



# PARAMETRIC DESIGN



PARAMETRIC DESIGN

›Consulting

›Training

›Software

# >La nostra storia

>2021

Partner Keyshot

>2020

Partner Onshape

>2018

Partner ANSYS

>2008

Opening of PD Suisse

>2001

Start PD activity

2003: Best Achiever – PTC European Dealer

2007: PTC Channel Advantage - Impact Partner Award

2008: PTC Channel Advantage – Top Revenue Producer WER

2009: PTC Winner's Circle – Top VSR

2010: PTC Winner's Circle – Top VSR

2011: PTC Winner's Circle – Top VSR

2017: PTC Top Platinum Partner of the Year - Growth Partner Platinum

2021: Partner Network Award Winner for Greatest Segment ARR Growth - Onshape



# > Da VAR a technology advisor

“Non siamo più solo rivenditori a valore aggiunto, ora siamo riconosciuti come veri e propri Technology Advisor. Offriamo potenti soluzioni a tutte quelle aziende che vogliono mantenersi competitive e innovative sul mercato, assicurandoci sempre che queste ultime siano in grado di sfruttare al massimo la potenzialità dei nostri strumenti.”

F. Mele





PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Cosa  
intendiamo con  
Technology

“Catturare un’idea,  
materializzarla,  
assicurarci sempre  
della sua piena  
fattibilità tecnica.”

M. Pettenella



PARAMETRIC DESIGN

›Consulting

›Training

›Software

## >Cosa intendiamo con Advisor

“Vogliamo essere il punto di riferimento per tutte quelle aziende che desiderano supporto e consulenza in ambito tecnologico e di innovazione”.

F. Mele





PARAMETRIC DESIGN

›Consulting

›Training

›Software

›La  
nostra  
identità

Aiutiamo le aziende  
a creare prodotti  
intelligenti, innovativi e  
interconnessi.

PARAMETRIC DESIGN

›Consulting

›Training

›Software

## >I nostri obiettivi

Far parte del  
successo dei nostri  
clienti: questa è la  
nostra più grande  
soddisfazione.  
Guardando al  
futuro, pronti per  
la prossima sfida.





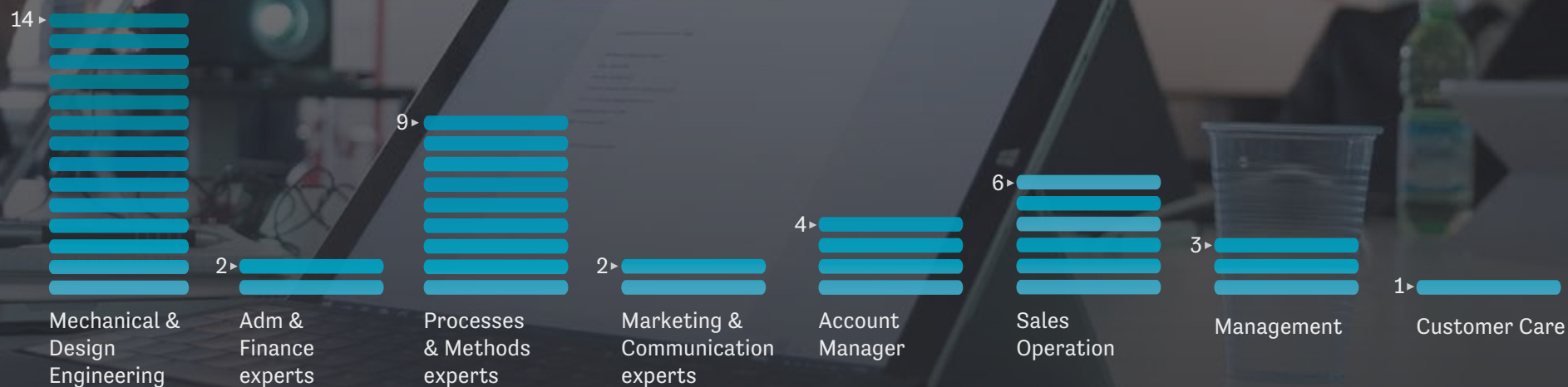
PARAMETRIC DESIGN

>Consulting

>Training

>Software

# >Il nostro team



Totale Utenti

41

## >Il nostro Business

>I migliori strumenti

>Il metodo per imparare ad  
utilizzarli

>Supporto allo staff tecnico e di  
processi di sviluppo del prodotto  
per massimizzare il ritorno  
dell'investimento.



PARAMETRIC DESIGN

›Consulting

›Training

›Software

## >Consulenza

Aiutiamo le  
aziende ad essere  
più innovative, sia  
ora che in futuro.

PARAMETRIC DESIGN

›Consulting

›Training

›Software

## ›Training

Aiutiamo i nostri clienti ad  
ottimizzare l'utilizzo dei nostri  
strumenti.



PARAMETRIC DESIGN

›Consulting

›Training

›Software

>I nostri  
Partner





PARAMETRIC DESIGN

»Consulting

»Training

»Software

>I nostri  
Partner



PARAMETRIC DESIGN  
Partner Platinum dal 2007

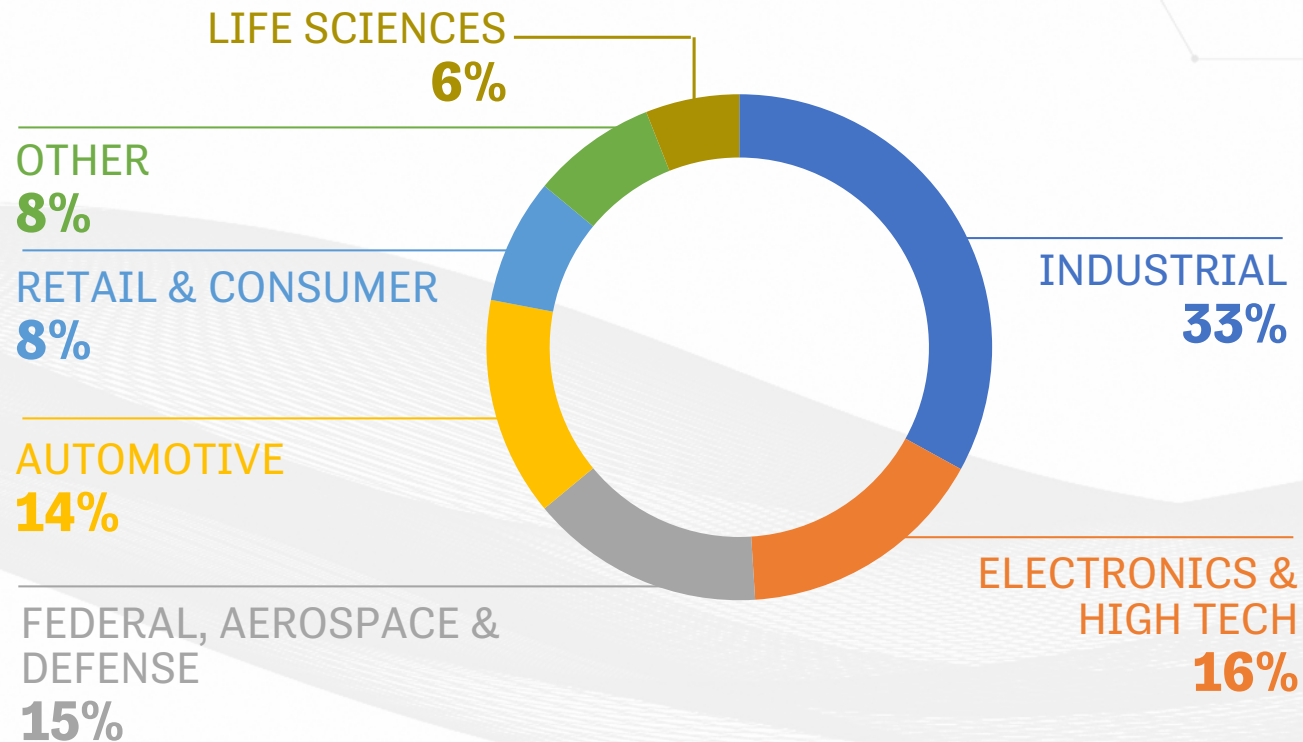


## PARAMETRIC DESIGN

### >Business Trasformation

**CAD > PLM > IIoT > AR**

### >Verticals



>Consulting

>Training

>Software

### >Fast Facts

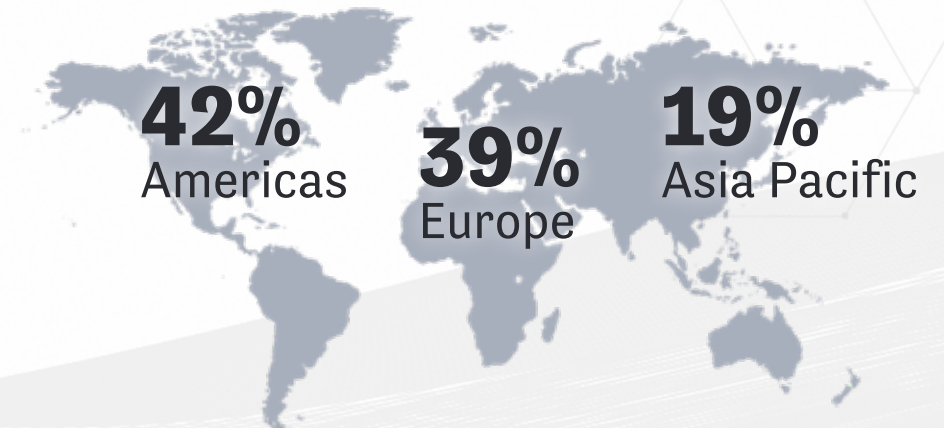
**35 Year**  
Heritage of Innovation

**\$1.46B**  
ARR

**6.4K+**  
Employees

**\$1.80B**  
Revenue

### >Global Footprint



>How Digital Transforms Physical

DIGITAL **Defines** PHYSICAL



DIGITAL Models  
Generates  
Simulates  
Specifies  
Produces PHYSICAL

DIGITAL **Manages** PHYSICAL



DIGITAL Catalogs  
Configures  
Synchronizes  
Relates  
Mirrors PHYSICAL

DIGITAL THREAD

DIGITAL **Connects** PHYSICAL



DIGITAL Senses  
Translates  
Monitors  
Predicts  
Optimizes PHYSICAL

DIGITAL **Augments** PHYSICAL



DIGITAL Recognizes  
Guides  
Captures  
Supports  
Virtualizes PHYSICAL

DIGITAL **Disrupts** PHYSICAL



DIGITAL Accelerates  
Economizes  
Mobilizes  
Democratizes  
Socializes PHYSICAL



PARAMETRIC DESIGN

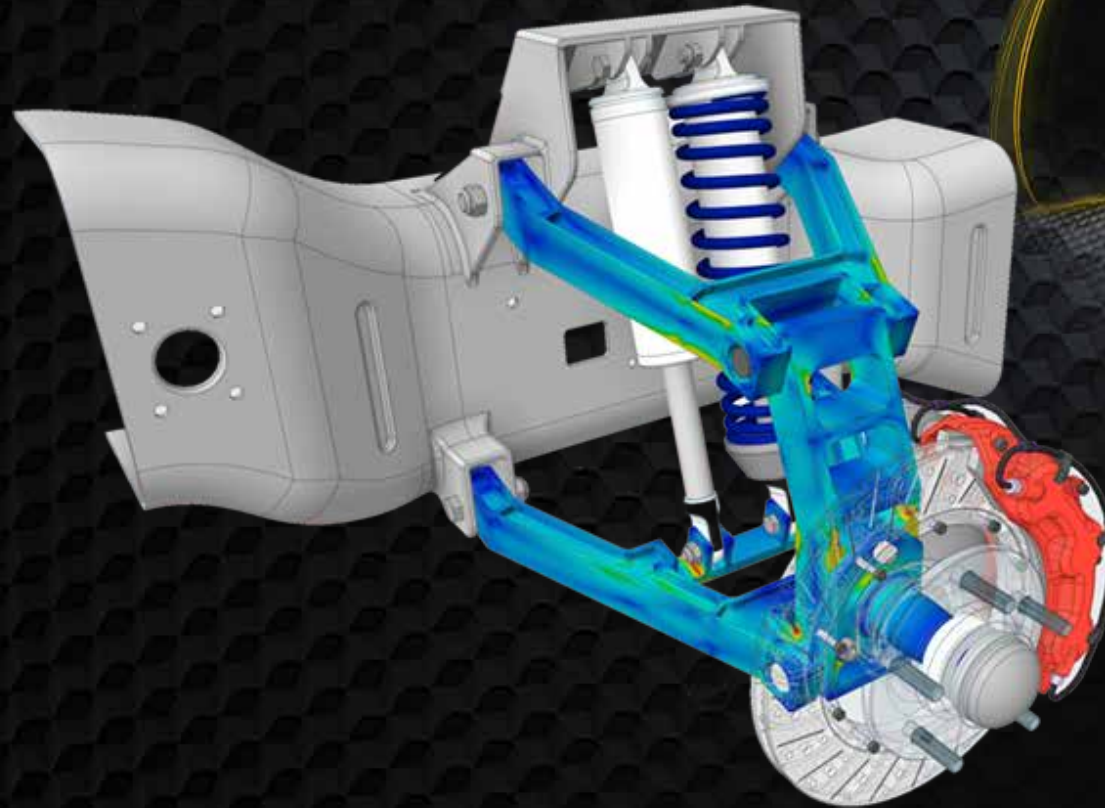
>Consulting

>Training

>Software



>I nostri  
Partner  
**Ansys**



PARAMETRIC DESIGN

›Consulting

›Training

›Software

>Ricavi **\$1.68B**

Margine operativo **\$496ML**

**~2X** *THE SIZE OF OUR  
NEAREST COMPETITOR*

(CIMdata June 2020 Report)\*

**#1** *IN  
SIMULATION*

**FOCUSED**  
*SIMULATION IS ALL WE DO*

**PROVEN**

MEMBER OF PRESTIGIOUS

STANDARD  
& POOR'S

Nasdaq  
100 Index

**\$32B market capitalization**

(as of February 23, 2021)

**COMMITTED**

OVERALL CUSTOMER SATISFACTION  
GLOBALLY (2020): 89%

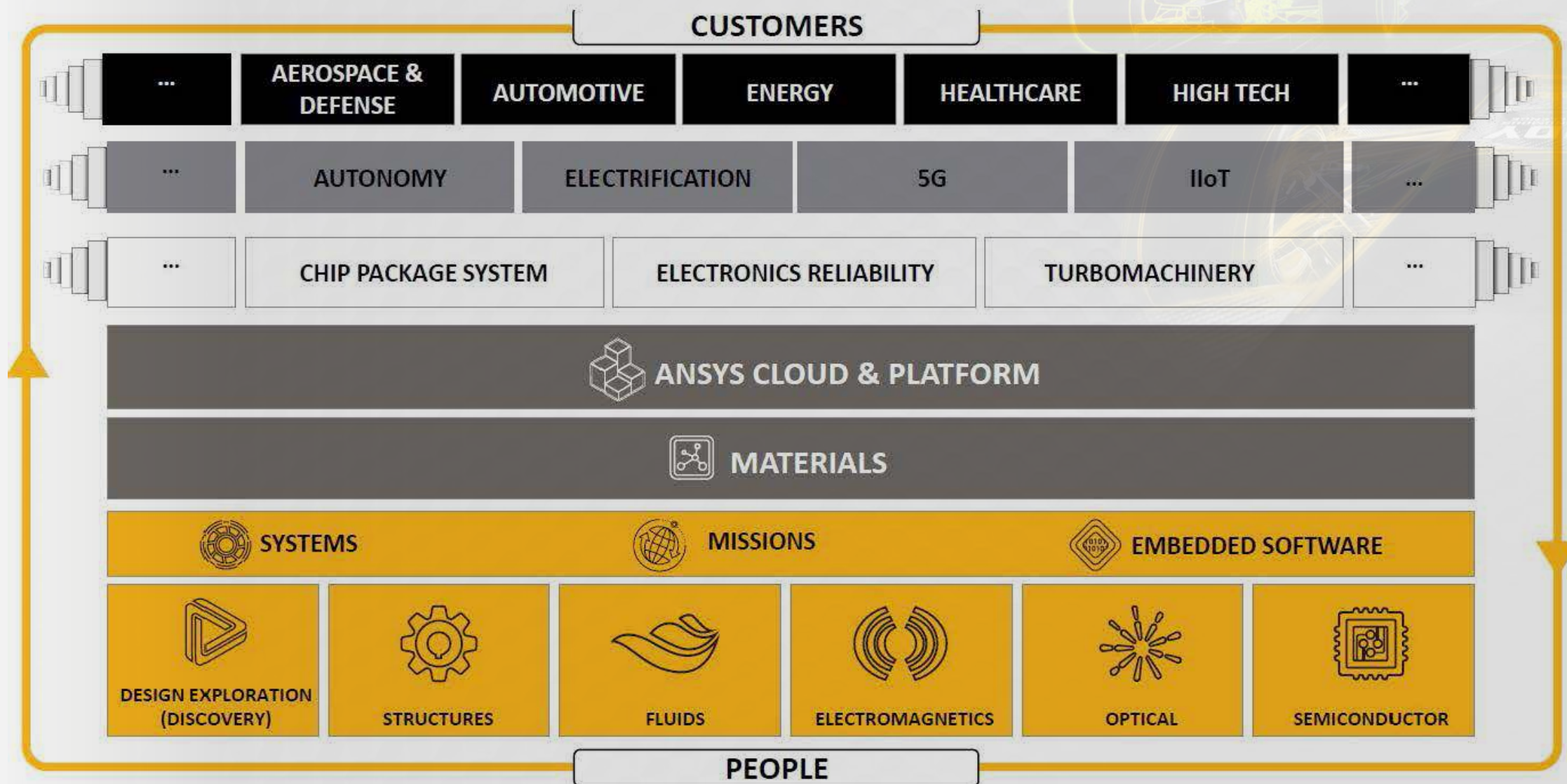
**CAPABLE**

**4,800** EMPLOYEES GLOBALLY

**85 ANSYS OFFICES**

**>150 CHANNEL PARTNERS GLOBALLY**





PARAMETRIC DESIGN

›Consulting

›Training

›Software

>I nostri  
Partner





**#1**

Onshape è il #1  
software CAD con la  
crescita più rapida



onshape®

**2M**

Onshape ha più di  
2ML di utenti



The PTC Partner Network is Honored to Recognize



**PARAMETRIC** DESIGN

as the 2021 Partner Network Award  
WINNER

for Greatest Segment ARR Growth: Onshape





PARAMETRIC DESIGN

›Consulting

›Training

›Software

>I nostri  
Partner

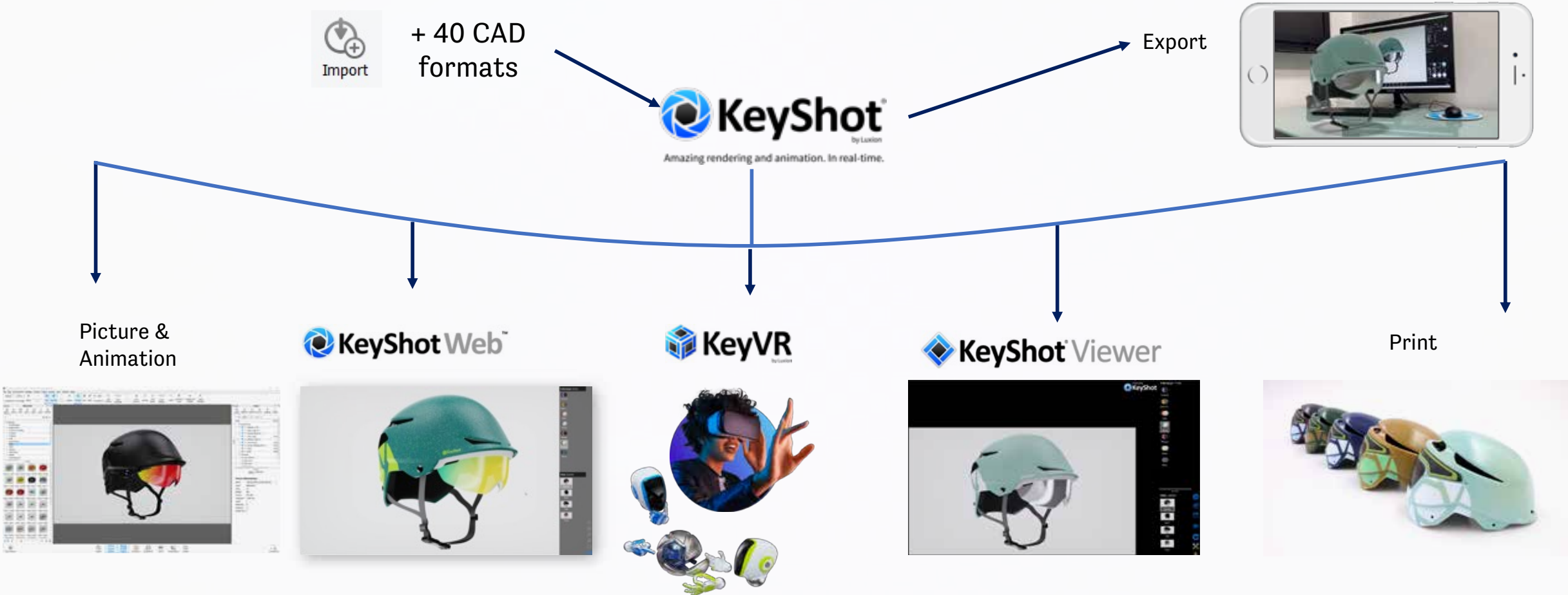


PARAMETRIC DESIGN

›Consulting

›Training

›Software





ENVIRONMENT  
PHOTOSTUDIO  
STUDIO\_DARK  
STUDIO\_WHITE ✓  
MATERIAL BODY  
MATERIAL HELIX  
EXPLODE  
TURN\_ON  
RESET VIEW  
REPLACE BATTERY  
CAMERA MOVEMENTS  
INFO  
SIZE

PARAMETRIC DESIGN

>Consulting

>Training

>Software

>I nostri  
partner



SHIN  
SOFTWARE

AR

SHOW  
in3D  
just before reality!

## PARAMETRIC DESIGN

›Consulting

›Training

›Software



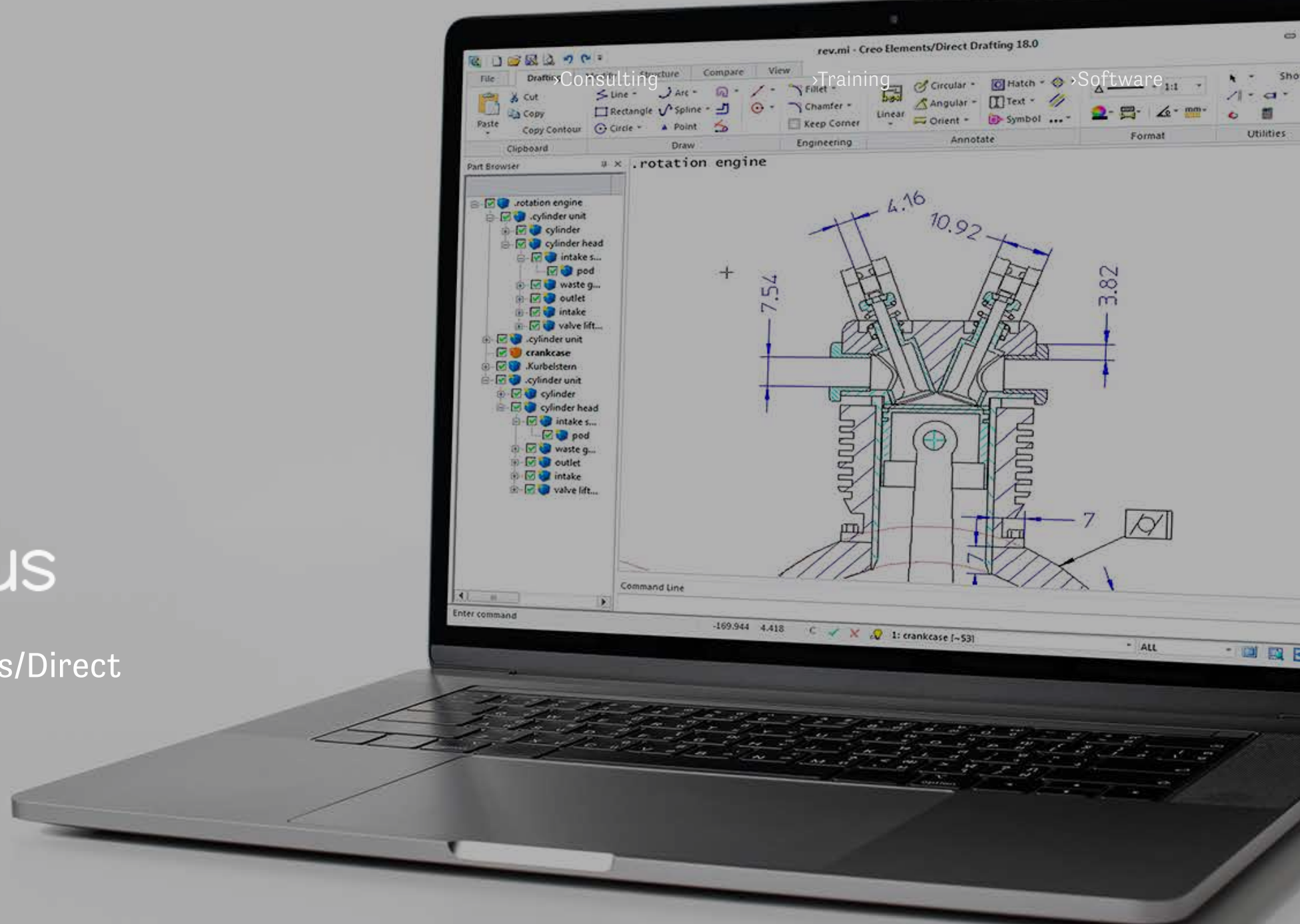


PARAMETRIC DESIGN

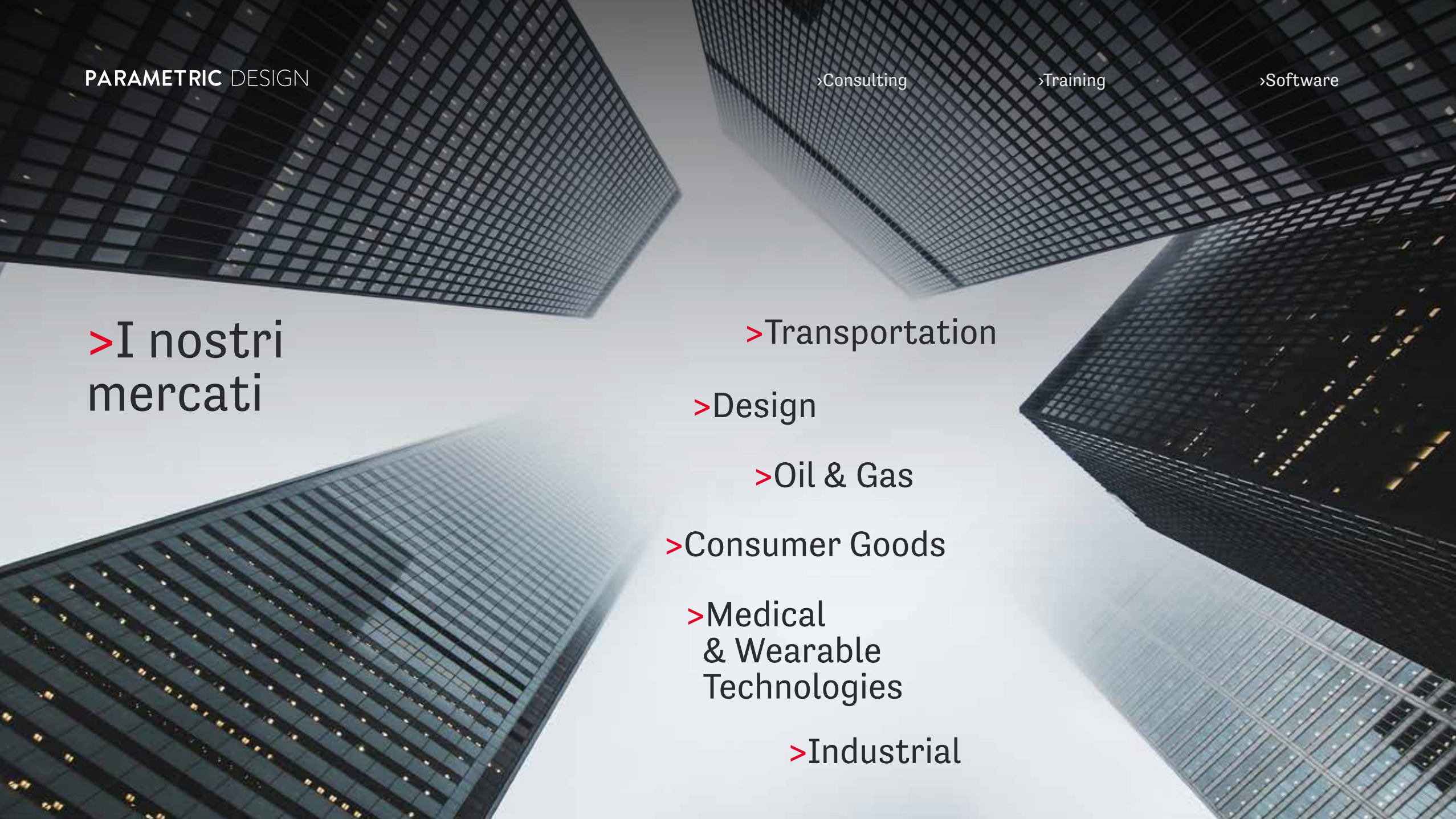
>I nostri  
partner



PTC Creo Elements/Direct







PARAMETRIC DESIGN

›Consulting

›Training

›Software

>I nostri  
mercati

>Transportation

>Design

>Oil & Gas

>Consumer Goods

>Medical  
& Wearable  
Technologies

>Industrial



PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Transportation



PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Design





PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Oil & Gas



PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Consumer Goods





PARAMETRIC DESIGN

>Medical &  
Wearable  
Technologies

>Consulting

>Training

>Software

>Consulting

>Training

>Software

Status Analysis

NH<sub>2</sub>



PARAMETRIC DESIGN

›Consulting

›Training

›Software

›Industrial





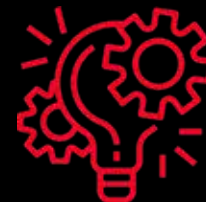
## > Fast Facts 2020



Fatturato  
**6.4ML**



Valore dei progetti  
**1.25ML**



Progetti  
**130**



ARR  
**+11%**



Team  
**41**



Clienti  
**337**



NPS  
**78,6**

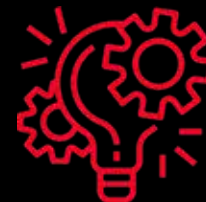
## > Fast Facts 2021



Fatturato  
**6.5ML**



Valore dei progetti  
**1.15ML**



Progetti  
**144**



ARR  
**+13%**



Team  
**41**



Clienti  
**394**

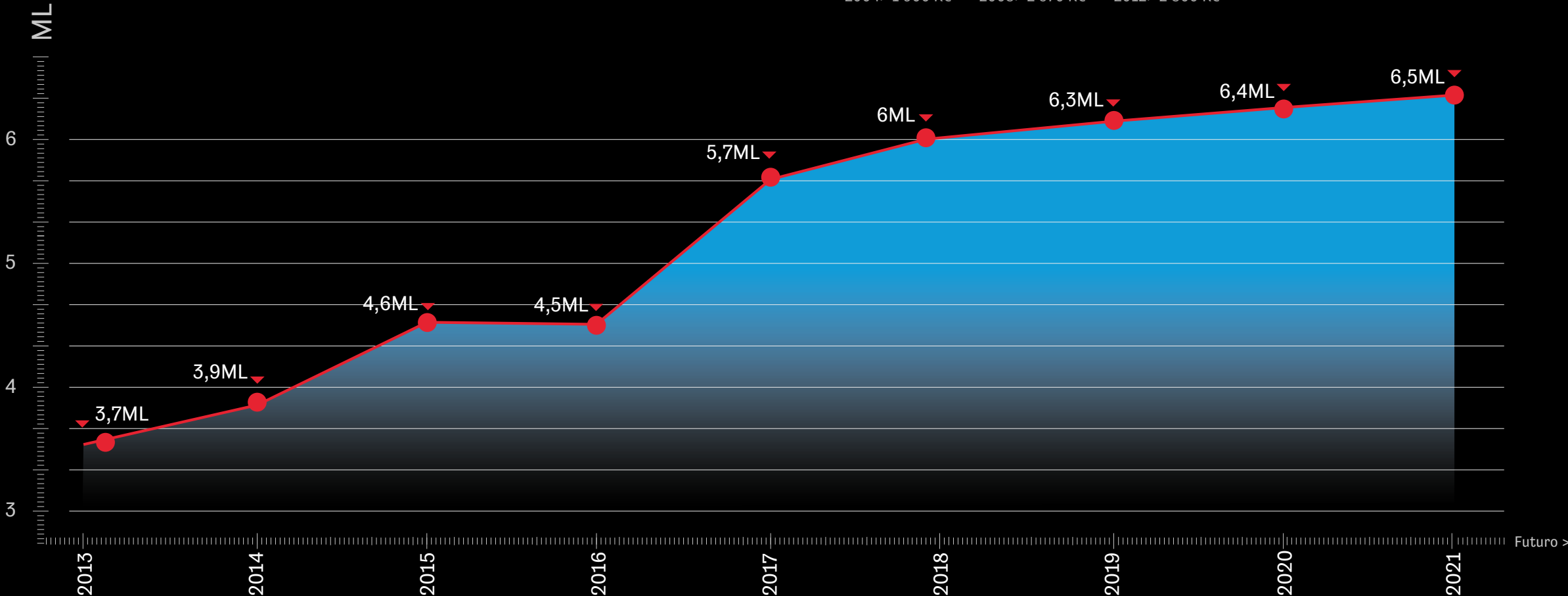


NPS  
**78,6**



# >Fatturato Consolidato

|                |                |                |
|----------------|----------------|----------------|
| 2001> 440 K€   | 2005> 1'700 K€ | 2009> 1'900 K€ |
| 2002> 1'100 K€ | 2006> 2'100 K€ | 2010> 2'400 K€ |
| 2003> 1'600 K€ | 2007> 2'600 K€ | 2011> 2'470 K€ |
| 2004> 1'900 K€ | 2008> 2'570 K€ | 2012> 2'800 K€ |





YOUR  
TECHNOLOGY  
ADVISOR

Italian Branch:  
Parametric Design S.r.l.  
Piazza Corte Grande 24/25  
20060 Gessate (MI)

T +39 02 95384199  
T +39 02 95382708

[parametricdesign.com](http://parametricdesign.com)  
[info@parametricdesign.com](mailto:info@parametricdesign.com)

Swiss Branch:  
Parametric Design Suisse Sagl  
Corso S. Gottardo 24,  
6830 Chiasso (CH), Svizzera

T +41 91 945 31 40

[parametricdesign.com](http://parametricdesign.com)  
[info@parametricdesign.com](mailto:info@parametricdesign.com)

Canadian Branch:  
Parametric Design Canada Inc  
622 College Street 201F  
Toronto, Ontario M6G 1B6

T +1 416 789 7169

[parametricdesign.com](http://parametricdesign.com)  
[info@parametricdesign.com](mailto:info@parametricdesign.com)



Organizzazione con Sistema di Gestione per la Qualità certificato  
UNI EN ISO 9001:2015



**Intertek**

N. Reg. 1816370-00