

## Customer situation **BEFORE**

**1 - Method definition and optimisation :**  
Trades with similar approaches,  
but not the same goal (LCA, design, SDF,...).  
Change management

**2 - MBSE:**  
Company that knows systems engineering,  
but has to respond to a customer with a model

**3 - Tools**  
Defined processes, but no tools to carry out  
the activities

**4 - Process (regulatory declination)**  
No shared view of a process, depressed staff,  
duplicate actions

**5 - Training:**  
Company with no system approach

## **INTERVENTION**

Understanding the work of LCA and linking it to  
parallel with systems activities.

---

Development of a tool to calculate the releases  
of a system by integrating physical models  
from the design

Definition of a system modelling method taking  
into account the company's constraints and  
the customer's model expectations

Scorecard of tools against the criteria.  
Contribution of experiences on tools  
already used in other projects

System approach  
and system/functional models

---

Collaborative multi-trade animation

Pragmatic training on customer applications

## Customer situation **AFTER**

**1 - Bringing together systems engineers**  
(the designers) and LCA engineers (calculating  
the emissions of a technological solution).  
Possibility of running dynamic simulations  
to find out at which stage of a product's use  
it is the most polluting.

**2 - Coherent link between the client's models**  
and those of the company.  
Functional Libraries and Ontology

**3 - Tools adapted to the processes / activities**  
to be carried out by the client

**4 - Sharing a common vision. Identification**  
of duplicates and gaps in the process.  
Recommendations for improvement / deployment

**5 - Sharing a common vision.**  
Identification during the training of areas  
for improvement and effective cost reduction