Phu Street, Binh Phu Ward, HCMC</b>
<b>Tax code</b>	<b>: 0318 675 318</b>
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# ORGANIZATIONAL & FUNTIONAL STRUCTURE





## CORE VALUES

- Professionalism & innovation at work
- Dedication, responsibility, honesty with customers to create trust
- Collective strength based on solidarity and sharing



## MOTTO

- Focus on customer needs & satisfaction to make a difference
- Building long-term & sustainable value based on relationships with customers – partners

### Motto

Always find a solution to fit every customer's problem



## VISION

- Become one of the leading partners of Siemens DI Software in Vietnam & SEA
- Developing an integrated, scalable solution ecosystem based on Siemens' CAD/CAM/CAE platform



## MISSION

### ■ To customer

Constantly improving quality to bring the best products and services to meet the increasingly diverse and complex needs of customers

### ■ To Industry

Bringing CAD/CAM/CAE/PLM software technologies closer to users in Vietnam. Contributing to promoting the development of manufacturing industries in Vietnam

### ■ To Society

Provide solutions to improve work efficiency and effectiveness, contribute to accelerating the development of the working environment towards modernization and environmental protection in a sustainable way



## SIEMENS DIGITAL INDUSTRIES SOFTWARE

Siemens Digital Industries Softwares provide rich set of product applications have helped companies in all industries to improve their businesses through product and process innovation. The complexity of today's smart products and their associated manufacturing processes places demands on companies to understand the interaction of these multi-domain systems at a depth not required before. Creating and sharing precise digital twins of each stage of the product's processes is fundamental for transforming into a digital enterprise. Siemens software portfolio of products addresses each of the domains with industry-leading technology across all areas.

### NX

Siemens NX software is a flexible and powerful integrated solution that helps you deliver better products faster and more efficiently. NX delivers the next generation of design, simulation, and manufacturing solutions that enable companies to realize the value of the digital twin.

Supporting every aspect of product development, from concept design through engineering and manufacturing, NX gives you an integrated toolset that coordinates disciplines, preserves data integrity and design intent, and streamlines the entire process.

#### NX for Design

The most powerful, flexible, and innovative product development solution in the industry, NX for Design has the features, performance, and capabilities to help you get product to market faster than ever before.

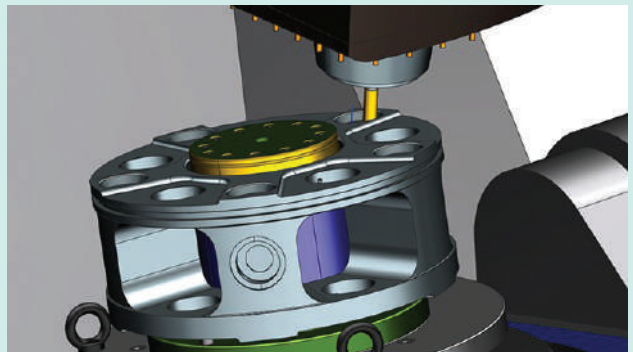
NX for Design enables you to deliver products "right to market, first time" using more virtual product models and fewer, more costly, physical prototypes. This leads to market gains, lower development costs, and improved product quality.



#### NX for Manufacturing

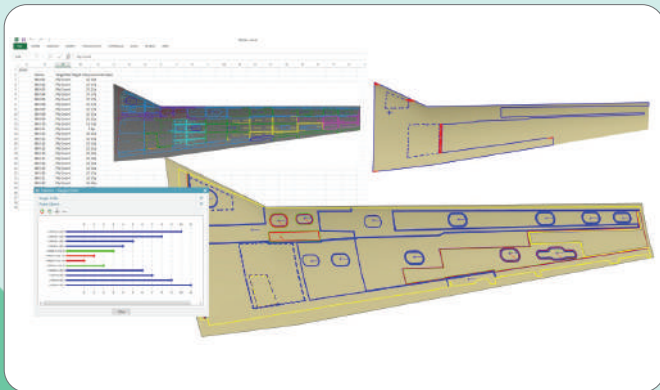
Drive efficient end-to-end part manufacturing operations and deliver high-precision parts through digitalization.

Program CNC machine tools, control robotic cells, drive 3D printers and monitor quality using one software system. Digitally transform your part manufacturing business to gain productivity and increase profitability.



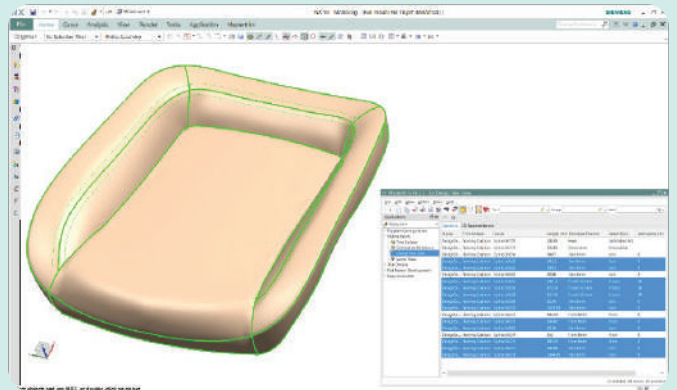
## Fibersim

The end-to-end design and manufacturing solution for composite parts



## Mastertrim

Optimizing the entire seat trim engineering process

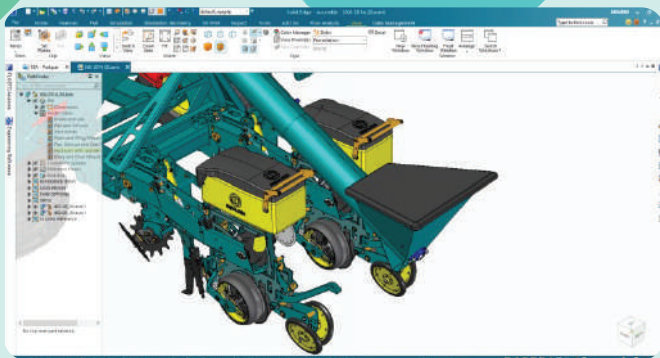


## SOLID EDGE

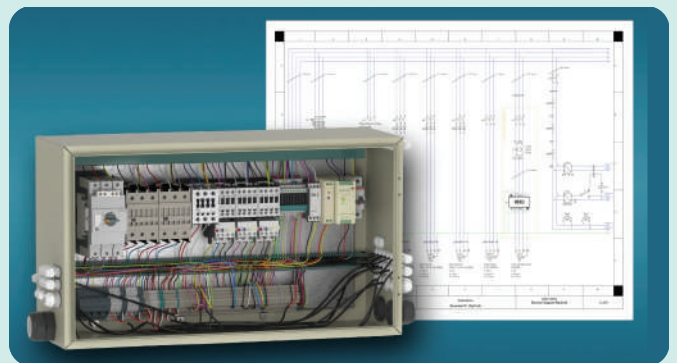
Solid Edge is a portfolio of affordable, easy-to-use software tools that addresses all aspects of the product development process—3D design, simulation, manufacturing, data management and more. Solid Edge combines the speed and simplicity of direct modeling with the flexibility and control of parametric design – made possible with synchronous technology.

Solid Edge provides users with a full portfolio of solutions to meet a wide range of business needs. Solid Edge not only offers rich design solutions, but scalable solutions for simulation, manufacturing and data management as well.

### 3D Design



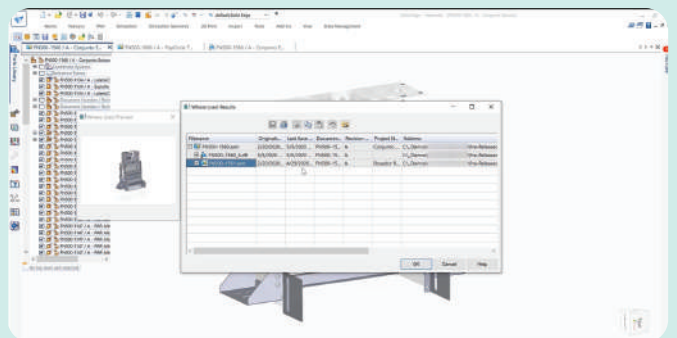
### Electrical Design



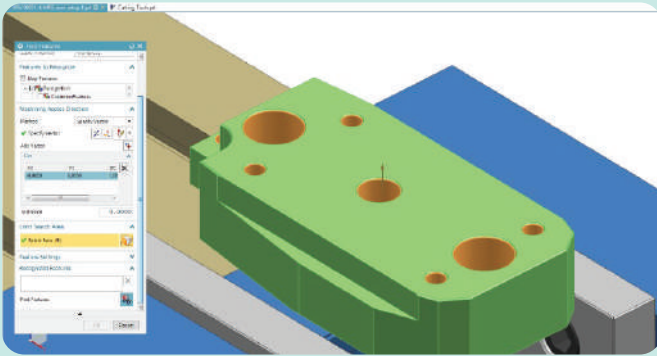
### Simulation



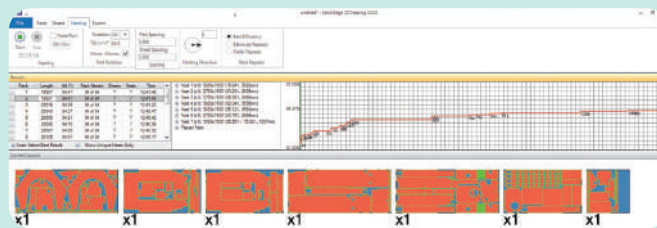
### Data Management



## Manufacturing



2D Nesting

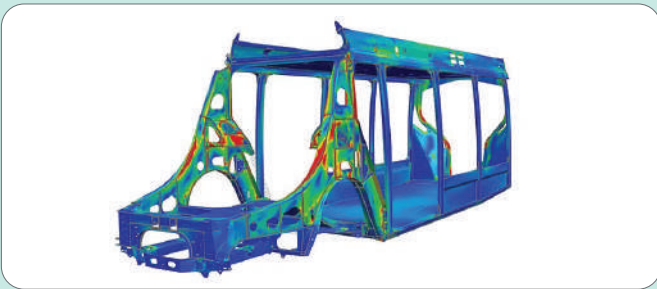


## SIMCENTER

### Simulation and test solutions

Performance engineering requires accurate prediction to ensure your product delivers. Turn product complexity into a competitive advantage with Simcenter solutions that empower your engineering teams to push the boundaries, solve the toughest problems, and bring innovations to market faster.

#### Mechanical simulation



Predict mechanical performance of detailed product designs across multiple physics disciplines, such as structures, acoustics, motion and more. Efficiently pre- and post-process your simulation models quickly for accurate and fast simulation solvers so you can spend more time engineering innovation.

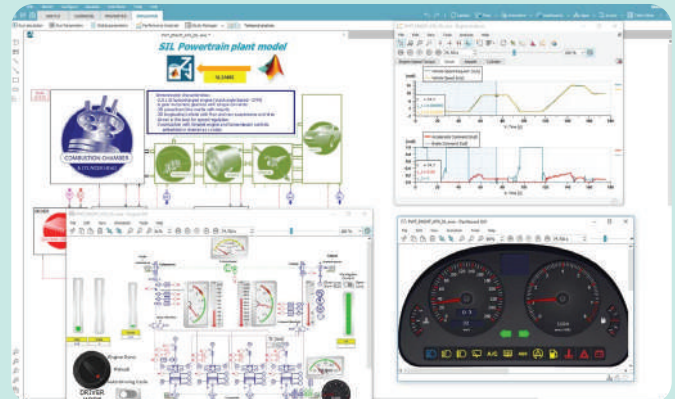
#### Fluids and thermal simulation

Innovate better products, faster, with computational fluid dynamics (CFD) and computational chemistry software.

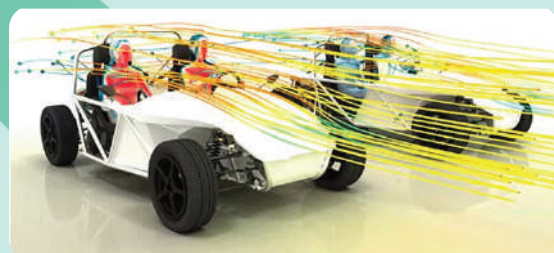
## Technical Publication



#### Systems simulation



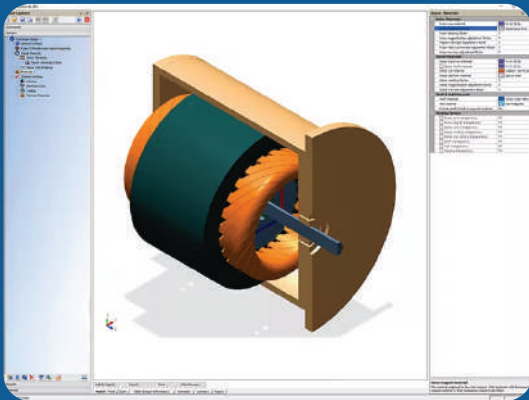
Simcenter systems simulation allows the rapid creation of heterogeneous system simulation architectures, extending the digital twin concept to software engineering



## Electromagnetics simulation

Electromagnetic simulation helps you to improve efficiency, ensure compatibility and guarantee performance in a complex and noisy electromagnetic environment.

A range of dedicated solvers (time and frequency based, linear and nonlinear, finite and boundary element) offer a transformative CAE process, with simulations ranging from a fast, initial analysis to inherent realism for final verification.

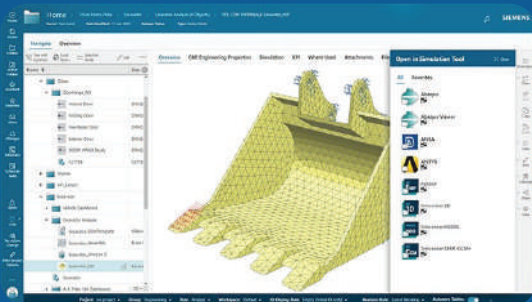


## Autonomy solutions

Smoother and productive journeys are the future of mobility. New trends point to vehicles with increased levels of driver assistance systems, eventually level 5 and then total autonomy. The variables to achieve this extend far beyond the vehicle, encompassing the surrounding environment. Testing designs in a mixed physical and simulated environment ensures confidence in product development before deployment.



## Simulation process and data management



Manage all relevant tools, data and processes for simulations and physical testing. Deliver results, on time, to relevant decision-makers across your business.

Find, share and re-use simulation and test data and processes in a fully integrated, multi-discipline PLM environment to improve engineering productivity.

## TEAMCENTER PLM

Plan, develop and deliver innovative products with Teamcenter software. Discover why Teamcenter is a leading choice in product lifecycle management (PLM).

### Plan for performance and profitability

What are the requirements? How will it work as a system? What are the cost targets? What resources, schedules and deadlines are needed? What will the complete BOM for all configurations and variations look like?

### Product configuration management



Meet rising demands for consumer choice and product personalization without driving up costs. Use a single definition of variability from product planning to manufacturing and service.

## MBSE: Model-based systems engineering



Product development without integrated architecture is like building without blueprints. System integration can consume as much as half of your program's resources. Start using model-based systems engineering (MBSE) early on for continuous integration.

## PLM process management



Take control of planning, schedules, resources and processes – including change cycle time – to realize better project, product and program execution. Manage and automate your project, product and program-related processes. Reduce change cycle time, manage the impact and control the cost of change. Hit deadlines, manage resources and stay on budget.

## Product cost management

Determine and evaluate product and tool costs, product carbon footprint, and profitability at the start of the product lifecycle. Make informed decisions to drive down carbon emissions, reduce product costs and address customer value demands.

## Develop across departments and domains

How can teams collaborate across departments and domains? How do visualization and simulation speed up design reviews and cut prototype costs? Want to ensure accurate documentation?

## Requirement Engineering Management



Requirements describe what your customers will buy. Integrating them with the product lifecycle allows them to drive all aspects of the product lifecycle toward consistent compliance, creating compliant-by-design products.

## Bill of materials (BOM) management



Meet the challenges of your innovative and varied product offerings. Use unified, design-aligned multi-domain bill of materials (BOM) management. Author and release configured products while effectively managing change and downstream processes.



## Mechanical design management

Improve engineering productivity by up to 25%. Find, share and re-use mechanical CAD (MCAD) data in a fully integrated, multi-domain PLM environment. Unlock mechanical designs for business-wide collaboration. Teamcenter is easy to use with AutoCAD, Inventor, CATIA, Creo, NX, Solid Edge and SolidWorks.



## Software design management

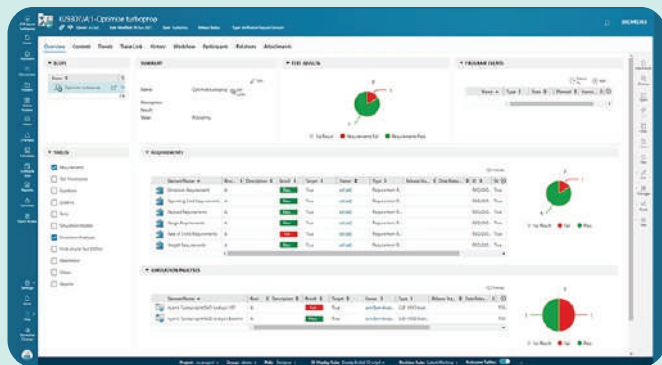
Synchronize, orchestrate and align your software and hardware product development lifecycles to deliver high-quality cyber-physical products. Don't migrate, duplicate or even aggregate data. Manage dependencies across the entire lifecycle, including requirements, change and configuration management.



## Simulation process and data management

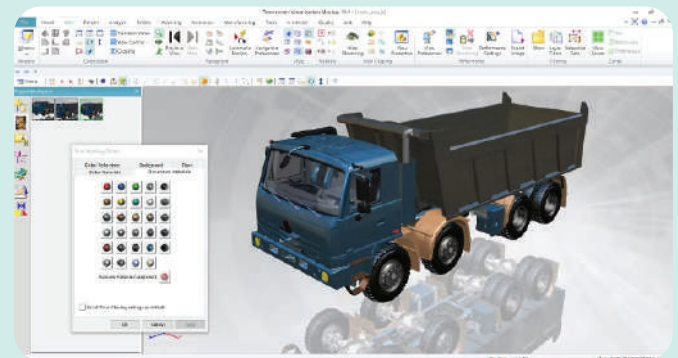
Manage all relevant tools, data and processes for simulations and physical testing. Deliver results, on time, to relevant decision-makers across your business.

Find, share and re-use simulation and test data and processes in a fully integrated, multi-discipline PLM environment to improve engineering productivity.



## Product visualization and digital mockup software

Build better products, faster. Streamline design and review cycles, improve communication and increase innovation – across the product lifecycle. Use 3D visualization to connect directly to your PLM system, allowing users to visualize, interrogate and markup any BOM in any configuration – fast.



## Electrical CAD and electronic systems management

Fully manage the entire electronic design cycle from schematic capture to manufacturing - in alignment with mechanical and simulation engineers. Improve engineering productivity for ECAD. Find, share and re-use electrical and electronic CAD data in a fully integrated, multi-domain PLM environment.



## Product document management and technical publications

Create, manage and deliver product documents and technical publications for all stakeholders – from engineering to marketing, manufacturing, service and support.



## Deliver product visibility and insight

Are you ready to start manufacturing? What do you need from suppliers? What are your quality targets? How do you provide the best services? What tool should you use to assess and report your product's success? Plan for sustainability!

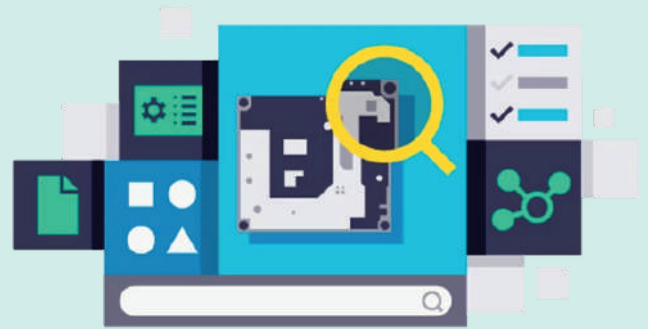
### Quality and compliance management

Leverage integrated quality and compliance management in PLM to exceed customer expectations and deliver premium quality products. Embedding quality and compliance processes across the product lifecycle turns complexity into an advantage and minimizes core business risk.



### Sustainable product development

Design, procure and manufacture for sustainability with a comprehensive green digital twin. Integrate environmental data with product data at every phase of the product lifecycle with sustainable product development.



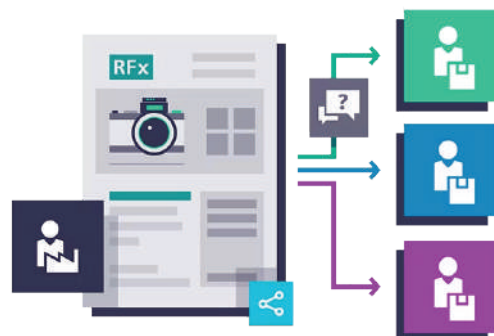
## Product lifecycle management (PLM) analytics

Find data, gain insights and make smart product decisions faster. Monitor performance throughout the product lifecycle. Find the information you need without a lot of effort: Today's products require an enormous amount of data. Dashboards, reports and smart, connected data help you find the information you need – fast.



## Supplier management software

Coordinate processes, manage information and drive early supplier involvement across all stages of the product lifecycle. Oversee supplier interactions with solutions that provide simple, responsive and secure supplier management.



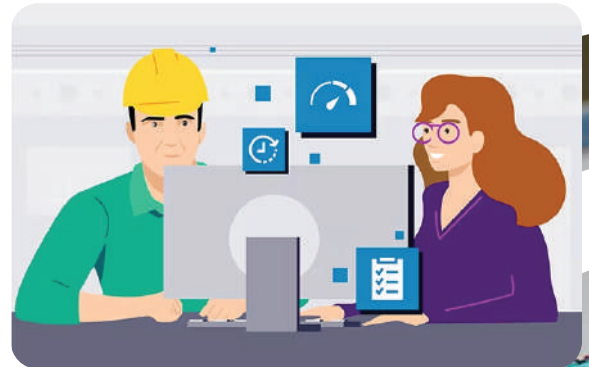
## Manufacturing process planning and data management

Get into production faster with Teamcenter manufacturing process planning and data management. Collaborate instantly and securely to optimize part production and assembly operations. Execute all related activities more efficiently with a digital thread that spans your organization and plants.



## Service lifecycle management

Integrate your service bill of materials (BOM) with engineering, improve quality with service asset management and planning, and manage physical structures to improve first-time-fix rates. Service engineering efficiencies will enhance your bottom line. Turn service initiatives into increased revenue with fully integrated service lifecycle management.











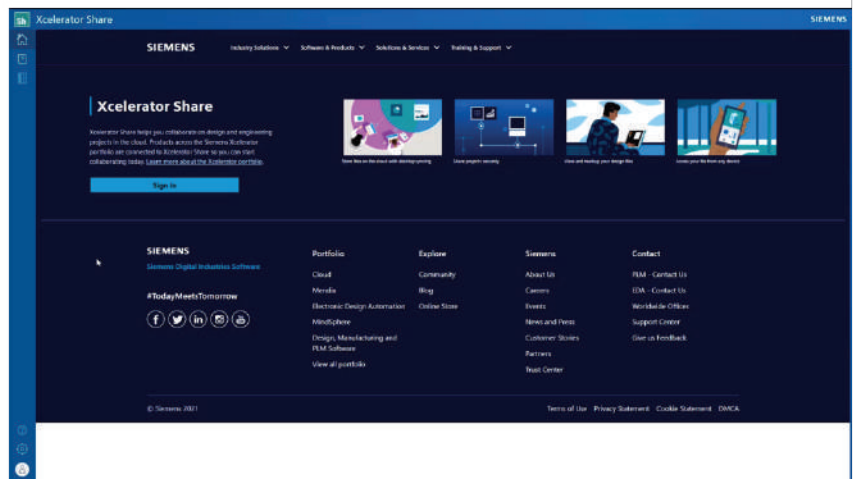
# XCELERATOR AS A SERVICE - XAAS (HYBRID SAAS BY SIEMENS)

Integrate your service bill of materials (BOM) with engineering, improve quality with service asset management and planning, and manage physical structures to improve first-time-fix rates. Service engineering efficiencies will enhance your bottom line. Turn service initiatives into increased revenue with fully integrated service lifecycle management.









## Xcelerator Share – The Core of XaaS

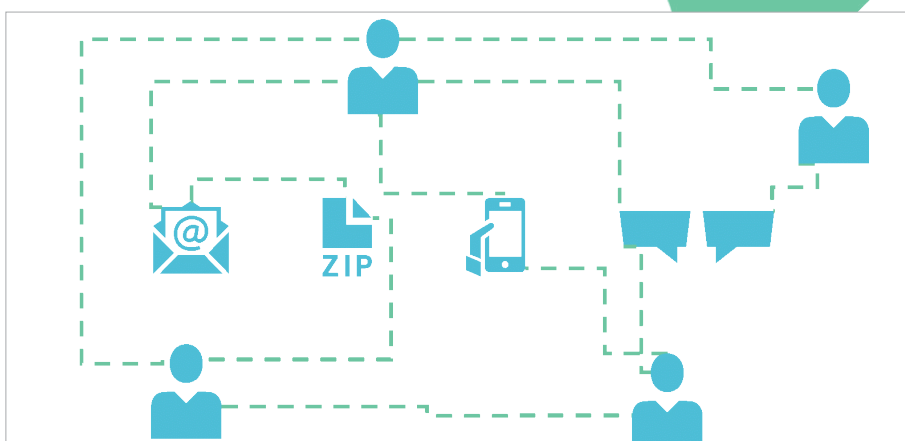
-  Secure cloud storage
-  Desktop file syncing
-  Permission-based project sharing
-  Task management
-  Engineering-centric view & markup
-  Augmented Reality (AR)
-  Messaging and notifications
-  Any-device, instant-on access
-  Connection to Teamcenter



**Xcelerator Share** is the core cloud platform for XaaS licensing, offering:

-  Easy file sharing and project collaboration
-  View and annotate 2D/3D designs without conversion
-  Centralized document management within a single project
-  Design updates are synchronized in real-time
-  Purchase teams can view BOMs and add specifications
-  Managers can review 3D designs without installing CAD

## Xcelerator Share Reduces Risk and Increases Workflow Efficiency by Eliminating Manual Collaboration Gaps



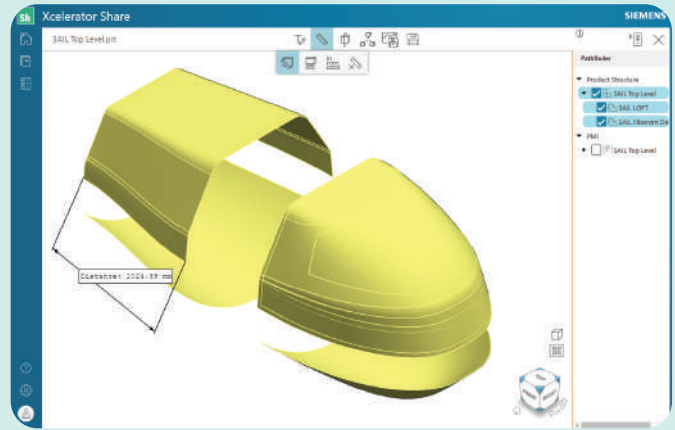
### Key Benefits:

#### Seamless collaboration and data sharing with external partners or clients

- Effortlessly upload design concepts from NX & Solid Edge to Xcelerator Share
- Clients can easily visualize 2D and 3D designs for review and annotations
- No need for intermediate CAD file conversion
- All related documents are stored within a single unified project

## Streamlined collaboration across internal departments (design, manufacturing engineering, procurement)

- Design changes are automatically synchronized in real-time
- Purchasing teams can view intuitive and detailed BOM (Bill of Materials)
- Suppliers can upload specifications for outsourced components directly to the BOM
- Managers can review 3D designs visually without needing to install CAD software



## Cloud Storage

- 📁 First-time XaaS customers get 500GB of free storage
- ☁️ Additional 5GB per base or add-on license



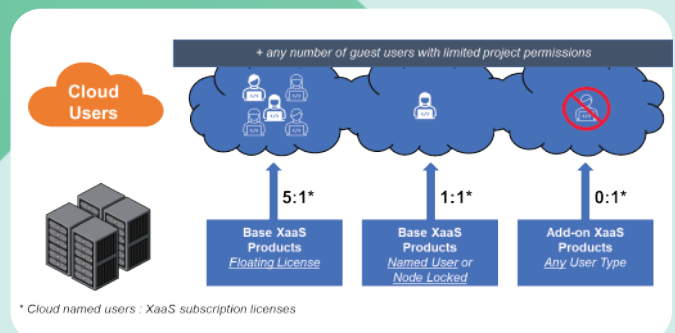
## Cloud Named User Access

- 👤 Floating License: 5 member accounts per license
- 👤 Named/Node-Locked License: 1 member account per license
- 🚫 Add-ons: no additional user accounts






## User Roles:

- Admin: Manages users and permissions
- Member: Can manage and share projects.
- Guest: Limited access to specific projects for viewing/commenting.

Max of 10 users per project (members or guests). Unlimited guest accounts.



## Key Advantages of XaaS Licensing (1–3 years)

-  Lower cost: Annual rental costs just ¼–⅓ of a perpetual license.
-  Scalability: Easily scale license quantity up or down yearly.
-  Flexible accounting: Rental licenses can be expensed annually.
-  Always up to date: Includes upgrades and maintenance.
-  Free access to Xcelerator Share, Cloud Storage, and Cloud Users

### Supported XaaS Software:

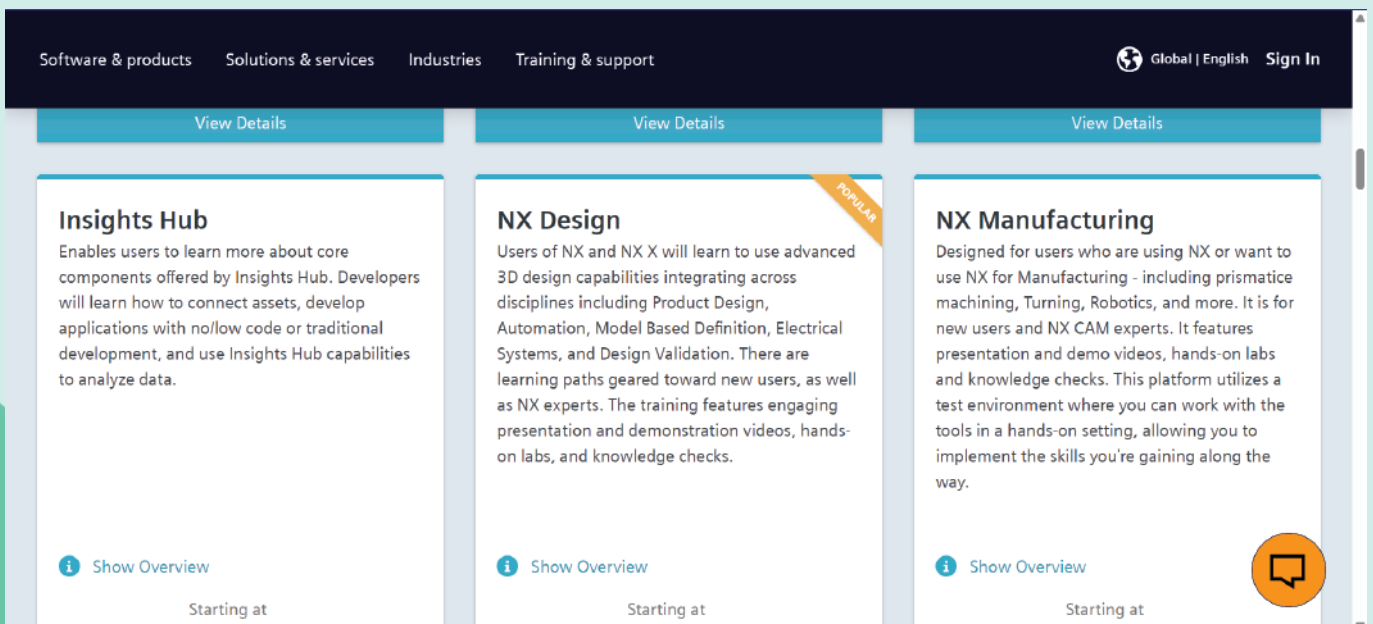
- NX
- Solid Edge
- Femap
- Simcenter 3D
- Simcenter Amesim 1D
- Teamcenter
- Tecnomatix

### XaaS Purchase Conditions:

- Available as subscription only (1–3 years)
- Minimum term: 1 year
- Payment: 100% upfront or annual installments (for 2–3 year terms)
- Version policy: Only the latest version is supported
- Customers using perpetual licenses with active maintenance can switch to XaaS

## LEARNING SERVICES - LAAS BY SIEMENS

Learning service by Siemens is deployed & developed in Siemens Xcelerator Academy learning center (<https://training.plm.automation.siemens.com/buy/xam.cfm>) that provide 24/7 access to self-paced learning, practice activities, and knowledge checks of Siemens DI Software portfolios. It supports customers during their digital transformation journey with a rich portfolio of offerings



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**Insights Hub**  
Enables users to learn more about core components offered by Insights Hub. Developers will learn how to connect assets, develop applications with no/low code or traditional development, and use Insights Hub capabilities to analyze data.  
[Show Overview](#)  
Starting at

**NX Design**  
Users of NX and NX X will learn to use advanced 3D design capabilities integrating across disciplines including Product Design, Automation, Model Based Definition, Electrical Systems, and Design Validation. There are learning paths geared toward new users, as well as NX experts. The training features engaging presentation and demonstration videos, hands-on labs, and knowledge checks.  
[Show Overview](#)  
Starting at

**NX Manufacturing**  
Designed for users who are using NX or want to use NX for Manufacturing - including prismatic machining, Turning, Robotics, and more. It is for new users and NX CAM experts. It features presentation and demo videos, hands-on labs and knowledge checks. This platform utilizes a test environment where you can work with the tools in a hands-on setting, allowing you to implement the skills you're gaining along the way.  
[Show Overview](#)  
Starting at

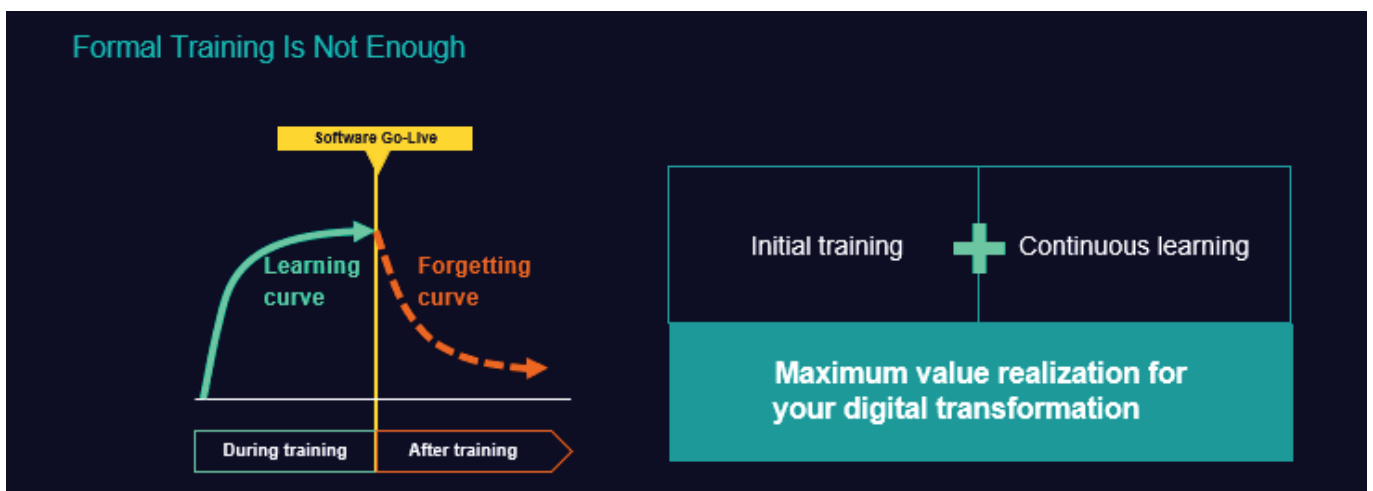
### Business value

Value is realized from technology when users adopt the solution and apply it to their business processes, which accounts for 70 percent of the overall success of new software deployments. Successful adoption depends on developing the knowledge and skills needed to competently use the software as quickly as possible.

To keep pace with digital transformation, Xcelerator Academy members can minimize process performance risk, accelerate user adoption and secure value by accessing the Xcelerator™ portfolio, the comprehensive and integrated portfolio of software and services from Siemens Digital Industries Software.

## Benefits

- Supports rapid technology adoption
- Frees you from constraints of fixed location and schedule
- Minimizes the forgetting curve
- Increases prospects of successful software implementation
- Provides access to materials that are continuously evolving and being updated

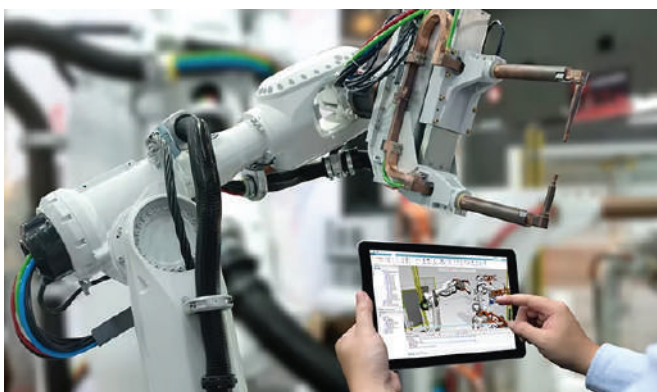


## TECNOMATIX

Digitalize manufacturing and the process for turning your innovative ideas—from vehicles, aircraft and medical devices, to electronics, consumer goods and beer—into transformative products for your customers, right now.

### Robotics programming and simulation

Engineer advanced robotic and automated production systems and optimize their performance using 3D robotic workcell design, offline robotics programming, robotics simulation and virtual commissioning software.



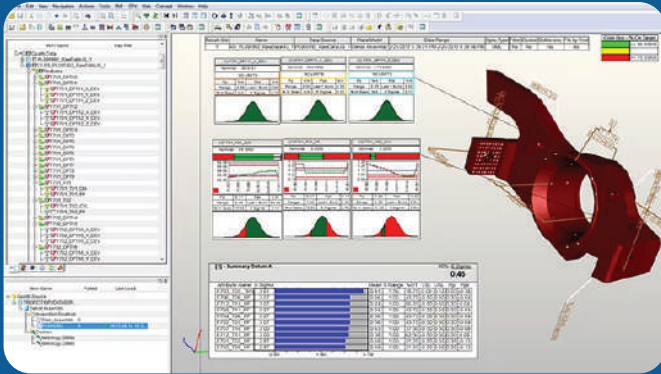
### Advanced manufacturing visualization

Blur the lines between the digital and real worlds to bring advanced manufacturing systems to life in the industrial metaverse, well before their production readiness.



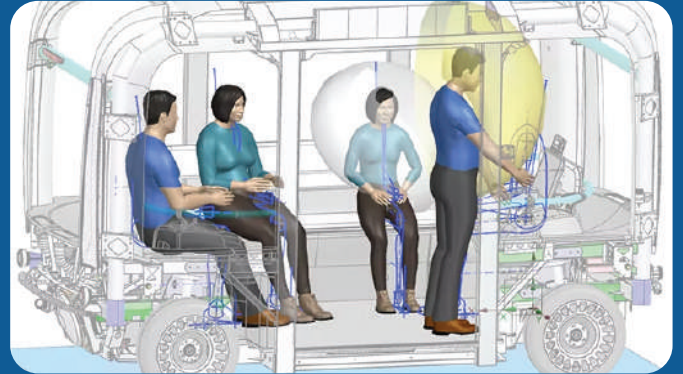
## Model-based quality control

Integrate quality parameters during product design, manufacturing planning and production to ensure dimensional and build quality, and to help eliminate costly manufacturing quality issues on the factory floor.



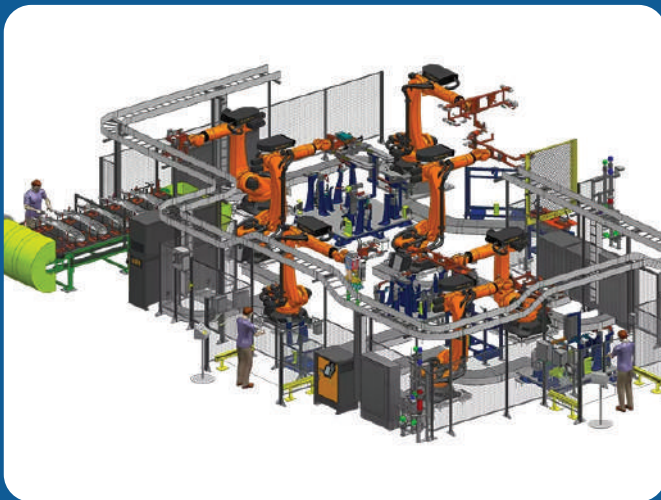
## Human-centered design and simulation

Design products with improved ergonomics in mind and assess human factors for operations to help plan safer workplaces.



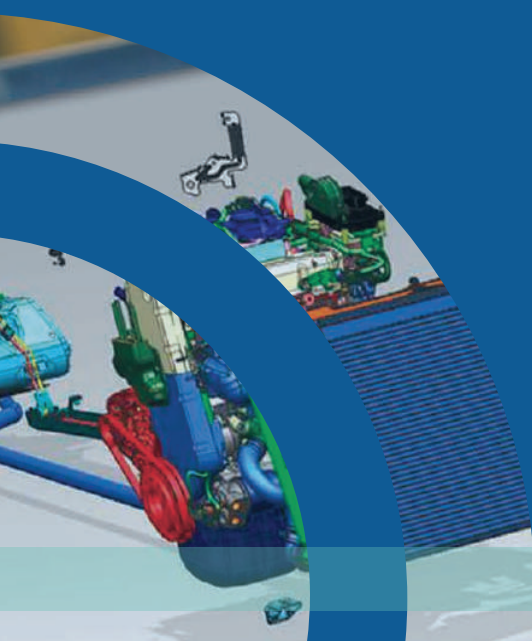
## Factory and line design

Quickly design, visualize, simulate and optimize complete production layouts with less risk and at lower cost, and easily associate them to manufacturing plans using a single system.



## Manufacturing process planning

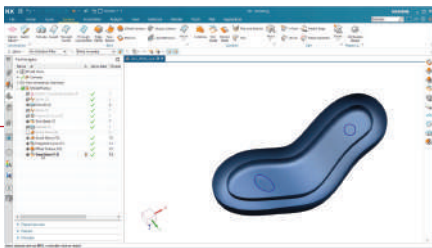
Execute part manufacturing and assembly planning activities more efficiently with full data management and collaboration using a digital thread that spans your entire organization.



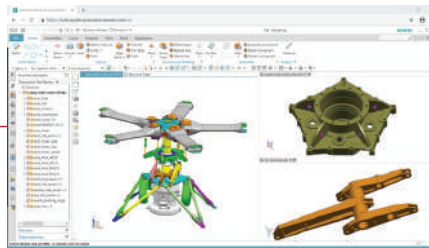
## CAD/CAM/CAE SOFTWARE TRAINING SIEMEN NX

### Design

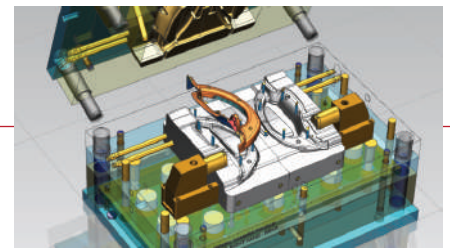
**Industrial Design & Styling  
(Class A surface) training**



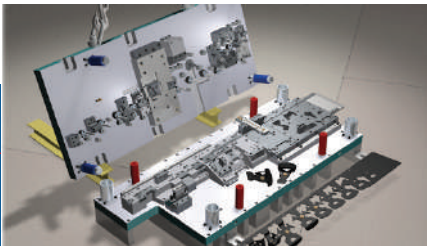
**Industrial Machinery  
Design training**



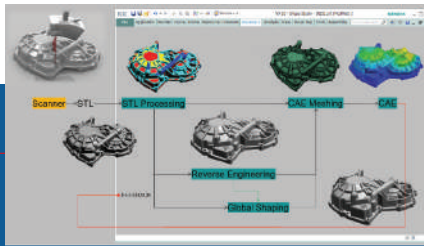
**Plastic Mold & Electrode  
Design training**



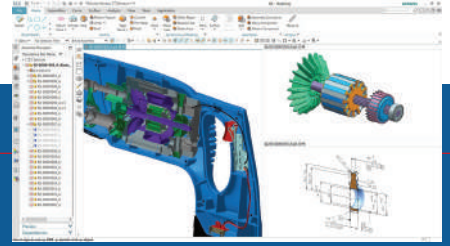
**Progressive Die Design training**



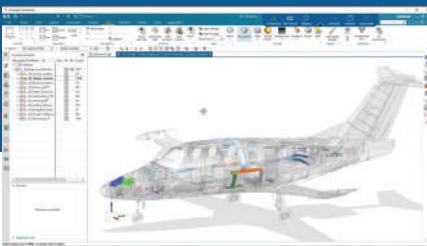
**Reverse Engineering training**



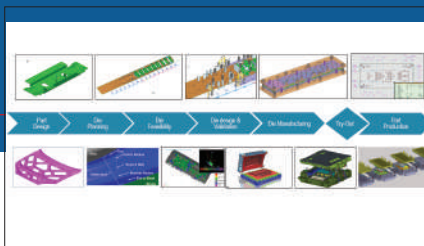
**Product Design training**



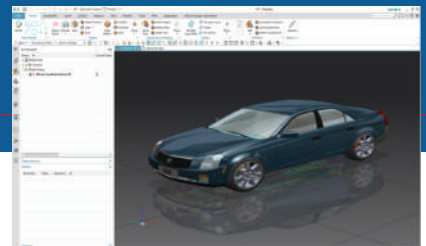
**Aerospace Design training**



**Stamping Die Design training**



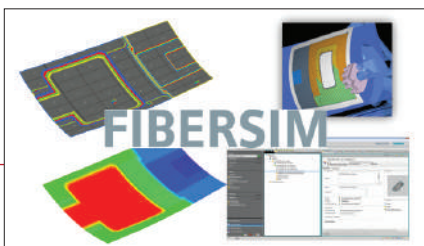
**Automotive Design training**



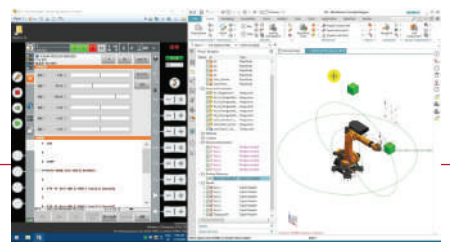
**Seat Trim Design & Manufacturing**



**Composite Design & Manufacturing**

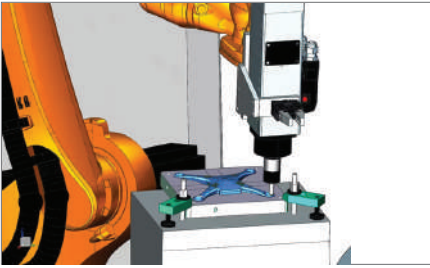


**Mechatronic Concept Design training**

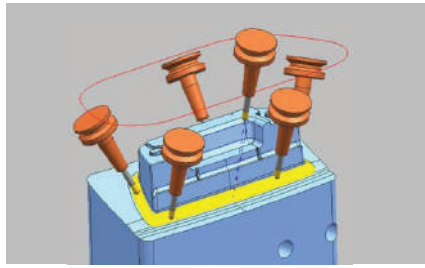


# Manufacturing

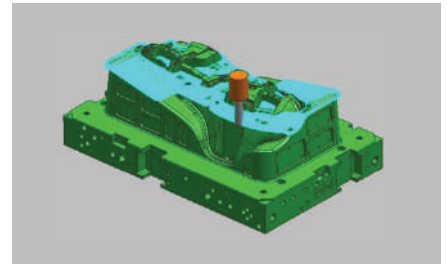
Robotic Machining



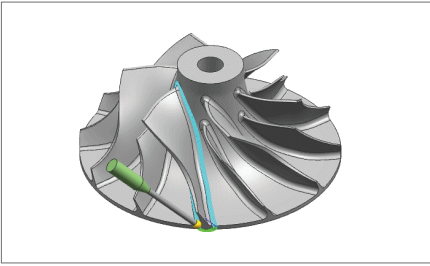
5 Axis Milling



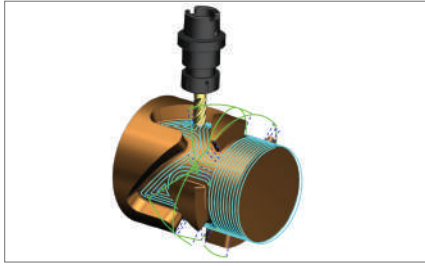
3 Axis Milling



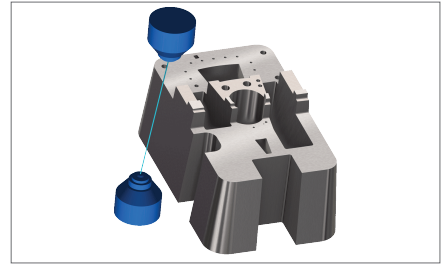
Turbomachinery Machining



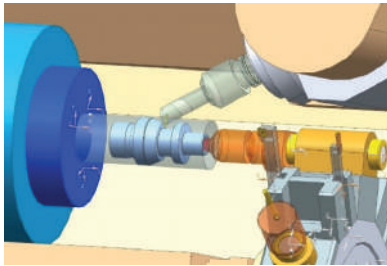
Rotary Machining



Wire EDM Advanced



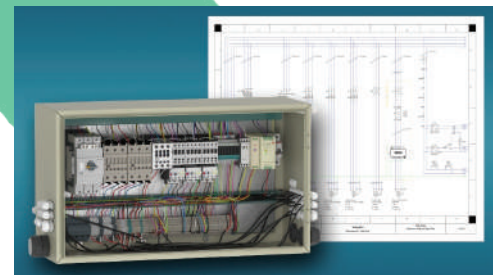
Turning & Mill-Turn



## SIEMENS SOLID EDGE

### Design

Modular Plant Design training (Piping & P&ID) Electrical Design training



Industrial Machinery Design training

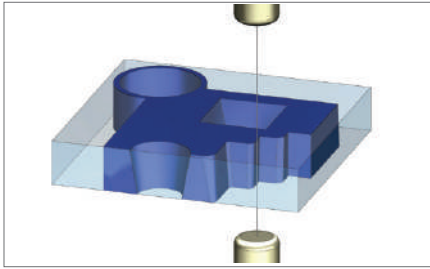


Product Design training

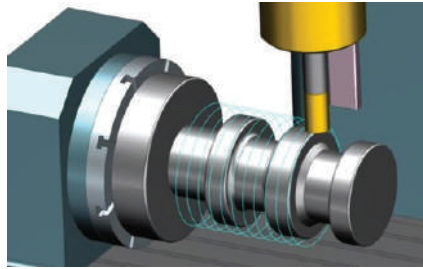


# Manufacturing

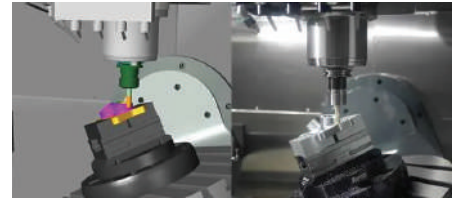
3 Axis Milling



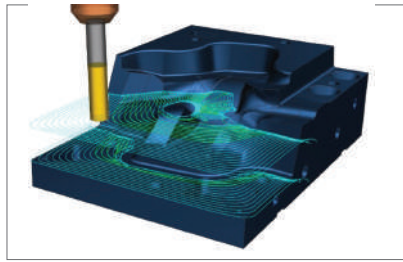
5 Axis Milling



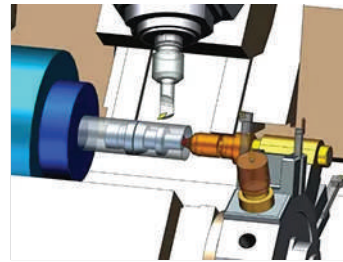
Turning & Mill-Turn



Wire EDM

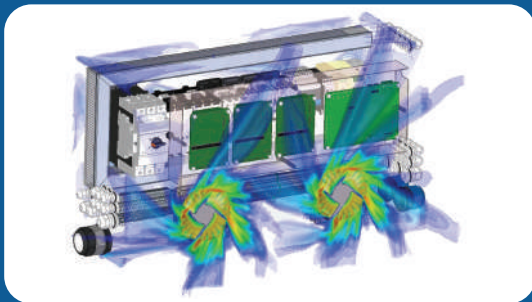


Rotary Machiningtraining

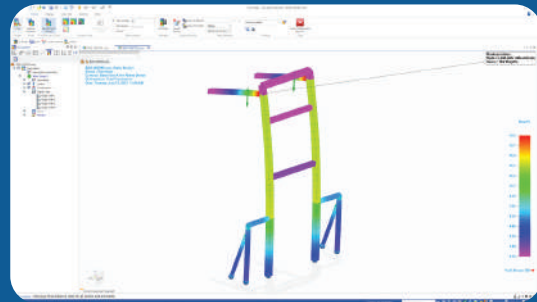


# Simulation

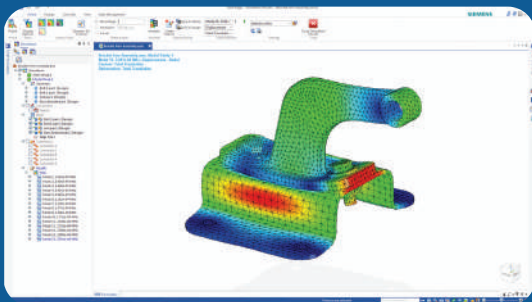
Simulation Standard training



Simulation Advanced training



Flow Simulation training (FloEFD)



# Simcenter 3D simulation

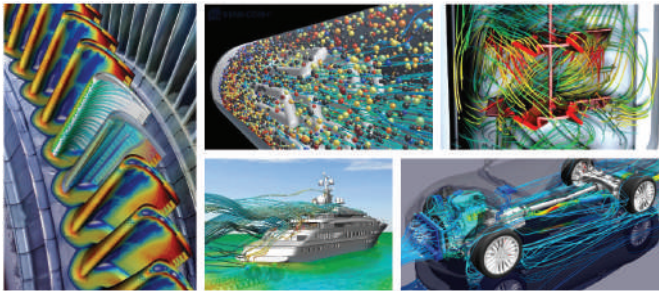
- Essential training
- Advanced training
- Structural dynamic simulation
- Motion simulation
- Dynamic Response simulation
- Thermal Simulation
- Flow simulation



- Thermal & Flow simulation
- Acoustic simulation
- Electromagnetics simulation
- Durability & Fatigue
- Material Engineering
- Laminate Composites

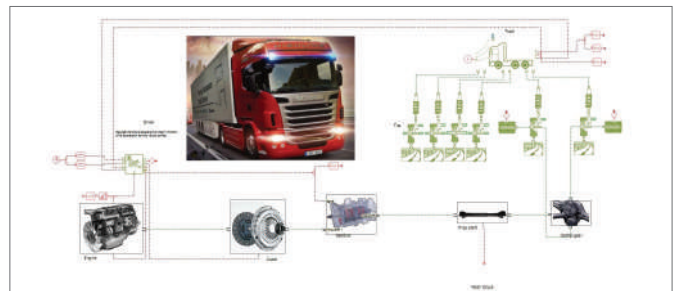
## Simcenter STAR-CCM+ (total multi-physics CFD solution)

- Fundamental training
- Data Analysis training



## Simcenter Amesim (1D system simulation)

- Fundamental training
- Hydraulic system simulation



# CAD/CAM SOFTWARE SERVICE

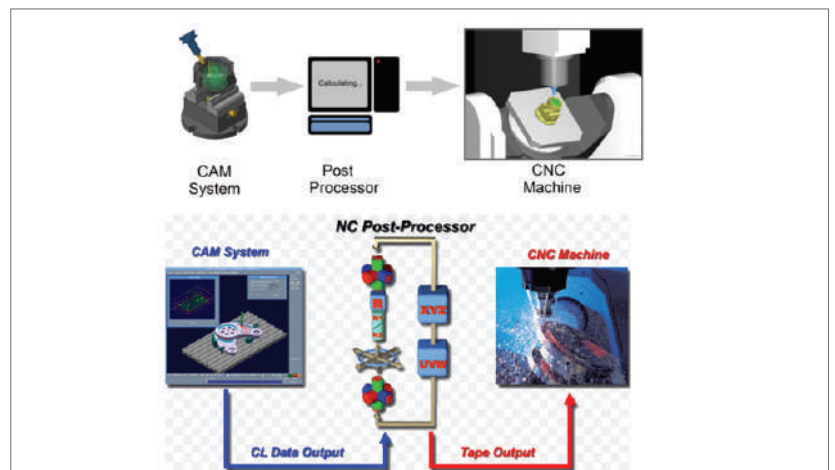
## POST PROCESSOR & MACHINE SIMULATION

### Supported softwares

- NX CAM
- Solid Edge CAM Pro

### Supported CNC machines

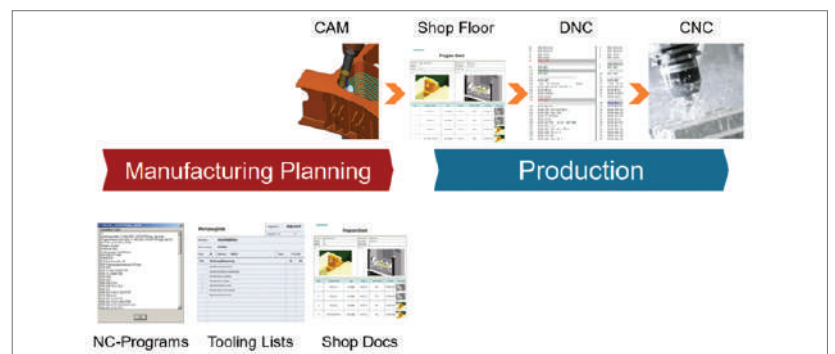
- 3 Axis Milling machine
- 4 Axis Milling machine
- 5 Axis Milling machine
- Mill-Turn machine
- Wire EDM machine
- Laser Cutting machine



## SHOP DOCUMENT

### Supported softwares

- NX CAM
- Solid Edge CAM Pro



## PARTNERS





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