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## Top Stories

### ***Strong PLM Market Growth for 2007; Regarding Product Lifecycle Management as a 'Do-or-Die' Competitive Necessity, Company Executives at a Record Number of Companies are Investing Heavily in the Approach***

3 April 2008

According to recent statistics compiled by consulting and research firm CIMdata, Inc., the worldwide Comprehensive Product Lifecycle Management (PLM) market experienced a stronger-than-expected 13.5% growth rate to reach an estimated \$24.3 billion in 2007.

The increase exceeds earlier forecasts, with the boost attributed to recognition of the enterprise-wide value of PLM for companies of all sizes in a growing number of industries—most particularly in light of continuing predictions of possible global economic downturn. According to CIMdata Director of Research Ken Amann, PLM investments are forecasted to continue their steady climb over the next five years, increasing at a compound annual growth rate of approximately 9.8% and expanding the market size to nearly \$40 billion by 2012.

Supported by a wide range of technologies, PLM is a strategic business approach for the collaborative creation, management, dissemination, and use of product definition information. Using the approach, companies can increase efficiency, reduce costs, improve quality and launch innovative products faster than ever. CIMdata research of companies that have implemented PLM indicates that typical ROIs range from 100% to 300%.

“Executive-level recognition of the significant business value of PLM is driving increased implementation of the approach. Increasingly, many of these far-reaching systems extend beyond engineering design to a broad range of activities—from early-stage product strategy development and planning, to product engineering and manufacturing engineering, and through to product maintenance and support,” says CIMdata President Ed Miller. He explains that the impact of this broad PLM footprint is that many diverse, previously-isolated disciplines and pockets of automation are now being tightly integrated, with processes optimized for the entire enterprise and across the full product lifecycle.

“Considering the far-reaching business impact of PLM, the approach has become a critical enterprise investment,” notes Miller. “PLM is now widely regarded as a ‘do-or-die’ competitive necessity in a turbulent global economy where companies leveraging these solutions will likely be among the top performers in the coming years.”

Detailed analysis, industry statistics and comparative charts for the 2007 PLM market is available as a downloadable white paper, [PLM Market Growth in 2007 A First Look in 2008—Exceeding Expectations](#).

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### ***CIMdata White Paper: PLM Market Growth in 2007***

3 April 2008

Today CIMdata released [PLM Market Growth in 2007 A First Look in 2008—Exceeding Expectations](#), a white paper that presents detailed analysis, industry statistics and comparative charts for the 2007 PLM

market.

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## Acquisitions

### ***ANSYS, Inc. Signs Definitive Agreement to Acquire Ansoft Corporation; Acquisition Broadens Capabilities as a Global Innovator of Simulation Software***

31 March 2008

ANSYS, Inc. and Ansoft Corporation announced that they signed a definitive agreement whereby ANSYS will acquire Ansoft for a purchase price of approximately \$832 million in a mix of cash and ANSYS common stock. The strategic, complementary business combination of ANSYS and Ansoft will create a leading provider of 'best-in-class' simulation capabilities, with combined trailing 12-month revenues of \$485 million. When completed, ANSYS currently anticipates that the transaction will be modestly accretive to non-GAAP earnings per share in its first full year of combined operations.

Under the terms of the definitive agreement, which was unanimously approved by the Boards of Directors of both companies, Ansoft stockholders will receive \$16.25 in cash and 0.431882 shares of ANSYS common stock for each outstanding Ansoft share. Based on the 10-day trailing average closing price of ANSYS common stock, the implied value is \$32.50 per Ansoft share. ANSYS will issue an aggregate of approximately 11.1 million shares of its common stock and pay an aggregate of approximately \$416 million in cash in the transaction. ANSYS intends to fund the cash portion of the transaction with approximately \$70 million of cash on-hand from the combined organization and approximately \$346 million from the proceeds of a \$450 million unsecured senior term loan credit facility. ANSYS' current lender, Bank of America, N.A., has committed to fully underwriting the credit facility and Banc of America Securities LLC has agreed to act as lead arranger. The pricing of the senior credit facility is tier-based with limited market flexibility on yields and structure to facilitate its syndication. The transaction, currently anticipated to close in the second calendar quarter of 2008, is subject to customary closing conditions, regulatory approvals and approval by the Ansoft stockholders. In connection with the execution of the definitive agreement, certain Ansoft stockholders, who collectively beneficially own approximately 16% of Ansoft, entered into voting agreements agreeing to vote for the proposed transaction. Upon the closing of the transaction, Ansoft stockholders will own approximately 12% of the combined company on a pro forma basis. After the closing, Ansoft will become a wholly-owned subsidiary of ANSYS and Ansoft common stock will cease trading on NASDAQ.

Engineers use [Ansoft](#) products to simulate high-performance electronics designs found in mobile communication and Internet devices, broadband networking components and systems, integrated circuits, printed circuit boards and electromechanical systems. The company's products are used by blue chip companies as well as small- and medium-sized enterprises around the world.

The acquisition of Ansoft is ANSYS' first foray into the broader EDA software industry and will enhance the breadth, functionality, usability and interoperability of the combined ANSYS portfolio of engineering simulation solutions. The combination is expected to increase operational efficiency and lower design and engineering costs for customers, and accelerate development and delivery of new and innovative products to the marketplace. The complementary combination of Ansoft's and ANSYS' software products and services is expected to give ANSYS one of the most complete, independent

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engineering simulation software offerings in the industry, reaffirming and strengthening ANSYS' commitment to open interface and flexible simulation solutions that are primarily driven by customer demand, flexibility and choice. With over 40 direct sales offices and 21 development centers on three continents, the combined company will employ approximately 1,700 people.

"We are very excited about the state-of-the-art technologies that Ansoft adds to ANSYS' simulation capabilities," said James E. Cashman III, President and Chief Executive Officer of ANSYS. "Both companies have a strong commitment to their customers and employees, and share a passion for the development of innovative products and services and a history of world-class execution. This combination will further strengthen these values and will allow us to better serve our customers by accelerating the delivery of comprehensive, customer-driven engineering simulation solutions and by enabling us to provide high quality support throughout the world. We see this as an opportunity to add highly complementary physics that address the convergence of mechanical and electrical engineering product design and development. We are also excited about bringing two great Pittsburgh-based companies together to create an exciting opportunity for aspiring engineers, computer scientists and professionals to join us in our mission to democratize the use of simulation across the globe.

"The simulation technologies that Ansoft adds complement and broaden the existing ANSYS portfolio of simulation solutions, enabling the combined company to deliver the integration, efficiency, functionality and interoperability required by customers across a broad range of industries and applications. With trailing 12-month revenues ending January 31, 2008 of \$98 million, Ansoft brings a combination of new software revenue growth and strong operating margins. Ansoft's solid revenue and customer base, combined with its profitability, should enable the transaction to be modestly accretive to non-GAAP earnings per share in our first full year of combined operations and accretive beyond that," stated Cashman.

"This merger brings together two great companies with a shared vision and strong engineering focus," said Dr. Zoltan J. Cendes, the founder, Chairman of the Board and Chief Technology Officer of Ansoft. "The combination of our R&D teams, complementary technological strengths and our commitment to quality will enhance our ability to deliver comprehensive, innovative, world-class simulation software technologies that customers demand." In conjunction with this transaction, Dr. Cendes will join ANSYS' Board of Directors following the closing of the transaction.

"The combination of Ansoft's extensive portfolio of electromagnetics, circuit and systems simulation solutions with ANSYS' existing simulation capabilities creates a 'best of breed' company that will continue to lead the evolution and innovation of engineering simulation by enabling customers to improve their product development processes, eliminate physical prototypes, reduce time-to-market for new products and improve product innovation and performance," said Nicholas Csendes, President and Chief Executive Officer of Ansoft.

## Integration

The two Pittsburgh-based companies are developing integration plans that leverage and build on the cultural similarities and the best practices from each team. ANSYS will provide additional details relative to the acquisition and integration activities subsequent to the closing of the transaction.

Due to the absence at this time of estimates of the acquisition-related impact of purchase accounting adjustments, including the allocation of the purchase price among goodwill, in-process R&D, other intangibles and equity-based compensation expenses related to SFAS 123R, ANSYS is currently unable to provide GAAP estimates on future earnings. The company intends to provide updated GAAP and

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non-GAAP financial guidance after the closing of the transaction.

## Advisors

In connection with the transaction, Deutsche Bank Securities Inc. is acting as exclusive financial advisor to Ansoft, and Wilson Sonsini Goodrich & Rosati, Professional Corporation is acting as legal counsel. Goodwin Procter LLP is acting as legal counsel to ANSYS.

## Conference Call and Webcast

ANSYS will hold a conference call/webcast today to discuss this announcement. The call will be recorded and a replay will be available approximately two hours after the call ends. The replay will be available for one week by dialing 888-203-1112 or 719-457-0820 and the passcode is "ANSYS" or "26797." The archived webcast can be accessed, along with other financial information, on ANSYS' website at <http://www.ansys.com/corporate/investors.asp>. A presentation describing the transaction will be made available on the ANSYS website at <http://www.ansys.com> under the Investors tab.

## Important Additional Information to be filed with the SEC

In connection with the merger, ANSYS intends to file with the SEC a registration statement on Form S-4, which will include a prospectus/proxy statement of ANSYS and Ansoft and other relevant materials in connection with the proposed transactions. Investors and security holders of ANSYS and Ansoft are urged to read the prospectus/proxy statement and the other relevant material when they become available because they will contain important information about ANSYS, Ansoft and the proposed transaction. The prospectus/proxy statement and other relevant materials (when they become available), and any and all documents filed by ANSYS or Ansoft with the SEC, may be obtained free of charge at the SEC's web site at <http://www.sec.gov>. In addition, investors and security holders may obtain free copies of the documents filed with the SEC by ANSYS by directing a written request to ANSYS, Inc., Southpointe, 275 Technology Drive, Canonsburg, Pennsylvania 15317, Attention: Investor Relations. Investors and security holders may obtain free copies of the documents filed with the SEC by Ansoft by directing a written request to Ansoft Corporation, 225 West Station Square Drive, Suite 200, Pittsburgh, PA 15219, Attention: Investor Relations. **INVESTORS AND SECURITY HOLDERS ARE URGED TO READ THE PROSPECTUS/PROXY STATEMENT AND THE OTHER RELEVANT MATERIALS WHEN THEY BECOME AVAILABLE BEFORE MAKING ANY VOTING OR INVESTMENT DECISION WITH RESPECT TO THE PROPOSED TRANSACTIONS.**

This communication shall not constitute an offer to sell or the solicitation of an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended.

## Participants in the Solicitation

ANSYS, Ansoft and their respective executive officers, directors and trustees may be deemed to be participants in the solicitation of proxies from the security holders of Ansoft in connection with the merger. Information about the executive officers and directors of ANSYS and their ownership of ANSYS common stock is set forth in the proxy statement for ANSYS' 2007 Annual Meeting of Stockholders, which was filed with the SEC on April 9, 2007. Information about the executive officers and directors of Ansoft and their ownership of Ansoft common stock is set forth in the proxy statement for Ansoft's 2007 Annual Meeting of Stockholders, which was filed with the SEC on July 26, 2007.

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Investors and security holders may obtain additional information regarding the direct and indirect interests of ANSYS, Ansoft and their respective executive officers, directors and trustees in the merger by reading the prospectus/proxy statement referred to above.

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## ***Consona Corporation Announces Acquisition of Configuration Solutions Inc.***

31 March 2008

Consona Corporation (Consona), a leading provider of enterprise resource planning (ERP) and customer relationship management (CRM) software and services for the enterprise, announced that it has acquired substantially all assets of Configuration Solutions, Inc. Configuration Solutions, headquartered in Portage, Mich., is a leader in the development of product configuration solutions for to-order manufacturers.

The acquisition of Configuration Solutions reinforces Consona's acquisition strategy to acquire specific manufacturing expertise within the ERP software space.

"Configuration Solutions has been a Consona technology partner for years, providing add-on configuration tools for both the Made2Manage and Intuitive product lines," said Scott Malia, general manager of Consona ERP. "The Configuration Solutions products will significantly enhance our manufacturing execution functionality for the make-to-order (MTO), engineer-to-order (ETO) and assemble-to-order (ATO) manufacturing environments, and will open up seamless cross-selling opportunities across several of our ERP product lines."

"By combining the resources of two leading companies, we'll be able to provide more proactive service and support to our shared customers," said Bill Haynes, vice president of sales for Consona ERP. Haynes added that the acquisition will not impact Configuration Solutions' partner relationships with ERP solutions that compete directly with Consona ERP. "It is our ongoing objective to provide unsurpassed service and support -regardless of the ERP foundation a customer is using," he said.

According to Malia, Configuration Solutions will continue to operate from its headquarters as a product line of Consona ERP, serviced by dedicated sales, support, services and development staff. Consona will maintain the Configuration Solutions brand and product names and remains committed to the ongoing sales, maintenance, support and enhancement of Configuration Solutions' product and service offerings to meet the needs of both existing and future customers.

Ryan Colosky, former vice president of sales for Configuration Solutions, has assumed the role of general manager of the product line, reporting directly to Malia. After 16 years of focused dedication to the industry, Founder and CEO Dale Colosky has decided to retire.

The specific terms of the agreement were not released.

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## ***Delisting of Telelogic; Postponed Annual General Meeting; No Interim Report***

31 March 2008

IBM's public offer for [Telelogic](#) was declared unconditional on 27 March 2008. IBM now controls approximately 96.9 per cent of the shares in Telelogic and has announced that compulsory acquisition

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proceedings regarding the remaining shares will be initiated.

Upon request by IBM, the board of directors of Telelogic has issued a notice to an Extraordinary General Meeting to be held on 15 April 2008 for the purpose of electing a new board of directors, which is to be composed by IBM representatives. Upon request by IBM, the board of directors has also applied for a delisting of the Telelogic share from OMX Nordic Exchange Stockholm as soon as possible. As soon as the exchange has resolved on the delisting, it will announce when the trading will cease.

Furthermore, with reference to the above and upon request by IBM, the board has resolved to postpone the Annual General Meeting 2008 scheduled for Tuesday, 6 May 2008. A new date for the Annual General Meeting will be set by the new Telelogic board. Moreover, the board has resolved not to issue its interim report for the first quarter 2008 originally scheduled for 22 April 2008.

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## ***IBM Completes Acquisition of Telelogic AB***

3 April 2008

IBM announced the completion of its approximately \$845 million USD (approximately 5 billion Swedish Kronor) tender offer for the shares of Telelogic AB.

The tender offer, announced on June 11, 2007, was finalized after IBM obtained acceptance from 96.9 percent of stock ownership in Telelogic as well as satisfaction of other conditions of the offer, including necessary worldwide regulatory approvals.

Telelogic is a leading provider of software to develop technical systems and enterprise architecture, and has more than 8,000 customers worldwide. Headquartered in Malmo, Sweden, and Irvine, California, Telelogic has more than 1,200 employees and operations in 22 countries around the world.

Together, IBM, Telelogic, and business partners will help customers deliver high quality systems to the market faster while reducing costs. Customers will benefit from the combined technologies and services of both companies, providing them a wide range of software and system development capabilities, along with support from a worldwide sales and services organization. Together, IBM and Telelogic provide a comprehensive offering for defining, modeling, building, testing and delivering the software used in systems in the aerospace and defense, telecommunications, electronics, automotive and other industries.

For example, an automotive manufacturer would use IBM and Telelogic solutions to help build and deliver software to operate a vehicle's anti-lock braking system or navigation system. In aerospace and defense, an organization could use IBM and Telelogic to develop and operate advanced satellite radar systems and space telescopes.

“Telelogic is an important element of our software and systems development and delivery strategy,” said Dr. Daniel Sabbah, general manager, IBM Rational Software. “Software is at the heart of embedded devices and systems. Whether it’s used to develop the next generation of communication devices or systems for space exploration, this IBM technology has important implications for society.”

Telelogic will report into the IBM Rational Software unit. Consistent with IBM’s Software strategy, Telelogic clients’ and partners’ investments in existing IBM and Telelogic technologies will be preserved, allowing customers to take advantage of the broader set of capabilities without the need to replace existing systems.

The Telelogic acquisition supports both IBM’s acquisition strategy and capital allocation model, and

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will contribute to the achievement of the company's objective for earnings-per-share growth through 2010. Since 1995, IBM has invested more than \$18 billion on public acquisitions, making it the most acquisitive company in the technology industry, based on volume of transactions. Other strategic acquisitions in support of IBM's software and systems development and delivery strategy include BuildForge (build and release management), SystemCorp (project and portfolio management) and Watchfire (Web application security).

Customers and partners can learn more about developing technical systems at the IBM Rational Software Development Conference beginning June 4, 2008, in Orlando, Florida.

A short video with stills and narration about the IBM acquisition of Telelogic can be found at <http://www.thenewsmarket.com/ibm>.

For more information about Telelogic, please visit: <http://www.ibm.com/software/rational/welcome/telelogic/>.

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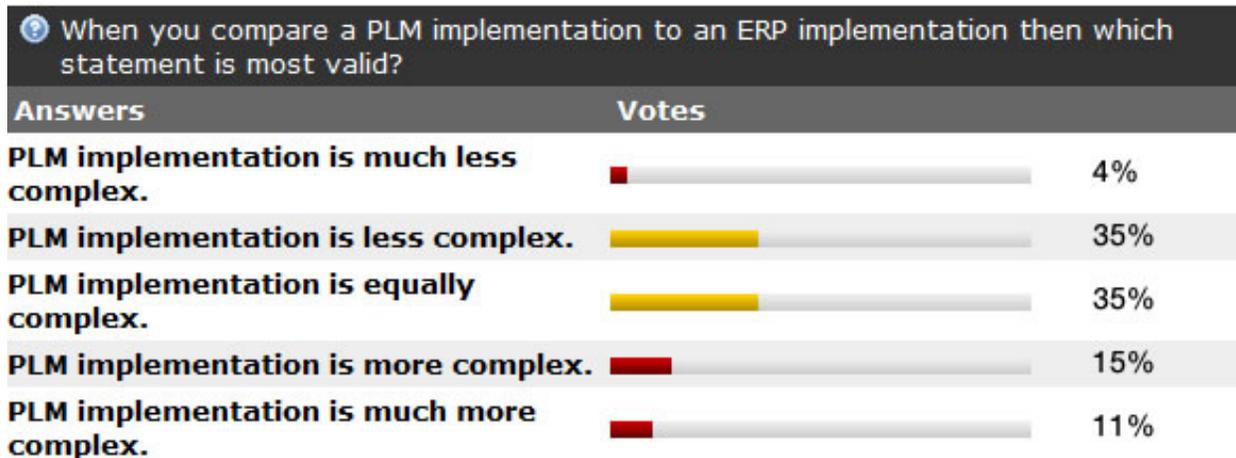
## CIMdata News

### *CIMdata Announces a New Opinion Poll on Who is Leading Your PLM Effort and the Results of the PLM/ERP Implementation Poll*

2 April 2008

Who is leading your PLM effort, including the development of its strategy? is CIMdata's new [poll](#) for this month.

The results of our poll on your comparison of PLM and ERP implementations are:



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## Company News

### ***Almarina Bianchi Joins Centric Software as Industry Marketing Director for Apparel and Retail Industries***

31 March 2008

[Centric Software](#) announced that Almarina Bianchi has joined the company to lead industry marketing for the Apparel and Retail industry segments. Bianchi's two decades of experience in retail buying, merchandising and product management in the fashion industry brings deep domain expertise to the Centric team. Centric product lifecycle management (PLM) solutions help companies in the apparel and private label industries improve global collaboration and product quality, minimize errors and costs, assure compliance and improve margins.

"Almarina brings a unique combination of experience to Centric," said Ray Hein, executive vice president of market strategy and business development at Centric. "She has a successful track record in apparel development and marketing; private label retail development, sourcing, and merchandising; and managing teams responsible for delivering systems and solutions to clients in the apparel and footwear industries. Her domain expertise will enrich our understanding of the business issues and challenges faced by these companies and help assure that our offerings specifically provide compelling business benefits to customers in apparel and retail industries."

Before joining the Centric team, Bianchi's experience includes management roles at the Oswego Group; at Mervyns LLC where she held positions in Product Development and Design Systems, in Sourcing and in Product Design and Development; at Grupo Vicunha, Fibrasil Textil S.A. of Brazil, where she led Product Marketing efforts for the company's sportswear group; and at Umbro International of Brazil, where she was a senior product manager for sportswear and licensing.

#### **Almarina Bianchi to Speak at Apparel Tech Conference West**

Centric Software will be appearing at the Apparel Tech Conference West in Irvine, California on April 2, 2008. As part of Centric's appearance at the conference, Apparel Industry Marketing Director Almarina Bianchi will speak in a breakout session at 11:30 a.m. Bianchi's session is titled "Best Practices in Product Lifecycle Management: A Case Study" and will examine the challenges faces by apparel makers today and how one apparel manufacturer leveraged Centric's PLM solution to overcome these challenges and realize significant benefits.

The 2008 Apparel Tech Conference West will take place at the Orange County Campus of the Fashion Institute of Design & Merchandising in Irvine, CA.

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### ***Bentley Appoints Harry Vitelli as Vice President, Platform Product Management***

1 April 2008

Bentley Systems, Incorporated has appointed Harry Vitelli to the position of vice president, platform product management. In this capacity, Vitelli is responsible for developing and managing Bentley's MicroStation and ProjectWise product strategies and programs. He reports to Shaun Sewall, vice president, platform products and technology. Vitelli brings to Bentley more than 25 years of experience growing software sales revenues as a technology industry executive for both publicly and privately held

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companies. Most recently, he served as vice president of alliances at Adobe Systems and earlier as senior director of product management for Adobe's Acrobat, Adobe Reader, and PDF software lines. Other executive and management roles he has held include vice president of marketing at PrivateExpress, general manager for North America at Sony Corporation's Psychosis Division, and senior manager of product management for Apple QuickTime.

Vitelli earned a Bachelor of Computer Science degree from Spring Garden College, in Philadelphia.

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## ***Dassault Systèmes Creates New Senior Executive Position & Appoints Laurence Dors as Senior EVP, Global Development & Resources***

3 April 2008

Dassault Systèmes ([DS](#)) announced that Laurence Dors-Meary has joined DS as Senior Executive Vice President, Global Development and Resources, a new position within the group.

“Our growth roadmap calls for a reinforcement of our Executive Committee. Laurence will help bring the group to its next development stage, focusing on our international operational efficiency with the goal to significantly increase our global customer reach,” says Bernard Charlès, president and CEO, Dassault Systèmes. “Laurence’s strategic mission is to further extend and integrate our highly skilled teams, thus providing increased value to our customers and partners.”

Laurence Dors-Meary, 52 years old, will report directly to Bernard Charlès. She joins Dassault Systèmes with a rich international experience, having held such positions with several global companies. In the corporate world, Laurence was the Corporate Secretary for EADS Group, advising the Chairman and CEO on all corporate and management issues. She drove the merger and transformation of the international entities of Lagardère, Matra, Aérospatiale and EADS. Laurence held a position as advisor on international economic matters to the French Prime Minister Alain Juppé and Minister of Economy Edmond Alphandéry. She also held several executive management positions in the international services of the French Ministry of Economy and Finance.

As part of her actions for the company, Laurence will harmonize Dassault Systèmes’ global footprint by streamlining its international operations, offices and resources, as well as orchestrating its corporate social responsibility.

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## ***Dassault Systèmes Names Scott Berkey CEO of SIMULIA***

31 March 2008

Dassault Systèmes ([DS](#)) announced the appointment of Scott Berkey as CEO of SIMULIA, Dassault Systèmes' brand for realistic simulation. Previously SIMULIA's Vice President of Worldwide Operations, Berkey is replacing Mark Goldstein who will continue in a part-time strategic advisory capacity.

Berkey joined Dassault Systemes in July 2006 as Vice President of Worldwide Operations for the SIMULIA brand. He has played a key role in improving global operations and increasing revenue, profit, and global market share. He has more than two decades of experience in enterprise software. He has held senior executive positions at several companies including multiple executive roles at Structural

# CIMdata PLM Industry Summary

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Dynamics Research Corporation (SDRC) and as CEO at both Proficiency and Axentis.

Goldstein is stepping down as CEO for personal reasons. He will remain a Dassault Systèmes executive, reporting to Bernard Charles with responsibility for selected strategic growth initiatives at the group and brand levels, and continue as a member of the [SIMULIA](#) board.

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## ***ESI Group Announces Partnership in ITOOL***

1 April 2008

[ESI Group](#) announced its partnership in ITOOL.

### **Background:**

Textile preforming of composites offers the potential of significant cost savings in comparison to prepreg tape layering. To enable engineers to make use of dry fiber textiles, reliable simulation tools and design principles are needed. In contrast to conventional, unidirectional reinforced composites, textile reinforcement results in 3d fiber architectures so that standard analysis procedures like 2d rules of mixture and laminate theory are no longer valid. It is also important to consider the manufacturing process since it has a strong influence on the textile properties.

### **Project objectives:**

The technical approach of ITOOL is a simulation along the process line with a virtual manufacturing chain incorporating the preform manufacturing, draping and impregnation process followed by the external loading of the finished component. The scientific objective of ITOOL is to close the gap between missing knowledge and proved advantages of dry fiber textiles by development of an adequate integrated simulation tool for textile preforming technologies including braiding, advanced engineering textiles, weaving and stitching. Reliable simulation tools and design methods provide the enabling prerequisites for an increased use of these materials in Aerospace (and other) industries. By achieving the above-mentioned objectives, ITOOL provides the basis of a standard for the design, analysis and testing of textile preformed composites in Europe.

### **Description of the Work:**

As there are already stand-alone solutions for several parts of the simulation in use, the approach of ITOOL is mainly the linking and integration of these tools to ensure a fluid interaction and data interchange. This approach enables a flexible and adaptable solution, which may be extended by the user to include alternative technologies. The materials used in the project, especially the ones that will be used for a set of validation examples, are characterized. The relevant data is stored in a database structure allowing the user to access the properties they need. The mechanical behavior is analyzed on three different approximation levels called 3M (micro / meso / macro) mechanics:

- on the microscale the different constituents are always modeled separately,
- on the mesoscale fiber and matrix properties are homogenized locally,
- on macro level the micro or mesoscale models are homogenized in a coarser way to lower the computational effort.

The processes used in production and handling of textile preforms are evaluated and appropriate models are developed to predict their influence on the properties of the preform materials. The draping and

# CIMdata PLM Industry Summary

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infiltration behavior of textile preforms is the focus of this subtask.

Static stress and failure models are developed to predict macroscopic structural deformation, stress and failure of textile-reinforced structures. Global analysis methods, which compute structural behavior under external loads, are provided. The developed tools regard static stress, quasi-static failure, crash and dynamic impact computations.

The proof for this integration concept is performed for different application fields of textile-preformed composites in Aerospace: typical stiffened skin sections, integral joining technologies and braided stiffeners. The evaluation also includes the interface and the related flow of data as the quality of results in comparison with tests.

In parallel to the development of the integrated simulation tool the second aspect of the project is to build up physical understanding of textile preformed composites behavior to increase their usage. Therefore design rules for the use of dry fiber textiles are extracted and made easily available for the design engineer in a guideline.

## **Expected Results:**

To fulfill the objectives within a limited time (and cost) scale an open flexible interface for fluent data exchange and communication is created by linking the different existing stand-alone tools.

The main value is gained for the user of textile composites. ITOOL tries to provide a standard for testing, modeling and simulation, and by this reply to the market demands. Further impact of the enhanced simulation capabilities is a distinct reduction of at least 20% in necessary testing effort as well as a lead time reduction of more than 15%.

## **Title: Integrated Tool for Simulation of Textile Composites**

Acronym: ITOOL

Contract Nr.: 516146

Total Cost: 3754097 €

EU Contribution: 2619913 €

Starting Date: 01/03/2005

Duration: 36 months

Web-site: <http://www.itool.eu>

Coordinator: EADS Deutschland GmbH

Corporate Research Center Germany

SC/IRT/LG-CT

81663 München

Contact: Mr. Peter Middendorf

Tel: +49 (0) 89 607 26595

Fax: +49 (0) 89 607 23067

E-mail: [Peter.Middendorf@eads.net](mailto:Peter.Middendorf@eads.net)

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Partners (name, acronym, country)

EADS Germany EADS-G D

Alenia Aeronautica S.p.A. ALA IT

Cranfield University CRAN GB

Dassault Aviation DAS F

German Aerospace Center DLR D

EADS Corporate Research Center France CCR F

ESI Group ESI F

University of Stuttgart IFB D

University of Aachen ITA D

University of Leuven KUL B

INSA University Lyon LAMCOS F

SISPRA SISPRA E

University of Zaragoza ZARA E

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## ***FISHER/UNITECH Expands With New Branch Office in Indianapolis and Training Center in Toledo***

31 March 2008

[FISHER/UNITECH](#) announced the opening of its tenth branch office in Indianapolis, Indiana. The facility will provide sales, service and support for the manufacturing industry in Central and Southern Indiana. The company's training center in Toledo, Ohio, will provide a local venue for clients in Northwest Ohio to participate in 3D computer-aided design, digital analysis and product data management training courses.

"Indianapolis is home to the largest concentration of industry in the state," said Charles Hess, FISHER/UNITECH's president. "Our objective is to provide a brick-and-mortar office within a two hour drive of our customers. This enables the customer to participate in the many education programs that are conducted throughout our branch office network. It also enables our application support team to visit our customers on a regular basis. Companies located in and around Indianapolis can now take advantage of a local technology leader to help them become more competitive and efficient in their design and engineering processes."

The business climate in Indianapolis is prevalent in the areas of life science, advanced manufacturing, motor sports and information technology. FISHER/UNITECH is equipped to provide solutions for these markets in the areas of 3D product development, design automation, rapid prototyping and computer-aided manufacturing.

"With the opening of our training center in Ohio, our customers in the greater Toledo area can leverage our technical leadership without lengthy travel," said Charles Hess.

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The Toledo office will also be used to host local sales and marketing events. FISHER/UNITECH boasts facilities throughout its territory of Michigan, Ohio, Indiana, Illinois, Missouri and Wisconsin that are complimented by the nation's leading web-based education and technical support infrastructure.

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## ***Mr Staffan Söderberg is Appointed Head of Share-A-space® Partner Business Development***

3 April 2008

In response to the increased interest in [Share-A-space®](#) based PLM solutions, [Eurostep](#) strengthens support to its Business Partners.

Effective April 1st 2008, Mr Staffan Söderberg is appointed head of Share-A-space® Partner Business Development. Mr Söderberg will be working with supporting Share-A-space® business partners in their selling and implementation of Share-A-space® based solutions. Mr Staffan Söderberg has a background as Account Manager for a major Share-A-space® customer. In addition, he has worked with implementing Share-A-space® based solutions and delivering training in using Share-A-space®.

“Eurostep’s strategy to work actively with Business Partners has proven to be important for us and our customers. Together with our partners we can deliver the optimum mix of competencies in projects. To meet the increased demand from the market for Share-A-space® based solutions we are pleased to announce Mr Söderberg as responsible for the cooperation with the Share-A-space® Business Partners”, says Mr Håkan Kårdén, CEO Eurostep Group.

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## ***PTC® Solutions Enrich Product Development Skills for High School Teams Participating in FIRST Robotics Competition***

31 March 2008

[PTC](#) announced that more than twenty percent of teams competing in the 2008 FIRST (For Inspiration and Recognition of Science and Technology) Robotics Competition (FRC) registered to use its Windchill collaboration solution to manage their FRC projects during the company’s inaugural year of sponsorship. Founded in 1989 by inventor and entrepreneur Dean Kamen, FIRST reaches more than 125,000 students in grades K-12 annually. The organization offers accessible programs for children that build science and technology skills and interests, as well as self confidence, leadership, and life skills. PTC also announced the election of James Heppelmann, executive vice president and chief product officer, to the national FIRST executive advisory board.

The FRC challenges teams of young people and their mentors to solve a common problem in a six-week timeframe using a standard "kit of parts" and a common set of rules. Teams build robots from the parts in order to compete in regional and international competitions. All participating FRC teams are offered the opportunity to use PTC Windchill, Pro/ENGINEER and Mathcad schools editions. Pro/ENGINEER is PTC’s integrated CAD/CAM/CAE software that helps companies develop detailed, intuitive and realistic digital product representations as well as related deliverables. Mathcad is PTC’s engineering calculation software that combines a computational engine, accessed through conventional math notation, with a full-featured word processor and graphing tools. Windchill, PTC’s content and process management software, is a web-based application that allows teams to store their FIRST competition information in a single location for all members to access. The Windchill web-based system, hosted on

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Sun® servers, provides teams the capability to securely control CAD data, calculations, and documents. Members can also email each other within the system, and set up timelines and calendars to help manage their projects.

In addition to PTC's software and hosting contribution, PTC employees in Massachusetts, Minnesota, Michigan, Pennsylvania and Israel are supporting the FRC as mentors, judges and regional volunteers. Many long term PTC customers such as Battelle and Pelco have also committed time and resources to help encourage student interest in math, science and engineering.

"Through FRC, FIRST presents high school students with the opportunity to participate in a real-life product development experience. FIRST alum are more valuable as a result and are better able to leverage the skills they are developing using Windchill, Pro/ENGINEER, and Mathcad as they pursue careers in science, technology, engineering, and math," said Jim Heppelmann, executive vice president and chief product officer, PTC. "As a member of the FIRST executive advisory board I hope to help [FIRST](#) achieve its strategic growth goals by strengthening the relationship between industry partners and the FIRST organization. Recruiting, fostering, and retaining industry mentors are vital to the expansion of the FIRST program and key to inspiring more students to engage in professions that will advance technology globally. PTC is proud to invest in this important initiative."

FRC Team #839, "Rosie Robotics" from Agawam High School in Agawam, Massachusetts, has been participating in the FRC for the past seven years and took advantage of the opportunity to use the full complement of PTC solutions. Comprised of more than 30 students and mentors, the team used Pro/ENGINEER for some design work. All work was uploaded to Windchill to enable continuous and remote collaboration - no longer were work files unavailable. Mathcad was used to analyze a problem as simple as the weight of the air inside the 40 inch diameter ball used in the competition to the mechanical engineering analysis of the mechanism. "The PTC solutions added a new sense of excitement to the FRC experience," said Jay Cameron, mechanical engineering mentor, team #839. "Windchill has been a tremendous boon to the team's operations by eliminating obstacles to work stoppage from unavailability - students can access the project from virtually anywhere to complete their tasks, which ultimately increases team productivity." Team #839 received the Regional Chairman's Award at the Boston Regional competition. This award honors the team that best represents a model for other teams to emulate and best embodies the purpose and goals of FIRST.

Rookie team #2387 from the Columbus Alternative High School in Columbus, Ohio opted to design the frame for their robot using Pro/ENGINEER instead of using the frame supplied in the stock kit. The team also relied on Pro/ENGINEER to analyze the weight of its robot, identify the center of gravity to ensure the robot was balanced and to analyze the robotic arm mechanism to determine correct linkages and validate that everything would work. By using PTC Windchill, the team was able to share its Pro/ENGINEER models with disparately located team members and mentors and receive timely feedback through Windchill forums. "Windchill is an enabler for increasing the frequency of interactions between the FRC teams and their industry mentors," said Chris Brandon, B2e project director, Battelle. "Simply stated, if we can have more interaction between the students, teacher mentors and industry professional mentors, the students' experience with FRC is enhanced." Team #2387 received the Rookie All-Star Award at the Buckeye Regional competition.

Anne Shade became involved with FIRST in 1998 as a participant on her high school's FRC team. She began mentoring teams during college and credits FIRST with influencing her decision to become a mechanical engineer. She now mentors rookie team #2377, Chesapeake High School, Pasadena, Maryland, and immediately embraced Windchill to manage all of the teams' documents. "It was very

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exciting to be able to start the team off on the right foot using an industry leading collaboration solution and teaching them a disciplined approach to product development,” says Anne Shade, mechanical engineer and FIRST mentor, team #2377.

“Windchill provides a huge advantage for these students because they will go into industry already knowing the tools and processes used by product development professionals.”

Team #2377 placed fifth overall out of 60 teams in the Chesapeake Regional and won the Highest Rookie Seed and Rookie All-Star Award at that competition which has earned them a spot at the Championship event in April.

By using Pro/ENGINEER, Team #2509, Hutchinson High School, Hutchinson, Minnesota, eliminated the need to create prototypes, saving valuable time in the condensed six week build process. The team used Pro/ENGINEER for 40% of their design and reverse engineered the remaining 60% using parts converted into Pro/ENGINEER from the stock kit that were pre-loaded into a Windchill library. One team member found the rendering capability particularly useful because he was able to view detailed measurements and immediately see how changes to the measurements were propagated throughout the design. Other team members felt that the Pro/ENGINEER mechanism capabilities provided the best check and balance to confirm that Tiger, the team’s robot, would work. As a participant in the PTC Global Education Program, many of the students on the Hutchinson team had already completed a foundation class in Pro/ENGINEER. The team used Windchill for project management and document storage.

“The short build cycle can be especially challenging for rookie teams trying to coordinate all of the tasks involved in building the robot along with marketing, fundraising and team operations,” said Daryl Lundin and Jeff Smith, co-coaches, Team 2509. “By using Windchill and Pro/ENGINEER, the team was able to increase their productivity and successfully complete the build process.”

## About PTC’s Global Education Program

PTC's education program provides teachers and professors with complete learning solutions to prepare a new generation for success in a technological world. From secondary school to the university level, PTC gives students the ultimate in product development education by providing software, training and classroom materials to educators worldwide. Its education program is a part of a technological literacy movement that seeks to improve critical thinking and multidimensional problem-solving skills as well as preparing a growing number of students to become engineers.

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## ***SAP Appoints Leo Apotheker Co-CEO***

2 April 2008

[SAP AG](#) announced the appointment of SAP Deputy CEO Leo Apotheker as the company's co-CEO alongside SAP CEO Henning Kagermann, effective immediately. The decision was made today at a regular meeting of the SAP Supervisory Board. With the decision, SAP is preparing another smooth management transition at the top of the company. From today on, Henning Kagermann and Leo Apotheker will jointly guide the future of a world's leading provider of business software.

The supervisory board today also appointed to the SAP Executive Board three new members, effective July 1, 2008: Corporate Officers Erwin Gunst, Bill McDermott and Jim Hagemann Snabe.

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"Henning Kagermann requested that the supervisory board appoint Leo Apotheker as co-CEO in order to prepare him as successor in the best possible way during the remainder of Henning's tenure," said Hasso Plattner, SAP co-founder and supervisory board chairman. "The supervisory board today followed his request. After years of massive investments and the successful launch of trendsetting innovations in the areas of service-oriented architecture, new solutions and business models for the midmarket, the use of main memory databases and modern analytics as well as state-of-the-art user interfaces, SAP now faces the task of boosting the application of these innovations among our customers and end users. With Bill McDermott, Jim Hagemann Snabe and Erwin Gunst, three proven market experts will gain executive board functions. In my view, facing these challenges together with the new executive team, Leo Apotheker is an ideal CEO and thus my preferred successor for Henning Kagermann."

Kagermann and Apotheker will continue their close collaboration of the previous years to focus the company on continued profitable growth and on providing innovative solutions to a growing market.

## New Members Appointed to Executive Board

Effective July 1, 2008, new appointments to the executive board extend the company's top management to a team of ten. Erwin Gunst, Bill McDermott and Jim Hagemann Snabe will bring their extensive software industry and customer-focused experience to the board.

McDermott joined SAP in 2002 to manage the Americas region. He successfully led the company's market growth in North America and Latin America over the past six years. His purview was recently extended to oversee operations also in Asia Pacific and Japan. In the future, McDermott will have responsibility for all sales regions worldwide.

Snabe will have full development responsibility for SAP® Business Suite and the SAP NetWeaver® technology platform. He has been with the company for more than fifteen years, holding various management positions in sales and development, including managing director of the SAP Nordic region and general manager for industry solutions development globally.

Joining the executive board in the newly created position of chief operating officer (COO), Erwin Gunst will aim to further improve the company's operations and process efficiency. A 20-year SAP veteran, Gunst currently serves as president of the company's Europe, Middle East and Africa (EMEA) region.

The responsibilities of all other current executive board members and corporate officers remain unchanged.

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## ***SAP Expands and Supports Ecosystem by Rewarding Companies Worldwide for New Business Recommendations***

2 April 2008

SAP AG announced the launch of a globally unified, consistent referral program that will reward referrals from both SAP partners and non-partners in the small business and midsize companies market segment. The SAP Referral program offers companies an easy way to begin to work with SAP. Additionally, it enables SAP to identify potential users of its software solutions by offering transparent and timely rewards to an expanded set of participants, including members of the SAP ecosystem and other constituencies, for leveraging their business relationships to refer prospects to SAP. The new sales program is ideally suited for value-added resellers (VAR), solution resellers (SR) and independent

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software vendors (ISV) who may or may not currently be authorized SAP channel partners, as well as alliance partners, technology and business consultants, accountancy practices and ecosystems of companies working with SAP. For these companies, the program can be the first step in a long-term partnership with SAP.

Referral members are rewarded when a deal is closed; in general, five percent of the deal's net software license value is paid as a closing reward. The program is accessible and requires only a one-time online registration. Once registered, members can securely enter the program through a dedicated referral member portal. Members can access program information via the portal, and can also register opportunities and access regular status updates on the referred lead. The SAP Referral program portal provides exclusive sales materials on the complete portfolio of SAP® solutions for small business and midsize companies, along with opportunity qualification tools and e-learning sessions. A clear set of eligibility rules forms the basis of the SAP Referral program in order to secure transparency and compliance with legal requirements and business ethics.

To find out more about the SAP Referral program, go to <http://www.sap.com/ecosystem/partners/referral/index.epx>

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## ***Symmetry Solutions Receives Top Awards***

1 April 2008

[Symmetry Solutions](#) (Minneapolis, MN) announced that it has received several awards from SolidWorks Corporation (Concord, MA) for outstanding sales and service.

Symmetry Solutions became one of three top value-added resellers (VAR's) in North America to be awarded a membership into the SolidWorks Elite 190 Club by exceeding the highest standards for customer retention, subscription renewals, and software support for first-time users.

Additionally, Symmetry Solutions was awarded membership into the SolidWorks 2007 President's Club for exceptional growth of license sales of SolidWorks 3D CAD and finite element analysis (Cosmos) software products sold throughout the upper Midwest region.

Furthermore, Jim Zink, Symmetry Solutions' Senior Account Manager, received a membership award into the SolidWorks 110 Club by producing outstanding sales numbers in 2007. His efforts put him in the top 10 percent of SolidWorks reseller sales representatives worldwide and placed him as the number two sales representative in the entire upper Midwest.

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## ***Telelogic: Changes in Telelogic's Executive Management***

3 April 2008

Telelogic's President and CEO Anders Lidbeck has informed the company's new owner IBM that he will resign from his position as President and CEO. Anders Lidbeck will continue to work within IBM focusing on integration strategy for Telelogic as part of IBM. Anders Lidbeck will continue as President and CEO of Telelogic until the Board of Directors of Telelogic have appointed his successor.

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## *Visionary Book by Lattice Technology CEO Brings 3D Manufacturing Innovation to the Forefront of Discussion*

2 April 2008

[Lattice Technology Inc.](#), developers of the XVL ultra-compressed 3D data format, announced the release of the book, “3D Manufacturing Innovation” authored by the company’s CEO, Dr. Hiroshi Toriya. The book discusses the growing use of 3D data to improve production and lays the groundwork for new methods of enterprise-wide communication to achieve faster, leaner manufacturing operations.

Balanced by detailed case studies at pioneering companies including SONY Corporation and Toyota Motor Corporation, this new book takes the reader in depth, and step-by-step, into how 3D data is used more widely in manufacturing operations to be able to achieve greater efficiencies, greater leanness of operations, and less exhausted employees. And it is a discipline of great interest to the author – his company developed the very lightweight XVL format that has allowed manufacturers to improve production inside and outside their enterprise.

“This is a critical book for manufacturers in every locale and in every discipline, who are looking to increase their competitive advantage in highly competitive fields,” said Bill Barnes, General Manager, Lattice Technology. “It delivers a broad understanding and a wide vision of how 3D data can – and will – change manufacturing, even well away from the original design processes. I recommend it to everybody in our business.”

Fore worded by Kentaro Kizaki, editor at Nikkei Business Publications, Inc. the book demonstrates how general Information Technologies have matured and become ubiquitous, and are no longer a source of competitive advantage. 3D CAD itself, with a growing measurable value, is also becoming a commodity. However, the use of 3D data – the manner in which it is put to work throughout the manufacturing enterprise is the next source of competitive edge for manufacturers.

As quoted from the book, Dr. Toriya states, “This brings us to the question of whether or not the effective use of accumulated 3D data can actually increase the competitive strength of the manufacturing industry. In this sector, advanced companies have been experimenting with lightweight 3D and have finally begun to see major results. Such companies have indeed started to build the foundations of competitive strength.” (source, 3D Manufacturing Innovation’, Springer Verlag.

“3D Manufacturing Innovation”, by Hiroshi Toriya is now available at Amazon, [http://www.amazon.com/3D-Manufacturing-Innovation-Revolutionary-Japanese/dp/1848000375/ref=pd\\_bbs\\_sr\\_1?ie=UTF8&s=books&qid=1206994903&sr=8-1](http://www.amazon.com/3D-Manufacturing-Innovation-Revolutionary-Japanese/dp/1848000375/ref=pd_bbs_sr_1?ie=UTF8&s=books&qid=1206994903&sr=8-1).

Limited review copies for editors and press are available on request.

### About the Author

Hiroshi Toriya graduated from Tokyo University in 1983 with a Bachelors Degree from the Department of Information Sciences. In 1989 he received his Doctoral degree from Tokyo University, with a Thesis titled, “A study of an interactive solid modeler containing free-form surfaces.” Dr. Toriya worked with Ricoh Company Limited from 1983-1997, where he started the R&D project of solid modeling kernel, and later developed the solid modeling kernel business model. He later became director of the R&D group at Lattice Technology, and in 1999 year he was appointed President and CEO.

Dr. Toriya has successfully written two other books “3D CAD principles and applications,” available in Japanese and English, and “Introduction to the 3D world,” available in Japanese.

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## Events News

### ***AVEVA Announces its Participation at SPCI World Pulp and Paper week, Sweden***

3 April 2008

AVEVA announced its participation at SPCI 2008, on stand A33:49, which will be held in Stockholmsmassan, Stockholm, Sweden from May 27-29, 2008.

Nigel Sams, Vice President of AVEVA Nordic commented: "The top five Paper and Pulp producers in the world all have plant designed using AVEVA solutions that reduce time and cost across the lifecycle of the plant. In particular, AVEVA is established as the dominant supplier of engineering IT solutions to the Nordic Pulp & Paper industry. Among its global clients are ÅF Group, Arauco, Andritz, EKA Chemicals, Foster Wheeler, KPAi Karlstad, Metso Paper, Pöyry, Stora Enso, SWECO, YIT and Wartsila NSD.

"AVEVA PDMS has been used in the Paper and Pulp industry for over 25 years for new build, modification, environmental and operations and maintenance. It is used on some of the largest and most complex pulp and paper plants throughout the world. AVEVA solutions help deliver record performance at minimum cost and time, as proven by Metso Paper during the building of Arauco Valdivia's pulping system in Chile".

At SPCI, AVEVA will be presenting a number of its solutions including:

**AVEVA PDMS** - a datacentric, multi-disciplinary design environment for the 3D modelling of process plant. It has modules for the design of equipment, piping, HVAC, structure and cable trays. Modelling is carried out using a customer-defined catalogue and specification, in a full 3D environment, with the support of tools that ensure a clash-free design. A full range of drawings and pipe isometrics can be produced automatically from the model.

**AVEVA ReviewShare** which enables teams to view, review, markup, and collaborate on 3D engineering models of virtually unlimited size, across global teams, from within one application. AVEVA ReviewShare connects to AVEVA's existing portfolio of engineering products and is available as an integral component of the AVEVA Review product.

**AVEVA Laser Model Interface** which allows point cloud data from a wide variety of laser scanning systems to be visualised inside a PDMS design and used for designing modifications to existing plant.

**AVEVA NET Portal (VNET)** - a web-enabled platform for the integration and collaborative use of engineering information. 3D models, schematics, documents and data from any application (AVEVA and /or third party) can be accessed and navigated in context, with full intelligence, and without needing the source application that originally created the data.

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### ***Delcam to Show Complete CAM and Inspection Range at Eurostampi***

1 April 2008

Delcam will show the latest developments across its complete range of machining and inspection

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software at the Eurostampi exhibition to be held in Parma from 3rd to 5th April. With its PowerMILL, FeatureCAM, PartMaker and ArtCAM software families, Delcam offers a wide range of CAM systems. The PowerINSPECT inspection software range is equally comprehensive, including systems for conventional and portable co-ordinate measuring machines, laser scanners and machine tools fitted with probes.

Delcam's development team has introduced improvements across the whole product range with its latest releases. For example, the latest version of PowerMILL gives significantly faster calculation times, especially for large, complex components, like press tools for automotive bodywork, and for smaller, highly-detailed models, such as moulds for fine-tolerance and high-accuracy parts.

Powerful tool-axis editing has been added that allows PowerMILL users to select any region of a toolpath and redefine the tool-axis vectors within that region. This new option will enable users to optimize cutting conditions and avoid any sudden machine tool movements that could result in a poor surface finish.

FeatureCAM 2008 offers a variety of methods for controlling the tool axis in five-axis simultaneous machining. The user can set a specific lead and/or lean angle. This can be done either to access areas unable to be reached with three-axis machining or to give better cutting conditions. Alternatively, the tool angle can be set in an orientation either to or from a point or to or from a line.

Many three-axis toolpaths generated in FeatureCAM can be converted to a five-axis toolpaths by using automatic collision avoidance to change the tool axis when collisions might occur. The software automatically tilts the cutter away from the obstacle by the specified tolerance and then returns the cutting angle to the value set for the overall toolpath once the obstacle has been cleared. Five-axis drilling is also supported. This new functionality, coupled with the advanced feature-recognition in FeatureCAM, makes it possible to create drilling programs in seconds for multiple hole types and sizes.

The new versions of PartMaker and SwissCAM feature a wide range of improvements including enhancements to the system's synchronization functionality, plus improvements in 3D simulation and handling of solid models and 3D surface machining. Delcam PartMaker also has a Full Machine Simulation module, which allows users to view a photo-realistic 3D model of the machine for which they are programming.

ArtCAM 2008 introduces a new upgrade path for small businesses that want 2D drawing and basic 3D machining, plus the availability to move into 3D modelling and machining as their business needs grow. ArtCAM has been particularly successful in the sign making, woodworking and jewellery industries, where it allows users to increase productivity and deliver new designs more quickly.

The new release of PowerINSPECT includes support for five-axis scanning with Renishaw's REVO probe, the ability to use multiple alignments within parts or assemblies, improved CMM connectivity and more flexible report generation.

As well as expanding its development teams, Delcam has been adding to the equipment in its in-house toolroom with the addition of a WFL mill-turn machine with a three-metre working capacity. This is the latest expansion of the company's in-house machining facility.

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## ***Engineering Analysis Software at Offshore Technology Conference (OTC) Improves Technical and Business Aspects of Simulations for Petroleum Industry***

2 April 2008

Noran Engineering, Inc. (NEi) will be hosting a booth (#8123) to demonstrate new capabilities in its NEi Nastran software at the Society for Petroleum Engineers (SPE) Offshore Technology Conference (OTC) May 5-8 in Houston TX. NEi Nastran incorporates several new technologies that improve the real world fidelity and significantly reduce man-hours and software costs for simulations for offshore platforms, sub sea structures, underwater vessels, support ships, pipelines, mooring systems, connectors, and flexible joints. NEi invites attendees with an interest in analysis software for offshore to visit its industry webpage and sign up prior to the show at <http://www.NENastran.com/OTC2008> so material may be prepared that can address their specific application.

NEi Nastran determines the effects of static, dynamic, and thermal loads on structures at the design stage. New technology of interest to FE analysts in the offshore industry includes the following tools.

- Two new Automated Contact Generation tools not found in traditional FEA programs remove the tedium and significantly cut the man-hours needed for modeling contact between discontinuous members in large complex shell like structures like ships and platforms.

Automated Surface Contact Generation (ASCG™) connects different parts without need for alignment or similar meshes.

Automated Edge Contact Generation (AECG™) makes welded connections regardless of offsets and gaps between edges and faces, a common need when midsurfacing thin shell models.

- Automated Impact Analysis (AIA™) performs sophisticated projectile and target collision simulations requiring only the basic starting input data. Contact and time duration between the two bodies is determined automatically and the modal frequencies and resultant accelerations calculated.
- Linear Contact Analysis is used for analyzing items with small deformation and movement like bolted connections and bearings. Linear Contact Analysis provides accurate solutions for this class of contact that are: 2 to 10 times faster, easier to use, more robust in solution convergence, and significantly less in overall cost than conventional full nonlinear solvers.
- Design Optimization finds solutions for problems with opposing parameters, for example, structures that are both strong and light.
- Full material support covers items from concrete to composites and hyperelastic rubber.
- NEi Token System allows the use of a full portfolio of simulation software for the least possible cost for multiple users in larger organizations.
- NEi Nastran 64-bit for large scale analysis handles models over 50 million degrees of freedom. Plus, there is no up charge or extra costs for usage of multiple CPUs.
- NEi Editor allows jobs to be batched for overnight and weekend runs.

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## ***Geometric Showcases Technology for the Fashion Industry***

3 April 2008

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Geometric Ltd will be showcasing its D.R.A.P.E.D.TM methodology for accelerated PLM adoption at the Technology Solutions Expo, Miami from 8 -10 April, 2008.

Technology Solutions Expo is an exposition for information technology organized by the American Apparel & Footwear Association. It offers the latest innovations and best practices for the apparel and other sewn product industries. It is held in conjunction with Material World, the fabric, trims and sourcing trade event.

Today, fashion brands, retailers and manufacturers are increasingly investing in PLM solutions to achieve greater collaboration, visibility and standardization across their enterprise and the extended eco-system. PLM helps them accelerate the pace of product development and bring newer products to market much faster.

Geometric's D.R.A.P.E.D. methodology has been developed to ensure quick realization of the benefits from PLM investment for the fashion (apparel, footwear, jewelry and accessories) industry. D.R.A.P.E.D., an acronym for Define – Rationalize – Attest – Propose – Execute – Deploy, is a six stage graded methodology. Geometric has successfully accelerated PLM adoption by 20-25% across various implementations, thus demonstrating value delivered by this methodology. The PLM Adoption Maturity Level (AML) framework within D.R.A.P.E.D. facilitates an assessment of the customers' current maturity, based on which, strategies and a detailed improvement roadmap can be charted out for a phased implementation.

At Technology Solutions Expo, Atul Dhakappa, Practice Head for Fashion Solutions will be making a presentation on leveraging D.R.A.P.E.D. to help organizations “go-live with PLM in the same season”.

The presentation is scheduled for April 9, 2008 at 2 pm in the Technology Solutions Theater.

Geometric will be showcasing its offerings in the fashion domain at booth #230.

With significant experience in developing PLM products for fashion for five leading software OEMs and implementing PLM solutions for several end-customers, Geometric has been delivering value to fashion brands, retailers, and manufacturers. Geometric offers solutions for PLM adoption as well as Outsourced Product Development (OPD) for the Fashion industry.

Geometric Limited

Regd. office: Plant 6 Pirojshanagar

Vikhroli (West) Mumbai 400 079 India

Tel + 91.22.67056500

Fax + 91.22.67056891

For more information on their fashion solution, please visit

<http://www.geometricglobal.com/Industries/Fashion/index.aspx>



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## ***GibbsCAM 2008 Previewed at EASTEC 2008***

1 April 2008

Gibbs and Associates announced that GibbsCAM 2008 will be previewed at EASTEC 2008. This release introduces enhanced capabilities across the entire GibbsCAM product family, along with a

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complete range of 3-axis milling functionality with support for high speed machining. EASTEC is being held at the Eastern States Exposition Grounds in Springfield, Massachusetts on May 20<sup>th</sup> – May 22<sup>nd</sup>, 2008.

“We continue to expand on GibbsCAM’s world class production machining capabilities,” states Bill Gibbs, founder and president of Gibbs and Associates. “With this release a majority of enhancements have been made to system core, so all GibbsCAM modules benefit from them. This ensures that all customers will receive considerable value with this release. In addition, there are new 3-axis surface machining capabilities that provide more control and flexibility in toolpath generation with integral high speed machining support. The new functionality is keeping with GibbsCAM’s tradition of uniquely blending ease-of-use and powerful functionality, a combination that can’t be beaten in production machining.”

Some of the more significant enhancements in the upcoming GibbsCAM 2008 release are:

- Virtually unlimited undo/rollback capability
- Multiple viewport display capability
- Toolpath tool traversal visualization
- Hidden line toolpath display
- Pre-select highlighting
- Expanded display color management
- Advanced 3D, high-speed machining for SolidSurfacer<sup>®</sup>
  - Support for 3D Material Only
  - Support for more advanced tool shapes (tapered tools)
  - New types of finishing processes (e.g. Surface Step-over Cut and Steep/Shallow Combination)
  - Improved toolpath quality
  - Options to provide toolpath that better supports High Speed Machining
  - Improved use of boundaries
  - Enhanced entry/exit control
  - Ability to directly machine Faceted bodies, including imported STL files
  - Automatic Core/Cavity detection for inside out or outside in determination
  - Operation splitting for tool wear and for optimal length out of holder

# CIMdata PLM Industry Summary

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- Multi-threaded for multi-CPU machines and to support batch toolpath generation
- Automatic filleting of a surface to avoid sharp concave corners

For more information about GibbsCAM, GibbsCAM's production machining capabilities or to see the capabilities being introduced with GibbsCAM 2008, go to the GibbsCAM booth, #5429. Information about GibbsCAM is also available at the company's website, [www.GibbsCAM.com](http://www.GibbsCAM.com). For information about CimatronE, Cimatron's solution for tooling manufacturing, please visit the Cimatron booth at EASTEC, #5740, or go to the company's website, [www.Cimatron.com](http://www.Cimatron.com).

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## ***JEC Composites Show - Lectra Presents its Integrated CAD/CAM Solutions for Advanced Materials***

1 April 2008

Lectra presents its complete and integrated suite of solutions dedicated to the manufacture of composite components for multiple industries including the DesignConcept 3D conception tool for creation of complex models, feasibility analysis, flattening from 3D to 2D, and cost estimation as well as the VectorTechTexFX cutting system for single and multiple ply cutting.

A complete and integrated offer dedicated to the processing of composite materials.

Today, all composite manufacturers have one thing in common, namely their need to produce a wide range of products with a very high level of precision. Ever-tighter shipment deadlines and costs control are major strategic challenges. These companies are under constant pressure to minimize material waste and reduce errors. Whether they make Formula 1 cars, wind turbine blades, boat hulls or aircraft components, they have their own specific needs and demand totally dedicated solutions.

All these challenges dictate that these businesses use innovative tools and secure processes to achieve success. By offering a complete integrated range of solutions from the creation of 3D models through to cutting, Lectra offers composite manufacturers flexibility, accuracy, control and success in their global process. Using a wide scope of technologies, Lectra ensures global management of product development through a complete set of applications associated with a value-added service offering.

“The high global demand for composite materials and expanding end user applications are driving an unprecedented era in the industry that dictate that all manufacturers carefully review their processes to remain competitive,” said Roy Shurling, Director for Lectra's Worldwide Automotive and Transportation Markets. “By proposing a complete offer from product design through manufacturing that results from our strong commitment to innovation, Lectra's high performance solutions for the conception, industrialization and cutting of composite materials ensure that our clients are well positioned to meet the needs of this demanding environment.”

Lectra cutting solutions: power with intelligence

At the show [Lectra](#) will present its newest VectorTechTex which is ideally suited to manufactures needing to process a variety of materials from pre-preg carbons, multiple layer cutting of dry materials like fibreglass and even the capability to cut some core materials such as phenolic honeycomb.

The entire Lectra range of dedicated cutting solutions for composite materials brings the most advanced response to the production needs of manufacturers working with sophisticated materials. Lectra's range

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incorporates a suite of cutting solutions for single ply low volume pre-preg materials to high volume multilayer cutting of aramid materials such as fiberglass, Kevlar, Spectre and dry carbon. Lectra is the only company that can supply cutting solutions based on drag knife, wheel, laser and oscillating knife technology to perfectly meet the challenges of its clients.

Today, cutting precision and traceability are essential for companies processing industrial fabrics and Lectra solutions are perfectly adapted to these constraints. They are user friendly, provide process security, and have integrated features to ensure maximum performance and production availability.

High performance 3D/2D conception software

Lectra will also present DesignConcept TechTex, its 3D/2D conception and industrialization solution dedicated to advanced materials. Based on Lectra's solid experience in industrial manufacturing solutions, this application provides tools to facilitate the analysis of product feasibility, finished product quality, and cost, thus enabling companies to make key decisions in the product development phase and thereby reduce time to market and minimize costs.

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## ***KOMPAS-3D to be Presented at Hannover Messe 2008***

31 March 2008

ASCON Group will take part at Hannover Messe 2008. From 21 to 25 April the company will exhibit in Hall 17 Stand A69 with its flagship MCAD product KOMPAS-3D for professional 3D Modelling, 2D Drafting and Design in Hannover, Germany. The booth of ASCON will be located in Digital Factory' Hall, where all the IT tools that industry needs to develop, manufacture, distribute, service and support its products throughout their lifetime can be found.

Visitors and participants of Hannover Messe 2008 will be able to familiarize and use the improved version of solution for Mechanical Computer Aided Design – KOMPAS-3D V9 SP2. Now KOMPAS is not only perfectly suited for effective industrial product development, release of design and drafting documentation, parametric 3D solid modelling, full-scale 2D design and drafting, as well as for photo rendering, motion simulation, kinematic and dynamic analysis, but also is much more handy to learn and use. With a newly developed system of autorun process of direct installation of KOMPAS in English, German, French or Czech languages, as well as access to support and technical documentation usability is enhanced. Also German-speaking KOMPAS-users gained one more advantage with release of SP2 – now an interactive learning system “KOMPAS-ABC” is not only in English and Russian, but also is available in German.

During the fair the team of ASCON will demonstrate a functional, comfortable interface, easy-to-use and learn features of KOMPAS-3D at the booth with demo PCs and 3D Monitor provided by ASCON partner 3D Spatial View. Also the stand of ASCON is a part of Guided Tours in Digital Factory 2008 organized by Trovarit AG. At this tour representatives of industrial companies and all the tour-participants will be able to familiarize with ASCON, KOMPAS-3D and test it in work. The company has recently launched its Educational Program so students and educational official have a great chance to get all the information about the program and its conditions direct from ASCON specialists at stand.

[ASCON](#) welcomes You in Hall 17 Stand A69 for:

Showcases and demonstration of software solutions for Mechanical CAD - KOMPAS-3D;

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Tutorials and trainings from ASCON's highly qualified CAD experts;  
Presentation of ASCON Educational Program;  
Light and Demo Versions of the software for all stand guests;  
Special offers for KOMPAS-3D professional and Educational License.

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## **OPEN MIND Technologies AG at BASELWORLD 2008**

31 March 2008

From April 3 to 10 at BASELWORLD 2008, OPEN MIND will be presenting the latest CAD/CAM solutions for the watch and jewellery industry at Booth H62 in Hall 3.U. Offering convenient design functions with hyperCAD®, efficient programming of machine processes, and time-saving machining, the CAD/CAM solution hyperMILL® in hyperCAD® enables continuous processes that reduce production times.

OPEN MIND's solutions open up production alternatives that significantly shorten the path to a completed product. “hyperCAD® offers limitless possibilities in the design of watches, rings, ear jewelry, brooches, or pendants,” says Ines Kaminzky, Director of Marketing Communications at OPEN MIND Technologies AG. “Thanks to the wide range of efficient machining strategies offered by hyperMILL®, jewellery pieces can be produced quickly and flexibly.”

### Faster Development to the Production Stage

At BASELWORLD 2008, OPEN MIND introduces tools for making fully computer-aided, economical process chains a reality, from the first draft to the final product. “For example, in drafting wedding rings set with gemstones, instead of creating a prototype (a wax model) with rapid prototyping, hyperCAD® creates a CAD model that allows you to see all of the details from every possible angle,” says Ines Kaminzky. “In many cases, there is no need to create a wax model.”

### hyperCAD®

Simple designing, editing, and revising – the parts library in hyperCAD® enables quick and easy product variations. With the hyperCAD® function SMART OBJECTS, design elements such as ring bands can be saved and used again at any time. Design expertise can be retrieved instantly, enabling the quick realization of ideas and eliminating the need for repetitive, time-consuming tasks, while intelligent functions automate many operations and ensure a high level of working ease.

One special highlight is the Global Shape Modeling™ function. This function enables the generation and modification of model variants. Elements such as surfaces, volumes, wire frame models, and imported geometric objects can be “frozen” in their current state, while other individual or grouped elements can be bent, rotated, or shifted as needed.

### A Flexible and Economical CAM Solution for Every Design

The hyperMILL® CAM solution provides a comprehensive range of 2D, 3D, and 5-axis machining strategies. From holes for setting the gemstones, to undercuts when milling watch cases, to complex engraving or chasing, hyperMILL® offers the best machining strategies for every job. With the CAM solution, jewellery pieces can be milled efficiently, quickly, and with great precision and quality. hyperMILL® integrates world-leading 5-axis technology, and thanks to fully automated collision

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avoidance and several automations, programming is relatively simple. hyperMILL®'s Multi-axis drilling functions are especially effective for programming and machining the settings of diamonds and other stones in rings or in watch cases. As each tool movement is collision-checked against the model, the retract planes can be positioned very closely to the blank. The generated machining operations are less time-consuming.

Good Ideas in a Modern CAM Environment

hyperMILL® has optimized machining programs that minimize machine running times, and the detailed material removal simulation creates additional process safety.

More information on request or at <http://www.openmind.de>, or visit OPEN MIND Technologies at BASELWORLD 2008 in Hall 3.U, Booth H62.

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## ***Webcast: The Importance of Capturing Intellectual Property in Engineering***

4 April 2008

In this live one-hour webcast Thursday, May 8, 2008, 11:00 AM – 12:00 PM EST (-0400 GMT), you'll get unique insight into industry best practices from one of today's leading industry experts—John MacKrell of CIMdata. By investing just one hour of your time, you'll receive information and best practices that will pay dividends to your business for years to come.

Topics include:

- Solving typical engineering problems, such as eliminating repetitive tasks and avoiding repeated errors
- Business challenges surrounding IP, such as widespread knowledge-loss due to a rapidly retiring workforce
- Tools for capturing and managing IP: What solutions do I have on hand for formatting and capturing my knowledge and experience?
- Benefits of IP capture:
  - Protecting IP
  - Documenting processes
  - Improving and simplifying process documentation

### **Your Presenter: John MacKrell, Senior Consultant at CIMdata, Inc.**

John MacKrell has more than 35 years of experience in the application of computer-based solutions to engineering and manufacturing. He is a frequent speaker at conferences, trade shows, and seminars throughout the world.

Thursday, May 8, 2008, 11:00 AM – 12:00 PM EST (-0400 GMT)

[Register Now](#)

## Financial News

### ***CENIT Proposes 50-cent Dividend***

31 March 2008

At the annual shareholders' meeting on 30 May 2008, the Board of Directors and the Supervisory Board will propose to distribute a dividend of 50 cents per share to shareholders and to retain 1.7 m € as reserves. This equals a current dividend yield of over 7%. With a dividend payout of approx. 4.18 m €, the management thus underlines its positive expectations for 2008.

### **Annual Report 2007**

CENIT's 2007 business year was characterized by decisive course-setting, with important investments toward growing internationalization, recruitment of first-rate staff, as well as expansion of the software business. On 31 December 2007, the number of Group-wide employees was 636 (2006: 576) – a satisfactory plus of 10 percent despite a market shortage of qualified staff and a fluctuation rate of 11%.

During the 2007 business year, [CENIT](#) achieved consolidated sales of 77.1 m € (2006: 82.4 m € / -6%). The gross surplus is 58.4 m € (2006: 59 m € / -1%). EBITDA attained 9.5 m € (2006: 11.1 m € / -14%). During the reporting period, EBIT fell by 18% from 10.2 m € to 8.4 m €. The year ended with an EBT of 9 m € (2006: 10 m € / -10%) and a consolidated EPS of 0.73 € (2006: 1.00 €). The dip in earnings is rooted in lower PLM software proceeds as well as delays in IBM product sales for our software solutions.

### **Asset and Financial Situation**

The Group's asset situation is highly positive. On the balance-sheet date, shareholder equity amounted to 26.2 m € (2006: 24.3 m €), accounting for an equity ratio of 72% (2006: 62%). On the balance-sheet date, the total of bank deposits and short-term securities amounted to 18.3 m € (2006: 18.6 m €). There are no liabilities, short- or long-term, in relation to credit institutions. CENIT currently does not avail itself of any granted lines of credit. The operative cash flow attained 9.9 m € (2006: 10.3 m €), and the free cash flow rose to 5.6 m € (2006: 3.6 m €).

### **Development of Orders**

As at 31 December 2007, Group-wide orders on hand amounted to 16.9 m € (2006: 18.2 m €), and incoming orders for 2007 totaled approx. 79.6 m € (2006: 84.8 m €).

### **Breakdown of Sales by Group Business Segments**

CENIT's PLM business segment achieved sales of 48.6 m € (2006: 53.9 m €). The EIM business segment achieved sales totaling 28.5 m € (2006: 28.5 m €).

Sales in the service sector remained virtually unchanged on-year at 46.60 m € (2006: 46.79 m €), making it the strongest contributor to sales with a share of 61%. Over the past business year, sales of CENIT software amounted to 9.18 m € (2006: 11.24 m € / -18%). Thus, approx. 12% of overall sales can be attributed to CENIT's proprietary software. Sales of non-CENIT software rose by 35% to 12.60 m € (2006: 9.36 m €), thus accounting for 16% of total sales. The hardware business contracted as expected, by 42% to 8.68 m € (2006: 14.98 m €). This equals approx. 11% of total CENIT sales.

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## Foreign Subsidiaries

Over the past business year, CENIT (Switzerland) AG was able to achieve sales proceeds of 3.9 m € (2006: 2.8 m €), with EBIT of 2.2 m € (2006: 1.1 m €).

With sales of 5.9 m € (2006: 4.6 m €), CENIT North America Inc. achieved EBIT totaling 0.5 m € (2006: 0.4 m €).

During the 2006 business year, CENIT established a subsidiary in Romania. In the field of application management and software development, CENIT is now in a position to offer its products and services far more competitively. The subsidiary is currently in the build-up stage and is to be further expanded in 2008. With sales of 0.4 m € (2006: 0.03 m €), CENIT SRL was able to achieve EBIT of 0.06 m € (2006: 0.01 m €).

During the 2007 business year, CENIT also established a subsidiary in France. This is likewise in the set-up phase. CENIT SARL achieved sales of 0.06 m € (previous: 0 €), accounting for EBIT of T€ -3 (previous: T€ 0)

On 27 December 2007, CENIT AG succeeded in acquiring our long-term PLM competitor and highly successful Dassault Systèmes partner cad scheffler, and to integrate it into the Group effective 1 January 2008 .

## Outlook

With our strategic orientation towards attractive markets for product lifecycle management, enterprise information management and application management outsourcing, as well as our focus on our core competencies within these fields, CENIT will continue to invest in the consulting and software markets in 2008 and 2009. The targeted investment in important growth fields will also be necessary in future, both to cement our leading role and to expand our strong existing market position. Our competency in the field plays a decisive role in this respect. Meanwhile we possess an excellent market reputation in the aerospace industry, not only in the European but also the US aerospace industry. We also expect significant sales growth in the financial service provider sector. The sector's investment needs for EIM solutions are rising steeply, e.g. for audit-safe archiving and compliance fulfillment requirements. In addition, the fundamental factors of CENIT's balance sheet continue to offer the enterprise the stability and also the necessary dynamics to be able to invest freely and independently in the growth markets relevant to CENIT, even with a view to the expected future business climate. After all, the risk remains that the financial market tensions triggered by the US sub-prime crisis will remain and lead to a major overall slowdown of economic growth.

In terms of consolidated sales, we expect a return to clear gains in 2008, and growth in line with the market in 2009. Particularly the rising earnings from the sale of CENIT's proprietary software and our world-wide sales cooperation for our software products with our partners IBM, SAP und Dassault should contribute to improved consolidated results. In the consulting field, we expect growing demand from the aerospace industry. The enterprise information management sector already saw above-market growth in 2007 and will again profit from a positive investment climate for EIM solutions in 2008. For the years 2008 and 2009, our goal is to ensure sustainable improvement in the Group's operative performance.

Over the coming years, we will continue to push forward our activities in the US, particularly in the software sector, together with SAP, Dassault Systèmes and – as of 2008 – also with the Right Hemisphere Corporation. The new collaboration and world-wide sales cooperation with Right

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Hemisphere will open up new potential on the US market which will positively affect CENIT's sales of non-proprietary software and the associated services.

The build-up of our subsidiary for software development and application management outsourcing services in Romania is a further important step towards enhancing CENIT's future competitiveness.

In addition, the integration of cad scheffler offers us access to important new customers and market shares in the PLM field. This integration is a major task for CENIT in 2008 and is intended to make positive contributions to the Group's results in the coming years.

Our new commitment in France represents an important bridge to our key account EADS. Important course-setting for the future will be made and filtered here.

To be able to rise even more successfully to future important EADS challenges, the three leading consulting and software providers as specialists for industrial solutions, application development and product lifecycle management (PLM), namely CS Communication & Systèmes, Paris, CENIT AG, Stuttgart, and PROSTEP AG, Darmstadt, have established a joint venture for the mutual key account EADS. The collaboration acts under the name CenProCS AIRliance GmbH. The three joint venture partners are pursuing a common goal: to create customized solutions for EADS. The association offers all three enterprises the opportunity to participate in major projects and thus to consolidate or expand their official status as strategic IT service providers. This ensures global and efficient service and software quality. In concert with our two partners, CENIT can now act in the interest of EADS Airbus in Germany, France, Spain, and the UK, as well as in the US, India and Romania – a competitive edge that should not be underestimated.

In 2008, we plan to increase our staff numbers by 10%. Should the trend continue, further staff increases can be expected for 2009.

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## ***Dassault Systèmes Schedules First Quarter Webcast and Conference Call for April 29, 2008***

April 2008

Dassault Systèmes (DS) will host a webcast and a conference call on Tuesday, April 29, 2008, to discuss its operating performance for the first quarter ended March 31, 2008.

The management of Dassault Systèmes will host the webcast at 8:30 AM London Time - 9:30 AM Paris Time and will then also host the conference call at 9:00 AM New York Time - 2:00 PM London Time - 3:00 PM Paris Time to discuss the Company's operating performance.

Both the webcast and the conference call will be available via the Internet by accessing Dassault Systèmes' website at <http://www.3ds.com/corporate/investors/>.

Follow the directions on the main page to link to the audio.

Please go to the website at least fifteen minutes prior to the webcast or conference call to register, to download and install any necessary software. The webcast and conference call will be archived for 30 days.

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## ***Delcam GmbH to Continue Record Year at METAV***

31 March 2008

Delcam's German subsidiary Delcam GmbH will look to continue its record start to the year at the METAV exhibition that will take place in Dusseldorf from 31st March to 4th April. Sales for the first two months of 2008 are more than 70% up on the same period in 2007. 2007 was itself a record year in the country, with more than 50% growth over 2006.

Subsidiary Managing Director, Robert Aulbur, attributes the rapid growth to the expansion of the Delcam range of CAM systems, following the addition of the FeatureCAM and PartMaker software families. "We offer a wider range of CAM systems than any other supplier and so can meet the needs of many more customers," claimed Mr. Aulbur. "In particular, we now can provide software for production machining as well our traditional market in the toolmaking sector."

FeatureCAM's turning functionality has proved to be particularly important in the German market because these options have never been available in Delcam's PowerMILL program. Recent enhancements in this area include the ability to use a closed or open curve to define the stock during toolpath calculation, for example when machining preforms like castings or parts that have already been rough machined. The stock curve clips the toolpaths to it, so no toolpaths are generated outside this boundary. This results in a dramatic reduction in cutting time and minimal air cutting.

Mill-turn is becoming more important as these multi-function machines become more popular. As well as adding new functionality in this area, FeatureCAM has seen an increased range of post-processors, including support for the Mazak Integrex, Daewoo Puma and Nakamura-Tome machines.

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## ***Notice of Extraordinary General Meeting in Telelogic AB (publ)***

31 March 2008

The shareholders in Telelogic AB (publ) are summoned to the Extraordinary General Meeting to be held on Tuesday, 15 April 2008 at 10 a.m. CET in the offices of Mannheimer Swartling Advokatbyrå, Södergatan 22, Malmö, Sweden.

### **Notice of participation etc.**

Shareholders who wish to participate in the general meeting must be recorded in the register of shareholders kept by VPC AB on Wednesday, 9 April 2008; and notify the company of their intention to participate no later than 4 p.m. CET on Wednesday, 9 April 2008.

Notice of participation shall be made in writing to Telelogic AB (publ), Jenny Bothén, P.O. Box 4128, SE-203 12 Malmö, Sweden, by fax +46 40 650 65 55 or via email to [jenny.bothen@telelogic.com](mailto:jenny.bothen@telelogic.com). The notice shall include name, personal/corporate identity number, address, telephone number, the number of shares held and, if applicable, the number of assistants (not more than two) that will accompany the shareholder at the general meeting. Shareholders who intend to be represented by proxy should submit a power of attorney and other authorization documents in connection with the notice of participation. Proxy forms are available on request.

Shareholders whose shares are registered in the name of a nominee must temporarily register the shares in their own names in order to be entitled to participate in the general meeting. Such registration must be effected no later than on Wednesday, 9 April 2008, and the shareholders must therefore inform the

nominee well before this date.

The number of shares and votes in Telelogic amounts to 247,635,960.

Proposed agenda

1. Opening of the meeting
2. Election of chairman of the meeting
3. Preparation and approval of the voting list
4. Approval of the agenda
5. Election of one or two persons to verify the minutes
6. Determination of whether the meeting has been duly convened
7. Determination of the number of board members and deputy board members
8. Election of board of directors and chairman of the board
9. Annulment of the Annual General Meeting's resolution regarding nomination committee
10. Closing of the meeting

Board of directors (items 7 and 8)

The shareholder Watchtower AB, which following completion of its public offer for Telelogic controls more than 90 per cent of the shares in Telelogic, proposes that the board of directors be composed by three ordinary board members with no deputy board members, that Johan Ekesiöö, Björn Kjersvik and Einar Uboe be elected new board members and that Einar Uboe be elected chairman of the board. Watchtower is an indirectly wholly-owned subsidiary within the IBM group.

Information regarding the proposed new board members:

Einar Uboe is Corporate Development Executive for IBM in Europe, the Middle East and Africa. Einar is a member of the board of directors of Watchtower AB and Solid Information Technology Oy.

Johan Ekesiöö is, since January 2003, Chief Executive Officer of IBM Svenska AB. Johan is a member of the board of directors of IBM Svenska AB, IBM Nordic AB (parent company of the Swedish company), Watchtower AB, Kista Science City Företagsgrupp (chairman) the Electrum Foundation, EDB Gruppen, American Chamber of Commerce and Almega/IT-företagen.

Björn Kjersvik is Chief Financial Officer in IBM Svenska AB. Björn is a member of the board of directors of Watchtower AB and IBM Global Financing AB.

Annulment of the Annual General Meeting's resolution regarding nomination committee (item 9)

In light of Telelogic's new shareholder structure, and the forthcoming delisting of Telelogic from OMX Nordic Exchange Stockholm, Watchtower proposes that the resolution regarding nomination committee adopted by the Annual General Meeting 2007 be annulled.

The board of directors of [Telelogic](#) AB (publ)

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## *[Sopheon] Preliminary Audited Results For The Year To 31 December 2007*

27 March 2008

Sopheon plc announced its results for the year ended 31 December 2007 together with an outlook for the current year. Sopheon shares are traded on AIM in London and on Euronext Amsterdam.

### **HIGHLIGHTS:**

- Revenue for the year was £6.3m (2006: £6.0m) and the EBITDA result for the year was a profit of £113,000 (2006: £33,000). Our US business grew strongly, offset by a reduction in Europe. The declining value of the US dollar weighed on reported revenues. Two of the major orders deferred from the end of 2007 have now been signed, with the others remaining under negotiation. Full year revenue visibility for 2008 already stands above £4m.
- In June we acquired Aligent Software Inc (“Aligent”). The acquisition and ongoing working capital needs were financed through a combination of debt and equity funding. The Aligent Vision Strategist software extends Sopheon’s solution upstream to encompass strategic product planning, and also brings immediate market credibility in the aerospace, defense and high-tech markets with customers including Boeing, BAE Systems, Honeywell, Lockheed Martin, and Motorola.
- We closed 47 new license orders and extensions during the year, and broke through our internal goal of 100 customers for our core software platforms. Including new customers secured through the acquisition of Aligent, by year end we had 135 licensees. Our recurring revenue base coming into 2008 was £2.6m compared to £1.7m at the start of 2007.

Barry Mence, Chairman, commented: “We had expected a stronger finish to 2007, but continue to anticipate substantial growth in our business and are pleased to maintain positive EBITDA. The acquisition of Aligent has bedded down well and has improved our strategic position. We have a great platform to build from, and continue to drive forward with determination and confidence.”

## **CHAIRMAN’S STATEMENT**

### **INTRODUCTION**

2007 was a year of steady progress in our core operations. However, as the year came to a close, a number of expected, significant transactions were deferred into 2008. As a result, our revenue performance for the year shows modest growth. Despite our disappointment over this outcome, we continue to anticipate substantial expansion in our business. Of the six major transactions that we expected to close in 2007 but were deferred, two have now been signed, three remain in negotiations and one has concluded a small initial order. Full-year 2008 revenue visibility incorporating booked revenue, contracted services business and the run rate of recurring contracts, already stands above £4m. We were able to maintain positive EBITDA for the year, even though we raised the level of investment in R&D and built out our customer services operations. We also completed an acquisition - funded largely by debt - which we believe is already having a major strategic impact on our business. License sales and extensions continued to grow in quantity, with 47 transactions compared to 36 the year before, and ended the year with a licensee base of 135 companies. Our recurring revenue base coming into 2008 was £2.6m, 50% higher than at the start of 2007.

The acquisition of Aligent will help drive expansion of Sopheon’s business in two areas. First, Aligent’s Vision Strategist (“VS”) software has extended Sopheon’s solution upstream from our

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existing position to include strategic product planning. Second, Aligned's roster of industry-leading customers has brought Sopheon instant credibility in a range of new markets, including aerospace, defense and high-tech. Integration of the acquisition has gone very smoothly, with people, facilities, and resources successfully consolidated in the third quarter, and we closed six new sales of VS by year end and also converted the vast majority of recurring contracts that came due for renewal in the period.

In parallel with commercial activities, we have continued to invest heavily in product development. During 2007 our development team released two new versions of VS to the market, including features which integrate the software to our core Accolade software. In addition, we have just introduced the most significant new release of Accolade since it was first introduced more than six years ago. This new version of Accolade offers new functionality that positions the product beyond our historical process manufacturing markets, and into the large aerospace, defence and automobile sectors which we are now entering. The combination of Accolade and VS is the first in the industry to integrate product planning and product development execution.

We previously reported having established affiliate or reseller relationships with organizations in Germany, Australia, New Zealand, Portugal, France and, most recently, the United Kingdom. We continue to invest in the development of these partners with the expectation that their contribution to Sopheon's sales and financial performance will increase. The volume of sales generated by our reseller channel did not meet our expectations; however, the number and quality of opportunities in the channel's sales funnel improved substantially.

In 2007, we were encouraged by the increase in commercial activity generated through our consulting partners. This facet of our partner ecosystem continues to grow in strength and contribution. Consulting partners that have been engaged in commercial discussions include Hewlett Packard, Arthur D Little, Deloitte, Kalypso and PRTM, as well as Robert Cooper and Stage-Gate Incorporated.

## **TRADING PERFORMANCE**

Sopheon's consolidated turnover grew to £6.3m (2006: £6.0m). As in the prior year, the declining value of the US dollar has continued to weigh on reported performance. In dollar terms, revenues were \$12.7m compared to \$11.2m in 2006. The Aligned business acquired in June 2007 contributed \$1.2m to this increase. Augmented by orders for the Aligned product, total license transactions including extension orders rose from a total of 36 in 2006 to 47 in 2007. From a geographical standpoint, revenues for our US business increased by approximately 50%, however this was offset by a reduction in Europe. In 2006 our European business closed an unusually high value order which contributed \$2 million in revenues during that year.

The geographical pattern of our revenues shifts from year to year, with the US delivering greater revenues in 2005 and 2007, and Europe greater revenues in 2004 and 2006. This does not in our view reflect a particular trend of growth in one region or another, but simply illustrates the substantial impact that the timing of a small number of orders can have, an impact which is magnified for the results of a particular region.

Although the level of revenue growth in 2007 was clearly disappointing, annualized average growth of the business since the launch of Accolade seven years ago is approximately 40% in US dollar terms. Although we look forward to consistently strong underlying growth in our business, we believe that our performance in any particular period will remain relatively unpredictable for some time to come. This is a function of continued variation both in sales cycle times and transaction values.

## **BUSINESS MIX**

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Overall, in 2007 our business delivered a 34:29:37 ratio of license, maintenance, service respectively compared to 37:25:38 in the prior year. We believe that the proportion of license revenues will rise in 2008, assisted in part by the effect of the transactions that were deferred from the end of 2007.

We expect our consulting revenues to continue to grow well and to provide a source of stability and maturity to our business. Our 2007 implementations consistently met or exceeded customer expectations, as rated by the client executive who invested in Accolade. Alongside this achievement, we delivered £1.2m (2006: £0.6m) of services to existing customers that required additional configuration and consultancy work. Whilst we are very proud of the achievements of our services organization, we believe that in time services will moderate as a proportion of our total revenues by the effect of license business coming through partners, for which associated services work is unlikely to be performed by Sopheon.

Recurring income has grown to £2.6m coming into 2008, compared to £1.7m a year before. The majority of this income is represented by maintenance services, but also includes hosting services and license rentals. Approximately half of our year-on-year growth can be attributed to license rental income from Alignment customers that subscribe to our software on a rental basis, as opposed to having purchased a perpetual license which is the traditional Sopheon model.

Overall gross margins have held fairly steady at 73% (2006: 72%).

## **RESEARCH & DEVELOPMENT EXPENDITURE**

During 2007, our R&D effort focused on two primary areas. First, we invested in two new releases of the former Alignment's Vision Strategist product planning software, including the incorporation of portfolio management capabilities derived from our core Accolade product. This development is generating considerable interest from the existing Vision Strategist client base. Second, our product development organization completed the coding for the most significant new version of Accolade release in Sopheon's history. This new version of the offering will extend our value not only to the process manufacturing markets we have historically targeted, but also to the large aerospace, defence and automobile sectors which we are now entering. Market roll-out of Accolade version 7.0 has begun in the first quarter of 2008, starting with release of the new software to our existing customers.

We had planned a material expansion of our product development team during the course of 2007 in connection with the anticipated completion of Accolade 7.0, and this was further extended by the acquisition of Alignment. Accordingly, during the year we increased this team from a staff of 16 to 29, underlining Sopheon's commitment to product leadership. Ignoring the effect of the capitalization and amortization of such costs, total R&D expenditure increased by over £0.3m compared to the previous year. As a result of the above, £0.8m (2006: £0.5m) of our 2007 R&D expenditure met the criteria of IAS38 for capitalization.

## **OPERATING COSTS & RESULTS**

Overall staff costs have increased by approximately £0.6m, due largely to an increase in headcount over the course of the year from 65 to 92, of which 10 can be attributed to the acquisition of Alignment in June. The financial effect of this increased headcount was mitigated by three factors: (i) the increasing weakness of the US Dollar reducing the reported cost of the additional staff that were taken on in America; (ii) a reduced bonus was earned by the group's employees in 2007; and (iii) a greater proportion of customer services work performed by our own staff rather than by subcontractors. The services staff expanded from 18 to 25 during the course of the year.

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Distribution costs are higher than the previous year, reflecting both the additional staff afforded by the acquisition of Aligned and approximately £0.1m of amortization of intangible assets acquired with Aligned. Administration costs increased by £0.2m, and much of this increase can be attributed to increases in share-based compensation and depreciation of assets acquired with Aligned, as well as £0.1m of provisions against investments and loans to the group's reseller partners. Sopheon operates a conservative policy with regard to the recoverability of such investments.

We achieved a consolidated EBITDA profit of £0.1m (2006: £0.03m). This total reflects a deduction of share based payments of £0.1m (2006: £0.1m) but excludes depreciation and amortization charges of £0.5m (2006: £0.3m) for the year and net interest costs of £0.1m (2006: £0.0m). In common with other businesses in our sector, Sopheon measures its annual performance using EBITDA (Earnings before Interest, Tax, Depreciation and Amortization) which the board believes provides a useful indicator of the operating performance of our business by removing the effect on earnings of tax, capital spend and financing. EBITDA is further defined in Note 7. Including the effect of interest, depreciation and amortization, the retained loss for the year was £0.4m (2006: £0.3m) and the loss per ordinary share was 0.3p (2006: 0.2p).

## **ACQUISITION**

On 11 June 2007 Sopheon announced the acquisition of Aligned Software Inc ("Aligned"). Based in California, USA, Aligned is one of only a few suppliers worldwide that specializes in the provision of strategic product and technology roadmapping software for complex global companies.

The maximum consideration for the acquisition was \$5.50m, comprising \$4.75m initially upon closing, and a further \$0.75m in potential earn-out payments. The earn-out objectives were linked to aggressive targets for sales performance in the second half of 2007, which were not achieved. Accordingly, no earn-out payment is due. The initial consideration was reduced by the book value of net liabilities of Aligned assumed at the closing, which amounted to \$1m. Accordingly, the initial cash consideration was \$3.75m. In addition, Sopheon incurred transaction expenses for the acquisition of approximately \$0.2m. The cash consideration, transaction expenses and working capital for the combined group were funded by (i) \$3.5m of new medium-term debt as described below and (ii) raising £2.1m (before expenses) by the placing of 12,000,000 new Sopheon ordinary shares at 17.5p per share.

International Financial Reporting Standard 3 "Business Combinations" requires that the fair value of assets and liabilities acquired, including intangible assets, should be measured at the date of acquisition. International Accounting Standard 38 "Intangible Assets" requires that intangible assets acquired as part of a business combination should be separately recognised if the asset meet certain criteria. Accordingly, technology and customer relationships acquired as part of the Aligned acquisition were valued at \$4m (£2m) upon acquisition and are included in Sopheon's balance sheet at 31 December 2007. These assets are being amortized over four and eight years respectively. In addition, Sopheon has recognized \$1m (£0.5m) of residual goodwill, which is also included as an intangible asset at 31 December 2007.

## **FINANCING AND BALANCE SHEET**

Net assets at the end of the year stood at £3.3m (2006: £1.6m) and include £3.7m (2006: £0.8m) of intangible assets. This includes £1.4m being the net book value of capitalized research and development (2006: £0.8m) and an additional £2.3m (2006: £nil) being the net book value of Aligned intangible assets and goodwill as further detailed in Note 8.

As part of the funding raised for the Aligned acquisition, Sopheon secured \$3.5m of medium-term debt from BlueCrest Capital Finance LLC ("BlueCrest"). The debt is being repaid in 48 equal monthly

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installments, and is secured by a debenture and guarantee from Sopheon plc. BlueCrest also offered the enlarged group an additional \$750,000 revolving credit facility secured on accounts receivable, which has replaced the \$1m facility previously in place with Silicon Valley Bank.

Gross cash resources at 31 December 2007 amounted to £2.1m (2006: £1.0m). Short term borrowings connected with the group's revolving facilities amounted to £0.4m (2006: £0.4m). A surge of sales at the end of 2006, which did not recur at the end of 2007, resulted in trade and other receivables reducing from £2.5m to £2.3m year on year.

## **CORPORATE**

In June 2006, Sopheon filed a certification with the US Securities and Exchange Commission ("SEC") on Form 15, to immediately suspend its duty to file reports under the Securities Act of 1934. This has saved us filing costs. However, the acquisition of Alignment could have required Sopheon to resume SEC reporting, unless it terminated its registration. Accordingly, pursuant to recently adopted Rule 12h-6(i) of the Exchange Act, on 28 December 2007 we filed a certification with the SEC on Form 15F, in order to effect such termination. Sopheon's ordinary shares are not traded on any US Stock Exchange, and this change will have no effect on the trading of Sopheon's shares on AIM or Euronext.

During 2007 we agreed terms to extend Sopheon's equity line of credit facility with GEM Global Yield Fund Limited ("GEM") for a further two year period through to 23 December 2009. GEM agreed to implement this extension at no cost to Sopheon. The facility has been used to raise working capital once, in March 2004, leaving approximately 90% of the original €10m facility available under the extended agreement. Drawings under the GEM equity line of credit are subject to conditions relating inter alia to trading volumes in Sopheon shares.

## **MARKETS & PRODUCTS**

Companies are challenged to bring new innovative products to market that will offer them sustainable profitable growth. More than half of today's corporate executives are dissatisfied with the business return their organizations receive from R&D investments. Often those investments are undercut by poor execution. Recent studies show that, on average, corporations fail to implement 35 percent of their strategic initiatives. An estimated 65 percent of companies also struggle to keep product portfolios and development activity aligned with corporate strategic plans. A root cause of these issues is the fact that in most organizations, product planning and product development execution are independent, complex processes. What's more, they are typically carried out by multiple, geographically dispersed teams and functions, with little emphasis on making sure that innovation projects fit the business' long-term strategies.

Sopheon's software synchronizes corporate strategic product plans with the execution of new product development, commercialization and management. Our solutions are the first in the industry to address and successfully resolve the synchronization challenge.

Sopheon has two principal offerings. Its Accolade<sup>®</sup> solution is a modular software system specifically designed to increase work efficiency and improve decision-making in the development and management of new products. Accolade provides a central repository for storing and managing data and information on all types of product innovation projects across the organization. This centralization, augmented by easy access to the stored data, enables executives and product development teams to make quicker, more informed decisions. Accolade also automates the management of the product life cycle, allowing the user to track the business opportunities and risks associated with products from their inception as ideas

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to their retirement from the marketplace.

Sopheon's other principal offering, Vision Strategist<sup>™</sup>, automates and manages the customer's strategic product planning process. Acquired in mid-2007 as part of Sopheon's purchase of Alignment Software, the solution helps companies reduce the uncertainty and risks associated with making portfolio decisions by allowing them to visualize the likely impact of external market factors on innovation plans.

Roadmaps created by the VS system can be used to project and analyze the future of everything from products, markets and technologies to the competitive landscape. The software simplifies the complex task of product roadmapping and improves long-term decisions on innovation projects.

The integration of Accolade and Vision Strategist creates the only comprehensive strategic product planning and innovation process support solution in the marketplace. The offering is the first to tie product, market and technology roadmapping directly to the operational aspects of product development.

## **PEOPLE**

Our ability to deliver value to our customers is a testament to Sopheon people in all parts of our company, many of whom have been working tirelessly for several years to build the business we have today. I thank them for their continuing contribution to our growing success.

Sopheon's executive management team has also been in place for several years, comprised of our CEO Andy Michuda, CFO Arif Karimjee Paul Heller our CTO, Huub Rutten our head of research, and myself. The Sopheon plc board is made up of three executive directors, augmented by three non-executive directors who bring a wealth of knowledge and experience to our business.

In order to help accelerate our growth transition, we have taken steps to fortify our senior-management team in the USA. During the second quarter we added executive leaders for our North American sales and client services organizations. Each brings considerable experience from Lawson Software and Oracle respectively.

## **OUTLOOK**

Sopheon has built a strong stable of 135 licensed customers spread across the key vertical markets that we have chosen to address. Our results for 2007 demonstrate how our customer base is leading to rising levels of repeat business and recurring revenues, which are providing, at last, an element of the predictability which has proved so elusive for us. Initial indications are that our newly released Accolade 7.0, further enhanced by the opportunity to integrate with Vision Strategist, is being received well by the market. We believe this will further underpin growth and solidify our leadership position. It is very gratifying to have our solution recognized by members of the analyst community not just as a best of breed offering, but now as the most mature.

This growing reputation coupled with the increasing recognition of the importance of our chosen market, is leading to more competition from major enterprise software vendors as well as new entrants. Staying on top of this fast changing competitive landscape is challenging for a company our size, which is why we continue to invest in expanding our partnership and reseller network. Our successful ongoing business at General Motors, delivered alongside Hewlett Packard, is just one example of the partner model we are working to develop.

We remain alert to potential shifts in buying patterns caused by the increasingly turbulent financial environment, and are aware that this could have an impact on our business. However, when appropriate, we do emphasize the benefits that our solutions can bring to organizations facing both financial and

competitive pressures.

The backdrop set out above, together with the pipeline of business built up in the later stages of 2007, lead us to expect a good start to the current year, reinforced by the fact that revenue visibility already stands above £4m. This will contribute to getting us back on track for more significant growth and an improved performance for the full year of 2008. We look forward with optimism to the challenges and potential rewards ahead.

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## Implementation Investments

### *Autodesk Announces ADEPT Airmotive as Inventor of the Month for March 2008*

31 March 2008

Autodesk, Inc. announced that ADEPT Airmotive ([ADEPT](#)), a manufacturer of general aviation engines for the light aircraft market, has been named as the Autodesk Inventor of the Month for March 2008. ADEPT relied upon Autodesk Inventor engineering design software to develop its 320T -- a 320-horsepower general aviation engine with a compact design that offers low vibration levels and high structural integrity. The 280 lb. engine is lighter than a traditional piston engine of comparable horsepower, allowing the 320T to reap significant fuel efficiencies to the operator of the aircraft and is less impactful on the environment.

The Inventor of the Month program (<http://www.autodesk.com/inventorofthemoth>) recognizes the most innovative design and engineering advancements made by the extensive community using Autodesk Inventor software -- the foundation of the Autodesk solution for Digital Prototyping.

Leveraging Digital Prototyping capabilities within Inventor allowed ADEPT to produce accurate 3D models of the 320T before anything was actually built -- reducing the number of physical prototypes that needed to be constructed. Processes that once took hours -- such as changing the wall thickness of an engine component -- were completed almost instantaneously with Inventor. This allowed engineers to spend less time constructing geometric models and more time creating innovative designs, and then simulating the performance of the designs under real-world conditions.

"Digital Prototyping was absolutely critical because it allowed us to bring a single digital model through every phase of design and development," said Richard Schulz, managing director at ADEPT. "We were able to explore the form, fit and function of our designs, without expending time and resources on physical prototypes."

This optimization process allowed ADEPT to minimize potentially expensive downstream changes by catching errors before they reached manufacturing. As a result, ADEPT -- with a core team of only three designers -- was able to produce a working prototype of the 320T, paving the way for the introduction of a new generation of modern general aviation engines.

About the Autodesk Inventor of the Month Program

Each month, Autodesk selects an Inventor of the Month from the more than 700,000 users of Autodesk Inventor software, the foundation for Digital Prototyping. Winners are chosen for engineering excellence and groundbreaking innovation. For more information on Autodesk Inventor of the Month, contact Autodesk at [IOM@autodesk.com](mailto:IOM@autodesk.com).

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## ***CIRCA Skateboarding Lifestyle Brand to Implement Yunique PLM***

1 April 2008

[Yunique Solutions Inc.](#) announced that Four Star Distribution, headquartered in San Clemente, California (USA), will implement its integrated plmOn™ and srmOn™ software solution. Founded in 1999, Four Star Distribution specializes in the design, marketing and sales of CIRCA brand (<http://www.circa.com>) skateboarding footwear, apparel and accessories.

“Yunique PLM will enable us to get everyone in the value chain working from one single source of data,” stated Ms. Arely Benavides, Four Star’s Sr. Vice President of Operations. “This will help us to eliminate double entry of data and reduce errors throughout our business. Our production teams, for example, will have direct access to all of the costing information that has been created in earlier development phases. By streamlining this and many other processes, we will be able to reduce our overall product lifecycle time.”

The company plans to go-live with the new system in August across its design, merchandising, product management, product development, and global supplier base.

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## ***Danatec AB Selects Dassault Systèmes’ DELMIA PLM Express for Rapid Robotic-Tools and Fixture Design***

7 April 2008

Dassault Systèmes (DS) announced that Danatec AB, a Swedish design engineering company, has selected its new PLM suite for the mid-market, [DELMIA](#) PLM Express. Danatec selected DELMIA PLM Express to innovate and speed time-to-market for its clients’ robotic production solutions while increasing flexibility, improving quality, reducing costs, and controlling investments.

“Our investment in the DELMIA PLM Express Workcell Builder and Simulation Package has given us unique possibilities to plan, design, simulate, and finally program production cells within the same tool,” said Peter Hedlund, project and robotic manager at Danatec AB. “The importance of using the same tool to design fixtures and then verify them towards other equipment was an important reason why we choose DELMIA PLM Express.”

Danatec, a product-production development consultancy within the manufacturing, mining, and process industries, is the first company to implement DELMIA PLM Express. Danatec works both with construction at their clients’ sites as well as in-house in order to make production more effective. It manages new manufacturing equipment throughout its lifecycle, from pre-study to construction, manufacturing, assembly, implementation and service.

Danatec will be using DELMIA PLM Express to conduct production verification for products already in the design stage, while rapidly designing tools and fixtures in robotic environments for its clients. DELMIA PLM Express will also help Danatec to verify robot reachability throughout the production process, thereby limiting costly changes that would need to be made during the latter stages of production planning.

“Danatec is an excellent example of the importance of PLM for mid-market companies and to show the

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capabilities of DELMIA PLM Express,” said Daniel Samefors, business development manager, DELMIA Nordics PLM Value Channel. “We are pleased to bring these important benefits to the next tier of customers as they design manufacturing equipment operations.”

DELMIA PLM Express was developed from the ground up specifically for mid-market companies. It is perfect for 5 to 50-plus person companies or any organization that has a need for an entry-level PLM value channel offering for manufacturing. It delivers all the functionality and benefits of DELMIA in a way that allows customers to select a role-based solution that best matches their business needs.

DELMIA PLM Express is organized into five common job-related roles—resource planning, robotics, ergonomics, process planning, and controls—to address specific business needs and organizational definitions.

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## ***Kegelmann Achieves 30% Capacity Increase with WorkNC and Zwicker***

28 March 2008

The German company Kegelmann Technik GmbH has developed into a specialist supplier of prototype components and low volume aluminum and plastic parts. Starting in 1989 as a pioneer in rapid prototyping, using stereolithography and laser sintering, the company expanded into tool making to increase its range of services and now employs 60 people. It attributes a large part of its success to process automation, and by integrating Zwicker Systems’ Winstat Framework and WorkNC, SESCOI’s automatic CAM/CAD system, it has achieved a 30% increase in capacity.

Stephen Kegelmann explained his initial philosophy, “We did not want to be a run of the mill tool maker. We set our sights on establishing a modern and efficient business right from the start. For us this meant adopting standardized processes.” The methods, such as origin point clamping and palletization, which he installed in 1998, have now become common practice, but even back then he envisaged a fully automated tool making process.

In 2003 Stephen Kegelmann and his employees began to lay out the requirements for an automated system, which would guarantee smooth workflow without bottlenecks, paper, missing data and double entries. Starting with the erosion section they envisaged four steps - extraction of the electrode shape from the CAD data; electrode toolpath programming; machining and inspection; and feeding the erosion machine with the correct information and electrodes to cut the part. The company selected the Winstat Framework software from Zwicker Systems in 2004. The system uses transponder chip technology to achieve automation, recording shop floor activity and eliminating the risk of error. It manages the delivery of technical information and electrodes to the correct stations on the shop floor. The existing close cooperation between SESCOI and Zwicker Systems was a major advantage in integrating the systems, so when Kegelmann was having difficulty finding suitable software to extract electrode data from its CATIA CAD system, SESCOI was ready to help.

Stephen Kegelmann said, “We have collaborated with SESCOI on other projects so we had already had experience of its willingness to develop solutions to suit our particular needs.” It took a few months to complete the development on WorkNC’s electrode module to achieve the functionality and integration required by Kegelmann’s engineers. Stephen Kegelmann continued, “We did not want compromise, but wanted to work in a fully automated way with few menus and little data input. This included direct recovery of all data from the CAD system, and the ability to generate roughing and finishing electrodes, erosion gaps and other attributes with one click, as well as automated data transmission to Winstat

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Framework and the corresponding workstations. Intensive work by the SESCOI project manager and the other team members resulted in solutions for every task. This was a highly innovative achievement for both parties."

Since 2006 all the electrode manufacture at Kegelmann has become paperless and automated. Documentation is created with one click of the mouse and is displayed in HTML format on shop floor terminals. Stephen Kegelmann said, "The operator no longer needs to physically transfer data from the drawing to the machine. This is now fully automatic. We have virtually eliminated the risk of using incorrect data and, as a result, our engineers are more relaxed and can concentrate on their task. Our erosion machines were previously a bottleneck in the production chain. This has now completely changed as automation has led to a capacity increase of at least 30 percent."

Following the success in the erosion section, Kegelmann Technik is starting its next project. Before the end of the year, aluminum and steel milling will be fully automated. The company has already invested in a robot and two machining centers and is expanding the use of Winstat Framework and WorkNC. Naturally, SESCOI is involved in the development.

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## ***Nelson Engineering Uses Dyadem Software to Deliver Reliability and Maintenance Analyses to Commercial Clients and U.S. Government Agencies***

31 March 2008

Nelson Engineering Co. is the latest engineering consulting company to implement Dyadem's FMEA-Pro software to deliver efficient, high quality reliability and maintainability assessments to its clients. An engineering design, operations and maintenance consulting firm, Nelson Engineering evaluates complex heritage and newly designed facility systems, equipment and utilities (FSEU) for the aerospace, environmental and defense sectors and the U.S. State Department. Nelson Engineering's work processes are enhanced and streamlined with the help of Dyadem's software, which provides customized, comprehensive analyses.

Nelson Engineering's renewed contract with [Dyadem](#) allows the company to provide Failure Mode and Effects Analysis (FMEA) reports to its clients in the aerospace, environmental and defense sectors, where billions of dollars depend on their clients' products working properly every time. The company has used Dyadem's legacy FMEA-Pro software since 2002 to deliver analyses defining actions to address reliability concerns, manufacturing inefficiencies and design weaknesses using engineering solutions.

Prior to using FMEA-Pro software, Nelson Engineering was dependent on consumer-grade software to capture client data. The company selected FMEA-Pro to improve the efficiency of its analytics, migrate existing client data, and offer customizable formatting for incorporation into a variety of applications, such as Computerized Maintenance Management Systems (CMMS).

Nelson Engineering purchased FMEA-Pro 7 with its enhanced support for data mirroring and criticality matrices to continue providing the most inclusive and intuitive failure analysis, process hazard analysis and environmental engineering service solutions. FMEA-Pro 7 has allowed Nelson Engineering to develop new revenue streams by broadening its portfolio of offerings to include, for example, Reliability Centered Maintenance (RCM), an industrial framework that establishes operational and maintenance policies that minimize the risk of equipment failure.

"Dyadem's FMEA Pro software offers us a clear, competitive advantage over our competitors who facilitate their FMEAs and related analyses using standard spreadsheets," said Blain Nelson, President, Nelson Engineering Co. "The software has not only allowed us to pursue new lines of business, but also provides our clients with detailed analysis and systematic policy recommendations that emulate the core values to which we as a company hold ourselves accountable".

FMEA-Pro is designed to better analyze product designs and manufacturing processes, shorten study time and prevent failures from happening. Dyadem also offers FTA-Pro fault tree analysis software, designed to bring enterprise-level failure analysis to the aerospace and defense industries.

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## ***Plx Technology Adopts Cadence Incisive Palladium II Accelerator/Emulator for Full System Verification***

2 April 2008

[Cadence Design Systems, Inc.](#) announced that PLX Technology, a world's leading supplier of PCI Express® switch and bridge silicon for the communications, server, storage and embedded markets, has adopted the Cadence® Incisive® Palladium® II Accelerator/Emulator for its advanced system-level verification needs. PLX® cited the ease of use of the Palladium II system, a robust portfolio of Cadence® SpeedBridge® Adapters, and megahertz runtime performance as key advantages in their design flow. By implementing the Palladium II system with host and device PCI Express 2.0 SpeedBridge Adapters, PLX created a robust environment that enhanced previous FPGA-based approaches while improving system-level quality and scheduling predictability.

With a critical need to deliver system-level quality under tight schedules, PLX chose the Palladium II system approach over other verification methods. The realistic in-circuit verification environment offered a fast bring-up time to find bugs earlier in the product design cycle, and offered a different class of system interoperability and coverage when compared with traditional simulation environments.

"We can't afford to run into bugs late in the design cycle that could possibly lead to costly schedule slips," said Vijay Meduri, director of design engineering, PLX Technology. "With the Palladium II system we've been able to add significantly more stress on our design versus simulation or FPGA platforms, and add much higher levels of functional coverage to verify our latest multi-million gate designs and stay on schedule."

When in the emulation mode or when regression testing with an embedded testbench, the Palladium II delivers up to 10,000 times the average performance of other simulators by incorporating peripherals, embedded processors, multiple ASICs, embedded software, and real-world data.

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## ***Šlechta Polishes up its Performance with MyWorkPLAN***

25 March 2008

Since 1997, Šlechta s.r.o, based in Políkno in the Czech Republic, started as a toolmaker, but changed direction and began specialising in the hand polishing of aluminium and steel mold inserts in 2000. Now, the company has 35 employees and a turnover of 1€ million, carrying out mirror finish and technical quality surface polishing. Customers include Robert BOSCH, Visteon, Seaquist Closures and

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Automotive Lighting, and cover a variety of industries including packaging, consumer goods and automotive.

Martin Lepič, Controlling Manager, said, “Šlechta is one of the biggest companies in its field in Central Europe, and is well known for its quality. Our objectives are to maintain and improve our quality standards and provide an even better service to our customers.” The company is already ISO 9001:2001 accredited, so it appreciated the need for investment in its infrastructure to achieve the improvements it was looking for.

The key company employees evaluated several job management systems before selecting MyWorkPLAN from [Sescoi](#), based on its functionality and the positive testimonials from existing customers. MyWorkPLAN uses an open MySQL database, which enables it to exchange data and interface with external software packages such as CAD systems, Microsoft® Office products, and accounting packages. It communicates with existing systems and makes use of a company’s previous investment in software, and the skills and experience of its staff..

Modules within MyWorkPLAN help companies to generate more accurate quotations based on historical information and the ability to analyse customer’s drawings, control purchasing costs, and keep track of stock levels. Of particular interest to Šlechta is the software’s capability for recording time and attendance and the time allocated to each job. Martin Lepič said, “Monitoring the hours spent on each job is far quicker now, as is recording the working hours and attendance record for each operator. We also have better control of our production schedule.” Shop floor terminals record manufacturing times by logging operators against each job, giving managers information about each task as it happens. Having this level of data allows the company to advise its customers of the exact status of each job and provides a warning if a task is overrunning its allotted time. MyWorkPLAN also makes it easy for the company to create reports for its key performance indicators. Martin Lepič added, “From the information we collect we are able to create Microsoft® Excel reports for our payroll and accounts. Clocking in and out is also far simpler with MyWorkPLAN. Hours worked for all employees, as well as monthly reporting spreadsheets, can be completed with one mouse click.” Two Microsoft® Excel spreadsheets with a macro connection to the MyWorkPLAN database via ODBC provide this functionality. He continued, “We had to define a series of rules in MyWorkPLAN and now the system covers all our needs, such as summarizing overtime hours and night time hours for each employee over a six month cycle.”

Šlechta has found that the links to Microsoft Excel and the automated report creation are valuable tools, saving it from re-entering data and the possibility of transposition errors. Its next target is to make use of the documents which can be automatically generated by MyWorkPLAN, and to implement the scheduling module. However, the software is already proving to be very valuable. Martin Lepič concluded, “Preparing our monthly payroll used to take several days, now it can be completed in a few minutes. MyWorkPLAN is highly important to Šlechta. Within a short time we expect it to become indispensable.”

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## ***Task Force Tips Shortens Product Development Time for Life Saving Fire Hose Nozzles with Adept Document Management***

2 April 2008

Task Force Tips (<http://www.tft.com>) is a worldwide leader in providing firefighters with nozzles that

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constantly adjust to the varying pressures of the water hose line. “Our products are used in life and death situations, so reliability is of utmost importance in allowing firefighters to do their jobs and return home safely,” said Scott Akins, vice president of New Product Development, Task Force Tips (TFT). “Being able to deliver products quickly is important to our customers.”

TFT turned to Adept document management software from Synergis Software (<http://www.synergis-adept.com>) for the increased efficiencies it could bring to their business — better document control, change management, and approval processes. TFT also does a significant amount of custom modifications for specific customers. “This ‘customerization’ gives the company a competitive advantage,” added Akins. “Adept helps us make product modifications quickly while keeping control of the documentation.

## Adept Offers Unique Capabilities to Meet TFT’s Needs

When evaluating document management solutions, TFT’s selection criteria were clear. “We looked for a full-featured, reliable product at a reasonable price with good service and support,” said Akins.

“Our selection was weighed heavily by three criteria: First, Adept does not encrypt our files. As an engineer I believe things can break — so if all our files are encrypted and something in the PDM system would have a bug or break, it’s still possible to get to the files. Second, Adept’s API gave us the ability to develop an integration with our custom MRP system. And last, Adept could handle a wide variety of files — not just CAD files,” added Akins. TFT faces similar document management processes and challenges as other manufacturers. Akins explains, “We need to keep accurate drawings and be able to track the changes to those drawings, including the bill of materials, relationships and how they go together. Adept really helps speed up the processes and gives us more confidence the document we are dealing with is the right document. It helps us on the workflow, knowing when things are approved and allowing teams to collaborate with a clear ‘Check In’ and ‘Check Out’ system for documents.”

For more information or to register for a live presentation of Adept, please contact Synergis Software at 215.529.9900/800.836.5440 or visit

<http://www.synergis-adept.com>.

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## ***TCS Wins 5-Year Multi-Million Dollar Deal as ArvinMeritor’s Global Engineering Partner***

31 March 2008

Tata Consultancy Services (TCS) announced it has signed a five-year, multi-million dollar contract to be the global engineering partner of [ArvinMeritor](#).

As part of the agreement, TCS will support the localization and globalization efforts of ArvinMeritor’s engineering capabilities including product development and support for specific product lines in the Asia Pacific region. TCS will set up a global engineering center in Pune, India that will provide a broad range of product engineering services to cater to the global needs of ArvinMeritor with a specific focus on the Asian market.

“ArvinMeritor will be focusing on the Asia Pacific region where we are experiencing tremendous growth,” explained Tom Watson, Vice President, Engineering & Technical Planning, Light Vehicle Systems, ArvinMeritor. “While our current engineering workforce serves us well in Western Europe and North America, our growth objectives require expansion of our engineering footprint. Automotive

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capability, domain knowledge, proven track record, global presence, robust collaboration processes and commitment to our success were important parameters in the selection of a suitable partner and TCS was the clear choice.”

Regu Ayyaswamy, Vice President, Engineering and Industrial Services, [TCS](#) said, “We are pleased to be chosen as ArvinMeritor’s engineering partner as part of their global growth strategy. As ArvinMeritor extends its current competencies to new product categories through use of electronics and control technologies, TCS along with its Group company INCAT will deliver end- to- end comprehensive solutions to support ArvinMeritor. Our Global Network Delivery Model™ will seamlessly ensure that ArvinMeritor experiences certainty in all aspects of our relationship in any part of the globe.”

TCS’ Engineering and Industrial Services (EIS) business unit provides a wide spectrum of engineering enterprise solutions across diverse industry verticals from Aerospace to Utilities. It helps customers drive information integration across their value streams to include the engineering of products and production facilities, and the efficient management of capital assets and production.

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## ***Technia Signs Agreements Concerning Delivery of Software, Worth over 35 MSEK, with Two Global Telecom Suppliers***

1 April 2008

Technia has signed agreements worth over 35 MSEK with two global telecom suppliers. The agreements run for 24 months and comprise delivery of ENOVIA PLM Solution from Dassault Systèmes, with additional agreements for support and maintenance. Approximately 8 MSEK of the total order value is an extension of existing agreements.

Technia is the largest PLM supplier in the Nordics and one of the leading PLM suppliers in Europe. During 2007 PLM projects were carried out in 36 countries under Technia’s management leadership. A PLM system is a platform that brings all of a company's product-related information into one single place in order for it to be used across the whole organization, from product planning, development and design to production, sales and support.

Today [Technia](#) is doing business with companies in various industries. In the telecom industry Technia is working with customers like Sony Ericsson Mobile Communication, Ericsson, Nera Networks, Nokia, Nokia Siemens Network, Proximion Fiber Systems and Telenor Cinclus.

”The agreements are concerning delivery of software with additional support- and maintenance agreements. Technia’s total offering comprise business process review, change management, implementation to deployment, training, maintenance and support. Technia has strengthen its position and has created a good platform for further businesses”, says Staffan Hanstorp, CEO at Addnode AB.

”We are very proud over that global companies with complex needs are choosing to work with Technia. The beginning of 2008 has been positive and we have signed agreements with a lot of new customers. We have noticed an increasing demand for PLM solutions from companies that have need for more effective development processes and the ability to faster bringing new products to market. To meet these challenges the companies need structured development processes and the possibility to collaborate and share product information – both locally and globally. Technia helps the companies to solve these problems - partly with strategic advices and partly by implementing and maintaining ENOVIA PLM solutions”, says Jonas Gejer, VP, Technia AB.

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## ***UOIT Receives In-Kind Contributions Worth More Than \$690 million from Partners for the Advancement of Collaborative Engineering Education***

27 March 2008

Engineering graduates at the University of Ontario Institute of Technology (UOIT) will have a competitive edge in today's high-tech, global economy thanks to a \$690 million in-kind contribution from Partners for the Advancement of Collaborative Engineering Education (PACE), a partnership including General Motors, EDS, Hewlett-Packard (HP), Siemens PLM Software and Sun Microsystems.

The in-kind investment includes state-of-the-art computer-based hardware, engineering software and student and instructor training and academic support. UOIT becomes the sixth PACE Canadian university.

"The automotive industry is undergoing an exciting transformation where innovation and R&D will be a core advantage," said Greg Parker, Engineering Manager, General Motors of Canada. "Investing in future automotive engineers is critical to ensure that our next generation of employees has the skills and knowledge to compete globally."

The PACE investments support UOIT's General Motors of Canada Automotive Centre of Excellence announced last month, creating a new advanced automotive technology cluster centered at UOIT that links together the best Canadian companies, universities, students and engineers with companies in the Canadian automotive supply chain.

"We know students at UOIT are already being prepared for the global economy," said Jeff Hill, EDS client executive. "By integrating the PACE tool box throughout its engineering curriculum, UOIT is upgrading its ability to train a new generation of engineers well-versed in today's technology and ready to hit the ground running when joining an employer in any sector."

"HP is proud to be involved in the PACE program and furthering the quality of education for engineering students," said Jim Zafarana, HP's Vice President and Worldwide Workstation Marketing Manager. "We have a strong commitment to designing and manufacturing high performance workstations for the engineering industry, and for future engineers."

"Today's leading manufacturing and technology companies compete on the basis of time to market, product cost, quality and innovation," said Phil Taylor, vice president, Canada operations, Siemens PLM Software. "It's quite clear that today's best students in top programs, like the program at UOIT, must have the opportunity to gain experience with technology that supports these objectives."

"Sun has a longstanding commitment to educational advancement in Canada," said Andy Canham, president, Sun Microsystems of Canada Inc. "We strongly believe that integrating technology into academic pursuits offers students a competitive advantage while evolving Canada's position among the world's top innovators. Our investment in the University of Ontario Institute of Technology's PACE program will enable today's students with access to real-world technology, thereby securing their position as tomorrow's engineering leaders."

"UOIT is tremendously thankful for this overwhelming donation and to be part of this partnership that will provide our students and researchers with access to a great collective wealth of resources and experience," said Dr. Ronald Bordessa, President of UOIT. "Together with our unique programs, research work and state-of-the-art facilities, partnering with PACE positions UOIT as a leader in the

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continued innovation and transformation of the automobile manufacturing industry.”

UOIT Associate Professor Dr. Remon Pop-Iliev, who holds a Natural Sciences and Engineering Research Council of Canada (NSERC)-GMCL Chair in Innovative Design Engineering, has assumed the role of lead engineering integrator on UOIT’s PACE integration team. His research work provides meaningful contributions towards substantially improving Canada’s capacity in design engineering with a primary focus on the automotive and related sectors.

General Motors of Canada (GMCL) is engineering and manufacturing advanced environmental technologies ranging from Active Fuel Management (cylinder deactivation) and hybrid systems to E85 biofuel and fuel cell vehicles – more than any other auto company right here in Canada. Headquartered in Oshawa Ontario, GMCL employs more than 19,000 people nationwide. GM of Canada manufactures vehicles, vehicle powertrains, and markets the full range of General Motors vehicles and related services through 732 dealerships and retailers across Canada. Vehicles sold through this network include Chevrolet, Buick, Pontiac, GMC, Saturn, Hummer, Saab and Cadillac.

With 5,000 students at its Oshawa, Ontario campus, UOIT delivers a leading-edge learning environment that combines academic knowledge, research opportunities, hands-on skills and a vibrant student life. UOIT’s Faculty of Engineering and Applied Science offers students research opportunities, and market-driven programs in areas such as Automotive, Manufacturing, Mechanical, Software and Electrical engineering.

The PACE corporate alliance has worked together since 1999 to support academic institutions worldwide with computer-based engineering tools to prepare designers, engineers, and analysts with the skills to compete in the future.

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## ***World’s Only Solar-Powered Compaction System Designed in SolidWorks***

31 March 2008

Eating its way to the forefront of the “green” movement, the BigBelly<sup>®</sup> trash bin designed in SolidWorks<sup>®</sup> 3D CAD software is the world’s first and only on-site solar-powered trash compactor. BigBelly is used in busy places around the world like shopping districts, food courts, and entertainment venues, or in remote places such as parks and beaches.

Standing at 50 inches tall and weighing 300 pounds, BigBelly uses only the sun’s energy to compact and store five times the amount of garbage as receptacles of the same size. The machine uses up to 1, 250 pounds of force to compact trash periodically until it is full. Municipalities and city parks that formerly emptied garbage cans twice a day can now empty BigBelly once a week, reducing fuel costs and carbon emissions from garbage truck trips. Headquartered in Needham, Mass., the BigBelly Solar company standardized on SolidWorks software to optimize the unit’s design and accelerate development to meet customer demand.

“Escalating steel prices forced us to rethink our approach to early development models,” said Jeff Satwicz, BigBelly Solar product manager. “SolidWorks’ sheet metal features along with simple load analyses in COSMOSXpress<sup>™</sup> enabled us to re-design the machine with 30 percent fewer steel parts. That not only cut costs for a young startup company, but also jibed with our eco-friendly philosophy.”

The unit, which stores energy even on cloudy days, can operate for a full day with the equivalent energy it requires to toast a slice of bread. It can operate for eight years on the equivalent energy it takes to

drive a garbage truck one mile. These feats are possible in part because BigBelly Solar, its manufacturing partner, and their suppliers have good design communication. Most of BigBelly Solar's suppliers use SolidWorks, and they share design concepts with eDrawings® e-mail-enabled design communication tool. eDrawings lets users send and receive 3D models or 2D drawings of product designs that recipients can view, rotate, and study as if they had a physical prototype in front of them. "It's important to have everyone speaking the same language. That helps us look at the big picture as well as the details," said Satwicz.

BigBelly Solar recently unveiled recycling units that connect to BigBelly or can stand alone, for customers who want to extend their environmentally friendly waste solutions. Designed in SolidWorks, the BigBelly Recycling Unit looks similar to the BigBelly, but offers an insertion hole for cans and bottles, mixed paper or both.

"The 'green' movement's success is measured in increments," said SolidWorks CEO Jeff Ray. "BigBelly is a great example of innovation in the face of a global problem. Its rapid adoption across the U.S. and in foreign countries demonstrates that we can find ways to reduce our impact on the environment – in this case, one BigBelly at a time."

BigBelly Solar relies on authorized SolidWorks reseller [CADD Edge](#) for ongoing software training, implementation, and support.

## **About BigBelly Solar**

Founded in 2003 in Needham, Mass., BigBelly Solar develops trash compaction systems to help municipalities, universities, parks, zoos, transportation authorities and retail outlets to save money and reduce the environmental impact of waste management. BigBellies are deployed in over 35 cities and towns across the US and in 15 countries around the world. For more information, visit the Web site ([www.bigbellysolar.com](http://www.bigbellysolar.com)).

**[Click here to listen to a podcast interview with BigBelly founder Jim Poss.](#)**

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## Industry-Wide News

### ***EDA Consortium Reports 6.7 Percent Industry Revenue Growth in Fourth Quarter 2007***

3 April 2008

The EDA Consortium Market Statistics Service (MSS) announced that the electronic design automation (EDA) industry revenue for Q4 2007 grew 6.7 percent to \$1,602.7 million, versus \$1,501.9 million in Q4 2006. The four-quarter average growth rate, which compares the most recent four quarters to the same four quarters in the prior year, was 9.1 percent.

"The reported worldwide EDA industry showed continued growth in Q4 2007, with double digit growth in Japan and the Rest-of-World," said Robert Gardner, executive director, EDA Consortium. "Overall industry revenue increased relative to both Q4 2006 and the four quarter moving average. EDA employment has seen steady growth over the course of 2007."

Companies that were tracked employed 27,563 professionals in Q4 2007, up 7.7 percent from the 25,586 employed in Q4 2006.

### **Revenue by Product Category**

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EDA's largest category, Computer Aided Engineering (CAE), generated revenue of \$663.6 million in Q4 2007, representing a 13.5 percent increase over the same period in 2006. The four quarter moving average CAE growth rate was 12.2 percent.

For IC Physical Design & Verification, the next largest category, revenue increased to \$440.5 million in Q4 2007, a 14.3 percent increase compared to Q4 2006. The four quarter moving average growth rate was 12.3 percent for IC Physical Design & Verification.

Semiconductor Intellectual Property (SIP) revenue totaled \$265.4 million in Q4 2007, a 6.3 percent decrease over Q4 2006. The four quarter moving average growth rate for SIP remained positive at 4.1 percent.

Services revenue was \$79.4 million in Q4 2007, up 3.0 percent from Q4 2006. The four quarter moving average growth rate was 9.3 percent for services.

Printed Circuit Board and Multi-Chip Module (PCB & MCM) revenue decreased 10.4 percent over Q4 2006 to \$153.8 million. The four quarter moving average growth rate for PCB & MCM showed a 1.5 percent decrease.

## **Revenue by Consuming Region**

North America, EDA's largest region, purchased \$735.9 million of EDA products and services in Q4 2007. Although this represents a 5.6 percent decrease compared to a strong Q4 2006, the four quarter moving average growth rate was up 2.8 percent for North America.

Western Europe revenue was up 9.8 percent in Q4 2007 compared to Q4 2006, with revenues of \$316.9 million. The four quarter moving average growth for Western Europe was 9.9 percent.

2007 Q4 revenue from Japan increased 30.4 percent to \$316.0 million compared to Q4 2006. The four quarter moving average increase was 10.1 percent for Japan.

Rest-of-World (ROW) continued to extend previous years of revenue growth by increasing to \$233.8 million, a 22.1 percent increase compared to the same quarter in 2006. The four quarter moving average growth was also strong at 30.8 percent.

## **About the MSS Report**

The EDA Consortium Market Statistics Service reports EDA industry revenue data quarterly and is available by annual subscription. Both public and private companies contribute data to the report. Each quarterly report is published approximately three months after quarter close. MSS report data is segmented as follows: revenue type (product licenses and maintenance, services, and SIP), application (CAE, PCB/MCM Layout, and IC Physical Design and Verification), operating system (UNIX vs. Windows) and region (North America, Western Europe, Japan, and Rest of World), with many subcategories of detail provided. The report also tracks total employment of the reporting companies.

## **About the EDA Consortium**

The EDA Consortium is the international association of companies that provide design tools and services that enable engineers to create the world's electronic products used for communications, computer, space technology, medical, automotive, industrial equipment, and consumer electronics markets among others. For more information about the EDA Consortium visit <http://www.edac.org>, or to subscribe to the Market Statistics Service call (408) 287-3322 or email [mss08@edac.org](mailto:mss08@edac.org).

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## Product News

### ***ASCON Group Joined Oracle PartnerNetwork***

2 April 2008

ASCON Group and [Oracle](#) announced a new technological partnership. According to this cooperation ASCON became a member of the Oracle PartnerNetwork, QuickStart Plus and receives all the advantages to supply Oracle Softwares and to use ORACLE technologies for developing ASCON CAD/CAM/PLM solutions.

ASCON will apply Oracle solutions for storage and management of information in an enterprise-wide engineering data and product management system, uniting all production data — LOODSMAN:PLM, in an industrial process design automation system VERTICAL, in solution for computer-aided design of electrical equipment — KOMPAS-Electric.

For more information about ASCON, please visit <http://www.ascon.net>.



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### ***Bentley Announces Strategic Initiative to Help Sustain Bridge Infrastructure Through Bridge Information Modeling***

2 April 2008

Bentley Systems, Incorporated announced a strategic initiative to deliver Bridge Information Modeling (BrIM) technology for the entire bridge lifecycle. A new business unit, Bentley BrIM, will drive the initiative under the leadership of Bentley Senior Vice President Gabe Norona. Bentley BrIM will provide broad access to newly acquired advanced bridge products in Bentley's comprehensive software portfolio. In addition, it will integrate these and other related Bentley products to provide an interoperable, data-managed bridge solution for planning, design, engineering, analysis, fabrication, construction, maintenance, and rehabilitation. This end-to-end solution will enable the transportation industry to efficiently and effectively address the challenges of new and aging bridges and deliver sustainable, long-lasting infrastructure.

CEO Greg Bentley said, "Growing demand for new bridges in developing economies and aging bridges in developed economies are behind burgeoning workloads and mounting backlogs for bridge engineers around the world. According to the U.S. Department of Transportation, in the United States alone, more than a quarter of the nation's almost 600,000 bridges are deficient, and more than \$65 billion could be invested immediately in a cost-beneficial way to replace or otherwise address existing bridge deficiencies.

"Having the world's largest team of software developers dedicated to BrIM, Bentley is uniquely positioned to help engineers meet this demand." Gabe Norona added, "Bentley's BrIM initiative will focus on new approaches to bridge project delivery and bridge sustainability. By closing the gaps in traditional bridge lifecycle processes and facilitating the flow of digital information between the various stages, BrIM will enable bridge designers, builders, and owner-operators to easily share a common bridge information model. This will help optimize design decisions and lead to process innovation, largely through information reuse."

In the past year, Bentley has extended its commitment to sustaining bridge infrastructure through the

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acquisition of TDV GmbH, LEAP Software, and C.W. Beilfuss & Associates – all leading bridge engineering and operations technology providers. These additions to Bentley’s portfolio result in the most comprehensive offering of bridge software available to the infrastructure community:

- Bentley Bridge RM – structural engineering, design, and analysis software used worldwide for large and medium span bridges, including cable-stayed bridges. With its wide range of international design codes, RM is unmatched in its support of highly intensive, specialized engineering for bridges of all types.
- Bentley LEAP Bridge – a parametric, integrated design and analysis solution for pre-cast, cast-in-place, reinforced, and post-tensioned concrete – an industry standard in place at 38 U.S. state departments of transportation (DOTs), the Federal Highway Administration (FHWA), city and county agencies, and engineering consultancies.
- Bentley BridgeModeler and Bentley LARS – companion products for bridge load-rating, analysis, and analytical modeling for existing and planned bridges offering conformance with the latest AASHTO bridge design specifications and interface to the AASHTO BRIDGEWare database.
- Bentley SUPERLOAD for advanced oversize/overweight vehicle permitting and routing that takes full account of bridge load-rating and analysis data.

Bentley BrIM will establish intra-operability among these products as well as other Bentley products relevant to bridge projects, including Bentley Rebar, GEOPAK Bridge, InRoads Bridge, and ProjectWise. Bridge professionals will benefit from streamlined workflows, increased productivity, and the ability to more effectively operate and manage bridge infrastructure.

For more information about Bentley’s BrIM initiative, visit <http://www.bentley.com/brim>.

BrIM Track at BE Conference 2008

Leaders in the bridge industry are encouraged to participate in BE Conference 2008, taking place May 28-30 in Baltimore, Md. The conference will provide infrastructure professionals an inclusive and engaging environment to share best practices and learn about Bentley solutions from the leading provider of infrastructure software. Included in the program will be a special BrIM track that will bring together influential bridge owner-operators, policy makers, engineering consultants, and contractors to explore new technology, new methods of project delivery, and the influence of bridge information modeling. The discussions will go well beyond design to problems ranging from maintenance of traffic to constructability and risk mitigation. For more information about BE Conference 2008, go to <http://www.bentley.com/beconference>.

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## ***CCE Upgrades EnSuite to Support CATIA V5 R18 Files***

2 April 2008

[CCE](#) has announced that EnSuite Version 2 – its multi-CAD viewing, translation and productivity software – has been upgraded to provide support for CATIA V5 R18 files. The latest version of EnSuite can open R18 files and translate them to any of the other formats currently supported by EnSuite including CATIA V4, Pro/ENGINEER, Unigraphics, SolidWorks, Parasolid, IGES and STEP. The latest version of EnSuite can also write R10 through R14 files, which can be read by R18. “We are committed to providing support for the latest versions of all the leading CAD systems,” says Vinay

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Wagle, V.P. Sales & Marketing of CCE.

The ability of EnSuite to support latest versions of all the leading CAD systems makes it possible for users to work with multi-CAD & multi-version files from customers, vendors and partners without having to consider the costly proposition of investing in CAD licenses and maintenance upgrades.

The latest EnSuite update will be available to all active subscription license customers as well as to new customers.

EnSuite is designed for companies that work in a multi-CAD environment, such as those used by customers, vendors and partners. EnSuite provides interoperability with CATIA V4, CATIA V5, Pro/ENGINEER, Unigraphics, and SolidWorks CAD systems as well as Parasolid, IGES and STEP files. Files can be translated to and from any of these formats without the native CAD software.

EnSuite goes far beyond the capabilities of conventional viewers and translators by providing a wide range of productivity tools for accessing critical engineering information. EnSuite prevents users from saving changes to the master CAD model to protect integrity of the master model. Licenses are automatically administered and the product updated over the Internet.

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## ***Dassault Systèmes and AREVA NP Shine Light on “As-Built” Nuclear Facilities***

31 March 2008

Dassault Systèmes ([DS](#)) announced an alliance agreement with AREVA NP’s metrology services division to provide nuclear plant operators with precise 3D digital representations of their facilities to better guide maintenance and retrofit operations.

AREVA NP scanning technology uses laser light to record existing facilities’ exact, as-built geometry, which provides the added benefit of identifying variances from original design specifications. DS’s CATIA design software renders the AREVA NP data as 3D models, and DS’s DELMIA digital construction software enables engineers to plan maintenance and upgrades in an interactive 3D environment based on real-life specifications. This is a significant feature, because the actual construction of a nuclear facility often does not match the original design.

“A pipe shown to be three inches lower than the original design might seem minor, but it could stop a multi-million dollar project in its tracks,” said Paul Nicholas, AREVA NP project manager, metrology services. “A schedule slippage costs the plant operator twofold, because the offline plant does not earn revenue, and the operator incurs additional engineering time and costs.”

Most of the nuclear plants in service today were designed by teams of engineers who usually worked separately. During construction, on-site engineers often modified designs to reconcile conflicts between different design teams’ work. Those modifications were not always added back to the final version of the facilities’ blueprint. This can cause major complications in maintenance operation planning and implementation. For example, a surprise such as a load-bearing support beam hidden by a wall can knock a project off schedule and significantly raise the plant operator’s costs.

“AREVA NP and DS are incredibly complimentary technologies for nuclear plant maintenance, with AREVA NP excelling at capturing as-built geometry and DS excelling at using that geometry to plan cost-effective maintenance and upgrades,” said Al Casas, nuclear industry specialist, Dassault Systèmes. “This teaming agreement, which includes our longstanding partner BCP Engineers, offers nuclear

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operators applying for re-licensing the technology capabilities and consulting expertise to convince regulators they can upgrade nuclear plants efficiently and safely.”

Several U.S. nuclear operators are using CATIA and DELMIA to plan retrofits of plants built in the 1970s and 1980s, so they can apply for another 20-year license from the federal government. With DS DELMIA 3D digital construction software, they can simulate the process, anticipate and correct problems before starting, and avoid costly overruns.

“DS and AREVA NP see a worldwide need for integrated solutions like this,” said Rolf Gibbels, director, worldwide energy industry leader, Dassault Systèmes. “Not only is this relevant to maintenance and the retrofit of plants, but it has wide applications in new construction to monitor and validate ongoing construction and engineering plans.”

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## ***DP Technology Signs Agreement to Power Sodick Wire EDM Machines with ESPRIT***

1 April 2008

DP Technology and Sodick Co., Ltd., a leading builder of EDM machines, have signed an agreement to include a license of ESPRIT CAM software with each purchase of a new Sodick LP wire EDM machine.

Under this agreement, each new Sodick wire EDM machine equipped with an LP control will include a full commercial license of the ESPRIT CAM System for Sodick, featuring functionality that simplifies part-programming processes, increases part accuracy and reduces the length and complexity of G-code programs. ESPRIT for Sodick runs offline on a PC and provides the full power of ESPRIT’s programming functionality for Sodick wire EDM machines.

The ESPRIT CAM system for Sodick as included with Sodick LP equipped machines includes ESPRIT SolidWire Platinum Plus software for 2-5 axis wire EDM machines and features 2-axis contouring, 3-axis tapering and advanced conics capabilities, in addition to 4-axis XY and UV machining functions, 5-axis control and automated feature recognition. Features specific to Sodick wire EDM machines include a machine-specific user interface, integrated cutting data reader, solid simulation and verification, factory-certified post processing and more — all tailored especially for Sodick.

The ESPRIT for Sodick CAM system can also be used to program LN and LQ- equipped Sodick wire EDMs. As a member of the ESPRIT family of CAM software, ESPRIT for Sodick may be expanded to include 2–5 axis milling, 2–22 axis turning, multitasking mill-turn machining and B-axis machine tools, and high-speed 3- and 5-axis machining. For more information about ESPRIT for Sodick, visit <http://www.dptechnology.com/sodick>.

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## ***ESI Group Announces Release of PAM-RTM 2008***

1 April 2008

[ESI Group](#) announced the release of version 2008 of its PAM-RTM (Resin Transfer Molding) simulation tool. PAM-RTM is a simulation software application for manufacturing composites by injection or infusion. Industries served by PAM-RTM are those typically requiring the manufacture of complex and large composite parts, such as aeronautics, automotive, marine, and energy.

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ESI Group's PAM-RTM software specifically addresses the growing need for accelerated innovation in emerging markets. By allowing the design and development of new tooling for composite materials production lines using 'closed mold' technology, parts of an enhanced quality and appearance can now be produced.

Release 2008 marks a major milestone in the evolution of PAM-RTM with multiple enhancements, and effectively addresses current industry challenges in three major areas, resulting in enhanced part optimization:

## Manufacturing Large Parts with Significantly Reduced CPU Time

New multi-layer elements now allow easier modeling of large parts. The prismatic element requires far fewer total degrees of freedom, thus resulting in significantly reduced CPU time; in some cases by a factor of 9.

Additionally, the availability of 64-bit processing eliminates traditional processing constraints due to model size.

## Manufacturing Thick Parts with Improved CPU Time

The new multi-layer elements in v2008 enable the user to simulate the injection of thick parts without having to use standard tetrahedral meshes, resulting in significant CPU time savings.

## Manufacturing Complex Parts Easily Via New User Interface

Simulation complexity typically increases with shape and laminate definitions. PAM-RTM 2008 eliminates this cumbersome basic operation of defining specific zones for material definition. The new user interface includes many new features and options allowing quick generation of complex models through improved visualization, and also includes new selection tools for groups.

"This new version of PAM-RTM brings a new vision for simulation. Beyond a more user-friendly graphical user interface, PAM-RTM offers new functionalities enabling a better representation of the process as it happens on the shop floor," said Jean-Pierre Cauchois, Technical Director of PPE (Pôle de Plasturgie de l'Est, France), a leading technology center in RTM and infusion. "For instance, the flow front velocity representation gives added insight on part quality, a new equivalent permeability module is very convenient and we expect a lot from the new simulation time optimization," he continued.

"Optimizing part quality and performance is now becoming a reality, especially in the case of heated injection, which PAM-RTM 2008 accomplishes with its new thermal dispersion modeling capability," said Patrick de Luca, head of ESI Group's Composite Materials Solutions.

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## ***ICAM and Dörries Scharmann Sign Strategic Marketing Agreement***

2 April 2008

ICAM Technologies Corporation (ICAM) has signed a Strategic Marketing Agreement (SMA) with Dörries Scharmann Technologie GmbH ([DST](#)), a leading provider of CNC machine tools designed for drilling, turning, boring, milling and grinding applications primarily catered to the aerospace and defense industries.

The main purpose of this agreement is to assure the successful integration of ICAM's NC post-processing and machine tool simulation technology with DST machine tools through the exchange of

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technical knowledge and product information including DST's commercially available machine and control specifications. ICAM's post-processors will enable end-users to take full advantage of sophisticated DST machine tool features and functionalities via their respective CAD / CAM systems.

Additionally, [ICAM](#) and DST have agreed to collaborate on strategic marketing initiatives as well as to promote each other's products and services within the NC manufacturing market.

## Virtual Machine Model – DST FOGS

DST customers will also benefit from ICAM's extensive NC post-processing experience with advanced multi-axes machining applications and techniques such as high-speed machining, tool-tip programming, coordinate frame transformations, NURBS interpolation and arc fitting of point-to-point data.

Furthermore, Virtual Machine® may be deployed as an integrated productivity tool to ICAM's NC post-processing technology to create a powerful machine tool simulation environment allowing NC programmers to optimize and test programs against collisions and over-travel automatically during post-processing.

"We are pleased to work with ICAM to offer integrated ICAM NC post-processor and simulation solutions to simplify and accelerate the machine tool implementation process of our customers," said Michael Schedler, DST's Head of Marketing. "ICAM's on-going collaboration with SIEMENS allows them to create proven NC post-processors for the SINUMERIK 840D, the most widely used controller for our machines."

## Droop + Rein FOGS D40

"DST is recognized as a leading supplier of high-quality multi-axes CNC machines to the aerospace and defense industries," says Sam Chehab, ICAM's VP, Sales and Marketing. "This newly formed business relationship provides end-users easier access to DST's advanced machine tool features using ICAM's advanced solutions concurrently with all major and multiple CAD / CAM / PLM systems."

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## ***ITI TranscenData Unveils STEPcenter Enterprise Server***

April 2008

ITI TranscenData, the Product Data Interoperability division of International Technegroup Incorporated, announces the release of the STEPcenter Enterprise Server, a software application that automates the translation, validation and distribution of STEP (Standard for the Exchange of Product Model) data.

"The STEP file format continues to mature, and as a result, our clients see it as a viable option for storing and exchanging 3D CAD data," explains ITI TranscenData President, Don Hemmelgarn. "We merged the STEP-centric elements of our DEXcenter and CADIQ technologies and developed some additional functionality, such as third-party translator integration, distributed processing, data security, and translation validation. The result is a pre-packaged solution, built on mature technologies that solve many of the problems associated with STEP data exchange."

## PLM Integration and Data Security

STEPcenter is a secure, open, SOA-compliant architecture that offers multiple integration paths, including paths for PLM and archival systems.

"STEPcenter supports a bi-directional process of retrieving CAD data from the PLM system, uploading

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it to an archival system, and vice versa," cites STEPcenter architect, John Gray. "The application also supports distributed processing, load balancing, and multiple layers of data security, including the ITAR-compliant components that are important to our aerospace and defense clients."

## Supporting the Multi-Vendor Translator Environment

In addition to natively supporting CATIA V4, CATIA V5, NX, Pro/ENGINEER, I-deas NX and SolidWorks, STEPcenter can also integrate multiple translation technologies, not just those of ITI.

According to Jamie Flerlage, Regional Director for ITI TranscenData, "Many of our clients are global OEMs that own dozens of translators. Some of these translators we developed, others were developed by our competitors or the CAD vendors. With the added functionality in STEPcenter, we can integrate almost any CAD translator into the process and invoke multiple translation paths for multiple vendors, all within a single environment."

## "Self-Validating" STEP File Output

In addition to translator consolidation and batch-based processing, STEPcenter validates native CAD-to-STEP translations. This capability is built upon ITI's CADIQ validation solution and enhanced specifically for STEP validation.

According to Doug Cheney, Manager, CADIQ Product Development and Interoperability Consulting, "Once the translation completes, STEPcenter will append a complete set of validation properties to the STEP file. These native mass properties and "cloud of points" enable the STEP file to be "self-validating," since any STEP import translator can use them to validate that the imported CAD model is geometrically equivalent to the native CAD model. This is particularly helpful not only in validating the translation from the native system to the STEP format, but also in scenarios where you need to assure that the model can be opened ten, twenty, even fifty years from now."

## ITI TranscenData's History in STEP

Since the late 1980's, ITI TranscenData has aided the industry's adoption of STEP. The company has been involved with the non-profit STEP consortium, PDES Inc., since its inception in 1988, and is an active member within the ProSTEP iVIP Association.

[ITI TranscenData](#) led the first production implementation of STEP, at McDonnell Douglas, beginning with the C-17 program. Additionally, the company is a provider of STEP development tools for Dassault Systemes, Siemens PLM, Autodesk, PTC and number of other vendors. Additional contributions to the STEP community include the development of validation tools for STEP, defining 3D GD&T requirements, definitions, and tools, and the on-going expansion of CADIQ technology for 3D GD&T validation.

"Our primary lines of business still center around consultative solutions for 2D/3D multi-CAD environments and PLM integration," concludes Don Hemmelgarn, "but as the STEP standard gains more momentum, we plan to stay ahead of the curve with niche offerings like STEPcenter."

For more information, please visit the [STEPcenter Solution Page](#)

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## ***Mentor Graphics Announces Synthesis Support for Xilinx Virtex-5 FXT Field Programmable Gate Arrays***

1 April 2008

[Mentor Graphics Corporation](#) announced that its suite of advanced synthesis products support Virtex™-5 FXT field programmable gate arrays (FPGAs) – the system integration platform from Xilinx, Inc. optimized for high-performance embedded processing, digital signal processing (DSP) and high-speed serial connectivity. Support for the new Virtex-5 FXT platform is available now in the Mentor Graphics Precision® RTL and Precision RTL Plus products.

The 65nm Virtex-5 FXT platform, with up to two PowerPC® 440 embedded processor blocks as well as high-performance DSP and high-speed serial capabilities, delivers broad system integration capabilities for creating system solutions in support of high-performance applications such as wireless, video, military and aerospace. The processor, DSP and high-speed serial integration help reduce board complexity and lower the overall cost of system design.

“Virtex-5 FXT FPGAs provide integrated solutions for designs that previously required an ASIC or ASSP, reducing design respins and overall development costs,” said Simon Bloch, general manager, Mentor Graphics Design Creation and Synthesis Division. “Our mutual customers will benefit from our physical synthesis solution that has the ability to analyze and manage large complex designs that can be implemented into the new Virtex-5 FXT platform.”

Xilinx and Mentor Graphics spent the last several months on integration and support of the Virtex-5 FXT platform with Mentor Graphics’ family of synthesis tools. “FPGAs are expected to outpace the semiconductor market, and Xilinx strives to deliver the most flexible, low-cost, and broadest FPGA platform in the industry,” stated Bruce Talley, vice president and general manager, design software division of Xilinx, Inc. “A significant number of our customers depend on Precision for their synthesis solution. Our collaboration and partnership with Mentor, assures them that they will be able to implement their designs in the environment they are familiar with while getting superior quality of results possible when targeting the new Virtex-5 FXT family.”

The Precision Synthesis product forms the centerpiece of Mentor Graphics FPGA flow. With advanced support for ASIC prototyping (support for DesignWare® libraries, SDC constraints, gated-clock handling, etc.) plus advanced implementation and optimization techniques such as automatic mapping and inferencing of dedicated DSP and RAM blocks, the Precision Synthesis product is suited to handle today’s high-end FPGAs. In addition, the Precision Synthesis product features a design analysis capability, allowing designers to cross-probe between multiple views as well as to perform interactive static timing for rapid "what-if" analyses. The Precision RTL Plus product offers breakthrough capabilities such as vendor independent physical synthesis which provides industry-leading quality of results, automatic incremental synthesis to reduce the impact of late design cycle changes, and patent-pending functionality which enables the efficient utilization of architectural blocks.

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## ***Moldflow Announces the Release of Moldflow Plastics Insight 6.2***

31 March 2008

Moldflow Corporation announced the release of Moldflow Plastics Insight® (MPI®) 6.2. MPI 6.2 has significant enhancements to allow more people to work faster on larger models and interface to more

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applications. In addition, multiple technology enhancements allow users to improve their productivity.

The MPI 6.2, 3D Flow solver analysis speed has on average, more than doubled. This analysis speed improvement allows users to be more productive, which can result in faster turnaround time on projects. “I ran a few 3D analyses in both MPI 6.1 and MPI 6.2 and the extent to which the flow solver has increased in speed is really impressive,” says James McGuire, Senior CAE Engineer at BASF Corporation. MPI 6.2 also supports Microsoft Windows 64-bit operating systems, which results in more efficient handling of large models and an overall improvement in product performance.

A key feature in MPI 6.2 is configurable Workspaces, which allow the user interface to be customized to fit a user’s job function, knowledge, skill set and experience. Workspaces allow users to significantly reduce their implementation and support costs. This enables everyone from industrial designers to simulation analysts and process engineers to benefit from Moldflow technology by doing analysis earlier and more often in the product design cycle.

MPI 6.2 also contains technology innovations for advanced gate location optimization, a micro-mechanics model to improve warpage predictions of fiber-filled materials, the extension of 3D gas-assist analysis to predict part warpage, simulation of a new rapid heating/cooling process, venting analysis of thermoset materials and new application programming interface (API) commands that will ensure MPI continues to tightly integrate with customer’s processes and workflows.

A new data export option in MPI 6.2 allows Moldflow results to be used in HyperStudy®, Altair Engineering’s design and process optimization program. “By linking MPI and HyperStudy, design engineers have a very powerful tool to gain insight into the robustness of a plastic part design and perform multi-disciplinary trade-off and optimization studies, balancing performance and manufacturability,” says Jeff Brennan, Altair’s Vice-President of Engineering Software. “It also provides a seamless way for Moldflow results to be post-processed using Altair Engineering’s HyperView®.”

A new interface to CODE V®, the industry-leading optical design software from Optical Research Associates (ORA®), allows MPI results to be used to investigate how the molding process affects the optical properties of lenses. “The development of special optical grade plastics materials has allowed the mass production of lightweight injection molded lenses for consumer electronics, such as in the cameras of most modern cell phones,” said David Hasenauer, ORA’s CODE V Product Manager. “The quality of these plastic lenses is dependent on the injection molding process and any molded-in defects, which can be predicted by Moldflow. Now users of both CODE V and MPI 6.2 can use the interface between the products to design better quality plastic lenses.”

Murali Annareddy, Moldflow Director of Product Marketing, states, “Moldflow’s driving philosophy is to develop technology partnerships with our customers that are founded on new product innovation so they can improve the design and manufacture of plastic parts.” He continued, “The release of MPI 6.2 is a perfect example of those partnerships in action as it contains numerous customer-driven enhancement requests, configurability options that allow more users to benefit from simulation, interfaces to industry-standard partner applications and speed & capacity improvements that will help reduce overall project times.”

## **Availability**

Moldflow Plastics Insight 6.2 is available now. For more information, please call Moldflow in the US at +508.358.5848 or visit <http://www.moldflow.com>.

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## ***Siemens PLM Software Announces New Releases for its D-Cubed 3D Component Software Solutions***

3 April 2008

Siemens PLM Software announced the immediate availability of new releases of four of its industry-leading D Cubed™ component software products. Version 38.0 of 3D Dimensional Constraint Manager (3D DCM), Assembly Engineering Manager (AEM), Collision Detection Manager (CDM) and Hidden Line Manager (HLM) contain new enhancements to improve function and performance.

Detailed descriptions of the enhancements are available online at:

[www.plm.automation.siemens.com/en\\_us/products/open/d-cubed/latest\\_releases/](http://www.plm.automation.siemens.com/en_us/products/open/d-cubed/latest_releases/)

About PLM Components – Parasolid and D-Cubed

PLM Components are software tools that can help increase the profitability of software applications in the CAD, CAM, CAE and PLM marketplace by raising their value and lowering their costs. This is achieved by supporting innovation and interoperability with standard tools that ensure quality and reduce time to market. Siemens PLM Software develops these components, uses them throughout its own applications and licenses them to independent software vendors and end-user organizations. Flexible licensing arrangements and a simple, proven integration process enable any organisation, large or small, to bring innovative capabilities to their applications quickly and economically. Part of the PLM Components family of products, the Parasolid® and D-Cubed components provide 3D part and assembly modeling, editing and interoperability, 2D/3D parametric sketching, motion simulation, collision detection, clearance measurement and visualization. Applications include mechanical CAD, CAM, CAE, mold design, sheet metal, AEC, GIS, structural, plant and ship design, CMM, reverse engineering and sales configuration. For more information, please visit

<http://www.plm.automation.siemens.com/open/>.

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## ***STAR-CAD Series V3.02: CAD and PLM-Embedded Flow and Thermal Solution for Design and Professional Engineers***

28 February 2008

CD-adapco announced the release of the STAR-CAD Series V3.02, a range of CAD and PLM-embedded simulation environments that allow engineers and designers to perform advanced Computational Fluid Dynamics (CFD) analyses.

From this release onwards, STAR-CAD Series will adopt the same version numbering as STAR-CCM+, which it is released simultaneously with. In STAR-CAD Series V3.02, the latest STAR-CCM+ V3.02 solver technology is embedded within leading CAD and PLM environments, giving users access to cutting edge industrial CFD technology from the comfort of CATIA V5, Pro/ENGINEER Wildfire, SolidWorks or NX.

The latest version incorporates STAR-CCM+ V3.02 surface remesher, automatically improving the quality of surface triangulations, and is compatible with the latest versions of the CAD and PLM environments used by our customers (CATIA V5 r15 to r18, Pro/ENGINEER Wildfire 2 and 3, SolidWorks 2006, 2007 and 2008, NX 3 and 4).

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The STAR-CAD Series is specifically created to enable Design and Professional engineers to undertake flow and thermal analyses directly within their company's chosen CAD and PLM environment. Using the power of associativity, any design change made in response to the results of the CFD simulation, is reflected almost immediately in the CFD solution. Solutions are updated at the click of a button without additional user intervention.

According to Jean Claude Ercolanelli, CD-adapco's Vice President Product Management, the latest release provides users with more choice in their approach to simulation: "By releasing STAR-CAD Series simultaneously with STAR-CCM+ not only are we providing our users with the latest solver technology from within their CAD or PLM environment, but we are also giving the opportunity to step into the STAR-CCM+ environment at any time, and utilize its full range of modeling capabilities."

The STAR-CAD Series V3.02 is now available from CD-adapco's [User Services site](#), or from your local CD-adapco office.

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## ***Synopsys Extends Design Compiler Topographical Technology to Predict and Alleviate Routing Congestion***

31 March 2008

[Synopsys, Inc.](#) unveiled its new Design Compiler® Graphical synthesis product that shortens implementation time for system-on-chip (SoC) devices by helping RTL designers avoid wire-routing congestion problems that typically occur during detailed route. Design Compiler Graphical is the industry's first synthesis solution that predicts circuit congestion "hot spots" early in the design flow, provides designers with visualization of the congested circuit regions and performs synthesis optimizations to minimize congestion in these areas. The ability to predict, visualize and alleviate routing problems prior to physical implementation substantially reduces iterations between synthesis and place-and-route, and can significantly lower project time, effort and cost.

"Topographical technology in Design Compiler has already delivered a boost in our designers' productivity," said Shahar Even-Zur, Physical Design team leader at Dune Networks. "We expect another significant reduction in design implementation time using the new Design Compiler Graphical product after having verified that it automatically reduces routing congestion during RTL synthesis."

Designers worldwide have achieved rapid design closure using Design Compiler topographical technology to ensure tight timing, area and power correlation with IC Compiler physical implementation results. However, even if a design meets all the performance specifications, congestion can be severe enough to make it very difficult to successfully route the design, leading to longer design cycles and more iterations between synthesis and place-and-route.

Synopsys' new Design Compiler Graphical product circumvents these iterations, which can be especially lengthy and painstaking for very large designs. First, it provides congestion reports and visualization to assist designers in identifying congested regions in a circuit. Second, it employs optimization techniques to synthesize a design with significantly less congestion, thereby creating a better starting point for physical design. The ability to first estimate and then prevent routing congestion problems early in the design phase produces a more predictable, streamlined design flow from RTL synthesis through physical implementation that can shave weeks off project schedules.

"Routing congestion has emerged as a key design bottleneck as semiconductor firms increasingly take advantage of smaller process geometries to squeeze more circuit functionality into SoCs," said Antun Domic, senior vice president and general manager, Synopsys Implementation Group. "In response, Synopsys has extended topographical synthesis technology in our Design Compiler product to provide benefits to our customers far beyond the advantages of highly-correlated timing, area and power. Early adopters are experiencing much shorter design cycles due to automation that predicts and alleviates congestion."

Design Compiler Graphical is available today as an add-on to DC Ultra.

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## ***Synopsys' New DesignWare IP Significantly Simplifies Transition to PCI Express***

2 April 2008

Synopsys, Inc. announced the availability of the DesignWare® LE IP for PCI Express (PCIe) optimized for ASIC and FPGA designs that utilize a single lane (x1) PCI Express endpoint interface. The DesignWare LE IP for PCIe is a cost-effective solution that provides features to simplify the complexities of transitioning to PCI Express for applications requiring a single lane, such as existing PCI/PCI-X designs, ExpressCards, Ethernet controllers, SATA controllers and wireless hubs.

The new DesignWare LE endpoint digital controller IP for PCIe provides a simplified feature set that enables designers to benefit from a 20 percent area reduction in their ASIC or FPGA implementations while maintaining the same architecture and interfaces as Synopsys' complete DesignWare IP for PCIe solution. By maintaining interface compatibility, designers can upgrade to a full-featured version when future designs require additional functionality. The silicon-proven DesignWare LE IP is a part of Synopsys' complete PCI Express IP portfolio and has successfully passed the PCI Express compliance testing at the PCI-SIG interoperability workshops.

The DesignWare LE IP utilizes several features to lower the integration time and cost of incorporating PCI Express IP into a design. The DesignWare LE IP automatically connects the PCI Express digital controller and PHY together. During implementation, the DesignWare LE IP automatically optimizes the parameters across the PIPE interface and synthesizes the complete PCI Express interface. In addition, the new IP includes a reference design that helps designers integrate the PCI Express interface, while providing a starting point for the assembly and verification of their chip design.

"The new DesignWare LE IP for PCI Express is designed specifically to address the needs of ASIC and FPGA designers who are looking for an easy upgrade path to PCI Express IP at a competitive price point," said John Koeter, senior director of marketing for IP and Services at Synopsys. "More than 40 percent of ASICs and ASSPs that utilize PCI Express contain a single lane endpoint solution. As the technology leader for PCI Express IP, we continually invest in providing innovative products that help designers quickly integrate PCI Express interfaces while lowering risk and meeting their critical market windows."

### **Availability**

The DesignWare LE IP for PCI Express is available immediately. For more information visit:

<http://www.synopsys.com/pciexpress>.

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## ***Synopsys Star-RCXT Extraction Product Delivers 2X Performance Boost With Dual- Core Support***

31 March 2008

[Synopsys, Inc.](#) announced that its Star-RCXT™ parasitic extraction product offers customers a near 2X performance boost over the previous release with dual-core support as part of the company's comprehensive multi-core initiative. The Star-RCXT product works with popular commercial grid computing management software maximizing efficiency across multi-core processors as well as multi-processor compute farms.

"We are extensively investing in multi-core compute platforms to take advantage of the inherent performance scaling with a smaller power footprint. We are confident Synopsys has the ability to provide excellent design and analysis products that complement our multi-core investments," said Sribalan Santhanam, vice president of engineering at P.A. Semi. "Star-RCXT's multi-core processing, along with the new dual-core licensing feature, offers a highly cost-effective solution that results in overall improved designer productivity for the latest multi-core compute platforms."

Star-RCXT multi-core processing consists of easy-to-setup compute resource allocation, automated design partitioning to multiple processor cores, and automatic failure recovery for a superior fault-tolerant server environment. The dual-core license support delivers an average 1.8X performance boost using a single license with two processor cores, and 3X performance boost using two licenses with four processor cores. The dual-core licensing feature will apply to both the Star-RCXT and Star-RCXT VX products and is expected to be generally available to customers with the June 2008 release.

"Support for multi-core compute platforms enables the Star-RCXT extraction product to deliver superior productivity and excellent price-performance value," said Bijan Kiani, vice president of Product Marketing at Synopsys. "The Star-RCXT product continues to set new standards in providing solutions for customers' evolving needs. Multi-core support reflects Synopsys' commitment to provide a comprehensive solution across its core EDA and design- for-manufacturability product portfolios."

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## ***Synplicity's Synplify DSP 3.6 Software Speeds DSP Algorithm Design for ASICs and FPGAs***

1 April 2008

Synplicity, Inc. released its newest version of the company's Synplify® DSP ESL synthesis software for ASIC and FPGA design. The Synplify DSP 3.6 software includes new enhancements to its architectural optimizations and DSP synthesis methodology, as well as new Intellectual Property (IP) blocks and capacity improvements that will benefit customers working on complex digital multimedia and wireless IC designs.

The Synplify DSP tool provides an ESL synthesis methodology that realizes significant productivity and portability advantages over traditional HDL design flows. System and algorithm designers can capture complex algorithmic behavior using the Synplify DSP library which includes modeling features such as vector arithmetic, fixed-point precision up to 128-bits, and a rich set of IP cores. The Synplify DSP synthesis engine allows designers to automatically implement and explore area/speed-optimized RTL implementations from a single model. This eliminates the burden of hand coding functions and architectural optimizations, achieves significantly faster design capture, speeds time to market and enables rapid design exploration that results in improved quality and lower cost.

Synplicity has enhanced the optimization engine to recognize repeating patterns of operations in the

design, and apply time-multiplexed scheduling to reduce the implementation area. This results in much lower area across a broader set of algorithm designs. This technique is ideal for designers working on applications such as wireless, radar, and digital video compression which typically require patterns that are highly replicated.

"Our architectural synthesis methodology will serve the needs of designers developing systems where parallelism and multiple sample rates are the design paradigm," says Chris Eddington, Synplicity's director of DSP Marketing. "These include applications in wireless, radar and video compression, where multiple instances of IIR, FIR filter banks and multiple channels of any type of filter block are in use. Our architectural optimizations can reduce real estate by as much as 90 percent."

New IP Cores:

For digital multimedia and wireless applications, the Synplify DSP 3.6 software now includes Reed-Solomon Encoder and Reed-Solomon Decoder blocks. These functions provide burst error correction for a variety of modern communication standards used in broadband modems, digital video broadcast, storage, and military/aerospace communications. The Synplify DSP Reed Solomon cores are flexible with a broad range of bitwidth, codeword, message size, erasure, and polynomial generator support. In addition, these cores benefit from the Synplify DSP architectural optimization methodology where tradeoffs between low-area or high-speed are automatically chosen based on the target technology and user constraints. This delivers better results than parameterized RTL cores and makes Synplify DSP IP cores very easy to use for both FPGA and ASIC technologies.

Improved saturation and rounding capabilities have also been added to the Synplify DSP 3.6 library. The tool offers a full range of rounding options across the entire library so users gain more flexibility in controlling the precision and stability of their algorithms.

To support customers implementing multi-FPGA designs, Synplicity has improved the capacity of the DSP synthesis optimization engine in the Synplify DSP 3.6 software. The tool now supports 10 times larger models and design complexity—ideal for military and aerospace applications where large FPGAs or multiple FPGAs are in use.

## Availability

For information about Synplicity's Synplify DSP 3.6 software, contact a Synplicity sales representative or visit <http://www.synplicity.com>.

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## ***Synplicity Announces Immediate Support for XILINX Virtex-5 FXT FPGAs***

1 April 2008

[Synplicity, Inc.](#) announced that its advanced FPGA synthesis solution Synplify Pro®, now supports Virtex®-5 FXT field programmable gate arrays (FPGAs) from Xilinx, Inc. In addition, Synplicity has created an automated solution for integrating its Synplify Pro FPGA synthesis solution into the Xilinx Embedded Development Kit (EDK) so designers can achieve maximum productivity and quality of results for their embedded system designs.

"Our ongoing relationship with Synplicity results in solutions that maximize the capabilities of ultra high-density designs implemented in Xilinx 65-nm Virtex-5 FPGAs," said Steve Lass, senior director software marketing at Xilinx. "For customers designing with Virtex-5 FXT FPGAs, we advocate the use

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of the Synplify Pro tool as it provides outstanding timing and area results for these high-performance devices.”

The Virtex-5 FXT platform comes with up to two PowerPC® 440 processor blocks, high-performance DSP and high-speed serial capabilities to deliver a comprehensive system-integration platform for high-performance applications such as audio/video broadcast, communications, military, aerospace and many others. One of the key reasons software customers targeting Virtex-5 FXT FPGAs get optimal timing and area results using the Synplify Pro tool is because the synthesis algorithms in the product have been developed to take advantage of the 6-input Look Up Tables (LUTs) that characterize the Virtex-5 family. Existing synthesis technology, based upon 4-input LUT architectures, will not be able to deliver optimal results when targeting Virtex-5 FXT FPGAs.

“By combining two IBM PowerPC 440 embedded processors with over 190 GMACs of DSP processing horsepower in a single device, Xilinx has created a truly impressive system-integration platform with the Virtex-5 FXT FPGAs,” said Jeff Garrison, senior director of marketing, FPGA Implementation at Synplicity. “The Synplify Pro software, already tightly integrated into the Xilinx ISE and XtremeDSP Development Tools environments, now supports the entire system design flow by supporting the Xilinx embedded development tool, Platform Studio, using a new script-based flow. This flow makes it easy for system designers, with limited FPGA design experience, to achieve optimum results using Synplify Pro.”

## **Pricing and Availability:**

Synplify Pro software support for the Virtex-5 FXT platform is available now and pricing starts at \$22,880 (US). Current Synplify Pro software customers on active maintenance will receive support for the new Virtex-5 FXT devices at no extra charge.

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## ***Teamcenter Service Data Management Solution Delivers Intelligent Metrics for Execution of Service and Logistics Contracts***

31 March 2008

Siemens PLM Software announced delivery of the next generation of its Teamcenter® software-based Maintenance, Repair and Overhaul (MRO) solution. The MRO solution’s Service Data Management module offers significant enhancements including a new Services Dashboard feature to help original equipment manufacturers (OEMs) and service providers intelligently manage the distributed service value chain, compliance, and successful execution of Performance Based Logistics (PBL) or Service Level Agreement (SLA) contracts.

“Many of our customers who manage the support and service of significant assets are increasingly required to perform to commitments associated with PBL and SLA contracts,” said Steve Bashada, vice president of Teamcenter Applications, Siemens PLM Software. “Utilizing the new Service Dashboard to quickly mine, analyze and report the pertinent service data captured through Teamcenter’s single source of product and process knowledge, will enable the intelligent management of contract obligations, which should result in increased income and market share for our customers.”

## **Supporting the global service value chain**

The Teamcenter for MRO solution’s Service Data Management package is tailored to the needs of organizations that support and service complex products requiring a major capital investment, such as

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aircraft, weapon systems, ships and power plants. Today's announcement further expands the Service Data Management capabilities in Teamcenter. In addition to the new Services Dashboard, there are also several significant enhancements in the areas of asset management and service event management. Together these enhancements support the global service value chain through a single source of service knowledge that is scalable and secure, resulting in a wide variety of customer benefits.

- Easy to read executive summary and detailed reports enable more effective management of contract objectives to achieve award fees and enhance service excellence;
- Reduced service costs and cycle time through outsourcing of appropriate services while retaining control of critical performance, service and configuration information;
- Improved product and services quality through single integrated source of knowledge permitting integration of lifecycle teams (engineering, manufacturing, logistics and services);
- Reduction in touch labor to capture, manage, and utilize asset data;
- Continuous product/process improvement through feedback of information from operational activities;
- Improved reliability and availability of assets through knowledge of allowable configurations, full asset history knowledge and performance tracking;
- Achievement of PBL and SLA objectives through capture, analysis and reporting of key performance indicators (KPIs) related to assets and processes;

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## ***VISTAGY's New FiberSIM® 5.4 Software Delivers Optimized Composites Designs in Less Time***

1 April 2008

**VISTAGY, Inc.** announced that the latest version of its suite of composites product development software, FiberSIM® 5.4, delivers optimized composites designs in a shorter period of time by enabling engineers to perform more design iterations later in the development process—which is essential to evaluating tradeoffs between part performance, weight and manufacturing cost. An improved link between analysis and design and new tools that enable engineers to design specifically for the manufacturing process together make FiberSIM the best in class tool for exploiting innovative uses of composite materials in products that never before made use of them.

One of the most significant new features in FiberSIM 5.4 is its integration with MSC Software's SimXpert finite element analysis (FEA) software. FEA mesh information created in SimXpert can now be communicated to FiberSIM with the click of a button, creating a common data representation and design tool for composite lay-up. Previous to this link, two different sets of geometry existed—3D CAD geometry and FEA geometry. Because FiberSIM is completely integrated into commercial 3D CAD systems, the FiberSIM composite definition and SimXpert's FEA definition are linked directly to the same CAD geometry. This allows products to be designed, validated, and optimized without having to translate volumes of data between different software tools. As a result, the solution eliminates data translations and inconsistencies between design and analysis and more effectively manages design changes throughout the development cycle. Due to FiberSIM's unique capability to update a composite design while preserving the design intent, no longer do engineers have to start the design over from scratch each time Stress delivers new specifications. This makes it possible to perform more iterations of the design much later in the development process, delivering more optimized parts in less time.

## CIMdata PLM Industry Summary

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In addition to the powerful new link between analysis and design that promotes part optimization, VISTAGY continues to improve the ability of engineers to design specifically for the chosen composite manufacturing process using the latest tools in FiberSIM. The following new capabilities are included in FiberSIM 5.4:

- Ramp generation – New capabilities for generating ramp surfaces between ply zones handle multi-directional curvature and allow filleting of the ramp sections, resulting in an accurate surface for the creation of tooling.
- Color-coding of ply boundaries – Tools for color-coding plies based on material type and ply orientation provide rapid feedback on boundaries and sequences and give engineers a visual representation of the composition of the part to aid the manufacturing process.
- Core – New tools allow engineers to develop parts with more complex core conditions and support the multitude of ways engineers want to design with core.
- Splicing – In addition to tools for splicing for material width, FiberSIM 5.4 now provides the capability to splice for material handling requirements to aid the lay-up process. Many enhancements also make the tool simpler to operate.

All of the new functionality is offered with improved ease of use. In addition to traditional .pdf help documentation, FiberSIM 5.4 now delivers html-based help that is much like browsing a Web page, making it more intuitive and easier to find answers to questions. Context-sensitive help is also introduced in this new release. The software understands the step in the process the user is currently engaged in and automatically goes to the proper page in the help documentation to present the solution to the problem. This reduces the time required to find answers to software use questions.

“The link between FiberSIM and SimXpert will deliver process improvements in the development of composites products by making it easy to perform multiple design iterations much later in the process based on updates to the structural requirements. This, in combination with significant new functionality that makes it possible for engineers to use best design practices for the chosen manufacturing process, makes FiberSIM 5.4 the ideal software for delivering composite components that meet all performance, weight and cost requirements,” said Bob Flory, vice president of product development at VISTAGY, Inc.

FiberSIM 5.4 will be available for shipment at the end of the second quarter of 2008.

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