

# SIEMENS

Ingenuity for life

PARTNER  
PROFILE

Aerospace · Industrial machinery

## Dream Technology System

DTS supports multi-industry customers with Siemens solutions

### Products

NX, Teamcenter, Tecnomatix, Simcenter, Solid Edge

### Business challenges

Meet customers' requirements for industry-based solutions to accelerate product release and time-to-market

### Keys to success

Provide a broad range of Siemens Digital Industries Software solutions

Deliver value-added services

### Results

Doubled revenue and increased customer base by 100 percent in 2017

Recognized as the Best Marketing Performance Partner in the ASEAN region for 2017

### Comprehensive partner program

Dream Technology System (DTS) is a Siemens Digital Industries Software Solution Provider partner in Singapore and Malaysia that has more than 15 years of product lifecycle management (PLM) solution experience. DTS is fully equipped with skills and know-how, and its top priority for is to provide its customers with PLM solutions for product development, validation, data management, manufacturing and production planning. DTS is a member of the Siemens Solution Partner program.

"On the sales and marketing side, we have a better understanding about how to position Siemens solutions in different industries," says Jullie Teo, territory manager, DTS. "On the technical side, we have been recognized by Siemens as the core solutions experts,

which gives us confidence to better support our customers."

### Looking ahead to Industry 4.0

DTS' software offerings include Siemens Digital Industries Software solutions in computer-aided design, computer-aided manufacturing and computer-aided engineering (CAD/CAM/CAE), digital manufacturing and product data management. DTS complements its PLM offerings with 3D scanning and 3D printing hardware solutions.

"Siemens provides the end-to-end solutions to digitalize the whole product design process and development, even to manufacturing," says Teo. "As Siemens continues expanding its portfolio, we are in a good position to support our customers moving forward to Industry 4.0 with their solutions."

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Jullie Teo  
Territory Manager  
Dream Technology System

### Solutions/Services

NX

[www.siemens.com/nx](http://www.siemens.com/nx)

Teamcenter

[www.siemens.com/teamcenter](http://www.siemens.com/teamcenter)

Tecnomatix

[www.siemens.com/tecnomatix](http://www.siemens.com/tecnomatix)

Simcenter

[www.siemens.com/simcenter](http://www.siemens.com/simcenter)

Solid Edge

[www.solidedge.siemens.com](http://www.solidedge.siemens.com)

### Customer's primary business

Dream Technology System Pte Ltd joined the Siemens Digital Industries Software Solution Provider Partner Program in 2015. DTS mainly focuses on the aerospace and industrial machinery industries. DTS' service offerings include technology consulting, product engineering, reverse engineering, rapid prototyping, testing and validation services.  
[www.dtsys.my](http://www.dtsys.my)

### Customer location

Singapore

Malaysia

### Providing more services to customers

"We also provide different types of services to our customers," says Teo. "For example, we provide a business analysis service to help our customers better address the challenges in their business. We also provide engineering services, training services and on-site support to help our customers to better and more quickly deploy Siemens solutions."

### Recognizing success

At the Siemens Digital Industries Software Converge Asia-Pacific Executive Partner Forum, DTS was recognized as the Best Marketing Performance Partner in the ASEAN region for 2017.

"From the marketing, sales and technical perspectives, being a part of the Siemens Digital Industries Software Solution Provider Partner Program enables us to provide the right solutions to our customers," says Teo.

"We provide total Siemens solutions to our customer. We listen to our customers' needs and requirements and we try to be part of their team to find the best Siemens solution to support them and become more successful."

"On the technical side, we have been recognized by Siemens as the experts of core solutions, which gives us confidence to better support our customers."

Jullie Teo

Territory Manager

Dream Technology System

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