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CIMdata News

CIMdata to Host Free Webinar on The Internet of Things and What it Means for PLM

21 April 2015

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "The Internet of Things – What Does It Mean for PLM?" The webinar will take place on May 20 at 11:00 a.m. (EST) and will consider the reality of the Internet of Things and the new challenges and new opportunities it is bringing to product development. Several use cases will be shared, along with a discussion on the ramifications of managing the product versus managing the information from the product.

According to the webinar host, Laila Hirr, CIMdata's Senior Consultant & High Technology Electronics Practice Manager, "Big data analytics has a lot of hype around the Internet of Things, but what is it and what is the impact on product development? What about security and privacy considerations? How do they all play together?" Ms. Hirr added, "Recently I've been digging into these questions and look forward to sharing my thoughts and observations at our upcoming webinar. Undoubtedly, the Internet of Things will have far reaching impacts for all industries and will drive new demands in PLM best practices."

Laila Hirr has nearly 25 years of experience in the PLM industry providing roadmaps, conducting solution provider-neutral enterprise evaluations and selections, with a special emphasis on the business interfaces between engineering, manufacturing, services, and supply chain participants. She is the long-time author of the "PLMsavvy" blog which provides insights around topics that are commonly encountered in PLM initiatives.

The webinar will be an hour long and those attending will: find out how the Internet of Things is being used; understand where Big Data and PLM interface with the Internet of Things; and learn what needs to be considered when extending PLM capabilities leverage the Internet of Things.

At the conclusion of the webinar, attendees will:

Understand the breadth of applications for the Internet of Things

Know how to prepare for the impact of the Internet of Things on managing product information assets in the context of PLM

Have insight into the complexity of the security and privacy considerations associated with the Internet of Things

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This webinar will be useful to PLM users, team leaders and members, engineering managers, manufacturing engineers, PLM software and solution providers and anyone interested in learning more about PLM. During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <http://www.cimdata.com/en/education/educational-webinars/the-internet-of-things-what-does-it-mean-for-plm>. To register for the webinar visit: <https://attendee.gotowebinar.com/register/7745803594961359617>

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CIMdata to Offer Workshop for the Systems Engineering Community

23 April 2015

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces that CIMdata's Systems Engineering Knowledge Council will present a workshop on the topic of "Systems Engineering Supporting High-Tech Product Development." The workshop will take place in Santa Clara, California the day after CIMdata's PLM Road Map for the High Tech Electronics Community.

The workshop, now in its third year, will be facilitated by CIMdata's practice manager for Systems Engineering, John MacKrell and will focus on the critical area of a systems-approach to product development. The emphasis will be on how systems engineering impacts high-tech companies and products. The workshop will explore the effective use of systems level requirements and work processes to drive all phases of the product development process from concept to retirement.

Systems engineering (SE) and Model-Based Systems Engineering (MBSE) are very broad topics that many companies are just now trying to understand. This workshop will focus on the challenges that companies adopting SE and MBSE face. It will help companies understand how to get there faster and with less risk.

Key topics for the 2015 workshop include: implementing MBSE for product design at real companies; how the relationships among systems, subsystems, and components are managed and linked to product configuration; how product requirements are structured, linked to the product design, tracked, and change-managed; the benefits that have been achieved from adopting a SE or MBSE strategy; metrics used to measure SE success; the breadth of deployment of MBSE within industrial companies; and the role of simulation in supporting SE.

This workshop has been carefully designed to provide attendees time to network with domain experts from CIMdata, knowledge council participants, and others interested in these topics.

For more information on the workshop visit <http://www.cimdata.com/en/education/knowledge-council-workshops/se-workshop-2015>.

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Acquisitions

Dassault Systèmes Acquires Modelon GmbH

23 April 2015

CIMdata PLM Industry Summary

[Dassault Systèmes](#) today announced its acquisition of [Modelon GmbH](#), expert in “ready-to-experience” content for systems modeling and simulation which are strategic to transform the transportation and mobility industry. With this transaction, Dassault Systèmes reinforces its portfolio of industry-leading content, applications and services used in today’s age of experience.

In the context of the Internet of Things, smart, connected objects such as autonomous driving systems are increasingly showing their potential to profoundly change consumer lifestyles, yet their highly intricate and interconnected systems must seamlessly work together to do so. Electronics are expected to comprise 50 percent of vehicle development costs by 2030 and the number of electric vehicles worldwide is predicted to reach 12 million by 2021. Model-based systems engineering is an important facet of defining, imagining and shaping virtual products and user experiences that flawlessly mimic future ones in the real world.

Modelon GmbH’s proprietary, multi-physics modular and reusable content—based on the [Modelica](#) open standard modeling language—brings industries beyond digital mock up to deliver functional mock up, transforming the engineering and experimentation of connected vehicles. From electric power storage to electric power distribution, its portfolio delivers a unified picture of complex product subsystem interaction and performance, throughout the design process as well as during optimal system operations. This accelerates virtual product development and ensures the relevance and quality of transportation and mobility industry projects.

Dassault Systèmes’ Dymola technology, along with content and help from Modelon GmbH in high added value service projects greatly improved efficiency in making the game-changing technology of next generation electrified cars such as the BMW i3 and i8 or hybrid cars.

“Since 2009, our industry-proven content implements the latest advances in Modelica tools and standards and, as a result, has enabled major industry milestones,” said Johannes Gerl, CEO, Modelon GmbH. “As part of Dassault Systèmes, we can expand the reach and impact of our assets to inspire electrified and ecologic product development that will be emblematic of the bright future of experience-based systems engineering.”

“We welcome Modelon GmbH’s team of experts and its industry-proven solutions in our mission to demonstrate the transformative power of 3D universes,” said Bernard Charlès, President and CEO, Dassault Systèmes. “With our 3DEXPERIENCE platform and strong and growing ecosystem of content partners, we now look to replicate Modelon GmbH’s success in other industries such as aerospace, energy, process and utilities, and construction.”

Dassault Systèmes has long supported the use of the Modelica modeling language for the complex systems engineering at the core of the company’s flagship brand CATIA. The acquisition of Modelon GmbH marks the latest step in reinforcing its commitment to design smart products in the age of experience, following the acquisitions of Geensoft embedded systems development solutions in 2010 and Dynasim’s Modelica-based modeling and simulation solutions in 2006

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Company News

ANSYS Earns Company of the Year Accolade at Engineering Simulation Awards

21 April 2015

CIMdata PLM Industry Summary

Acknowledging its outstanding financial performance and reputation for quality and innovation, [The Engineering Simulation Show](#) recognized [ANSYS](#) (NASDAQ: ANSS) as Company of the Year during its 2015 Engineering Simulation Awards, held in Derby, U.K.

The Engineering Simulation Awards celebrate those companies leading the way – defining the future of simulation, and the mission critical role it plays within the product development processes of leading companies across a wide range of industries.

"Simulation has moved from a validation and verification tool to an integral part of leading companies' product development processes," said Sin Min Yap, ANSYS vice president of marketing. "By using simulation throughout the process and by simulating complete virtual prototypes of complex products, organizations around the world can be more efficient in making engineering trade-off decisions – increasing innovation and speeding products to market."

Criteria for winning the award include having a strong market presence, an outstanding reputation for quality and an innovative approach to business.

"We were delighted to award ANSYS with the prestigious award for Company of the Year 2015 in recognition of their outstanding product and service offerings, which together with a range of marketing campaigns have captured the imagination and attention of the whole industry," said Ken Davies, director of GSE Media Ltd. and organizer of the Engineering

Arena Solutions and Q Point Technology Partner to Offer Arena PLM with Q Point's Online Green Data Exchange

22 April 2015

Arena Solutions, today announced a strategic partnership with Q Point Technology to offer Q Point's Green Data Exchange (GDX) to Arena PLM users. GDX is the largest online exchange for compliance data, allowing companies to obtain RoHS, REACH, substance disclosure, and Conflict Minerals information from more than 10,000 suppliers worldwide.

"Compliance is a complex challenge that is only becoming more difficult for tech and medical device companies, as national and international governments alike, continue to add more regulations to adhere to," said Steve Chalgren, vice president of product management and strategy for Arena. "We're excited about this partnership with Q Point Technology, which gives our PLM community deep access to their rich compliance analysis solution."

Q Point's Green Data Exchange enables customers to:

Evaluate the compliance status of a product or sub-assembly to a regulation

Know, at-a-glance, if a part is compliant and view all supporting supplier declaration data

Communicate with suppliers to request information for any commodity type, including custom parts

Invite any supplier to register for a free GDX account

Generate a compliance report for a customer

Manage a risk assessment program by assigning risk factors at a supplier part level

"With Green Data Exchange," said Bill Robertson, CEO at Q Point, "Arena PLM users can evaluate the compliance of any BOM to regulations such as RoHS, REACH, and Conflict Minerals. By providing a system that allows companies to connect with their suppliers, organizations are able to reduce their

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compliance costs and stay up-to-date with ever changing regulations."

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Autodesk and Mattel Team Up to Bring New Digital and 3D Printing Experiences to Kids and Families

20 April 2015

[Autodesk, Inc.](#) and [Mattel](#) announced today they have signed an exclusive agreement to power the Mattel toy line with cutting-edge 3D design and 3D printing technology.

The joint initiative will provide a new immersive experience by combining beloved physical toys with digital adventures. An upcoming series of apps will empower consumers to imagine, design and customize their own toys, and help to make the toys real through 3D printing.

"Autodesk is dedicated to providing powerful, yet easy-to-use 3D design and 3D printing apps to unlock the creativity in everyone," said Samir Hanna, vice president and general manager, Consumer and 3D Printing, Autodesk. "Partnering with an iconic brand like Mattel provides us with an opportunity to demonstrate how Spark, our open 3D printing platform, can help create amazing experiences that bridge the digital and physical worlds and push the boundaries of creative play."

The exclusive collaboration aims to bring hands-on design experiences to support an interactive learning environment through fun apps so that kids can also learn while they play. The digital experiences also engender pride in accomplishment and tap directly into the maker trend that encourages creativity, imagination and open-ended customization.

"We're constantly inspired by the passion and creativity we see among kids around the world," said Doug Wadleigh, senior vice president and global brand general manager, Toy Box, Mattel. "Technology is changing daily and by harnessing Mattel's expertise in play and Autodesk's expertise with creative apps and 3D printing, we're able to offer a new kind of 3D design experience, continuing the Mattel legacy of inspiring imagination and creativity."

The first in a series of new apps is scheduled to launch in the second half of 2015 along with a dedicated online hub for Mattel's 3D printing initiatives. Additional details and information will be announced at a later date.

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Bentley Issues Call for Submissions to 2015 Be Inspired Awards for Excellence in Infrastructure

23 April 2015

Bentley Systems, Incorporated today announced its call for submissions to the [2015 Be InspiredAwards](#) program. The deadline for entries is May 31, 2015. The awards, which are selected by independent juries of industry experts, recognize the extraordinary and innovative work of organizations that help sustain the world's infrastructure by designing, engineering, constructing, delivering, and/or operating roads, buildings, plants, utility networks, and more. Winning projects showcase "BIM advancements" through depth of information modeling, for better asset performance, and/or breadth of information mobility, for better project performance.

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The 18 *Be Inspired* Awards categories in this comprehensive, global program cover every aspect of the built environment.

All Bentley users are invited to enter their projects in the *Be Inspired* Awards program, no matter what phase the project is in – preconstruction/conceptual, design, construction, or built. The three finalists chosen for each *Be Inspired* Awards category will win a trip to London to attend, as a guest of Bentley Systems, [The Year in Infrastructure 2015 Conference](#), being held Nov. 3-5 at the Hilton London Metropole in the U.K. The finalists will present their projects in the *Be Inspired* Awards Finals portion of the conference before the judges, industry thought leaders, and more than 100 members of the media gathered for this highly interactive event comprising presentations, summits, and workshops.

Chris Barron, Bentley vice president, corporate communications, said, “It’s time once again for our users to review their project achievements over the past year and select the most extraordinary for submission to our 2015 *Be Inspired* Awards program. The small effort required to nominate a project is a very worthwhile investment – one whose return is unprecedented global recognition for our users’ projects and organizations.”

He continued, “Win or lose, every project nominated is acknowledged across the broader infrastructure community with the full support of Bentley’s global marketing team. The project work of finalists gains additional exposure through presentations on a global stage at the *Year in Infrastructure* Conference in London. And the winners are invited back to that stage to receive their award in front of their peers and other leading executives in the world of infrastructure design, construction, and operations as well as more than 100 journalists from key media outlets. It’s an opportunity not to be missed!”

For additional information about the *Be Inspired* Awards program, or to nominate a project, visit www.bentley.com/BeInspired.

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Centric Software Signs First African Customer

22 April 2015

Centric Software, Inc., has acquired its first African customer for its [product lifecycle management \(PLM\) software](#), with Ackermans, part of the Pepkor Group of companies.

The value fashion retailer will use the Centric 8 [PLM software for retail, apparel, footwear, luxury and consumer goods](#) to improve the sourcing process, implementing the software across both internal and external teams, according to Renee Jain, supply chain systems manager of Ackermans.

Based in the Republic of South Africa, Ackermans chose the Centric PLM software for its ease of use and configurability, says Jain. Centric’s [Agile Deployment](#)(SM) employs a collaborative and iterative process to provide an out-of-the-box, configurable solution that avoids time-consuming customization. Configurations made to reflect a customer’s specific needs do not alter the essential code of the PLM software. Updates are simple, fast to incorporate, and often include features for new industry trends or best practices.

Jain also cites the importance of Centric’s reputation, credibility and strong references in the apparel and retailing industries. “Ackermans can place complete trust in the Centric solution and team.”

“The product development benefits of Centric 8 PLM will help Ackermans achieve its commitment of continuously setting the standard for value and affordability,” says Chris Groves, president and CEO of

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Centric. "The opportunity for Centric and Ackermans to work together in this region of the world is invaluable."

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Eworks Successfully Hosted CIMdata Event in Beijing

23 April 2015

It is the fourth year of the forum in China that Eworks has collaborated with CIMdata. The China Forum is the fourth station of the program, which goes from the end of March to April in Ann Arbor, Amsterdam, Pune, Beijing, and Tokyo.

As the main speakers of the forum, Mr. Peter Bilello, CIMdata President and Mr. Stan Przybylinski, CIMdata Director of Research introduced the global PLM market development and trends. Dr. Pei Huang, e-works CEO hosted the forum and did all the translation.

In the session of The State of PLM—Today's Market and Leading Trends, according to Mr. Peter Bilello, the global PLM market in 2014 has a 6.8% growth to \$37.2 billion with a solid growth surpassed CIMdata's forecast. Among all the segments, simulation and analysis has a strong growth at 8.9%. PLM's next evolutionary step would be that companies need to innovate across the full spectrum of their operations including logistics, infrastructure, processes, products, services and strategic initiatives, not just across the lifecycle. Peter pointed out that, "it means that the shift towards enabling robust and resilient business platforms requires a fundamental change for both industrial users as well as PLM solution providers".

In the session of 2014 PLM Market Analysis, Stan analyzed 2014 PLM market dynamics and trends by geography, segments, and industry, and assessed the PLM leaders' revenues and market investments.

Dr. Huang analyzed Chinese PLM Market Development in 2014. Facing with complex and volatile international environment as well as heavy and tremendous reform tasks, Chinese economy has overcome downward pressure and realized a 7.4% GDP growth, in which industrial added value has up 7.0% to 22.8 trillion RMB and manufacturing up 9.4%.

In the new economy normal, Chinese PLM market awareness is continuously increasing and PLM applications has been adopted beyond traditional discrete industries. The need for PLM as a differentiator is becoming clear for some Chinese enterprises. Overall, PLM market has a good growth last year with a solid growth in many segments. Dr. Huang pointed out that according to the forecast, Chinese mainstream PLM market has a rapid growth of 11.75% in 2014 from \$845 million in 2013 to \$944. 2014 Chinese PLM market grows 11.9% to \$1,469 million.

In the afternoon session, Peter and Stan shared insights around the topics of beyond concept modeling, the platformization of PLM, PLM obsolescence, and IoT which has aroused discussions and attention in attendants.

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Lectra shares a glimpse into the future of the automotive leather industry

24 April 2015

Lectra recently hosted its first conference on the future of the automotive leather industry.

Lectra organized this thought leadership event to explore the megatrends impacting the automotive leather industry as well as the technologies, methods and expertise available to help automotive leather professionals flourish. Thirty participants from the world's leading tanneries, automotive manufacturers and tier-1 supply companies gathered at Lectra's Bordeaux-Cestas campus to hear industry experts' insights on interior design trends, market growth perspectives, leather supply dynamics, and the evolution of chemical treatments for leather.

The unique, organic nature of leather has hindered widespread adoption of automation in the automotive leather industry but, as all of the presenters emphasized, innovation and technology will be vital to keep pace with the industry's rapid changes.

IHS automotive forecasts showed that sales growth in the premium car segment—where leather is most widely used—is outpacing that of the automotive market as a whole. Leather's universal appeal, across all car segments, makes it a key component in future styling trends. “Our new challenge is matching quality leather with the creation of effects, like perforation, that require precise cutting,” said Stéphanie Petit, Project Designer at Renault.

However, as David Peters, head of DLP Advisors, explained, global hide production is not increasing quickly enough to sustain that demand. Changes in eating habits and processing techniques are causing a downward shift in hide supply and quality, and an increase in the cost of raw materials.

“Improving hide availability via more robust supply chains, ensuring consistent quality and repeatability, and designing smaller parts in order to obtain higher hide yield are just some of the ways to deal with the predicted leather shortage,” stated David Peters.

Workshops led by Lectra experts demonstrated the range of technology available to help leather professionals achieve this by monitoring leather consumption and hide quality; maximizing hide yield; anticipating costs and control margins; and maintaining competitiveness and profitability over the long term.

Gabriela Fuentes, Engineering Manager, Steering Wheels Department at Key Safety Systems Mexico, appreciated the breadth of subjects covered. “The information presented gave us a complete picture of

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the market's evolution, from the reasons for demand changes and the effects on leather supply to the chemicals used. Seeing the connections between all these trends was very interesting and beneficial."

"The time is right for change in the leather industry; the technology is mature enough. But, when change is so profound, the right partnerships are key. I am confident that together, we—car makers, suppliers, tanners and Lectra—will make this change happen," concluded Céline Choussy Bedouet, Marketing Director for Automotive and Furniture, Lectra.

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Mentor Graphics Announces New Chief Human Resources Officer

20 April 2015

Mentor Graphics Corporation today announced the appointment of Paul Sale as Chief Human Resources Officer, effective May 7, 2015. He will be responsible for organizational planning and development, talent acquisition, compensation, benefits, HR technology and employee training and development.

"We are pleased to have Paul Sale join our senior management team," said Gregory K. Hinckley, Mentor Graphics president. "His knowledge of the Mentor Graphics business, deep understanding of the sales and technical organizations and strong analytical background will prove a great asset in helping the company continue to optimize its productivity and profitability."

Most recently, Sale was the Global Head of Compensation and Benefits for Mentor Graphics. He began at Mentor more than ten years ago in the finance organization, working in various roles within corporate reporting and financial planning and analysis before moving to the human resources department to lead sales compensation. Prior to that he held positions at Con-Way, Inc. and KMPG LLP as an auditor.

Sale holds an MBA from the Olin School of Management at Babson College and a Bachelor of Science in Accounting from Seattle Pacific University.

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Nemetschek Vectorworks Launches Second Annual Vectorworks Design Scholarship

20 April 2015

As part of its commitment to helping students succeed, global design software developer Nemetschek Vectorworks, Inc. has launched the 2015 Vectorworks® Design Scholarship program. Students from across all design disciplines around the world are encouraged to submit their best individual or group work by Monday, August 31, 2015 for the opportunity to win up to \$10,000 USD.

The submission process is simple; students submit their best project, which may include work completed for a class assignment, and answer three questions, each in 150 words or less. An esteemed panel of judges will evaluate submissions on the basis of design integrity, effective use of computer technology and originality, as well as the articulation and communication of a design vision.

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"Today's students are tomorrow's visionaries, solving all types of design challenges that the Vectorworks Design Scholarship program lets us celebrate," said [Stewart Rom](#), chief marketing officer at Nemetschek Vectorworks. "We established this program to support their academic dreams by offering financial assistance, and we can't wait to see the inspiring work that students submit this year!"

In its second year, the scholarship program supports the next generation of creative potential on two levels. First, regional winners receive \$3,000 USD and advance to compete for The Richard Diehl Award in round two for an additional \$7,000 USD. Winnings can be applied to tuition, housing, textbooks, studying abroad, conference fees or other educational purposes. Additionally, winners' schools receive free Vectorworks design software, as well as free in-person or virtual training for faculty and students.

The Richard Diehl Award is a global award named for the founder and chairman of Nemetschek Vectorworks. Through the scholarship, Diehl strives to inspire young minds and give students the tools needed to develop ideas from concept to completion.

To apply to the Vectorworks Design Scholarship or to learn more, visit www.vectorworks.net/scholarship. Winners will be announced on October 15, 2015.

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Rock Flow Dynamics to Resell Altair's PBS Professional®

22 April 2015

[Altair](#) today announced that Rock Flow Dynamics, a provider of software and services to the oil and gas industry, is now a globally authorized reseller of PBS Professional®, its high-performance computing (HPC) workload manager and job scheduler for clusters, clouds, and supercomputers.

The agreement allows Rock Flow Dynamics to sell PBS Professional to users of its industry-leading reservoir simulation product, tNavigator®. Altair announced [tNavigator support for PBS Professional](#) in October 2014. Used by thousands of companies worldwide, PBS Professional enables engineers in HPC environments to improve productivity, optimize resource utilization and efficiency, and simplify the process of cluster workload management.

"Reselling PBS Professional lets us provide greater value to our users," said Kirill Bogachev, chief technology officer, Rock Flow Dynamics. "PBS Professional is fully integrated with tNavigator, so users can be sure of optimal throughput and performance. Now, by acquiring this integrated solution as a single purchase from Rock Flow Dynamics, users have a simple path for getting up and running quickly with a tightly integrated solution for reservoir engineering."

tNavigator is the only product on the market that can dynamically combine a fully interactive 3D graphical user interface and a record-breaking parallel supercomputing engine. The product's core algorithms are based on cutting-edge scientific developments in reservoir engineering and provide optimally efficient use of modern computing platforms. As a result, tNavigator provides superior performance and unparalleled user efficiency for reservoir engineers at the corporate reservoir simulation centers and in the field.

"This reseller agreement is a win for oil and gas companies and their engineers, who can now simplify and accelerate adoption of HPC systems for reservoir analysis," said Bill Nitzberg, chief technology

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officer for PBS Works™ at Altair. This agreement offers a new option for engineers who need robust, scalable, high-end systems to support their compute-intensive work."

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PTC President and CEO Jim Heppelmann Honored with 2015 CAD Society Leadership Award for Work with the Internet of Things

20 April 2015

PTC® today announced its President and CEO, [Jim Heppelmann](#), was honored with the 2015 Leadership Award by the CAD Society for work with the [Internet of Things \(IoT\)](#). The award was presented at COFES (Congress on the Future of Engineering Software) on April 18, 2015 in Scottsdale, AZ.

The CAD Society Awards acknowledge the contributions made by individuals who have positively impacted and developed the CAD, engineering, manufacturing and architecture software industries. The Leadership award is presented for outstanding technical and business leadership in the CAD industry, with focus and dedication to the needs of CAD users. The CAD Society presented the 2015 Leadership Award to Mr. Heppelmann in recognition of his leadership in moving PTC from a CAD company to a product and service company, and for leading the charge on IoT. Mr. Heppelmann continues to lead the CAD industry by developing strategy and steering the industry through significant growth to underscore the important role that CAD continues to have in an Internet of Things world.

"The Internet of Things bridges the digital and physical worlds to enable a new reality that is fundamentally transforming the way we create, operate, and service products and systems," said Jim Heppelmann, president and CEO, PTC. "Our goal as a member of the CAD community is to demonstrate how smart, connected products are the cornerstone of the IoT and to carry that message back to our companies, partners and suppliers as we build and shape the new IoT world."

The CAD Society is a not-for-profit industry association with the goal of fostering community and encouraging open communication among those who make their living within the CAD industry including AEC, mechanical, manufacturing and GIS. The CAD Society is dedicated to creating an informative community and improving the tools its members employ in order to get their jobs done. This is achieved by providing an open forum of communication, which helps to illuminate the practices of industry vendors. It has been a leader in creating interoperability guidelines that encourage software vendors to develop applications that can openly share data.

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TCS Wins 2015 SAP® Pinnacle Award

22 April 2015

Tata Consultancy Services (TCS)), a IT services, consulting and business solutions organization, today announced that it has received the 2015 [SAP® Pinnacle Award](#) for Run SAP Partner of the Year for the

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third year in a row, and was a 2015 finalist for the Services Transformation Partner of the Year

TCS is among an elite group of only 19 partners worldwide in 2015 to win an SAP Pinnacle Award, and one of only 45 companies out of 12,800 organizations in SAP's broad partner ecosystem (less than 1 percent) shortlisted as an SAP Pinnacle Awards finalist. These accolades showcase TCS' excellence in driving SAP business and co-innovation and helping SAP and TCS mutual customers to run better.

"Thank you to SAP for honoring us with this prestigious award. We continue to invest with SAP – to support best practices and co-innovate with new SAP technologies. This recognition acknowledges our leadership and commitment to delivering world-class consulting services," said Akhilesh Tiwari, Global Head of [TCS' SAP Practice](#). "I also want to thank our clients who put their trust in us, and our SAP Practice consultants who consistently deliver outstanding work to our customers."

TCS' SAP Practice has implemented end-to-end solution operations to dramatically improve the finance, manufacturing, distribution, procurement and other operations of many large global firms. Benefits that TCS' customers have achieved include:

- Reduced operations costs by 15 percent (Swiss provider of forwarding and logistics services)
- Reduced daily interface monitoring efforts by 42 percent (Indian direct broadcast satellite television provider)
- Reduced daily monitoring person hours by 50 percent (premier engineering solution provider)
- Reduced daily manual monitoring efforts from 120 to 30 minutes (global communications technology provider)

"More and more companies are choosing solutions from SAP than ever before, and in many ways, we attribute that to the strength and commitment of our partners," said Rodolpho Cardenuto, president, Global Partner Operations, SAP. "Together, we are working with partners like TCS to help our customers run simply and at their best. TCS exemplifies leadership and a can-do attitude, and we congratulate everyone involved in TCS' organization for this well-deserved 2015 SAP Pinnacle Award."

Award winners will be formally recognized at the SAP Global Partner Summit being held on May 4, in conjunction with [SAPPHIRE® NOW](#), SAP's international customer conference being held in Orlando, Fla., May 5-7. TCS is the exclusive sponsor of the [SAP concert at SAPPHIRE NOW](#) with pop superstar Jennifer Lopez.

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Events News

ANSYS Convergence Conferences Feature Thought Leaders from Daimler, AREVA, Airbus, BMW, John Deere, Volkswagen and Mars

21 April 2015

The global Convergence Conference series, presented by ANSYS (NASDAQ: ANSS), begins today in Silicon Valley, bringing together industry visionaries to share the latest trends, best practices and

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applications in engineering simulation. Over the course of the next several months, customer speakers from such industry leaders as Airbus, AREVA, BMW, Daimler AG, John Deere, Mars and Volkswagen will share their simulation successes as well as important lessons learned.

The Convergence Conferences feature panel discussions, workshops, breakout sessions and case studies, as well as valuable simulation insights showcasing the unique ways companies leverage solutions from ANSYS to solve complex engineering problems. For example, presenters will discuss such diverse topics as using simulation to create longer-lasting batteries and to study valve motion in the human heart.

"I'm excited to deliver the keynote address at the Santa Clara Convergence Conference," said Thomas E. Markusic, CEO of Firefly Space Systems. "Simulation is transforming our vision of 'NewSpace' – opening up space for business and exploration by building the world's lowest-cost, small satellite delivery system – into reality. It's helping us to make space highly profitable, improve life on earth and extend human exploration to Mars."

"Engineering simulation and the power behind simulating complete virtual prototypes are changing virtually every industry around the world. The Convergence Conferences are proof of that," said Sin Min Yap, ANSYS vice president of marketing. "The stories these customers tell are truly inspiring – and lead to innovative products that are improving lives everywhere."

With local language presentations and numerous locations to choose from, there are many opportunities to learn how best-in-class organizations are transforming their research and development processes and maximizing their investments in simulation. There are scheduled events on five continents and in more than 30 countries, including the United States, Brazil, Italy, Germany, the United Kingdom, South Africa, India, Japan, Switzerland and the Czech Republic.

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CRISPIN announces speakers for its Footwear Technology Forum

24 April 2015

Delcam CRISPIN has announced three more speakers for the Footwear Technology Forum at the Pensole Footwear Design Academy in Portland, Oregon, on the 20th and 21st May.

These presentations will give delegates the opportunity to hear from leading industry experts from GoEngineer, Lectra and Wolfvision about the latest technological changes and updates that affect their businesses.

Tyler Reid, Application Engineer at GoEngineer, in her session titled Digital Manufacturing – 3D Printing Today & Tomorrow, will discuss the driving force behind the rapid rise of 3D Printing in the commercial world, exploring what the technology is, how it works and asking if there are any limitations to it.

Lectra return to the Footwear Technology Forum to deliver a presentation titled The Future of Leather Cutting. Philippe Ribera, Marketing Director for Software at Lectra, will address delegates on how changes in fashion trends affect the need for innovation within their manufacturing processes.

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Following the recent integration of the Wolfvision scanner with Delcam CRISPIN's Shoemaker design software, Andrea Mayer, Sales Manager at Wolfvision will deliver a presentation that focusses on the opportunities a Wolfvision Visualiser can provide to a footwear business, in her session titled Real Time Visualisation – Share Any Material, Any Image, Any Time.

Delcam CRISPIN is also welcoming back Luigi Ferracuti to this year's Forum. Luigi is Global 3D Development and Tooling Director at Crocs Inc and will share a 3D Printing case study with delegates. In addition, D'Wayne Edwards, Founder of Pensole Footwear Design Academy, is opening the event with Pensole's vision of the future of footwear.

The Portland Forum builds on the success of Delcam CRISPIN's first Footwear Technology Forum that was held in Milan last October. Paul Robinson, Head of Product Creation Technologies at Reebok, USA, attended the Milan event and said: "I was intrigued by the forum as it was the first time I'd ever seen anything like this. I would recommend it to my colleagues and anybody else I know in the industry."

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MachineWorks New Sampling Technology at Moulding Expo

22 April 2015

MachineWorks Ltd, will be demonstrating an innovative Sample Technology at Moulding Expo in Hall 4 Stand A43 from the 5th to the 8th of May in Stuttgart, Germany.

The new feature will drastically improve the quality of the graphics as well as offering outstanding performance and constant memory footprint throughout the simulation.

Taking advantage of our patented technology, the MachineWorks team has developed this advanced sampling engine with ray trace rendering that retains the details of stocks even when zoomed in. The result is an enhanced image containing surface details that would normally be lost when using a sampling technology.

This improved technology offers CNC controller manufacturers an ideal software solution for advanced 3D animation as the memory usage is not dependent on the number of cuts in the toolpath but on the grid resolution representing the stock. The customer can display true solid simulation and handle true swept volume surfaces for stock sampling with an accurate graphic representation.

The new version of the sampling engine will be available for customers in the upcoming MachineWorks release but a sneaky demo can be seen during Moulding Expo at 4A43.

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SoftInWay to Host Networking Event at Turbo 2015

22 April 2015

SoftInWay Inc. announces its plans to host an evening networking event for the ASME Turbo Expo

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2015 in Montréal, Canada. This is the next SoftInWay event organized through the company's Zurich AfterWork networking organization which hosts international gatherings for professionals involved in the Energy, Technology, Startup, and Finance Industries.

Zurich AfterWork originated in Switzerland as a means for professionals to meet and network in a casual and enjoyable setting. Since its conception, Zurich AfterWork has expanded its reach from the Zurich area, holding events in London, Vienna, and Munich. This will be the first Zurich AfterWork in North America. "We hope that bringing Zurich AfterWork to Canada will benefit a new piece of the industry population that was unable to attend our European events," said ZAW creator, Valentine Moroz.

The ASME Turbo Expo is bringing together thousands of turbomachinery and energy professionals, all looking to expand their industry knowledge and professional connections. Zurich AfterWork offers a more targeted platform to those in Energy, Tech, Finance, and Startups on which to collaborate and seek new opportunities and ventures.

The Expo will be held from June 15-19, 2015. Zurich AfterWork – Montréal Edition will take place at the Santos Tapas Bar on Tuesday, June 16th, beginning at 6:30pm. The event is free to attend, and special drink prices will be available. Space will be limited so attendees are encouraged to RVSP in advance by visiting ZurichAfterWork.com, or by stopping by booth #616 at Turbo Expo.

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VERICUT Software for Aerospace Manufacturers

21 April 2015

CGTech will showcase its expanded range of software applications for the aerospace industry on stand Hall 2B, Stand F172, Booth 2, at the Paris Air Show, Le Bourget, and Paris on June 15-19, 2015.

VERICUT Machine Tool Simulation Applications

CGTech's VERICUT is widely used in aerospace and defense to improve the efficiency of all types of CNC Machine Tools. VERICUT is CNC machine simulation, verification and optimization software that enables users to eliminate the process of manually proving-out NC programs. VERICUT simulates all types of CNC machining, including Multi Axis Milling, Drilling and trimming of composite parts, water jet cutting, robotic machining and mill/turn Centers. VERICUT runs standalone, but can also be integrated with leading CAM systems used in aerospace including Dassault Systemes CATIA, Siemens PLM NX, Delcam PowerMill and Open Mind HyperMill.

Aerospace applications featuring the World's leading CNC Machine Tool suppliers including DMG MORI, Mazak, Starrag, GROB, CMS and Hermle will be featured.

VERICUT Composites Applications

Throughout the show, CGTech will be demonstrating VERICUT Composite Applications: VERICUT Composite Programming (VCP) and VERICUT Composite Simulation (VCS).

CGTech will feature projects that highlight the use of off-line NC programming and simulation software for Automated Fibre Placement (AFP) machines and Automated Tape Laying (ATL) machines including robot cells. VERICUT Composites Applications are machine independent and machines from the world's leading Composites Machinery suppliers, including Electroimpact and mTorres, will be featured.

VERICUT Drilling and Fastening Applications

VERICUT Drilling and Fastening (VDAF) is software for simulating and programming auto-drilling and fastening machines. These machines are used to assemble large aero-structures and it is essential to avoid programming errors and collisions at such a late stage in the aircraft manufacturing process. VERICUT allows the user to program drilling and fastener assembly operations in a virtual machine tool environment and provides simulation to check for a variety of potentially disastrous error conditions. Like all VERICUT software VDAF interfaces to leading CAD/CAM/PLM systems such as Dassault Systemes CATIA and Siemens NX, and is independent of the assembly machine manufacturer.

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Financial News

Atos Reports 2015 First-Quarter Results

22 April 2015

Atos today announces its first quarter 2015 revenue. In the first quarter, revenue was €2,427 million, up +17.6% year-on-year and up +0.2% at constant scope and exchange rates. Order entry was €2,198 million, up +31.5% year-on-year, representing a book to bill ratio at 91%. Full backlog was €16.6 billion, representing 1.7 years of revenue. Full qualified pipeline totaled at €5.6 billion, representing 6.7 months of revenue.

Thierry Breton, Chairman and CEO of Atos, said: “Since the beginning of the year we have seen the outcomes we expected from the strategic moves in 2014 start to materialize. The new sales organization and the focused investments we made in digital solutions are progressively translating into sales and pipeline increase. Indeed, revenue in Cloud, Big Data, and Cyber-security represented 10% of the total revenue in Q1 with a double digit growth rate. During the first quarter of 2015, the Group signed several significant deals with some of its largest customers, becoming the partner of their digital transformation.

In a better economic environment in Europe, the solid start to the year makes us confident to achieve all our 2015 objectives, in line with the 2016 Ambition plan.”

Managed Services revenue was €1,241 million, up +15.5% year-on-year and up +1.2% compared to Q1 2014 at constant scope and exchange rates. Growth was led by the United Kingdom benefiting from major BPO contracts and from the ramp-up of new Managed Services contracts, mostly in the public sector. Revenue also grew in “Other Business Units” thanks to an increase of activity in Financial Services in India, Middle-East & Africa, and in the Telco and Public sectors in Iberia. The situation was more difficult in Germany and Benelux & The Nordics with several ramp-downs and renewed contracts.

Revenue for Consulting & Systems Integration was €788 million during the first quarter of 2015, up +8.8% year-on-year and down -2.4% at constant scope and exchange rates. Revenue decline was concentrated in Germany, most particularly in the Telco sector. Revenue grew in Public & Health, in the UK in Application Management and with new projects, and in France thanks to new consulting contracts.

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with local public entities and higher volumes in Technology Services with several customers.

Revenue during the first quarter of 2015 in Big Data & Cyber-security was €123 million, representing +4.9% organic growth. Revenue growth was driven by a strong activity in High Performance Computing and Extreme Computing with French and German public organizations.

On a standalone basis, Worldline increased its revenue by +4.0%. From a contributive perspective to Atos, revenue was €275 million, up +1.6% compared to the first quarter of 2014. All Global Business Lines grew organically. Merchant Services & Terminals growth was sustained by strong sales in Terminals and the positive trend in Commercial Acquiring deriving from higher volumes and increased prices per transaction. Financial Processing & Software Licensing grew thanks to double-digit growth in Online Banking and strong performance in payment software licensing. Finally, revenue increased in Mobility & e-Transactional Services thanks to the ramp-up of contracts in e-ticketing and e-Government.

A detailed presentation of Worldline performance during the first quarter of 2015 is available at worldline.com, in the investors section.

The Group revenue grew slightly during the first quarter of 2015 with a contrasted situation across the Group Business Units:

- United Kingdom posted a strong revenue performance thanks to Managed Services and more particularly BPO;
- “Other Business Units” also contributed to Group revenue growth, thanks to a strong activity in Financial Services in India, Middle-East & Africa, in both Systems Integration and Managed Services. The dynamic was also positive in Asia Pacific and Iberia led by Managed Services and Big Data & Cyber-security;
- France was stable as growth in Big Data & Cyber-security compensated the ramp-down of several Managed Services contracts. Consulting & Technology Services remained stable;
- In North America, revenue grew in Consulting & Systems Integration while Managed Services was mainly affected by contracts terminated in 2014;
- The situation remained difficult in Germany and Benelux & The Nordics with several ramp-downs and renewed contracts.

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Dassault Systèmes Reports Strong Revenue and EPS Growth

Dassault Systèmes announced IFRS unaudited financial results for the three months ended March 31, 2015. These results were reviewed by the Company’s Board of Directors on April 22, 2015. Summary Highlights (unaudited)

- Organic new licenses revenue up 14% in constant currencies
- Strong SOLIDWORKS and SIMULIA performances, BIOVIA and QUINTIQ well in line with expectations

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- Organic software revenue up 9% in constant currencies
- Net operating cash flow of €265 million
- 2015 financial objectives confirmed and updated for currency positive impact 2015 First Quarter Financial Highlights (unaudited) *In constant currencies

“It is becoming clearer that our clients’ priority is to provide successful consumer experiences, thus creating significant challenges to adopt open innovation platforms that extend collaboration, modeling and simulation to a new level. This is exactly what our 3DEXPERIENCE platform and Industry Solution Experiences are delivering,” commented Bernard Charlès, Dassault Systèmes President and Chief Executive Officer.

“Life Science is a perfect illustration of it, and why a comprehensive approach can be incredibly valuable. Our brand BIOVIA, integrating our BioIntelligence project and the Accelrys acquisition, leveraging the recent 2015X release of the 3DEXPERIENCE platform, is a true game-changer, powering all types of applications as well as simplifying enterprise integration and transformation.

“More broadly, products as well as processes are becoming more complex. Products are becoming smarter with sophisticated embedded systems, underscoring our development of CATIA Systems, which was further strengthened recently with the technology of Modelon GmbH.

“Finally, looking at our results and future opportunities, we see a year of strong financial performance in 2015. Thanks to multiple access points we can better serve our customer base, reach an expanded market opportunity and accelerate our organic growth.”

2015 First Quarter Financial Summary (unaudited)

- IFRS total revenue increased 17% on software revenue growth of 16% and services and other revenue growth of 27%. On a non-IFRS basis, total revenue increased 19%, on software revenue growth of 18% and services and other revenue growth of 29%. (All growth rates in constant currencies.)
- The Company experienced solid new business activity in multiple industries, most notably Transportation & Mobility, Industrial Equipment, Marine & Offshore, Life Sciences, CPG and Energy, Process & Utilities.
- On an organic basis, the Company has seen a progressive strengthening of its revenue results over the last four quarters, led by improved new licenses revenue dynamic. Excluding acquisitions and in constant currencies, non-IFRS total revenue increased 8%, software revenue grew 9% and new licenses revenue rose 14%.
- From a regional perspective, first quarter non-IFRS revenue in Europe increased 18%, on solid growth in all major countries, and sharply improved results in Southern Europe. In Asia, non-IFRS revenue grew 18% on a strong performance in Korea, well supported by India and Japan. And in the Americas, revenue grew 23% in total with growth in North America offset in part by weaker results in Latin America. (All growth rates in constant currencies.)
- Non-IFRS new licenses revenue increased 24% and non-IFRS recurring software revenue grew 16%, reflecting the addition of acquisitions and solid underlying performance. Recurring software revenue reflected principally growth in maintenance where the Company continued to experience high renewal trends across its software brands. (All growth comparisons are in constant currencies.)

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EMC Announces First-Quarter 2015 Financial Results

23 April 2015

EMC Corporation today announced that its first-quarter 2015 financial results and news release are available on the EMC Newsroom (<http://www.emc.com/q1-2015-earnings>) and the U.S. Securities and Exchange Commission website (<http://www.sec.gov/cgi-bin/browse-edgar?action=getcompany&CIK=0000790070&owner=exclude&count=40>).

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SAP Announces First Quarter 2015 Results

22 April 2015

[SAP SE](#) today announced its financial results for the first quarter ending March 31, 2015.

BUSINESS HIGHLIGHTS IN THE FIRST QUARTER 2015

SAP again delivered exceptionally strong growth in the cloud. First quarter non-IFRS cloud subscriptions and support revenue grew 131% year-over-year (95% at constant currencies).^[1] New cloud bookings, the key measure for SAP's sales success in the cloud, increased 121% in the first quarter to €120 million.

The Company had a very strong cloud and software revenue performance with 24% growth in non-IFRS cloud and software revenue (12% at constant currencies) to €3.66 billion.

Non-IFRS operating profit increased 15% (decrease of 2% at constant currencies) to €1.06 billion.

"We are pleased to report triple-digit growth in both cloud and our business network segment which started on a high note," said Bill McDermott, CEO of SAP. "SAP S/4HANA saw robust early traction and is catalyzing momentum across SAP. We are a strong growth company with every region growing in double digits in cloud and software revenue this quarter. We remain ever focused on seamless execution of our consistent, customer-driven strategy."

"SAP's customer centricity and commitment to investing in innovation are paying off", said Luka Mucic, CFO of SAP. "We grew our cloud and software revenue by 24% and increased our operating profit by 15% surpassing €1 billion in a first quarter for the first time as currency shifted to a tailwind."

SAP HANA continues to be a major growth driver for the Company. This quarter the number of SAP HANA customers surpassed 6,400, almost doubling from just one year ago. SAP S/4HANA's robust early traction – more than 370 SAP S/4HANA customers year-to-date – was a major catalyst in SAP HANA's broader market adoption across all industries and regions.

SAP HANA also continues to evolve as a development platform. The SAP HANA Cloud Platform, our

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Platform as a Service offering, enables organizations to extend and customize SAP applications quickly and easily in the cloud. This new offering is building significant momentum and has already attracted approximately 1,400 customers in a short period of time.

SAP Business Network is the world's largest network of its kind. Total revenue in the SAP Business Network segment was €368 million (€308 million at constant currencies) in the first quarter, a year-over-year increase of 207% (157% at constant currencies). 1.8 million connected companies trade over \$750 billion of frictionless commerce on this network. SAP Business Network brings together Ariba, Concur and Fieldglass into one operating unit which is reported as a separate business segment.

First Quarter 2015 Regional Revenue

SAP showed a strong performance in the EMEA region in both the core and the cloud business. Cloud traction was exceptional with cloud subscriptions and support revenue growing by 114% driven by a very strong performance in the UK. As expected the macro and political environment continued to weigh on SAP's business in Russia and Ukraine but double-digit software licenses revenue growth in Germany pushed EMEA to a 13% increase in non-IFRS cloud and software revenue.

In the Americas region, non-IFRS cloud subscriptions and support revenue grew by 136%. Non-IFRS cloud and software revenue increased 34% year-over-year, driven by triple-digit growth in cloud subscriptions and support revenue in the United States. Brazil bounced back with strong double-digit software license revenue growth.

The Company had an exceptional quarter in APJ. Non-IFRS cloud subscriptions and support revenue grew by 137% driven by a very strong quarter in India. Non-IFRS cloud and software revenue increased by 38%. Japan stood out with strong double-digit growth in software licenses revenue.

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Wipro Limited announces financial results for its fourth quarter and year ended March 31, 2015.

21 April 2015

Highlights of the Results for the Year ended March 31, 2015

IT Services Revenue grew 8.7% in the year on constant currency and Net Income for the year grew 11% YoY

- Total Revenues were INR 469.5 billion (\$7.5 billion), an increase of 8% YoY.
- Net Income was INR 86.5 billion (\$1.4 billion), an increase of 11% YoY
- IT Services Revenue was \$7081.6 million, a YoY increase of 7%
- IT Services Margins was 22.2%

Highlights of the Results for the Quarter ended March 31, 2015

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- Total Revenues were INR 121.4 billion (\$1.9 billion), an increase of 4% YoY.
 - Net Income was INR 22.7 billion (\$366 million), an increase of 2% YoY
 - IT Services Revenue was \$1,774.5 million, a sequential decrease of 1.2% and YoY increase of 3.2%.
- IT Services Margins was 22.0%, an expansion of 23 bps sequentially

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Implementation Investments

AISIN Standardizes on Mentor Graphics Volcano AUTOSAR Design Solutions

21 April 2015

Mentor Graphics Corporation today announced that Aisin Seiki Co., Ltd. and its consolidated subsidiaries (hereinafter referred to as "AISIN"), a major automotive parts manufacturer in Japan, has standardized on the Mentor® Graphics Volcano™ VSx™ design tools to support the widespread adoption of an AUTOSAR-based design process across its network of automobile manufacturers.

AUTOSAR (AUTomotive Open System ARchitecture) is a fast-growing global standard for Electronic Control Unit (ECU) design and the announced implementation by AISIN will help to unify the manufacturer's software development infrastructure across automotive system domains and facilities.

AUTOSAR is an open and standardized automotive software architecture jointly developed by automobile OEMs, suppliers, and tool developers. It allows both automotive engineers and suppliers of ECUs to achieve modularity and scalability of software with standardized interfaces, improving the ability to handle high-complexity designs. AUTOSAR also encourages design re-use, and transferability of ECU design assets.

Adopting AUTOSAR will allow AISIN to focus on developing their core business – the development of high-quality and highly reliable ECUs for a range of in-vehicle functions. One of the safety critical design areas is powertrain applications, and Mentor Graphics proven and successful experience in this area was one of the key reasons why AISIN selected Mentor as one of its key automotive vendors. The Volcano tool suite includes system and network design, virtual validation, test, and embedded software for automotive systems using multiplexed communication networks such as CAN, LIN, Ethernet and FlexRay. Specifically, AISIN is using Volcano VSTAR™ (BSW), Volcano VSA™ and Volcano VSB for its volume production.

Commenting on the decision by AISIN, Scot Morrison, general manager, Platform Solutions Business Unit, at Mentor Graphics Embedded Systems division stated, "AISIN has recognized the benefits of moving to a standard ECU design and development methodology, and we are delighted to welcome them as a Mentor Graphics customer. We'll be working closely with them in their many global locations on the implementation, training, and migration from existing processes to the new AUTOSAR environment."

(Mentor Graphics and Mentor are registered trademarks and Volcano, Volcano VSx, Volcano VSTAR, and Volcano VSA are trademarks of Mentor Graphics Corporation. All other company or product names are the registered trademarks or trademarks of their respective owner.)

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Integration of widely used commercial tools a key component of university's approach to best prepare students for post-graduate employment

22 April 2015

MathWorks today announced that Polytechnic University of Madrid is now providing [MATLAB](#) and [Simulink](#) to students and faculty across its campus. As a result, the school community has access to the tools on university-managed and student-owned computers for research and classes. Greater access by students and professors to MATLAB and Simulink – as well as 50 additional products from MathWorks – is expected to further advance the University's engineering program, and ultimately, help prepare students for employment after graduation.

The choice of MATLAB and Simulink for [technical computing](#) and [Model-Based Design](#) further demonstrates the commitment of the Polytechnic University of Madrid to preparing students for the professional world, allowing them to gain practical experience with the tools that are used as a worldwide standard. Now, students and faculty have access to products for applications in data analysis, signal and image processing, communication, control systems, physical modeling, code generation as well as verification and validation. Tools will be accessible through a centralized platform that will ensure immediate availability for all users.

"It is becoming apparent that the engineers and scientists of tomorrow will need to combine strong theoretical knowledge with practical experience to best prepare them to solve increasingly complex and cross technological challenges," said Juan Nasarre, MathWorks general manager for Spain and Portugal. "By providing teachers and students with greater access to MATLAB and Simulink, the Polytechnic University of Madrid is taking a significant step in this direction."

"This new philosophy in software licensing by the UPM, starting with MathWorks, aims to provide the university community with a working toolset that improves the learning environment, assists students in entering the workplace, and contributes to the intense multidisciplinary technological research that is done in this University," said professor José Ignacio Alonso, Vice Rector of the Polytechnic University of Madrid.

MATLAB and Simulink product families are used as fundamental computational tools by the world's educational institutions. The products have been adopted by more than 5000 universities and are used as an effective tool for learning, teaching, and research in engineering and science. More details can be found on the [MathWorks academia web pages](#).

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JMAG Selects Spatial to Deliver Users the Diverse Working Environment They Desire

22 April 2015

[Spatial Corp](#) announced today that JSOL Corporation has licensed Spatial's industry leading 3D InterOp™ for high quality data translation and 3D ACIS® Modeler for the creation, modification, and query of electromechanical software models. By leveraging these software development kits (SDKs) from Spatial, JSOL will now support NX with JMAG-Designer V14 simulation software for designing

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electromechanical machines. This new development follows the already supported CATIA V5 and Creo models and standard formats like IGES, STEP, and more. By leveraging 3D ACIS Modeler and 3D InterOp for JMAG-Designer, electromechanical software developers will see dramatic improvement in analysis operations utilizing CAD.

"Helping JSOL expand the 3D capabilities of JMAG-Designer V14 highlights the power of Spatial's SDKs and the value of our partnership with JSOL," stated Vivekan Iyengar, vice president of research and development for Spatial. "Solving the inherent problems associated with CAD data translation throughout the product design and engineering process can be challenging and successful data reuse must address the specific requirements of the target modeler. To accelerate application delivery, developers rely on the highest quality 3D modeling technology. With the combination of 3D ACIS Modeler and 3D InterOp, JSOL is now able to deliver to their customers the diverse working environment they desire."

"In order to perform a detailed performance evaluation, precise modeling is a must and with Spatial's 3D ACIS Modeler, complex geometry can be fully accounted for through model preparation for engineering analysis and simulation. Plus with 3D InterOp we are now able to support a wide range of CAD interfaces," stated Takashi Yamada, the JMAG product leader in the Engineering Business Department. "Spatial's 3D SDKs have allowed for a shortened development cycle, higher quality products, and support for a wide range of CAD interfaces.

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Pricol Collaborates with ITC InfoTech as IT Partner

20 April 2015

Pricol, a global automotive components manufacturing company based in India ties up with ITC Info Tech for PLM implementation. Mr. Pravin Kumar Sadasivam, Group Chief Information & Technology Officer of Pricol talks about why Pricol chose ITC Info Tech as IT partner and how ITC helped Pricol to grow at this level from the last decade.

Need for IT Partner

Mr Pravin Kumar Sadasivam said, "After having couple of discussions with PTC India, we came to know the need of revamping our technology part and so we decided to tie up with a company as an IT Partner who can bring the exact technology Pricol wanted as well as align with the futuristic growth of Pricol. Matured IT Partner should have long term values, able to understand the manufacturing domain knowledge and who has done the implementation domestically and internationally."

Why ITC InfoTech?

Mr Pravin Kumar Sadasivam went on to say, "Pricol choose ITC InfoTech for various key elements. To mention a few, ITC has strong bond with PTC, their sustained relationship with customers, successful past implementations, and mainly their management commitment. Pricol engaged with ITC on PLM domain. ITC worked with Pricol on the first implementation of Windchill a decade ago. From then journey has continued and now Pricol has gone for a new upgrade of Windchill version 10.1."

Value Added

Mr Pravin also said that "every company will have its own challenges on implementing enterprise applications. But Pricol processed this implementation in a different way. Steering committee was set up

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from the top management level to end user and it has been reviewed every week by periodic meetings and fixed deadline to each individual to achieve the progress. This is a key factor in making this implementation successful. Pricol runs on two major enterprise application Viz 1) SAP and 2) PLM – Windchill. Now ITC InfoTech is going to help Pricol in integrating SAP and Windchill which is the roadmap for Pricol's future. Pricol strongly believes that ITC will make the implementation successful."

Partners in Progress

Pricol has been a partner with ITC from more than a decade ago. When Pricol started PLM journey in 2001, evaluation was done on various products and finalized with Windchill as prime product. ITC helped Pricol in evaluating the products then and has been partners with Pricol since 2001. After which ITC supported Pricol to evolve from the lower version to latest version of Windchill 10.1. Further Mr. Pravin said, "Pricol has strong bonding with ITC Info tech and we treat them as equal business partners. I believe that ITC Info tech will integrate this two enterprise application SAP and Windchill in a very successful way." Mr Narendra Balan, chief technology officer of Pricol limited said, "Pricol has been associated with ITC over a relatively long period of time and we derived significant business benefits from this relationship. As Pricol business expands, we will focus on various aspects like automation and enterprise level platforms. We'll definitely see a much greater role for ITC Info Tech working with Pricol in the future."

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Sue Industrial Picks ZW3D to Boost Design and Manufacturing of Auto Parts

21 April 2015

[ZW3D](#), one of the world's leading suppliers of advanced CAD/CAM solutions for the manufacturing industry, today announced that it has been selected by [Sue Industrial Co., Ltd.](#) (SIC), a leading manufacturer of brake parts for cars and motorcycles in Thailand.

Established in 1992, SIC is a motorcycle and automobile spare parts manufacturer in Bangkok, Thailand, providing a variety of auto accessories under the "YASAKI" brand in countries like Thailand, the Philippines, Iran, Dubai, Malaysia, Taiwan, Vietnam, Cambodia and Dominican Republic.

The Need

To stay ahead of market, SIC highly values quality and efficiency. The need for improved efficiency was particularly urgent when manufacturing after-market products via CNC machining. Besides, higher requirements of mold design accompanied with the development of business when SIC tried to keep offering products with a value for money to their customers pushed SIC to find a better solution.

The Solution

With unique advantages, ZW3D stood out from other 3D design platforms and was finally chosen by SIC. "The hybrid modeling really simplifies design processes when creating products. And the all-in-one solution helps us to streamline and speed up the design and manufacturing cycle. ZW3D's simple 2D drawing definitely accelerates our CNC programming," said Mr. Somchai, General Manager of SIC. "We used ZW3D to replace AutoCAD and MasterCAM."

Plus, with whole-process mold functionalities, like quick splitting, standard mold base library and BOM, ZW3D assisted SIC to boost mold design. It turned out that SIC benefited from not only the improved overall

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mold design efficiency but also the improved overall CAD design efficiency.

To improve user experience, ZW3D also provides valuable service and supports to help SIC maximize utility. “We are satisfied with the quick services all the time.” Atikom added.

To learn more about ZW3D CAD/CAM, please follow ZWSOFT on [Facebook](#) to stay in tune with the latest information of ZW3D.

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Tough Jobs Preferred By T & G, Where Models And Post Processing Are King

21 April 2015

A specialist manufacturer of form tools and components for the canning industry has reduced the time on some high precision jobs that used to take a day, down to an hour, thanks to specifically tailored Alphacam post processors driving their range of machine tools.

For Tony Smyth, owner of T & G Engineering, the post processor is ‘King,’ enabling them to focus on challenging, complex and difficult-to-manufacture components, and those with extremely close tolerances which improve the finished product’s performance.

“The tools we make for the canning industry are the most accurate we produce. Predominantly they’re the final components for contact tooling, which the customer uses the most. Basically, it’s anything that comes into contact with the can during its manufacturing process.”

Their wide ranging canning work includes aerosols, two piece can tooling, chucks and rolls, and three piece can tooling, mostly in hard metals, A2, D2, CPMs in the mid-60s on the Rockwell scale, high speed steels, ceramics and carbides. “As we produce form tools – the more accurate tools that produce profiles – a lot of our work is tied up to 5-microns.”

And they are regularly called upon to manufacture a variety of cooling spacers, and although the ranges are similar, the lengths and positions differ. “With Alphacam it’s so easy to go into the existing programs and simply move things, including the 3D machining, to create new programs quickly.”

While the canning industry accounts for 40 per cent of their work, they also produce components for the automotive and motorsport sectors, medical and pharmaceutical, and aerospace, along with mold tools, from their 17,000 square foot premises in Surrey. Tony Smyth acquired T & G in 2008, which is now described as one of Europe’s foremost high precision engineering firms, exporting around 40 per cent of its output. Since then he has bought a further two companies, including the nearby Cawkwell Engineering, which he is using for manufacturing simpler components.

With a number of milling, turning and wire EDM machines from a variety of manufacturers, including Okuma Multus, Haas, Agie Charmilles, T & G Engineering are making increasing use of multi-axis machine tools, saying the ability to turn and mill in the same set-up is vital. “It’s so much quicker with twin chucks, and we’re moving more and more towards multi-axis machining, which is totally reliant on Alphacam to produce the programming.”

They use Alphacam to create toolpaths for between 2- and 7-axis machining work. CNC Supervisor Paul Marshall says it allows them to go above customers’ expectations, especially on their Okuma Multus

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machines. “For example, where people want a chamfer or just a break in the edge, we can put scanned radii on to corners. We always want the finished product to have that extra degree of quality. To put a 3D radius on a slot would be extremely hard manually, but Alphacam accomplishes it easily and quickly with minimal edits.”

And Tony Smyth says Alphacam’s 3D modelling tool, Part Modeler, which is designed for quick and simple construction and modification of solid models, means they can resolve any difficulties on a CAD terminal before the job gets into the workshop.

“Sometimes designers produce models that look good onscreen, but when we start interrogating them Part Modeler shows us things we wouldn’t see otherwise. Once we start spinning, cutting and panning through it we can see corner rads that weren’t visible on the drawing. Alphacam gives us better vision. Without it we could be several hours into a job before realizing there’s an issue. Models, as well as the post processor that allows us to accurately cut the metal, are definitely King with us.”

He believes Alphacam’s CAD/CAM functionality is going to continue changing the face of engineering. “Different skills are required now, as we’re running tools at rapid feeds and speeds. High speed machining has changed everything. The B-axis is extremely important for us, particularly on canning jobs with angled holes. Old-style turret machines simply can’t compete, as it’s a different turret position for every tool, but a twin spindle with B axis means we can drill holes in any position with just one tool, and Alphacam simplifies the process. Even for boring bars, we just turn the chuck the other way round. One tool can do multiple operations.”

Apprentices joining T & G are all trained on Alphacam. “I call them the Play Station generation, because they’ll create a part and Alphacam program for a multi-axis machine extremely quickly on a CAD terminal. It’s easier for them to understand machining when they see it on an Alphacam screen. Within a week we had one youngster programming lathes with Alphacam, and he’d never used it before.”

Part of the Vero Software Group, Alphacam is a leading CAM solution providing productivity, reliability and flexibility. Vero has direct offices in the UK, Germany, Italy, France, Japan, USA, Brazil, Netherlands, China, South Korea, Spain and India supplying products to more than 45 countries through its wholly owned subsidiaries and reseller network.

Vero is part of Hexagon (Nordic exchange: HEXA B), a leading global provider of design, measurement and visualization technologies that enable customers to design, measure and position objects, and process and present data.



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Product News

Delcam CRISPIN's new ShoeMaker for Footwear Design

20 April 2015

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The latest release of Delcam CRISPIN's [ShoeMaker Pro](#) CAD software for the design of all types of footwear includes special editing tools to adapt an existing sole to a new upper design. The 2015 R2 version also incorporates more efficient tools for upper design, such as edge gimping, stitch-down simulation and a new jewellery library, plus improvements to the KeyShot rendering and the ability to export models in Apple's iBook Widget format for viewing on iPads and iPhones.

ShoeMaker Pro is the only CAD program for the footwear industry that integrates fully the 3D design of uppers and soles, so allowing the complete 3D CAD model of the shoe to be developed and visualised within a single system. This integrated approach benefits all footwear designers, but is particularly advantageous for companies making sports shoes and other designs that include complex soles.

In ShoeMaker Pro 2015 R2, it has been made easier to take an existing sole design and adapt it to a new upper design. Using an existing sole design can shorten the overall development process, while the new alignment tools make 3D modelling of the shoe quicker and easier.

Two new tools allow the shape of the sole to be edited, either by using the bending tool to match a flat sole to the profile of the upper or by using the box morphing tool to reshape the sole to match the last.

Another new option allows stitch-down construction to be modelled. As with the other stitching options in ShoeMaker, various types of stitching can be trialled, with different stitch sizes and spacing.

The main enhancement to the KeyShot rendering in ShoeMaker is the ability to produce a render of a pair of shoes by mirroring the design automatically to generate the second shoe in the image. Once they have been created, the pair exist as separate models within KeyShot so their positions and colouring can be altered independently. The new version also recognises any duplicated features in the model, such as a set of eyelets around the lace holes, and treats them as 'instances' of the same geometry. This gives a 'lighter' model that can be imported into KeyShot, and then moved within it, more quickly.

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Cadence Expands OrCAD PCB Portfolio with New Products and Technologies to Enable Faster Product Creation

22 April 2015

Cadence Design Systems, Inc. today announced five new OrCAD® products and three key feature updates as it celebrates 30 years of continued OrCAD design and innovation. The expanded OrCAD portfolio enables greater product creation efficiency by delivering additional high-speed design capabilities that address productivity and time-to-market challenges.

The new products and key features focus on increasing designers' productivity by reducing design cycle time and facilitating more advanced designs via additional high-speed capabilities.

New Products

- OrCAD Component Information Portal provides users with CIS database management capabilities and integrated access to parametric component data through an interactive, web interface directly within the OrCAD Capture CIS product

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- OrCAD DFM Checker provides a comprehensive set of manufacturing/fabrication-centric checks for OrCAD PCB Editor. The OrCAD DFM fabrication checks can be run at any time during PCB place and route to help ensure that no fabrication-related issues are present, helping designers avoid fabrication-related delays, additional costs and re-work.
- OrCAD Panel Editor provides an intelligent panel documentation environment for OrCAD PCB Editor that significantly simplifies panel creation and documentation
- OrCAD Sigrity™ ERC (Electrical Rules Check) provides a comprehensive set of electrical signal quality checks for OrCAD PCB Editor. ERCS are designed to be run by the PCB designer as a first-order electrical validation. This capability enables the PCB designer to make needed changes within the design before more extensive and exhaustive analysis is performed.
- OrCAD Capture Constraint System enables a constraint-driven PCB design flow for OrCAD Capture and OrCAD PCB Editor. Compared to the existing methodology, the OrCAD Capture Constraint System substantially expands the constraint definition and management methodology in OrCAD Capture.

New Key Technologies

- OrCAD PCB Editor productivity improvements include Scribble Route, an auto/interactive routing feature, which allows the user to loosely sketch a path for a route as the system figures how to detail-route it, as well as group and contour routing updates and via arrays
- OrCAD PCB Professional high-speed design features now offer enhanced differential pair constraints, propagation constraint support, delay tuning with heads-up display support, net scheduling and impedance constraint support
- OrCAD Signal Explorer is being added to OrCAD Capture technology-based products, enabling front-end signal integrity/signal quality simulation as well as topology exploration and constraint definition. It can also be scaled for additional signal exploration and signal integrity capabilities through OrCAD PCB SI.

To learn more about OrCAD solutions and for product availability information, visit:www.orcad.com/news/OrCAD30.

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Delcam GmbH to show new PowerMILL Robot for woodworking at LIGNA

23 April 2015

Delcam GmbH will demonstrate the potential applications in the woodworking industry for machining with robots on stand C09 in Hall 12 at the LIGNA exhibition to be held in Hannover from 11th to 15th May. Live machining demonstrations will be shown on the stand using a KUKA robot programmed with the new release of Delcam's [PowerMILL Robot](#) software for the programming of robots for multi-axis machining operations.

Robots can be a very cost-effective alternative to machine tools for many large-scale machining operations in the woodworking industry, including sculpting, signmaking, and trimming and drilling of panels. Especially when cutting softer materials, they can achieve levels of accuracy similar to CNC milling machines or routers.

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PowerMILL Robot makes it as easy to program a robot for machining as it is to program a five-axis machine tool. As a fully-associated application inside PowerMILL, users have access to all the multi-axis machining strategies within PowerMILL and can use all the system's project management options to manage, store and retrieve data.

The 2015 release of the software enables manual and CNC programming to be combined in a single program so providing the maximum programming flexibility. Other enhancements include improved collision checking, automatic avoidance of wrist singularities and the ability to generate robot programs from tape files produced in other CAM software.

In addition, the range of robots supported by the system has been increased so that it now includes KUKA, ABB, Fanuc, Yaskawa Motoman, Stäubli, Hyundai, Comau, Kawasaki Robot, Nachi and Universal Robots equipment, in all cases eliminating any need for third-party translation software.

The new functionality allows users to duplicate in the virtual environment teach-and-learn programming of the robot for linking moves. The model robot on the computer can be 'jogged' between positions where machining is to take place, in a similar way to the movement of the arm in the real environment. The programmed linking moves can then be integrated with the cutting moves to give the complete sequence of operations.

A singularity in robot operation occurs when collinear alignment of two or more axes results in unpredictable robot motion. Singularities must, therefore, be eliminated to maintain smooth, predictable machining. The new release avoids automatically wrist singularities, the most common example of this type of problem.

The improved collision checking in the 2015 release allows the complete NC program to be simulated in one operation so saving considerable time when compared to the previous method of checking each toolpath individually.

Finally, the ability has been added to import existing tape files from other CAM systems. Once imported, the toolpaths can be simulated and post-processed in PowerMILL Robot in the same way as toolpaths from PowerMILL.

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Delegates Learn Cabinet Vision’s Flagship Updates

23 April 2015

Cabinet Vision users say a number of seminars around the UK have been invaluable in showing them how to use the flagship new functions in what is described as the “biggest ever” update of the software.

With over 100 items of new and enhanced functionality in Cabinet Vision V9, Senior Support Engineer Dave Roberts says woodworking companies can now take their business to the next level.

“Cabinet Vision is now a very different piece of software, as users can put models into the system and operations into materials, for the first time, all of which can be shown graphically. This is one of the biggest releases ever, and, as such, we planned these seminars to show customers how to use the new features, so they can get the very best from their software investment.”

A point echoed by designer Ruth Lovelock, who attended a seminar with two of her colleagues from bespoke furniture and architectural joinery company Hetherington Newman. “We can see today how to utilise the new functionality to make our lives easier and work more efficiently.” Once a survey has been completed, and after establishing the kitchen design from an empty floor plan, they add the cabinets into Cabinet Vision.

For sole trader Glyn Burgreave, the software’s powerful rendering feature is a vital part of his sales process. “While flat drawings of elevations are important, customers love seeing a 3D image of how their cabinets will look in situ. The better the render, the greater chance I’ll get the job. It gives a real Wow factor.”

Dave Roberts explained to delegates how to import 3D Sketchup and 3D DXF models. “This gives the functionality to apply all the associated operations to the model and provide accurate visuals to complement the already accurate machining data.

“V9 also sees a major improvement to the material database, giving greater flexibility in organising

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materials. Woodworkers can now create material categories and sub categories, and carry out quick material searches. The improved user interface is more in line with Windows Explorer, making it easier to manage and maintain the material database.”

Delegates also learned how to generate faster reports, thanks to the Integrated Reporting Engine, which has replaced the standard version....along with understanding 43 new bid methods; how a New Connect Tool creates a 0” fillet; how the CAM editor can reverse toolpaths on operations such as circles, arcs and lines; and a new utility for defining moulding profiles.

Part of the Vero Software Group, Cabinet Vision is a leading woodwork CAD/CAM solution providing productivity, reliability and flexibility. Vero has direct offices in the UK, Germany, Italy, France, Japan, USA, Brazil, Netherlands, China, South Korea, Spain and India supplying products to more than 45 countries through its wholly owned subsidiaries and reseller network.

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Education to be integrated within Autodesk® Revit® by Global Product Data (GPD)

20 April 2015

When using the latest version of GPD Tools, Autodesk® Revit® users will now be able to access AEC Daily courses that are relevant to the BIM objects they are working with.

At their fingertips will be the entire course directory of AEC Daily Corp. Design professionals will have the ability to gain the knowledge they need while earning continuing education credits – without spending a dime.

“We wanted to deliver education as part of our mission to provide design professionals with the tools and resources they need.” said Mike Collins, President of GPD. “AEC Daily is the leader in this field so partnering with them was the obvious choice.”

“This is one more step towards delivering on the promise of BIM as the complete building resource” said Jeff Rice, President of AEC Daily.

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GRANTA MI Version 8.1 extends support for enterprises that are serious about materials knowledge

24 April 2015

Granta Design today announced GRANTA MI™ Version 8.1, the latest release of the leading software for managing complex, valuable, strategic materials knowledge in engineering enterprises. [Version 8.1](#) builds on the many developments released just five months ago in [Version 8.0](#). New features range from easy web app control over user groups to support for workflows, such as composite qualification. Enhancements meet practical requirements identified by the world-leading engineering organizations that use GRANTA MI. Granta is now delivering more frequent upgrades and updates containing

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significant new features, enabling faster response to customer requirements as use of the system evolves.

GRANTA MI enables an enterprise to manage all of its materials data (e.g., from testing, research, QA, or design), all inter-relationships between that data, and any supporting information. Users can access and use this knowledge-base wherever it is needed. A key feature is access control for different user groups —e.g., so that design teams only see data relevant to specifying materials in design, or project data remains within organizational boundaries. This protects IP, ensures regulatory compliance, and improves usability. Managing access for enterprise databases is often difficult, requiring expensive help from corporate IT services. But now, a **new User Manager web app** makes it quick and easy for any assigned administrator to add users to GRANTA MI and move them between groups and roles. Now, every team member sees the right data, with minimum admin effort.

It's also easier to get data into a GRANTA MI database. The **MI:Explore** web app interface now supports upload and editing of data, including simple drag-and-drop for images. More users can contribute data and more data entry workflows can be supported. For example, test engineers can be presented with a simple form to enter results, with controls such as mandatory or locked fields. A new 'multi-step' importer capability also makes it much easier to get complex data into the system.

New zoom-in on images and reading off the coordinates of points with 'cross hairs' are particularly useful when interpreting **phase diagrams** (including ternary diagrams) stored in GRANTA MI.

GRANTA MI Version 8.1 also incorporates recently-announced tools and data structures for both **composite qualification** and managing data relating to **additive manufacturing**. Data management and workflows in these important areas are now available to the whole GRANTA MI community.

"Our customers are all companies that take the management of materials knowledge seriously," says Dr Patrick Coulter, Chief Operating Officer at Granta Design. "This release delivers more of the features they want in order to do their jobs even more effectively. We're pleased that more frequent releases will mean such developments are made available to customers sooner."



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Open Inventor 3D SDK extends CAD Support with Datakit Libraries

24 April 2015

FEI's Open Inventor 3D software development tools (SDK) use Datakit technology to add extended support for importing CAD data.

At CONTROL 2015, FEI will introduce Open Inventor 9.5's extended CAD import features, which provide software developers with rich CAD data import capabilities for engineering applications.

Open Inventor now provides full support for major CAD file formats including CATIA V5/V6, IGES, JT, ProE/Creo Parametric, Solid Edge, STEP, SolidWorks, UG NX, VDA and Parasolid.

A powerful feature that Open Inventor 9.5 brings to software applications is the ability to import additional data, such as edges, open shells, and PMI (part information e.g. dimensioning, annotations, captions, etc.) along with the CAD model.

To provide extended CAD import capabilities, FEI has licensed industry leading translation technology, from Datakit, the leader in the CAD data exchange market.

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Perception Software Announces Major Upgrade to EDAConnect

21 April 2015

Perception Software announces an upgrade to its industry-leading EDAConnect solutions. LibSync v. 3.4, available immediately, includes a high-performance search and discovery capability called AgileXPLORE. With this upgrade, EDAConnect now offers a closed loop engineering collaboration solution for finding, using and publishing product data.

“There is a significant need to improve the speed and facilitate the finding of product data for engineers inside of Agile PLM. More importantly, the data should be molded to their way of thinking,” said Lee Elliott, an Agile PLM consultant. “As a leader in the IT area, we want the engineers using Agile PLM as the single source of truth...this new AgileXPLORE capability makes it easy for them to do just that.”

AgileXPLORE is built with engineers and product decision makers in the supply chain and product operations in mind. Putting emphasis on the quick and easy location of product data inside of Agile PLM, it not only offers high-performance search and navigation but extended capabilities such as guided navigation, parametric search and successive refinement. The solution is offered as an on premise or hosted cloud offering. To get a first glance at LibSync’s new AgileXPLORE capability,[click here](#).

“The EDAConnect solution eases the tension between the engineer and the business solutions,” said Kathleen McKenna, director of product and services at Perception Software. “Giving engineers the find, use and publish flow from the EDAConnect offering makes their jobs easier and allows them to interact with the Agile PLM system in a manner established by the business.”

EDAConnect supports EDA tools from Altium, Cadence Design Systems and Mentor Graphics. Please contact Perception Software at sales@perceptionsoftware.com or your authorized distributor for details on upgrade eligibility.

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Soucy Group Selects aPriori for Product Cost Management

21 April 2015

aPriori, a provider of enterprise product cost management solutions, today announced that its software platform has been selected by Soucy Group. The company, which designs and manufactures components for leading manufacturers of recreational, industrial, agricultural and defense vehicles, will use aPriori’s solution to help it respond more quickly, accurately and profitably to customer requests for quotes (RFQs). Initially, Soucy will deploy the software in its design, manufacturing and sourcing operations in North America and China.

With aPriori, Soucy expects to compress the time it takes to respond to a request for proposal (RFP) from two weeks to one day while identifying new product cost savings. Additionally, the software will enable Soucy engineers to consider additional design alternatives and their cost implications, further enhancing product innovation and quality. By deploying a more efficient and consistent approach to product cost management, the company also expects to maximize the productivity of its staff.

“aPriori’s solution gives us an important advantage over our competitors,” said Eric Côté, president and

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chief operating officer at Soucy Holding, Inc. “By increasing our cost visibility, we are equipping more people in our organization to impact product cost before it gets designed and manufactured into our products. This is all part of building a stronger cost culture across our entire organization and continuing to strengthen our market leadership position.”

aPriori’s product cost management platform is architected to provide real-time cost information on parts and complete products. The software leverages CAD and intelligent cost models to quickly determine feasible manufacturing methods and product costs while generating detailed manufacturing analysis and cost estimates that quantify the impact of changes to product design, materials, manufacturing processes, volumes and location in real time. aPriori will also enable Soucy to leverage product cost data hosted in other enterprise applications to communicate product cost information between all functional organizations involved in product definition and delivery. This includes the import of complex engineering Bills of Materials (BOMs) from ERP, PLM and other enterprise applications. aPriori also incorporates enterprise quality business intelligence capabilities that provide intuitive, role-based insights for design, engineering, manufacturing, value-engineering and sourcing executives and managers.

“Soucy is well recognized in the market for its innovative product design and engineering capabilities,” said Stephanie Feraday, president and CEO of aPriori. “Now they are applying that same thinking to product cost management to further differentiate themselves. With aPriori, the company can deliver higher service levels, source products more efficiently and improve product profitability significantly.”



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