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Acquisitions

Cadence Acquires Chip Estimate, Extending Solutions to Improve Decision-Making at Early Stages of IC Planning

11 March 2008

Cadence Design Systems, Inc. announced that it has acquired Chip Estimate Corporation, a leader in delivering IC planning and enterprise-level IP reuse management solutions. Founded in 2003, Chip Estimate products enable electronics design teams to predict the die size, yield, power consumption, performance, and cost of chips based on almost any design architecture, IP and silicon process node options.

In addition to its chip planning technology, Chip Estimate has developed the portal, ChipEstimate.com, which hosts a collaborative partnership of over 175 IP suppliers and foundries featuring over 6,000 IP components. The combination of Chip Estimate's IC prediction technology and chip planning portal enables customers to perform technical and cost-benefit what-if analysis to drive cost-optimized IC design and reduced project risk in a more efficient and reliable manner.

"We are excited to be combining our capabilities with an industry leader," said Adam Traidman, president and CEO of Chip Estimate. "Chip Estimate customers will benefit significantly from the synergies and opportunities created by the combination of the companies, and together we can deliver even greater value to the electronics design community."

"The Chip Estimate technology and Web portal are great complements to the [Cadence](#) solutions portfolio and fit perfectly with our strategy to partner with the design IP industry instead of compete with them," said Craig Johnson, corporate vice president, Marketing and Strategy at Cadence. "In addition to providing reliable ROI analysis to our customers, we will enable IC companies to improve

their internal IP reuse productivity."

The acquisition was completed March 7. Terms of the agreement were not disclosed.

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Microsoft Announces Acquisition of Rapt—Rapt solutions will provide Microsoft with advanced technology and services for digital media publishers.

March 14, 2008

[Microsoft Corp.](#) today announced plans to acquire [Rapt Inc.](#), the leading provider of advertising yield management solutions for digital media publishers. Rapt's technology, along with its information and advisory services offerings, will become key components of the Atlas Publisher Suite, part of Microsoft's Advertiser and Publisher Solutions Group. With the inclusion of Rapt, the Atlas Publisher Suite allows Microsoft to provide its customers with integrated asset and inventory management, forecasting, yield and sales management, and ad delivery and operations.

"Online publishers have a complex array of needs, and they require more attentive and sophisticated partners to help them solve these challenges," said Brian McAndrews, senior vice president of the Advertiser and Publisher Solutions Group at Microsoft. "With this acquisition, we are uniquely positioned to help publishers succeed on all fronts. Our end-to-end solution will include workflow tools, ad package and delivery, turnkey distribution, content partnerships, and yield management and optimization."

A key product that will emerge from the marriage of Rapt's planning capabilities and Atlas' campaign management capabilities is an integrated publisher sales workflow solution. This solution will improve upon the existing industry offerings for publishers' sales teams when used with Rapt's existing pricing analytics, inventory management and business intelligence products on top of Atlas' ad serving platform.

"The opportunity to join forces with Microsoft and to see our technology flourish inside a much larger platform was too compelling to pass up," said Tom Chavez, founder, president and CEO of Rapt. "We're confident that, with Microsoft, we can continually improve publisher results and aggressively grow our combined client base that already includes over half of the top 25 U.S. publishers."

About Microsoft Advertiser and Publisher Solutions

Microsoft Advertiser and Publisher Solutions (APS) provides world-class advertising platforms and tools for advertisers, agencies and publishers. Its mission is to make buying and selling media simpler, smarter and more cost-effective across media and devices in the Microsoft network of properties and beyond. The APS portfolio includes Microsoft adCenter, Atlas, DRIVEpm, Massive Inc. and ScreenTonic. APS businesses span search, display and emerging media including mobile, gaming, video on demand and IPTV. More information can be found at <http://advertising.microsoft.com>

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CIMdata News

CIMdata Presents PLM and Factory Automation Sessions at INDUSTRIE Paris 2008 April 2, 2008

10 March 2008

CIMdata PLM Industry Summary

We invite you to join CIMdata at [INDUSTRIE Paris 2008](#). We will be present and lead a discussion about Product Lifecycle Management (PLM) and Factory Automation. Industrie Paris 2008 will be held in Paris on 31 March – 4th April, 2008. CIMdata's session is scheduled for the afternoon of Wednesday, 2 April from 14:00hr – 17:00hr.

When: Wednesday 2 April 2008

Where: Paris Nord Villepinte France

Topic: Product LifeCycle Management & Factory Automation

Agenda:

14:00-14:50 – PLM Market Situation & Fit with Automation by Ed Miller - CIMdata President

Product Lifecycle Management (PLM) has become an accepted and increasingly required initiative in leading companies around the world. But PLM has not been a stagnant strategy with static boundaries; it has been a dynamic and continuously evolving strategy that is growing in response to the pressing needs of industrial companies to transform themselves in order to succeed. This session will provide an overview of the current state of PLM in industry, with a focus on its growing span of coverage of the full product lifecycle. As a part of this, the fit with Digital Manufacturing and the link to Factory Automation will be introduced. Motivations that are driving this industry evolution will be presented along with perspectives on the current level of investments across industries and regions.

15:00-15:50 – Digital Manufacturing & Automation: An Overview by Ed Miller - CIMdata President

Digital Manufacturing is a technology-enabled approach that can be used to effectively transform product designs to take advantage of a company's manufacturing resources and capabilities, and to more effectively design a company's manufacturing processes and facilities. This session will provide a perspective of the overall status of Digital Manufacturing in industry. The technologies to support Digital manufacturing, and knowledge of how to most effectively use them, are rapidly evolving in both depth and breadth. To date, most investments have been from substantial organizations that produce complex products. But advances and experience are allowing a broader range of companies to take advantage these tools. Additionally, the integration with Factory Automation technologies is being hastened by changing industry dynamics. These topics will be discussed in this session.

16:00-17:00 – Roundtable: Digital Manufacturing & Automation

Moderator of the Panel – CIMdata – Jacques Cornelis

Members of the Panel:

Siemens PLM Software – Eric Gautier

Dassault Systemes – Yves Coze - Vice President EMEA Sales

PSA– Olivier Marchand/ Digital Manufacturing Manager - User of the Delmia (Dassault Systèmes)solution

User company #2 – an industrial user of the Tecnomatix (Siemens PLM software) solution

This Roundtable will provide the perspectives of both suppliers of Digital Manufacturing solutions as well as those of companies that have already implemented Digital Manufacturing solutions and can share their experiences. The objective is to provide a view of the achievements of companies already utilizing the solutions as well as to understand the major challenges that they have faced in reaching this

CIMdata PLM Industry Summary

point. Questions for the panel will include topics from the Moderator as well as questions from the audience, and are expected to include:

What was the anticipated value of Digital Manufacturing, and how have the real experiences of companies compared to expectations?

What challenges have companies face to achieve success with Digital Manufacturing implementations, and how have they overcome these challenges?

What has been the impact of Digital Manufacturing on the operations of the business – not just financial impacts, but the organizational and operational impact?

What are future plans for the use and expansion of Digital Manufacturing solutions?

What are the current and anticipated links from Digital Manufacturing solutions to MES and Factory Automation systems, and what current/expected benefits are driving this move?

Other topics as identified.....

Registration: www.industrie-expo.com

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CIMdata Posts a New Opinion Poll about the Comparison of an ERP and PLM Implementation and Announces the Results of Our Last Poll

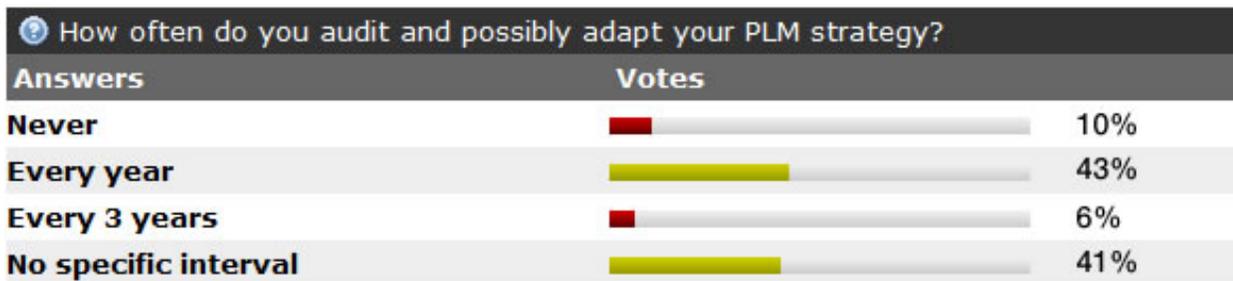
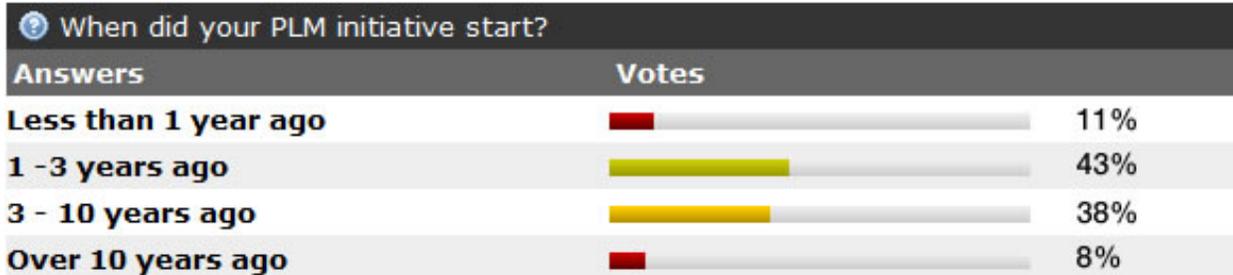
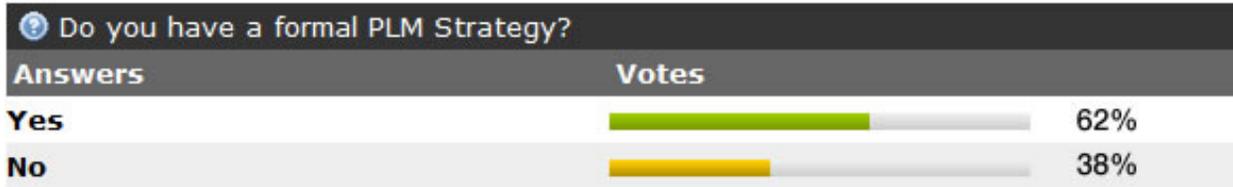
14 March 2008

When you compare a PLM implementation to an ERP implementation then which statement is most valid? Click [here](#) to see the choices and vote.

Please note that the results of these polls are tabulated as you vote. The results are completely anonymous.

The results from our poll on your PLM strategy are:

CIMdata PLM Industry Summary



CIMdata Analysis:

This opinion poll indicates that of the companies responding, 43% initiated their program within the last 3 years. This group generally reflects the recent adoptions of PLM by small to medium size enterprises. Adoption of PLM by SMEs has been growing rapidly as the PLM providers have developed solutions targeted to that market. The group that initiated their PLM program between 3 and ten years ago (almost 38% of respondents) generally represents larger enterprises which have been the primary market for PLM solutions since the mid to late 1990s. Those companies that initiated their program over ten years ago represents the early adopters of PLM – generally larger automotive, aerospace and heavy machinery companies.

A majority of respondents also indicated that their company had a formal PLM strategy. CIMdata strongly recommends that company establish a PLM strategy prior to selecting any specific solutions and beginning implementations. Having a defined strategy provides a framework for determining the best solution for each individual company and for how the solutions should be deployed to deliver the maximum benefit for that investment. In the opinion poll 43% indicated that their company conducts a yearly PLM audit – a best practice that CIMdata strongly recommends – and another 41% indicated that they conducted audits randomly over time.

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Company News

Aras Names Martin Allemann as Vice President of EMEA

11 March 2008

Aras® Corporation announced the appointment of Martin Allemann as vice president of Europe, Middle East, and Africa [EMEA]. Mr. Allemann will lead the Aras expansion in the EMEA market with responsibility for strategy, sales, and operations and will oversee partner network development and customer satisfaction throughout the region.

The EMEA expansion will further accelerate the significant momentum achieved by Aras throughout the global corporate community. Mr. Allemann's organization will provide a European base of operations to deliver the Aras enterprises-class support and services in conjunction with the extended partner network for local geographic representation across the region for customers with multinational new product development and supply chain operations.

With nearly 20 years of leadership in the product lifecycle management [PLM] enterprise software market Martin Allemann brings extensive experience in executive sales, industry strategy, professional services, and partner relations. Martin Allemann has had a track record of customer success and corporate growth throughout his career.

"Martin Allemann's executive leadership over the past 19 years at Agile and Eigner has delivered results for customers and driven value for shareholders," said Peter Schroer, President of Aras Corporation. "Having worked side-by-side with Martin on the management team at Eigner I know from experience that he brings an exceptionally strong understanding of the PLM market and of enterprise customer needs. With the addition of Martin Allemann, Aras is well positioned to continue our strong international growth and expansion."

"I am proud to join [Aras](#) as the Vice President of EMEA, and look forward to building the Aras presence across the region," said Allemann. "The innovation of the Aras advanced model-based enterprise SOA represents the next generation for enterprise PLM solutions, and by using the Microsoft open approach Aras provides companies with a compelling value proposition over conventional PLM systems. I look forward to working with companies and partners across the region to grow the corporate community and achieve results for customers."

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Arena PLM to Help Equitrac Speed Time to Market, Manage Supplier Collaboration and Improve ECO Processes

12 March 2008

[Arena Solutions](#) announced that Equitrac Corporation (<http://www.equitrac.com>), a world leader in intelligent print management and cost recovery solutions, has purchased Arena PLM to help it accelerate time to market, manage supplier collaboration, and improve engineering change order (ECO) processes. The company selected Arena PLM for its functionality and the software's on-demand, low-cost, low-risk delivery model.

With its line of computer hardware and software systems designed to track, record and report on office automation expenses, Equitrac helps many of the AMLAW 200 firms, Fortune Global 100 corporations,

CIMdata PLM Industry Summary

leading college campuses, and government agencies around the world recover costs, reduce waste, protect confidentiality and simplify IT. Tremendous success and rapid expansion in recent times meant the company had outgrown its old processes. Equitrac decided to transition from using spreadsheets and file servers to using Arena PLM to manage all new product introduction (NPI) information and engineering changes.

"Currently, Arena PLM is one of the most important and strategic software tools we have in the company," said Yas Barsoum, director of quality at Equitrac Corporation. "There is a cross-functional team at the company interacting with Arena PLM everyday -- and the beauty of it being delivered over the Internet is that we can access our files from anywhere in the world, anytime we need the data. Arena PLM has already offered us management and efficiency improvements for handling engineering changes and we expect an even greater boost in productivity as we automate our outsourcing and compliance management processes. The cost-to-benefit ratio we received by selecting Arena PLM is tremendous."

For Equitrac, using Arena PLM means heightened supplier collaboration capabilities, with virtually no IT support costs. All customer data is hosted by Arena and protected by financial-grade security -- on par with the level used by banks -- not only offering cost-savings, but giving Equitrac peace of mind, knowing that its data is safer hosted with Arena than at the company alone.

"Equitrac is a perfect example of a successful, growing company that can realize huge returns by centralizing its product record, automating key collaborative processes like change management, and taking advantage of Arena's analytical tools for instant visibility into product, project, and compliance status," said Craig Livingston, chief executive officer at Arena Solutions. "The team's knowledge and experience combined with the capabilities of Arena PLM will enable the company to continue to provide a high level of products and services even as its roster of customers grows exponentially larger."

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Autodesk Celebrates Value-Added Resellers' 25th Anniversary

10 March 2008

[Autodesk, Inc.](#) will honor an elite group of value-added resellers (VARs) during an awards ceremony held at the company's annual sales and channel event, One Team Conference, and acknowledged their 25 years of outstanding sales and superior customer service. All seven companies partnered with Autodesk shortly after the company introduced its flagship AutoCAD software that brought computer-aided design (CAD) capabilities to the PC at an accessible price. These VARs are part of Autodesk's global network of 1,700 channel partners responsible for delivering Autodesk's digital design technologies to customers across multiple industries, including architecture, engineering and construction, manufacturing, automotive, utilities and government, telecommunications, gaming, TV and film.

"The best part about being an Autodesk partner for 25 years is being involved from the very beginning, seeing their software evolve from basic lines, arcs and circles to the powerful 3D modeling tools they are today," said Claire Botkin, President at Autodraft, one of the VARs celebrating its silver anniversary.

The value-added resellers celebrating 25 years with Autodesk include:

- * Applied Software Technology, Atlanta GA
- * Autodraft, Inc., Calgary CANADA

CIMdata PLM Industry Summary

- * CADD Centers of Florida, Inc., Ft. Lauderdale, FL
- * IRISCO, Quebec CANADA
- * Kelar Corporation, San Diego, CA
- * KETIV Technologies of CA, Inc., Fullerton, CA
- * Robotech CAD Solutions, Inc., Hoboken, NJ

"These extraordinary resellers have been remarkable in their efforts to implement best-in-class Autodesk design solutions that address customers' needs and that grow with customers as their businesses evolve," said Steven Blum, senior vice president, Americas Sales, Autodesk. "These partners have provided Autodesk with invaluable insight that has been essential to our own growth. Without them, Autodesk would not be where it is today."

Veteran VARs Influence Sales, Software Innovation

The companies honored are pioneers in software sales, breaking new ground with support for technology designed for vertical industries, and adopting what are best practices in customer service and support -- such as giving Autodesk early and ongoing insight into customers' business needs and day-to-day use of technology, helping Autodesk to identify prospective areas for product research and development.

"Kelar has been part of the technological revolution that has changed the design profession -- it is the innovation that has kept the adrenaline going," said Mo Mansouri, president of Kelar Corporation. "We, as part of a group of pioneers, have significantly increased productivity, accuracy, and proficiency for our customers while selling Autodesk solutions. In the last 7 years alone we have grown our Autodesk business approximately 500 percent."

Autodesk supports its global partner network through a number of initiatives including establishing a distinguished reseller recognition program, implementing a customer engagement program which has helped increase partner solutions sales, investing in channel capability through immersive training, and creating a channel partner Web portal designed to provide resellers fast, easy access to a wealth of materials, program information and news.

"Year after year Autodesk has challenged us by raising the bar that defines success," said Kanwar Anand, Principal of KETIV Technologies. "Meeting that challenge has been rewarding, and we feel the best is yet to come."

Autodesk designates VARs based in part on their proficiency in promoting, demonstrating, installing and supporting Autodesk products. The companies celebrating their silver anniversary with Autodesk have helped set the standards that resellers must meet to become Autodesk-authorized VARs.

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Bentley Appoints Edward Mueller as Chief Marketing Officer

12 March 2008

Bentley Systems, Incorporated announced the appointment of Edward Mueller to the position of chief marketing officer. In this capacity, Mueller will develop and manage corporate and product marketing strategies and programs for Bentley's comprehensive portfolio of software and services. Mueller has more than 20 years of experience working in Silicon Valley for both publicly and privately held

CIMdata PLM Industry Summary

software companies. Before joining Bentley, Mueller served as chief marketing officer for Everdream Corporation, a leader in on-demand desktop management systems that was recently acquired by Dell Computer. Other executive and management roles Mueller has held include chief marketing officer for Commerce One, founder of ShortCycles, Inc., and director of marketing for TCSI Corporation.

Mueller holds a BSE degree from the University of Michigan and an MBA degree from the University of Chicago's Graduate School of Business.

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EDS Appoints Musser as Chief Information Officer

March 13, 2008

[EDS](#) today announced it has appointed Cherri Musser as vice president and chief information officer (CIO), effective March 31, 2008. She will report to Charlie Feld, senior executive vice president of Applications Services.

As CIO, Musser will be responsible for EDS' global infrastructure and internal systems including information technology (IT) strategy and planning, implementation, and service level agreements supporting the EDS enterprise. This includes the further build out and execution of EDS' own application modernization strategy through the deployment of the company's multi-year IT investment plan.

"Cherri is a well-respected CIO with proven experience managing complex, global environments," said Feld. "She will be a tremendous asset to EDS and our clients. Her knowledge and insight will help EDS continue to showcase its transformational efforts to clients and further evolve our processes as an enterprise."

Previously with General Motors (GM), Musser most recently served as group vice president and CIO for GMAC Financial Services. In that role, she led integrated IT transformation efforts. Earlier in her GM career, Musser served as the process information officer of Supply Chain, OnStar and Business Services. Musser joined GM after 20 years with Texas Instruments (TI), where she held various leadership positions including vice president of worldwide research and development in TI's Software Division.

Musser is an executive committee member and past president of the Michigan Council of Women in Technology (MCWT). She has been recognized as one of the 100 leading women in the North American auto industry by Automotive News and as one of the 25 most influential people in the supply chain industry by Supply Chain Technology News. Musser has also been recognized as one of the "Top Michigan Women in Computing" by The Association of Women in Computing. She received the 2007 2CMichigan Corporate Commitment Award honoring individuals participating in area relations, organizations and philanthropic activities that impact the Michigan community.

Musser earned her bachelor's degree in Mathematics from Mississippi State University and her master's degree in business administration from Southern Methodist University.

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Exa Corporation and FKFS Partner to Create the Center for Digital Vehicle Development

11 March 2008

CIMdata PLM Industry Summary

[Exa® Corporation](#), a global supplier of simulation software and technologies for product development optimization and [FKFS](#) (Research Institute of Automotive Engineering and Vehicle Engines Stuttgart) jointly announce the creation of the Center for Digital Vehicle Development. The Center's charter is to actively focus on bridging the gap between physical and digital engineering; proactively work with vehicle manufacturers to explore ways to enable fully-integrated digital simulation as part of their product development process; foster the education of tomorrow's engineer; and finally, investigate design for manufacturability simulation.

The continuous demand for automotive manufacturers to offer a wide variety of vehicles faster, with shrinking budgets and increasing requirements can only be addressed by heavily incorporating digital simulations throughout all levels of product development engineering. Because of these industry factors, it became clear to Exa and FKFS that they should formalize their partnership and create a Center that collaboratively and proactively addresses these issues. "It is part of our obligation as leaders in this field to fund research and development that will ease and enhance the adoption and full integration of digital simulation," comments Steve Remondi, President and CEO for Exa Corporation. "FKFS is the only partner we would consider in this venture with their unique combination of a prestigious university affiliation (University of Stuttgart), world-class staff, extensive physical testing facilities and state-of-the art simulation capabilities." Remondi continues, "I have every confidence this Center will drive future engineering practices and help vehicle manufacturers realize and utilize the depth of information that simulations provide."

Known globally for his expertise in vehicle research, Prof. Dr.-Ing. Jochen Wiedemann, member of the board of FKFS, comments further, "At FKFS, we recognize the strategic importance of digital simulations in the vehicle development process and are pleased to be working with Exa, the leader in this field, to further develop and broaden applications for digital design." Wiedemann continues, "This center will address tomorrow's expansion today by optimizing and validating new applications where digital development can make significant impact on product engineering."

Although the Center for Digital Vehicle Development will initially focus at FKFS on the following projects, these will evolve with industry demands and perceived need. First areas to be addressed include:

Vehicle Dynamics and Driver Response

Soiling and Water Management

Aerodynamics

Wind Noise Transmission

Buffeting

Thermal Management

The Center is already formulating projects with major auto manufacturers. "Our goal of creating this Center is already being recognized by industry leaders," remarks Exa's Steve Remondi. "The depth of the potential impact of digital design is just beginning to be tapped. It is our sincere hope that this Center will be a resource for global manufacturers for years to come."

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CIMdata PLM Industry Summary

First Trace Names Albert Whipple VP of Sales

13 March 2008

[First Trace, Inc](#) has announced that Albert Whipple has joined the company as the new Vice President of Sales. Whipple will lead First Trace in bringing the advanced Kinnosa suite of products and solutions to the engineering and enterprise marketplace. "Albert brings an entrepreneurial passion and decades of sales and marketing experience in high technology industries to our growing team," said Terry Simpson, President and CEO of First Trace. "We are extremely excited about bringing a dynamo of this caliber aboard to command our sales efforts."

Albert Whipple has succeeded as a VP of Sales and Marketing and Director of Sales for a number of software, high technology, and project management firms including Informatics, Tektronix and Electronics for Imaging.

At First Trace, Albert will focus on driving Kinnosa solutions into the engineering and enterprise marketplace and establishing Kinnosa as the de facto standard for document management solutions. The Kinnosa Enterprise System is an open, distributed, and affordable document management system that integrates with CAD products such as SolidWorks, Microstation, AutoCAD, as well as desktop tools MS Office and OpenOffice. Whipple has a responsibility for sales teams across North American and Europe handling both direct and indirect sales.

"Albert's experience in directing sales teams, delivering multi-million dollar contracts, and developing market opportunities will cement First Trace as the market leader in software solutions for highly complex document management and process management requirements," said Terry Simpson. "We are looking for Albert to use his expertise to take control of our national and international customers and prospects to build on the success we have already achieved in delivering evolved solutions."

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Gerber Technology Celebrates 40th Year in Apparel Industry

10 March 2008

Gerber Technology is celebrating its 40th year in the apparel industry. The company was founded as Gerber Garment Technology in 1968, and today is known as Gerber Technology.

"We are extremely pleased with the solutions we've pioneered over the course of 40 years, from introducing production automation and computer aided design, to product lifecycle management for the fashion industry," said Bill Brewster, Vice President Global Marketing and Product Management, Gerber Technology. "Now, as we enter the first year of our fifth decade, we will be delivering new solutions over the course of the next 12 months that will continue to set the agenda for companies that operate within the 'concept to retail' value chain."

Gerber Technology Customers Well Prepared to Address Market Dynamics

Gerber Technology customers have been implementing the basic building blocks of Fashion Lifecycle Management (FLM) -- Gerber Technology's product lifecycle management solution for the apparel industry -- since the mid 1990's. WebPDM™ is the conceptual predecessor of Gerber's Fashion Lifecycle Management Suite which launched in 2006. Gerber's FLM Suite provides global, real-time visibility and control throughout the product development and lifecycle management processes from planning to sourcing. FLM combines the power of WebPDM, a leading product data management

CIMdata PLM Industry Summary

solution, with a scalable enterprise-wide workflow engine and collaboration tools. FLM integrates three essential layers: Design, Product Data Management and Information Collaboration. Each layer comprises powerful tool sets that provide modular functionality.

"With the year-in, year-out continuation of market forces, companies involved in the apparel industry need to ensure their solutions will address these issues," Brewster added. "Analysts currently project investment in software and hardware solutions to remain conservative. We believe the best investment for addressing these issues today and into the future is a fully functional Fashion Lifecycle Management (FLM) solution. The first step is understanding your own landscape and evaluating what you have, and what you need. The second step is understanding exactly how your solution can help prepare your company to address the oncoming challenges."

At its last Software User's Conference, Gerber Technology customers participated in a variety of Q&A sessions led by its team of experts. Various tracks focused on industry issues, understanding the industry landscape and where things are headed. Users also participated in product focused sessions with titles such as: "What is FLM?" "How do I get started in PLM?" and another one focusing on the uncertainty surrounding PLM. Customers were also able to address specific concerns as they looked for ways to protect and extend their investments. Many of the sessions at the conference provided a foreshadowing of issues to be encountered in 2008. Session tracks included 3-D Prototyping, CAD Automation, FLM Implementation, and Supply Chain Management.

[Gerber](#) claims its software solutions are used by more organizations in the apparel industry than any other provider. A sampling of customers using Gerber Technology solutions include: Abercrombie & Fitch, adidas, American Eagle, Carrefour, Gap, Haggard, Levi's, Li & Fung Limited, Mervyns, Otto, PacSun, Perry Ellis and Polo.

Gerber Outlines Market Forces

For 2008, Gerber Technology has outlined the following themes that companies in the apparel industry should be aware of:

- Expansion of material types will require solutions to deliver increasing breadth. As with every year, the use of new materials in fashion continues to expand the requirements of hardware and software solutions. In 2008, current trends impacting manufacturers include the increased use of leather, high performance fabrics for sports apparel, quilted materials and over-worked fabrics with various types of surface effects. Solutions will need to address the unique characteristics of these materials such as weight, stretch, softness/rigidity, and shrinkage of these materials.

- PLM's ability to meet the demands of "role-based" solutions will increase. As the amount of outsourcing continues to expand "upstream," PLM solutions will need to deliver increasingly Web-based collaborative solutions that encompass every important decision maker and supplier in the "concept to retail" value chain including merchandisers, planners, designers, technical designers, vendors/partners, sourcing/production and logistics personnel.

- Design schools will increasingly incorporate PLM solutions into their curriculums. With the expectation that designers become increasingly tech savvy and more aware of market forces driving the ability to deliver new lines in an efficient manner, leading design schools increasingly will incorporate training in PLM solutions.

- Fast Fashion will drive increased use of virtual prototyping and integrated real-time collaborative solutions. With the industry accepting the reality of 6-8 fashion seasons where clothing lines look to

CIMdata PLM Industry Summary

bring new offerings into stores every two months, the pressure to reduce costs and speed delivery of new lines will drive increased adoption of 3-D virtual prototyping which enables global collaboration between merchandising, design, development, production, distribution and retail. Additionally, in order to speed the collaboration process, every provider will see pressure to implement integrated solutions beyond their own infrastructure to include partners and suppliers.

-- As market dynamics change and traditional low cost based countries are pressured to reduce costs, PLM solutions are more important than ever. As countries like China have embraced the need to improve worker conditions and evolve their labor practices, these new laws and the expansion of resourcing geographies from China to include other Asia- Pac countries will make it difficult to determine the optimum outsourcing policies. Traditional outsourcing may not lead to the "automatic" margin improvement many companies expect, thereby

increasing the need for production automation regardless of geography.

Finally, new areas such as Vietnam are emerging as alternative long-term outsourcing options.

-- PLM vendors will be expected to "bridge the digital divide" between brand owners/retailers and their vendors. With the expansion of the supply chain to less developed countries, who may not be as technically advanced as North America, Europe and Japan, but are expected to work with the same PLM system, it will be pertinent for companies to provide localized versions of their product, local training and support.

To assist customers and partners, Gerber Technology offers Gerber Professional Services. Gerber's professional business consultants provide an end-to-end solution tailored to each customer's current and future processes. These industry experts provide consulting, development, implementation, educational and training services to ensure complete customer satisfaction. The Professional Services team of experts aid customers in reducing implementation time, and recurring processing time and cost.

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Powerway Inc. Taps Jim Kanir for President, COO Role

11 March 2008

Powerway, Inc. has named Jim Kanir as President and Chief Operating Officer.

The former CEO of Cohesia Corporation, Mr. Kanir represented Cohesia in the negotiations that led Powerway to acquire Cohesia in June of 2007. Since then, he has been involved in a consulting capacity to ensure the smooth integration of the two organizations. Kanir's effectiveness in a consulting capacity prompted Powerway's board of directors to invite him to assume the responsibilities of President and COO. In this new operating role, Mr. Kanir will work closely with H. Dave Chambliss, Powerway's Chairman and CEO.

Mr. Chambliss believes Mr. Kanir is an ideal fit with the Powerway direction. "As we expand our market impact and take our company to the next level, Jim's operating experience and strong record of achievement in sales and marketing are welcome additions to our management team's capabilities. He

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has already proven himself invaluable during our transition. Along with the rest of Powerway's board, I am enthusiastic about Jim's participation as we address our ambitious plans for the future."

Domestically, Powerway is extending its reach in the aerospace market. Overseas, the company is partnering with organizations in Europe and Asia to establish a foothold in the automotive arena. Kanir's primary focus will be to manage and drive the Company's marketing and sales programs in the US and Europe.

Mr. Kanir has been involved with many technically-oriented companies and has focused on developing and executing fast growth strategies. He has worked with both large corporations and start-ups. Most recently, he positioned three out of his last four companies for acquisition, two of which were acquired by Fortune 500 firms.

"The sky is the limit for Powerway. We have a very exciting opportunity. The fusion of proven products and talented personnel are perfect complements with our plans for aggressive growth. I look forward to leveraging the success I have had with sales and marketing to help make Powerway a dominant player in our market," says Kanir.

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Siemens PLM Software Sponsored Teams Dominate NASCAR RA; Give Toyota First Sprint Cup Series Win

March 14, 2008

[Siemens PLM Software](#), a business unit of the Siemens Industry Automation Division and a leading global provider of product lifecycle management (PLM) software and services, today announced that Siemens PLM Software-sponsored Joe Gibbs Racing and Hendrick Motorsports – whose cars are developed with the help of Siemens PLM Software technology – dominated the NASCAR Sprint Cup Series Kobalt Tool 500 at Atlanta Motor Speedway.

Joe Gibbs Racing's Kyle Busch, the current NASCAR Sprint Cup Series points leader, and teammate Tony Stewart, the 2005 and 2002 NASCAR Cup Champion, finished first and second. At 22, Busch became the youngest driver to win at Atlanta Motor Speedway. The win also gave Toyota its first NASCAR Sprint Cup Series race win and made it the first foreign car to win since 1954.

Hendrick Motorsports' Dale Earnhardt Jr., the newest Hendrick Motorsports driver, and teammate Jeff Gordon, a four-time NASCAR Cup Champion, finished third and fifth respectively.

"Siemens PLM Software congratulates the race teams for their dominant performance and Toyota for its historic first NASCAR Sprint Cup Series race win," said Dave Shirk, executive vice president of Global Marketing for Siemens PLM Software. "Siemens PLM Software is proud of our relationship with the racing teams and is pleased to know that our seamless, open solutions help the teams effectively work with their automotive original equipment manufacturers to put the best cars out on the race track to finish in the winners circle."

A Tradition of Technology and Tracks

Siemens PLM Software has a long tradition of providing NX® software, Siemens' comprehensive digital product development solution, and Teamcenter® software, Siemens' digital lifecycle management solution and the world's most widely used PLM portfolio, through racing sponsorships. Hendrick Motorsports, winner of the 1995, 1996, 1997, 1998, 2001, 2006 and 2007 NASCAR Sprint

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Cup Championship; Joe Gibbs Racing, winner of the 2000, 2002 and 2005 NASCAR Sprint Cup Championship; Roush Fenway Racing, winner of the 2003 and 2004 NASCAR Sprint Cup Championship; and Andretti Green Racing, winner of the 2004, 2005 and 2007 Indy Racing League® (IRL) IndyCar® Series Championship; have been using Siemens PLM Software for many years to help develop their cars and improve their performance on the race track. KB Racing, winner of the 2003, 2004, 2005 and 2006 National Hot Rod Association (NHRA) Pro Stock Championship, began using Siemens PLM Software technology in 2005, and the Renault F1 Team, winner of the 2005 Formula One Drivers and Constructors Championships, established a partnership in 2004 using Tecnomatix® software, Siemens PLM Software's best-in-class digital manufacturing solution.

About Joe Gibbs Racing

Joe Gibbs Racing (JGR) is one of the premier organizations in NASCAR, currently fielding three NASCAR Sprint Cup Series teams, two NASCAR Nationwide Series teams and a driver development program. Its driver lineup consists of Tony Stewart, Denny Hamlin and Kyle Busch in the Sprint Cup Series; Stewart, Hamlin and Busch in the Nationwide Series; and Joey Logano and Marc Davis in the NASCAR Camping World Series East. Based in Huntersville, N.C., and owned by Joe Gibbs – a three-time Super Bowl winner as head coach of the Washington Redskins and a member of the Pro Football Hall of Fame – JGR has competed in NASCAR since 1992, winning three Cup Series championships and 80 NASCAR races, including three Brickyard 400s and the 1993 Daytona 500.

About the Siemens Industry Automation Division

The Siemens Industry Automation Division (Nuremberg), a division of the Siemens Industry Sector, is a worldwide leader in the fields of automation systems, low-voltage switchgear and industrial software. Its portfolio ranges from standard products for the manufacturing and process industry to solutions for whole industries and systems that encompass the automation of entire automobile production facilities and chemical plants. As a leading software supplier, Industry Automation optimizes the entire value added chain of manufacturers – from product design and development to production, sales and a wide range of maintenance services.

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The Pearson Foundation and SAP Bring Literacy Alliance to Clark County

March 14, 2008

[The Pearson Foundation](#) today announced a donation of more than \$150,000 in new books to the Clark County School District (CCSD), in partnership with [SAP](#) America, Inc., a subsidiary of SAP AG (NYSE:SAP), the world's leading provider of business software solutions, and SAP employees. The contribution marks the launch of the Pearson Foundation Literacy Alliance, an initiative to assist corporations and associations in creating book donations and other literacy-related giving programs for their employees and members. The Pearson Foundation announced the Literacy Alliance program yesterday at a reading celebration at Sunrise Acres Elementary School in Las Vegas that included representatives from Pearson, SAP, and Clark County School District.

Through the Literacy Alliance, the Pearson Foundation partners with leading companies and nonprofit organizations to raise money for literacy programs at conferences, events, and online. The Pearson Foundation matches contributions to the Literacy Alliance, and targets school libraries and individual students that are most in need of help, using the reach of Pearson, the world's largest education company. The Literacy Alliance and other Pearson Foundation literacy programs like Family Book

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Nights and Jumpstart's Read for the Record Campaign create ways for individuals and organizations to get involved in the lives of young people. These initiatives are all designed to address the literacy gap facing many schools and families that lack resources for books and other kinds of reading programs.

The Foundation's donation to CCSD, the fifth largest school district in the nation, came about through the participation of SAP employees, who were encouraged to donate books to the district while in Las Vegas for there for their national sales conference. As part of the Literary Alliance program, SAP matched this contribution, and the Pearson Foundation in turn matched the total amount of employee and corporate pledges, creating a total financial commitment of more than \$150,000 for new books.

Working with the office of the CCSD, the Pearson Foundation has identified 30 school libraries to receive new books through this initiative. The books will arrive in the schools throughout 2008.

"SAP Americas embraces education, technology and innovation in our day-to-day operations as well as our community engagement," said Bill McDermott, President and CEO, SAP Americas and Asia Pacific Japan. "Since 2006, we have extended our commitment to our Field Kick-Off Meeting agenda by incorporating high-impact community service initiatives. The SAP-Pearson Literacy Alliance provided an onsite opportunity for more than 5,000 employees and business partners to stock the shelves of 30 Clark County School libraries, providing young readers with additional resources."

"Businesses and business people understand the challenges facing schools today and they want to make a difference. What is missing in many cases is the right opportunity to support literacy programs in schools in a way that clearly reaches the right classroom and the right group of young people," said Pearson Foundation President, Mark Nieker. "The Literacy Alliance makes this kind of targeted book donation possible in a way that builds on the seemingly limitless good will of leading organizations like SAP and its employees."

"When two multi-national companies come together to give back to the community, it speaks volumes about their commitment to public education. At the core of all learning is a child's ability and desire to read. However, we have many families in Las Vegas who don't have the means to provide a print rich environment at home. It is through the goodness in the hearts of the employees of SAP and Pearson that young children will be one step closer to enjoying the virtues of a good book. Thank you SAP and Pearson for your commitment to reading and young children," said Robert Alfaro, Region Superintendent of the Clark County School District East Region.

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Events News

CGTech Announces 'Super-User' Contest at Annual VERICUT User Exchange (VUE) Event

10 March 2008

As part of its ongoing twentieth anniversary celebration, CGTech has chosen the annual VERICUT Users' Exchange (VUE) event in Irvine, California to announce a new VERICUT contest. Participants will have a chance to win their choice of an iPod or 3Dconnexion 3D mouse. CGTech will also include a video of the winners VERICUT simulation to load on their iPod.

"Over the past 20 years our customers have shown amazing ingenuity in their use of VERICUT," said CGTech's President Jon Prun . "This contest will give credit to those innovative NC programmers, while providing an opportunity to demonstrate the exceptional technical capabilities of their company."

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To enter the contest, participants can visit <http://www.cgtech.com/usa/cgtech/contest>. Submissions must be received before June 21, 2008 to qualify for an award. The VERICUT Users' Exchange in Irvine is the first of 17 VUEs scheduled thus far in 2008 with additional events to be scheduled soon. A complete list of scheduled events can be found on the CGTech [website](#).

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ESPRIT Mold v9 Exhibited at Eurostampi 2008, Parma, Italy, April 3-5, 2008

12 March 2008

ESPRIT Mold v9 computer-aided manufacturing (CAM) software will be exhibited by DP Technology at Eurostampi 2008, to take place April 3-5 at the Parma Fairground, Parma, Italy.

Eurostampi 2008, International Dies & Molds, Presses & Injection Machines Exhibition, is an international attraction for those within the manufacturing industry. Featuring roughly 200 companies specializing in the mold sector, Eurostampi takes place in conjunction with six additional industry fairs that cover a wide range of machining technologies.

Opportunities for one-on-one demonstrations and presentations of new features available within the latest generation of ESPRIT Mold will be made available at the show, where visitors can also expect interaction with staff from DP Technology.

The latest release of ESPRIT Mold includes significant performance increases for the 3D programmer that results in the reduction of cycle times of 25-50 percent or more while simultaneously increasing part quality and reducing programming time and effort.

ESPRIT Mold is a member of the ESPRIT family of CAM software, which also includes programming for 2-5 axis milling, 2-22 axis turning, 2-5 axis wire EDM, and multitasking mill-turn machining and B-axis milling.

Each year, a new version of the ESPRIT Mold software is released, providing users with significant advancements. This particular release incorporates a large number of advancements that include a new geometric kernel that provides support for a wider variety of solid and surface part geometry, enhanced 3-axis machining cycles for increased performance, improved user interface — making it easier and quicker to create toolpath — improvements to the existing 5-axis machining cycles, and a new 5-axis “AutoTilt” machining cycle that automatically creates a collision free 5-axis machining cycle from existing 3-axis toolpath. ESPRIT Mold is designed to run on both Microsoft Windows XP and Microsoft Vista operating systems.

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Sescoi Part of the Top Team for Productivity at METAV

10 March 2008

Three software products, two stands, and one record-breaking mountain bike make a visit to SESCOI at the METAV 2008 exhibition, Düsseldorf essential.

[Sescoi](#) will be exhibiting its new ERP software WorkPLAN Enterprise, its job management system MyWorkPLAN, and WorkNC G3 the latest version of its flagship CAM/CAD software, in Hall 3 on stand D77. SESCOI is also a partner in the TopTeam4Productivity on stand D79. alongside Iscar,

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Siemens, Renishaw, CNC Arena, CHICK Workholding, and Commerz Real.

WorkPLAN Enterprise is the successor to Sescoi's ERP system, WorkPLAN. Aimed at custom manufacturers such as mold, die, tool, model, pattern, prototype and special machine makers, WorkPLAN Enterprise combines ease of use with industry best practice, without the complexity normally associated with ERP. The new system uses the open MySQL database and integrates tools enabling the analysis of CAD data, the viewing of CAM data, and the retrieval of historic information in order to generate highly accurate costings and quotations. Implementing WorkPLAN Enterprise will cut administrative workloads, improve manufacturing efficiency and enhance profitability.

MyWorkPLAN V2, the new version of Sescoi's job management software for manufacturers working on a project basis, links to a range of external software packages. By utilizing existing software, knowledge and skills, MyWorkPLAN helps companies to optimize their productivity in a system that is easy to learn and implement, and which can be upgraded to WorkPLAN Enterprise ERP as requirements grow.

Marking the 20th anniversary of the launch of WorkNC, Sescoi will be demonstrating the latest version and third generation of its automatic CAM/CAD software. WorkNC G3's new ergonomic interface and fluid toolpaths have enhanced ease of use and speeded up machining operations. New 5-axis machining routines for blade and impeller machining, as well as improvements to Auto 5, Sescoi's automated 5-axis machining routine, have added significantly to the software's ability to machine complex components.

On the Team4Productivity stand Sescoi is exhibiting the customized bike, manufactured using WorkNC, which French stuntman Eric Barone rode when he broke the world downhill mountain bike speed records on both land and snow.

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SolidCAM Sets New Standards for CAD/CAM Integration at MACH

3 March 2008

MACH 2008 will be the first time that SolidCAM2008 R12 has been exhibited in the UK. [SolidCAM](#) will also be showing its new SolidCMM programming solution for inspection machines, and InventorCAM2008, a new CAM product fully integrated with Autodesk Inventor 2008, on stand 4584.

SolidCAM2008 R12 has more than 100 new features and integrates with SolidWorks 2008. Full associativity between the model and NC toolpath ensures a short learning curve and efficient, error-free operation. Improvements in the latest version of the software include a new interface for Mill and Turn operations, with the capability of defining default template parameter settings for each user, and a framework for integration of external application programs such as tool management systems.

Automatic Feature recognition in SolidCAM2008 R12 has been extended beyond its current capability to handle multiple drills and complex holes. The new functionality automatically recognizes and machines multi-level 2.5D pockets, including closed, open and through, in a solid model.

SolidCAM2008 R12 includes major enhancements to the powerful High-Speed Machining and Simultaneous 5-axes modules. Dedicated tasks are now available for the 5-axis machining of Impellers and Turbine Blades, and for Swarf machining. Furthermore, specific routines and powerful simulation and verification capabilities for the latest generation of 5-axis Mill-Turn centres have also been included in R12.

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The new SolidCMM product simplifies and speeds up the creation of complex inspection programmes for computerized measuring machines. Starting with the solid model, features are automatically identified for each orientation of the part. The system creates probe points to suit the inspection mode, such as geometric tolerance, and checks for collisions, producing an efficient measurement path which can be simulated and edited for optimum results. An annotation tool allows users to specify inspection requirements and the form of the inspection report. Using SolidCMM enables the inspection program to be completed in minutes, reduces the need for specialist knowledge, and increases the utilization of CMMs for improved quality and productivity.

Recently launched at Autodesk University 2008, InventorCAM 2008 will be making its debut at MACH. This new version from SolidCAM integrates with Autodesk Inventor 2008 and offers CAM programming tools including automatic feature recognition, 5-axis machining, and programming for Mill-Turn machines. By adding InventorCAM2008, manufacturers will get greater productivity from their investment in Autodesk products, speeding up and simplifying the design to manufacture cycle and shortening time to market.

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Turbine Retrofit/Upgrade Analysis and Design to be Featured Subject of AxSTREAM™ Training Course at ASME/IGTI Turbo-Expo 2008

March 14, 2008.

[SoftInWay](#), an innovator in advanced turbomachinery design software, today announced that it will be conducting a course on the use of its AxSTREAM™ Suite of Multidisciplinary Design Optimization software on June 6-8, 2008. The course will have a dedicated track to learn how AxSTREAM is used for the analysis and redesign of existing turbomachinery to improve efficiency, power, mass flow, etc.

The course is being conducted in conjunction with the ASME/IGTI Turbo-Expo Conference and Exhibition in Berlin, Germany. The conference occurs June 9-12.

“Our customers, both manufacturers and service companies, have told us repeatedly that analysis and optimization of performance of existing turbines have become major thrusts of their business, and they have found AxSTREAM the perfect tool to accomplish these redesigns,” stated Dr. Leonid Moroz, President of SoftInWay. “One service company informed us that their redesign time cycle had been reduced 70 percent through the use of AxSTREAM.”

This hands-on course will also include a separate track that will focus on the design or retrofitting of flow paths for axial and centrifugal compressors, turbochargers, fans, blowers, turbopumps, etc.

A special discount will be applied to tuition payments received by April 1, 2008 and an additional discount is available for academic organizations. Details on these discounts, course curriculum and registration details can be obtained through SoftInWay’s website at www.softinway.com.

For individuals interested in this course but are not going to Berlin for the Turbo-Expo 2008, this course will be offered again in September.

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Implementation Investments

Addnode's Subsidiary Technia Strengthens the Position in the Process Industry with a Contract From SSAB Tunnpåt AB

10 March 2008

[Technia](#) has signed an agreement with SSAB Tunnpåt AB in Borlänge and Luleå, concerning a delivery of a PLM Solution for facility documentation – documentation of all the equipment in the facility, how the equipment works and why it is there. The PLM solution is based on the ENOVIA SmarTeam PLM Solution from Dassault Systèmes. With this order Technia continues to expand its PLM leadership in the process industry.

The SSAB group is one of Europe's most effective steel companies with leading competitive products that are being sold all over the world. SSAB Tunnpåt develops, produces and markets steel plate with focus on high-strength steel.

The ENOVIA SmarTeam solution that Technia will deliver to SSAB is comprised of consultancy services, software and support, and maintenance services. With help of Technia's PLM expertise the solution will be implemented in a fast and efficient way. The order value is significant and there are options on corresponding PLM agreements for additional facilities in SSAB.

For SSAB is the information about a facility and its equipment is a basic condition to be able to operate and manage the facility in an optimal way. The new solution from Technia will help SSAB in this work. Moreover, there are high requirements from the authorities concerning safety and environmental regulations and therefore the ability to get access to the right information at the right time is a necessity for safe operations and less production stops.

With help of Technia and the ENOVIA SmarTeam PLM Solution SSAB will establish a platform where all facility related information would be consolidated into one single place. The information will be updated when improvements and current maintenances of the facility are carried out.

"We are proud that SSAB has chosen Technia after their evaluation of various suppliers. This is a confirmation both for Technia as a PLM supplier and for the ENOVIA SmarTeam PLM Solution. Technia recently started to market the ENOVIA SmarTeam PLM Solution and the strategy was to focus on the process industry - it turned out to be the right decision", says Florian von Tiedemann, Director at Technia AB.

"I'm very pleased that [SSAB](#) has chosen our ENOVIA SmarTeam PLM Solution through our distributor Technia. SSAB is a key win and an important strategic customer for ENOVIA SmarTeam in the process industry", Lars Lindholm, Marketing Director Dassault Systèmes concludes.

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Ad-Tech To Distribute SoftInWay's AxSTREAM™ Flow Path Design, Analysis and Optimization Software to Turbomachinery Markets in Japan

13 March 2008

[SoftInWay](#) announced that it has signed an agreement with Advanced Technologies Co. LTD (Ad-Tech) in Tokyo to distribute the complete line of AxSTREAM™ of Multi-disciplinary Design and Optimization software to the turbomachinery industry in Japan. AxSTREAM is a valuable design and

CIMdata PLM Industry Summary

analysis tool for many types of turbomachinery including steam and gas turbines, centrifugal compressors, turbochargers, industrial blowers and fans.

“Ad-Tech has become a leader in CAE marketplace in Japan,” states Mr. Kiichiro. Miyazaki, President. “We are a provider of innovative solutions to complex problems in numerous industries using our knowledge based engineering and CAE software. Our core competence is in applied technology gained through our long history as a specialist in CAE and in developing new markets where we leverage advanced technologies such as AxSTREAM.”

“This partnership with Ad-Tech will allow us to significantly grow and better serve our established and new market segments in Japan,” stated Dr. Leonid Moroz, President of SoftInWay. “We are very pleased to be working with Ad-Tech who brings a strong knowledge base of engineering software and technical support capabilities to those turbomachinery manufacturers looking to provide better equipment solutions to their customers faster.”

Ad-Tech has strong working relationships with many leading academic institutions in Japan and will be distributing the axial and radial educational versions of AxSTREAM™ to the engineering colleges and universities. These educational versions allow students to learn design theory while actually creating designs using “real world” industry platforms.

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Arena PLM to Help Equitrac Speed Time to Market, Manage Supplier Collaboration and Improve ECO Processes

12 March 2008

[Arena Solutions](#) announced that Equitrac Corporation (<http://www.equitrac.com>), a world leader in intelligent print management and cost recovery solutions, has purchased Arena PLM to help it accelerate time to market, manage supplier collaboration, and improve engineering change order (ECO) processes. The company selected Arena PLM for its functionality and the software's on-demand, low-cost, low-risk delivery model.

With its line of computer hardware and software systems designed to track, record and report on office automation expenses, Equitrac helps many of the AMLAW 200 firms, Fortune Global 100 corporations, leading college campuses, and government agencies around the world recover costs, reduce waste, protect confidentiality and simplify IT. Tremendous success and rapid expansion in recent times meant the company had outgrown its old processes. Equitrac decided to transition from using spreadsheets and file servers to using Arena PLM to manage all new product introduction (NPI) information and engineering changes.

"Currently, Arena PLM is one of the most important and strategic software tools we have in the company," said Yas Barsoum, director of quality at Equitrac Corporation. "There is a cross-functional team at the company interacting with Arena PLM everyday -- and the beauty of it being delivered over the Internet is that we can access our files from anywhere in the world, anytime we need the data. Arena PLM has already offered us management and efficiency improvements for handling engineering changes and we expect an even greater boost in productivity as we automate our outsourcing and compliance management processes. The cost-to-benefit ratio we received by selecting Arena PLM is tremendous."

For Equitrac, using Arena PLM means heightened supplier collaboration capabilities, with virtually no IT support costs. All customer data is hosted by Arena and protected by financial-grade security -- on

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par with the level used by banks -- not only offering cost-savings, but giving Equitrac peace of mind, knowing that its data is safer hosted with Arena than at the company alone.

"Equitrac is a perfect example of a successful, growing company that can realize huge returns by centralizing its product record, automating key collaborative processes like change management, and taking advantage of Arena's analytical tools for instant visibility into product, project, and compliance status," said Craig Livingston, chief executive officer at Arena Solutions. "The team's knowledge and experience combined with the capabilities of Arena PLM will enable the company to continue to provide a high level of products and services even as its roster of customers grows exponentially larger."

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ASM Europe Increases Quality Process Standards for Semiconductor Industry

12 March 2008

ASM Europe, a division of ASM International N.V. an equipment supplier to the global semiconductor industry, has selected Dyadem's FMEA-Pro software to standardize quality processes. [Dyadem](#) FMEA-Pro is a desktop software solution that automates the Failure Mode and Effects Analysis (FMEA) engineering quality method.

Dyadem is helping ASM Europe transfer its quality processes from a manual spreadsheet-like application to FMEA-Pro, which is configured to allow teams to carry information from one FMEA to the next, use a common library of terms, and share best practices across divisions.

"Until we began using Dyadem's software, FMEAs were rarely performed. Now the tighter quality control gives us a great competitive advantage," said Max van den Berg, Principal Engineer, Research, Development & Engineering, ASM Europe B.V. "Our implementation of FMEA-Pro has eliminated the use of time-consuming spreadsheets, and changed the way we look at quality across our European operations.

"After an initial adjustment period, our employees are impressed with the new FMEA quality process, and the value it brings to our organization. Our management team is enthusiastic about the new program, and can now attach tangible metrics to safety. We were also pleased to discover that some of our presumed risks are actually lower than our estimates," said Léon Limonard, Senior Engineer (RD&E) at ASM Europe B.V.

[ASM](#) Europe has standardized its FMEA quality process across its 700-person European operations with common templates that align consistent quality standards. Information is captured with continuous metrics and consistent FMEA analyses.

"ASM Europe is raising the bar in the semiconductor industry with FMEA quality standards," said Kevin North, president and CEO, Dyadem. "There's no doubt that strict and consistent quality processes are valuable in any manufacturing environment. Everyone in the value chain benefits from better quality and the only way to address quality holistically is to manage it across the entire lifecycle."

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AVEVA Marine Solutions Choice for C& Heavy Industries

10 March 2008

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AVEVA announced that South Korean shipbuilder, [C& Heavy Industries Co. Ltd.](#) has signed a multi-million USD agreement with AVEVA to purchase AVEVA Marine solutions.

C& Heavy Industries, part of the C& Group, is based in Mokpo City, South Korea. The company will be using AVEVA Marine solutions in the building of 81K DWT Panamax Bulkers and will gradually introduce the software for high-value-added ships after 2010. C& Heavy Industries has the capacity to build 18 ships a year with an additional six a year after 2010. The company was recently awarded a contract to build six bulkers worth USD550 million from two shipping companies based in Asia and Europe.

ChangGoo Kang, Director of Design Division, C& Heavy Industries, said:

"We chose AVEVA's Marine solution as it offers us a set of productivity tools that optimizes all the stages of shipbuilding, from planning, design and construction through to maintenance."

Peter Finch, President, AVEVA Asia Pacific, said:

"In the shipbuilding industry where new players are coming up aggressively, shipyards need to retain their competitive edge by combining integrated design tools and PLM engineering-production systems to streamline processes and cut costs. This can be achieved with AVEVA Marine solutions"

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Catalog Data Solutions Catalog and CAD Downloads Selected by B&B Manufacturing

11 March 2008

Catalog Data Solutions ([CDS](#)) announced that [B&B Manufacturing](#) has adopted its online digital catalog, CAD model download and eCommerce solution.

B&B Manufacturing, Inc., based in LaPorte, IN, manufactures and distributes power transmission as well as precision mechanical components. Responding to customer requests B&B Manufacturing selected the CDS catalog and CAD download solution for its website. "We frequently received requests from customers for fast and simple to use specification searching for parts, downloadable CAD models for the parts selected and convenient online ordering," said Bob Hamilton, CEO, B&B Manufacturing Inc. "In a very short period of time we've been able to integrate CDS's Catalog, eCommerce and 3D CAD download modules into our website, are saving design engineers valuable time in meeting their deadlines and are already seeing increased orders for our products."

"We are delighted to have been selected by B&B Manufacturing for our leading online Catalog, eCommerce and CAD model download solution", said John Major, CEO Catalog Data Solutions, "online specification search, supported by 3D CAD models and eCommerce are important sales and marketing tools 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 detailed specification search and 3D CAD models on their website are at risk of losing customers to their competition who do offer 3D models."

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Delcam's PowerINSPECT Aids Transition to More Complex Work

12 March 2008

W. H. Tildesley has filled the niche market for small-batch quantity forgings for many years but is now moving into higher precision, more complex forgings and finished machined components. As part of this transition, the company has invested in a FARO PowerGAGE together with Delcam's PowerINSPECT software. The combination was selected because it offers great flexibility in application. "It will serve both our Quality Department in component checking and our tool room for monitoring die production and condition," explained Managing Director, John Tildesley.

W. H. Tildesley, which is based in Willenhall in the UK's West Midlands, prides itself on having one of the most advanced tool and die making facilities in Europe. A purpose-built factory houses the most modern CAM milling machines available. Highly accurate and complicated impressions are able to be produced competitively at great speed, which gives the company the ability to offer a great flexibility of service.

The forging process is unique in its ability to transform high-strength steels and alloys into complex shapes. Many of the components incorporate hard-to-measure blend radii, draft angles and non-symmetrical features. The PowerINSPECT software will be invaluable in producing first-off sample reports and in monitoring production. Once the software has imported the CAD data, a single touch of the PowerGAGE probe on any part of a component or die cavity will register whether or not it is in tolerance of the original design. The system is also portable enough to be used to check tooling parts whilst they are on machines without taking them out of their fixtures.

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INCAT, Tata AutoComp Strategic Alliance Creates Full-Service Supplier for Global Automotive Product Development and Component Manufacturing

13 March 2008

[INCAT](#) has entered into a strategic alliance with [Tata AutoComp](#), one of India's leading automotive components manufacturers. The alliance offers global automotive manufacturers a single source for automotive engineering and design services from INCAT, combined with complete product development and component manufacturing from Tata AutoComp.

The INCAT-Tata AutoComp alliance has already secured a major project for the complete design and development of a new vehicle platform for a leading Chinese automotive OEM. With this move, both companies are established as full-service suppliers for vehicle design and manufacturing within their respective markets.

"INCAT is committed to leading the ESO market and to creating value for its customers," said INCAT CEO Warren Harris. "This alliance enhances our position of leadership and offers unmatched value to our customers by providing full-service vehicle platform development capability to automotive OEMs worldwide that reduces their product development time while simultaneously reducing product development costs. This strategic alliance delivers it all – engineering and design services, and component manufacturing – through a single, proven, world-class source."

Hemant Mohgaonkar, Executive Vice President Engineering and Technology for Tata AutoComp said; "Tata AutoComp has an in-depth understanding of the automotive domain by virtue of its long association with the automotive industry. This strategic alliance will enhance the reach of Tata

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AutoComp to engage with global customers much earlier in the product development value chain to offer radically enhanced manufacturability while bringing total cost of ownership for vehicle development services lower.”

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MSC.Software Helps Ford Racing Speed Ahead of the Competition with Race Car Vehicle Dynamics Simulation

10 March 2008

[MSC.Software](#) announced that MSC.Software's engineering simulation software, Adams, is being used by Ford Racing Technology to design, develop and optimize race car performance at race tracks.

Ford Racing Technology, the engineering operations behind the success of Ford's storied racing history, used multibody dynamics simulation software Adams to run complex race car dynamics simulations for the design, development and optimization of race vehicles in various racing series at different race tracks. Extreme performance requirements and series mandated race car regulations constantly drive Ford Racing Technology to push the limits of its engineering capabilities using simulation software like Adams to leverage their engineers' expertise in developing and tuning winning race vehicles.

"Just like on the race track, speed is essential in race car simulation," said Patrick DiMarco, Vehicle Dynamics and Electronics Supervisor for Ford Racing. "Any refinements achieved in the engineering simulation process will lead to better performance on the track. MSC.Software's Adams and NASTRAN give us an advantage on the race track. The company's engineering simulation platform has allowed us to design and optimize race car performance for races such as the NASCAR Sprint Cup and Nationwide series, as well as the NHRA."

"Being successful on the track requires a combination of highly skilled, innovative engineers, strong teamwork and the use of state-of-the-art simulation technologies," said Bill Weyand, Chief Executive Officer, MSC.Software. "Ford Racing Technology's innovative use of Adams technology has produced winning cars in all aspects. The racing world counts in seconds and every small advantage implemented through engineering simulation can translate into huge margins of victory. Using Adams, Ford Racing continues its storied history be one of the most elite names in the world of motor sports."

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Siemens PLM Software Sponsored Race Teams Off to a Roaring Start

8 March 2008

[Siemens PLM Software](#) announced that Siemens PLM Software-sponsored racing teams – whose cars are developed with the help of Siemens PLM Software technology – are off to a strong start to the 2008 racing season.

Roush Fenway Racing's Carl Edwards won back-to-back NASCAR® Sprint Cup Series races. Edwards won the Auto Club 500 at California Speedway and the UAW-Dodge 400 at Las Vegas Motor Speedway.

Dale Earnhardt Jr., the newest Hendrick Motorsports driver, won the Budweiser Shootout, the traditional kickoff to the NASCAR Sprint Cup season held the week before the Daytona 500 at Daytona International Speedway.

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Earnhardt also won the Gatorade Duel 1 and Joe Gibbs Racing driver Denny Hamlin won the Gatorade Duel 2 at Daytona International Speedway.

KB Racing's Greg Anderson, the three-time NHRA Pro Stock world champion, won the CARQUEST AUTO PARTS WINTERNATIONALS, the season opener in Pomona, Calif.

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Siemens PLM Software Technology Used for Design of Award Winning 2008 Mazda CX-9

11 March 2008

Siemens PLM Software announced that its software solutions were used for the design of the CX-9 crossover sport utility vehicle (SUV).

The Mazda CX-9 was recently named the 2008 North American Truck of the Year at the North American International Auto Show in Detroit. Additionally, the Mazda CX-9 was recently selected as Motor Trend's 2008 Sport/Utility of the Year.

PLM software from Siemens PLM Software was used during various stages of the Mazda CX-9's design, including research and development and production engineering. Specifically, NX™ I-deas® and NX Imageware™ software were used for design and modeling Class-A surfaces which enabled rapid exchange between the detailed design engineering and styling divisions. Digital pre-assembly software and the 3D visualization capabilities in Siemens PLM Software's Teamcenter® software portfolio were used to verify digital model design. Siemens PLM Software's Tecnomatix portfolio of digital manufacturing software solutions enabled production process designing and verification through digital simulation.

"We congratulate Mazda on both of these prestigious industry distinctions and are proud to support them with innovative software solutions that support both the Mazda CX-9's research and development and production engineering functions," said Dave Shirk, executive vice president, Global Marketing, [Siemens PLM Software](#)

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Skyworks Solutions Selects Berkeley Design Automation Analog FastSPICE™ for Multi-mode 3G Transceiver Simulation

11 March 2008

[Berkeley Design Automation Inc.](#), provider of Precision Circuit Analysis™ technology for advanced analog and RF integrated circuits (ICs), announced that Skyworks Solutions, Inc., an innovator of high performance analog and mixed signal semiconductors enabling mobile connectivity, has selected the company's Analog FastSPICE™ circuit simulator for full-circuit functional simulation and complex-block characterization of its multi-mode multi-band analog and RF transceivers.

"Verifying our high performance analog/RF designs for mobile connectivity requires transistor-level simulation of very complex circuits with true SPICE accuracy," said Kenneth Weller, Sr. Director of Design Automation for Skyworks. "Analog FastSPICE provides a 5-7x turnaround time advantage, and a 10x capacity advantage over traditional SPICE, with true SPICE accuracy."

Berkeley Design Automation tools include Analog FastSPICE™ circuit simulation, RF FastSPICE™

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periodic analyzer, and PLL Noise Analyzer™. The company guarantees identical waveforms to the leading "golden" SPICE simulators down to noise floor (typically 0.1% or less) while delivering 5x-10x higher performance and 5x-10x higher capacity. It achieves this by using advanced algorithms and numerical analysis techniques to rapidly solve the full-circuit matrix and the original device equations without any shortcuts that could compromise accuracy.

Design teams from top-10 semiconductor companies to leading startups use Berkeley Design Automation tools to solve big analog/RF verification problems. Typical applications include characterizing complex blocks (e.g., PLLs, ADCs, DC:DC converters, PHYs, Tx/Rx chains) and running performance simulation of full circuits (e.g., wireless transceivers, wireline transceivers, high-speed I/O macros, memories, microcontrollers, data converters, and power converters).

“We are excited that Skyworks, a recognized leader in multi-mode 3G radio platforms, has selected Analog FastSPICE for their verification environment,” said Ravi Subramanian, president and CEO of Berkeley Design Automation. “Full-circuit functional simulation and complex-block characterization are key requirements for verification of multi-mode, multi-band radios, and we are delighted that Analog FastSPICE provides Skyworks with the accuracy and performance required for the verification of these ICs.”

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The EN ElectronicNetwork AG Implements IBS Solution for Traceability

11 March 2008

IBS AG, a leading provider of compliance and quality solutions, will implement its MES system and traceability solution for EN ElectronicNetwork AG. The EN ElectronicNetwork Group, with its German-based production and development sites, is one of the leading suppliers of electronic manufacturing services in Europe.

This partnership furthers IBS's position as a leading provider of compliance and quality management solutions for the electronics industry, with customers that include EN and corporate electronics group TridonicAtco. EN ElectronicNetwork is currently installing the IBS solution at two facilities, but plans are underway to implement the solution at all of the company's seven locations throughout Germany.

Implementation of the [IBS](#) solution will help EN ElectronicNetwork standardize all quality planning and analysis processes in the manufacturing and mounting of electronic circuit boards. This will enable complete traceability throughout the product lifecycle, from the manufacturing serial number to the point at which the product is delivered to the customer. Increased transparency ensures that if defects are discovered in a finished product, manufacturers can pinpoint exactly when in the product lifecycle a problem occurred, so that they can quickly determine the root cause and prevent reoccurrence of the problem.

"When a customer submits a complaint regarding a product and the manufacturer is required to provide evidence that the particular serial number has been properly checked and approved, complete traceability in terms of the product liability laws becomes very important to us," explained Joachim Goeddertz, Chief Executive Officer of EN ElectronicNetwork AG. "Our other reasons for choosing IBS software were the integrated, complete solution for production, quality and traceability, long-standing product expertise, the sizeable market share and, of course, the high degree of transparency and investment security offered by IBS AG's stock market listing."

Volker Schwickert, Member of the IBS AG Board of Management, explained: "The decision made by EN ElectronicNetwork AG once again goes to show that IBS' tried and tested Best Practice solutions represent the greatest customer benefits in safeguarding and harmonizing the processes in question. This means that IBS has developed a major unique selling point for the electronics industry. Furthermore, we are looking forward to a productive and successful co-operation with EN ElectronicNetwork AG."

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Product News

Applied Math Modeling Partners With ANSYS to Distribute and Support CoolSim

11 March 2008

[Applied Math Modeling Inc.](#) announced that it has entered into an exclusive agreement with ANSYS, Inc. for the distribution, support and ongoing development of CoolSim™, a product focused on modeling the thermal environment of data centers. CoolSim is a hosted product that utilizes advanced ANSYS® CFD solvers to compute the temperature, pressure and airflow within a data center. With the recent increased focus on data center cooling and efficiency, CoolSim has shown to be an effective tool for predicting the effect of changes in the data center.

Paul Bemis, CEO of Applied Math Modeling, said: "According to the EPA, companies can achieve up to 30 percent greater energy efficiency simply by improving the airflow within the data center. With data centers consuming an estimated \$4.7 billion in 2006 according to the EPA's most recent report to Congress, the opportunity for cost savings and improved efficiency is significant. With CoolSim, data center facility managers and planners can optimize rack and computer room air conditioning (CRAC) unit placement. They can also identify potential thermal hotspots, which can lead to equipment failure and downtime. The market opportunity is significant, and we are pleased that ANSYS has chosen us as a strategic partner to help IT organizations solve these important challenges. We look forward to continuing the development and support of CoolSim."

CoolSim uses an easy to use graphical interface enabling users to create a model of their data center. The model is then automatically submitted to a hosted server for processing where results in the form of HTML output reports and 3D visual images are produced and sent to the user. This mechanism allows users to perform multiple "what-if" studies of their data centers to determine the optimal placement of equipment, or the effect of adding equipment to an existing data center.

"Up to this point, the facilities and IT planning functions have not had an ability to model the effect of additional servers or cooling equipment on the data center," said Bemis. "CoolSim is an excellent planning tool, providing the ability to model the performance of new data center designs or changes to existing centers, therefore greatly reducing the risk of equipment failure due to heat."

"We are very pleased to enter into this strategic relationship with Applied Math Modeling for the distribution, support and ongoing development of CoolSim," said Chris Reid, vice president of marketing at ANSYS. "This will enable the [ANSYS](#) CoolSim solution to reach a much broader audience by providing additional focus and domain expertise in the key target application of data center thermal modeling."

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Business Objects Delivers the Year's Must-Have Tool for Business Professionals

March 12, 2008

Business Objects, an [SAP](#) company and the world's leading provider of business performance optimization solutions, today announced the availability of Xcelsius® Engage 2008, a data presentation and dashboard tool that helps business professionals quickly and easily transform complex business data into dynamic, actionable information. Xcelsius Engage can be used by anyone familiar with a spreadsheet and can transform the way data is presented, viewed and used every day.

With a refined and intuitive user interface, Xcelsius Engage allows customers to point and click their way to departmental and operational dashboards that deliver real-time visibility into business performance in simple, easy-to-understand visual models. The solution also allows users to mash up data from multiple Web services or internal business applications without coding. Xcelsius Engage uses Microsoft Excel as its data modeling foundation, which enables a previously unimaginable range of users—both technical and non-technical—to create interactive data visualizations and dashboards.

“Xcelsius Engage is the tool to use if you want to impress your colleagues, partners and customers,” said James Thomas, vice president of business intelligence content and tools at Business Objects. “In many corporate environments, business professionals find themselves delaying actions and decisions because they lack the information they need to move forward. Armed with Xcelsius Engage, these professionals can become heroes in their organizations by providing live data that is easy to act on with clear direction and confidence.”

Don't Go To Your Next Meeting Without It

The interactive presentations and dashboards can be used in any business setting—from the boardroom in Microsoft PowerPoint, to internal and external Web applications or in broadly distributed content within Adobe PDF. Xcelsius Engage gives organizations the power to change meetings from one-way presentations to real dialogues by allowing all participants to get immediate feedback on relationships and impacts of decisions. Xcelsius turns static data presentations into powerful competitive weapons.

New Components and Features

With Xcelsius Engage companies can create sales, marketing, finance or other types of departmental dashboards to drive informed decision making and optimize their business performance. New innovative features include:

- Tab Set Container – a pre-built component that allows for creation of easy-to-navigate multi-tab dashboards without writing any code
- Trend Analyzer – a built-in function that simplifies the task of discovering trends and patterns in your data by automatically inserting statistical calculations into the Xcelsius visualization at load time
- Interactive Maps – a comprehensive library of country maps for various geographical areas of the world

“Xcelsius has already revolutionized data visualization and dashboarding and Xcelsius Engage 2008 brings a whole new level of exciting possibilities,” said Paul Grill, President and CEO of InfoSol. “The improvements to the workflow, the use of external components, the ability to embed dashboards in Crystal Reports 2008 and, most of all, the new connectivity options open up new frontiers for Xcelsius Engage that will bring dashboards to everyone. Bring it on!”

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Maximize the Value of IT Solutions with Customizable Visualizations

Xcelsius 2008 Engage enhanced integration with Crystal Reports® 2008 empowers report authors to deliver interactive reports with the power of what-if analyses much more quickly. Additionally, Xcelsius' out-of-the box connectivity to Adobe LiveCycle Data Services provides up-to-second views of transactional data in easy-to-understand dashboards. A new Software Development Kit (SDK) enables customers to create customizable, dynamic visualizations that are tailored to their specific needs. Customers can leverage Adobe Flex to build additional components for Xcelsius and pioneer the path of interactive data visualization.

Availability

Xcelsius Engage 2008 and Xcelsius Engage Server 2008 are generally available today from Business Objects and its broad set of partners and software resellers. Enterprise-class editions are also available for BusinessObjects™ XI 3.0. For more information please visit <http://www.businessobjects.com/xcelsius/>

About Business Objects

As an independent business unit within SAP, Business Objects transforms the way the world works by connecting people, information and businesses. Together with one of the industry's strongest and most diverse partner networks, the company delivers business performance optimization to customers worldwide across all major industries, including financial services, retail, consumer-packaged goods, healthcare and public sector. With open, heterogeneous applications in the areas of governance, risk and compliance; enterprise performance management; and business intelligence; and through global consulting and education services, Business Objects enables organizations of all sizes around the globe to close the loop between business strategy and execution.

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Dassault Systèmes Announces Software Partnership with AutoForm

12 March 2008

Dassault Systèmes ([DS](#)) announced that AutoForm Engineering GmbH, a leading global supplier of software solutions, has become a Dassault Systèmes Component Application Architecture (CAA) Software Partner to deliver sheet metal forming solutions integrated with CATIA.

“The integration of AutoForm capabilities within CATIA will enable our manufacturing customers to compress time in their design-to-production processes, which is especially valuable to the automotive industry,” states Ken Short, VP strategy and marketing, SIMULIA, Dassault Systèmes. “As a DS software community partner, AutoForm will work closely with our R&D teams to enhance the capabilities of their sheet metal forming solutions directly in CATIA, as well as extend their solution through integration within SIMULIA's realistic simulation product portfolio.”

“The partnership with Dassault Systèmes is an integral part of AutoForm's strategy, and will provide significant benefit to our customers who are leveraging CATIA for product lifecycle management,” stated Dr. Waldemar Kubli, CEO of AutoForm Engineering. “By integrating and complementing our suite of solutions with the highly-productive CATIA portfolio, we will continue to deliver state-of-the-art solutions that enable our mutual customers to bring high-quality products to the market faster and more cost-efficiently.”

AutoForm's solutions enable product designers, process planners, and tool designers to perform early

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manufacturability and cost assessments during their design process in CATIA. They are able to set up the entire stamping process, make process modifications, and consider and evaluate different process layouts to identify the best ones within the context of their overall PLM process. As a Dassault Systèmes Software Partner, AutoForm will be able to rapidly deliver innovation solutions fully compatible with CATIA.

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Dassault Systèmes Launches PLM Solutions for Life Sciences Helping Companies Deliver Products to Market Faster by Managing Quality Control and Regulatory Compliance

12 March 2008

Dassault Systèmes ([DS](#)) at the AdvaMed 2008 Annual Meeting in La Quinta, California, announced the availability of two new solutions developed specifically for the Life Sciences industry. The ENOVIA® Life Sciences Accelerator for Quality Issues™, and the ENOVIA® Life Sciences Accelerator for Change Control™ products, both developed by Integware, Inc., enable customers to lower the total cost of ownership of their IT ecosystem, and help them comply with Quality System Regulation (QSR) and International Organization for Standardization (ISO) regulations in order to bring industry-leading products to market faster and more reliably.

Both Life Science Accelerators are compatible with Dassault Systèmes' recently announced V6 PLM platform to offer customers a single, flexible solution with integrated business processes to better manage core intellectual property. Based on a service oriented architecture (SOA), the Life Science Accelerators facilitate interaction between all ENOVIA PLM business processes including Corrective and Preventive Actions (CAPA), Product Complaints, Change Control, Product Development and Supplier Control.

"After years of working with some of the world's leading life sciences companies, we are developing a series of products that leverage best practices to better serve specific industry needs," said Mickey Garcia, director of Life Sciences Industry Strategy, ENOVIA, Dassault Systèmes. "Our customers – both pharmaceutical and medical device manufacturers – rely on ENOVIA solutions as central tools for managing product quality, promoting greater supply chain collaboration, and ensuring regulatory compliance."

ENOVIA Life Sciences Accelerator for Quality Issues

The ENOVIA Life Sciences Accelerator for Quality Issues provides a business process for the management of Quality Issues such as CAPAs and Product Complaints. The Accelerator enables customers to automate many of the routine aspects of quality investigations, reducing waste and focusing attention on the critical issues of risk, root cause and remediation. This product also helps customers to verify that the quality investigation is executed properly and that all required deliverables are completed resulting in lower regulatory risk.

ENOVIA Life Sciences Accelerator for Change Control

The ENOVIA Life Sciences Accelerator for Change Control also provides a ready-to-use business process for the management of changes to regulated documents, procedures and specifications throughout an organization. Delivering a single Change Control process, it improves the speed of changes and reduces errors introduced by manual handoffs. This approach is designed to help customers reduce regulatory risk by automatically enforcing critical process steps, guiding regulatory, safety and financial impact assessments and capturing Part 11-compliant signatures based on a company-defined

approval matrix.

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Improving Wire Harness Quality for Trains, Planes and Automobiles with E³.cable 2008

11 March 2008

The 2008 version of the E³.series modules for wire harness design has been improved to help designers achieve 100% design reliability.

E³.cable 2008 brings the introduction of intelligent customized functionality expanding beyond the already strong machinery sector into the automotive and mil/aero industries. These industries will benefit from functionality that enables them to factor in specific design requirements shaped by the physical nature of their end products, industry legislation and safety mandates.

For the design of wire harnesses for cars, trucks and specialized vehicles, the focus is on delivering design time savings by adding industry-specific functionality to eliminate time spent on tedious manual activities. For the design of aeroplanes, helicopters and military applications, the emphasis is on reducing effort, increasing design quality and guaranteeing 100% end product reliability.

A standard car typically has a large number of inliners; placing these within connections historically took several minutes each. In E³.cable 2008, Zuken includes a function that will simply add these and does all the background work; reducing the time to complete these tasks to seconds. Another capability that will benefit all users of E³.cable, particularly those in the automotive sector, is the ability to copy/insert complete sub circuits as an original, allowing users to add system level details without touching the top level and without having to insert sheets manually.

For mil/aero applications that typically feature many parallel connections, designs often appear cluttered where connections are difficult to make; the latest version of E³.cable eliminates this problem by introducing the ability to allow shielded pins in the form of daisy chains. In addition to the aesthetic improvements, this significantly improves design quality and reliability. Specifically for the military sector, users no longer have to use workarounds to display connectors to that conform to industry MIL-standards, as this form of connector symbol display is now just a simple click option.

For more information about E³.cable please visit <http://www.zuken.com/e3>

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Mastercam Showcasing Two Major Developments at Eastec 2008

March 14, 2008

Eastec 2008 features the unveiling of two major developments in CNC Software's [Mastercam®](#) CAD/CAM software. Attendees will get the first look at Mastercam's new Feature Based Machining (FBM) as well as the Mastercam in SolidWorks add-in. Both will be showcased in booth # 5245 at the Big E Fairgrounds in West Springfield, MA on May 20-22.

Feature Based Machining (FBM)

Mastercam's new Feature Based Machining automates the machining process. This offers shops dramatic speed improvements and allows for great reductions in programming time. Mastercam's FBM automatically evaluates a part and programs pockets, contours, bosses, and drilling routines with

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minimal user input. Even users new to Mastercam will be able to machine 2D solid parts immediately, thanks to FBM's ease of use and short learning curve. Mastercam's FBM will be part of the Mastercam X3 release, later this year.

Mastercam in SolidWorks

Mastercam in SolidWorks is fully integrated CAM that runs seamlessly in SolidWorks. SolidWorks users can now program their parts for machining directly within SolidWorks using Mastercam's industry-leading toolpaths and machining strategies. Mastercam in SolidWorks will be available after the release of Mastercam X3.

Mastercam's latest release will also be demonstrated in the booth. Stop by to learn about the Mastercam X2 features including:

- Many powerful multiaxis enhancements included in the advanced multiaxis toolpaths
- The new Peel Milling toolpath moves the tool in and “peels” away material, layer by layer
- The Operations Manager pane floats to a different area of the graphics window or to a separate screen when working with dual monitors
- The Create Boundary function greatly expands Mastercam's toolpath boundary creation, restricting the toolpaths to highly specific areas
- Common edge optimization in nesting

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New VISTAGY Airframe Development Environments™ 2.0 Software Now Supports Multiple Stages of Airframe Design and Assembly

13 March 2008

VISTAGY, Inc. announced [Airframe Development Environments™ 2.0](#), software for more efficiently creating large, complex airframe structures and assemblies. The solution, which is integrated into commercial 3D CAD software, supports the end-to-end airframe development process—from conceptual and detailed design to manufacturing, assembly, quality planning and communication with the supply chain. This latest release enables engineers to choose how they want to visualize fasteners and assemblies based on the engineering task at hand.

Engineers need to visualize airframe assemblies differently throughout the development process depending on the task that is required. In light of this, VISTAGY created new software functionality that generates the appropriate weight product representation for the specific task at hand. During the assembly design and fastener layout phase, simple point and vector representations of fasteners are sufficient to communicate key information quickly—like fastener location, head side, spacing or distance to edge—while minimizing model size. At other times, cylindrical representations of fasteners are necessary for engineers to visualize fastener lengths and rough interferences without bogging down computing power. But if the task is to perform complete clash/interference detection, maintenance studies or installation studies, or if it is a required supplier deliverable to the OEM, it is necessary to load fasteners into the model so all the hardware at every location can be seen—including nuts, washers, nutplates, etc. To do this, engineers need to visualize a populated solid model and have the ability to delete or select different fasteners and associated hardware to meet design specifications. Airframe

CIMdata PLM Industry Summary

Development Environments 2.0 now automatically loads fasteners and hardware into the 3D model with the push of a button, taking only minutes to do what can take days using a manual process. It is the only commercially available software that supports all the varied engineering tasks with the appropriate weight product representation.

In addition to the vastly improved visualization capabilities, the new software also includes a redesigned, more complete and intuitive stack-up report, which is used to determine the length of the fastener that is required at any location. This report documents everything that is intersected when an assembly is pierced at a specific point, and for the first time consists of both modeled and non-modeled parts—like shims, sealants, washers and nuts, for example. The full thickness of an assembly is now more accurately calculated because it takes both types of parts into consideration. And, because the report is now presented in the order in which parts are pierced, it is more intuitive and easily interpreted than the previous version.

The new software also supports tasks associated with quality assurance by generating output for quality planning directly from the 3D master model, eliminating error-prone and time-consuming manual methods of populating quality planning documents. This enables quality engineers to verify and certify that parts are manufactured, installed and assembled properly and according to the design intent. The software assists with creating AS/EN/SJAC 9102 form packages to support first article inspection processes. Quality planners can also verify various assembly states using the software.

“Our in-depth experience in the aerospace industry enables us to develop software that supports how engineers think about engineering challenges at different points in the development process, arming them with highly specialized and productive tools for specific tasks—like visualizing fasteners and assemblies at various levels of detail and populating quality planning documents,” states Bob Flory, vice president of product development at VISTAGY, Inc. “The newest version of VISTAGY’s airframe development software allows design information to be captured and leveraged more completely throughout the entire development process, making it more efficient and less error-prone.”

Airframe Development Environments 2.0 will be available for shipment in the second quarter of 2008.

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Perception Software Signs Partnership Agreement With Siemens PLM Software

11 March 2008

Perception Software announced an agreement with Siemens PLM Software to integrate Perception’s EDAConnect™ family of products with Siemens PLM Software’s Teamcenter® product lifecycle management (PLM) software portfolio. As part of this agreement Perception Software will sell and support EDAConnect integrated directly with Teamcenter as a Siemens Solution Program PLM Software Partner. The product will be marketed as EDAConnect-Teamcenter.

Perception Software’s EDAConnect-Teamcenter product family includes : EDAConnect-PCB for integrating electronic systems design tools from Cadence Design Systems, Mentor Graphics, Zuken, and other EDA tool vendors; EDAConnect-SiP for integrating system-in-package tools from Cadence; and EDAConnect-ADW for integrating Cadence’s Allegro Design Workbench. The EDAConnect-Teamcenter family of products gives electronic engineers and designers relevant enterprise data during the product design cycle, enabling better engineering decisions and fewer re-designs. Using EDAConnect-Teamcenter engineers spend more time designing and less time searching for data or performing administrative tasks.

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“Through a strategic combination of internal development and third-party partnerships, Siemens PLM Software has a long history of providing our customers with the best-in-class tools they need to meet their business challenges,” said Steve Bashada, vice president of Teamcenter Applications, Siemens PLM software. “The welcome addition of Perception Software to our partnership program further expands the ability for our Teamcenter customers to select from a broad spectrum of high quality solutions.”

“Siemens PLM Software’s Teamcenter application is considered the leader in engineering product lifecycle management functionality. We think high-tech electronics and semiconductor customers will be very pleased with the combination of EDAConnect and Teamcenter”, said Joe Dalton, CEO of Perception Software.

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SAP Continues Market Leadership and Expands Portfolio of Governance, Risk and Compliance Solutions

March 11, 2008

[SAP AG](#) today announced new versions of products across its market-leading portfolio of [SAP® solutions for governance, risk and compliance](#). As the leading provider of unified GRC solutions, SAP enables organizations to drive an integrated corporate strategy that synchronizes the management of enterprise risks, business controls and global trade compliance. The new product features will help customers accelerate resolution of security authorization issues without manual intervention, integrate risk and strategy management capabilities, assist in the central monitoring of business controls across multiple regions and IT landscapes, and help customers automate support for new trade and safety regulations. This announcement was made at the GRC 2008 conference, being held in Orlando, Florida, March 10 – 13.

Today SAP also said the GRC business unit has expanded its market footprint and seen strong adoption across regions and industries. Companies including Unilever and Veolia Environnement are among the leading global organizations that are deploying unified GRC solutions from SAP. By providing a unified, cross-enterprise approach to GRC, SAP helps customers deliver corporate accountability at both the line-of-business and boardroom level.

“Executives today are under pressure to manage risk more intelligently,” said Lee Dittmar, a principal with Deloitte Consulting LLP. “It is impossible to do this efficiently and effectively without the right information technology. Working together with SAP, we are demonstrating how information technology can and should enable our clients to better understand, monitor and mitigate risk. SAP’s GRC strategy is consistent with a move away from stand-alone ‘tools’ toward an integrated, architected approach to meet enterprise needs. Our combined efforts are helping to bring business and technology leaders closer together, so that they can better align their business and IT priorities – while working to maintain and raise their standards of corporate accountability.”

“In the face of an increasingly complex compliance environment, SAP recognizes that achieving corporate accountability while also reducing the cost of compliance is an essential business imperative,” said Miles Everson, US Governance, Risk & Compliance leader, PricewaterhouseCoopers. “Our collaboration with SAP, and the advancement of their unified technology platform, furthers our vision of sensible integration of governance, risk and compliance activities to increase effectiveness while reducing complexity and cost.”

SAP Introduces Significant New Capabilities Across its GRC Portfolio

Building on its unified approach to GRC, SAP is releasing new versions of the SAP® GRC Access Control, SAP® GRC Process Control and SAP® GRC Global Trade Services applications. In addition, the SAP® GRC Risk Management application is now integrated with the SAP® Strategy Management application, part of the company's enterprise performance management solutions.

SAP GRC Access Control: “Management by Exception” Capabilities Intelligently and Automatically Resolve Authorization Issues

SAP GRC Access Control helps companies maintain compliance by validating that employee security authorizations match their roles and duties. The new version helps customers stay compliant, intelligently manage employee authorizations across mixed IT environments, allow for authorized exceptions and accelerate resolution of any violations – all while reducing costs. Innovative new features in SAP GRC Access Control take customers to the next level of compliance by:

- Automatically detecting conflicting roles and security authorizations. If overlapping roles are detected, managers are automatically notified of any security risks and initiate workflows to accelerate resolution without manual intervention. SAP continues to innovate with new “manage by exception” capabilities.
- Scheduling regular, automatic reviews of all employees across the company to confirm job duties and evaluate whether existing system access matches proper security authorizations. The automatic review process will allow companies to more proactively guard against fraudulent transactions and data security breaches.
- Centrally managing and controlling user access to various applications including SAP, Oracle, JD Edwards and PeopleSoft with new compliant provisioning capabilities. Simplifying access prevention and accelerating provisioning in mixed IT landscapes helps reduce the cost of compliance, audit and access management.

SAP GRC Process Control: Consistent Controls Across Mixed IT Environments

SAP GRC Process Control helps companies ensure compliance by centrally monitoring controls across multiple business processes – within SAP or non-SAP environments. The new release makes SAP a leader in combining manual control testing with automated continuous control monitoring in a single application, which allows comprehensive control management and helps customers cost-effectively comply with financial reporting regulations. The new version also enables customers to:

- Automatically monitor compliance with more than 200 controls in both SAP and non-SAP systems, such as PeopleSoft and Oracle Applications.
- Detect control exceptions and prioritize corrective action with a global “heat map.” The “heat map” provides a color-coded status by geographical region.
- Improve user adoption with a completely redesigned user interface featuring new “work centers,” which make the application features more intuitive to the way specialists and business users naturally work.

SAP GRC Risk Management: Combined Risk with Strategy Management to Better Govern and Advance Business Performance

Today SAP announced that SAP GRC Risk Management is now integrated with SAP Strategy

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Management, part of the company's enterprise performance management portfolio. By linking strategy with risk management, executives can plan and execute corporate strategy with an in-depth understanding of the underlying risks. This integration will help companies to create a more "risk-intelligent" enterprise, allowing them to govern their overall business more effectively.

Since its introduction in the spring of 2007, SAP GRC Risk Management boasts a growing roster of customers, showing strong momentum for the solution. (See May 14, 2007 press release, titled "[New Enterprise Risk Management Application from SAP Helps Companies Balance Business Opportunities with Risk Exposures.](#)")

"We're very excited about the innovative product enhancements and vision SAP has delivered, and expect that both our customers and our own organization will benefit," said Norman Comstock, managing director, UHY Advisors TX, LLC. "SAP GRC Risk Management has allowed our company to identify and quantify our operational and strategic risks, increasing transparency throughout the organization. As a result, we've been able more closely and accountably manage our business."

SAP GRC Global Trade Services: Streamlining Cross-Border Trade

SAP has expanded the capabilities of SAP GRC Global Trade Services to streamline cross-border trade and accelerate compliance with new trade and environmental safety regulations. Key enhancements to SAP GRC Global Trade Services include:

- New integration between SAP GRC Global Trade Services and the SAP® Environmental, Health, and Safety application help customers automatically identify any hazardous materials and ensure compliance with regulatory agencies. After materials are identified, the solution automatically triggers the alerts and documentation needed to comply with agencies, including European Union-based Registration, Evaluation and Authorization of Chemicals (REACH).
- Expanded certifications to manage country-specific customs processes. With significantly more country-specific certifications than other global trade management solution providers, SAP is uniquely positioned to help customers to navigate and expand trade relations.

"Having already tested the new enhancements in SAP GRC Global Trade Services, Heraeus is looking forward to the new features that will help us successfully manage country-specific regulations," said Dr. Müller-Schäfer, compliance manager, GTS and Customs at Heraeus, a global manufacturer and trader of precious metals and special materials. "We are a globally active precious metal and technology group. To keep our global trade business moving efficiently and compliantly, we need to clearly communicate any declarations to German customs. SAP solutions for GRC have been critical in helping us run our international trade smoothly and accountably, and the new features will help us continue and expand this success."

"We continue to see unprecedented market adoption of our GRC solutions, with customers across all major industries and regions using our solution set as the foundation of a unified, cross-enterprise GRC strategy," said Narina Sippy, SVP and GM, Governance, Risk and Compliance, SAP. "The rich, robust product capabilities we're delivering today further strengthen our ability to help our customers – whether in the boardroom or at the line-of-business level – to take a holistic view of their enterprise risks and controls in order to establish transparency and accountability, drive corporate strategy and performance, and boost shareholder value."

Availability

All SAP solutions for GRC are available to customers by end of March 2008.

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Synopsys Announces Multi-Core Initiative to Accelerate Design Time-To-Results

10 March 2008

Synopsys, Inc. announced its multi-core initiative to deploy advanced parallel, threaded and other optimized compute technologies across its Discovery™ Verification and Galaxy™ Design platforms, and Design for Manufacturing (DFM) solutions. The initiative aims to enable integrated circuit (IC) design companies to easily maximize the throughput of their multi-core compute infrastructure to reduce time-to-results (TTR). This initiative builds on Synopsys' proven multi-processor and network-distributed electronic design automation (EDA) solutions, including the VCS® functional verification solution with native testbench technology for compute farms and the Proteus lithography solution offering near-linear scalability. Additional multi-core-enabled solutions will be delivered throughout 2008.

The combination of increasing IC complexity and shrinking semiconductor features is driving exponential demand for design and manufacturing-related compute resources. Synopsys' initiative addresses this demand by deploying advanced multi-core software and optimized information technology (IT) solutions that can deliver breakthrough productivity increases. The three key components of Synopsys' multi-core initiative to be delivered during 2008 are:

1. Galaxy Design Platform - the industry's most widely used implementation solution, including Synopsys' Design Compiler® RTL synthesis solution; IC Compiler comprehensive place-and-route solution; the PrimeTime® suite for sign-off; Star-RCXT™ parasitic extraction; TetraMAX® automatic test pattern generation (ATPG) and Hercules™ physical verification solutions.
2. Discovery Verification Platform - Synopsys' comprehensive system-to-silicon verification solution, including System Studio for algorithm design and analysis; VCS functional verification; and HSPICE®, NanoSim® and HSIM™ circuit simulation solutions.
3. DFM solution - including the Proteus OPC solution for mask synthesis; CATS® mask data preparation; and Sentaurus TCAD tool suite for semiconductor process and device modeling.

"Intel and [Synopsys](#) have a long history of engineering collaboration in the area of scalable compute infrastructure and advanced software engineering techniques," said Elwood Coslett, director of Platform and Design Capability Engineering at Intel. "Most recently, we have jointly worked to deploy and use the Intel® Software Development Products (including the Intel Compilers, VTune™ Performance Analyzer, Intel Threading Analysis Tools, Intel Performance Libraries, and Intel Threading Building Blocks) to Synopsys' global software engineering community to enable rapid development of multi-core processor-based solutions."

"We are now in an environment where the cost to house, power, and cool the IT infrastructure is greater than the capital acquisition cost," said John Chilton, senior vice president of Marketing and Business Development at Synopsys. "Simply throwing more hardware and data centers at the problem is neither economically viable nor environmentally sustainable. In order to improve overall design time-to-results, EDA tools must increase throughput but also be deployed on optimized IT solutions specifically addressing the unique issues facing complex design-to-manufacturing processes. With the multi-core initiative, Synopsys is attacking these challenges on all fronts to accelerate design throughput for our customers."

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Synopsys HSPICE Delivers Innovative Technology to Accelerate Circuit Simulation Performance

10 March 2008

[Synopsys, Inc.](#) unveiled improvements to its HSPICE® core engine technology that boost performance for complex analog and mixed-signal designs. In addition, new multi-threading capabilities in the March 2008 release of the HSPICE simulator speed up circuit simulation by taking advantage of new multi-core computer architectures. As a result, circuit designers can now run HSPICE post-layout simulations up to three times faster on single-core processors and up to six times faster on four-core processors.

"Implementing mixed-signal security processor designs in smaller geometries necessitates accurate transistor-level simulation with post-layout parasitics," said Jeff Berkman, chief technology officer at Priva Technologies, Inc., a company that develops and markets advanced hardware- and software-based authentication and security platforms for the travel, financial, retail, government and enterprise markets. "With post-layout parasitic data growing exponentially, having a fast simulation tool that can also take advantage of our investment in a multi-core compute platform is critical to the success of our circuit designs. We rely on Synopsys to deliver both the simulation technology enhancements and multi-core platform support required to increase our productivity and accelerate time-to-results."

The newest version of the HSPICE simulator delivers improvements in the symbolic DC operating point convergence algorithm, transient time-step control, netlist parsing and model performance. These enhancements accelerate overall simulation throughput on single-core computers.

Previously, HSPICE multi-threading capabilities allowed circuit designers to simulate large pre-layout designs. With the March 2008 release, Synopsys has extended HSPICE multi-threading capabilities to enable simulation of large post-layout designs containing in excess of a million resistive and capacitive parasitic effects. As a result of these enhanced multi-threading simulation capabilities, fully extracted post-layout designs can now be simulated in just hours instead of days.

In a related announcement, Synopsys today announced the launch of its multi-core initiative to assist integrated circuit (IC) design companies in maximizing the throughput of their multi-core compute infrastructure to reduce time-to-results (TTR).

"Synopsys is deploying comprehensive support for multi-core processing across its core EDA and design-for-manufacturability product portfolios. The HSPICE circuit simulator is one of the first technologies to benefit from this effort," said Bijan Kiani, vice president of Product Marketing at Synopsys. "Full multi-threading capability in HSPICE enables designers to take advantage of their investment in a multi-core compute infrastructure and attain signoff- quality post-layout simulation results in a fraction of the time it takes with other simulators."

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Synopsys Launches HSPICE Integrator Program With 25 Founding Members

11 March 2008

Synopsys, Inc. launched its HSPICE® Integrator Program to further promote integration between Synopsys' HSPICE simulation solution and other electronic design automation (EDA) products. The HSPICE Integrator Program enables qualified EDA vendors to integrate their products with the de facto

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standard HSPICE simulator, HSPICE RF simulator, and WaveView Analyzer™. In addition, qualified HSPICE Integrator Program members have access to HSPICE integrator application programming interfaces (APIs). Collaboration between HSPICE Integrator Program members will enable customers to achieve more thorough design verification in a shorter period of time from the improvements offered by inter-company EDA design solutions.

"The HSPICE Integrator Program enables us to work closely with Synopsys to deliver tightly integrated solutions to our mutual customers," said Joe Civello, product and applications marketing manager, Agilent EEsof EDA Division. "Our silicon foundry customers can now use Agilent's IC-CAP modules with Synopsys' HSPICE simulator to quickly and accurately perform transistor model extraction. In addition, our printed circuit board customers can now use Agilent's Advanced Design Systems products with HSPICE to address today's difficult signal integrity and jitter issues."

"As circuit geometries continue to shrink, our customers demand solutions to help deal with process variation for analog/mixed-signal, custom digital and memory designs," said Amit Gupta, president and CEO of Solido Design Automation. "The seamless integration of SolidoSTAT with HSPICE helps our customers to quickly analyze failures caused by statistical variation, identify weaknesses and fix the design, making it robust to statistical variation."

"By encouraging, facilitating and promoting the integration of HSPICE with all Synopsys and other EDA flows, Synopsys provides customers the flexibility to choose the EDA products and flows that best meet their needs," said Rich Goldman, vice president of Strategic Market Development at Synopsys. "The HSPICE Integrator Program will help accelerate the development of interoperable solutions that can simplify customers' verification cycles and help them achieve predictable success."

Founding members of the HSPICE Integrator Program include: Accelicon Technologies Inc., Agilent EEsof EDA, Altos Design Automation, Inc., Apache Design Solutions, Applied Simulation Technology, ATEEDA, AWR, Computer Simulation Technology (CST), Helic S.A., Interra Systems Inc., Jedat Inc., Mephisto Design Automation (MDA), MunEDA GmbH, Nangate Inc., Novas Software, OEA International, Inc., Orora Design Technologies, Inc., Physware, Inc., ProPlus Design Solutions, Inc., Signal Integrity Software, Inc. (SiSoft), Sigrity, Inc., Silicon Canvas, Solido Design Automation Inc., Veritools Inc., and Z Circuit Automation. For more information, visit the HSPICE Integrator Program, http://www.synopsys.com/hspice_integrator/



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