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## CIMdata News

### *LiveWorx 2015: How Smart, Connected Products are Changing Business – A CIMdata Commentary*

18 May 2015

Key takeaways:

- Products are becoming smarter and more connected and can often provide near- or real-time information about each product for analysis and better decision making
- The IoT and smart, connected products are providing companies new opportunities to add value to their customers, expand and add new products, and to create new business models
- PTC continues to create and expand an ecosystem for defining and managing IoT solutions that can help their customers develop new products and business models

CIMdata recently attended the PTC LiveWorx event held at the Hynes Convention Center and the Westin Copley hotel May 4 – 7, 2015, in Boston, MA, USA. This event gave PTC’s customers the opportunity to not only hear about and explore PTC’s solution strategies for the Internet of Things (IoT), but also to showcase their own work, network with peers, share ideas, and discuss how they are addressing their challenges on their IoT journey. PTC claimed over 2,300 attendees at the event, a significant increase from 350 in 2014.

Major topics at PTC LiveWorx were the potential impact of IoT on the manufacturing industry and company business models, new capabilities to support IoT solutions, as well as announcements of new acquisitions and partnerships. CIMdata was impressed with both the interest in and growth of LiveWorx and the increasing variety of companies that participated, especially new ones with IoT-focused

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solutions.

In his opening keynote, PTC President and CEO Jim Heppelmann emphasized how smart connected devices are redefining the value chain. New technologies are bridging the digital and physical worlds using a “digital twin” that virtually reflects the real world. He emphasized the changes that companies are facing—new, more complex, smarter, connected products that create vastly increased volumes of data (and the need to quickly analyze and respond to that information), the need to effectively design and operate systems of systems, and customer expectations for new ways of acquiring what they need, not just purchasing products. One of his key messages was the need for Actionable Intelligence—the ability to quickly analyze very large volumes of data and make operational decisions in a proactive and predictive manner rather than reacting to after-the-fact information.

As part of how PTC is responding to these challenges, Mr. Heppelmann announced:

1. The acquisition of ColdLight, a solution for big data machine learning and predictive analytics. ColdLight’s Neuron platform is designed to use artificial intelligence and machine learning technology to automatically and continuously learn from data, discover patterns, build validated predictive models, and send information to virtually any type of application or technology. Such predictive analytics capabilities should help customers analyze the growing volume of data streaming from connected devices and respond proactively to operational and service needs.
2. A new IoT solution, ThingWorx Converge™, designed to leverage the ThingWorx® platform for connectivity, device management, and rapid application development. ThingWorx Converge extends the ThingWorx platform with pre-built capabilities for companies who create, operate, and service manufactured products as well as application developers and system integrators who deliver solutions for these companies. It will also serve as a data hub for sharing information between IoT devices and solutions and other business systems within the enterprise.
3. A partnership with ServiceMax, a field service management solution. PTC and ServiceMax stated that they would bring together their respective offerings and go-to-market teams to offer a comprehensive and connected solution for service management.

CIMdata believes that these announcements each provide expanded capabilities that will help PTC customers develop better IoT-enabled products and services, and create new business models and products (e.g., data or service as the product), selling a solution versus selling products.

In a keynote session, Mr. Heppelmann and Dr. Michael Porter, Bishop William Lawrence University Professor at Harvard Business School discussed the rise of smart, connected products and how they are driving the third wave of IT-driven innovation. They claimed that the four major characteristics of smart, connected products—monitoring, control, optimization, and autonomy—are going to change how companies organize. New products will have IT embedded in them and new technologies are requiring new solutions. When devices are smart and connected, new capabilities in data management and both reactive and predictive analyses are needed to turn data into insight and make timely, actionable decisions. They also discussed the need for new security models at both the device level as well as the Internet transport level as these connected systems expand in scope and functionality.

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Dr. Porter and Mr. Heppelmann described how manufacturing is changing as physical complexity is being reduced while electronics and software are becoming the driving factors (i.e., product differences are driven digitally). These new designs are also creating demands for new skills in the workforce, especially for systems engineers and data scientists. This also impacts automation within the factory. New organizational dynamics are emerging within IT and product development as new capabilities for collaboration, development, and service evolve. For example, what is the best way to update products in service? It is not practical to update a car's systems while it's being driven, yet customers don't want to have to go to the dealer every time an update is available.

As part of this new IT innovation, customer relationships are being redefined. Product responsibility no longer ends with the sale—companies are building long-term relationships and providing extended services. This provides new opportunities for differentiation in product solutions and services. These changes are improving the bargaining power of buyers, a key part of Dr. Porter's models. Manufacturers are challenged with giving away functionality since it can just be turned on digitally and not require a "new" physical product. Additionally, customers can more readily walk away from subscription-based products—they must have value or they will perish or be replaced by competition.

Steve "Woz" Wozniak, co-founder of Apple, led a discussion about the Boston University Hackathon, a 24-hour marathon event where teams were challenged to develop prototype solutions of IoT applications. The winning solutions announced by Mr. Wozniak included:

- Smart City—A solution designed to let emergency first responders know where resources are needed
- Blind—A solution to create smart street signs to help blind people and others cross streets more safely
- Smart Agriculture—A solution to help small-scale farmers optimize yields

CIMdata believes that the ability of the teams to define and develop these solutions within 24 hours illustrates the power of smart, connected products, the IoT, and the tools being developed to help create these solutions. These new approaches could lead to as-yet untapped opportunities to create heretofore unmakeable solutions.

The LiveWorx event included many customer-led sessions that described how using smart, connected products is helping them solve new problems, better address their customers needs, and develop new business models that can carry them forward. The examples covered a wide diversity of industries and business models, and CIMdata believes that this diversity confirms the importance of the IoT and the potential long-term impact it will have on businesses of every size and type. LiveWorx 2015 showed the dramatic increase in interest and use of smart, connected products and the need for tools and solutions to help design, develop, manufacture, service, and operate them.

PTC is investing in and establishing a strong IoT-related product suite and associated platform that companies can use to develop the products and services needed to meet customer demands now and into the future. They are also, as the partnership with ServiceMax illustrates, creating solutions to help their customers expand, or even change, their business models and products to take advantage of this third wave of IT innovation.

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## Acquisitions

### *Intergraph® Acquires Blue Iron Systems, Inc.*

19 May 2015

Intergraph® Process, Power & Marine, part of Hexagon and the world's leading provider of enterprise engineering software to the process, power and marine industries, has acquired Blue Iron Systems, Inc. of Calgary, Alberta, and its flagship radio-frequency identification (RFID) and bar code product, IronScan. Blue Iron's founder and staff have joined Intergraph as part of the acquisition and will be based in Calgary.

Blue Iron Systems' IronScan offers RFID and bar code tagging technologies as part of a fully integrated plug-in for SmartPlant® Materials. IronScan is a bolt-on application to SmartPlant Materials that gathers material site data. No integration is required between IronScan and SmartPlant Materials.

The technology will allow Intergraph customers – engineering, procurement and construction firms and owner operators – to track materials in real-time directly from the manufacturers' and suppliers' facilities to the construction site and further into facilities' management and maintenance phases.

IronScan will help Intergraph customers and users of SmartPlant Materials achieve unprecedented efficiency in procurement and supply chain management for both project and asset life cycles. The acquisition reinforces Intergraph's long-term commitment to its customers and to the marketplace for continually delivering the latest advancements in technology that directly improve and positively impact the bottom line of customers' projects.

Blue Iron Systems, Inc. brings to Intergraph 15 years of software engineering experience and 10 years of materials management experience with large-scale oil and gas projects.

Gerhard Sallinger, Intergraph Process, Power & Marine president, said, "I am pleased to welcome Blue Iron Systems to the Intergraph family of technology solutions. We are very excited about this acquisition and the benefits it brings to our SmartPlant Materials customers."

Michael Buss, Intergraph senior vice president, added, "Blue Iron Systems' IronScan and its RFID and bar code tagging technology greatly enhances SmartPlant Materials capabilities. This addresses a crucial part of our clients' needs in the procurement and materials/supply chain management aspects of their projects. Ironscan will specifically increase efficiency at receiving sites, material warehouses and fabrication shops with up to 90 percent reduction in material receiving work-hours.

"The integrated SmartPlant Materials and IronScan solution will eliminate waste by not having material left over that was not properly inventoried originally and subsequently repurchased, adding unnecessary cost to projects."

SmartPlant Materials is the only solution available on the market that fully supports the unique materials management processes needed in the process, power and marine industries, offering a total materials management and subcontract management solution for their plants and projects. It is proven technology and has been adopted by industry-leading engineering firms around the world – users of SmartPlant Materials report improved procurement efficiency with lower risks and costs through accurate and effective materials management. For more information about SmartPlant Materials, visit [www.intergraph.com/products/ppm/smartplant/materials](http://www.intergraph.com/products/ppm/smartplant/materials).

Intergraph Technical User Forum (TUF) LinkedIn groups provide an online discussion forum for year-

round networking between users. To learn more about SmartPlant Materials and network with other Intergraph users, visit [www.intergraph.com/go/tuf](http://www.intergraph.com/go/tuf).

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## Company News

### ***3D Systems Enters Cooperative R&D Agreement with NAVSEA NSWCCD***

18 May 2015

3D Systems announced a new cooperative R&D agreement with Naval Sea Systems Command's (NAVSEA) Naval Surface Warfare Center Carderock Division (NSWCCD). In accordance with this agreement, 3DS and the US Navy will jointly develop and evaluate 3D printing technology and materials for military uses, including helping the Navy fulfill a number of strategic initiatives. The US Navy's partnership with 3DS underscores the disruptive potential of 3D printing to redefine the supply chain for naval ship components, and reinforces 3DS' ability to continue to modernize the U.S. defense industrial base.

"The US Navy is at the forefront of a concerted military effort to integrate 3D printing into their operations," said Neal Orringer, 3DS' Vice President of Alliances and Partnerships. "Through their Print-the-Fleet initiative, the Navy is educating sailors on the latest in digital manufacturing and accelerating adoption of 3D printing. We're proud that our technology—our direct metal printing and our advanced polymer materials—are going to play an integral part in the Navy of the future."

"Additive manufacturing has the potential to be a truly disruptive technology and shows great promise for supporting Naval Sea Systems components," said Jennifer Wolk, NSWCCD's Additive Manufacturing Lead. "However, a great deal more needs to be done to ensure this technology can be qualified for repeatable, safe, and effective use. This cooperative research and development agreement is an important step toward broader utilization of this technology."

Development and qualification of new materials and printer technology under this agreement will help ensure appropriate adoption of this technology within the Navy supply chain.

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### ***3D Systems Expands National Education Reach With Thermo Fisher Scientific***

19 May 2015

[3D Systems](#) announced today it has entered into a reseller agreement with Thermo Fisher Scientific Inc. Under the new agreement, Thermo Fisher Scientific will immediately begin to offer 3DS' popular line of Cube® and CubePro® 3D printers, Sense™ 3D scanners, Touch™ haptic stylus and education-friendly CAD software. The combination of products provides a comprehensive educational solution for educators new to 3D design and printing as well as advanced programs from K-12 to university level.

"As a leader in providing STEM educators with the tools they need to teach the next generation of

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scientists and engineers we are excited to have partnered with such an innovative team and to work together towards the advancement of STEM learning here in the United States," said Robert Marshall, Product Manager, Fisher Science Education, Thermo Fisher Scientific.

3DS' expanding footprint in education builds on its [MAKE.DIGITAL initiative](#) to make 3D design and printing easy, accessible and impactful for K-12 educators, and to empower students with tomorrow's skills today. Thermo Fisher Scientific is the newest education partner in an initiative that includes premier curriculum providers, trainings and extra-curricular programs and leagues.

"We are thrilled and honored to work with a science, technology and education provider of the caliber and reach of Thermo Fisher Scientific, to scale access to our education solutions nationwide," said Peter Theran, Vice President, Global Consumer Products, 3DS. "Thermo Fisher Scientific brings expertise in the needs of the STEM classroom, preparing students for tomorrow's careers in science, healthcare, technology and innovation."

Learn more about 3DS' commitment to manufacturing the future today at [www.3dsystems.com](http://www.3dsystems.com) and see how 3DS is catalyzing innovation and technology learning through its [MAKE.DIGITAL](#) initiative

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## ***aPriori and RAINFE Announce Partnership in China***

19 May 2015

aPriori, a provider of enterprise product cost management software solutions, and Beijing RAINFE Technology Company Ltd., a leading product lifecycle management software developer, reseller and services provider in China, today announced a new reseller agreement that will bring aPriori's market leading technology platform to Chinese manufacturers. RAINFE will market, sell, implement and support aPriori's product cost management solutions for its many clients in the aerospace, marine, defense, automotive and energy industries. RAINFE will also serve as an aPriori Certified Design Services Bureau in China, providing aPriori customers with operations in China with access to highly qualified local resources available to support their deployments and growth.

The aPriori platform will complement RAINFE's experience in manufacturing design, product development, engineering and related services and help its clients reduce product cost and increase profitability across their enterprises. The company has over 200 engineers and consultants on its staff and is well known in the region for its expertise in conceptual design, CAD, CAE, PLM and specialty test solutions. It also partners with both American and European companies to resell and deliver services for software solutions and test hardware.

"Rising labor rates, changing government regulations and new environmental pressures are forcing Chinese manufacturers to better manage development and supplier costs to remain competitive in the global marketplace," said Kevin Zhao, CEO of RAINFE. "Our partnership with aPriori will help us capitalize on this growing demand with a solution that is unmatched in the market. The ability to provide real-time product cost data on demand across the enterprise will enable our customers to drive new levels of efficiency and profitability in their businesses and gain real competitive advantage."

The aPriori 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,

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manufacturing processes, volumes and location in real time. aPriori also enables manufacturers 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.

“RAINFE has a very successful track record delivering high value software and services solutions for the Chinese manufacturing market,” said Scott Carlyle, vice president, global sales for aPriori.

“Partnering with an established player with such strong engineering capabilities and domain expertise enables aPriori to deliver the best solution and support possible to manufacturers in China. This is a tremendous opportunity for both companies.”

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## ***Atos and Siemens underline the importance of Franco-German business collaboration during French Prime Minister visit of the new Atos Business Innovation & Technology Center of Munich***

21 May 2015

Atos, a leader in digital services together with Siemens, Europe's largest engineering company, today underlined the importance of Franco-German collaboration during a meeting with the French Prime Minister, Manuel Valls, in the Atos Business Technology and Innovation Center at the Atos HQ in Munich.

Speaking at the meeting, Thierry Breton, Chairman and CEO of Atos, said: "Our shareholder and partner relationship with Siemens is exemplary. European companies that combine efforts to integrate the different European cultures and present a consolidated front to the outside world are better positioned to become a leader on the global stage.

Through our important and trusted partnership with Siemens, this is exactly our approach. In innovative solution areas, we are working and investing together to develop solutions that can provide our clients with the agility they need to benefit from what we call the third Digital Revolution, where data is a new resource to boost the economy."

Joe Kaeser, President and CEO of Siemens AG, commented: "Our partnership with Atos forms one of the largest strategic relationships ever between a global engineering company and a global IT provider. It serves as a living example of a true European Champion created by France and Germany. Combining our strengths, we enable our customers around the globe to take full advantage of the next wave of industrial IT."

The Siemens-Atos alliance, founded in 2011 and supported by a joint Investment & Innovation Fund of €150 million, forms one of the largest strategic relationships ever between a global engineering company and a global IT provider. It is built on three pillars. First, Siemens and Atos are business partners focused on driving new business opportunities and customer value through technology. Second, Siemens is the largest client of Atos and Atos is the preferred provider of Siemens for systems integration, managed services and consulting services. Third, Siemens is the largest industrial shareholder of Atos.

Focused on a series of innovative solution areas, including data analytics, the strategic alliance between Siemens and Atos aims to drive new business opportunities and customer value through technology

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from the ever increasing data available to organizations thanks to the Internet of Things and the increase in smart, intelligent products.

Both companies have a long experience and a worldwide, cross-sector perspective, that together give them the ability to get to the heart of any organization's challenges and opportunities. The Siemens and Atos collaboration spans the fields where innovation matters most in today and tomorrow's world, such as industry, energy, healthcare, transportation, and data centers.

Beyond the vertical market investments and technology innovations, the alliance has also allowed Atos and Siemens to develop a unique analytics platform. This platform has been designed to meet a wide range of Atos customer needs and is also being used to support the data analytics needs of Siemens.

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## ***Dassault Systèmes Co-Leads the French Government Project “Industry of the Future”***

20 May 2015

[Dassault Systèmes](#) today announced that it is co-leading the second phase of the French government's strategic push for industrial modernization in France. The “Industry of the Future” initiative, announced by the French government on May 18, 2015, involves a convergence of factories, connected objects, augmented reality, robotics, big data, cyber security and other technologies that parallel the company's 30 years of global technological innovation in 3D design, simulation and manufacturing.

Dassault Systèmes is an active partner of the “Industry of the Future” alliance, a group of technology companies, professional associations and academic partners whose mission is to promote the French government's program to digitally transform industry in France. Bernard Charlès, President & CEO of Dassault Systèmes, is co-president of the alliance. Dassault Systèmes will define the digitization plan behind the “Industry of the Future,” build collaborative R&D projects to fill existing gaps in today's technologies, upgrade digital manufacturing methods of small and medium enterprises in France and in Europe, and foster international collaboration on this topic by pinpointing synergies.

“This alliance for the Industry of the Future is a cluster on a whole new scale, bringing together know-how and directing investments at a national level,” said Bernard Charlès. “Government recognition of the issues faced and the efforts already being made to innovate are creating a new sense of enthusiasm. The challenge today is to encourage and enable the digital transformation throughout the ecosystem of mid-size companies, which are driving the competitive performance of industry as a whole, including cooperation with similar current European initiatives such as Manufacturing 4.0.”

Sustainability concerns, the modernization of factories and the need for greater collaboration in global supply chains are necessitating revolutionary changes in industry today. Governments and companies in countries around the world, including Germany, the U.S., Japan and India, are recognizing the potential in launching local industrial initiatives that will immerse industry in the digital age and boost the local economy. Industrial innovation goes well beyond the walls of a factory to integrate multiple digital concepts that are revolutionizing existing processes and creating a dynamic, holistic and more sustainable production model.

For over 30 years, Dassault Systèmes has been dedicated to developing technologies and solutions that help propel digital transformation in industries ranging from aerospace to life sciences and has defined the power that the virtual world holds in stimulating business in the real world. Dassault Systèmes has

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engaged in organic growth and strategic acquisitions in order to establish a full portfolio of digital tools that support end-to-end industrial processes and, in parallel, is participating in initiatives dedicated to advancing world-class production technologies and processes in the [U.S.](#) (industry digitization), [Germany](#)(manufacturing 4.0), and now France.

France's digitization for the "Industry of the Future" requires proficiency in specific domains from alliance members bringing unique perspectives on how industry can be innovative again. The initiative will rely on Dassault Systèmes' expertise in helping companies worldwide transform in the following areas:

- **Materials science:** Advances in chemistry and materials science are leading to breakthroughs in new components which revolutionize industrial processes such as composites. New materials will be invented as a result of bio-modelization and simulation.
- **Digital factories:** Embedded systems, software, and electronics ensure connected products, machines, plants and people, for optimized manufacturing and operations. A digital platform is key to connecting these elements.
- **Manufacturing-as-a-service:** Online collaboration between all stakeholders allows for flexibility and the capacity to manage highly diverse customer requirements, and gives companies a competitive edge. Companies must be able to quickly respond and adapt to market demand throughout their value chain and include new methods such as 3D printing.
- **Mechatronics and systems of systems:** 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.
- **Digital fabrication:** fab labs offer a host of new industrial techniques and a greater degree of flexibility for making things. Start-ups in particular are able to be much more agile by limiting the risks associated with launching innovative new products.

"The industry of the future will be an industry of experiences, structured around highly agile and modular value chains," added Bernard Charlès. "We can already see how materials sciences, 3D printing and fab labs are revolutionizing the way we design, make and sell new products and solutions. Only by leveraging the possibilities offered by its 'digital twin' — digitization of all aspects of industry via innovation and collaboration platforms — will industry be able to create a sustainable future for itself."

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## ***Infor Named 2015 Conformat ACE (Achievement in Customer Excellence) Award Winner***

19 May 2015

Infor today announced that it has been awarded a 2015 Conformat ACE (Achievement in Customer Excellence) Award. This marks the seventh consecutive year that Infor Xtreme™ Support has received this honor, amongst a select group of businesses that have demonstrated outstanding achievement in customer experience. Applications for the Conformat ACE Awards are evaluated against Voice of the Customer best practices as defined by the Conformat Customer Experience team. This recognition verifies Infor's commitment to providing superior support.

"Our team does not believe in 'one-size-fits all' support. When customers come to us with a question, we

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listen and tailor our responses to fit both their specific industry and the current issue at hand. Because our Xtreme team is multi-faceted and comprised of people with varying backgrounds in engineering, development and other technical fields, we are able to provide this in-depth level of expertise to a wide range of customers," said Marylon McGinnis, senior vice president of Global Support, Infor. "Most importantly, we have all developed personal relationships with our customers and are truly passionate about providing them with exceptional service."

Receiving a Conformat ACE Award is a distinct honor that demonstrates both rigorous application of customer feedback processes and outstanding performance as measured by those processes. To be eligible for a 2015 Conformat ACE Award, organizations must have conducted one or more customer satisfaction surveys between January 1, 2014, and December 31, 2014.

"Infor has proven to be a true leader in customer excellence. Its comprehensive program ensures that the Voice of the Customer is not just part of the business process, but built into the fabric of the company to improve business results and drive change," said Henning Hansen, president and chief executive officer of Conformat. "We are proud that Infor works with Conformat for its customer experience initiatives."

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## ***Ingram Micro acquires NZ distribution for EMC***

18 May 2015

Ingram Micro has inked a deal to distribute EMC in New Zealand. The company will distribute the full range of EMC products and services, and Gary Bigwood, Ingram Micro New Zealand managing director, says the distributor is 'excited' about the opportunities the deal presents.

"Whether it's cloud computing, big data, trusted infrastructure or storage, EMC has class leading products across all these sectors and more," Bigwood says.

"We are absolutely delighted with this appointment and have great plans to work with EMC to rapidly grow its presence in New Zealand."

Phil Patton, EMC New Zealand country manager, says it is 'imperative' the vendor has 'a high performing and progressive New Zealand distribution partner to deliver EMC technology' to customers.

"That's why we selected Ingram Micro.

"Our organisations share similar values and aspirations and we are looking forward to working together."

The deal extends Ingram Micro's EMC footprint in the region, with Ingram Micro already an EMC distributor in Australia.

Ingram Micro Australia was named EMC Distributor of the Year at the recent ANZ Business Partner Program Awards.

The deal takes effect on 01 July, following a short 'transition' period

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## ***New Center Opened by Ohio State and Honda to Develop New and Improved Engineering Tools for Vehicle Design and Production***

22 May 2015

# CIMdata PLM Industry Summary

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The Ohio State University and Honda celebrated the grand opening of the new Simulation Innovation and Modeling Center (SIMCenter) by inviting other potential industry partners to collaborate at the facility designed to advance product performance and manufacturing processes through computer-aided simulation.

Located in Smith Laboratory and part of the College of Engineering, the SIMCenter was launched as a result of a \$5 million gift from Honda R&D Americas, Inc., and began operating late last winter. The Center is focused on researching and developing new and improved computational engineering tools for all aspects of vehicle design and manufacturing.

The grand opening event included Honda R&D Americas, Inc. President Frank Paluch, College of Engineering Dean David B. Williams, Ohio Supercomputer Center Executive Director Pankaj Shah, and University of Cincinnati College of Engineering Dean Teik Lim.

"The SIMCenter is a little over one year old, and we have already received significant industry funding, primarily from Honda," said SIMCenter Director Rob Lee. "With ten faculty members actively participating in the center, and an aggressive effort to hire research staff underway, we are now ready to reach out to potential industry partners to help them with their research and development needs."

The SIMCenter seeks to utilize computer-aided engineering to improve the accuracy of virtual testing for new materials and designs. These innovations will save time and resources during development, and can predict outcomes with greater precision.

Since 1988, Ohio State and Honda have continuously partnered on initiatives in education, research, product development, and public service. This latest step in the partnership will accelerate the adoption of virtual engineering methods to enable greater product innovations and benefit future customers.

"Every company has a different vision for the future of mobility, however, we all have a common need to develop ideas into new solutions as quickly, safely, and efficiently as possible," said Paluch. "The collaboration in the research environment of the SIMCenter by talented young engineers trained in advanced CAE methods will help advance the field much more quickly than we could do alone."

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## ***Nuage Networks collaborates with Arista Networks for open networking***

20 May 2015

Nuage Networks, the Alcatel-Lucent venture and Arista Networks Inc. announce a key collaboration for customers to maximize the benefits of open networking as they expand their cloud infrastructure to address growing IT application demands.

With their respective offerings, Nuage Networks and Arista Networks have enabled customers to build programmable underlays and highly automated SDN overlay infrastructure using industry standard protocols like VxLAN and OVSDB. This collaboration enables a common framework for network automation that integrates virtualized and bare metal assets in the datacenter. The two companies will offer proven integrated solutions, available immediately. Customers using OpenStack or any other Cloud Management Systems can readily leverage the integrated solution over a varied ecosystem of hypervisors.

“The integration of Arista’s VxLAN programmable platforms with Nuage Virtualized Services Platform (VSP) enables scalable and automated software defined cloud networks. We are pleased to collaborate

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with a leading SDN innovator like Nuage Networks to deliver seamless workload portability within and across data centers,” said Anshul Sadana, Senior Vice President, Customer Engineering, Arista Networks.

Customers also face the operational realities of visibility and correlation between dynamic overlays and the underlying network infrastructure. Nuage Networks Virtualized Services Assurance Platform (VSAP) working with Arista EOS ensures that the mapping and correlation of policies are combined with visibility of the network infrastructure to deliver timely fault isolation and remediation.

Sunil Khandekar, CEO of Nuage Networks added, “At Nuage Networks we are aggressively and tirelessly pushing for SDN-powered cloud computing to become a mainstream architecture for high-performance enterprises. Working closely with programmable platform providers like Arista, we can now offer customers a powerful best-of-breed solution of policy-driven SDN overlay and DC underlay for building highly automated and responsive private and public clouds for all their applications and workloads.”

Nuage Networks continues to work to create a truly open cloud environment for its customers. On May 18, Nuage Networks announced the expansion of the Nuage Networks ecosystem program, a complete ecosystem for Development and Operations (DevOps) clouds based on OpenStack.

[!\[\]\(0678d1887db22e3f6b52fe38cd7e7b5b\_img.jpg\) Click here to return to Contents](#)

## ***Scientifically Accurate 3D Model Accelerates Device Testing and Research for Treatment of Heart Disease***

20 May 2015

[Dassault Systèmes](#) today announced during its SIMULIA Community Conference that the first heart model from its “[Living Heart Project](#)” will be commercially available on May 29, 2015. Powered by Dassault Systèmes’ 3DEXPERIENCE platform’s realistic simulation applications, the commercial, high-fidelity scientifically validated 3D simulator of a four-chamber human heart is the first product of its kind. With this model, device manufacturers, researchers, and medical professionals will be able to perform virtual tests and visualize the heart’s response in ways that are not possible with traditional physical testing.

The “Living Heart” model as delivered represents a baseline healthy heart, which can be used to study congenital defects or heart disease by modifying the shape and tissue properties in an easy-to-use software editor. In addition, medical devices can be inserted into the simulator to study their influence on cardiac function, validate their efficacy, and predict reliability under a range of operating conditions. For example, coronary stents can be evaluated for optimal type, size, and placement location to achieve the best performance.

“I had been aware of advances in simulation technology, but prior to the ‘Living Heart Project’ I was unaware that it could address the types of challenges I have as a practicing cardiologist and medical educator,” said Robert Schwengel, MD, FACC and Clinical Assistant Professor of Medicine, Alpert Medical School, Brown University. “Having spent time with their 3D experiences, I believe a product like this could be very powerful in helping to educate my patients, students of medicine, and current medical professionals, as well as lead to improved diagnostic capabilities and the personalization of medical therapeutics.”

[Announced in 2014](#), the “Living Heart Project” leverages crowdsourcing of its 45 current members to build its models while protecting the intellectual property of each member. Members include regulatory

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science focused organizations such as the Food and Drug Administration (FDA) and the [Medical Device Innovation Consortium](#) (MDIC), as well as technology providers, cardiologists, medical device manufacturers and hospitals such as

St. Jude Medical and Mayo Clinic. This unique crowdsourcing approach has enabled the heart model to be independently tested and included in peer-reviewed scientific journals by project members, and helped Dassault Systèmes deliver the first iteration of the project’s commercial product on an accelerated schedule. This achievement demonstrates the effectiveness of the project’s approach and reaffirms the opportunity for simulation to address meaningful challenges in cardiovascular disease.

“The availability of the first commercial, physics-based simulated heart marks a significant milestone for digital medical tools that will advance cardiovascular science and directly impact the quality of life of patients,” said Scott Berkey, CEO, SIMULIA, Dassault Systèmes. “The ‘Living Heart Project’ is proof that our technology can potentially change the course of therapies through simulation of the human body. We will continue to collaborate with the biomedical community and our partners to provide technology and applications that will enhance the experience for heart patients everywhere.”

The “Living Heart” model includes well-defined anatomic details of the heart as well as proximal vasculature, such as the aortic arch, pulmonary artery, and superior vena cava (SVC). The dynamic response of the heart model is governed by realistic electrical, structural, and fluid (blood) flow physics.

In addition to the general availability of the heart simulator, the members of the “Living Heart Project” have collectively identified the highest priority cardiovascular applications for it and associated technological advancements which will help shape the functionality of future versions of the simulator.

To learn more about the “Living Heart Project” please visit: <http://www.3ds.com/heart>.

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## ***Wipro Brings Further Innovation to Silicon Valley***

18 May 2015

Wipro plans to open a “technology innovation centre” in Silicon Valley by the end of December 2015.

This move is part of Wipro’s plan to build on its automation and artificial intelligence capabilities. Earlier this year, Wipro publically announced its intention to [reduce its company headcount by 30 per cent](#) through the use of robotic automation.

Wipro CTO K.R. Sanjiv commented on this development: “Why Mountain View? Bay Area represents that right area where we can bring together a lot of start-ups [to work with our] customers. We are working with lots of start-ups in the automation space.” The firm currently plans to have roughly 100-150 people working out of the facility.

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## ***Wipro training 20k unicorns in e-push***

20 May 2015

Wipro is building an army of Unicorns that can bounce between code and design as it moves into the new world of artificial intelligence, analytics and robotics.

India's third-largest IT services company is training 20,000 employees to become what it calls Unicorns — people who have a breadth of technology knowledge to define the big picture — as the battle for

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highly-skilled digital workforce is getting fierce.

"You need to be able to handle multiple technologies and handle them as one person. We call them the Unicorn, a person who can handle anything from design to deployment. That's the skill-set you need. We have quite a few unicorns, but we need 15,000-20,000 of them to make an impact. That's what we are after," Wipro CEO TK Kurien said.

Wipro is accelerating hunt for unicorns as it aggressively moves towards the new digital technology imperatives — automation, artificial intelligence and analytics — altering the way traditional IT services are delivered.

"What Wipro and others are finding out is that these technologies converge and that client problems require an inter-disciplinary skill set. These talented individuals are indeed rare and very hard to obtain from the market. Hence a grow your own strategy makes a lot of sense, what this underlines is that with every increase in technology service providers have to investment more in human capital not less," said Peter Bendor Samuel, CEO of US-based Everest Group.

Experts tracking the sector believe the big shift going on with firms like Wipro is from "skills" to

"capabilities". "In the recent past, the IT services majors would recruit staff which had expertise skills tied to specific IT product and development areas. Today, those skills are relatively commonplace and easy to acquire at diminishing price points," said Phil Fersht, CEO of US-based HFS Research.

He feels companies like Wipro are making considerable investments in recruiting staff with mathematics degrees, as opposed to computer sciences. "They have broader capabilities to pivot across process, technology, data domains more effectively and use more orthogonal thinking when needed," Fersht added.

More recently, Wipro has carved out a new business unit — Wipro Digital — as it expects digital to become one of its top three service lines over the next three years, generating revenues of over \$1 billion.

Wipro's Kurien thinks digital forces are not only changing the IT services landscape, but the organization is gearing up to engage with the digitally-savvy workforce. "The employee of the future is no longer going to communicate on email, but rather write a short verse on Twitter. You've to pick it on social media and not from internal communications. The stability of the old business was positive for many years, but can be a deterrent if you don't change faster," Kurien added.

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## ***Wipro partners with ActiveState***

20 May 2015

Wipro Ltd has entered into partnership with ActiveState to deliver cloud technologies and services to enterprises across the globe. ActiveState is the creator of Stackato PrivatePlatform-as-a-Service (PaaS), the worlds leading independent distribution of the Cloud Foundry open source project.

"Wipro has been an early pioneer of open source based cloud solutions and we are seeing Stackato emerge as a strong player providing cloud foundry based PaaS solutions and enabler for Dev Ops automation. We are excited about this partnership delivered as apart of our Open Cloud offering and believe that it delivers unmatched agility, control and security to our customers in their endeavor to transform their application lifecycle processes," said Anuj Bhalla, VP & Global BU Head, Product, System Integration and Maintenance Services, GIS Wipro Ltd. "Partnering with Wipro expands Stackatos reach around the world," said Bart Copeland, CEO of ActiveState.

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## Event News

### ***Delcam's latest ArtCAM JewelSmith with new design tools at JCK***

22 May 2015

Delcam will demonstrate the latest version of its [ArtCAM JewelSmith](#) software for the design and manufacture of jewellery at the JCK exhibition to be held in Las Vegas from 30<sup>th</sup> May to 4<sup>th</sup> June.

ArtCAM JewelSmith is a special version of Delcam's [ArtCAM Pro](#) artistic CAD/CAM software that has been developed specifically to allow jewellery manufacturers to increase productivity, improve quality and deliver new designs more quickly, by combining their craft skills and creativity with the power and precision of computer-aided manufacturing. The software includes a gem library, which can be added to by the user, and the KeyShot rendering system, which creates extremely accurate and lifelike images for either customers or retailers to view, or for the production of catalogues and other marketing materials.

The 2015 release of ArtCAM JewelSmith makes it much easier to create complex designs, with a new 'putty' tool. This allows models to be edited by picking an area to be moved, swirled, pinched or puckered. It will be especially valuable when creating a series of variants on a repeating element in a design or subtly changing fine details within a model. Together with the existing 3D tools in ArtCAM JewelSmith, it will help the most ambitious designers create any shape they can imagine.

Another significant change is the ability to create and edit 3D shapes in real time, allowing the user to see changes instantly. Previously, this live update was only available when distorting vector artwork. In addition to the new putty tool, options now operating in real time include the shape editor, the two-rail-sweep tools, and the extrude, spin and turn modelling tools.

The 2015 release also includes new tools to speed up the editing of vectors. Firstly, selection of vectors has been made easier and quicker. Dragging the mouse across any area of a model now selects all the vectors either completely or partially within that area. Selection can also be made of a set of nodes, either from a single vector or from a group of vectors. Once selected, the group of vectors or the set of nodes can be edited simultaneously in either the 2D or the 3D view.

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### ***The GRAITEC European BIM Tour Heralds a Success in Warsaw***

21 May 2015

13th May 2015 saw the latest session of the GRAITEC BIM European Tour 2015, held at the Sound Garden Conference Center, with over 100 attendees from across the construction industry.

This full day event was attended by representatives from construction giants who are heavily influential in the Polish and Global markets; Skanska SA, STRABAG, Hochtief Poland SA, BUDIMEX, ARUP, Energoprojekt-Warszawa SA, Epstein, MCKB and UNIBEP.

This leg of the BIM tour was also attended by significant delegates from the Ministry of Economy and other non-governmental organizations, with the seminar fully supported by the Polish Association of Construction Employers and attracting media sponsorship from Builder magazine.

The GRAITEC European BIM Tour kicked-off in the UK in April and has already visited Germany and Poland with France, Czech Republic, Slovakia, Italy and Romania still to follow visiting eighteen major

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cities in eight countries over a four month period. Covering industry proven ‘best BIM practices’ whilst exploring an extensive portfolio of the latest advanced BIM technology, GRAITEC European BIM Tour has been a great success and achieving significant attendance from industry professionals throughout the construction, infrastructure and manufacturing fields.

The day’s event in Warsaw included 11 presentations from GRAITEC experts and a wide range of industry professionals, including the GRAITEC Robobat Project Management team, representatives from Autodesk and speakers from DATech. Successful customer implementation stories of BIM technology throughout their respective organizations were presented by two GRAITEC Robobat customers; Tomasz Radczuk, CAD Manager, BIPROMET SA and Michal Redmerski, Project Manager, Construction Design Studio.

These speakers gave testimonials of the achievements attained by their companies in the field of BIM collaborative workflow. Based on their own experiences, they explained benefits and risks associated with driving BIM process and the use of complex solutions within their organizations.

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## ***Theorem’s latest Publish 3D Solutions to be unveiled at PTC Live Global 2015***

22 May 2015

Theorem Solutions will be heading to Nashville, TN, for 2015’s PTC Live Global, which is running from 7<sup>th</sup>-10<sup>th</sup> June.

With Live Global being the largest networking and education event for the PTC user community, it is the perfect opportunity for Theorem, as a PTC partner, to showcase our latest Creo and Creo View productivity enhancing solutions.

If you drop by the Theorem booth (No.202), we will be demonstrating the latest version of our Publish3D suite of products for Creo users. Imagine being able to share any interactive 3D model with anyone in the world without the requirement for CAD viewing software. Come and see for yourself how interactive 3D PDFs are revolutionising knowledge sharing and collaboration inside organisations and up and down the supply chain.

We will also be showcasing the newest versions of our Creo to JT, NX or V5 translators.

Theorem will also be available to offer expert advice on a range of data solutions including CAD and PLM Migration, Validation and Checking, and Long Term Data Archiving.

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## ***ZWCADUSA Reports on ZWSoft Global Partner Conference***

21 May 2015

ZWCADUSA, the authorized reseller of the ZWCAD product line in North American, today reported on the ZWSoft 2015 Global Partner Conference (GPC) held recently in Guangzhou, China.

Over 200 attendees from over 30 countries joined the four-day event for ZWSoft reseller and development partners. In introducing this year's theme of “To Be Different”, CEO Truman Du spoke to the company's current and future distinctions in innovations, performance, and affordability. ZWSoft shared recent achievements in its business and product development, collected feedback for its product

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roadmap, and discussed sales strategies and customer successes with partners.

Additional GPC highlights included:

- The line-up of ZWSoft speakers included Mr. Du, with over 20 years of experience in the CAD industry; Owen Zi, GM of ZW3D; Kingdom Lin, GM of ZWCAD Overseas; Joh Li, CTO of ZW3D; Felix Gao, Director of ZW3D overseas; and Daniel Huang, ZWCAD Product Manager.
- Product talks covered updates and plans for the ZWCAD, ZW3D, and CAD Pockets (Mobile CAD) product lines. Updates included the announcement that ZWCAD now boasts over 450,000 users. Future ZWCAD plans included support for multiple OS platforms, soon expanding to Linux and the MAC.
- The winners of the Yearly Partner Award were SZANSA from Poland and TotalCAD from Brazil for ranking number one and two in revenue. ZWCAD of Korea won a Best Improved Award -- they now manage an account base that includes Crucial Tech, a leading manufacturer of electronic components in Korea; FME, a leading global engineering company specializing in petroleum science, power generation and offshore engineering technology; and construction leaders GS Construction, Lotte Construction, and Dongbu Construction.
- A customer success portfolio was distributed that covered testimonials from the following major accounts: Deltamarin (Shipbuilding), U-SMD (Electrical Equipment), Advanex (Fabrication), Optimatic Solution ( Oil and Gas), CSR Corporation (Transportation), CASAIS (Architecture), OASRN (Architecture), Zamil (Structural Engineering), Euroned Engineering (Offshore Engineering), WISCO (Structural Engineering), Cardno Caminosca (Engineering Design), and MP Ingenieros (Construction).

Yatin Suri, Managing Director of ZWCADUSA, comments, "The ZWCADUSA team was very impressed with all aspects of GPC. We appreciated the energy, skill, and customer-focus of our ZWSoft colleagues as well as the quality of thought and strategy of management. We were also very motivated by the success of all channel partners and their collective industry knowledge." He concluded, "Overall, we found GPC a WIN-WIN-WIN environment and are excited about ZWSoft's expanding product value, revenue potential, and customer success going forward."

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## Financial News

### *Autodesk Reports Solid Q1; Strong Subscriptions Growth*

19 May 2015

[Autodesk, Inc.](#) reported financial results for the first quarter of fiscal 2016.

### **First Quarter Fiscal 2016**

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- Total billings increased 3 percent, compared to the first quarter last year as reported, and 8 percent on a constant currency basis.
- Deferred revenue increased 20 percent to \$1.15 billion, compared to \$964 million in the first quarter last year.
- Total subscriptions increased by approximately 95,000 from the fourth quarter of fiscal 2015.
- Revenue was \$647 million, an increase of 9 percent compared to the first quarter last year as reported, and 13 percent on a constant currency basis.
- GAAP operating margin was 3 percent, compared to 7 percent in the first quarter last year.
- Non-GAAP operating margin was 15 percent, compared to 17 percent in the first quarter last year. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables.
- GAAP diluted earnings per share were \$0.08, compared to \$0.12 in the first quarter last year.
- Non-GAAP diluted earnings per share were \$0.30, compared to \$0.32 in the first quarter last year.
- Cash flow from operating activities was \$87 million, compared to \$219 million in the first quarter last year.

"We had a solid start to the year with good progress on our business model transition," said [Carl Bass](#), Autodesk president and CEO. "We added 95,000 subscriptions during the quarter, with approximately half coming from new subscription types. Over the course of the next two years we expect to transition the vast majority of our offerings to subscription, which provides our customers with greater flexibility and a better user experience."

### **First Quarter Operational Overview**

Revenue in the Americas increased 19 percent compared to the first quarter last year to \$244 million. EMEA revenue was \$245 million, an increase of 9 percent compared to the first quarter last year as reported, and 15 percent on a constant currency basis. Revenue in APAC was \$157 million, a decrease of 3 percent compared to the first quarter last year as reported, and an increase of 2 percent on a constant currency basis. Revenue from emerging economies was \$93 million, an increase of 17 percent compared to the first quarter last year as reported, and 19 percent on a constant currency basis. Revenue from emerging economies represented 14 percent of total revenue in the first quarter.

Revenue from the Architecture, Engineering and Construction business segment was \$237 million, an increase of 21 percent compared to the first quarter last year. Revenue from the Platform Solutions and Emerging Business segment was \$185 million, a decrease of 13 percent compared to the first quarter last year. Revenue from the Manufacturing business segment was \$185 million, an increase of 25 percent compared to the first quarter last year. Revenue from the Media and Entertainment business segment was \$40 million, an increase of 6 percent compared to the first quarter last year.

Revenue from Flagship products was \$299 million, flat compared to the first quarter last year. Revenue from Suites was \$240 million, an increase of 14 percent compared to the first quarter last year. Revenue

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from New and Adjacent products was \$108 million, an increase of 30 percent compared to the first quarter last year.

“We were pleased with the first quarter results and remain confident in our business model transition,” said Scott Herren, Autodesk Chief Financial Officer. “As we scan the economic environment, we've observed unevenness, particularly in key markets. Considering the current economic environment, coupled with persistent foreign currency headwinds, we've adjusted our business outlook for the fiscal year as we look to build on the early successes of our model transition.”

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### ***HP Reports Fiscal 2015 Second Quarter Results***

22 May 2015

HP today announced financial results for its fiscal 2015 second quarter ended April 30, 2015.

Second quarter net revenue of \$25.5 billion was down 7% from the prior-year period and down 2% on a constant currency basis.

Second quarter GAAP diluted net earnings per share (EPS) was \$0.55, down from \$0.66 in the prior-year period and below its previously provided outlook of \$0.57 to \$0.61. Second quarter non-GAAP diluted net EPS was \$0.87, down from \$0.88 in the prior-year period and within its previously provided outlook of \$0.84 to \$0.88. Second quarter non-GAAP net earnings and non-GAAP diluted net EPS exclude after-tax costs of \$585 million and \$0.32 per diluted share, respectively, related to separation costs, restructuring charges, the amortization of intangible assets and acquisition-related charges.

### **Separation update**

HP provided an update on its planned separation into two independent, Fortune 50 companies. The separation remains on track and the company expects associated dis-synergies of approximately \$400 to \$450 million.

The company also announced new future leadership appointments for both companies: Cathie Lesjak will become Chief Financial Officer of HP Inc. Lesjak's deep expertise will best serve Dion and his team as they embark on creating a new company. With Lesjak's move to HP Inc., Tim Stonesifer will become CFO of Hewlett Packard Enterprise. Stonesifer currently serves as CFO of HP's Enterprise Group. Prior to joining HP, Stonesifer served as CFO for General Motors International Operations based in Shanghai, and held a number of finance leadership positions during his twenty-year tenure at General Electric Company.

Chris Hsu has been selected to become Chief Operating Officer at Hewlett Packard Enterprise. Hsu has proven strength in driving performance optimization across a number of key business areas, including real estate, indirect procurement, and business process improvement. As Chief Operating Officer, Hsu will expand his duties to oversee and manage the continued separation execution, as well as HP Financial Services.

Alan May will join Hewlett Packard Enterprise as Head of Human Resources. Most recently, May worked for the Boeing Company as head of HR for their commercial airplanes division. He also led HR for Boeing Defense, Space and Security and served as head of Strategy, Compensation and Benefits for the Company. Prior to Boeing, May spent many years at PepsiCo. in various global HR and business integration leadership roles.

"I'm pleased with where we ended the quarter, the continued success of our turnaround, and the progress

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we're making on separation," said Meg Whitman, chairman, president and chief executive officer, HP. "Despite some tough challenges, we executed well across many parts of our portfolio, sustained our commitment to innovation, and delivered the results we said we would. HP is becoming stronger as we head into the second half of our fiscal year and separation in November."

## **Outlook**

For the fiscal 2015 third quarter, HP estimates non-GAAP diluted net EPS to be in the range of \$0.83 to \$0.87 and GAAP diluted net EPS to be in the range of \$0.50 to \$0.54. Fiscal 2015 third quarter non-GAAP diluted net EPS estimates exclude after-tax costs of approximately \$0.33 per share, related to separation costs, the amortization of intangible assets, restructuring charges, defined benefit plans settlement charges and acquisition-related charges.

For fiscal 2015, HP estimates non-GAAP diluted net EPS to be in the range of \$3.53 to \$3.73 and GAAP diluted net EPS to be in the range of \$2.03 to \$2.23. Fiscal 2015 non-GAAP diluted net EPS estimates exclude after-tax costs of approximately \$1.50 per share, related to separation costs, the amortization of intangible assets, restructuring charges, defined benefit plans settlement charges and acquisition-related charges.

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## ***Synopsys Posts Financial Results for Second Quarter Fiscal Year 2015***

21 May 2015

Synopsys, Inc. today reported results for its second quarter of fiscal year 2015.

For the second quarter of fiscal year 2015, Synopsys reported revenue of \$557.2 million, compared to \$517.7 million for the second quarter of fiscal 2014, an increase of approximately 7.6 percent.

"Our fiscal second quarter results were very strong, and solidify our outlook for the full year," said Aart de Geus, chairman and co-CEO of Synopsys. "We see clear momentum with our new implementation and verification products in the early stages of a multi-year customer upgrade cycle. Our entry into the software quality and security space has opened up an opportunity to drive incremental growth in both familiar and new market segments and build on Synopsys' strengths."

### *GAAP Results*

On a generally accepted accounting principles (GAAP) basis, net income for the second quarter of fiscal 2015 was \$55.6 million, or \$0.35 per share, compared to \$63.3 million, or \$0.40 per share, for the second quarter of fiscal 2014.

### *Non-GAAP Results*

On a non-GAAP basis, net income for the second quarter of fiscal 2015 was \$107.6 million, or \$0.68 per share, compared to non-GAAP net income of \$101.7 million, or \$0.65 per share, for the second quarter of fiscal 2014. Reconciliation between GAAP and non-GAAP results is provided at the end of this press release.

### *Financial Targets*

Synopsys also provided its financial targets for the third quarter and full fiscal year 2015. These targets do not include any impact of future acquisition-related activities or costs that may be incurred in fiscal year 2015. These targets constitute forward-looking statements and are based on current expectations.

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For a discussion of factors that could cause actual results to differ materially from these targets, see "Forward-Looking Statements" below.

### Third Quarter of Fiscal Year 2015 Targets:

Revenue: \$550 million - \$560 million

GAAP expenses: \$481 million - \$501 million

Non-GAAP expenses: \$430 million - \$440 million

Other income and expense: \$0 - \$2 million

Tax rate applied in non-GAAP net income calculations: 21 - 22 percent

Fully diluted outstanding shares: 155 million - 159 million

GAAP earnings per share: \$0.23 - \$0.30

Non-GAAP earnings per share: \$0.58 - \$0.60

### Full Fiscal Year 2015 Targets:

Revenue: \$2.210 billion - \$2.235 billion

Other income and expense: \$6 million - \$10 million

Tax rate applied in non-GAAP net income calculations: 19 - 20 percent

Fully diluted outstanding shares: 155 million - 159 million

GAAP earnings per share: \$1.39 - \$1.49

Non-GAAP earnings per share: \$2.76 - \$2.81

Cash flow from operations: approximately \$450 million

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### ***Tacton employs 60 new experts after strong result***

19 May 2015

The Swedish software company, Tacton Systems reports record earnings for fiscal 2014. With growth last year at 39 percent, the company's revenue surged to SEK 170 million and earnings to SEK 27 million. The forecast for 2015 is strong growth with about 60 new employees.

"Last year we signed several new contracts with major international companies. At the same time we continued to intensify collaboration with existing customers. In 2014, CPQ solutions—Configure Price Quote—had its breakthrough. We notice now that advanced configuration often lies at the management level and becomes an integral part of the sales process for successful companies," says Christer Wallberg, CEO, Tacton.

In 2014 Tacton won the prestigious Export Hermes prize awarded by the Swedish Chamber of Commerce. The prize is awarded annually to companies in Sweden that can demonstrate outstanding export results. Tacton was also named a "Gazelle Company" by Dagens Industri for the third

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consecutive year. Last year Tacton was also designated as a “Super Company” by the Swedish business magazine, Veckans Affärer.

## **Expansion and 60 new employees in 2015**

Tacton’s goal is to reach SEK 500 million in revenue in 2017 and the company's recruitment rate is now about 15 people per quarter, including engineers, computer scientists and PhDs.

“We see continued strong and growing demand for the products and services that Tacton offers, with an expected growth rate this year of 30 to 40 percent. The trend for 2015 is positive with a major expansion expected in both the Swedish and international markets and a continued positive trend for both sales and earnings,” says Christer Wallberg, CEO, Tacton.

“The latest trend for large manufacturing companies is to buy complete solutions from Tacton covering all of the customer's products. This means that projects have become much larger and that each major international customer project often involves over 30 specialists from Tacton,” says Christer Wallberg, CEO, Tacton.

## **Key financial figures 2014**

In 2014 Tacton had revenues of SEK 170 million, representing a growth rate of 39 percent over the previous year. Operating profit increased by 150 percent to SEK 27 million. By comparison, Tacton’s average growth over the past four years has been higher than 30 percent

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## Implementation Investments

### *Aveva signs new Multiyear Agreement with AKER SOLUTIONS for Aveva EVERYTHING3D*

18 May 2015

AVEVA today announced that it has entered a multiyear agreement with Aker Solutions for AVEVA Everything3D (AVEVA E3D?). The Norwegian oil service company has selected AVEVA E3D to be its strategic 3D tool on plant design, modification and maintenance projects. This agreement is a continuation of a long-standing successful working relationship that spans more than 20 years.

'The deployment of AVEVA E3D will enhance productivity, enabling Aker to execute larger, more complex projects with less risk using the best solutions available on the market. AVEVA is unmatched in the engineering design world,' said Richard Longdon, CEO, AVEVA. 'We are very proud to be continuing our long-standing working relationship with Aker Solutions. Together we have advanced the development of our technology over many years and will continue to contribute to our strategic vision of a Digital Asset'.

Dave Wheeldon, CTO, AVEVA added, 'Using AVEVA software, Aker Solutions benefit from complementary applications that draw on common processes, disciplines and deliverables, through a single managed information model. This allows companies to seamlessly integrate key business processes, improving the quality of deliverables against critical project schedules.'

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## ***Brush Group Optimizes Turbogenerator Design with Ansys Multiphysics Solution***

20 May 2015

The Brush Group, the largest independent manufacturer of turbogenerators in the world, is boosting performance of its generators for gas, steam and hydro-turbine drive applications by leveraging ANSYS multiphysics engineering simulation solutions. The use of ANSYS® solutions is also leading to time and cost savings.

The Brush Group's turbogenerator, boosting generator performance with ANSYS simulation technology.

The Brush Group chose ANSYS simulation to reduce the six-month lead time for new design generator manufacturing and to reduce the extensive costs and complexity of design modifications.

"The smallest units weigh at least 40 tons, take up to six months to manufacture and contain many small design change opportunities, some with unmeasurable aspects. So it is simply impossible to take each new design option to the point of physical prototyping," said Sarah Allen, generator development manager, Brush Turbogenerators. "Simulation software, especially integrated, multiphysics simulation, is vital to reduce the variables that these design changes create in a virtual environment before moving to production."

The Brush Group is leveraging ANSYS solutions for structures, fluids and electronics. The tools accurately simulate the impact of mechanical changes on the airflow within a turbogenerator. ANSYS computational fluid dynamics solutions simulate this airflow, which is crucial as increased performance of the turbogenerator depends on having a uniform operating temperature and must remain within national and international standard limits. Finally, ANSYS electronics solutions simulate the electromagnetic impact of changing flux densities within the new designs.

"The multiphysics simulation enables us to arrive at the top three designs, delivering not only time and cost savings in development but also optimized designs that meet the needs of our customers," Allen said. "There is a constant evolution at work."

"Generator users demand high-performance generators, with challenging goals for efficiency, size and durability," said Brad Hutchinson, global industry director, industrial equipment and rotating machinery at ANSYS. "Given the complex interaction of stress, cooling, electromagnetics and material properties, advanced multiphysics simulation is the only way that designers can gain the insights required to optimize and deliver the machine in a timely manner."

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## ***CenterPoint Energy transforms information into action with SAP HANA Cloud Platform***

20 May 2015

It's a tough world for CenterPoint Energy, a company that delivers electricity and gas to 5.5 million customers in Texas.

Not only do they have to compete for customers and deliver reliable, economic, compliant, and sustainable products and services safely, but there is disruption everywhere. Consumer behavior is changing, new sources of energy such as wind and solar are emerging, and machines are talking to machines and making decisions without humans.

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Gary Hayes, the CIO of the company, believes the way to deal with disruption on such massive scale is through technology convergence. Three types of technology must converge to create an intelligent energy future: consumer technologies for smart devices and social media, information technologies for enabling mobility, Big Data analysis and cyber security, and a wide range of operational and business technologies. This convergence is at the core of the Internet of Things (IoT) and is driving new strategies, new operational models and a completely different customer experience.

At CenterPoint, IoT apps built on SAP HANA Cloud Platform are transforming information into action so the company can manage the volume, veracity, velocity, and variety of their data. As a result, not only does CenterPoint reduce operational costs and manage its assets and resources more efficiently, consumers are also saving energy and money.

According to Steve Lucas, President, SAP Platform Solutions, the beauty of SAP HANA Cloud Platform for the IoT is that customers and partners can now connect anything to any app or business process in their own company or in their business network.

“We now have the most comprehensive portfolio of IoT solutions, from core business operations to the edge of the network. We offer customers a full stack platform as a service that enables them to sign up and build IoT apps in the cloud without having to deploy or install anything. Additionally, we provide free access to SAP anywhere.”

Lucas is excited because the new IoT portfolio enables the enterprise from core to edge, allowing them to collect data even when they are disconnected and synchronize it seamlessly when they come back online. This means technology can intercept data when a vending machine is running low, for example, and reroute a truck that has already departed on its preplanned course in real time.

Devices and sensors connect people and machines at the edge of the enterprise, monitoring processes and performance, and sending alerts as needed. The data converges in the cloud platform, enabling real time analysis and decision making, which in turn allows business models such as product design, responsive manufacturing, and customer experience to be reimaged and reengineered.

“The impact is explosive,” says Lucas. “Through our ERP solutions we understand processes and transactions, through Sybase and BusinessObjects we can structure the social aspect, and finally, we own machine data since we sit in the middle of manufacturing. SAP is driving the convergence of technologies with our IOT portfolio and Industry 4.0.”

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## ***Daimler completes transition to Siemens NX CAD software***

22 May 2015

Daimler has completed a groupwide transition to Siemens NX CAD software, which replaced Dassault Systemes' Catia V5 software across all of the company's divisions.

The German car and truck maker said the move, which involved training more than 6,200 users on the new software, was made to improve efficiency and sustainability. Daimler said in a press statement that the transition, which was first announced in 2010, also resulted from a desire to achieve full integration between the group's product data management, which already used Siemens PLM Teamcenter products, and CAD software systems.

“The introduction of the new design and product data software not only means that we are well prepared

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for the future,” Daimler CIO Michael Gorriz said in a statement. “We have also taken the opportunity to bring our engineering processes in line with the highest standards in the automotive industry.”

Gorriz said relevant suppliers to Daimler already are using Siemens NX or have adopted the software to safeguard the supply chain.

The Daimler CIO, who is leaving the company later this year, called the move “our biggest IT migration project in recent decades.” The project, which relied heavily on more than 300 employees in Daimler’s r&d office in Bangalore, involved migrating more than 235,000 CAD objects to the new software.

The whole project was completed on schedule, he said.

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## ***Mentor Graphics Tessent Hierarchical ATPG Solution Selected by Mellanox Technologies for Giga-gate Designs***

18 May 2015

Mentor Graphics Corp today announced that Mellanox Technologies has standardized on the new Mentor® [Tessent](#)® Hierarchical ATPG solution to manage the complexity and slash the cost of generating test patterns for their leading-edge integrated circuit (IC) designs. Using Tessent Hierarchical ATPG, Mellanox has significantly reduced both the processing time and system memory needed to generate the huge number of manufacturing test patterns needed for high-quality IC test.

"The time needed to generate test patterns has been growing rapidly with each new design cycle, thus increasing our test-related costs," said Evelyn Landman, VP of Backend Engineering at Mellanox Technologies. "Moving to Mentor's Tessent Hierarchical ATPG flow has allowed us to significantly reduce turnaround time on current designs. Because this solution is highly scalable, we expect to continue using it on our future designs."

The Tessent Hierarchical ATPG flow uses a divide-and-conquer approach to break down the overall ATPG task into smaller, more manageable pieces. Compressed patterns are first generated for each design core in isolation, then automatically retargeted to the chip level and merged to minimize test time. Compressed patterns are then generated for top-level interconnect and glue logic. This process removes the final DFT and compute-intensive pattern generation steps from the critical tape-out path, adding predictability to the test flow.

The hierarchical ATPG approach significantly reduces runtime and memory footprint compared to running ATPG for all blocks and interconnect at the top level. Reductions in runtime in the range of 5x-10x are typical, and memory footprint savings can be even greater. Hierarchical ATPG often reduces pattern count (and consequently test time) by as much as 2x due to increased efficiency in how scan channels are used across all of the cores.

"Many of our customers are using hierarchical design methodologies to manage the size and complexity of their designs. It has become clear to most of them that their test generation flow has to mirror this hierarchical approach," said Stephen Pateras, product marketing director for Mentor's Tessent DFT and ATPG products. "Our new hierarchical ATPG solution is not only scalable for 100M+ gate designs, but it helps improve schedules by allowing DFT and ATPG to be moved earlier in the design cycle and to be more easily distributed among different groups."

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## ***More than 3,500 electromechanical component references available free and in different CAD formats via the TracePartsOnline.net platform***

20 May 2015

Würth Elektronik France, a subsidiary of the Würth Elektronik Group, a worldwide leader in the design, manufacturing and distribution of passive components, announces its partnership with TraceParts for the publishing of its CAD models.

Würth Elektronik has selected TraceParts for this project in order to diversify its online services and offer its customers new design tools. Quentin Laidebeur and Fabien Brugnone, who are in charge of managing the project, explain the motivation behind the decision:

“We were looking for a turn-key solution that would add value to our existing solutions, and, that could also manage the integration and distribution of our data. For various reasons, TraceParts stood out as the obvious partner for us.”

The solution proposed by TraceParts enabled us to focus on the quality of our CAD data and to rely on TraceParts’ expertise for the publishing side. From now on, our sales teams will use the TraceParts mobile application to present our products; this is an excellent marketing tool for trade fairs or customer meetings.

The Würth Elektronik catalog has been online since April 2015 and currently contains almost 600 product families, i.e. 3,500 references available free on [TracePartsOnline.net](http://TracePartsOnline.net)

“Making our 3D files available on TracePartsOnline.net enables us to cover all the CAD formats used by our customers and the website’s search engine optimization (SEO) significantly increases the visibility of our products, while ensuring high-quality user traffic.” explains Quentin Laidebeur, Product Manager at Würth Elektronik.

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## ***POET Selects Aras for Enterprise Product Lifecycle Management***

19 May 2015

Aras® today announced that POET, a world-leading producer of ethanol and other biorefined products, has selected the Aras PLM Solution Suite to drive product development and engineering best practices, improve processes and product tracking, and improve visibility into product-related data throughout the enterprise and extended supply chain. POET will implement Aras as an integral part of its product development processes, tracking product and process data and ensuring visibility to all participants in the process.

Aras’s flexibility and ability to meet the requirements of POET’s rapidly growing business were key drivers in the selection process. Working with Aras Partner EBD Advisors, POET will implement multiple Aras solutions, including Advanced Product Data Management, Configuration Management, Change Management and BOM Management.

“Making product information accessible where and when it is needed is critical to productivity and the

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success of our business,” said Greg Tryon, Director of Engineering at POET. “In the past we’ve used a variety of home-grown solutions and found that we couldn’t scale them as our business grew. With Aras we have an end-to-end solution that adjusts easily to fit our needs today and can scale up and scale out as our business needs change over time.”

“POET is an innovative company that is committed to community and continuous improvement. We look forward to working with them and fast-growing, forward-thinking companies like them, who are challenging the status quo as they develop the products of tomorrow,” said Peter Schroer, President of Aras.

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## ***Schneider Electric Industries SAS signs a global framework agreement***

20 May 2015

BIMObject® recently announced a global framework agreement with Schneider Electric Industries SAS, one of the largest companies in energy management and automation with operations in more than 100 countries. Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in Non-residential & Residential Buildings, Industries & Machines Manufacturers, Utilities & Infrastructure and Data Centres & Networks. The company achieved revenues of 25 billion euros in 2014. This agreement will strengthen BIMObject’s position as a main supplier of BIM objects to Schneider Electric.

The development of Building Information Modelling (BIM) further highlights Schneider Electric’s position in the construction industry. The parametric 3D building components for use in digital building models contains comprehensive technical and organisational information in addition to geometric data.

The global framework agreement is a part of BIMObject's large account program, which is only signed to large and global organisations that supply building and interior products. The framework agreement enables Schneider Electric’s management to keep control over investment in BIM and provides structure, development and maintenance of BIM objects along with innovative digital marketing with single source approach, as well as driving the ROI with intelligent pre-sales.

BIMObject®'s global framework agreement with Schneider Electric is fully in line with BIMObject’s strategy, and is another step in the endeavour to collaborate with market leaders in order to make BIMObject® a branch standard. The company is convinced that the influx of new BIM-users will increase significantly thanks to the collaboration with key leaders like Schneider Electric.

"We welcome Schneider Electric to the global digital infrastructure of BIMObject® and we are honoured to have one of the global front runners of the industry on the Cloud. With the expertise in the electrical industry, Schneider Electric will become a key player in our large account program. I am sure that this cooperation will be very interesting going further with utilising innovative Schneider solutions with the BIMObject® Cloud”, says Alexander Montell, Large Account Executive, BIMObject AB.

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## *U.S. Air Force Contract Taps 3D Systems to Transform Manufacturing of Aerospace Components*

22 May 2015

[3D Systems](#) announced its role in a \$1.3 million contract to design, build and test a cutting-edge aircraft heat exchanger to be manufactured using 3D printing. Led by Honeywell International, a world leader in heat exchanger production, this project will utilize 3DS' Direct Metal Printing (DMP) technology as well as the additive manufacturing and materials expertise of Penn State's Center for Innovative Materials Processing through Direct Digital Deposition (CIMP-3D). Such qualified use of additive manufacturing will not only revolutionize jet engine manufacturing, but it will also open the technology to a multibillion-dollar heat exchanger market.

The project, set to commence in mid-2015, builds off another contract announced [in February](#) to enable wider adoption of 3DS' metal technologies within aerospace companies.

Administered by America Makes and funded by the Air Force Research Laboratory (AFRL), this contract underscores 3DS' technological leadership and proven defense/aerospace manufacturing track record.

"Additive manufacturing offers design freedoms that are simply not possible using traditional manufacturing process," John Wilczynski, America Makes Deputy Director of Technology Development. "The teaming by America Makes with industry leaders and researchers that possess substantial experience in heat exchangers and 3D printing will allow us to explore higher-performing and lower-cost conformal parts. As a result, both the Air Force and the defense industry are poised to benefit greatly from this directed project."

In addition, this effort accelerates validation of 3DS' manufacturing capability and provides America Makes members—including every major U.S. defense and aerospace company—with the hard data necessary to evaluate the technology. Further, it is expected that this project's results could accelerate validation of 3DS' manufacturing capability as a new component of Honeywell's supply chain.

"3DS' Direct Metal Printing technology is second-to-none," said Neal Orringer, Vice President of Alliances & Partnerships, 3DS. "This contract selection will allow our team to deliver to the Air Force innovative, high-performing heat exchangers, and will provide valuable data on part strength, pressure resistance and performance."

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## Product News

### *Altium Adds New Extension to Flagship PCB Design Tool for Seamless SOLIDWORKS® Collaboration*

22 May 2015

Altium Limited has released a new extension for their flagship PCB design tool, Altium Designer. [MCAD Co-Designer: SOLIDWORKS®](#) helps to facilitate collaboration between mechanical and electronic design teams with integrated design data, a managed change environment for design revisions, and lifecycle management for component creation, among other features. This extension is available now to purchase for all current and prospective Altium Designer customers.

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“ECAD/MCAD collaboration has always been a major pain point for designers that everyone has been trying alleviate,” said Peter Ricci, Head of PCB at Altium. “With the MCAD Co-Designer extension, we’ve done it, and we’ve done it better than anyone before us. This is a huge step forward in making Altium Designer the best tool for a collaborative design process, and not just another electrical design tool that can be swapped out for another.”

## Dated Design Trends

Current trends in product design are requiring a more tightly interwoven design process between electrical and mechanical design teams. With the introduction of intelligently connected products, customers are experiencing products in a unified fashion, with the mechanical and electrical elements forming one cohesive whole.

While this process has been merged from a consumer perspective, the back-end design workflow for these products still relies upon dated processes where design teams work in isolation. This has led to a number of inefficiencies for product development, including reliances on imperfect file translations, costly prototype creations, and unmanaged communication methods.

## New Design Collaboration Potential

The MCAD Co-Designer extension for Altium Designer aims to eliminate the current barriers between electrical and mechanical design teams by tightly integrating the design data between ECAD and MCAD software environments.

By integrating directly with SOLIDWORKS®, the MCAD Co-Designer extension allows mechanical and electrical designers to work side-by-side in a collaborative process on projects without having to interrupt their existing workflow efficiencies. This extension includes a number of features for design collaboration, including:

- Managed design revisions. Designers now have the ability to make changes to component placement and board shape in their respective design environments. Changes are then pushed through a new ECAD/MCAD project collaboration server, which notifies the designer of changes made to a design and provides the option to accept or reject changes as desired.

- Integrated design data. With design data being linked between Altium Designer and a mechanical designer’s software environment, designers can now export board assemblies to MCAD software with included copper information, allowing mechanical designers to perform thermal, vibration, and other mechanical simulations.

- Distinct workflows and lifecycles. The MCAD Co-Designer extension allows electrical and mechanical designers to maintain their existing workflow productivity with no interruptions to their design environment. Component models and electrical data can be worked on independently in both design environments, and completed design data can then be joined into a unified component model.

“The MCAD Co-Designer extension adds a number of new design efficiencies to an already highly-productive design environment in Altium Designer,” said Jason Hingston, CTO at Altium. “We’re really excited to see how design collaboration begins to evolve organically between electrical and mechanical designers when there’s no longer that divisive wall between the two design environments.”

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## ***Arithmetica Simplifies Scan to CAD Workflow with Latest Release of Pointfuse***

22 May 2015

Arithmetica has significantly enhanced its Pointfuse automated point cloud processing software with simplified integration for Computer Aided Design (CAD) software. The new release of Pointfuse Pro also automatically textures the generated 3D models by using RGB, Intensity or statistical derived values. Using the original RGB values from the point cloud the software can now automatically add real world context to the generated models.

Other new functionality allows users to quickly and accurately generate 3D models and then easily produce 2D plans, elevations or sections for use in project documentation. The software also includes the ability to create scaled ortho images from the point cloud data that can be used to draw measure or take dimensions from.

With an evaluation version available for free download from the company's website from June the latest version of Pointfuse will be demonstrated at GEO Business 2015, the geospatial trade exhibition and conference, which takes place from the 27-28 May 2015 at the Business Design Centre, Islington, London.

"The latest version of Pointfuse makes it even faster and easier to visualize large point cloud as textured vector models," commented Mark Senior, Pointfuse Development Manager, "but, more importantly we have simplified the workflow allowing users to create 3D models, 2D line work and scaled ortho images automatically, quickly and easily. These are then fully compatible with CAD software and modelling packages. The models can also be made to look photorealistic with automatic and accurate texturing."

Another new feature in the latest Pointfuse release is the ability to create scaled ortho images from the point cloud data. These can be used alongside Pointfuse generated vectors, or independent workflows, to produce 2D images using third party CAD and modelling software. Using a range of new selection tools within Pointfuse these ortho images can be created from any angle and direction and can be used to draw, measure or take dimensions from.

Pointfuse is a powerful modelling engine developed by Arithmetica, a hi-tech company based at Shepperton Studios. Pointfuse gives professionals an astonishingly fast, precise and flexible way of converting the vast point cloud datasets generated by laser scanners or photogrammetry into high fidelity vector models. Designed for engineers, architects and construction professionals, Pointfuse uses advanced statistical techniques to create vector models which can then be manipulated using any industry-standard CAD system.

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## ***Bentley Systems Announces Introductory Access Programs for the CONNECT Edition***

19 May 2015

Bentley Systems announced new programs at the inaugural CONNECTION Event introducing the *CONNECT Edition*. The *CONNECT Edition* provides the first common environment for comprehensive project delivery – comprising a common *modeling* environment, common

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*performance* environment, and common *data* environment. The *CONNECT Edition* leverages the Microsoft Azure cloud service to span hybrid computing configurations for every project and enterprise. From the Franklin Institute in Philadelphia, Pa., the CONNECTION Event series moves on to 28 cities around the globe over the next five months.

## *MicroStation CONNECT Edition: Introductory Access Program*

*MicroStation CONNECT Edition* provides the common *modeling* environment for comprehensive infrastructure delivery. Its innovations, which include *functional components* and a common *documentation center*, enable *optioneering* across disciplines.

Santanu Das, Bentley senior vice president, design and simulation, said, “I would like to thank the users we invited to robustly exercise *MicroStation CONNECT Edition* through the Early Access Program. Now we are extending an invitation to every *MicroStation* SELECT subscriber, along with every SELECT Open Access subscriber and Enterprise License Subscriber, to introduce *MicroStation CONNECT Edition* (SELECTseries 1) into their current toolset – to facilitate this advancement, there is no change from the *MicroStation V8i* file format.”

The Introductory Access Program for *MicroStation CONNECT Edition* is scheduled to open on June 1, 2015. At that time, eligible users will be able to download the software at [www.bentley.com/CONNECT](http://www.bentley.com/CONNECT).

## *Navigator CONNECT Edition: Introductory Access Program*

The *Navigator CONNECT Edition* “application” enables project participants to advance beyond visualization to visibility for issue resolution. Its features include a touch-enabled interface; availability for both desktop and mobile operating systems (including Microsoft, iOS, and Android); and a single, consistent experience for users across all of their touch-enabled devices – from tablets to large touch screens, and from office to site to field.

Keith Bentley, Bentley Systems founder and CTO, said, “Our development of *Navigator CONNECT Edition*, along with the *mobile i-model* technologies supporting it, has been one of my favorite projects across our 30-year history. I think that every user of *MicroStation* and our applications will find it valuable to use *Navigator CONNECT Edition* to extend their work to every device, in the course of their day and across their projects. So we’ve also made it a great value, requiring only a nominally-priced Bentley CONNECTIONS Passport subscription.”

The *Navigator CONNECT Edition* Introductory Access Program is scheduled to open on July 1, 2015, for CONNECTIONS Passport holders. All others will be welcome to take part in the *Navigator CONNECT Edition* Test Drive. Those completing a test drive will be eligible to win prizes, including Microsoft Surface Pro 3 computers. For additional information, visit [www.bentley.com/NavigatorTestDrive](http://www.bentley.com/NavigatorTestDrive).

## **CONNECTED Partner Program**

The robustness of the *CONNECT Edition*’s common modeling environment enables Bentley to extend *Project Playbooks* and *Personal Playlists* to include application tools from CONNECTED Partners – with SELECTservice-based licensing and administration, including through SELECT Open

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Access and Enterprise License Subscriptions. Initial CONNECTED Partner offerings include:

[LumenRT](#) (e-on software)– for “visual optioneering,” with real-time, immersive interaction, enlivening infrastructure environments with rich libraries of dynamic content. With the “cinematic” quality of LumenRT scenes and intuitive, hands-on interface, every engineer can envision his or her proposed design alternatives as they would be experienced in actual operation.

[ADDS](#) (Roussey Solutions)– for electric utility designers to optioneer underground residential distribution, minimizing provisioning cost and network loads.

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## *Cadence – New system can significantly shorten PCB manufacturing times*

21 May 2015

Cadence Design Systems has unveiled the Allegro 16.6 portfolio, which features several new products and technologies. Included in this release is the new Allegro PCB Designer Manufacturing Option, which can shorten the time to create manufacturing documentation by up to 60 percent, and several key technology updates catered to increase efficiency, control and productivity for designers, while streamlining handoff to manufacturing. Driven by increasing demands to provide a more predictable and shorter design cycle, the Allegro 16.6 portfolio includes more capabilities that accelerate routing and tuning for high-speed interfaces such as DDR3 and DDR4.

The Allegro 16.6 portfolio includes new products to help PCB designers achieve maximum efficiency and productivity, while keeping cost of ownership low.

The new products include : 1 – Allegro PCB Designer Manufacturing Option, a comprehensive, powerful, easy-to-use toolset that makes it efficient and cost effective for PCB designers to streamline the development of a release-to-manufacturing package for their products. It includes the Design for Manufacturing (DFM) Checker, Documentation Editor and Panel Editor modules. The Documentation Editor module can speed up overall fabrication documentation by up to 60 percent. 2 – Allegro Rules Developer and Checker, which allows users to develop custom fabrication and assembly rules to extend capabilities provided by Allegro PCB Designer and the Manufacturing Option. This tool provides a relational geometric verification language designed specifically for creating rules that are proprietary and custom to an original equipment manufacturer (OEM). The rules can be viewed and executed from the Allegro Constraint Manager, making it a single source for all design rules checks (DRCs) within a PCB.

“We use Cadence software for designing printed circuit boards from concept to production for our SGIR ICET X and SGIR UVT platforms. The technology in the Allegro PCB Manufacturing Option has enabled us to reduce the amount of time spent creating and maintaining PCB documentation by as much as 60 percent,” said Cassio Conceicao, executive vice president and chief operating officer. “The result is shorter design cycle times, lower costs and a smoother handoff to manufacturing.”

**Key Technology Updates** The Allegro 16.6 technology portfolio update offers multiple capabilities that boost turnaround time by shortening design cycles, accelerating timing closure and providing more editing control.

These capabilities include : 1 – Adding return path vias while routing differential pairs, ensuring a

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ground current return path for differential pair vias. 2 – Updates to avoid coupling of high-speed signals to the FR-4 fabric weave, making it easy for designers to create off-angle routes based on user-defined parameters, accelerating the PCB layout process significantly. 3 – Adjusting spacing for signals in interfaces such as DDR3 and DDR4, allowing users to compress signals in high-density route areas, and to spread signals to avoid crosstalk between signals or make space for tuning. 4 – A new shape-editing AppMode, allowing users to create and modify complex shape geometries very easily and quickly for copper shapes, flex cover lay geometries and complex pad shapes.

“The Allegro portfolio release targets critical design goals for PCB designers who are focused on increasing productivity, while operating under tight schedules and increasing complexities,” said Saugat Sen, vice president of R&D, PCB and IC Packaging Group, Cadence. “To make the design process more efficient, Cadence introduced the Allegro Rules Developer and Checker, which provides a relational geometric verification language that enables designers to extend the standard set of rules to ones that are tailored to their needs.”

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## ***CD-adapco's New DARS v2.10 Release Enhances User Capabilities***

20 May 2015

CD-adapco, the largest privately held CFD-focused provider of Computer Aided Engineering software, today announced the release of DARS v2.10. DARS is a standalone simulation tool for the 0D and 1D management and analyses of chemical reactions. DARS v2.10, which is available on the [Steve Portal](#), now features a library generation functionality that makes it possible for customers to quickly explore new fuel blends and operating conditions for simulations with STAR-CD® and STAR-CCM+®.

“This is our first release of DARS since it became a wholly-owned CD-adapco product, so naturally we are very excited,” said Jean-Claude Ercolanelli, CD-adapco Senior VP of Product Management. “This latest release will really benefit our customers, especially those who are involved with the analysis of new fuels or existing fuels operating under novel operating conditions.”

Ercolanelli added, “All of our products are developed to help engineers make the right decisions early in the design process. DARS v2.10 does exactly that. It enables our customers to predict combustion, chemical processes and emission formation from the earliest stage of the design process, without necessarily having to resort to experimental testing.”

The new release makes customers more competitive through the software’s enhanced capabilities in the areas of technology, experience and productivity.

### Technology

DARS v2.10 provides a new library generation functionality which facilitates analysis of fuel compositions, accurate prediction of knock and emissions for dual fuel engines, exploration of combustion of any fuel or oxidant mixtures and exploration of soot yield for new fuels and new operating conditions. The technological gains in DARS v2.10 provide customers with confidence in their results through new modeling capabilities and advanced technologies. [MORE](#)

### Experience

The customer experience in DARS v2.10 is enhanced by making the technology more accessible, reducing engineering time and offering straightforward simulation workflows. Users will benefit from a streamlined workflow from DARS to STAR-CCM+/STAR-CD, a new GUI module for library

generation, and context sensitive library generation.

## Productivity

Using DARS v2.10, engineers will enjoy productivity gains through faster simulations, the ability to explore more designs, faster, and increased efficiency. The objectives are accomplished in DARS v2.10 through the parallelization of library calculations, scripting/command line functionality, and compact libraries.

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## ***Comsol releases Multiphysics 5.1 Simulation Software***

19 May 2015

Comsol Inc. has released Comsol Multiphysics software version 5.1, an integrated simulation environment for building multiphysics models and for creating and sharing simulation applications. Engineers can switch between the software's Model Builder and Application Builder and make updates to both the model and app simultaneously. Both are saved in the unified .mph file format.

For implementing highly customized commands and operations, the software features simplified code generation, and template codes are provided.

Apps can be shared with nonexperts via Comsol Server. It can now operate on multiple computers, allowing computations to be run on a separate machine from where the app is launched.

The upgrade also introduces enhancements for add-on products. Ready-to-use parametric geometric components are now available to use with any module, and a library of dedicated parts have been created for the microfluidics, mixer, ray optics and structural mechanics modules. A new optical materials database has been added for the ray optics and wave optics modules.

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## ***Dassault Systèmes and CST Partner for Electromagnetic Simulation on the 3DEXPERIENCE Platform***

20 May 2015

[Dassault Systèmes](#) and CST - [Computer Simulation Technology AG](#), developer of the technology-leading CST STUDIO SUITE®, today jointly announced a partnership to integrate 3D electromagnetic simulation technology from CST into Dassault Systèmes' 3DEXPERIENCE platform. High-tech, transportation & mobility, aerospace & defense, industrial equipment and other industries will soon have access to a best-in-class multi-physics simulation solution for the creation and design of smart objects.

The Internet of Things market is expected to reach 26 billion units by 2020 as devices, cars and buildings are developed beyond form and function to digitally interact with the physical world. However, this connectivity can lead to electromagnetic interference between devices or other unintended consequences that degrade product performance, reliability and safety.

The combination of Dassault Systèmes' 3DEXPERIENCE platform with CST STUDIO SUITE technology will enable customers to create and analyze electromagnetic behavioral models that simulate device function in a wide range of frequencies. This capability enhances the 3DEXPERIENCE platform's simulation applications for solving multi-physics challenges in several areas including hybrid vehicle drivetrains and wearable electronics.

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“CST brings a broad portfolio of excellence in high- and low-frequency electromagnetic simulation technology essential to developing smart devices, electro-mechanical products, and many other systems that we rely upon,” said Scott Berkey, CEO, SIMULIA, Dassault Systèmes. “Coupled with the leading technologies within the SIMULIA brand, Dassault Systèmes and CST are transforming the world of realistic simulation and bringing competitive advantages such as accelerated innovation to customers.”

“Dassault Systèmes and CST share a similar outlook: we invest in R&D to provide the best solutions for our customers,” said Dr. Bernhard Wagner, Managing Director, CST. “We look forward to enhancing the 3DEXPERIENCE platform with our electromagnetic simulation technology and setting the industry standard for realistic simulation.”

Simulation plays a central role in the world of design—from concept to detailed engineering including testing, validation and usage in real-world operating conditions. Electromagnetic simulation is essential for enabling harmonious interactions between products and their surrounding environment.

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## ***ExactFlat introduces 3D to 2D Flattening Plugin for Cloud-Based Autodesk Fusion 360***

21 May 2015

Tri-D Technologies announced the introduction of the ExactFlat Online plugin for Autodesk Fusion 360. ExactFlat Online is a 3D to 2D flattening solution running entirely in the Cloud. The new Plugin allows users of Fusion 360 to publish and upload surface models directly to the ExactFlat SaaS engine for flattening. Once flattened the pattern pieces can be downloaded into Fusion 360 or AutoCAD for finishing steps such as adding seams and notches or for creating assembly drawings and cut files.

"We've been evaluating Fusion 360 because of the functionality and the fact that it runs on the Cloud." Said Aram Goganian, President of [Predator Cycling](#). "Automated flattening is incredibly important to us as well and once we found out that there was a Cloud-based ExactFlat Plugin the decision to use Fusion 360 was a no-brainer."

ExactFlat automation software promises to dramatically reduce the time associated with flattening, pattern making, and cutting tasks. Fully integrated as an add-in to the Fusion 360 cloud-based 3D CAD/CAM/CAE platform, ExactFlat OnLine brings these benefits to smaller manufacturers or organizations that have critical but infrequent needs for flattening. Manufacturers are invited to visit [www.exactflat.com/OnLine](http://www.exactflat.com/OnLine) to register and try the tool now. There is no cost to upload and flatten 3D files. Fees are charged for downloads of 2D patterns on an annual (\$695 USD) or per-job basis.

The Fusion 360 Plugin program enables Autodesk to rapidly extend the functionality already present in the software. The vision is for a new and diverse ecosystem of connected applications. The partnership with ExactFlat exemplifies this process of democratizing technology that was previously reserved for only dedicated high end users.

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## ***Geometric's new version of DFMPPro helps NX customers to design products***

18 May 2015

Geometric announced the availability of a new version 4.0 of its automated design for manufacturability solution, DFMPPro for NX software. DFMPPro version 4.0 delivers enhanced design flexibility with

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newly added support for additive manufacturing, tubing and sand casting processes.

NX, developed by Siemens's™ product lifecycle management (PLM) software business, is an integrated 3D computer-aided design, manufacturing and engineering analysis (CAD/CAM/CAE) software. Companies are changing the way they think, design and manufacture. A next generation technique such as additive manufacturing is gaining widespread adoption in major industries as it offers endless opportunities and opens doors for complex geometries and light-weight parts. However traditional manufacturing techniques such as sand casting are still going strong.

With a variety of processes being used for manufacturing parts in a single product, DFMPPro can help design engineers learn and apply manufacturing best practices for different processes thus avoiding downstream rework and cost problems. Design problems that result in secondary operations and support structures for additive manufacturing and hot spots, porosity, high shrinkage and cracking issues during sand casting process can be avoided. Tubing, leakage and performance issues can be avoided using DFMPPro.

With v4.0, NX users can gain access to the introductory additive manufacturing suite on request. In addition, it further strengthens the rules for existing modules such as, milling, assembly and injection molding aimed at reducing rework, improving manufacturing time, reducing inventory and preventing assembly problems

"The powerful manufacturability analysis capability provided by DFMPPro efficiently leverages, complements and augments Check-Mate, an automated, customizable NX tool providing geometry, drafting and standards validation within the CAD user environment," said Jim Rusk, Senior Vice President, Siemens PLM Software.

The new version of DFMPPro provides NX users greater flexibility to design products using multiple processes, including additive manufacturing, while ensuring that they get their designs right the first time."With significant enhancements in the new version of DFMPPro, we are helping our NX customers confidently and accurately design products for traditional as well additive manufacturing processes, which is essential for success in today's competitive environment," said Sameer Kondejkar, Head of Geometry Technology Solutions Business Unit at Geometric.

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## ***Infor to Offer Enhanced Document Management Capabilities in the Cloud***

21 May 2015

[Infor](#) today announced enhancements for Infor Document Management, in partnership with [Ephesoft](#), to help customers work more efficiently by automatically connecting documents to core business processes within Infor enterprise resource planning (ERP) solutions. Available exclusively to Infor Document Management users, the latest capabilities powered by Ephesoft are currently offered on-premises. Infor plans another release by the end of 2015 to provide this advanced document capture functionality to [Infor CloudSuite™](#) customers who are serviced through Infor's collaboration with Amazon Web Services. With faster, easier access to critical business information such as customer invoices, organizations across numerous industries are positioned to speed daily tasks and optimize decision-making by providing the ability to retrieve supporting documentation directly from the application in use.

"Whether Infor develops the functionality or we collaborate with another industry leader, Infor is committed to providing complete, end-to-end applications for customers across all of our target industries," said Mark Humphlett, industry and solution strategy director, Infor. "The need to store and

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access documents in a reliable, efficient manner is required by everyone, from global manufacturers to single-site distributors. Infor Document Management provides a cost-effective option to fulfill this requirement, helping customers enable audit-readiness and enhance decision-making by storing information in an aggregated, easily accessible format."

Infor Document Management currently works alongside [Infor M3](#), [Infor LN](#), [Infor Optiva](#) and [Infor SunSystems](#), allowing users in-context access to a centralized document repository without the need to open a separate application. The latest version is compatible with Infor ION<sup>®</sup>, which enables real-time alerts to additional Infor or third-party applications when document changes are made. Through collaboration with Ephesoft, Infor Document Management is also equipped with both optical character recognition (OCR) and intelligent character recognition (ICR) capabilities to enable more complete document capture processes. This allows machine-printed and hand-printed text to be converted into digital formats, thereby diversifying the type of information that can be utilized through the application.

"Through this partnership, we are adding Ephesoft's powerful document classification and data extraction functionality to Infor's document management application to help customers automatically capture content that is vital to their business," said Don Field, chief executive officer, Ephesoft. "By eliminating the need to manually sort documents and enter information, organizations benefit from a reduction in errors, faster daily operations and more auditable business processes, promoting greater overall consistency and efficiency."

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## ***KeyCreator Strengthens Its Legendary CAD Data Reuse with the Latest Release of KeyCreator 2015***

20 May 2015

[Kubotek USA](#) has officially released the newest version of KeyCreator 2015. [KeyCreator Direct CAD](#), arguably the fastest CAD modeling solution currently available, adds several new features and functions for even more dynamic modeling and editing. The release also includes many customer-driven enhancements for a better user experience. In addition, the speedy design-to-manufacture prowess and legendary CAD data reuse KeyCreator Direct CAD is known for is further enhanced by new design import options for 2D file types.

The latest release of KeyCreator 2015 provides an optional 2D/Drawing Translator package for the import and editing of native CAD drawing file formats. Many companies exchange 2D/Drawing information throughout the supply chain and must convert their native CAD drawing files into other usable 2D/Drawing file extensions for manufacturing purposes. KeyCreator, however, will quickly accept native 2D/Drawing files, and if needed, allow users to make any necessary modifications before completing their manufacturing tasks. Reading and editing native 2D/Drawing data means that manufacturers can avoid communication delays, as well as possible translation issues. The 2D/Drawing import option can read most major CAD drawings regardless of file formats, including SolidWorks, CATIA, NX and many others.

Scott Sweeney, Vice President of Marketing, Kubotek USA suggests that, "KeyCreator is the Switzerland of CAD. In addition to providing our users a depth and breadth of direct editing tools that no one can match, we continue to expand our technology so that people, like contract manufacturers, can easily work with anyone and everyone's files for faster project turnaround time. Why have the expense of maintaining multiple CAD systems when you can have one CAD solution for all your needs."

KeyCreator 2015 also contains a new dynamic sketching tool called DynaSketch which gives users the

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option to quickly draw irregular, complex shapes. Dimensions and values can be added on the fly, and the function can be invoked in both the 2D and 3D environments of KeyCreator. DynaSketch is just one of the many dynamic tools in which KeyCreator users can bring their designs to fruition.

Other new dynamic editing tools in this most up-to-date release provide unique flexibility in design creation and editing. Functions like Dynamic Extrude or Dynamic Revolve let users build their model as they move their mouse. This real-time visualization makes for easier design conceptualization. [Several new highlight videos are available](#) showing these new dynamic functions at work.

Additional productivity-minded functionality inside of KeyCreator 2015 includes a brand new Quick BOM function, as well as the ability to search text inside a part and all its associated layouts. Quick BOM makes the automatic creation of a Bill of Materials a snap. In a few mouse clicks, users can easily build their Bill of Materials using either customizable or standard templates. The text search options include general, match case and regular expressions and results are made available for any active part. [Video highlights](#) of these functions are available, as well.

Matt Carr, Vice President of Sales and Support states, “So much time is wasted in the supply chain trying to make CAD files usable. We’re not focused on things like cloud computing or complicated PLM systems. That stuff only handcuffs users and locks them down. That’s why we are, and will continue to be, focused on rapid design creation, and equally rapid and open design editing. We want CAD to be more intuitive and provide the tools necessary so that anyone can reuse CAD data regardless of whom or what created it. We believe that Direct CAD is a more open approach to modeling that will enhance your productivity, not hinder it.”

[KeyCreator Analysis](#), the optional multi-physics FEA package for KeyCreator, gains significant improvements and performance updates. A faster, more accurate solver and improved meshing technology helps users create better quality meshes for superior simulation results. Current KeyCreator 2015 users who update to the most current KeyCreator release will be able to run a free, fully functional 30 day trial of KeyCreator Analysis. This trial will include all levels of simulation. Following the conclusion of the 30 day trial, KeyCreator Analysis will continue to work with limited nodes for one full year. KeyCreator customers are encouraged to contact their Account Managers for more details.

Several new [CAD viewer options](#) are available with this release, as well. The new Spectrum KeyCreator will read all version of KeyCreator and is available as a free download. Spectrum CADKEY is a new viewing option that will view all legacy CADKEY files, plus all KeyCreator versions. Trials of Spectrum CADKEY are available or it can be purchased directly from the [Kubotek webstore](#). Additionally, the popular Spectrum Viewer, which can read all legacy CADKEY files, all KeyCreator versions and over two dozen native and standard formats, also has the option of viewing the newly introduced 2D/Drawing formats.

[Free trials](#) of KeyCreator Direct CAD, any of its optional modules, or Spectrum Viewer products are available from Kubotek USA. For more information, visit [kubotek3d.com](http://kubotek3d.com)

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## ***New Product from Maplesoft Offers Easy Web Deployment of MapleSim Simulations***

21 May 2015

Maplesoft™ today announced the release of MapleSim™ 2015 and the latest member of the MapleSim family of products, MapleSim Server. MapleSim is an advanced system-level modeling and simulation

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platform from Maplesoft, and the MapleSim Server is a new product that allows engineers to explore MapleSim simulation models from a web browser.

MapleSim offers a modern approach to physical modeling and simulation, dramatically reducing model development and analysis time while producing fast, high-fidelity simulations. MapleSim supports the creation of easy-to-use interactive applications that allow engineers to access, analyze, and explore simulation models. [With the MapleSim Server, these applications can then be shared with other engineers in the organization](#), even if they do not have MapleSim. Using only a standard web browser, engineers can perform a wide variety of tasks, including changing parameters, manipulating model equations, running new simulations, and viewing updated results. By using the MapleSim Server, organizations can easily make these solutions available to more people while fully controlling access and eliminating version control problems.

“Solution deployment is a critical piece of the engineering process in any organization, and one that frequently causes logistical headaches unrelated to the actual solution of the engineering problem,” says Paul Goossens, Vice President of Application Engineering at Maplesoft. “The MapleSim Server saves organizations both time and money by providing a mechanism that allows the organization to take the engineering solution developed in MapleSim and deploy it directly to other engineers over the web. This makes the solution available quickly, and avoids the complications that come from having to convert a solution to another tool, pass around individual files which get out of date, or buy additional software for every single engineer who might need it.”

The MapleSim Server is part of the MapleSim 2015 family of products. MapleSim itself has also been enhanced to include powerful new tools that help engineers manage large models efficiently. Engineers can now search their model to determine which components reference a particular parameter, find all occurrences of a particular component or component type, and see exactly where a lookup table is used in a model. [MapleSim 2015](#) also generates help pages automatically from custom components in a shared library, simplifies the updating of common properties shared by multiple components, and supports Modelica Standard Library 3.2.1, the latest official release of this international standard.

The [entire family of MapleSim products](#), including connector products for FMI and Simulink®, the MapleSim Control Design Toolbox, and specialized component libraries, have been updated to take advantage of MapleSim 2015. In addition, the MapleSim Connector for FMI was enhanced to ensure an even smoother transfer of simulation models between modeling tools, and the MapleSim Battery Library has been expanded to provide increased modeling abilities, including additional tools for simulating state of health and support for new battery chemistries. MapleSim 2015 is available in both English and Japanese.

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## ***OSAI OPENCut CNC software solution***

18 May 2015

**The OPENCut CNC hardware/software solution** for plasma and oxy-fuel is designed to optimize startup, productivity, and cutting quality. The system comes with elements needed for plasma 2D, bevel, and oxy-fuel cutting.

System modules from OPENCut are designed for the Open control OSAI CNC, up to the multi-touch

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operator panel, drives, and I/O systems controlled via EtherCAT fieldbus. The plasma generator system is available in 120A, 250A, and 420A sizes equipped with automatic gas console.

The OPENCut, HMI and CAM software with 2D and 3D graphics for profile definition, has pre-defined icon libraries and automatic nesting of different profiles.

Included in the system package are: graphic, multi-touch SW oriented HMI with 2D and 3D graphics for program execution control, easy-to-customize machine logic designed for plasma/oxy fuel, offset management compensation of bevel cutting parameters, 3D cutting head control, newest version CNC OPENcontrol, drives connected via EtherCAT or proprietary fieldbuses, and multi-tool drilling/milling heads management.

“OPENCut is simple, ergonomic and touch-screen oriented,” reports Ivica Simunic, national sales manager for OSAI USA “It’s a user-friendly solution with graphic interface including nesting and graphic work lists. Minimal training ensures fast startup and maximum productivity.”

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## ***Sefaira Incorporates Customizable Graphics Into Daylight Visualization Software***

18 May 2015

**Sefaira**, the market-leading [daylighting](#) visualization tool, has just announced a new feature for their software plugins for Autodesk [Revit](#) and Trimble [Sketchup](#). In addition to the [real-time visualizations announced last year](#), the new update adds customizable, exportable graphics which offer both a point in time analysis or an annual overview, and analysis tools which help designers easily identify overlit and underlit spaces and review heating or cooling requirements.

The new additions come as part of a push to make Sefaira more useful in presenting to clients. “Sefaira’s mission is to empower every designer to create inspiring, high-performing buildings,” explains Sefaira CEO Mads Jensen. “To achieve this, designers need to be able to make good design decisions and also explain and defend them. Our new daylighting features address these demands, and further accelerate our work towards helping designers make great design decisions and to communicate these decisions to their clients.”

The additions to the software have come from close collaboration with practicing architects in the first quarter of 2015. Jim Henderson from [Moseley Architects](#), one of the architects Sefaira interviewed in this process, said: “Daylighting is becoming huge. Right now we are only able to evaluate it during later stages of the design process. When we can evaluate the performance of a building earlier in the process using Sefaira, it will help us achieve [LEED](#) later down the road.”

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## ***SAP Unveils SAP HANA Cloud Platform for the Internet of Things***

20 May 2015

SAP SE announced the launch of the SAP HANA Cloud Platform for the Internet of Things (IoT), expanding its comprehensive portfolio of IoT solutions to help customers connect the core of their business to the edge of the network, gain operational efficiencies and drive the creation of new revenue models, products and services.

SAP continues to broaden its reach by collaborating with Siemens and Intel to make it easier for

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customers to adopt and manage IoT solutions. These collaborations add to a strong partner ecosystem SAP has developed including recent announcements with Jasper, Accenture and T-Systems. Additionally, customers including Tennant are gaining real business value from leveraging SAP HANA to successfully implement IoT. These announcements were made at SAPPHIRE NOW, held May 5-7 in Orlando, Florida.

“SAP is helping customers reimagine their business with the most comprehensive portfolio of Internet of Things solutions from core business operations to the edge of the network,” said Steve Lucas, president, Platform Solutions, SAP. “With the launch of SAP HANA Cloud Platform for the Internet of Things, our customers and partners now have the ability to connect anything to any app or business process in their company and business network. This will achieve operational excellence and deliver new customer experiences, products and services.”

## SAP Unveils End-to-End Platform for the Internet of Things

SAP HANA Cloud Platform for the IoT provides the infrastructure to enable businesses to securely tap into a network of millions of connected devices. Building on its existing data and application services, which include predictive analytics, telematics, geo-location and more, the newly launched IoT services from SAP plan to enable the device cloud for faster delivery of IoT business value: device management, IoT messaging and IoT application enablement including data modeling. IoT services from SAP plan to support the cost-efficient and quick development, deployment and operation of SAP solutions for IoT. Private cloud deployments intend to enable SAP customers to run their own device cloud or to operate a device cloud for their customers. To make it easy for customers to deploy IoT applications at the edge, SAP will include for a limited time free and unlimited access to the SAP SQL Anywhere suite — lightweight embeddable databases for remote devices for use with the new SAP HANA Cloud Platform for the IoT.

SAP offers a portfolio of IoT applications such as the SAP Connected Assets solution, including the cloud edition of the SAP Predictive Maintenance and Service solution, and SAP Connected Logistics software, among others that leverage SAP HANA Cloud Platform for the IoT.

## Siemens and SAP to Simplify Path to the Internet of Things for Industrial Customers

Siemens has chosen SAP HANA Cloud Platform to build the Siemens Cloud for Industry powered by SAP HANA Cloud Platform as an open cloud platform for analyzing large datasets in the industry. It is intended to simplify industrial customers’ ability to create additional value from the Internet of Things to help boost their own production as well as product and service offerings. Siemens plans to create an open IT ecosystem for OEMs and application developers based on SAP HANA Cloud platform,

“The SAP and Siemens relationship is expected to help enable the Internet of Things and Industry 4.0 for industrial customers. The introduction of the new Siemens Cloud for Industry powered by SAP HANA aims to provide a significant contribution towards the digitalization of the production space. Powerful services for analyzing data from industry are an important part of our digital enterprise strategy,” said Dr. Peter Weckesser, CEO Customer Service, Digital Factory of Siemens AG

## Intel and SAP Join Forces to Enable IoT End-to-End for Customers

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SAP and Intel are collaborating to simplify, secure and scale the IoT for the enterprise. Intel provides a blueprint for industry-leading, interoperable IoT solutions. SAP is taking the complementary SAP HANA platform in conjunction with the Intel blueprint to simplify IoT end-to-end deployments for enterprises. The first step in the collaboration is a joint proof of concept (POC) to integrate the Intel IoT Gateway with the SAP cloud.

## SAP Helps Tennant Use the Internet of Things to Drive Enterprise Processes

Tennant Company, a world-leading manufacturer of indoor and outdoor environmental cleaning solutions, wanted to provide its customers better information on machine asset usage, location tracking and maintenance history. Tennant uses SAP HANA to deliver to customers both real-time machine data from its fleet of cleaning equipment and ERP data from its core business processes. The goal is to help worldwide customers manage fleets of machine assets communicating in real time.

“Using SAP HANA, Tennant is able to differentiate its solutions and remain competitive in the cleaning equipment business,” said Paul Wellman, CIO for Tennant. “Now our customers can measure usage across their fleet to drive operational consistency, track machines to better manage assets and leverage this business intelligence to achieve significant cost savings.

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## ***Siemens’ Omneo Performance Analytics delivers big data analytics as a service***

18 May 2015

Siemens today announced the release of Omneo™ Performance Analytics (PA) solution, the latest application for its software as a service (SaaS) Omneo offering, which it obtained last year as part of its acquisition of Camstar. Omneo PA, developed by Siemens’ product lifecycle management (PLM) software business, delivers product performance intelligence from big data analytics. The solution monitors data across the entire supply chain and customer experience, while analyzing billions of data combinations in seconds. By revealing the hidden intelligence that pinpoints the source of product issues, Omneo PA delivers proactive analysis for big data.

“Performance Analytics empowers us to discover hidden patterns in data in order to ensure optimal product performance,” said Michael Shepherd, Senior Strategist of Product Management at Dell. “Through their big data analytics expertise Omneo is helping us quickly and more insightfully serve our customers.”

“Omneo Performance Analytics harnesses the full potential of this powerful technology -- changing the way companies understand and improve their products,” said Steve Bashada, Senior Vice President of Cloud Services, Siemens PLM Software. “Using data from sources including field service, manufacturing, CRM, ERP and the Internet of Things (IoT), Omneo Performance Analytics enables companies to identify and resolve problems before they reach their customers – the ultimate goal of any business.”

Omneo PA is the next evolution in product performance intelligence. It delivers on several major components in a big data cloud environment: discovery, monitoring and dashboards.

The discovery capabilities in Omneo PA provide rapid combination analysis of all possible data sets,

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creating insights into big data that were previously unattainable. Discovery results clearly identify and display the highest contributing factors to data anomalies, so that every value chain decision creates the largest and most positive impact possible on current and future product performance. Companies can now answer questions they previously did not know to ask, saving valuable time and resources.

The graphical monitoring capability in Omneo PA provides a complete view of product performance across the entire value chain and enables companies to consistently track current and emerging trends related to their products. Now fact-based, data-driven decisions can be made for the entire value chain.

Omneo PA features a flexible, user-friendly dashboard workspace that enables the customization of data analytics definitions and key performance indicators (KPIs). Definitions and corporate-wide KPIs are built as ‘modeling objects’ with multi-level definitions, for easy reuse. This structure enables users to interactively explore custom data analytics and KPIs or schedule them for monitoring, and view the results whenever needed.

“Interactively adjusting parameters such as KPIs, date ranges, fields and other variables in a simple user interface creates new insights in seconds instead of days or weeks,” said Rami Lokas, Senior Director, Omneo Research and Development, Siemens PLM Software. “As a result, the time spent resolving the source of product issues is drastically reduced, ensuring higher customer satisfaction.

“Omneo Performance Analytics goes beyond the limits of a traditional business intelligence tool to take businesses to the next level of performance,” added Lokas. “By leveraging big data to monitor, discover and display global product performance for its customers, Omneo PA is already altering the landscape of product performance intelligence as we know it today.”

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## ***Siemens’ latest Solid Edge software helps engineers design faster with greater flexibility***

19 May 2015

The latest release of Siemens’ Solid Edge® software (Solid Edge ST8) includes enhancements and new functionality that help users increase design speed and improve their ability to leverage synchronous technology, while providing greater flexibility in choice of platform and purchasing options. In addition, the full version of Solid Edge ST8 can now be installed on tablets running Microsoft’s Windows® 8.1 operating system, giving users more freedom to design anytime, anywhere. In conjunction with the release of Solid Edge ST8, Siemens’ product lifecycle management (PLM) business also launched a new Solid Edge App Marketplace<sup>sm</sup> mobile app. This one-stop shop for add-on solutions that extend the capabilities of Solid Edge will help customers further enhance product development productivity.

“I was very pleased with the enhancements made to the synchronous technology interface in Solid Edge ST8,” said Ricardo Espinosa, R&D engineering manager, Kimball International. “These improvements will enable a rapid learning curve, which helps me train interns and temporary help, and get them up to speed quickly. It is clear the Solid Edge development team values its customers and is committed to providing state-of-the-art product development tools.”

Improvements to synchronous design intent management, complex sketching and 3D feature recognition enable users to focus on designs, rather than the design tools, resulting in an accelerated modeling process. Flexible modeling incorporating synchronous technology frees the user to intuitively produce realistic, accurate designs faster, reducing time-to-market. Synchronous technology combines the speed

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and flexibility of direct modeling with the precise control of dimension-driven design.

In addition, simplification of large and complex assembly capabilities in Solid Edge ST8, combined with its ability to accurately simulate and predict kinematic conditions, greatly accelerates the assembly design process and significantly reduces the need for physical prototypes. Solid Edge ST8 also provides extended access to in-product learning tools, online community and the new Solid Edge App Marketplace. These tools and features are all intended to improve performance and fuel greater productivity through an accelerated design process. The choice of purchasing options, including a monthly subscription model, is designed to meet varying business requirements and provide customers financial flexibility.

Solid Edge ST8 also enables users to design more intuitively by providing full support of Windows 8.1 multi-touch interface and its ability to recognize a finger versus a stylus. Full access to design processes on mobile platforms provides location flexibility and further enables innovation and collaboration.

"When talking with users who have been designing with Solid Edge on a tablet, it is clear to me they (Siemens) didn't just port it over. They thought long and hard about how to adapt Solid Edge to a mobile environment, taking advantage of multi-touch and stylus interactions," said Chad Jackson, Research Analyst, Lifecycle Insights. "Those conversations show applications where the users are realizing real benefits in terms of collaborating with suppliers and addressing customer needs on the go. This really addresses modern engineers' needs."

"Solid Edge ST8 significantly enhances accessibility and ease of use," said John Miller, Senior Vice President, Mainstream Engineering Software, Siemens PLM Software. "We believe it is important for our customers to have a choice of how they purchase and deploy Solid Edge. Whether they select a perpetual or subscription license, a desktop workstation or a fully mobile platform, we are able to provide companies of all sizes the right solution for their business needs. As a result, Solid Edge customers are able to design better and realize innovation."

Solid Edge ST8 is scheduled to ship this summer. For more information please visit [www.siemens.com/plm/st8](http://www.siemens.com/plm/st8).

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## ***Siemens launches PLM solution to expand digitalization in Energy & Utilities industry***

19 May 2015

Siemens launched a new product lifecycle management (PLM) software and services solution aimed at enhancing efficiency for the global Energy & Utilities industry. The solution leverages Siemens' Teamcenter® portfolio to digitalize key capital project management processes, such as bid response management, and is specifically tailored to critical Energy & Utilities industry business processes. The new solution, part of Siemens' Industry Catalyst Series™ offerings, includes a deployment accelerator and has enabled Siemens Process Industries & Drives, Oil, Gas & Marine to significantly reduce the cost and duration of sales.

Today's announcement will help companies in the Energy & Utilities industry enhance operational efficiencies by creating an enterprise-wide technology platform to support the capture, sharing and digitalization of capital project management processes. Packaging software and a Catalyst deployment accelerator into the solution significantly speeds up the deployment of PLM software and provides a faster return on investment. Siemens PLM Software will work with alliance partners like Accenture on

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deployments in key accounts such as Siemens Process Industries & Drives, Oil, Gas & Marine.

“Our new bid management solution has significantly improved our internal process,” said Balasubramanian Jayaraman, Global Head, Strategy & Cost Out, Siemens Process Industries & Drives, Oil, Gas & Marine. “The bidding process can be very complicated, requiring us to pull together technologies across many departments to address the needs of our customers. With this new Teamcenter solution, we are able to efficiently manage customer requirements, rapidly pull together our sales proposals in a digital format, collaborate on the bid, and deliver the bid response back to the customer 30 percent faster than before and with a 40 percent reduction in bid cost.”

Companies in the Energy & Utilities industry can now transition to a digital enterprise by efficiently deploying a digitalized lifecycle information management system. This enterprise digitalization enables cross-disciplinary global collaboration in all phases of the capital project lifecycle for equipment, systems or assets. It helps avoid common industry issues such as nonconformance due to delays in document changes or sign-offs, lack of traceability to project requirements and incorrect or out-of-date drawings and data, which can all significantly delay projects and create cost overruns.

“Siemens PLM Software is focused on delivering business value and driving digitalization of capital project management processes,” said Dennis Peters, Senior Director of Energy & Utilities, Siemens PLM Software. “By working with alliance partners like Accenture with deep industry knowledge and implementation experience, we are able to accelerate the delivery of core PLM capabilities. This particular solution is very timely for industry and will help our clients along their path to transforming into the digital enterprise.”

“Accenture has many years of experience deploying PLM solutions,” said Joseph Unger, managing director, Product Lifecycle Management, Accenture. “By collaborating with Siemens PLM Software on their mission of digitalization, we were able to help deliver a next-generation solution for Siemens Process Industries & Drives that combines industry leading PLM software with our business process consulting. We will continue to work with Siemens PLM Software to develop and deploy Teamcenter solutions leveraging Catalyst deployment accelerators for clients with similar needs.”

Siemens PLM Software, a business unit of the Siemens Digital Factory Division, is a leading global provider of product lifecycle management (PLM) and manufacturing operations management (MOM) software, systems and services with over nine million licensed seats and more than 77,000 customers worldwide. Headquartered in Plano, Texas, Siemens PLM Software works collaboratively with its customers to provide industry software solutions that help companies everywhere achieve a sustainable competitive advantage by making real the innovations that matter. For more information on Siemens PLM Software products and services, visit [www.siemens.com/plm](http://www.siemens.com/plm).

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## ***Third Wave Systems Integrates Production Module into Siemens' NX Software to Optimize Machining Processes***

20 May 2015

Third Wave Systems announced today it will integrate its Production Module technology with Siemens' NX™ software to help optimize machining processes. This means that Third Wave Systems can now offer its current and future customers, an interface to the same technology that companies around the

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world depend on every day, to enhance product development decision making and produce better products.

Production Module is process-optimization technology that empowers users to better understand machining processes, make informed decisions about tooling and toolpath strategies and identify potential areas for improvement. The NC program optimization software integrates physics-based material models, CAD/CAM inputs, tooling and workpiece geometries and machine dynamics to create processes that machine dramatically faster while improving tool life and part quality. NX, developed by Siemens' product lifecycle management (PLM) software business, is an integrated 3D computer-aided design, manufacturing and engineering analysis (CAD/CAM/CAE) solution.

“Our customers want technology that has an open data model that will support them in the future. We are excited to work with Siemens to provide industry-leading PLM technology to our customers,” said Kerry Marusich, Third Wave Systems President.

“Siemens PLM Software is enthusiastic about the collaboration with Third Wave. Third Wave Systems' Production Module provides our customers complimentary solutions that add value to their PLM software investment,” said Vynce Paradise, Senior Director, NX CAM Product Development, Siemens PLM Software.

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