It's all about people, and these days it will also be about Digital Transformations.

For successful teams creating new products and solutions:

Aeronautics, Defense, Space, Built environment (BIM)
**What is the problem solved?**

Today small and large businesses find it difficult to collaborate on and archive their designs, products, analyses and engineering data in general due to clashing formats and the lack of platforms for sharing such data. The challenges of the Information Age is interoperability and requires freedom from vendor lock-in, addressed by open data solutions, multiple viewpoints and solutions embodying data independence.

**What is the proposed solution?**

Jotne designs and delivers software built on open standards (in particular STEP, IFC/BIM, PLCS and ASD/AIA) that enables collaboration and archiving of engineering data throughout the product’s (or building’s) lifecycle and believes that there is great market potential due to the increased need for engineering and manufacturing collaboration implied by concepts such as Industry 4.0 and the need for greater engineering efficiency, shorter time to market etc.
What is the compared to the State-of-the-Art?

The unique selling points is that through using Jotne’s systems a business’ data is managed so that they can easily collaborate with others when they choose and then archive data in a future proof format when necessary. For example:

- Large international consortia (such as Eurofighter, F-35) where each partner wishes to continue using its own in house design systems but still needs active, up-to-date collaboration with the other partners.

- SMEs who need to receive and provide critical design information to and from a variety of customers. Who today frequently need to invest in various CAD/PLM and other design tools purely to meet the needs of their various customers.

- Building owners and construction consortia who need to build and then maintain modern BIM complex constructions and who today often continue to resort to document based systems using 3D CAD and similar models only in isolation and not across the design-build-deliver-maintain-recycle lifecycle.
What is the business model?

As of today, the business model has been predominantly based on the sale of licences and maintenance for the software products and from consultancy implementing and developing solutions using smart software, data management and engineering knowledge.

Jotne is also moving to Cloud based applications, initially through involvement in collaborative Cloud architectures focused on SMEs where users will register for a fee.

What is the future outlook?

Jotne has identified that one of the key strengths of its solutions is predominantly for those who need to collaborate frequently, with a high volume of technical information, and to multiple stakeholders.

“Therefore we are looking for partnerships based on industrial knowledge including a common and shared vision on using open and international standards for the next generation solutions. Such partnership will support the international outreach and provide the further growth.”