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Shared Services in mid-sized organisations

What are the different routes to value creation?

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Round table participants

Dassault Systèmes



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Shared Services EMEAR

bioMérieux



Emmanuel Vignal
Head of Shared Services

Deloitte



**Jean-Michel
Demaison**
Partner, France

2 companies, 2 success stories

Dassault Systèmes, the 3DEXperience company



Dassault Systèmes provides business & people with virtual 3DEXperience universes to imagine sustainable innovations capable of harmonizing product, nature and life.



Key figures

Sales: 2.5bn€

Growth: +14%

12,400 people

WW presence: serving 12 industries in 140 countries

Innovation: One global R&D / 53 Labs

bioMérieux, WW leader in microbiology



bioMérieux provides **diagnostic solutions** that determine the source of disease and contamination to **improve patient health** and **ensure consumer safety**

Key figures

Sales: 1.6bn€

7,700 employees

Leader in clinical and industrial microbiology

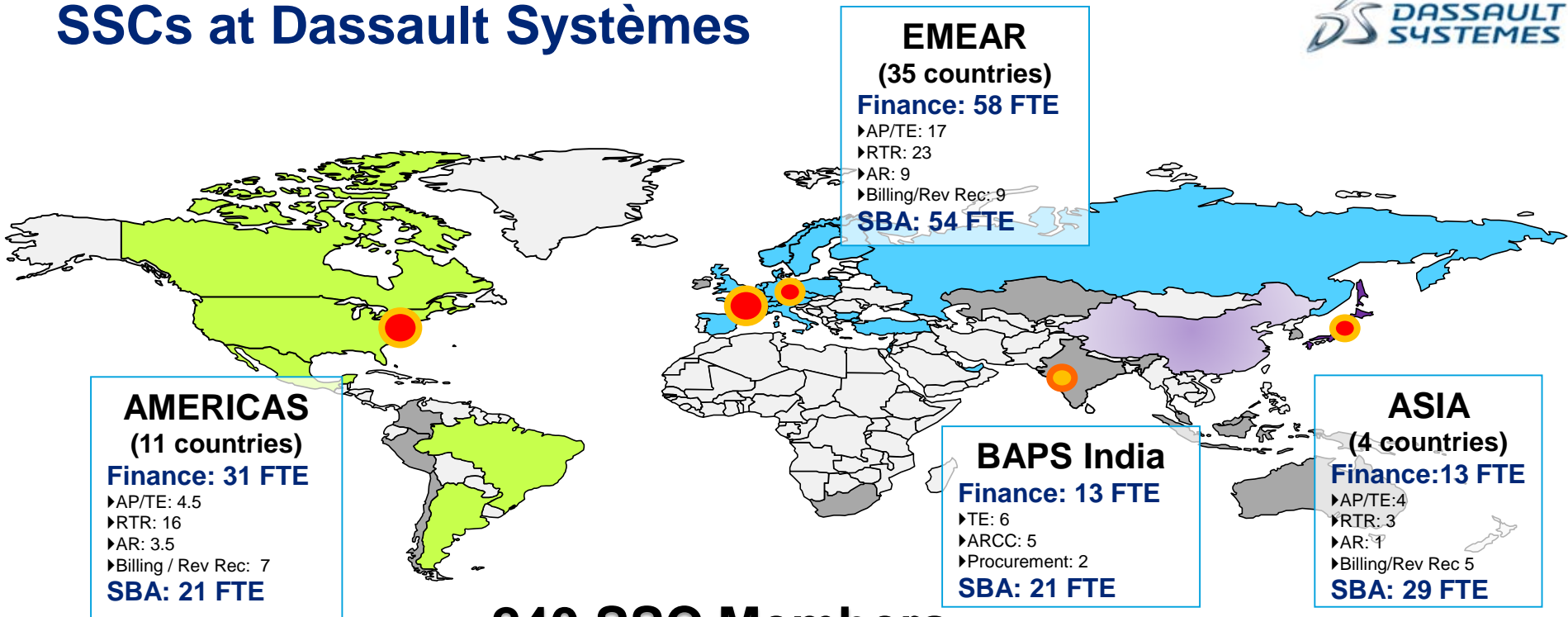
WW presence: 87% of sales outside France, 150 countries, 41 subsidiaries

Innovation: 18 R&D sites, 12% of sales



Shared Services in mid-sized organisations

SSCs at Dassault Systèmes



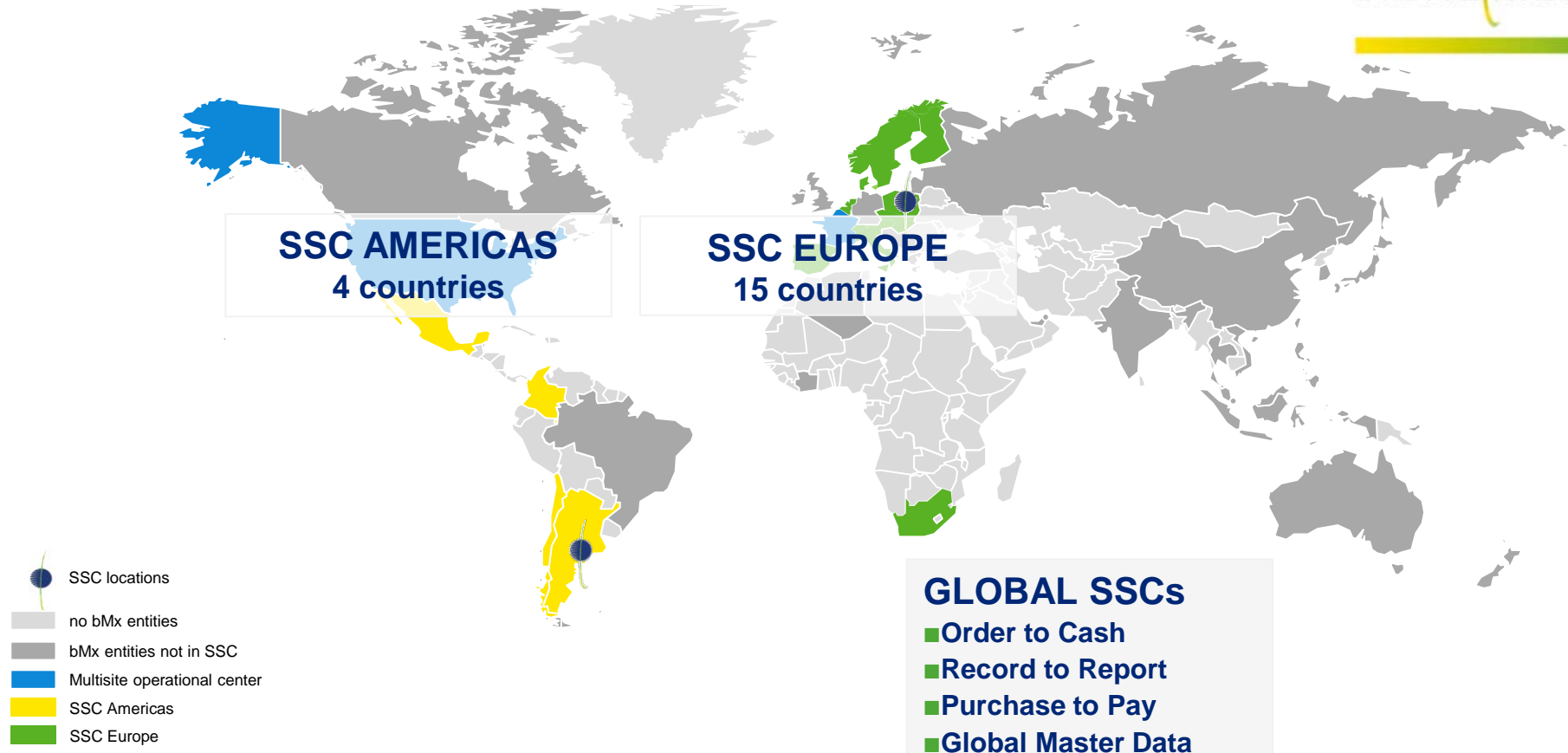
240 SSC Members

115 Finance

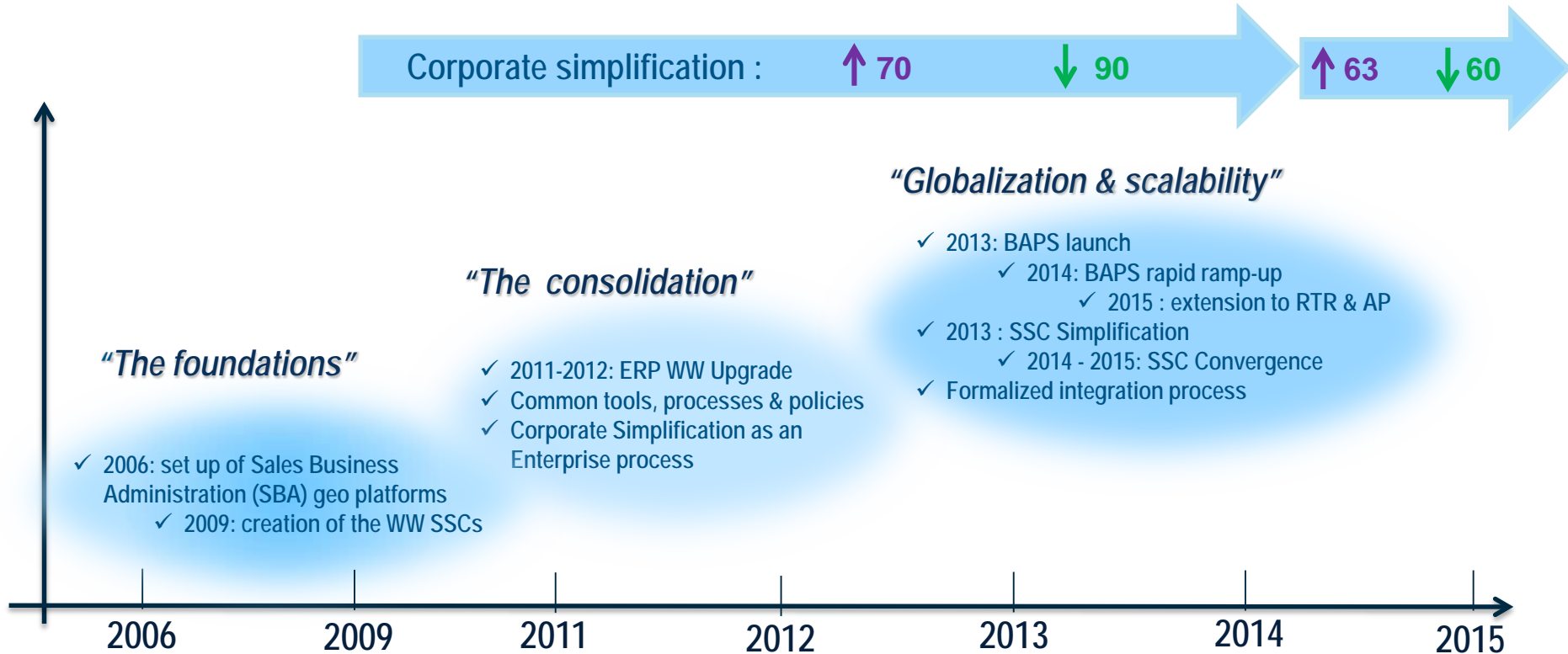
125 SBA

- SSC EMEAR
- SSC Americas
- SSC Asia
- DS entities not yet in the SSC
- No DS entities

SSCs at bioMérieux



The SSC journey at Dassault Systèmes



The SSC journey at bioMérieux



INTEGRATE

- Support SAP deployment
- Proof of Concept
- Geographical growth

STANDARDIZE

- Process/KPIs monitoring
- GPO & Process office
- Start Alignments

OPTIMIZE

- Regional clusters
- SSC 2.0
- Centers of excellence
- Extend SSC footprint & scope

2010

2011

2012

2013

2014

2015

2016

Discussion

Discussion

- Can a mid-sized company go offshore ?
- How do you deal with lower cost countries ?
- What do you leave in « small » countries ?
- How do you deal with social sensitivities of SSCs in some countries ?

Questions & Answers



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