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## Acquisitions

### **SAP Strengthens Leadership in Analytic Applications Market With Acquisition of Pilot Software**

20 February 2007

Addressing C-level executive requirements for comprehensive analytic applications for performance management, SAP AG announced the acquisition of Pilot Software, a privately-held company specializing in strategy management software. With this "tuck-in" acquisition, SAP is adding a critical piece to its portfolio of analytic applications and furthering its commitment to provide C-level executives with the tools necessary for effective performance management by fostering alignment across their organizations. By aligning strategy with execution, organizations are able to improve corporate performance, accelerate management decision-making, facilitate collaboration and turn information into value.

## CIMdata PLM Industry Summary

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Founded in 2002, Pilot Software has more than 150 customers worldwide utilizing its strategy management solutions across a variety of industries including financial services, public sector, retail and many others. Pilot's flagship product, PilotWorks, helps organizations empower their employees to effectively execute on strategies by aligning the three cornerstones of strategy management -- goals, initiatives and metrics. Additionally, PilotWorks addresses executive requirements around managing goals, initiatives and metrics and codifying strategies to make them relevant to the daily business processes of information workers. The PilotWorks product will be integrated with SAP applications and built on the SAP NetWeaver® platform, allowing SAP customers to leverage their current investments in [SAP](#) solutions to gain new business value.

"Analytic applications that help organizations manage their performance effectively represent a strategic area of investment for SAP as we continue to expand our leadership in this market," said Doug Merritt, executive vice president and general manager, Suite Optimization, SAP. "With the acquisition of Pilot Software, we are providing an advanced system for defining and managing strategies that is integrated with the business processes of information workers. By providing contextually-relevant information to employees in a highly collaborative user experience, we are making strategy relevant to every employee in a company, thus bringing immediate value to a strong cross-section of our customer base."

Leveraging analytics to improve performance management has been among the top priorities of senior executives in the last five years and is an area in which SAP continues to broaden its portfolio and further strengthen its leadership position in the analytic applications market. With SAP's analytic applications, C-level executives can make the most meaningful, confident decisions about their businesses by optimizing core business processes critical to their industries to deliver high performance. More critically, C-level executives can assure that the strategies codified in SAP's analytic applications are translated into execution by their employees through tight integration with SAP's core business applications such as enterprise resource planning (ERP), customer relationship management (CRM) and supply chain management (SCM). Designed around Web 2.0 technologies, analytic applications from SAP enable information workers to leverage their collective intelligence and work collaboratively to bridge the gap between strategy and execution.

"Pilot Software has had a strong focus on customer success, and now with the PilotWorks strategy management software becoming an integral part of SAP's analytic offerings, organizations are empowered to achieve successful alignment across their organizations and achieve their performance objectives," said Jonathan D. Becher, CEO and president, Pilot Software. "This is an exciting time for Pilot Software and its customers who will gain immediate value from the breadth of SAP's portfolio."

The transaction with Pilot Software is continuing evidence of the SAP strategy to use "fill-in" acquisitions to add to its broad solution offering by gaining specific technologies and capabilities that meet the needs of its customers, within industries or across industries, while maintaining its successful track record of organic growth.

Headquartered in Mountain View, California, Pilot Software provides solutions to customers around the world. While integration plans are still being finalized, SAP said it intended to continue operations in these offices and that Pilot Software employees would become part of the worldwide network of SAP Labs. The acquisition was completed on February 14, 2007. Terms of the transaction were not disclosed.

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## CIMdata News

### ***PLM for SMB: Ready... or Not?***

15 February 2007

John MacKrell, senior consultant at CIMdata, discusses PLM for small and mid-sized businesses in an article in [CAD/CAMnet](#). The following is an excerpt; the [Full article](#) is available for a fee.

Are you part of a smaller manufacturing company (less than \$1 billion annual revenue) and wondering if it is time to invest in a Product Lifecycle Management (PLM) solution? If so, you aren't alone. We all know PLM has been pioneered in larger enterprises with the resources available to spend whatever it takes to work through all the implementation issues until they realize PLM's benefits. However, today enterprises of all sizes want to reap the benefits of PLM - just not at any price.

Small and mid-sized businesses (and divisions of larger organizations) need the same types of support for global collaboration and innovative approaches to product development problems as those enjoyed by larger companies...

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## Company News

### ***Computer-Aided Products Awarded Number One in Customer Satisfaction in North America by SolidWorks Corporation***

20 February 2007

At [SolidWorks](#) World 2007 in New Orleans, SolidWorks Corporation recognized Computer-Aided Products, Inc. for the highest level of customer satisfaction in North America. Javelin Technologies (Oakville, Ontario) was runner-up. The award was based on customer survey data.

About Computer-Aided Products (<http://www.capinc.com>)

With three offices and 20 mobile training systems to support New England, Computer-Aided Products is a leading regional reseller of CAD/FEA/PDM software, rapid prototyping systems, training, consulting, and support. Their engineering staff includes experts in design, analysis, drafting, PDM, and Windows networks. With over 17 years of practical experience, they help customers optimize their product development.

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### **Dassault Systemes Awards “The Best PLM Business Partner India 2006” to EDS Technologies Pvt Ltd**

20 February 2007

[EDS Technologies](#) team was awarded “The Best PLM Business Partner India 2006” for the 6th consecutive year at the Dassault Systemes Sales Kick off meet on the 13th & 14th Feb07 in Lonavala, India.

“Having a sustained and steady growth over the past 12 years in the PLM market segment under dynamic market conditions is a remarkable success story for EDS Technologies. PLM is our core business and our 8 years of business partnership with IBM PLM / Dassault Systemes has created a solid foundation for higher growth in years to come. Continuing on our award winning performance in 2006, we have taken higher growth targets for 2007 which is even more challenging and exiting. We take this opportunity to thank all our customers for their business” – said Mr. Senthil, President, EDS Technologies Pvt Ltd.

"Dassault Systemes is pleased to recognize EDS Technologies Pvt Ltd as a very important PLM Business Partner contributing significantly to our revenues in India. Over the last several years EDS Technologies has played a key role in increasing our market share across key industry segments in India. We are confident that EDS Tech is well poised to grow our business multi-fold through our support and channel development activities in India," commented – Mr. Kailash Munipella, National Manager, Channel Sales, India, Dassault Systemes

EDS Technologies with its extensive PLM experience in the automotive, aerospace, defense & research will also expand into other growth segments like- consumer goods, process & packaging, medical equipment that hold great potential for PLM adoption in 2007.

EDS Technologies will continue to invest and partner to deliver the most complete end-to-end PLM and 3D Real-time visual simulation solutions to its customers and the Indian market.

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### **Delcam’s Sales Partners Celebrate Record Results**

20 February 2007

The twenty-first annual meeting of Delcam’s international network of Sales Partners saw more than 170 delegates from around the world celebrate the company’s record sales in December 2006. Leading the celebrations at Delcam’s Birmingham headquarters last week were representatives of the Korean reseller Hankook Delcam, which was named Sales Partner of the Year 2006. Hankook Delcam, which also won the award for highest sales in 2004, remains the only Delcam reseller to generate more revenue from sales of software and maintenance than the company’s UK subsidiary.

The other highlights of the event were previews of new versions of the company's complete range of product development software that are scheduled for release later this year. As Delcam's expenditure on research and development continues to grow, new and improved functionality will be introduced at an increasing rate.

For many of the delegates, it was a first opportunity to see the PartMaker and Crispin ranges of software that have been added to Delcam's portfolio during the last year. Strong growth is expected from PartMaker's SwissCAM system in particular, as the company looks to repeat internationally its success in the North American market. Similarly, the addition of the Crispin range is expected to reinforce Delcam's position as a leading supplier of CAD/CAM to the footwear industry. Growth is expected both from higher sales to the large-scale producers of footwear in Asia and from the new software range for orthopaedic and custom shoes.

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### ***Freeborders Names Robert Bangser Senior Director, Business Development for the Eastern Region***

21 February 2007

[Freeborders](#) announced the appointment of Robert Bangser as Senior Director, Business Development for the Eastern Region.

With over 20 years of experience in sales and business development to the retail and apparel markets, Bangser will be based in the New York Metropolitan area and will report to Debbie Baldini, Managing Director of Freeborders Retail Practice. His responsibilities will include the creation and oversight of a number of major sales initiatives in order to build on Freeborders' installed customer base in the region and win new customers in all markets in which Freeborders is present, particularly in the Product Lifecycle Management (PLM) domain.

Robert Bangser brings more than two decades of strategic sales experience at growing companies in the apparel and manufacturing fields. Most recently, at Management Resources Group, a Professional Services and Consulting firm based in Connecticut, he developed key accounts which contributed significantly to the company's growth.

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### ***New eBook: What's New in AutoCAD 2008?***

23 February 2007

[upFront.eZine Publishing, Ltd.](#) released its newest ebook "What's New? AutoCAD 2008" one full month before Autodesk ships its new AutoCAD 2008 software. The new PDF ebook is for everyone wondering about -- and competitors worrying over -- AutoCAD 2008 and its new feature lists.

This 110-page PDF ebook details changes in Autodesk's latest release of its AutoCAD flagship software. "What's New? AutoCAD 2008" covers these aspects of the new release:

- Executive overview of top 3 features.
- Details of 45 new commands and 40 new system variables.
- Descriptions of changes to 67 existing commands.
- Lists of 128 undocumented commands and system variables.
- Over 200 illustrations and side-by-side comparisons with the previous release.
- 2x more detailed than Autodesk's documentation (1).

(1) According to an informal survey.

As with all PDF ebooks from upFront.eZine Publishing, this one is also user friendly:

- Formatted for printing on standard 8.5x11 paper.
- Margin designed for three-hole punching or other methods of binding.
- Immediate availability.
- Free update to all purchasers following shipment of AutoCAD 2008 shipment.

### **Availability and Price**

The "What's New? AutoCAD 2008" PDF ebook is available now as a single Adobe Acrobat file for delivery via email, ftp, or Web browser. The book is also available on CD.

Price is \$16.50 for delivery by Internet; additional \$5 charge for postal delivery on CD. All prices in US funds. Discount bulk and educational pricing available. Payments can be made instantly through PayPal, the international Internet payment system, in multiple currencies. If customers prefer, payment can be made by check or money order.

For more information, sample pages, and complete table of contents, visit

<http://www.upfrontezine.com/wia8>.



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### ***SolidWorks Unveils New Certification to Gauge Students' 3D CAD Abilities***

20 February 2007

Building off the momentum of the Certified SolidWorks Professional certification program, SolidWorks announced a new, more effective way for teachers and potential employers to ascertain students' 3D CAD skills and their grasp of fundamental engineering principles. The Certified SolidWorks Associate (CSWA) exam tests students' abilities to model objects in 3D, their understanding of the overall design process, and their familiarity with industry best practices – crucial knowledge for engineering careers.

The CSWA joins the CSWP exam which tests professional engineers' abilities for gauging SolidWorks® and COSMOS® software skills. The CSWA helps educators monitor individual student progress as well as curricula effectiveness. It also gives manufacturing companies and design firms tangible proof of competency as students enter the job market.

“You can't really evaluate applicants' CAD skills by looking at their resume and samples of their work,” said Bob Mimplitch, vice president of engineering at Innovation First, Inc., a diversified manufacturer that

provides a broad range of rack solutions and robotics components. “That means we can’t hire people on the spot, because we either have to see their work from a previous internship or put them on a computer and look over their shoulders. The Certified SolidWorks Associate exam would give us a tangible gauge of someone’s grasp of engineering fundamentals and proficiency in SolidWorks.”

Brigham Young University, which has been teaching SolidWorks for more than four years, is using the CSWA exam to determine the ability of its industrial design students to use SolidWorks to communicate their designs to others, especially their engineering colleagues. “Working with industrial design students, I see the ability to effectively use a CAD application as an important communication tool between them and their colleagues in the engineering world,” said John Reinhard, part-time SolidWorks instructor and computer support representative at Brigham Young University’s School of Technology. “Having industrial design students take a certification test geared toward engineering students enables me and them to assess their understanding of an application and of engineering principles that will help them communicate with their engineering teammates of the future.”

The online test will be offered at participating educational institutions around the world. Instructors at these institutions and Certified SolidWorks resellers will proctor the exams.

“There is no standardized test that comprehensively measures students’ 3D CAD skills, so teachers and potential employers have to rely on project work and in-classroom performance,” said Marie Planchard, SolidWorks director of education. “The CSWA program gives students a way to showcase their skills, teachers a way to gauge progress, and companies an additional tool for evaluating potential hires.”

For more information about the CSWA program, please visit the Web site at <http://www.solidworks.com/cswa>.

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### ***think3 Reports Growth of South Korean Business***

21 February 2007

think3 Inc.<sup>TM</sup> announced that the company has reinforced its presence in the South Korean market with the addition of its new Master Reseller, [Thirdeye Inc.](#) The partnership consolidates its traditionally strong presence in the mold making area and will help think3 to enter the growing and important industrial design and PLM market spaces.

Thirdeye has a proven track record and is an Alias master distributor in Korea and other parts of Asia.

“We are really excited about this partnership with think3,” said Randall Chung, CEO of Thirdeye. “In the consolidated Asian economies like South Korea that are facing competition from emerging markets we see a growing focus on design on the one hand and on streamlining business processes using technologies like PLM on the other.”

“This is why it is no longer sufficient to have a sophisticated stand-alone design technology, but a strong focus on solutions that support the whole product development process,” said Chung. “think3’s mix of revolutionary industrial design software, easy to use CAD solutions and scalable yet affordable PLM systems is the perfect answer for companies looking to achieve the next level of competitiveness.”

“Thirdeye is a real leader in this market with a strong organization and professional approach to business,” said Tom Davis, International Sales Director [think3](#). “These qualities along with think3’s technology will allow Korean customers to continue gaining a competitive advantage both in the domestic and international markets. We look forward to building on the success the first few months of collaboration have already seen.”

### **think3’s VAR Network**

think3 has established strategic relationships with value-added resellers (VARs) to complement its direct force, broaden its geographic coverage, particularly in fast growing markets, and provide customers with value-added services in specific sectors. think3’s growing VAR network is worldwide with current partners in China, South Korea, SE Asia, Russia, Japan, Brazil, India, New Zealand, Australia, Mexico, Austria, the Netherlands, Portugal, Spain, Scandinavia and the Baltic States, Slovenia, Switzerland, Turkey and in cities throughout all of Germany.

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## Events News

### ***Altair Engineering Hosts HyperWorks Seminar/Training Series***

February 2007

Altair Engineering, Inc. announced an upcoming series of regional seminars and training sessions. The complimentary sessions, which will be held in March in California and Washington, will provide an opportunity for engineering professionals to discuss all facets of computer-aided engineering (CAE) and its role in product design. Industry thought-leaders will highlight real-world applications in which Altair's HyperWorks suite of advanced CAE tools -- The Engineering Framework for Product Design™ -- can make the engineering process more efficient.

Technical presentations and demonstrations include in-depth discussion on the significance of state-of-the-art optimization practices and CAE design processes. Sessions will also address upfront design optimization, optimization technology, CAE approaches to reduce design cycle time, and the benefits of multi-body dynamics/finite-element analysis integration within product development workflows.

Events scheduled include:

- California Seminar - March 6, 2007, Newport, Calif.

- HyperWorks 8.0 SR1 Update Training - March 7, 2007, Irvine, Calif.
- Washington Seminar - March 13, 2007, Lynnwood, Wash.
- HyperWorks 8.0 SR1 Update Training - March 14, 2007, Bothell, Wash.

For more information and to register for an event, please visit <http://www.altair.com/HUGM07> or call (949) 221-0930, ext. 200.

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### ***Delcam to Highlight Cost and Time Savings for Composites Manufacturers at JEC***

23 February 2007

Delcam will use its stand at the [JEC](#) exhibition to be held in Paris from 3rd to 5th April to show how its range of CAD/CAM software helps companies in the composites industry to maximise their profitability. Successful applications include the manufacture of composite components for the aerospace, marine, autosport and luxury car industries, the production of top-of-the-range sports equipment, and the machining of patterns and tooling for compression moulding and reaction injection moulding.

A typical example is the Italian composites manufacturer, Plyform, where the introduction of Delcam software has helped to reduce both design and manufacturing costs, and time to market. The software is also enabling the company to create the increasingly complex components requested by its customers.

"Our customers, who include well-known names like Agusta, Aermacchi, Alenia, Piaggio Aviation and Ferrari Auto, don't ask for simple systems any more," commented one of the owners Mr. Gianluigi Grillo. "They need to design and produce increasingly complex industrial structures."

The first challenge is to capture accurately the designer's idea, whether it is a new body panel, a fuselage's fairing or any other structural part. To manage the complex geometries involved, the engineering department at Plyform uses Delcam's PowerSHAPE CAD software.

"PowerSHAPE's hybrid modelling capabilities enable our designers to optimise details within the design and to minimise the component's weight," said Mr. Grillo. "Then, the close integration between PowerSHAPE and the PowerMILL CAM system enable designs of new parts to be rapidly converted into machining data to mill components or to produce a resin model."

Using PowerMILL has helped Plyform to introduce five-axis machining. "The main benefit of this kind of technology is the opportunity to save time by machining complex shapes in a single set up," explained Mr. Grillo. "In addition, the ability to use shorter cutters enables greater machining accuracy."

"In the aerospace industry products have not only to provide high performance, their reliability has to be absolute. At the same time, we must reduce costs and time to market. Owning Delcam's CAD/CAM tools helps to match these needs," concluded Mr. Grillo.

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### ***Delcam to Show a Comprehensive CAM Range at CIMT***

21 February 2007

Delcam will demonstrate the latest versions of all four of its CAM product ranges, PowerMILL, FeatureCAM, PartMaker and ArtCAM, on stand 6-305, at the [CIMT exhibition](#) to be held from 9th to 15th April in Beijing. Together, the complete set of programs comprises a comprehensive collection of CAM systems.

Of most interest to visitors will be the PartMaker range of software for Turn-Mills and Swiss-type lathes, which will be shown in China for the first time. PartMaker pioneered the use of CAM for these types of machine with its patented Visual Programming Approach for multi-axis lathes with live tooling. The software provides substantial gains in efficiency with its “divide and conquer” approach to programming complex parts and also boosts machine productivity with its ability to synchronise multiple operations. Version 8 features a wide range of improved functionality, including the introduction of the PartMaker Full Machine Simulation module which allows the user to view the complete machining sequence on a photo-realistic 3D model of the machine.

The latest release of PowerMILL includes new and improved functionality for roughing and finishing with both three-axis and five-axis machines. The enhancements include a wider range of five-axis strategies for both roughing and finishing, including the ability to generate a five-axis toolpath from any three-axis toolpath, three-axis swarf machining and parametric surface finishing, together with faster calculation times, improved point distribution and easier data management.

FeatureCAM 2007, the latest version of this feature-based machining software, includes major enhancements to the software’s automatic feature recognition functionality and additions to its range of 3D machining strategies that have enabled significant improvements in calculation speeds and the surface finish that can be achieved. In addition, creation and editing of toolpaths has been made quicker, easier and more flexible.

Enhancements within the latest versions of the ArtCAM family include a new wizard in ArtCAM JewelSmith to simplify index machining of rings and bangles on rotary equipment, an extended tool database in ArtCAM Pro with extra carving tool shapes for the furniture and other woodworking industries, and support for drill banks in ArtCAM Insignia so multiple drilling heads can be programmed to drill an array of holes simultaneously.

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### ***Flomerics offers Complimentary EFD Hands On Seminar - CAD Embedded Thermal And Flow Analysis***

February 2007

This seminar offers hands on experience with EFD, CAD embedded thermal and flow analysis software.

Flomerics' EFD products work seamlessly with Pro/E, CATIA V5 and many other CAD tools. No need to keep going in and out of your CAD package once you have imported your diagrams.

Schedule:

March 1, 2007 - [Marlborough, MA](#)

March 13, 2007 - [Nashua, NH](#)

March 15, 2007 - [Long Island, NY](#)

March 27, 2007 - [Hartford, CT](#)

April 10, 2007 - [Austin, TX](#)

April 12, 2007 - [Dallas, TX](#)

April 24, 2007 - [Huntsville, AL](#)

April 26, 2007 - [Wichita, KS](#)

For information on seminars on the West Coast, including, Seattle, Vancouver, San Jose, LA and San Diego, please email [info@flomerics.com](mailto:info@flomerics.com).

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### **Freeborders Hosts PLM User Conference**

21 February 2007

[Freeborders](#) recently held a PLM User Conference for their clients to share best practices on the Freeborders' PLM Suite. The meeting also served as a forum to introduce PLM 4.0, the latest Freeborders product, prior to the product's general release later this year.

International companies attending the user conference included representatives from Ptex Solutions, India; Key-Work, Germany; and The Peacock Group of the United Kingdom. Domestic companies such as Michael Kors, The J Jill Group, Christopher & Banks and The Apparel Group were also among those in attendance.

"Hosting conferences such as this enables our clients to share their best practice achievements with one another, as well as simply having an open environment where they can speak directly," said Debbie Baldini, Managing Director of Freeborders Retail Practice. "We believe the key to providing a great product is to hear what our customers think, and learn from these experiences moving forward."

Attendees were grateful for the opportunity to create a user community and share ideas. "It was a wonderful experience to gather so many PLM users from across the globe, under one roof," said O.P. Bansal of ITC, India.

The PLM User Conference also provided a forum at which several Freeborders' partners announced major initiatives. Ptex Solutions, a partner with Freeborders based in India, announced that ITC Limited, one of India's largest conglomerates, has selected Freeborders Product Lifecycle Management (PLM) solution to streamline all apparel product development activities, from concept to delivery.

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### ***IFS Energy & Utilities Customers Meet at Energiforum in Oslo***

15 February 2007

IFS hosted a two-day forum in Oslo this week at which almost 100 delegates from the Swedish and Norwegian energy & utilities industry met to share experience and discuss future issues. Among other things, the delegates agreed to collaborate in setting up a Utilities Advisory Council (UAC) consisting of energy & utilities experts from round the globe.

The UAC will constitute a platform from which IFS and its customers who generate, transmit and distribute electrical energy can share knowledge and experience. The goal of the collaboration is that IFS can continue to support the industry with innovative and agile business solutions.

Other new initiatives include Enkam, a project involving participants from Hafslund Energi, Statnett and Energiselskapet Buskerud in Norway. EnKam's objective is to help those involved reach a higher level of standardization of the technical/functional solution while streamlining implementation and maintenance to achieve a lower total cost of ownership. The intention is that EnKam will lead to new industry standards.

The exhibition area adjacent to the conference featured solutions and services from IFS and collaborating partners, [WM-Data](#) and Bi-Cycle.

IFS prioritizes the energy and utilities industry globally. Asset and workforce management are critical processes in the energy and utilities industry, to which IFS provided solutions for the past 19 years.

IFS has 120 customers involved in power generation, transmission and distribution. These include the world's largest hydropower plant, Three Gorges (P. R. China), nuclear power stations OKG (Sweden), and Qinshan (P. R. China), grid operators such as Svenska Kraftnät (Sweden), Statnett (Norway), Federal Grid Company of Russia, and TenneT (The Netherlands) as well as distributors such as Siemens Energy Services (New Zealand), Fortum (Sweden), and Hafslund Energi (Norway).

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### ***Mentor Graphics Participates in Panels at DVCon***

20 February 2007

Mentor Graphics Corporation announced its participation in the Design and Verification conference (DVCon) in San Jose, California February 21 - 23, 2007. More information about DVCon is available online at <http://www.dvcon.org/>.

On Thursday, February 22 from 12:00-1:30 p.m. Mentor will host “The Lowdown on Low Power – Views from the Experts,” moderated by Richard Goering, EE Times Editor.

Panelists include: ·

Cadence Design Systems - Pankaj Mayor

ChipVision - Thomas Blaes

LSI Logic - Gary Delp

Mentor Graphics - Dennis Brophy

Synopsys - Michael Keating

On Friday, February 23 at 9:00 a.m., Harry Foster, principal engineer for Mentor Graphics’ Design Verification and Test division will moderate the panel “Blended Coverage - A Recipe for Success.”

Mr. Foster recently won Accellera’s 3rd annual Technical Excellence Award for his contributions to Accellera’s Open Verification Library (OVL) standard.

Panelists include:

Advanced Micro Devices (AMD) - Jerry Vauk

Mentor Graphics - Peter Lafauci

Hewlett-Packard - David Lacey

Rambus - Prakash Rashinkar

Oski Technology – Vignyan Singhal

Mentor Graphics will also present a number of papers, tutorials and demonstrations at the conference. A full listing is available online at [http://www.mentor.com/products/fv/events/design\\_verification.cfm](http://www.mentor.com/products/fv/events/design_verification.cfm).

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### **Register Early for the COE 2007 Annual PLM Conference & TechniFair and Save**

February 2007

[Register today](#) to ensure your attendance at the COE 2007 Annual PLM Conference & TechniFair and to hear from top Dassault Systèmes and IBM executives as they discuss the latest product developments, industry achievements and the future of Dassault Systèmes PLM solutions. Acquire immediate practical knowledge from choosing from more than 200 technical sessions and interact with “like” users by attending the many networking activities available at the conference.

At the [COE 2007 Annual PLM Conference & TechniFair](#) explore the trade show floor, featuring more than 80 industry vendors displaying the latest products and services in the PLM solutions arena. Visit [www.coe.org](http://www.coe.org) for a list of current exhibitors and TechniFair activities.

### **Featured Speakers**

Don't miss your chance to hear from top PLM industry experts such as:

Bernard Charles, President & CEO, *Dassault Systèmes*

Laurie Harbour-Felax, President, *Harbour-Felax Group*

Mike Fecek, Vice President, *Virtual Services*

Jim Green, Associate Technical Fellow, *The Boeing Company*

Richard Parr, LCA Project Lead, *Sikorsky*

David Prawel, President, *Longview Advisors Inc.*

Continue to visit COE's Web site for regular updates on featured speakers at the [PLM Summit](#) and [COE Conference](#), sessions and more.

### **Accommodations and Registration**

The COE 2007 Annual PLM Conference & TechniFair will be held at the Rio All-Suite Hotel in Las Vegas, Nevada. Contact the Rio All-Suite Hotel directly to make reservations at (888) 746-6955 or

[reserve your room online](#). Make your reservation by **April 5, 2007** and mention you are participating in the COE 2007 Annual PLM Conference & TechniFair to receive the exclusive discounted rate of \$175 (plus taxes) per night. After April 5, rooms and rates will be based on availability.

### **The Rio All-Suite Hotel**

3700 Flamingo Rd.

Las Vegas, NV 89103

Web: [www.riolasvegas.com](http://www.riolasvegas.com)

### **Save money by registering early!**

Plan now to attend this conference and save! Register by:

March 2 and save \$300

April 20 and save \$200

For more information on registration and this event, visit [www.coe.org](http://www.coe.org).

### **Attention Developers! Be the First to Register for COE's New Workshop - Develop & Deploy**

Immediately following the COE 2007 Annual PLM Conference & TechniFair, the [COE 2007 Workshop — Develop & Deploy](#) also takes place at the Rio All-Suite Hotel in Las Vegas,

May 3-4. Don't miss this opportunity to keep up-to-date on the latest industry advances, information and hands-on training. Workshop speakers, trainers and attendees of this workshop will include: users of Dassault Systèmes PLM solutions currently implementing V5 tools; infrastructure service providers and industry partners developing V5 software education, sharing their experiences and success stories in extended breakout sessions and multiple networking activities. [Register today!](#)

Register for both the COE 2007 Annual PLM Conference & TechniFair and the COE 2007 Workshop – Develop & Deploy and **save 10%**! Visit [www.coe.org](http://www.coe.org) for details.

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### **Sescoi Demonstrates WorkNC G3 and Previews its New WorkPLAN Enterprise Solution at France's 'Industrie' Show**

20 February 2007

Sescoi will be demonstrating 'G3', the upcoming major new version of its WorkNC CAM/CAD software, and previewing WorkPLAN Enterprise, its new ERP solution for custom manufacturing, at the [Industrie](#) show in Lyon from 6-8 March 2007.

Due for release in Spring 2007 and previewed at MICAD, 'G3' represents the third generation of WorkNC CAM/CAD software. This major new version boasts a new integrated user interface which sets the standard in usability; a number of intelligent new 3 and 5-axis toolpath developments and further enhancements to WorkNC's collision detection and avoidance functions. Visitors to the show will be able to view a live demo of the software on the SESCOI stand (4D 140).

WorkPLAN Enterprise, the successor to WorkPLAN, SESCOI's ERP for SME custom manufacturers, is scheduled for release in Autumn 2007. Totally rebuilt from the bottom up, this complete ERP system has been developed with the aim of providing full functionality with minimum complexity and optimizing user friendliness throughout. With best practice embedded in the software, the solution's aim is to help manufacturers significantly improve their competitive position. True to SESCOI's philosophy of enabling companies to get the most out of all their software, WorkPLAN Enterprise will integrate with a wide range of IT systems, including accounting and CAD/CAM.

For smaller custom manufacturers and engineering offices in the mechanical industry, SESCOI will be previewing version 2 of its MyWorkPLAN job management solution, due for release in Spring. The latest version of this easy to use and implement software features a number of enhancements throughout. In the Scheduler module, tasks can now be split out and assigned to resources enabling finer analysis of activity. Several new business management functions for customer specific needs will also be available. These include enhanced purchasing, stock management, advanced bill of materials, cashflow analysis and accounting interfaces.

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### **SoftInWay Conducts AxSTREAM™ Course at ASME/IGTI Turbo-Expo 2007**

19 February 2007

SoftInWay announced that it will be conducting a course on the use of its AxSTREAM™ Suite of Multidisciplinary Design Optimization software on May 11-12, 2007.

The course is being conducted in conjunction with the ASME/IGTI Turbo-Expo Conference and Exhibition in Montreal, Quebec, Canada. The conference occurs May 14-17.

This is an on-hands course and is a special offering in that it is constructed to include both axial and radial turbomachinery. The course is designed for engineers involved in the design or retrofitting of flow paths for turbines, compressors, turbochargers, fans, blowers and turbopumps, and any current user of AxSTREAM™ who is interested in getting the most out of the power of AxSTREAM™.

A 15 percent discount will be applied to tuition payments received by April 2, 2007. For individuals interested in this course but are not going to Montreal for the conference, the course will be offered again in the 4th quarter.

Course curriculum and registration details can be obtained through SoftinWay's website at <http://www.softinway.com>.

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## Financial News

### ***ANSYS, Inc. Reports 2006 Fourth Quarter Record Operating Results as Fluent Integration Momentum Continues***

20 February 2007

ANSYS, Inc. announced a new Company record for fourth quarter and annual non-GAAP operating results, and an increase in its outlook for 2007 non-GAAP results.

"I am pleased to report another record year for our company," commented ANSYS President and CEO, Jim Cashman. "During 2006, despite the significant time and resources that were invested in our Fluent integration activities, the results for the fourth quarter and the year demonstrate the outcome of the continued focus of and execution by the ANSYS team. The results are also indicative of continued strong growth in our core business, complemented by the positive impact of the integration of the Fluent operations. Our financial performance during this past year reflects that our long-term vision and strategy continue to resonate with, and are very much aligned with, the needs and visions of our customers throughout the globe."

ANSYS' fourth quarter and year-to-date 2006 financial results are presented below. ANSYS' 2006 GAAP results are impacted by a one-time charge of \$28.1 million, which was recorded in the second quarter of 2006, and related to in-process research and development associated with the May 2006 acquisition of Fluent. The non-GAAP results exclude the income statement effects of stock-based compensation, purchase accounting for deferred revenue, acquisition-related amortization of intangible assets and the one-time acquired in-process research and development charge. Non-GAAP and GAAP results reflect:

- Total non-GAAP revenue of \$90.4 million in the fourth quarter of 2006 as compared to \$43.7 million in the fourth quarter of 2005; total non-GAAP revenue of \$282.0 million in 2006 as compared to \$158.0 million in 2005; total GAAP revenue of \$85.2 million in the fourth quarter of 2006 as compared to \$43.7 million in the fourth quarter of 2005; total GAAP revenue of \$263.6 million in 2006 as compared to \$158.0 million in 2005;
- A non-GAAP operating profit margin of 38.1% in the fourth quarter of 2006 as compared to 42.8% in the fourth quarter of 2005; a non-GAAP operating profit margin of 38.7% in 2006 as compared to 39.9% in 2005; a GAAP operating profit margin of 23.4% in the fourth quarter of 2006 as compared to 40.6% in the fourth quarter of 2005; a GAAP operating profit margin of 13.7% in 2006 as compared to 37.2% in 2005;

## CIMdata PLM Industry Summary

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- Non-GAAP net income of \$21.5 million in the fourth quarter of 2006 as compared to \$13.9 million in the fourth quarter of 2005; non-GAAP net income of \$70.7 million in 2006 as compared to \$46.7 million in 2005; GAAP net income of \$12.3 million in the fourth quarter of 2006 as compared to GAAP net income of \$13.3 million in the fourth quarter of 2005; GAAP net income of \$14.2 million in 2006 as compared to GAAP net income of \$43.9 million in 2005; and
- Non-GAAP diluted earnings per share of \$0.53 in the fourth quarter of 2006 as compared to \$0.41 in the fourth quarter of 2005; non-GAAP diluted earnings per share of \$1.85 in 2006 as compared to \$1.38 in 2005; GAAP diluted earnings per share of \$0.30 in the fourth quarter of 2006 as compared to GAAP diluted earnings per share of \$0.39 in the fourth quarter of 2005; GAAP diluted earnings per share of \$0.37 in 2006 as compared to GAAP diluted earnings per share of \$1.30 in 2005.

The Company's GAAP results reflect stock-based compensation charges related to the January 1, 2006 adoption of SFAS No. 123R "Share-Based Payment" of approximately \$1.9 million (\$1.6 million after tax) or \$0.04 diluted earnings per share for the fourth quarter of 2006 and approximately \$5.6 million (\$4.7 million after tax) or \$0.12 diluted earnings per share for 2006. Because the Company elected prospective adoption of SFAS No. 123R, as permitted by SFAS No. 123R, the 2005 results do not reflect charges for stock-based compensation.

The non-GAAP financial results highlighted above, and the non-GAAP financial outlook for 2007 discussed below, represent non-GAAP financial measures. A reconciliation of these measures to the appropriate GAAP measures, for the three months and twelve months ended December 31, 2006 and 2005, and for the 2007 financial outlook, is included in the condensed financial information included in this release.

Continuing his comments on 2006 performance, Cashman noted, "2006 has been a very productive and successful year for ANSYS as we completed a significant acquisition that has transformed our business and significantly extended the capabilities of our broad-based engineering simulation portfolio. We have also further expanded the diversity of our customer base, our geographic presence and our wealth of employee talent. The foundation that we have been building over the course of many years has generated a solid business model that positions the Company for future success and growth."

Cashman concluded with, "Our business continues to generate a significant level of cash from operations. During 2006, we deployed cash to partially fund the Fluent acquisition, aggressively pay down our debt and to fund capital expenditures that expanded our product offerings and improved our overall productivity. There is strong business and customer momentum as we begin 2007, and we are truly excited about the opportunities and challenges that lie ahead."

### **Management's Remaining 2007 Financial Outlook**

The Company has provided its 2007 revenue and earnings per share guidance below. The revenue and earnings per share guidance is provided on both a GAAP basis and a non-GAAP basis. Non-GAAP revenue and non-GAAP diluted earnings per share exclude charges for stock-based compensation as well

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as the income statement effects of purchase accounting for deferred revenue, acquisition- related amortization of intangible assets and acquired in-process research and development.

As required by SFAS No. 123R and guidance issued by the Securities and Exchange Commission, effective January 1, 2006, the Company records expenses and tax benefits related to stock-based compensation. As a result, the GAAP estimates for earnings per share provided below reflect the anticipated impact of stock-based compensation. The Company issues both nonqualified and incentive stock options; however, incentive stock options comprise a significant portion of outstanding stock options. The tax benefits associated with incentive stock options are unpredictable, as they are predicated upon an award recipient triggering an event that disqualifies the award and which then results in a tax deduction to the Company. GAAP requires that these tax benefits be recorded at the time of the triggering event. The triggering events for each option holder are not easily projected. In order to estimate the tax benefit related to incentive stock options, the Company makes many assumptions and estimates, including the number of incentive stock options that will be exercised during the period by U.S. employees, the number of incentive stock options that will be disqualified during the period and the fair market value of the Company's stock price on the exercise dates. Each of these items is subject to significant uncertainty. Additionally, a significant portion of the tax benefits related to disqualified incentive stock options is accounted for as an increase to equity (additional paid-in capital) rather than as a reduction in income tax expense, especially in the periods most closely following the adoption date of SFAS No. 123R. Although all such benefits continue to be realized through the Company's tax filings, this accounting treatment has the effect of increasing tax expense and reducing net income. For example, the Company realized a tax benefit of \$4.0 million during 2006 related to disqualified incentive stock options; however, only \$67,000 of such amount was recorded as a reduction in income tax expense. Because there are significant limitations in estimating the impact of SFAS No. 123R, including those discussed above, the actual impact of stock-based compensation on GAAP earnings per share may differ materially from the estimated amounts included in the guidance below.

### First Quarter 2007 Guidance

The Company currently expects the following for the quarter ending March 31, 2007:

- GAAP revenue in the range of \$83 - \$85 million
- Non-GAAP revenue in the range of \$85 - \$87 million
- GAAP diluted earnings per share of \$0.28 - \$0.34
- Non-GAAP diluted earnings per share of \$0.48 - \$0.50

### Fiscal Year 2007 Guidance

The Company currently expects the following for the fiscal year ending December 31, 2007:

- GAAP revenue in the range of \$360 - \$363 million
- Non-GAAP revenue in the range of \$362 - \$365 million
- GAAP diluted earnings per share of \$1.37 - \$1.46
- Non-GAAP diluted earnings per share of \$2.05 - \$2.08

Non-GAAP revenue and diluted earnings per share are supplemental financial measures and should not be considered as a substitute for, or superior to, revenue and diluted earnings per share determined in accordance with GAAP.

ANSYS will hold a conference call at 10:30 a.m. Eastern Time on February 20, 2007 to discuss fourth quarter results. To participate in the live conference call, dial 913-312-1264 or 888-802-2278 and enter the passcode "ANSYS" or "26797". The call will be recorded and a replay will be available approximately two hours after the call ends. The replay will be available for one week by dialing 719-457-0820 or 888-203-1112 and entering the passcode "ANSYS" or "26797". The archived webcast can be accessed, along with other financial information, on ANSYS' website at <http://www.ansys.com/corporate/investors.asp>.

### **Use of Non-GAAP Measures**

The Company provides non-GAAP revenue, non-GAAP operating income, non-GAAP operating profit margin, non-GAAP net income and non-GAAP diluted earnings per share as supplemental measures to GAAP regarding the Company's operational performance. These financial measures exclude the impact of certain items and, therefore, have not been calculated in accordance with GAAP. A detailed explanation of each of the adjustments to such financial measures is described below. This press release also contains a reconciliation of each of these non-GAAP financial measures to its most comparable GAAP financial measure.

Management uses non-GAAP financial measures (a) to evaluate the Company's historical and prospective financial performance as well as its performance relative to its competitors, (b) to set internal sales targets and spending budgets, (c) to allocate resources, (d) to measure operational profitability and the accuracy of forecasting, (e) to assess financial discipline over operational expenditures and (f) as an important factor in determining variable compensation for management and its employees. In addition, many financial analysts that follow our Company focus on and publish both historical results and future projections based on non-GAAP financial measures. We believe that it is in the best interest of our investors to provide this information to analysts so that they accurately report the non-GAAP financial information. Moreover, investors have historically requested and the Company has historically reported these non-GAAP financial measures as a means of providing consistent and comparable information with past reports of financial results.

While management believes that these non-GAAP financial measures provide useful supplemental information to investors, there are limitations associated with the use of these non-GAAP financial measures. These non-GAAP financial measures are not prepared in accordance with GAAP, are not reported by all of the Company's competitors and may not be directly comparable to similarly titled measures of the Company's competitors due to potential differences in the exact method of calculation. The Company compensates for these limitations by using these non-GAAP financial measures as supplements to GAAP financial measures and by reviewing the reconciliations of the non-GAAP financial measures to their most comparable GAAP financial measures.

The adjustments to these non-GAAP financial measures, and the basis for such adjustments, are outlined below:

Purchase accounting for deferred revenue. As announced on May 1, 2006, ANSYS acquired Fluent Inc. in a series of mergers. In accordance with the fair value provisions of EITF 01-3, "Accounting in a Business Combination for Deferred Revenue of an Acquiree," acquired deferred revenue of approximately \$31.5 million was recorded on the opening balance sheet, which was approximately \$20.1 million lower than the historical carrying value. Although this purchase accounting requirement has no impact on the Company's business or cash flow, it adversely impacts the Company's reported GAAP software license revenue primarily for the first twelve months post-acquisition. In order to provide investors with financial information that facilitates comparison of both historical and future results, the Company has provided non-GAAP financial measures which exclude the impact of the purchase accounting adjustment. The Company believes that this non-GAAP financial adjustment is useful to investors because it allows investors to (a) evaluate the effectiveness of the methodology and information used by management in its financial and operational decision-making and (b) to compare past and future reports of financial results of the Company as the revenue reduction related to acquired deferred revenue will not recur when related annual lease licenses and software maintenance contracts are renewed in future periods.

Amortization of intangibles from acquisitions and its related tax impact. The Company incurs amortization of intangibles, included in its GAAP presentation of amortization of software and acquired technology, and amortization expense, related to various acquisitions it has made in recent years. Management excludes these expenses and their related tax impact for the purpose of calculating non-GAAP operating income, non-GAAP operating profit margin, non-GAAP net income and non-GAAP diluted earnings per share when it evaluates the continuing operational performance of the Company because these costs are fixed at the time of an acquisition, are then amortized over a period of several years after the acquisition and generally cannot be changed or influenced by management after the acquisition. Accordingly, management does not consider these expenses for purposes of evaluating the performance of the Company during the applicable time period after the acquisition, and it excludes such expenses when making decisions to allocate resources. The Company believes that these non-GAAP financial measures are useful to investors because they allow investors to (a) evaluate the effectiveness of the methodology and information used by management in its financial and operational decision-making and (b) compare past reports of financial results of the Company as the Company has historically reported these non-GAAP financial measures.

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Stock-based compensation expense and its related tax impact. The Company incurs expense related to stock-based compensation included in its GAAP presentation of cost of software licenses, cost of maintenance and service, research and development expense and selling, general and administrative expense. Although stock-based compensation is an expense of the Company and viewed as a form of compensation, management excludes these expenses for the purpose of calculating non-GAAP operating income, non-GAAP operating profit margin, non-GAAP net income and non-GAAP diluted earnings per share when it evaluates the continuing operational performance of the Company. Specifically, the Company excludes stock-based compensation during its annual budgeting process and its quarterly and annual assessments of the Company's and management's performance. The annual budgeting process is the primary mechanism whereby the Company allocates resources to various initiatives and operational requirements. Additionally, the annual review by the board of directors during which it compares the Company's historical business model and profitability as it relates to the planned business model and profitability for the forthcoming year excludes the impact of stock-based compensation. In evaluating the performance of senior management and department managers, charges related to stock-based compensation are excluded from expenditure and profitability results. In fact, the Company records stock-based compensation expense into a stand-alone cost center for which no single operational manager is responsible or accountable. In this way, management is able to review on a period-to-period basis each manager's performance and assess financial discipline over operational expenditures without the effect of stock-based compensation. The Company believes that the non-GAAP financial measures are useful to investors because they allow investors to (a) evaluate the Company's operating results and the effectiveness of the methodology used by management to review the Company's operating results, and (b) review historical comparability in its financial reporting, as well as comparability with competitors' operating results.

Acquired in-process research and development. The Company incurs in-process research and development expenses when technological feasibility for acquired technology has not been established and no future alternative use for such technology exists. Management excludes these expenses and their related tax impact for the purpose of calculating non-GAAP financial measures when it evaluates the continuing operational performance of the Company because these costs do not relate to the Company's ongoing operations and generally cannot be changed or influenced by management at the time of or after the acquisition. Accordingly, management does not consider these expenses for purposes of evaluating the performance of the Company during the applicable time period after the acquisition, and it excludes such expenses when making decisions to allocate resources. The Company believes that this non-GAAP financial adjustment is useful to investors because it allows investors to (a) evaluate the effectiveness of the methodology and information used by management in its financial and operational decision-making and (b) to compare past and future reports of financial results of the Company as the expense related to in-process research and development is a one-time item recorded on the date of acquisition.

Non-GAAP financial measures are not in accordance with, or an alternative for, generally accepted accounting principles in the United States. The Company's non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures, and should be read only in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP.

Pursuant to the requirements of Regulation G, the Company has provided a reconciliation of the non-GAAP financial measures to the most directly comparable GAAP financial measures as listed below:

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### **MSC.Software to Announce Fourth Quarter and Year End Financial Results on February 28, 2007**

21 February 2007

MSC.Software Corporation will announce financial results for the fourth quarter and year ended December 31, 2006 after market close on February 28, 2007. The Company will host a conference call and web cast to discuss fourth quarter results on February 28, 2007 at 1:30 pm pacific standard time.

The web cast can be accessed at the following URL: <http://www.mscsoftware.com/ir/> or to participate in the live conference call dial-in to (800) 374-0151 using the following conference ID code: 9323024. The international dial-in number to access the live call is (706) 634-4981.

An archived version of the conference call will be available at <http://www.mscsoftware.com/ir/>. The teleconference replay will be available until Thursday March 1, 2007 and can be accessed at: U.S. (800) 642-1687 using the conference ID code: 9323024.

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### **Primavera® Posts Record Profits and Revenue for 2006**

21 February 2007

[Primavera Systems, Inc.](#) released details of its record-breaking 2006 fiscal year (ended Dec. 31, 2006), in which the company once again broke its own record for revenue and profitability and continued its string of 24 consecutive years of revenue growth. Total revenue for 2006 increased organically by 13 percent to \$122.7 million.

The company also raised a large round of private equity financing, which it leveraged to gain two new products, five new offices and 120 new employees through the December acquisition of two companies: ProSight, Inc., a portfolio analysis solutions company based in Portland, Ore., and PertMaster, Ltd., a project risk analysis and mitigation solutions company based in the United Kingdom. These two acquisitions are forecasted to help Primavera more than double its rate of growth for 2007 over 2006.

“Primavera’s 23 years of growth are built on a history of enabling customers to drive business value and see significant results,” said Joel Koppelman, Primavera CEO. “Through the acquisitions of ProSight and PertMaster, Primavera customers now have an end-to-end solution to propose, prioritize and select strategic investments, and then to plan, manage and control the portfolio of projects through to completion. Our broader solution set, in concert with our ongoing dedication to achieving the highest level of customer satisfaction in the industry, will help our customers eliminate project failure and achieve greater success in 2007.”

The company experienced broad demand from enterprise customers across its entire product line, with revenues evenly split between follow-on sales to existing customers and sales with new customers. In 2006, Primavera's new clients included :

- Harvard University Allston Development Group(US)
- NASA Exploration Systems Mission Directorate (US)
- National Housing Authority of Thailand ( Thailand)
- Railway Project Management Company ( Saudi Arabia)

Primavera enjoyed robust growth internationally in 2006, with 42 percent of Primavera software license revenue coming from outside of North America, a marked increase over the previous year.

Primavera also strengthened its management team by naming Scott Grisanti to the newly created post of Executive Vice President of Sales, Marketing and Services. Grisanti joined Primavera from eResearchTechnology, a publicly-traded company that provides technology and services to support the new drug development industry. He is responsible for directing and synchronizing worldwide sales, product marketing and professional services.

Michael E. Shomberg, formerly Vice President of Marketing, was appointed Vice President of Product Strategy, another newly created position. Lena Dragan, formerly Director of Marketing Communications, was named the new Vice President of Marketing. These executives' collective 30 years of sales and marketing experience will further strengthen Primavera's sales and marketing executive team.

“Primavera understands that a positive customer experience directly impacts customer loyalty and retention, corporate performance and bottom-line financial results,” said Mitchell Codkind, Primavera CFO. “Our focus on project and portfolio management creates a high level of specific industry and solution expertise and allows us to consistently meet and exceed the needs of our more than 2 million users.”

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### ***Proficiency Secures Additional \$5 Million in Financing Led by Carmel Ventures and Pitango Venture Capital***

20 February 2007

Proficiency, Inc. announced that it has raised an additional \$5 million in funding from its current investors, [Carmel Ventures](#) and [Pitango Venture Capital](#).

Proficiency is now geared to broaden its market reach globally and to offer additional solutions that enable manufacturers, OEMs and suppliers to share product design intelligence between different CAD and PDM systems. Leading companies in industries such as aerospace & defense, automotive and heavy machinery uses the solutions.

Proficiency is committed to continued product development that meets the needs of customers who increasingly demand complete solutions that are integrated into the PLM environment, including the support of entire workflows and protection of intellectual property. To accelerate growth, Proficiency also is committed to increasing its partnerships with selected engineering companies globally.

“Proficiency solves a significant problem for the automotive, aerospace and defense industries, said Shlomo Dovrat, general partner and co-founder, Carmel Ventures.” We believe that Proficiency, with its unique technology and strong management team and board of directors, is well poised for the next phase of its growth. Proficiency is a good fit for Carmel based on our extensive background in the high tech and manufacturing industries. “

“The market need for Proficiency’s solutions is being validated by major manufacturers and will continue to expand as companies recognize the benefits Proficiency provides in multi-CAD environments,” said Aaron Mankovski managing general partner Pitango Venture Capital.

“The strategic assistance and funding of Carmel and Pitango enables Proficiency to accelerate the pace of investment to pursue our vision, expand market reach and consolidate our leadership,” said Alex Shapira, CEO of [Proficiency](#). “Our customers will be the first to benefit from new, innovative solutions to preserve and leverage product knowledge in multi-CAD environments.

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### ***Rand Worldwide Announces Agreement To Sell a Majority Interest in Select European Operations***

15 February 2007

RAND A Technology Corporation (“[RAND](#) Worldwide™” or the “Company”) announced plans to sell a majority interest in certain of its European PLM operations to a European-based Private Consortium (the “Consortium”).

Subject to closing of the proposed transaction, the Consortium will purchase a 60% interest in Rand Technologies Finland Oy (Finland), Axis S.A. (Belgium), Rand Worldwide Denmark Aps (Denmark) and Rand Technologies S.r.o. (Slovakia) (collectively referred to as the “Rand Subsidiaries”), with RAND Worldwide owning the remaining 40%. The Consortium will independently fund the Rand Subsidiaries going forward and will retain all profits until such time as the business has recaptured all funding losses invested in the Rand Subsidiaries post closing.

“This transaction serves both the strategic and operational interests of RAND,” said Frank Baldesarra, President and CEO of RAND Worldwide. “Through our ownership position we retain the potential to participate in the ongoing growth of PLM deployments in these promising European markets. The structure also helps to ensure that we preserve key relationships with our European employees and customers, as well as with our strategic partner, Dassault. Furthermore, this transaction will help focus the investment, and enhance the operational performance, of our parent company.”

The transaction, which is expected to close on or before March 31, 2007, is subject to customary closing conditions and approvals.

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### **Synergis Software Announces Significant Revenue Growth**

20 February 2007

[Synergis Software](#) announced that the division realized 61 percent year-over-year growth in revenue for 2006, with 52 percent year-over-year growth in new license revenue. The division attributes its tremendous growth to strong adoption of its Synergis Adept® 7 Enterprise Data Management solution as well as to significant expansion within its existing customer base. In 2007, Synergis Software is expanding its product offerings to include Adept Explorer® and Adept PrintWave® as well as the next version of Adept. Adept customers span across manufacturing, AEC, utilities, oil and gas, and government and include customers such as W.L Gore & Associates, Caterpillar, Degussa, Hormel Foods, BSA LifeStructures, Wink Engineering, Albert-Garaudy & Associates, Inc., PPL, SCANA, Carpenter Technology, DirecTV, NASA and the United States Coast Guard.

"As we look to our goals for 2007, we plan to continue growth of our team by attracting extraordinarily talented people and to enhance our flagship product with greater capabilities that ensure our expansion into existing and new markets," said David B. Sharp, III, president and CEO of Synergis Software.

### **On the Horizon**

Slated for release in the first quarter this year, Adept Explorer is a new web client which allows users to search, view, print, redline, assign and copy files from Adept's central repository using a browser. Following in the second quarter is the release of Adept PrintWave, a simple, affordable batch printing and publishing solution for Adept. PrintWave can automate publishing to PDF upon document sign-in or approval, and enables users to automate large print jobs using the native application, while keeping their workstation freed up for other tasks.

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### **Synopsys Posts Financial Results for First Quarter Fiscal Year 2007**

21 February 2007

Synopsys, Inc. reported results for its first quarter ended January 31, 2007.

For the first quarter, Synopsys reported revenue of \$300.2 million, a 15 percent increase compared to \$260.2 million for the first quarter of fiscal 2006.

“After a very successful 2006, we continued our excellent execution with a strong first quarter of 2007,” said Aart de Geus, chairman and CEO of Synopsys. “We delivered excellent financial results, and saw continued product momentum with technology advances, competitive wins, and customer adoptions.”

### **GAAP Results**

On a generally accepted accounting principles (GAAP) basis, net income for the first quarter of fiscal 2007 was \$23.4 million, or \$0.16 per share, compared to \$1.7 million, or \$0.01 per share, for the first quarter of fiscal 2006.

### **Non-GAAP Results**

On a non-GAAP basis, net income for the first quarter of fiscal 2007 was \$44.0 million, or \$0.30 per share, compared to non-GAAP net income of \$26.4 million, or \$0.18 per share, for the first quarter of fiscal 2006.

Non-GAAP net income consists of GAAP net income excluding employee stock-based compensation expense calculated in accordance with FAS 123® and, to the extent incurred in a particular quarter or period, amortization of intangible assets, in-process research and development charges, integration and other acquisition-related expenses, facilities and workforce realignment charges, and other significant items which, in the opinion of management, are infrequent or non-recurring.

### **Financial Targets**

Synopsys also announced its operating model targets for the second quarter and full fiscal year 2007. These targets constitute forward-looking information and are based on current expectations.

#### **Second Quarter of Fiscal 2007 Targets:**

- Revenue: \$285 million - \$295 million
- GAAP expenses: \$255 million - \$276 million
- Non-GAAP expenses: \$230 million - \$245 million
- Other income and expense: \$0 million - \$5 million
- Tax rate applied in non-GAAP net income calculations: 27 - 28 percent
- Fully diluted outstanding shares: 145 million - 151 million
- GAAP earnings per share: \$0.11 - \$0.17
- Non-GAAP earnings per share: \$0.26 - \$0.29
- Revenue from backlog: more than 90 percent

#### **Full-Year Fiscal Year 2007 Targets**

- Revenue: \$1.185 billion - \$1.205 billion
- Fully diluted outstanding shares: 145 million - 151 million
- GAAP earnings per share: \$0.64 - \$0.77
- Non-GAAP earnings per share: \$1.23 - \$1
- Cash flow from operations: greater than \$275 m

Synopsys' management evaluates and makes decisions about the Company's business operations primarily based on the bookings, revenue and direct, ongoing and recurring of those operations. Management does not believe amortization of intangible assets, in-process research and development charges, integration and other acquisition-related expenses, facilities and workforce realignment charges and other significant infrequent items are ongoing and recurring operating costs of its core software, intellectual property and service business operations. In addition, while employee stock-based compensation expense calculated in accordance with FAS 123® and change in the fair value of the Company's non-qualified deferred plan compensation plan obligations constitute ongoing and recurring expenses of the Company, such expenses are excluded from non-GAAP results because they are not expenses that require cash settlement by the Company and because such expenses are not used by management to assess the core profitability of the Company's business operations. Therefore, management excludes such costs, to the extent incurred in a particular quarter, from the following GAAP financial measures included in this earnings release: total cost of revenue, gross margin, total operating expenses, operating income (loss), income (loss) before provision (benefit) for income taxes, provision (benefit) for income taxes, net income (loss) and net income (loss) per share.

For each such measure, excluding these costs provides management with more consistent, comparable information about the Company's core profitability. For example, since the Company does not acquire businesses on a predictable cycle, management would have difficulty evaluating the Company's profitability as measured by gross margin, operating margin, income before taxes and net income on a period-to-period basis unless it excluded acquisition-related charges. Similarly, the Company does not undertake significant restructuring or realignments on a regular basis, and, as a result, excludes associated charges in order to enable better and more consistent evaluations of the Company's operating expenses before and after such actions are taken.

Management also uses these measures to help it make budgeting decisions, for example, as between product development expenses (which affect cost of revenue and gross margin) and research and development, sales and marketing and general and administrative expenses (which affect operating expenses and operating margin). Finally, the availability of such information helps management track performance to both internal and externally communicated financial targets and to its competitors' operating results.

Management recognizes that the use of these non-GAAP measures has certain limitations, including the fact that management must exercise judgment in determining whether certain types of charges, such as those relating to workforce reductions executed in the ordinary course, should be excluded from non-GAAP results. However, management believes that although it is important for investors to understand GAAP measures, providing investors with these non-GAAP measures gives them additional important information to enable them to assess, in a way management assesses, Synopsys' current and future continuing operations.

For full financials, please visit

[http://www.synopsys.com/news/announce/press2007/earnings/earnings\\_q107.pdf](http://www.synopsys.com/news/announce/press2007/earnings/earnings_q107.pdf)

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**UGS Reports Year-End Revenue of US\$1.2 Billion**

22 February 2007

UGS Corp. announced fourth quarter 2006 and full year 2006 results.

Fourth quarter financial highlights include:

- Total revenue increased to US\$352.7 million, or 8 percent growth over the same period a year earlier. The company's fourth quarter revenue included US\$128.1 million in license revenue, or a 12 percent increase as compared to the fourth quarter 2005.
- EBITDA (defined below) was US\$110.6 million, a 19 percent growth over the same period a year earlier. Net income was US\$22.7 million, a 76 percent increase over the same period a year earlier.
- Operating income was US\$51.3 million, a 9 percent increase as compared to the fourth quarter 2005.
- License revenue for all product portfolios grew: Collaborative Product Development Management (cPDM) license revenue increased 22 percent, digital manufacturing license revenue increased 28 percent and UGS Velocity Series™ portfolio license revenue increased 30 percent over the same period a year earlier. CAx license revenue increased 2 percent over the same period a year earlier.
- In the amounts presented above, the company has not made adjustments for the impact of deferred revenues written off in connection with the acquisition of the company and acquisitions by the company. These write-offs had the effect of reducing fourth quarter 2006 revenues by US\$0.1 million and 2005 revenues by US\$1.1 million.

Financial highlights from the full year 2006 include:

- Total revenue increased to US\$1.2 billion, a 6 percent growth over the same period a year earlier. The company's 2006 revenue included US\$379.2 million in license revenue, an increase of 6 percent as compared to 2005.
- EBITDA (defined below) was US\$297.1 million, a 23 percent increase over the same period a year earlier. Net income (loss) was US\$(10.3) million as compared to US\$(10.0) million from the same period a year earlier.
- Operating income was US\$71.8 million, and represents a 14 percent decrease from the same period a year earlier, and includes the impact of total amortization expenses of US\$190.8 million in 2006 compared to \$160.8 million in 2005.
- Within product portfolios, cPDM license revenue increased 11 percent, digital manufacturing license revenue increased 26 percent and UGS Velocity Series portfolio license revenue increased 19 percent over the same period a year earlier.

- In the amounts presented above, the company has not made adjustments for the impact of deferred revenues written off in connection with the acquisition of the company and acquisitions by the company. These write-offs had the effect of reducing full year 2006 revenues by US\$0.8 million and 2005 revenues by US\$11.3 million.

“We are pleased with our strong performance in the quarter and that execution of our strategic plan delivered solid earnings and top-line organic revenue growth as planned, with 12 percent license revenue growth in the quarter,” said Tony Affuso, chairman, CEO and president of UGS. “Our vision continues to be supported by customers who are market leaders and invest in UGS PLM to further their global innovation networks. We look forward to more growth in 2007 driven by our world-class product portfolio to be enhanced with major releases of Teamcenter and NX.”

### **Business Highlights and Announcements**

- IBM and UGS recently announced a new agreement to support the cPDM requirements of small- to medium-sized businesses (SMBs) on a global basis. IBM and UGS will jointly market Teamcenter® Express software and services to SMB customers in six countries: the U.S., Canada, France, Germany, Japan and China. ([see separate release](#))
- BIZERBA GmbH & Co. KG, a technology company for professional weighing and information technology system solutions, selected UGS’ NX®, Teamcenter and Geolus® search software solutions to enhance efficiency in the development and construction of its retail and compact scales. ([see separate release](#))
- Sichuan Changhong Electric Co., Ltd. (Changhong), a leader in China’s electronics industry, selected UGS’ Teamcenter product data management (PDM) solution for its PLM backbone. ([see separate release](#))
- ThyssenKrupp Bilstein Brasil, a ThyssenKrupp Technologies Company, a major automotive supplier, selected UGS’ Velocity Series portfolio of products to address initiatives for enhancing speed to market, decreasing prototype costs and protect its intellectual property.
- Advanced Integration Technology, L.P. (AIT), a provider of turnkey aerospace factory automation, including the design, fabrication, installation and maintenance of fully integrated plant floor systems, integrated Tecnomatix™ FactoryLink into its standard solution. AIT cited Tecnomatix's flexibility, scalability and ease of use as key decision making factors for including it as a standard component of its automated assembly solution which helps the aerospace industry increase manufacturing efficiency.

The company expects to realize revenue from the contracts highlighted above over multiple quarters.

### **Other Events**

Because of the income tax impact of currency fluctuations on intercompany debt in one of the company's foreign subsidiaries, the company is restating its earnings for 2004 and 2005 by increasing its deferred income tax expense in 2004 by a currently estimated amount of US\$12.0 million and correspondingly increasing its deferred income tax benefit in 2005 by a currently estimated amount of US\$12.0 million. There is no impact on the company's cash flows from operations.

UGS will host its year-end and fourth quarter 2006 earnings call with securities analysts live on the Internet at 11:30 a.m. Central time, Thursday, Feb. 22, 2007. Presentation slides will be posted on <http://www.ugs.com> prior to the call. See below for webcast/teleconference access information.

### NET REPLAY ACCESS INFORMATION

To access the Net replays of this call, go to: <https://e-meetings.mci.com/nc/join.php?i=PA3865372&p=UGS&t=r>

The replay will be available for 30 days, ending March 24, 2007.

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## Implementation Investments

### ***Autodesk Announces Rapiscan Systems as the February 2007 Inventor of the Month***

22 February 2007

Autodesk, Inc. announced that Rapiscan Systems ([Rapiscan](#)), a leading supplier of security inspection solutions that utilize X-ray, gamma ray imaging and advanced threat identification imaging, has been named as the Autodesk Inventor of the Month for February 2007. The Inventor of the Month program (<http://mfgcommunity.autodesk.com/events/inventors/>) recognizes the most innovative design and engineering advancements made by the community of customers using Autodesk Inventor software.

Since 1993, Rapiscan has installed over 60,000 products in more than 50 countries, from metal detectors and automated explosive detection systems, to container inspection systems. Rapiscan's systems are in use at airports, government and corporate buildings, correctional and prison facilities, postal facilities, military zones, seaports and border crossings.

The technologies utilized in the security systems range from X-ray and gamma-ray imaging, to advanced threat identification techniques such as neutron and diffraction analysis. To design these complex solutions, Rapiscan relies on Autodesk Inventor software, which extends the power of 2D into a model-based environment.

"With Autodesk Inventor Software, we saw a significant opportunity to integrate 2D and 3D modeling, and in doing so, turn our designs into products faster," said Peter Williamson, General Manager and Executive Vice President at Rapiscan. "We have greatly reduced the amount of prototyping we need to

do. More importantly, we cut the time required to get our latest and most effective products out into the marketplace where they can make a real impact on public safety and security."

Rapiscan attended training provided by authorized Autodesk Premier Solutions Provider KETIV Technologies Inc. to gain even further benefit from its investment in Autodesk Inventor software. The training, referred to as KETIV-U, allowed Rapiscan to learn advanced topics and swiftly unlock the value of their new purchase.

Rapiscan uses Inventor software to create 3D digital prototypes of its products, which contain anywhere from 300 to 1000 plus parts. This 3D visualization lets the company simulate and analyze the performance of their design early in the design process, giving them the flexibility to optimize and improve their designs before they are real.

"Companies like Rapiscan are saving time, money and valuable resources by aggressively implementing digital prototypes into their digital workflow," said Robert "Buzz" Kross, vice president of Autodesk Manufacturing Solutions. "Their use of Inventor is helping to maintain a leadership position in a fast-growing market space. We are pleased to name Rapiscan as our Inventor of the Month for February."

Each month, Autodesk selects an Inventor of the Month from the more than 600,000 users of Autodesk Inventor software. For more information on Autodesk Inventor of the Month, contact us at [IOM@autodesk.com](mailto:IOM@autodesk.com).

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### ***Bell Helicopter Standardizes on Mentor Graphics CHS to Cut Costs and Reduce Schedules for Helicopter Electrical System Design***

22 February 2007

[Mentor Graphics Corporation](#) announced Bell Helicopter, a Textron Inc. company, has chosen to standardize on Mentor Graphics CHS™ flow for the design of helicopter electrical wiring systems. Bell will deploy CHS's powerful electrical system design, analysis, and integration software coupled with the CHS harness engineering and costing tools.

This front-to-back CHS flow provides Bell with significantly enhanced engineering productivity by automating time-consuming tasks and providing a means to virtually prototype the electrical architecture before it's built. CHS provides the ability to manage the intricacies of complex electrical information and represents the data in a form that promotes design reuse. Using CHS to bring electrical analysis earlier in the design process will allow Bell to validate that performance requirements and constraints are met early, thereby reducing the costs associated with test lab verification.

"Bell has over 50 years of flight innovation. As a premier aircraft development company, we are constantly improving our processes. Electrical design changes are a key source of engineering costs and are often in the development schedule critical path. CHS will enable our engineers to manage smart design data, to innovate faster with fewer obstacles. CHS is a key component to helping Bell Helicopter

address corporate business objectives,” stated Elaine Vaught, senior vice president engineering, Bell Helicopter.

Bell Helicopter’s adoption of CHS harness engineering and costing tools means that manufacturing-oriented data can be readily shared throughout the design process, including to the harness suppliers. This not only encourages a design-for-manufacture outlook but also supports robust design change processes. The core strength of CHS is its ability to represent and manage the types of electrical design data and the associated complexity found in aerospace products. Its data-centric architecture, together with a comprehensive data model tuned to meet aerospace demands, manages the data in a form that allows management and reuse along the entire design process.

CHS allows the engineer to focus on design tasks by providing an “in-context” design environment. This allows the engineer to interact with the data in the context of a particular vehicle or configuration instead of incurring manual checking tasks to ensure complexity compliance. Throughout the design process CHS can share data with MCAD and PDM systems by using industry-standard protocols, thereby providing Bell Helicopter additional benefits across the enterprise.

“By adopting CHS, Bell Helicopter is taking a very strong position in the deployment of these modern technologies. The electrical system architecture is very complex in aircraft. By standardizing on CHS, Bell will achieve cost, reliability and time-to-market advantages in terms of part number control, design error reduction, and architectural optimization,” said Martin O’Brien, general manager, Mentor’s Integrated Electrical Systems Division.

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### ***BIZERBA Selects UGS and its Geolus Search Solution for Geometric Search of 3D Data***

22 February 2007

[UGS Corp.](#) announced that BIZERBA GmbH & Co. KG, a technology company for professional weighing and information technology system solutions, will now use UGS’ NX®, UGS’ digital product development solution, Teamcenter®, UGS’ digital lifecycle management solution, and Geolus® Search software solutions, UGS’ software application that, in addition to employing traditional text-based searching technology, also has the ability to locate parts from large heterogeneous data sources on the basis of geometric similarity. BIZERBA will use these software solutions for the development and construction of its retail and compact scales.

BIZERBA specializes in manufacturing scales, tills, inventory control systems and industrial weighing and information systems. The company needed a PLM system that could meet its need of reducing new part development times while integrating easily with its current systems to make the most of what it had already invested.

Traditional search engines rely on comparison and search capabilities based on part numbers and descriptions alone. While this method can be very useful, its limitations do not allow companies to fully optimize their parts management due to issues such as inconsistent standards and classifications, limited part number conventions and native language dependence. Geolus Search combines traditional search capabilities with geometric search technology to accurately identify duplicate parts and duplicate

suspects. Its advanced geometry-based search capability promotes innovation through reuse and minimizes the time and expense associated with designing or purchasing duplicate parts.

“We attach great importance to an integrated PLM approach in order to increase the efficiency of our product development. When we drew up a PLM strategy for BIZERBA, UGS persuaded us with its comprehensive product portfolio and competent advice,” says Dr. Andreas Rebetzky, assistant manager of information technology at BIZERBA.

“With Teamcenter, [BIZERBA](#) can manage all product data throughout its lifecycle,” said Paul Vogel, senior vice president and managing director, Europe, Middle East and Africa, UGS. “This results in enormous potential value for BIZERBA, such as shorter development times and better data quality and security. Furthermore, by reducing part diversity and re-using previously compiled knowledge, development costs can be reduced.”

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### ***Building Design Partnership Wins BE Award***

21 February 2007

Building Design Partnership (BDP) Ltd has won a 2006 BE Award for its Bridge Academy, Hackney project in the United Kingdom. The award category was “Building: BIM for Multiple Disciplines.”

[BDP](#) was appointed as architect, structural engineer, and building services engineer for the Bridge Academy, a new secondary school in the London Borough of Hackney. The Bridge Academy is being constructed on the site of an abandoned Victorian school adjacent to the Regent’s Canal.

Bentley software provided BDP with significant benefits at various stages of the school’s design. As Michelle McDowell, director, civil and structural engineering, BDP, pointed out, “The multiprofession design team used Bentley products to deliver the design information for the project. The combination of visualizations, Building Information Modeling (BIM), and traditional 2D drawings cut from the model developed with Bentley Structural and Bentley Mechanical Systems enabled the team to inspire the client and investor and assist in their understanding of the building form.”

Continued McDowell, “These Bentley tools made the definition of the complex geometry fast, accurate, and efficient, and empowered the team to design a tight-fit building with architecture, structure, and building services fully coordinated before starting on site.”

The primary challenge for the design team was to fit a school for 1150 pupils, including a 450-seat performing arts theater, a 180-seat lecture hall, and sports facilities, on a site with a very small footprint. This was exacerbated by the boundary formed by the canal on one side, limiting opportunity for future expansion.

BDP's design solution was to build upwards, creating a vertical school more than seven stories high. The project is rather like a piece of origami, with elements folded over each other to provide a 10,000-square-meter building on a 6500-square-meter site with 5500 square meters of outdoor space.

With the client brief calling for open, accessible learning, the team designed a building without columns and dispensed with dark corridors and corners. Teaching spaces are accessed from open balconies that look out over the canal, allowing light to flood through the building.

Bentley's BIM solutions were the key to efficiently and clearly realizing the building's unique organic form. BIM made it easy to not only generate the form, but also adjust it to suit the internal space requirements, establish the setting out of the floor plate edges, and accurately define the geometry of the ETFE envelope cladding.

The north and south halves of the "Sound Shell," which houses almost all of the main teaching spaces, are arranged on half levels so that adjacent spaces are reached by 10 steps in the staircase, providing stronger links across the different academic departments. BIM eloquently articulated this blueprint for use and manipulation by the design team.

An unanticipated result of using Bentley's BIM solutions on this project was a change in traditional workflow, with the structural engineering team taking ownership of setting out the building form, which is normally driven by the architect. Through collaborative work on the model, the building form was easily established and defined for use in the structural engineering, building services, and architectural packages. Because the structural virtual model took the lead role in the design development, the architectural and services schemes were wrapped around and through the building model to ensure best fit.

BDP was able to integrate the entire Building Information Model with Bentley's STAAD structural engineering software for analysis and design, and then use the final results in the Bentley Structural model. This reduced the time required to test design options on this complex building by about a third. In addition, by producing a single model, BDP was able to cut out the normal duplication of work required to produce a model for analysis and another for building definition.

For more information on BDP's winning project and all of the other 2006 BE Award projects, visit <http://www.be.org/awards>. For more information on the Bentley products used in this project, visit <http://www.bentley.com/bim>.

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### ***Catalog Data Solutions Adopted by Atlas Casters - in Just 3 Weeks***

20 February 2007

Catalog Data Solutions (CDS) announced that Atlas Casters has adopted its CAD model download solutions.

[Atlas Casters](#) is a Redwood City, California based manufacturer of high quality stainless steel casters and leveling casters with a low overall height and a high load capacity. Employing a combination of material and geometry, Atlas casters are tough, lightweight, very corrosion resistant, and shock absorbent. They are well suited for capital equipment in many industries with particular application in the semiconductor, pharmaceutical, and medical industries.

Responding to customer requests for CAD models of its products, Atlas Casters implemented its own CAD model distribution system but quickly ran into problems. "Catalog Data Solutions provided us with a simple, reliable platform for unlimited part numbers, multiple CAD formats, and an enhanced user experience" said Mark Sorensen, General Manager, Atlas Casters. "In less than 3 weeks from project start to go live CDS overcame our problems and we are confident we will see a solid return on investment."

"We are delighted to have been selected by Atlas Casters for our leading online CAD model download solution, lead tracking system and affordable CAD services", said John Major, CEO Catalog Data Solutions, "online 3D models are an important sales and marketing tool for all industrial suppliers and distributors. With many customers moving from 2D to 3D CAD systems providing online 3D CAD model downloads often 'locks' products into a design so suppliers later benefit from the sales success of that design. Suppliers without 3D models on their website are at risk of losing customers to their competition who do offer 3D models".

Studies show that over 90% of designers and engineers now use the Internet to locate components for their new designs. [Catalog Data Solutions](#) helps industrial suppliers and distributors grow sales and strengthen customer loyalty through interactive online catalogs, ecommerce, 3D CAD model delivery and product configurator solutions.

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### **CoCreate Software Drives Innovation in Plastic Bag Production**

20 February 2007

[CoCreate Software Inc.](#) announced that the use of Model Manager in the development of the new Starlinger ad\*starKON 60 manufacturing plant has resulted in resource savings.

Starlinger, long recognized as a world's leading supplier of machinery and plants for woven plastic bag production, continually develops and perfects successful concepts in bulk packaging. Through its constant modernization, optimum quality and comprehensive service, the Austrian company achieved success on the global machinery market. Another critical success factor is efficient development. In this area Starlinger relies on the services of CoCreate -- it implemented Model Manager for universal data management in the autumn of 2005.

One year later, the company can now present a further packaging innovation in the form of the ad\*starKON 60 manufacturing plant. The system, which was developed from scratch in OneSpace

Modeling and Model Manager, achieves a 50% increase in the throughput of bags produced. Not only that, but nonproductive periods have been reduced to a minimum, allowing the machine to be used almost 24/7. In addition, the products can also be used for bulk materials that have to be transported in hermetically sealed bags.

"Without the almost simultaneous implementation of Model Manager, it would have been impossible to build the new plant in the scheduled time. We would have needed at least two more workers to monitor and compare the various components," reports Norbert Neumuller, manufacturing design engineer at Starlinger. "Once we had defined the naming conventions, finalized the usage concepts for Model Manager and finished testing, things happened very quickly."

Up to 10 developers were working on the ad\*starKON 60 at the same time. One part of the team worked out the 3D models for the plant's components, while the others were responsible for creating production-based drawings. In total, around 12,000 different components were constructed between the autumn of 2005 and June 2006.

"Previously, we often finalized components on the basis of outdated information, which meant a lot of reworking," explains Neumuller. "With ad\*starKON 60 we were able to eliminate those sorts of errors. This is certainly one reason why the project was so successful."

Model Manager has now become established as Starlinger's core system for data management, allowing the company to further optimize its cross-departmental processes. The recycling rate has risen and the number of unprofitable versions has decreased, both of which have resulted in increased productivity in development.

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### ***COSCO Shipyard Group Co., Ltd Selects Intergraph's Enterprise Shipbuilding and Offshore Solution***

22 February 2007

[Intergraph Corporation](#) announced that COSCO Shipyard Group, a joint venture comprising five shipyards operated by China Ocean Shipping Company ([COSCO](#)) and Singapore's SembCorp Marine, will deploy the integrated Intergraph Marine Enterprise portfolio.

COSCO Shipyard Group is initially using the IntelliShip solution for outfitting a Floating Storage & Offloading (FSO) vessel. This offshore engineering project is the first of its type to be built at the company's Zhoushan Shipyard. IntelliShip is a next generation, data-centric, rule-driven solution for streamlining shipbuilding design processes while preserving existing data and making it more usable/re-usable. The foundation of Intergraph Marine Enterprise, IntelliShip enables optimized design, increases productivity and shortens project schedules.

Zhu Qingshuang, general manager, Offshore Engineering Headquarters/Technical Center, COSCO Shipyard Group said, "After just two weeks of outfitting training we were impressed with the capabilities of this Intergraph Marine Enterprise and began to move forward with deployment of IntelliShip."

Intergraph technologies meet COSCO Shipyard Group's requirements for an enterprise solution for both shipbuilding and offshore."

"The partnership between COSCO Shipyard Group and Intergraph will be instrumental in strengthening our productivity and competitiveness," added Zheng He, manager, Strategic Department, COSCO Shipyard Group.

"Our Marine Enterprise solution was developed to address the specific needs and requirements of the marine industry," added Gerhard Sallinger, president, Process, Power & Marine, Intergraph Corporation. "IntelliShip is revolutionizing the way ships are engineered, and we are looking forward to empowering the success of COSCO Shipyard Group."

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### ***Delcam's FeatureCAM Increases Productivity And Shortens Programming Times***

19 February 2007

Delcam's FeatureCAM system has increased productivity and shortened programming times at the Stimpson Company. The Stimpson Company, which was established in 1852, manufactures and sells over 3,800 types of eyelets alone. It also produces thousands of different grommets, washers, snap fasteners, hooks, rivets and other components. Stimpson customers can choose from several different metals, almost any imaginable colour, and up to 18 finishes. Within the last 25 years, Stimpson has shipped orders totalling over 200 billion products.

"We love the automation in FeatureCAM," commented Dale DeMay, Supervisor of Stimpson's Plunger Press Department. "It increases our productivity and shortens my programming time. It also gives us the control to customise the program to our needs. If we get a tool that isn't included in FeatureCAM's tool library, we enter the information for the new tool and FeatureCAM adds it to a tool crib specific to our company. We can also set up attributes for each type of machine, such as horsepower and preferred speeds and feeds."

"FeatureCAM includes wizards to walk us through several of the processes, which makes it very easy to use," he continued. "The geometry tools make it easy to create parts completely within FeatureCAM. We can import drawings from our AutoCAD software without having to worry about data transfer problems."

Stimpson's vast selection of products is always growing, and if a client needs a custom-made part, the company has the resources to produce it promptly and inexpensively. FeatureCAM helps make this possible by quickly providing accurate prototypes, and invaluable research and development data.

In addition to quality products, both Stimpson and FeatureCAM realise that satisfied customers are the key to long-term growth so helping ensure their customers' success is a priority. FeatureCAM's customer support and training have helped Stimpson continue their progress. When Stimpson purchased one of the first machine tools fitted with a PC fusion control, a new post was needed immediately. The company contacted Kyle Kershaw in the FeatureCAM service department, who quickly programmed the post and emailed it.

Stimpson also took advantage of FeatureCAM's training options to help give them an edge with their programming. "We started with FeatureMILL2.5D and did very well," Mr. DeMay said. "A year later, we upgraded to FeatureMILL3D and did well with that also. But to get us up to full speed, we decided to attend the training course – now the sky is the limit."

For more information about FeatureCAM or for a free evaluation copy, please call 1.888.393.6455 or visit <http://www.featurecam.com>.

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### **DEMA Selects VISTAGY's FiberSIM® Software for Composites Design on Major Commercial Airliner Program**

21 February 2007

[VISTAGY, Inc.](#) announced that Italian aerospace manufacturer DEMAGroup has selected its FiberSIM® composites software for the design and manufacture of complex, highly-engineered composite parts for the development of new commercial airliners.

DEMA Group manufactures components and assemblies for commercial and military aircraft, helicopters and space vehicles. The company has engaged in extensive research of composites design and manufacturing methodologies, and supplies large, complex composite parts to organizations involved in the development and assembly of commercial aircraft. DEMAGroup selected VISTAGY's FiberSIM suite of software, powered by EnCapta® technology, to help its engineers more efficiently create complete 3D digital model-based definitions of composite parts in order to limit the use of 2D drawings and manual processes.

For the first time, DEMAGroup engineers can capture all detailed, non-geometric design information directly in a CAD software model and share this detail electronically across the supply chain—eliminating the need for manually creating paper documentation or reports. As a result, DEMAGroup expects to greatly reduce development cycle times and design costs while quickening "time-to-part" in order to meet demanding delivery timeframes.

"We have been entrusted with the privilege of supplying key composite parts to major commercial airliner partners, and we are utilizing our years of composites experience to develop quality products faster and more efficiently," said Giuseppe Ombra, engineering vice president at DEMAGroup. "Not only will FiberSIM software help us design these aerospace products more effectively, but we expect to realize a much greater level of information-sharing and collaboration between engineering teams to identify design problems earlier, make changes quicker, and ensure manufacturing accuracy and part quality."

For more information on DEMAGroup, please visit <http://www.demaspa.it>.

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### ***EADS Selects LMS Virtual.Lab Acoustics in Support of Aerospace Research Activities***

21 February 2007

LMS announced that EADS Corporate Research Center Germany (CRC-G) selected LMS Virtual.Lab Acoustics as one of their solutions to simulate the vibro-acoustic performance of aerospace systems. EADS is a global leader in aerospace, defense and related services. The EADS Group includes the aircraft manufacturer Airbus and the world's largest helicopter supplier Eurocopter. EADS deployed LMS Virtual.Lab Acoustics at its Corporate Research Center in Munich, Germany, for research purpose to optimize the vibro-acoustic performance of aircraft and spacecraft assemblies.

EADS CRC-G selected LMS Virtual.Lab Acoustics to perform simulations on the interior and exterior noise of new aircraft designs. Regulations for exterior noise and requirements for passenger comfort become continuously more stringent. EADS therefore optimizes acoustic performance needs early in the design process to avoid problems that require expensive changes in the late stages.

Being a long-time user of LMS SYSNOISE, the EADS research team valued the tight integration of the reliable SYSNOISE acoustics solver into LMS Virtual.Lab Acoustics, and the coverage of the complete simulation process in a single user environment. "Through our first experience with LMS Virtual.Lab Acoustics, we've benefited from specific steps of the optimized process flow of running the solver and post-processing the simulation results," commented Arno Röder, Manager Acoustics Technologies at EADS CRC-G. "Through the integration, Virtual.Lab Acoustics can free up valuable engineering time in our research group to interpret and analyze simulation results, and to refine and optimize our designs."

"The value based licensing system of LMS Virtual.Lab offers EADS CRC-G the flexibility to access multiple Virtual.Lab applications in addition to the core Acoustics solutions used by the research teams. EADS considers the Virtual.Lab value based licensing as an additional benefit. It allows us to easily cover the wide variety of simulation needs we encounter through the multitude of engineering and research projects, without having to reinvest in new software licenses," pointed out Clemens Moeser, Manager Simulation at EADS CRC-G.

For more information on LMS Virtual.Lab, please visit <http://www.lmsintl.com/virtuallab>.

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### ***Elysium software Adds Speed to the Champion ING Renault F1 Team***

20 February 2007

The ING Renault F1 Team design office in Viry-Châtillon, 30 kilometers south of Paris, from 1992 through 1997 captured six consecutive manufacturer's titles as a supplier of racing engines to the Williams and Benetton Formula 1 racing teams. In 2001, Renault acquired the Benetton chassis unit in Enstone, England, and combined both organizations into a single racing team. The integrated Renault F1 Team went on to win the Formula 1 Constructors' Championship titles in 2005 and 2006.

The winning speed of Renault's F1 team greatly depends on the speed and quality of the team's engineering and design process. An automated delivery system for engineering files, developed by software maker [Elysium](#) has increased the cost and time efficiency of producing new engines for the racing team.

Building Formula 1 engines is a demanding test of engineering expertise. The 250 employees at Renault's engine plant design, assemble, test, and race some of the most complex internal combustion engines in the world. A network of 50 independent suppliers produces the 5,000 parts that make up a modern Formula 1 engine. Reducing the time for information to flow from Renault's design office to its suppliers so that parts can be made quickly is a critical stage in the winning process.

Elysium's precision CAD data translation tools enable designers to migrate from one CAD system to another, regardless from which format the OEM parts originate. Elysium's 3D data translation performance is used worldwide by manufacturers of every size and type. The company has extensive industry partnerships with other PLM companies, such as Autodesk, CoCreate, Dassault Systèmes, IBM, PTC, SolidWorks, and UGS. The ING Renault F1 Team relies on part files that are translated and delivered automatically to the desktops of its engineers.

The savings achieved by the ING Renault F1 Team's engine department are significant thanks to the Elysium system. The biggest economic benefit comes from the savings of two to three days per part that are normally required for the physical delivery of CDs and documents. This fast response may make the difference between solving a reliability problem in time for the next race, or not. Any delay can cost championship points that, come season's end, may be worth millions of euros.

Additional labor savings of 30 minutes per part plus messenger services can reduce the cost of delivering information by ?20 to ?25 per part or ?3,000 to ?3,750 per month. In addition to cost reduction, automating the CAD-model delivery process gives project managers and purchasing agents a record of when engineering data was transmitted and which versions were sent. The physical transmission methods lacked this element of control.

The economic benefits of faster and more accurate translation are sufficient to generate a large return on an investment in Elysium's software and server hardware. Moreover, ING Renault F1 Team's supplier hub improves the quality of work life for the designers and engineers. It eliminates boring clerical tasks, freeing designers to spend more time doing what they do best: producing title-winning engineering.

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### ***In-kind Software Grant from UGS Valued at \$27 Million Provides Stony Brook University a Next Generation Digital Product Design and Development System***

20 February 2007

UGS Corp. and Stony Brook University announced an in-kind software grant with a list price commercial value of \$27 million that will provide faculty and students of the Mechanical Engineering

Department and Center of Excellence in Wireless and Information Technology (CEWIT) with a next generation digital product design and development system.

Stony Brook University is receiving UGS' Solid Edge® software as well as UGS' NX® software suite.

“The availability of this industry-leading computer-aided engineering software greatly enhances the value of student education and opens many doors for instructional and research development at Stony Brook as well as industrial outreach to small to mid-sized businesses across New York State,” said Fu-pen Chaing, Mechanical Engineering Department chairman. “In our Department of Mechanical Engineering, UGS' software will be used throughout the undergraduate and graduate curriculum for courses in computer-aided drafting, machine design, computer integrated design and manufacturing, as well as design projects. CEWIT will benefit from this outstanding and generous technology contribution as well.”

“This software will allow us to shorten the time necessary to develop solutions for our partners,” said Satya Sharma, director of the Center of Excellence in Wireless and IT. “The center is a next generation research and educational facility and is an unparalleled resource for technology companies interested in cost effective and locally secure R&D.”

“Bringing the right products to market at the right time is a key business driver for today's most competitive companies,” said Dave Shirk, executive vice president, Global Marketing for UGS. “And providing software to leading academic institutions like Stony Brook University empowers students who are our future engineers and encourages them to tie into global innovation networks that the world's leading manufacturers are leveraging to build the most innovative products.”

Stony Brook University is a leading research university with more than 1,900 faculty, 22,000 students and is located on the North Shore of Long Island, 50 miles east of New York City. The University offers 119 undergraduate majors and minors, 102 master's programs, 40 doctoral programs, and 32 graduate certificate programs. Stony Brook faculty members have been honored with Nobel Prize in Economics, Physics, and Medicine as well as National Medal of Science and National Medal of Technology.

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### ***Mack Technologies Chooses vPlan as its Next Process Engineering Platform***

20 February 2007

[Valor Computerized Systems Ltd](#) has recently implemented vPlan, its next-generation process engineering solution at [Mack Technologies, Inc.](#), an electronics manufacturing solutions provider of printed circuit board assemblies and complex systems integrations.

Mack Technologies, a veteran user of Valor's solutions, was offered the opportunity to become a beta partner of Valor's during the development of vPlan. Impressive results during the beta period lead to a corporate-wide order once the product was ready for release. Steve Barbera, VP of Technical Operations

at Mack Technologies, explains: “Mack Technologies has already seen strong improvements through deployment of Valor’s software in the past, and now vPlan, the new product, takes that further by providing us with higher level of automation and functional integration than ever before.”

“We consider our strength to be in our ability to provide customers with quick time-to-market for complex printed circuit boards and box builds,” says Barbera. “vPlan’s ability to autogenerate machine data on the fly for multiple machine types saves us a significant amount of debug time on the production floor, improves our SMT line efficiency, and makes it extremely easy to adopt new SMT machines and transfer jobs between lines and even sites. Having this high level of automation without having to sacrifice flexibility is virtually priceless. It allows us to focus on our business-critical functional workflow rather than deal with low level scripting at the CAM level.”

Commenting on other capabilities of the product, Barbera says: “Implementation of new products often encounters resistance, but surprisingly enough, this wasn’t the case with vPlan. The product is fast, friendly, and its sheer technological innovation was enough to make everyone want to work with it. In addition, we had Valor’s support staff to back us at every step of the way, which is very important when you want to make such significant moves while minimizing the interruption to your daily operations.”

### **About vPlan**

vPlan is a single solution that delivers a complete engineering process from CAD to machine, covering SMT, Through Hole Technology and manual assembly. With innovative technologies such as Learning Libraries and the ability to auto-generate machine shapes for all machine configurations, vPlan is capable of producing Manufacturing Process Definitions with optimized output and documentation for assembly machines and manual work cells, perfectly matched to available resources and to the product model. This provides manufacturers with the fastest route through production.

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### ***MAHLE Powertrain Selects PTC Windchill® To Streamline Product Development Processes***

20 February 2007

PTC announced that MAHLE Powertrain Ltd. in the UK, a leading auto-industry technology innovator for leading OEMs has selected the PTC Product Development System comprising of Windchill PDMLink® and Windchill ProjectLink™ to streamline its product development processes and improve project collaboration between its engineering teams.

The objective of the PTC® Product Development System (PDS) is to improve the efficiency of the product design and development processes by optimising information search and improving access to data from current and previous projects. MAHLE Powertrain anticipates significant business process and quality improvement.

The PTC PDS will provide centrally controlled data collaboration, workflow, bill of materials and product configuration, detailed document search, better version control and CAD data management in a cost effective package. MAHLE Powertrain, a PTC customer for over a decade, has used Pro/ENGINEER® as its core design solution in a heterogeneous CAD environment and Pro/INTRALINK® for ProE data management. With this expansion, MAHLE Powertrain will now move their legacy Pro/INTRALINK data to Windchill PDMLink.

“The PTC Product Development System came out on top in a rigorous vendor selection process, as an out-of-the-box solution which could manage our processes during a time of significant change management. Windchill PDMLink, as our single data platform, also offers a superior tool for workflow and collaboration, with first rate vendor support,” said Dave Beecroft, Head of Projects, [MAHLE Powertrain](#).

MAHLE Powertrain’s reputation is based on outstanding design. Engineers had a difficult time focusing on core activities, because they spent too much time searching for information. Windchill will streamline these operations and will accelerate information search and new product development in a highly innovative environment, using knowledge gained from previous projects.

“We are confident that the deployment of Windchill will positively impact our bottom line by unlocking new potential as we reduce time spent looking for information, accelerate processes and eliminate duplication, with automatic routing of documents and continuous visibility of product status,” summarizes Beecroft.

“Windchill is a superior solution for managing a multi-CAD environment which typifies the auto industry and other technology sectors. The PTC Product Development System, which is comprised of the powerful combination of Windchill PDMLink, Windchill ProjectLink and Pro/ENGINEER, facilitates better collaborative design, global product development, configuration management and lifecycle support in fast moving sectors driven by ongoing innovation to stay competitive and dramatically reduced product development times,” said Martin Walters, director, product and market strategy, [PTC](#).

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### ***PZ Cussons Selects UGS Teamcenter to Advance Collaboration in the Product Development Process***

20 February 2007

UGS Corp. announced that [PZ Cussons](#), global consumer products (CP) provider of household name brands such as Imperial Leather®, Pure®, Carex®, Morning Fresh® and Cussons Baby®, selected Teamcenter® software to help speed time to market for new products.

Teamcenter will enable PZ Cussons to share product and technology information with hundreds of key employees at multiple locations worldwide. Information systems as diverse as product dossiers, patent and customer information will be readily accessible, allowing the company to standardize new product

development practices across the business. Working in a more collaborative environment, the company will also be able to identify opportunities to consolidate product variations on a local, regional and global level, saving time and resources.

“After a thorough evaluation, UGS emerged as the best choice to replace our specification system,” said David Jones, Group IT Director of PZ Cussons. “With Teamcenter as our global NPD and specification management system, we will improve our ability to share product technology across the company allowing us to bring more winning products to market faster.”

“PZ Cussons can now harness its global expertise while maintaining the flexibility of a local company,” said Paul Vogel, senior vice president and managing director, Europe, Middle East and Africa, UGS. “Teamcenter will give key areas of their business improved access to customer and product information. This sharing of best practices and opportunities across sites all over the world is one example of how UGS is helping companies in all industries maintain their competitive advantage through improvements in their processes of innovation.”

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### ***Sichuan Changhong Electric Company Establishes Enterprise Data Management with UGS' Solution***

22 February 2007

UGS Corp. announced that Sichuan Changhong Electric Co., Ltd. (Changhong), a leader in China's electronics industry, has selected UGS' Teamcenter™ product data management (PDM) solution for its PLM backbone.

Changhong is ranked second in the home appliance brands list of the 500 most valuable brands in China. The company is equipped with a world-class manufacturing facility and leading R&D capability and commits itself to product innovation in the electronics industry. In line with Changhong's goal to actively participate in the development of a global digital industry, the company has selected UGS as its partner to advance this vision.

[UGS](#) Teamcenter was favored over its competitor's software because of its integration with Changhong's existing enterprise resource planning (ERP) implementation and bill of material (BOM) data management. This new engagement signifies the beginning of a long-term relationship between the two companies, which will allow Changhong to fully realize the value of knowledge management and engage their partners in a globally collaborative environment.

“At Changhong, we strive to be a global leading provider of home appliances and information technology products,” said Ren Zonggui, director of operations, Changhong. “By leveraging on UGS' knowledge of best-in-class practices in PLM, we hope to facilitate knowledge management across the enterprise, enhance collaboration and coordination throughout the organization and business systems in

the product lifecycle and invigorate our global manufacturing capabilities. I believe we can accelerate our time-to-market cycle and deliver world-class innovative products to our customers.”

UGS’ China operation is celebrating 20th anniversary this year. UGS entered the China market in 1987, and established the first representative office in Beijing in 1990 and set up an R&D center in Shanghai in 2004. Since the market entry in 1987, UGS has helped Chinese enterprise to transform from “made in China” to “made with China.”

“UGS is committed to helping Chinese enterprises become more competitive not only in the domestic market but also in the global market. Our professional advantages and industrial experiences will help users realize product innovation and help enterprises develop competitive advantages,” said Chuck Yuan, vice president and managing director for Greater China Operations, UGS. “The fact that a leading Chinese enterprise like Changhong has selected UGS is a testament to our strength in the high tech electronics industry in China.”

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### ***Tacton Configurator Streamlines the Quotation Process for Metso Lindemann***

19 February 2007

Tacton Systems, a global vendor of configuration software, announced that Metso Lindemann GmbH has implemented the Tacton Configurator to support its sales force and streamline the process of generating quotes.

Metso Lindemann is a leading manufacturer and supplier of machines and plants for the recycling of metal scrap and residual materials. The company's technological capabilities can be found in a wide range of solutions for shredding, shearing and baling of scrap metals and residual materials. For example, it has delivered around 30% of all the large auto body shredder plants around the world.

The company will use the [Tacton](#) technology to support its sales force in creating accurate and rapid quotations while reducing the present-day load on its back office. The new package will enable the sales force to work directly with the Sales Configurator, no matter where they are in the world. Sales staff will be able to access the system through a web browser to open the quote with either Acrobat Reader or Word.

With Tacton Configurator, technical engineering knowledge is made available to sales – reducing the need for technical sales support and empowering the sales force to configure optimal solution for the customer’s need.

"The big benefit for [Metso Lindemann](#) is the worldwide quoting capability that the new applications will bring," said Olaf Thyssen, IT Manager at Metso Lindemann in Düsseldorf, Germany. "It will reduce the time spent in compiling quotations, while ensuring their accuracy."

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### **Telelogic Signs Its Largest Deal Ever Worth 5.12 MEUR**

22 February 2007

[Telelogic](#) has signed a three year agreement with a Government Ministry within the market division EMEA (Europe, Middle East and Africa) worth 5.12 MEUR. The agreement includes licenses, maintenance and services for Telelogic's solutions for Enterprise Lifecycle Management. Half of the deal value is related to services and half of the value to license and maintenance.

The customer is already a term based license user of Telelogic's solutions and has today renewed for a further three year period, extending their usage to include all products for Enterprise Lifecycle Management. The customer selected Telelogic as the only provider able to ensure they meet the challenges of modern governance, enabling them to meet the goal of achieving the highest level of CMMi.

"This is Telelogic's largest deal ever," said Anders Lidbeck, President and CEO of Telelogic. "We are pleased to get a renewed contract with this customer and we are looking forward to a long term relationship where the customer will continue to increase quality while reducing time-to-market in its projects."

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### **Three School Districts in Baton Rouge Directly Impacted by 2005 Hurricanes Katrina and Rita Receive \$307 Million Software Grant from UGS**

21 February 2007

UGS Corp. announced a partnership with East Baton Rouge Parish Mayor-President Melvin L. "Kip" Holden for the East Baton Rouge Parish School System, City of Baker Schools System and the Zachary Community Schools. The partnership provides an in-kind software grant of UGS' Solid Edge® software with a list price, commercial value of \$307 million to 53 schools in three school districts directly impacted by an increased student population as a result of the historic Hurricanes Katrina and Rita.

"With this software, we're able to train students for tomorrow's jobs on the best engineering design software available," said Holden. "Our rebuilding efforts are now catapulted into an effort to invest for the future of our region because this software will help us rebuild and train now and in the future."

"We are pleased to partner with these schools in an effort to rebuild after the historic storms of 2005," said Dave Shirk, executive vice president, Global Marketing, UGS. "Our goal is to help the region retain top notch student talent to continue with the great efforts already underway to engage in community redevelopment and ultimately rebuild neighborhoods."

The software will be used in mathematics, science, art and design as well as technical courses throughout various grade levels, beginning with third grade. The in-kind grant will benefit approximately 50,000 students throughout the Baton Rouge Parish. Students involved in the career and technical education classes will use the software to simulate an endless number of work-related processes to provide them with valuable experiences in advance of acquiring jobs in their respective fields.

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### **World's Largest Publicly Owned EPC Selects AVEVA VNET**

15 February 2007

[AVEVA](#) announced that the [Fluor Corporation](#) has selected AVEVA's VNET system to manage the information and handover requirements of a major engineering project in Africa.

Fluor Corporation, one of the world's largest publicly owned engineering, procurement, construction, and maintenance services companies, selected AVEVA VNET because of its ability to deliver on Fluor's key selection requirements. These included a quick and efficient implementation and the immediate realisation of business benefits to the project.

Alex Giles, Project IM Lead of Fluor Corporation comments: "Following an evaluation of various products, there were a number of key benefits that we identified that AVEVA VNET provides. These include delivering Seamless Handover from multiple data sources where the handover requirements are governed by detailed client requirements. Also, AVEVA VNET will improve the quality and organisation of engineering data resulting in faster, more intuitive access to information. In turn, this will reduce search time, avoid inconsistencies and improve the coordination of key functions, delivering increased productivity and efficiency in project execution and handover."

"A major benefit for us is the short implementation timeframe - three months - which will ensure early operational availability and provide immediate benefits to the project schedule."

Richard Longdon, CEO of AVEVA comments: "We're delighted to be working with such a market leader in this field. Amongst other business benefits, the AVEVA VNET system offers Fluor Corporation the ability to provide earlier visibility of engineering information to the customer through a continuous handover process greatly reducing the cost of handover and helping de-risk the plant operation."

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## Product News

### **CD-adapco Announces New Capability for Analyzing Fluid-Structure Interaction with STAR-CD and ABAQUS**

15 February 2007

CD-adapco announced the availability of a coupled-analysis capability for fluid-structure interaction (FSI) utilizing STAR-CD, their Computational Fluid Dynamics (CFD) software, and ABAQUS, from the SIMULIA brand of Dassault Systèmes (DS).

This new FSI solution builds on the strategy of CD-adapco to partner with best-in-class technology providers, such as SIMULIA, to deliver a broad range of multiphysics simulation solutions. The bi-directional coupling leverages a strong partnership with Dassault Systèmes and the independent, open solution for the coupling—MpCCI software from Fraunhofer SCAI—to enable STAR-CD and ABAQUS to work together to solve a wide range of important FSI problems.

"Multiphysics simulation such as FSI is increasingly important," says Ken Short, VP of strategy and marketing at SIMULIA. "It allows engineers to replicate and predict realistic physical behavior of complex systems where the interactions of fluid and structural responses are significant. Our customers will benefit tremendously from our open platform approach which enables them to easily integrate, fully supported best-in-class technology."

"This new solution provides the most powerful FSI technology available on the market," states Dennis Nagy, VP of marketing and Business Development at CD-adapco. "Companies using our coupled solution will dramatically improve collaboration between fluid dynamics engineers and structural engineers. This will enable them to gain a greater understanding of system behavior and a competitive edge in delivering innovative inventions and products to market."

The new offering allows manufacturers and researchers in automotive, aerospace, off-shore, biomedical, consumer, and process industries to study the influence of fluid flow-induced forces and heat transfer on structural integrity as well as the impact of nonlinear material response on fluid flow behavior. This functionality allows them to evaluate a broad range of conditions, such as flow-induced vibrations in structures, in-vivo vascular flows, valve dynamics, tire aquaplaning, and fluid-structure applications in consumer goods and packaging.

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### ***Cimmetry and Skire Partner to Deliver an Efficient Collaboration Platform for Facilities' Design, Construction, Operations, and Maintenance***

20 February 2007

Cimmetry Systems, an Agile Software company, and Skire Inc., a premier provider of Capital Program, Facility Lifecycle and Project Portfolio Management solutions, signed a new ISV agreement extending their long-standing strategic partnership.

Skire has integrated Cimmetry's AutoVue Professional viewing and markup product offering into their flagship product, Unifier, an enterprise software solution deployed globally within Fortune 500 companies, government agencies and universities. Cimmetry provides Skire's customer base with a collaborative visualization solution fully integrated into the Unifier solution. Combined with AutoVue,

Unifier allows users to maintain, view, markup and print a variety of documents and files, allowing information to be accessed and communicated using only a web-browser.

“We chose Cimmetry’s AutoVue because our customers require a single, easy to use and deployable document viewing solution integrated with our Unifier™ product”, said Sateez Kadivar, Vice President of Business Operations at Skire. “Skire’s customers can efficiently overcome the obstacles posed by the proliferation of file formats and document types in a global environment”.

[Cimmetry](#) continues to invest in offering AutoVue collaborative visualization solutions to independent software vendors in order to enable them to strengthen their solutions. Skire is a longtime partner focused in the area of facilities’ design, construction, operations, and maintenance. Cimmetry aims at providing collaborative visualization capabilities that can be used standalone or within document management systems. Solely oriented toward serving the visualization market, Cimmetry offers ISV partners, such as Skire, the ability to realize the benefits of integrating AutoVue’s native document viewing, markup and collaboration capabilities into their service offerings.

To learn more about Skire Inc, please visit at <http://www.skire.com> or contact us at 1-866-GoSkire or via email [unifier@skire.com](mailto:unifier@skire.com).

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### **CoCreate and LightWork Design Announce Partnership**

21 February 2007

[CoCreate Software, Inc.](#) and LightWork Design announced that CoCreate has licensed LightWorks for use within CoCreate OneSpace Modeling 2007.

The partnership with LightWork Design brings a completely new rendering environment to CoCreate's product development platform.

LightWorks' catalogue of real-world materials, light sources and rendering schemes is now embedded inside CoCreate OneSpace Modeling, making high-end rendering directly accessible to users within the 3D design environment.

With LightWorks' rendering capabilities, CoCreate users create photo-realistic images in advance of physical product. As a result, companies cost effectively create imagery as early as needed in the development cycle, meeting the needs of new product launches or other downstream needs.

"Our partnership with LightWork Design makes high-end rendering a core feature within our latest release, building out the digital simulation capabilities available within the CoCreate environment. We are continuing to deliver on our commitment to provide the highest level of value to our users," said William M. Gascoigne, CoCreate CEO.

"Our partnership with CoCreate delivers enhanced photo-realistic and real-time rendering within their core modeling environment, positioning LightWorks as a key component within a broader PLM solution," said Andy Chapman, [LightWork](#) Design CEO.

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### **Dassault Systemes Enables Semiconductor Design Collaboration**

20 February 2007

[Dassault Systèmes](#) released three new solutions that improve semiconductor business performance. More than 120 organizations, including 13 of the top 15 semiconductor companies, take advantage of Dassault Systèmes semiconductor solutions to boost design productivity, reduce design and development costs, leverage design expertise, improve quality, and accelerate time to market.

ENOVIA MatrixOne's Synchronicity DesignSync® 5.0 is the newest version of the company's semiconductor design data management platform and is a unified design data management (DDM) system that spans the entire semiconductor design chain, from specification through the completed integrated circuit. DesignSync 5.0 features a module-based design framework that helps companies more quickly deliver increasingly complex semiconductor products, while collaborating efficiently across multiple sites, time zones, tools, projects and processes.

Using DesignSync 5.0, organizations can manage design data as cohesive blocks rather than as tens of thousands of individual files, streamlining development, eliminating costly errors, and dramatically shortening time to market.

"Semiconductor companies are faced with an ever-increasing demand for more complex products, quicker delivery, and greater levels of functionality on each chip," said Stephane Declee, vice president of ENOVIA R&D, "These pressures raise the stakes of getting designs right the first time. With DesignSync 5.0 ENOVIA is delivering a technology breakthrough with our module-based design data management solution which enables individual design teams distributed across the design chain to independently develop IP modules, while the integration of multiple modules can be managed at a higher level of abstraction. Inefficient and error prone manual integration procedures can be completely eliminated leading to faster time to market with higher-quality designs."

Also newly available, the MatrixOne Semiconductor Accelerator™ for IP Management and the MatrixOne Semiconductor Accelerator™ for Team Collaboration are the latest in a series of focused solutions from ENOVIA MatrixOne that enable semiconductor customers to meet unique product development challenges while speeding PLM deployment and easing user adoption. The new semiconductor accelerators are built on the ENOVIA MatrixOne PLM platform and are seamlessly integrated with MatrixOne's Synchronicity DesignSync solution. They extend the value of DesignSync 5.0 by bundling semiconductor business process applications with industry-specific terminology, data models, pre-defined work processes, reports and role-based user interfaces.

The need for collaborative semiconductor design management solutions is supported by a recent study by Kalypso Partners that found:

- fewer than half of semiconductor product launches occur by their original target date;
- more than 40 percent do not make it into production;
- more than 60 percent of all semiconductor designs require at least one re-spin of the die; and
- more than 40 percent of development projects exceed budget.

According to ENOVIA CEO Joel Lemke, “Companies looking to be better than these industry norms and positively impact design cycle time need well-managed team collaboration, issue management and tools to allow them to rapidly react to issues. These new ENOVIA semiconductor design data management solutions help our customers gain a competitive advantage through accelerated development and shortened time-to-market.”

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### ***Dassault Systèmes Reinforces 3D Master Strategy with ISO Standard Definition***

21 February 2007

Dassault Systèmes (DS) announced that its solutions CATIA, ENOVIA and DELMIA natively support the International Standards Organization (ISO) standard 16792:2006. The standard establishes requirements and guidelines for documenting product definition in 3D by reusing functional tolerancing and annotations, previously only available in 2D drawings, to increase precision, facilitate collaboration, and reduce costs. ISO offers a standardized method of capturing all the necessary data within a 3D model while facilitating collaboration throughout the supply chain.

“DS’s 3D annotation capabilities are essential for our customers to move to a complete 3D Master approach. These capabilities help them to increase 3D product definition quality by enforcing consistency,” explains Philippe Laufer, vice president of R&D, Dassault Systèmes. “A full 3D approach eliminates the risk of inconsistencies that occur when both 3D and 2D drawings are used to define the product. The 3D annotation capabilities also guarantee contractual validity of the product definition since they are based on ISO standards. This extends across our entire PLM portfolio, including CAA V5 partner solutions, meaning companies can take advantage of these benefits as they develop their products from design to manufacturing to maintenance.”

[DS](#) added annotation capabilities to CATIA in 1995 and has been actively involved in the development of the ISO standards and ASME (American Society of Mechanical Engineers) norms. Beyond supporting the standard and guiding users with pop-up annotations, CATIA (for designing the virtual product), helps users correctly define standardized dimensions and functional tolerances with a specialized “assistant”

tool that warns them when functional tolerances and annotations are no longer valid. CATIA also includes tolerance analysis capabilities for assemblies. ENOVIA (for global collaborative lifecycle management) includes 3D annotation review capabilities. DELMIA (for digital manufacturing) includes tolerance analysis capabilities, as well as functions for determining optimal manufacturing processes and the programming of inspection machines. Used together, these solutions allow DS customers to manage 3D functional tolerances and annotations throughout the entire product lifecycle.

ISO is the world's leading developer of International Standards, which specify the requirements for state-of-the-art products, services, processes, materials and systems, and for good conformity assessment, managerial and organizational practice. ISO standards are designed to be implemented worldwide.

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### ***FullTilt and Inovis Form Strategic Partnership for Global Supply Chain Communication and Product Information Management***

21 February 2007

Inovis, a leading provider of supply chain communication solutions, and FullTilt Solutions, Inc., a leading provider of enterprise Product Information Management (PIM) solutions, announced a new strategic partnership through which each organization will co-market integrated solutions for improved supply chain communication and Product Information Management.

For Inovis the FullTilt relationship expands the reach of its data pool, data synchronization platform and information management capabilities by adding FullTilt's PIM and Master Data Management (MDM) processes and expertise. With the relationship, FullTilt will be able to offer its growing base of enterprise customers access to Inovis' Value-Added Network (VAN), software solutions and data synchronization services as a strategic extension of their solution portfolio.

Inovis focuses on delivering supply chain communication solutions that expedite the order-to-payment lifecycle. With the option to integrate Inovis' network software and data synchronization services, FullTilt customers can gain greater value from existing investments they have made in automating the product introduction process before the order, throughout the supply chain and after fulfillment of the order.

"The capabilities of the [Inovis](#) portfolio extend our customers' investments through ongoing item synchronization and data exchange capabilities," said Tim Wallace, CEO of FullTilt. "Inovis' proven ability to support large-scale Product Information Management and supply chain communication processes creates increased value for our customers."

"The ability to extend key supplier processes is central to our customers' business requirements," said Sean Feeney, CEO of Inovis. "FullTilt brings years of experience in exceeding the Product Information Management needs of enterprises in our core automotive, consumer packaged goods manufacturing and retail industries, as well as the distributors to those verticals."

The strategic partnership for Inovis and [FullTilt](#) will deliver increased capabilities to drive process improvements and streamlined supply chain communications. The integrated solutions will help businesses across key industry verticals to eliminate costly errors in the order-to-payment lifecycle through improved data management and synchronization.

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### ***Jasper Design Automation Announces JasperGold® Verification System 4.3 With Major Advances in Performance, Modeling and Ease-of-Use***

21 February 2007

[Jasper Design Automation](#) announced JasperGold® Verification System v4.3, a new release of the company's flagship formal verification solution that delivers major advances in performance, property modeling and ease-of-use. New in version 4.3, Jasper introduces InFormal™ Design Analyst, a first-of-its-kind formal verification solution targeted to address designer 'sandbox' verification without requiring the development of properties or a testbench for simulation. JasperGold System v4.3 also includes a new parallel engine multi-processing architecture that maximizes verification performance. Also new in release 4.3 is the delivery of formal support for SystemVerilog local variables which provide users with an efficient way to handle complex data and design constructs. Both novice and advanced users of formal verification, as well as design engineers with no formal experience, will benefit from the performance, ease-of-use, modeling, and design analysis features of JasperGold Verification System 4.3.

“JasperGold System 4.3 is a landmark release for the formal industry. Not only does it improve performance and usability for verification engineers, but it also introduces the first formal solution addressing the 'sandbox' verification needs of design engineers. JasperGold's industry-leading implementation of SVA local variables also opens new applications for transaction-level formal verification,” said Craig Cochran, vice president of marketing at Jasper Design Automation. “Several major companies have broadly deployed JasperGold Verification System, and with the market adoption rate of full formal verification accelerating, JasperGold System v4.3 delivers the capabilities needed to speed broad deployment of formal verification on large projects.”

#### **Parallel Engine Multi-threaded Processing Delivers Higher Performance**

JasperGold Verification System v4.3 includes a new parallel engine multi-processing architecture, enabling users with fast or multi-core machines to benefit from increased verification performance, as well as an easier usage model. With parallel engine multi-processing, JasperGold System v4.3 launches multiple proof engines, with differing, complementary strengths, on each property to be verified. The first engine to complete a proof then terminates the other engines and the process moves to other properties. This new architecture also simplifies engine selection, since the fastest engine always wins.

#### **Formal Verification of SystemVerilog Local Variables**

JasperGold System v4.3 also includes support for formal verification of SVA local variables. SVA allows variables to be defined locally within sequences and properties. These local variables are then used to maintain state within the pipeline of events described by the sequence. Local variables are particularly useful for capturing and comparing transaction flow through the pipeline, and provide SystemVerilog users with powerful modeling capabilities that can enable transaction-level formal verification.

### **Introducing InFormal™ Design Analyst**

JasperGold System v4.3 introduces InFormal Design Analyst, a new application for formal verification targeted to address the ‘sandbox’ verification performed by design engineers. Without requiring any properties or testbench, InFormal Design Analyst enables a design engineer to statically demonstrate the behavior of a design by manipulating automatically generated waveforms. This new application of formal verification reduces design engineers’ dependence on simulation and testbenches for ‘sandbox’ verification, and requires no property development or experience with formal verification tools.

### **Pricing and Availability**

JasperGold Verification System v4.3 is currently available. The new Parallel Engine Multi-processing Option to JasperGold Verification System is priced at \$25,000 for a one-year floating time-based license.

### **See JasperGold Verification System 4.3 at DVCon**

To learn more about JasperGold Verification System v4.3, or to view a demo, please visit Jasper in booth #201 at the Design and Verification Conference and Exhibition (DVCon), at the Doubletree Hotel in San Jose, California, February 21-22, 2007.

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### ***Jasper Design Automation Advances Verification Planning With GamePlan™ Verification Planner v1.1***

21 February 2007

Enhancing its free solution that addresses one of the key problems facing verification teams, [Jasper Design Automation](#) announced availability of GamePlan™ Verification Planner v1.1, a valuable tool for generating and tracking verification plans. In version 1.1, GamePlan increases the customizability and flexibility of Verification Planning in order to maintain and track the current status of a dynamic verification plan. Initially offering some pre-defined templates to help jumpstart users, Gameplan is now fully customizable, enabling the greatest flexibility in planning and tracking verification progress. Incorporating feedback from early users who embraced the tool, GamePlan Verification Planner v1.1 enables Verification Plans to be fully searched, sorted and filtered based on user-specified criteria, enabling quick isolation of specific verification efforts. In addition, Verification Plans can be linked to external documents and graphic images, such as Word documents and web pages containing

specification data. These capabilities deliver significant value by providing teams with instant access to current verification status while enabling ready access to vital specifications.

“GamePlan has been embraced enthusiastically by verification teams around the world because of its ability to integrate formal verification easily into the overall verification plan,” stated Jay Littlefield, director of technical marketing at Jasper Design Automation. “GamePlan is also highly valued by engineering management since it makes communication of verification status as simple as the push of a button. And, release 1.1 makes it even easier to track a changing verification plan and to readily share current status among design and verification teams.”

### Availability

GamePlan Verification Planner 1.1 is free, and currently available for download from the Jasper Design Automation corporate website. Check <http://www.jasper-da.com/gameplan> for details.

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### ***KOMPAS-3D Model Recognition Add-On Simplifies Models Exchange Between Different CAD Solutions***

15 February 2007

ASCON announced the availability of new add-on for its 3D Parametric Solid Modelling solution KOMPAS-3D. 3D-Model Recognition System is intended for recognition of part or assembly elements, being imported to KOMPAS-3D from another CAD solutions. 3D-Model Recognition System extends opportunities of information exchange between organizations using different CAD systems, including recovering its 3D-models with comprehensive Design Tree and considerable saves time for model recognition. This add-on allows full-scale use of part or assembly documents in KOMPAS-3D environment, including its editing.

ASCON has always paid much attention to import/export functions in KOMPAS-3D solution and supported most common CAD formats had inside the basic version for free (including DXF, DWG, IGES, SAT, XT and others). Now KOMPAS-3D customers who combine other CAD solutions at their enterprise or exchange models with partners having other corporate standards, will benefit from a extended KOMPAS-3D collaboration features and better import/export opportunities of the solution.

3D-Model Recognition System will be supplied as separate add-on for KOMPAS-3D. The system works with imported models of any format supporting by KOMPAS-3D: ACIS (\*.sat), IGES (\*.igs), Parasolid (\*.x\_t, \*.x\_b), STEP AP203 (\*.stp, \*.step). Design Tree is created as a result or recognition. It allows both editing definition of constituent elements to modify their parameters and editing sketches to change the geometry of elements, based on sketches.

ASCON in the web: <http://www.ascon.ru/english>.

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### **MachineWorks v6.4 is Released**

19 February 2007

MachineWorks Ltd has announced the release of its latest version, MachineWorks™ v6.4. with original facilities for supporting full machine simulation and a significant improvement to the breadth and performance of rendering.

#### **Complex Turning**

MachineWorks v6.4 includes support for full machine simulation with particular emphasis on complex turning simulations. “One of the reasons why market leaders choose MachineWorks to add the latest simulations into their applications is because of the advanced solutions MachineWorks can offer for the latest CNC machining”, comments David Manley, Managing Director.

#### **Real Time Speed Simulation**

MachineWorks has developed enhanced hardware acceleration of rendering resulting in a significant improvement in the performance of simulation. Mike Nicholson, Sales & Marketing Director said, “We have made considerable efforts towards achieving machine tool simulation in real time. In our opinion simulation will become standard on all CNC controllers and the speed factor is going to have a big impact on the development of simulation on controllers”.

#### **Automatic Gouge Detection for Simultaneous 5-Axis**

MachineWorks has now extended their automatic gouge detection to continuous 5-axis milling cuts. Less input from operators is necessary thanks to intelligent features like on-the-fly gouge detection. Due the complex nature of 5-axis simulation, MachineWorks put a great development effort in order to make clever features work simply.

Some of the numerous features of version 6.4 include a much greater flexibility to handle input geometry models including open solids. Also the addition of ‘render objects’ across all engines to allow applications to render their own geometry and annotation objects. For further information on the newly released functionality you can log on to [www.machineworks.com/whats\\_new.htm](http://www.machineworks.com/whats_new.htm).

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### **Sescoi Expands Availability of Formtec’s NCspeed**

13 February 2007

## CIMdata PLM Industry Summary

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[Sescoi](#) has been a NCspeed partner in the German, Japanese and UK markets for several years. SESCOI are now pleased to announce that NCspeed is also available from SESCOI France.

NCspeed, developed by German company Formtec, is fully integrated into SESCOI's WorkNC Automatic CAM/CAD system to further optimize the NC code generated by WorkNC, thereby producing reductions in cycle times of up to 20%.

NCspeed works directly on the postprocessed NC data for 3 and 5-axis toolpaths and is launched from inside WorkNC. The software uses volumetric simulation to calculate the amount of material being cut at any instant. It can then use this information to constantly adjust the feedrate to speed up cutting where tool load is light, and slow it down for heavy cutting conditions.

Using NCspeed to optimise the machining process is particularly valuable when small diameter tools are being used, eliminating the danger of tool breakage. Similarly, the software produces significant advantages when long thin cutters are employed, by minimising tool load and hence cutter deflection, and also by reducing chatter in situations where excessive vibration is most likely to occur. Even in free cutting material these advantages can generate worthwhile savings in machining time and in the cost of cutters through extended tool life. Furthermore, utilising optimum cutting conditions across the job will have a positive impact on surface quality and accuracy.

NCspeed's optimisation routines will check for, and remove, feedrate movements if the cutter is out of the material, and also optimise rapid movements to reduce the overall length of the toolpath while at the same time checking for collisions.

Catherine Marko, Director of SESCOI France, commented, "Incorporating NCspeed into WorkNC provides another weapon in the engineer's armory for minimising cycle times, increasing quality and cutting tooling costs."

Dr Joachim Friedhoff, General Manager of Formtec added "Utilizing feedrate adaptation techniques offered by NCspeed helps the die and mold making industry to reduce the manufacturing costs and makes a contribution to the competitiveness of this industrial sector."



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### **SmartOrg Releases v7 of Decision Advisor® Software**

February 2007

Decision Advisor's unique "value map" graphic interface provides a clear picture of the technical and commercial factors that influence the economic value of new business opportunities, including the impact of risk and uncertainty. The maps make the model structure transparent to decision makers and stakeholders. To enable analysis, the software instantly converts graphic value maps to Excel spreadsheets, producing instant results.

The software can be used on various levels, depending upon the expertise of the user:

- **Coached Level:**  
A coach guides users through developing a business model, building a value map, converting the map to an Excel spreadsheet, and showing results.
- **Manual Level:**  
Users select from a pallet of objects to build the value map. The system converts the map to a spreadsheet and shows results.
- **Decision Analysis Level:**  
Advanced features support analysis of complex risk/uncertainty models (decision trees, value of control, value of information, cumulative probability distributions).

Decision Advisor v7 contains features suggested by users from a wide variety of industries. Its patent-pending automatic spreadsheet development saves time, avoids formula and entry errors, and makes the model structure crystal clear to everyone.

Says a new user from one of the world's leading aircraft jet engine manufacturers, "Using Decision Advisor, I was able to construct a business model in four hours that would have previously taken me weeks [using conventional spreadsheet approaches]."

For additional information contact [info@smartorg.com](mailto:info@smartorg.com) or visit [www.smartorg.com](http://www.smartorg.com) and click on Products/Decision Advisor.

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### **Valor Announces vPlan - Breakthrough in Assembly Process Engineering**

20 February 2007

[Valor](#) Computerized Systems Ltd has launched vPlan, the next-generation, enterprise-level process engineering solution for electronics assembly. Aimed at manufacturers needing to reduce costs and gain more capacity from current assets, Valor delivers a solution for synchronized process engineering in an easy to use package.

vPlan drives the manufacturing process and is a single solution that delivers a complete, seamless engineering process from CAD to machine, covering SMT, Through Hole Technology (THT) and manual assembly, in three simple steps. Step one is the definition of the product, involving the creation of a normalized and validated virtual PCA using a lean data model that enables quick-change management, DfX analysis, and an optimized assembly process. Thanks to Valor's 'learning-library' feature, it is possible to read or define data just once, and use it multiple times without having to redefine it again.

Auto-Generated Machine Shapes – step two involves the definition of production resources. Virtual machine lines can be defined and machine library data can be autogenerated for all machine configurations with the help of Valor's VPL service. With these capabilities, vPlan practically eliminates one of the most difficult and time-consuming tasks – management of the machine libraries.

At step three, Manufacturing Process Definitions (MPD) are generated. They contain optimized output and documentation for assembly machines and manual work cells, perfectly matched to available resources and to the product model.

“Factories today are being squeezed from all sides, and companies have the daunting task to find ways to stop leaks that drain profit and efficiency from their operations. With true software innovation, Valor’s new assembly solution addresses many of the damaging manufacturing pressures all in one go, in a single toolset, across all machines and lines, and faster than ever before,” said Ofer Shofman, CEO at Valor Computerized Systems.

“vPlan takes a very different and unique approach compared to other products on the market. It focuses on reducing work in progress and increasing overall equipment effectiveness to ensure the smoothest, optimized manufacturing process flow,” said Julian Coates, vice president of process engineering at Valor.

“It delivers a complete comprehensive and synchronized set of Manufacturing Process Definitions (MPD) to the production floor, resulting in right-first-time programs, better first pass yield, much reduced rework and increased long term product quality. In addition to its capabilities as an engineering platform, customers still require an easy to use interface, and Valor developed vPlan with the user firmly in mind.”

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### ***VISTAGY Poised to Capitalize on Unprecedented Growth of Composites in Aerospace Engineering***

16 February 2007

VISTAGY, Inc. re-affirmed its leadership position in providing composites and airframe design and assembly software to the global aerospace engineering industry. Rapid growth in the civil and regional aircraft manufacturing industry, coupled with great demand for carbon-fiber composite materials used in aerospace products and parts, has provided VISTAGY with a platform for pursuing significant new growth opportunities in 2007. VISTAGY cited market evidence that supports the need for its specialized engineering software tools across the global supply chain for today’s new composite aircraft designs.

The increased use of composite materials in aerospace applications will dramatically change the economics of flight and the process of developing aircraft. Recent successes using composites for major new commercial, military, regional and Very Light Jet (VLT) aircraft programs, as well as the promise of part consolidation to lower manufacturing costs, weight reduction for increased fuel efficiency, and improved fatigue resistance for better durability and lower maintenance costs, has driven the demand for these composite materials. Analysts estimate that the current composites market for the aerospace industry is more than \$7 billion, with the production of finished carbon-fiber composite components and structures accounting for \$5.5 billion. The global market is expected to reach \$14 billion within ten years and could quadruple by 2026.

## CIMdata PLM Industry Summary

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“In the coming years, aerospace engineers will need to completely re-engineer their entire product development process, from conceptual design to manufacturing and quality assurance, to realize the business benefits and technology advancements that composite materials promise,” said Steve Luby, president and CEO at VISTAGY, Inc. “Their success depends on how well they transform their engineering processes and streamline their global supply chain. Our specialized engineering software and services have helped numerous organizations begin that transformation and enabled faster, more accurate and more efficient composite product development.”

Hundreds of aerospace manufacturers around the world, as well as their globally distributed suppliers, are utilizing VISTAGY’s CAD-integrated software to capture and communicate complete 3D digital product definitions throughout their development chains. Leading manufacturers including AleniaAermacchi, Terma, Korea Aerospace Industries, Shenyang Aircraft Corporation, GKN Aerospace Engineering Services, P&Z Engineering, and China Helicopter Research & Development Institute have selected VISTAGY’s FiberSIM® software for composites design and manufacturing. FiberSIM, powered by VISTAGY’s EnCapta® technology, helps engineers in the aerospace industry streamline many of the tedious, time-consuming and complex tasks for designing and manufacturing composite products.

VISTAGY also recently announced its Airframe Design Environment™ (ADE) software. It is the first-ever application fully integrated into commercial CAD systems that is specifically tailored to designing and manufacturing airframes. The ADE enables aerospace engineers to define all essential non-geometric information, such as airframe joints, sealants and fastening hardware, and associate it with the relevant geometry. The software then automates critical design calculations, like distance to edge and distance between fasteners, and defines conditions of supply to create truly complete 3D digital product definitions of airframe components and assemblies. As a result, manufacturers in the aerospace industry can more efficiently, quickly and cost-effectively develop aircraft.

All software applications powered by EnCapta, including the Airframe Design Environment, operate within the CATIA V5, Pro/ENGINEER Wildfire, and NX CAD systems. For more information about VISTAGY’s airframe assembly environments, please visit our [Web site](#).

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