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## Acquisitions

### ***ANSYS Receives SEC Clearance for Ansoft Acquisition***

23 June 2008

ANSYS, Inc. and Ansoft Corporation announced that the Securities and Exchange Commission has concluded its review of the Registration Statement on Form S-4 in connection with ANSYS' acquisition of Ansoft. An amended Form S-4 was filed and became effective on June 20, 2008. A special meeting of the Ansoft stockholders to approve the transaction has been set for July 23, 2008.

As previously announced, ANSYS and Ansoft have entered into a definitive merger agreement in which ANSYS will acquire Ansoft for a purchase price of approximately \$832 million in a mix of cash and

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ANSYS common stock based on the 10-day trailing average closing price of ANSYS common stock prior to announcement of the transaction on March 31, 2008.

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## ***Autodesk Completes Acquisition of Moldflow Corporation***

June 25, 2008

[Autodesk, Inc.](#) today completed its acquisition of Moldflow Corporation. Moldflow is a leading provider of software solutions that allow designers to predict and optimize how plastic components will perform during each phase of the design and manufacture process. Autodesk announced its intent to acquire Moldflow on May 1, 2008.

"Autodesk sees plastics and composites as some of the fastest-growing engineering materials," said Carl Bass, Autodesk president and CEO. "Given its relatively low weight and durability, plastic materials are ideally suited to help our customers attain their sustainability initiatives. Moldflow, with its industry-leading plastics simulation, is a natural extension of Autodesk's Digital Prototyping solution."

Autodesk acquired Moldflow for \$22 per share, or approximately \$297 million, less the amount in Moldflow's cash balance and proceeds from options exercises.

### **Business Outlook**

Autodesk updated its financial guidance to reflect the anticipated effects of the acquisition of Moldflow. The following statements are forward-looking statements which are based on current expectations and which involve risks and uncertainties some of which are set forth below.

### **Second Quarter Fiscal 2009**

Net revenue for the second quarter of fiscal 2009 is still expected to be in the range of \$600 million and \$610 million. GAAP earnings per diluted share are now expected to be in the range of \$0.34 and \$0.36. Non-GAAP earnings per diluted share are now expected to be in the range of \$0.50 and \$0.52 and exclude \$0.07 related to stock-based compensation expense, and \$0.09 for the amortization of acquisition related intangibles and in-process research and development.

### **Third Quarter Fiscal 2009**

Net revenue for the third quarter of fiscal 2009 is now expected to be in the range of \$615 million and \$630 million. GAAP earnings per diluted share are now expected to be in the range of \$0.41 and \$0.43. Non-GAAP earnings per diluted share are now expected to be in the range of \$0.53 and \$0.55 and exclude \$0.07 related to stock-based compensation expense and \$0.05 for the amortization of acquisition related intangibles.

### **Full Year Fiscal 2009**

For fiscal year 2009, net revenue is now expected to be in the range of \$2.48 billion and \$2.53 billion. Full year GAAP earnings per diluted share are now expected to be in the range of \$1.72 and \$1.82. Non-GAAP earnings per diluted share are still expected to be in the range of \$2.20 and \$2.30 and exclude \$0.30 related to stock-based compensation expense, and \$0.18 for the amortization of acquisition related intangibles and in-process research and development.

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## *Autodesk Enhances Sustainable Design Capabilities with Acquisitions of Ecotect and Green Building Studio Analysis Tools*

June 26, 2008

As part of its on-going commitment to support the practice of sustainable design and green building in the architecture, engineering and construction (AEC) industries, [Autodesk, Inc.](#) today announced two acquisitions to improve building performance analysis in the building information modeling (BIM) process. Autodesk announced that it has completed the acquisition of substantially all the assets related to the Ecotect software tools for conceptual building performance analysis from both Square One Research Ltd. and Dr. Andrew Marsh. Autodesk also announced that it has completed the acquisition of substantially all the assets of Green Building Studio, Inc., a provider of web-based whole building energy, water and carbon-emission analysis software. Terms of the acquisitions were not disclosed.

"Buildings are a leading contributor to greenhouse gas emissions, so to combat climate change it is critical for the building industry to rapidly adopt sustainable design practices that will lead to buildings which are appreciably more efficient and eventually carbon neutral," said Jay Bhatt, senior vice president, Autodesk AEC solutions. "The addition of these tools to our technology portfolio will help make it easier for architects, engineers and designers to understand the impact of their design decisions on building performance earlier in the design process so they can optimize for reduced environmental impact."

The acquisitions of Ecotect and the Green Building Studio assets will support Autodesk's vision to deliver software that enables architects and engineers to design more sustainable projects. With improved building performance analysis capabilities, Autodesk will be uniquely positioned to offer a comprehensive suite of software solutions for sustainable design and analysis, enabling a BIM process that can facilitate cost-effective design and delivery of high-performing, resource-efficient buildings and infrastructure.

Square One Research, Ltd. and Dr. Andrew Marsh, creator of the Ecotect environmental design and analysis tools, are based in Isle of Man. The Ecotect tools can measure how fundamental criteria, such as solar, thermal, shading, lighting, and airflow, will affect building performance in the conceptual and detailed phases of design. Their capability to forecast building performance over time better equips architects and engineers to deliver more energy efficient and sustainable building designs.

"Square One Research and Autodesk share a commitment to using technology to make the design and construction of sustainable, high-performance buildings easier and more efficient," said Dr. Andrew J. Marsh, Co-Founder and Head of Research & Development, Square One Research. "We are pleased to join Autodesk and look forward to helping develop and deliver simple and effective building performance analysis to architects and engineers around the world."

The Autodesk Green Building Studio analysis tools, now available at <http://www.autodesk.com/greenbuildingstudio>, provide improved design insight through whole building energy, water and carbon-emission analysis, helping architects and designers to maximize building economic and environmental performance. The tools are compatible with Autodesk design software as well as software from other industry providers through the Green Building XML (gbXML) schema and can now be directly accessed from within the Revit platform for BIM with a new plug-in now available for download. Green Building Studio Inc. launched the Green Building Studio web service in 2004.

To read more about how Autodesk and its customers are addressing sustainable design, please visit <http://www.autodesk.com/green>.

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## ***MSC.Software's Acquisition of the MacNeal Group Changes the Simulation Landscape***

24 June 2008

[MSC.Software](#) including Nastran software and services, announced that it has acquired the MacNeal Group (tMG). The MacNeal Group was founded by Dr. Richard MacNeal, a pioneer for the CAE market and the leading authority on finite element technology. This acquisition maximizes the natural synergies between both companies around Nastran technology and provides simulation technology for the on-going globalization of the engineering supply chain.

The MacNeal Group brings to MSC.Software its computational Part and Assembly Analysis (PAA) methodology and enhances MD Nastran's complex systems simulation capabilities by enabling the rapid exploration of high-fidelity system design variants from parts to assemblies, resulting in faster time-to-market and lower supply chain coordination costs. Specifically, tMG's PAA methodology is an advanced computational assembly framework for managing high-fidelity simulation assemblies in much the same way that CAD assemblies are controlled across an enterprise but in a simulation context for improved accuracy and security for the behavior of the physical product components as computational "smart parts" within an overall assembly. The fusion between MD Nastran's substructuring and PAA will enable SimEnterprise users to automatically update an assembly's response to design perturbations in constitutive computational parts without having to reassemble the parent system simulation model.

"As manufacturing companies continue to globalize, the ability to virtually innovate and test new product designs with distributed teams and suppliers becomes more and more challenging," said Dr. Richard MacNeal, tMG founder and chairman. "tMG simulation advancements for Nastran accelerate the roll-up of virtual component parts from global suppliers into a complete and accurate virtual product for system-level simulation and optimization without exposing proprietary component part details. More importantly, tMG's PAA methodology allows the rapid and timely update of the virtual product model as suppliers iterate on their respective part designs."

"PAA is a game changer for structural analysis in general and will reinforce engineering simulation as the driver for innovative and robust designs along with the need for MD Nastran," said Glenn Wienkoop, president and chief operating officer, MSC.Software. "The acquisition of tMG brings to MSC.Software not just the man considered 'the pioneer of CAE', but a highly-skilled team of Nastran developers that solidifies our world-class solver organization leadership and allows us to quickly bring to market the benefits of tMG's advancements in computational parts management."

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## CIMdata News

### ***Manufacturers Leverage the Expanding Footprint of PLM***

1 May 2008

CIMdata President Ed Miller discusses the expanding reach of PLM and its business value in the article "Manufacturers Leverage the Expanding Footprint of PLM" in [Manufacturing Business Technology](#). Click [here](#) to read this article.

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## Company News

### ***Aras Launches New Partner Program—Expands and Enhances Partner Program to Deliver Worldwide Coverage***

June 26, 2008

[Aras®](#), leading Microsoft enterprise open source software solution provider, today announced the new Aras Partner Program that expands the revenue opportunities and profit potential for systems integrators around the world that specialize in enterprise Product Lifecycle Management [PLM] and PDM engineering systems.

The new Aras Partner Program has significant advantages over the traditional PLM/PDM partner programs offered by PTC, Oracle Agile PLM, and others.

- Greater Profit Potential – Because of the Aras open source business model the PLM solutions have no license fees so more of the client’s budget is used for consulting services
- More Revenue Opportunities – The new Aras Partner Program offers the potential to resell Aras subscriptions for additional sales revenue
- Minimal Resource Investment – Aras partners get productive quickly with the resources for success including free training, marketing materials, pre-sales tools, demos, and proven delivery techniques

“By eliminating the large up-front license expense for the PLM software solutions Aras removes the most common obstacle corporate customers face when attempting to start a PLM project with a consulting firm,” explains Peter Schroer, President of Aras. “As an Aras partner the systems integrator and the client company are able to work on strategic business improvements without going through a long, complicated capital budgeting process.”

Aras partners close sales faster because the client does not have to justify purchasing expensive software before starting a PLM consulting project. Partners may expand existing account opportunities using the Aras solutions to complement & extend a client’s current PDM, PLM or ERP system installation.

Systems integrators leverage the Microsoft skill sets already on staff. Consultants will master the Aras solution quickly because everything is Microsoft-based and there are no proprietary languages to learn. The Aras Partner Program provides structured materials and complete training that enable technical personnel to become proficient quickly.

Aras is currently adding qualified new partners worldwide. Recent new Aras Partner Program members include:

- BayState InfoTech, a provider of engineering services and consulting in the areas of PLM, knowledge based engineering, and integration services. <http://www.baystate-india.com>
- CMC Systems, a management consulting and systems integration firm with specialization in smart workflow and high-performance business intelligence. <http://www.cmcsys.com>
- CRUCIS Technology, a provider of consulting expertise in PLM, engineering, and quality management for Aras Innovator implementations. <http://www.crucistechnology.com>

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- Design2Enterprise, a CAD integration technology provider of MCAD, EDA, and PLM system interfaces that publish information to Aras Innovator. <http://www.design2enterprise.com>

“The new Aras Partner Program provides all of the tools and materials necessary to become productive quickly,” said Martin Allemann, Vice President EMEA for Aras. “Aras offers a new PLM value proposition with greater revenue and profit potential for partners all over the world.”

For additional information on the new Aras Partner Program visit <http://www.aras.com>

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## ***Autodesk Presents Revit BIM Experience Award to Design West Engineering for Extensive Use of Revit MEP Software***

June 27, 2008

[Autodesk, Inc.](#) today announced that Design West Engineering, a San Bernardino, California-based mechanical, electrical and plumbing (MEP) engineering consulting firm, has been selected to receive a Revit BIM Experience Award. To date the firm has used Revit MEP software to complete design and construction documentation for 12 projects, and has extensively used Revit MEP models to collaborate with multi-discipline design and construction teams. The Revit BIM Experience Award is presented to commercial firms, educational institutions and individuals for innovation and excellence in implementing the Autodesk Revit platform for BIM (which includes Revit Architecture, Revit Structure and Revit MEP software applications) on one or more projects.

"We've had a great experience moving to BIM and adopting Revit MEP, including on our most recent project designing the highly complex MEP systems for the new Sea Life Aquarium at the LEGOLAND California theme park," said Robert Cronk, principal, Design West Engineering. "Using a Revit-based BIM process on the aquarium project enabled the multi-discipline design team to detect interferences before construction, stay on top of updates and remain on schedule. As the industry continues to adopt BIM, we look forward to even greater collaboration with architects and structural engineers using the Revit platform."

Design West Engineering is a full-service mechanical and electrical engineering and energy consulting firm based in San Bernardino, California. Established in 2000, the firm specializes in mechanical, electrical and telecommunication engineering applications and energy efficiency projects for a wide range of building sectors, including education, medical, civic, residential and commercial. In addition to the new Sea Life Aquarium at LEGOLAND California, other notable projects include the City of Avalon Civic Center (Catalina Island, Calif.), Omri & Boni Restaurant (Palm Desert, Calif.) and the University of Southern California Norris Building (Los Angeles, Calif.). Other Autodesk solutions used by the firm include AutoCAD MEP and Autodesk Buzzsaw.

BIM is an integrated process built on coordinated, reliable information about a project from design through construction and into operations. By adopting BIM, architects, engineers, contractors and owners can easily create coordinated, digital design information and documentation; use that information to more accurately visualize, simulate, and analyze performance, appearance and cost; and reliably deliver the project faster, more economically and with reduced environmental impact. Microdesk, an Autodesk Premier Solutions Provider, provides Design West Engineering with training and implementation support.

## **Multi-Firm Team Uses BIM for Sea Life Aquarium at LEGOLAND**

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Design West Engineering was selected as the MEP consultant for the 28,000 square-foot LEGOLAND Sea Life Aquarium, which is slated to open this August at the Carlsbad, California theme park. The Design West team used Revit MEP to model the building's MEP systems, and then used the model to communicate the location and requirements for the HVAC ducts with the architecture and structural engineering teams. This enabled the architects to ensure there were no interferences with the complex ductwork system. A German aquarium design expert also collaborated with the team by submitting AutoCAD drawings which were incorporated into the shared Revit model. The model was used to generate construction documentation, which reduced time delays associated with costly on-site building change orders and RFIs. The LEGOLAND theme artists were also able to leverage the Revit model to create a cohesive decorative scheme that incorporated the exposed ductwork elements.

"Autodesk is delighted to highlight Design West Engineering's extensive use of Revit MEP by presenting a Revit BIM Experience Award to the firm," said Jay Bhatt, senior vice president, Autodesk AEC Solutions. "We'd also like to recognize their use of Revit MEP with the IES Virtual Environment tools to improve building performance and practice sustainable design on the new Coachella Valley Middle High School in California that will open in September of 2011."

## **About the Revit BIM Experience Award**

The Revit BIM Experience Award celebrates building industry professionals and educators around the world who are helping to drive transformation of the building industry through building information modeling. Autodesk honors firms with this award for innovation and excellence in implementing the Autodesk Revit platform (including Revit Architecture, Revit Structure and Revit MEP software applications) for building information modeling on one or more projects.

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## ***Best Practices for Medical Device Companies include Customer Focus, Risk-based Approaches, Formal Collaboration, Application Software Use***

June 26, 2008

[FDAnews](#) and [Cambashi Inc.](#) today released an Industry Directions report: Risk Management: Best Practices for Medical Device Profitability, presenting the findings at the Medical Device Quality Congress currently in progress in Cambridge, MA. This study finds companies that improved both revenue and profitability are more likely to adopt all of the practices and software applications that facilitate keeping risk minimal to both patients and the business.

Of the 221 respondents, over half claim that their companies have experienced growth in both revenues and profits over the past three years. This group of growth companies shows a marked difference along several dimensions:

Growth companies are more likely to understand that their market success depends on focusing on the customer perspective: product quality, customer service and flexibility in their manufacturing operation.

Growth companies are more likely to have formal processes in place to ensure collaboration not only within a department, but between departments, facilities and with external trading partners including suppliers, customers, and other partners.

Growth companies are far more likely to use applicable software applications, from ERP to quality management (QMS), electronic document management (EDMS), governance, risk and compliance (GRC), product lifecycle management (PLM), manufacturing intelligence or plant dashboards, and

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manufacturing execution system (MES).

Most medical device companies compete primarily on the basis of innovation and product capabilities. They see the need to invest in risk planning and analysis to minimize the risks inherent in a changing R&D environment. However, some of the core business strategies companies have adopted appear to create challenges. Half of the respondents have been through a merger or acquisition in the past five years, and they see more likelihood of problems in every area except regulatory compliance over the next three years.

Innovation creates its own challenges. Over half of the medical device companies in this study offer more than five product families, and over 60% offer more than five variants on the bulk of their products. The innate complexity of products and their variants makes every area of the business more complex. Each configuration creates the potential for variability, and creates a need to perform more risk analyses and manage more items and documentation in every area.

Industry leaders are leveraging software technologies to help them manage this increasingly complex environment. However, less than half of respondents use any software application other than ERP, and less than two-thirds even have ERP in production use today. Most respondents using software are enjoying benefits as a result. Yet, one-third have no plans to buy applications such as MES, PLM, and supplier relationship management (SRM) that most users agree are highly beneficial. The study shows companies that delay making these technology investments also lag in financial performance.

The research sponsors that made this study possible are: Camstar Systems (<http://www.camstar.com>), IBS America (<http://www.ibs-us.com>), IQMS (<http://www.iqms.com>), MasterControl (<http://www.mastercontrol.com>), and Pilgrim Software (<http://www.pilgrimsoftware.com>).

## **About FDAnews**

FDAnews publishes domestic and international regulatory, legislative and business news and information for executives in industries regulated by the U.S. Food and Drug Administration. Pharmaceutical and medical device professionals rely on FDAnews' print and electronic newsletters, books, management reports and conferences to stay in compliance with international standards and FDA's complex and ever-changing regulations to get their products to market faster and boost profits. FDAnews brings you the knowledge you need, when you need it. To learn more, visit: <http://www.fdanews.com>

## **About Cambashi**

Cambashi, based in Cambridge UK and Cummaquid MA USA, provides independent research and analysis of the business reasons to use IT in industry worldwide. It specializes in engineering, enterprise, plant and supply chain applications and the infrastructure to enable industrial firms to use IT effectively. Cambashi publishes market size estimates in the engineering applications Market Observatory and industry issue research studies in the Cambashi Reports Industry Directions series. Its clients vary in size from small to large and include most of the leading software vendors and many pioneering IT users. Cambashi is a member of CATN, an international association of consultants. To learn more, visit: <http://www.cambashi.com>

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***CNC Software, Inc., Developer of Mastercam®, Celebrates 25th Anniversary***

June 2008

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CNC Software, Inc. is celebrating its 25th Anniversary in 2008. Two brothers, Mark and Jack Summers incorporated the company in 1983 with a new programming concept for CNC (Computer-Numerical-Control) machine tools. They developed a PC-based CAD/CAM (Computer-Aided-Design/Computer-Aided-Manufacturing) software package with an emphasis on the CAM side. During that time, most of the programs were more CAD-oriented and expensive.

“Ours was developed with the machinist and the design engineer in mind,” says Mark Summers, President. “I was a machinist, and I will always be a machinist at heart. It’s a direct approach – design the parts and generate the toolpaths to machine them.”

They called the software program “Meghan”, named after Mark Summer’s eldest daughter, and then changed it within the first year to “Mastercam” as a clearer descriptive of the software’s primary function. A third brother, Brian Summers, soon joined the company and now serves as Vice President. Jamie Summers, Mark’s wife, is Chief Financial Officer.

The company’s first customer was Connecticut Tool in Putnam, Connecticut. “We are honored to have been the first shop to use Mastercam and continue to value the relationship with CNC Software today,” says Steve Durand, President. “CNC Software has consistently provided a superior product in Mastercam with excellent service. Mastercam has allowed us to stay on the cutting edge of CAM technology. We look forward to continuing our loyal relationship with the company for many years to come. Congratulations on your 25th anniversary.”

Today, Mastercam® has the highest number of seats installed – 135,824 at the end of 2007. The company continually uses its success to reinvest in itself with new Mastercam generations, (the latest is Mastercam X2) improved features and ease of use, its infrastructure of more than 400 dealers worldwide, its world-class “green” facility, and its intellectual property from the best minds in software development. Last year, 2007, the company reported record sales of \$29.4 million.

Shortly after CNC Software started in Massachusetts, the company moved its base of operations to an office in Vernon, Connecticut. After a brief move to an industrial park, CNC Software built corporate headquarters in Tolland, Connecticut. When it outgrew that space, the Summers established the company’s corporate headquarters and training facility in a new, 38,000 sq. ft. building in the same town. The building was thoughtfully designed and built for aesthetics, functionality, and environmental friendliness. In 2007, ground broke for a 12,000 sq. ft. addition to house a fully functioning machine shop with advanced equipment for Mastercam product research and development.

“I’ve had a passion for doing whatever I can to minimize environmental impact for as long as I can remember,” says Mark Summers. “We review everything, from the kinds of organic fertilizers we apply to our grounds to the kinds of recycled paper we use to our geothermal heating system. Virtually everything here has been chosen consciously with the environment in mind.”

The first version of Mastercam was a two-dimensional CAM program. Now, Mastercam offers solutions for designers and programmers involved in multiaxis milling, turning, wire EDM (Electrical-Discharge-Machining), wood router programming, plasma and laser cutting, and three-dimensional design and drafting. CNC Software’s customers range from one-person job shops to Fortune 100 manufacturers. Mastercam is also ubiquitous in high schools, vocational/technical schools, colleges, and universities. The company’s educational division operates out of Gig Harbor, Washington.

“Certainly one of our biggest reasons for our success is our exemplary and loyal global dealer network – all of those congenial experts who sell and support Mastercam,” says Mark Summers. “Some of these people, really friends now, have been with us since the very beginning. They have helped shops grow

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and enjoy a true collaboration with our customers, offering advice, training, and applications experience to Mastercam users around the world.”

One of those dealers is Compumachine, Inc. located in Danvers, Massachusetts. David Shaby, President and CEO, was CNC Software’s first reseller to sign on. “Mark and Jack Summers had the vision to improve upon that early Meghan system and it just grew into the Mastercam we know and respect from there. I recently attended CNC Software’s annual reseller conference and sat next to Mark and Jamie Summers. They are the same down-to-earth, sweet people I met in their Dad’s kitchen over pancakes 25 years ago. We are still proudly their dealer in Massachusetts. It has been my honor and privilege to be associated with the remarkable Summers family, and I extend my best wishes to the continued growth of [Mastercam](#) in the future.”

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## ***DataSquare Joins Aras Partner Program***

June 27, 2008

[Aras®](#), leading Microsoft enterprise open source software solution provider, today announced that DataSquare GmbH & Co. KG, a provider of product lifecycle management [PLM] solution implementation and systems integration services for companies with complex products and processes, has joined the Aras Partner Program.

DataSquare will provide a full range of services for deploying the Aras Innovator solution for enterprise PLM including implementation consulting for data management, systems integration, data security and systems infrastructure. DataSquare has extensive expertise in heavy manufacturing companies in aerospace, automotive, and industrial as well as project-based firms in pipeline construction and engineering services.

“The innovative business model that Aras uses providing the software for no charge combined with the state of the art service-orientated architecture technology in the product will enable companies across Europe to implementation PLM much more quickly,” said Michael van Hauten, General Manager for DataSquare. “Enterprise open source is a major trend which has finally reached the PLM market to create new value for companies of all sizes because the risks are removed. With Aras we are able to work with clients to improve PLM business process performance without the customer having to spend a huge upfront expense on license fees.”

“We welcome DataSquare to our partner program and to the growing Aras corporate community,” said Martin Allemann, Vice President EMEA for Aras. “DataSquare’s excellent reputation and significant PLM experience will benefit companies throughout Central Europe that want to take advantage of the Aras solutions and need a trusted local partner.”

## **About DataSquare GmbH & Co. KG**

DataSquare provides product lifecycle management solution implementation and systems integration services to companies with complex products and processes. DataSquare offers full service enterprise PLM implementation services with complete capabilities across Central Europe. DataSquare is privately held with headquarters in Hamburg Germany. For additional information visit [www.datasquare.de](http://www.datasquare.de)

## **About Aras**

Aras® is the leader in providing Microsoft enterprise open source solutions. Aras delivers the most

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advanced model-based service-oriented architecture [SOA] solutions for enterprise Product Lifecycle Management [PLM] on the Microsoft platform. Customers include Motorola, Rolls-Royce, Freudenberg, Lockheed Martin, Ingersoll Rand and ACCO Brands. Aras is privately held with global headquarters in Andover, Mass. For additional information visit [www.aras.com](http://www.aras.com)

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## ***EDS Positioned in the 'Leaders' Quadrant for Western European Help Desk Outsourcing***

June 27, 2008

[EDS](#), a leading global information technology services company, today announced it has been positioned by [Gartner, Inc.](#) in the Leaders quadrant in the "Magic Quadrant for Help Desk Outsourcing, Western Europe, 2008"(i) report.

Gartner, a leading analyst firm, states companies positioned in the Help Desk Outsourcing Western European Leaders quadrant "are performing skillfully. They have a clear vision of the market's direction and are developing competencies to maintain their leadership position. They shape the market, rather than follow it."

"We are pleased Gartner placed EDS in the Leaders quadrant for Help Desk Outsourcing for Western Europe," said Mike Koehler, executive vice president of Global ITO Services. "As our clients' business ally, EDS' goal is to provide high-quality, world-class Service Desk Services that drive end-user customer satisfaction and help our clients achieve greater efficiencies."

EDS was one of 15 external services providers (ESPs) evaluated in the report. "Gartner evaluates ESPs based on the quality and efficacy of processes, systems, methods and procedures that enable IT provider performance to be competitive, efficient and effective, while positively impacting revenue, retention and reputation."

Earlier this year, EDS was also positioned by Gartner in the Leaders quadrant in the "Magic Quadrant for Help Desk Outsourcing, North America, 2008."(ii)

EDS supports approximately 3.2 million desktops for more than 400 clients around the world and handles more than 27 million service desk contacts globally, providing comprehensive management of a client's total workplace environment. Using standard tools and processes to ensure clients establish a stable user environment, EDS helps reduce the overall cost of implementation while improving performance and end-user satisfaction. EDS Workplace Services include management and support for PCs, laptops, handheld computing devices and printers. EDS Service Desk Services provide an accountable point of contact for all IT-related incidents, accessible through various channels, including telephone, Web, e-mail and fax.

### **About the Magic Quadrant**

The Magic Quadrant is copyrighted May 2008 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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## ***Enterprise Informatics Announces Addition to Leadership Team Adds Vice President of Alliances as Company Continues to Grow***

23 June 2008

Enterprise Informatics, Inc. announced the addition of George Castle, Vice President, Alliances, to the leadership team. George is responsible for developing and executing worldwide partner initiatives that align the company with the industry's most prominent consulting, services and technology firms.

George brings over 20 years of enterprise systems sales and strategic alliances experience to the Enterprise Informatics management team. His proven experience in the areas of strategic selling, alliances, and consulting services will accelerate key growth initiatives. George most recently served as Global Alliance Manager at EMC, an information infrastructure technology and solutions provider. In this role he managed the global business relationship and go to market strategy between EDS and EMC/Documentum. Prior to joining EMC, George held sales and management positions at a number of technology and services organizations – including Epicentric, SDRC and Schlumberger.

“Businesses need more than raw information,” comments George Castle. “Access to relevant information, in context, is critical to meeting regulatory compliance requirements and making sound business decisions. Enterprise Informatics’ unique information governance solutions have positioned the company for significant growth.”

“Expansion of our partner network is the next step in our evolution,” adds Alan Kiraly, CEO, Enterprise Informatics. “George brings the experience we need to build a strong ecosystem of partners. With his expertise, [Enterprise Informatics](#) will have the reach to expand our worldwide customer network and to fully leverage their investment in eB®.

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## ***Growth and Increased Industry Presence Lead Centric to Seek New Locations***

24 June 2008

Centric Software announced that David Guercio has joined the company as executive vice president of sales and client services. In this pivotal role, Guercio will lead Centric's worldwide efforts to grow its sales and professional services organizations to meet the company's growth objectives and deliver PLM solutions to customers in the apparel-footwear-accessories and private label industries.

[Centric Software](#) announced that it is relocating its offices in Campbell, California and has taken new office space in New York, New York. The relocation of the Campbell, California headquarters will allow for expansion as the company continues to execute on its growth plans. The addition of the New York office, combined with the company’s prime location in Paris, reinforces the company’s commitment to dominate the market for PLM solutions in the apparel and other fast moving consumer goods industries.

Effective on July 1, 2008 Centric’s new headquarters offices will provide more than double the company’s current usable business space. Centric’s new address will be 655 Campbell Technology Parkway, Suite 200, Campbell, CA 95008. The main phone numbers will remain unchanged: +1.408.574.7802 or +1 888.537.2639 toll free. The main fax number will also be the same:

+1.408.866.5869.

Additionally, Centric has leased space in central New York to expand its presence in the U.S. fashion industry. When combined with the company's central location in Paris, the move places Centric near customers in the heart of two of the world's preeminent fashion centers.

The new location in New York is located at 5 Penn Plaza, 23rd Floor, New York, NY 10001. The new phone number is +1.646.378.2130, and the fax number is +1.646.378.2001. Centric's Paris offices are located at 27 avenue de l'Opéra, 75001 Paris, and can be reached at + 33 (0)6 635 673 46 (telephone) or + 33 (0) 1 70 38 51 51 (fax).

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## ***Innovation From TCS Helps Ferrari Retain Pole Position in Formula One***

June 26, 2008

[Tata Consultancy Services](#), the leading IT services, business solutions and outsourcing firm today announced that it received the Innovation Award from Ferrari for its ability to use technology services to spur innovation in one of the most competitive and technologically advanced arenas of automobile engineering. The seven-time F1 World Champion Michael Schumacher presented the Innovation Award to TCS officials.

Maranello, Italy and Mumbai, India, June 26, 2008: Tata Consultancy Services, the leading IT services, business solutions and outsourcing firm today announced that it received the Innovation Award from Ferrari for its ability to use technology services to spur innovation in one of the most competitive and technologically advanced arenas of automobile engineering. Stefano Domenicali, Ferrari Racing Department Director, presented the Innovation Award to TCS officials.

The citation for the Innovation Award highlights the innovation provided by team TCS and ability to work closely with the Ferrari in a model of collaboration and cultural integration. "TCS has won the Innovation Award for their zeal and proactive attitude, the excellent involvement in the activities of design and the contribution in the selection of IT technologies supporting innovation. Tata Consultancy Services (TCS) is an outstanding example of technological leadership and a model of cultural integration and exchange", said Mario Almondo, Operations Director of Scuderia Ferrari.

"This is no ordinary recognition. We are delighted that TCS' ability to innovate and help Ferrari dominate the Formula One racing has been recognized by Ferrari," said S Ramadorai, Chief Executive Officer and Managing Director, TCS. "The F1 car is the most advanced automobile in the market and this award is a tribute of the work of our team of engineers who are helping as a seamless unit with the engineering and technology team from Ferrari," he added.

### **About Tata Consultancy Services**

Tata Consultancy Services is an IT services, business solutions and outsourcing organization that delivers real results to global businesses, ensuring a level of certainty no other firm can match. TCS offers a consulting-led, integrated portfolio of IT and IT-enabled services delivered through its unique Global Network Delivery Model, recognized as the benchmark of excellence in software development. A part of the Tata Group, India's largest industrial conglomerate, TCS has over 111,000 of the world's best trained IT consultants in 50 countries. The company generated consolidated revenues of US \$5.7 billion for fiscal year ended 31 March 2008 and is listed on the National Stock Exchange and Bombay Stock Exchange in India. For more information, visit us at <http://www.tcs.com>.

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## ***Lectra Announces the Opening of its Subsidiary in India and Appoints Laxmanasandra Jayaram (LJ) Prashanth as its Managing Director***

24 June 2008

Lectra announced the opening of a subsidiary in India. Based in Bangalore, this subsidiary aims to develop new sales opportunities and to strengthen proximity with Lectra's clients.

India is a superpower in the making: With a growth rate of around +8.5% in 2007, India is one of the countries with the best economic prospects in the world, for its internal markets as well as its export capacity. More than 58 % of the Indian population—total around 1.1 billion—is currently under the age of 25. Each year, 400,000 qualified engineers leave Indian universities, and the country has the largest number of software developers in the world, second only to the United States. With this huge pool of young talent, India has everything it needs to position itself as a major player in worldwide innovation.

For foreign companies, the Indian market is simultaneously dynamic yet complex. Not only does it comprise a number of different cultures, religions, and languages, but it is geographically very vast and is currently experiencing a significant economic boom. The decision-making cycles in India—the largest democracy in the world—are often long and fraught with administrative rules and regulations. Closeness to our clients is therefore essential.

Lectra works with Indian companies in the apparel, footwear and fashion accessories industries, as well as in the automotive and industrial fabrics sector.

From an industrial point of view, two sectors are particularly well-developed in India: automotive and apparel. Concerning the automotive sector, the main global players all have a presence in India and have opened production facilities there, especially for the manufacturing of cars for the domestic market, which is booming. India is in fact the second largest market in the world for small cars. For apparel, India is among the top five biggest textile and clothing exporters worldwide (T-shirts, dresses, blouses, pants, and men's shirts).

Setting up operations in India and developing strong links with clients is therefore a major competitive advantage for a business such as Lectra.

Lectra has been present in India for over 10 years, represented by its dynamic and trusted partner Magnum Solutions Pvt Ltd, and has clearly established its leadership position among its installed client base, particularly in the garment, wind energy, and automotive markets. Lectra enjoys a leadership position across all markets with over 70% share of the market for car seats and interiors.

In addition to setting up its own subsidiary in India, Lectra intends to continue—and strengthen—its partnership with Magnum Solutions Pvt Ltd, by adopting a mixed distribution model. This strategy will enable Lectra to optimize its contact with clients and to offer focused and customized solutions adapted to its clients' specific process requirements, whether those be automated cutting solutions, state-of-art software, or value-added services.

Lectra India will concentrate on three main objectives: build and manage account relationships in the apparel, footwear and fashion accessories markets; develop and build on its presence in the automotive (seats and interiors) and industrial fabrics markets; and finally position itself as a key solutions provider for the Indian furniture market.

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Lectra appoints Laxmanasandra Jayaram (L.J.) Prashanth as head of its Indian subsidiary

In order to accomplish these goals, Laxmanasandra Jayaram (L.J.) Prashanth has joined Lectra as Managing Director of the Indian subsidiary.

"L.J. Prashanth is in charge of defining, planning and coordinating all of Lectra's activities in India, in direct contact with headquarters and the regional management teams in order to give a new dimension to Lectra's development on the Indian sub-continent," emphasized Daniel Harari, CEO Lectra. "With his in-depth understanding of the Indian markets and a wealth of experience gained in working for international companies, LJ Prashanth brings with him dual skills which will be extremely valuable to us."

Prior to joining Lectra, L.J. Prashanth was head of global marketing at Infinite Computer Solutions, providers of IT solutions and services, in Bangalore. He also held several management positions at TCG Ivega, Deutsche Software, Verifone India and Wipro Finance. With an MBA and a mechanical engineering degree, LJ Prashanth has more than 13 years of experience in international high-tech companies.

"My mission is to increase our growth potential, to develop sales, and to position Lectra as leader in cutting and CAD/CAM systems for the apparel, footwear and fashion accessory industries as well as the automotive and industrial fabrics markets. We already have a good installed base for our automated cutting systems, but we also want to develop sales of software," explained L.J. Prashanth.

[Lectra](#) inaugurated its new subsidiary on June, 24 and has its office in Bangalore, "the high-tech capital of India."

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## ***Magma Expanding China Operations, Launching University Program***

22 June 2008

Magma® Design Automation Inc. announced that Chief Executive Officer Rajeev Madhavan will preside over openings of the company's new offices in Beijing and Shanghai, the latest developments in Magma's efforts to build world-class operations in China. With today's opening ceremonies the company adds 18,000 square feet of office space in Beijing and Shanghai, an increase of nearly 140 percent. This expansion will allow Magma to continue to build its analog and digital IC design research and development (R&D) team and to provide local customers with enhanced support. The company has also launched a university program.

"Driven by computing and consumer electronics demand, the Chinese semiconductor market is projected to surpass \$28 billion in 2011," said Rajeev Madhavan, CEO of Magma. "Doing business here requires an understanding of the dynamic characteristics of the Chinese market, the role of the government and the differences in business practices. By growing our operations here, providing leading-edge technology, leveraging the growing pool of talented EDA and IC engineers, increasing our local support and strengthening key relationships, Magma will demonstrate its commitment to facilitating this growth."

Magma established its first Beijing facility in 2003 and added offices in Shanghai and Shenzhen. Magma China continues to recruit the best engineering talent for its R&D team, which is expected to play an important role in the development of the company's digital design implementation and analog and custom design software. Sarah Xu, Ph.D. was appointed to the role of managing director of Magma

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China, is tasked with increasing internal operational efficiency, and will act as the primary liaison to universities and intellectual property and electronic design automation (EDA) partners.

## **Two-Pronged University Program to Grow Talent Pool and Foster Semiconductor Research**

Magma also announced today a two-pronged strategy for working with local universities to grow engineering talent pool and foster research. One aspect of the strategy is providing professors with course material, software and dedicated support for training students to use the Magma software. Additionally, Magma will contribute to China's leading design automation research labs.

"To continue developing its semiconductor ecosystem, China is putting strong emphasis on engineering education and software development," Xu said. "We are pleased to support these efforts by working with local universities to train engineers on Magma's advanced EDA software and contribute to important research."

"The Graduate University of the Chinese Academy of Sciences is very excited to be launching its first VLSI CAD course this fall. Magma has provided our professors with course material and has trained them to use Magma's software," said Ying Wang, executive dean of the Graduate University of the Chinese Academy of Sciences. "This close collaboration with Magma will enable us to teach our students how to design advanced ICs using cutting edge software, skills that will be important to furthering their career."

"We've worked closely with Magma in a number of areas including an internship program and joint research program," said Yici Cai, professor at Tsinghua University Computer Science Department. "With this successful collaboration as a foundation, we look forward to extending our relationship through the formal university program."

"Magma is an extremely valuable partner," said Xuan Zeng, vice dean of the School of Microelectronics at Fudan University. "Many of our graduate students have joined Magma's Shanghai R&D team. Recently the company also agreed to fund Fudan University's EDA research program and I am confident that this will yield important advances in electronic design automation."

For more information about Magma China's university program, call the Magma office in Beijing at 86-10-8260-7060.

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## ***Siemens PLM Software Recognized by the Readers of Diversity/Careers in Engineering & Information Technology Magazine as a 2008 Best Diversity Company***

June 26, 2008

[Siemens PLM Software](#), a business unit of the Siemens Industry Automation Division and a leading global provider of product lifecycle management (PLM) software and services, today announced the company has been selected as a "Best Diversity Company for 2008" by Diversity / Careers in Engineering & Information Technology (Diversity/Careers) magazine.

Throughout March and April 2008, Diversity/Careers magazine readers and Website visitors were asked to identify those organizations, corporations and/or government agencies employing technical professionals and also carrying out best-practice level diversity programs and initiatives. Selections were based on perceptions formed by personal experiences, discussions and published information.

"Siemens is an industry-leading corporate citizen and we value our relationship tremendously," said

# CIMdata PLM Industry Summary

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Roberta Renard, CEO and publisher, Diversity/Careers in Engineering & Information Technology.

“Siemens strives to develop and nurture partnerships that provide significant value for academic institutions, youth/displaced workers development programs, regional productivity partnerships, Partners for the Advancement of collaborative Engineering Education (PACE) and our global communities,” said Joe Santana, senior director, Siemens Corp. “We work closely with Diversity/Careers to improve the technical stature of underrepresented institutions and improve their ability to develop top-notch engineers and technologists.”

## **GO PLM Program**

Siemens PLM Software’s GO PLM™ initiative leads the industry in the commercial value of the in-kind grants it provides and brings together four complementary community involvement programs focused on academic partnership, regional productivity, youth and displaced worker development and the PACE (Partners for the Advancement of Collaborative Engineering Education) program. GO PLM provides PLM technology to more than 960,000 students yearly at nearly 9,500 global institutions, where it is used at every academic level – from middle schools to graduate engineering research programs. For more information on GO PLM and the partners and programs it supports visit [http://www.plm.automation.siemens.com/en\\_us/about\\_us/goplms/index.shtml](http://www.plm.automation.siemens.com/en_us/about_us/goplms/index.shtml)

## **About Diversity/Careers:**

Diversity/Careers Magazine reaches over 100,000 professionals in Engineering and IT who are Women, African Americans, Hispanics, Native Americans, Asian Americans, and People with Disabilities. The professional issue is distributed six times a year. Our editorial is superb and each issue has special sections such as Focus on Diversity, Changing Technology, Tech Update, and Supplier Diversity Focus.

Diversity/Careers magazine and Diversity/Careers online are owned and operated by Renard Communications, Inc. Renard Communications is certified as a woman business enterprise (WBE) by the Women President’s Educational Organization (WPEO), a certifying partner for the Women’s Business Enterprise National Council (WBENC). Our certificate number is 241285. We regularly attend matchmaking functions and national conventions of both WBENC and NMSDC.

## **About the Siemens Industry Automation Division**

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

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## ***SolidWorks Robotics University: School’s in for Summer***

23 June 2008

SolidWorks Robotics University (SRU) is a free, online, independent study robotics academy for prospective, beginning, and experienced robotics enthusiasts. More than 1,400 middle school, high school, and college students pre-registered for the academy by mid-May, accepting early admission

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invitations online. Many are competitors in BattleBots®, FIRST®, the MATE International ROV Competition, Trinity College Fire-Fighting Home Robot Contest, RoboCup®, or BattleCry@WPI robotics contests.

Sponsored entirely by SolidWorks Corporation, the SRU went live on June 1st and includes all the elements of a brick-and-mortar summer school without the need to walk into a school building during summer vacation.

Interested students can request an invitation to the self-paced academy by sending an e-mail to [SRURequest@solidworks.com](mailto:SRURequest@solidworks.com).

There are structured lessons, tutorials, event calendars, photos, videos, forums, blogs, chat, personal pages, and instruction for using SolidWorks® 3D CAD software for robot design. The university has donated 1,400 scholarship copies of SolidWorks 2007-2008 Student Edition software to registrants.

“Summer ‘camp’ can sharpen your game for serious competition that begins in the fall,” said Ryan Koehler, a freshman mechanical engineering student at Rensselaer Polytechnic Institute. “Students around the world learn from one another, engage in the robotics community, and occasionally talk a little friendly smack.”

Students who enroll in SRU can learn the secrets of robot design, assembly, configuration, and operation. They can write or read reviews on the best parts, kits, and designs. They can share stories, pictures, and multimedia documenting their triumphs and defeats – and, of course, make predictions about the upcoming competitive season.

“SolidWorks Robotics University is a refuge from an entirely unstructured summer vacation whether you’re a robotics competitor, somebody who wants to learn SolidWorks, somebody who likes robotics, or somebody who thinks they might like robotics,” said Marie Planchard, director of worldwide education markets for SolidWorks Corporation. “And you just might pick up some new math or science along the way.”

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## ***Tukatech™ First to Offer Apparel 3D Prototyping Curriculum for Pattern Engineering Students***

19 June 2008

The TUKA Academy of Pattern Engineering (TAPE) has formally announced that this year’s curriculum will include classes on 3D design and digital prototyping for garment development. Never before has 3D design and prototyping been offered as a career option in an apparel institute anywhere in the world.

Outsourcing 3D prototyping and 3D CAD in the engineering, architectural, and construction/planning industries has grown tremendously in India due to Western outsourcing. Recently, the garment industry has followed their lead. In the face of increasing demand for better fitting garments and faster turnarounds, apparel manufactures quickly started to embrace 3D prototyping for garment manufacturing and design to save cost and increase quality.

3D prototyping of garment samples, visualization of a garment, and verification of its construction elements are becoming critical to reducing development stages and going to production more quickly. “Designers in the US often have to wait weeks to get a physical sample of a garment,” noted Iva Sareen, founder of TAPE and president of Tukatech.

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“They often find that the fit or balance of the garment is not right on the first sample sent. A new sample is made and shipped again, and the process can be quite laborious and time consuming. It’s like a civil engineer building a prototype house, then shipping it overseas for comments on whether to move the windows. 3D prototyping on computer systems allows Asian vendors the ability to send a digital image or movie of a 3D prototype via email, speeding up communication between the buyers and vendors.”

TAPE Directors were quick to realize that knowledge of 3D prototyping is a vital addition to a strong career in product development, and decided to integrate Tukatech's e-fit Simulator software into TAPE’s coursework. "We have found in the industry that there is an increasing need for pattern makers and designers to learn how to engineer garments in a 3D virtual environment. As a leader in teaching pattern making, grading, and marker making for many years, we took action," said Ila Mittal, principal of TAPE.

TAPE was founded in 2006 by Tukatech to provide training to students of all types and economic backgrounds in the art of pattern making, to address the growing need for this skill in India. The new course includes both theory and hands-on practical knowledge of how to develop sample patterns, add grading and make markers using TUKAcad software. All students are taught how to develop a pattern and drape it electronically on a 3D virtual model. The students are also taught conversational English as part of the curriculum, so they can communicate competently in the global apparel industry.

Sambit Nayak, a recent graduate from TAPE, learned 3D prototyping on e-fit Simulator. “TAPE placed me at Timex garments in Sri Lanka where Tukatech had implemented 3D technology. It was perfect for me because I was already working on 3D systems at TAPE, and I easily found success making 3D prototypes in addition to making patterns on CAD.”

Placement services, including assistance in job interviews with leading export houses in Asia, are offered to all candidates. For more information, visit the TAPE website at

<http://www.tukatech.com/tape.html>

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## Events News

### ***Delcam Crispin to Show Footwear CAD/CAM at Asian Seminars***

25 June 2008

Delcam Crispin will show its comprehensive range of design and manufacturing software for the footwear industry at a series of seminars in Asia next month. The seminars will take place in Tangerang, Indonesia, on 1st July, Ho Chi Min City, Vietnam, on 8th July and Bangkok, Thailand, on 10th July.

The acquisition of the Crispin range of software for upper design and manufacture in 2006 confirmed Delcam’s position as a leading supplier of CAD/CAM solutions to footwear manufacturers. The combined company is the only software developer able to supply a system for the complete footwear development process for both uppers and soles. It has an international track record for helping both designers and manufacturers to increase productivity, speed the introduction of new designs and improve quality.

Designs of upper components can be created simply by sketching onto the surface of the last. The components can be defined in any colour and in a variety of textures representing different materials. Buckles, laces and other accessories can be added to complete the design.

# CIMdata PLM Industry Summary

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Once the virtual 3D design has been approved, the upper components can be flattened and engineered in 2D to produce samples or graded manufacturing patterns. Other programs in the Delcam Crispin suite can then be used to provide costings for upper materials and components, pallet and stitch path layouts, and for cutting 2D patterns or uppers from the chosen materials using knife, laser or water-jet cutting tools.

For sole design, the software's combination of modelling methods allows logos, textures and other decorations to be incorporated into designs more readily to help reinforce branding of products. In addition, morphing options within the software make modification of complex designs much easier and quicker, making it possible to create a greater selection of alternatives when presenting proposals for new designs.

Once the design has been completed, grading options allow the complete range of sizes to be developed quickly and efficiently. Then the PowerMILL CAM system can be used to generate machining data for either models or moulds. A wide range of strategies is supported to enable quick, efficient machining and so give the fastest possible move into mass production. Finally, the PowerINSPECT inspection module allows prototypes, tooling and samples to be checked against the computer model to ensure that the designer's intent has been captured faithfully in the end product.

Using Delcam Crispin's software to automate routine procedures increases consistency and reduces the possibility of mistakes throughout the development process. In particular, accurate grading of last, sole, tread pattern and heel gives perfectly matched components, thus easing assembly and finishing operations, and reducing failures in use.

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## ***Open Text Content World Conference to Feature Leading ECM Experts and Technology***

25 June 2008

Open Text™ announced plans for its fall conference Open Text Content World. Formerly known as LiveLinkUp, this year's expanded conference program will reflect the company's singular focus on ECM. Open Text Content World will take place November 18-20, 2008 at the JW Marriott Orlando, Grande Lakes in Orlando, Florida.

This event will bring together leading content experts from across the industry, including customers, partners, consultants, analysts and Open Text executives and staff, to network with peers, and discuss the latest developments and trends in ECM including Enterprise and Web 2.0, eDiscovery, and compliance. Attendees will gain a first-hand account of Open Text's long-term strategy and product roadmap.

"With Open Text Content World, we're creating a program to harness the collective experience of our employees, customers, and partners and the power of ECM to transform their organizations," said John Shackleton, President and Chief Executive Officer of Open Text. "We want to help customers gain maximum value from content, wherever it resides, to make their organizations more efficient, reduce costs and improve competitiveness during these uncertain economic times. This is not just an Open Text event, but an industry event where we will collaborate, exchange ideas and shape the future of ECM."

### **Conference-Within-a-Conference**

In addition to a general session keynotes by Open Text executives and other industry leaders, Open Text Content World will feature a conference-within-a-conference program that will cater to the specific

interests of each customer or partner. Attendees will be able to tailor their conference experience: product-specific tracks are available in the morning, with broader ECM business solution views offered in the afternoon. Attendees can follow an entire track, or pick and choose specific technical, product, and business sessions.

## **2008 GlobalStar Awards Finalists**

Open Text will also recognize its 2008 GlobalStar Enterprise and Champion Award finalists and winners. The GlobalStar Enterprise Awards recognize customer organizations for their outstanding efforts in deriving business value from innovative and successful ECM solution deployments. The GlobalStar ECM Champion Awards recognize individuals from customer companies who have championed ECM solutions over the years both within and outside of their organizations.

For more information about the GlobalStar Enterprise and Champion Awards, please visit: <http://www.opentext.com/customers/globalstar/awards/index.html>. The deadline for completed award submissions is August 15, 2008.

For more information on Open Text Content World and to register, go to: <http://www.opentext.com/contentworld>. The Deadline for the Early Bird Rate is July 8, 2008.

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## ***Sescoi Shows Visitors to DMS, Tokyo How to Improve Productivity***

20 June 2008

Sescoi will be demonstrating the latest versions of its automatic CAM/CAD software, WorkNC V19/G3, and its job management system, MyWorkPLAN, at the 19th Design Engineering and Manufacturing Solutions Expo (DMS) located in Tokyo, Japan. Running from 25th to 27th June 2008, it is the largest Japanese trade show and conference focusing on IT solutions for the manufacturing industry.

Sescoi's stand will be located in East Hall 2 12-11, where the company will be hosting daily open seminars to help engineers understand the measurable benefits they can get from installing the latest versions of WorkNC and MyWorkPLAN. For the past three years, WorkNC has topped the rankings of the most widely used CAM systems by Japanese toolmakers, according to a survey by Japan's Nikkan Kogyo Newspaper which specializes in business and industrial affairs.

WorkNC V19/G3 is the latest version of SESCOI's flagship CAM/CAD system, and includes a completely new intuitive and ergonomic interface which combines all the functions of CAD, analysis, CAM, editing and verification into one integrated environment. New algorithms further improve the fluidity of the automatic toolpaths, providing spiral transitions and trochoidal cutterpaths to speed up machining and reduce shock loading on the tool. Tatematsu, a leading Japanese automotive mould manufacturer, used WorkNC's automatic routines to achieve a 66% reduction in program preparation times and meet its ambitious cost saving targets.

New 5-axis enhancements within the software improve the smooth operation of Auto 5, SESCOI's automated 5-axis machining module, which automatically transforms 3 and 3+2 axis toolpaths into 5-axis. This greatly simplifies programming tasks, enables more of the part to be cut in one setting with shorter and more rigid cutters, and reduces the reliance on additional EDM operations. RYOBI, the Japanese manufacturer of die cast products, reported 30% reductions in machining times through the introduction of the technology.

# CIMdata PLM Industry Summary

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MyWorkPLAN job management software adds an extra dimension to productivity by enabling companies to precisely calculate part costs and monitor production and delivery performance. By utilizing historical information and integrating with popular Microsoft Office® packages, the system enables managers to rapidly build up valuable data which they can use to maximize profitability with the minimum amount of administrative effort, and make decisions based on the accumulated knowledge.

By visiting Sescoi's stand at DMS, managers and engineers will learn about software developments which can help them to cut costs and lead times through automation, and to efficiently manage their businesses based on accurate costs and live data.

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## ***SolidCAM Announces Japanese Subsidiary and Unveils Latest Version at DMS Expo, Tokyo***

24 June 2008

SolidCAM announced the establishment of its Japanese subsidiary, SolidCAM Japan K.K., based in Tokyo, Japan, and the appointment of Norio Ohta as Sales Manager. The company will focus on supporting and expanding SolidCAM's business in Japan.

Mr. Ohta has over 20 years of experience in senior technical and sales positions in the CAD/CAM industry. Prior to joining SolidCAM, he served as Delcam Japan's Technical Sales Manager.

SolidCAM will exhibit its latest release at the 19th Design Engineering and Manufacturing Solutions Expo (DMS) in Tokyo, Japan, June 25 - 27

"SolidCAM has been selling in Japan for more than 6 years, through our long time distributor, Tactx K.K." said Dr. Emil Somekh, SolidCAM's founder and Managing Director. "The establishment of a permanent presence in Japan signifies our highest commitment to the Japanese market. SolidCAM Japan will enable us to be closer to the Japanese market and provide the needed support and attention to our customers and distributors. We intend to expand our distributor network, and cooperate very closely with the Japanese manufacturing industry. During a recent pre-release road show in Japan, SolidCAM's new release gained much acclaim among customers and interested distributors" added Dr. Somekh "We are happy to welcome Mr. Ohta on board. His vast experience will be instrumental to our growth plans in Japan. We are confident that the combination of power and ease-of-use of our solution will bring our customers the needed tools to stay ahead in this competitive business."

SolidCAM will demonstrate at DMS, Booth #16-35, the new version SolidCAM2008 R12, which is Gold-certified for SolidWorks® 2008. The single-window user interface and the full associativity

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## Financial News

### ***Infor Announces Worldwide Customer Financing Program with IBM***

June 26, 2008

[Infor](#) today announced a new financing relationship with IBM Global Financing, the lending and leasing business segment of IBM, and the largest IT financier in the world. The new agreement will enable Infor's customers around the world to finance products from Infor's entire line of enterprise business software, as well as complementary hardware and services, through IBM Global Financing. Under the

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terms of the agreement, Infor's channel partners can also offer financing to their customers through IBM Global Financing.

"Most organizations today walk a narrow line between preserving day-to-day cash flow and making fiscally prudent investments to improve their business," said Robin Pederson, chief operating officer, Infor. "The expansion of our relationship with IBM will help to make this decision easier."

The new financing relationship provides many benefits to Infor's customers. For example, organizations can move forward with their technology initiatives while spreading up-front payments over time, conserving cash for other investments. Companies can also put technology to work immediately to establish a stronger competitive edge, rather than delaying until the next budget cycle. Additionally, customers who deploy Infor solutions on IBM technology, such as Infor ERP XA running on IBM System i, will realize further economic benefits through special promotions offered by IBM.

"IBM Global Financing is pleased to align with Infor and its channel partners for the benefit of their rapidly expanding customer base," said Dan Ransdell, general manager, WW Client Financing, IBM Global Financing. "Limited access to capital in a tightening credit market is one of the largest inhibitors to enterprise investment today. Simple and flexible financing solutions put technology back within their reach with low up-front costs and regular, manageable payments."

## **About IBM Global Financing**

IBM Global Financing (IGF), the financing business segment of IBM and the world's premier single-source provider for multi-vendor IT financing solutions, serves commercial clients ranging from small businesses to the majority of the Fortune 100. With assets of \$38 billion worldwide, IGF provides project financing, commercial financing and asset-recovery services to 125,000 clients in more than 50 countries. Additional information can be found at <http://www.ibm.com/financing>

## **About Infor**

Infor delivers business-specific software to enterprising organizations. With experience built in, Infor's solutions enable businesses of all sizes to be more enterprising and adapt to the rapid changes of a global marketplace. With more than 70,000 customers, Infor is changing what businesses expect from an enterprise software provider. For additional information, visit [www.infor.com](http://www.infor.com)

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## ***Oracle Reports Q4 GAAP EPS Up 27% to 39 Cents, Non-GAAP EPS Up 27% to 47 Cents***

June 25, 2008

[Oracle Corporation](#) today announced that fiscal 2008 Q4 GAAP earnings per share were up 27% to \$0.39, compared to the same quarter last year. Fourth quarter GAAP revenues were up 24% to \$7.2 billion, while quarterly GAAP net income was up 27% to \$2.0 billion. Total GAAP software revenues were up 26% to \$6.0 billion. GAAP new software license revenues were up 27% with database and middleware new license revenues up 23% and applications new license revenues up 36%. GAAP software license updates and product support revenues were up 25% to \$2.8 billion. GAAP service revenues were up 18% to \$1.3 billion.

Fourth quarter non-GAAP earnings per share were up 27% to \$0.47, and non-GAAP net income was up 27% to \$2.4 billion.

For fiscal year 2008, GAAP earnings per share were up 30% to \$1.06. Fiscal year 2008 GAAP revenues

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were up 25% to \$22.4 billion, while annual GAAP net income was up 29% to \$5.5 billion. Total GAAP new software license revenues for the year were up 28% to \$7.5 billion with database and middleware new license revenues up 24% and applications new license revenues up 38%. For the year, GAAP software license updates and product support revenues were up 24% to \$10.3 billion. Annual GAAP service revenues were up 21% to \$4.6 billion. GAAP operating margins were up nearly 200 basis points to 35% in FY08.

Fiscal year 2008 non-GAAP earnings per share were up 29% year over year to \$1.30. Annual non-GAAP net income was up 28% to \$6.8 billion compared to fiscal year 2007.

"Non-GAAP operating margins were up 200 basis points in FY08 to a record 43.0%," said President and CFO Safra Catz. "Non-GAAP earnings per share were up 29% for the year and non-GAAP EPS has tripled over the last five years. Oracle has delivered solid results year-after-year."

"Oracle's application new software license revenues grew 38% in FY08, while SAP's new software license revenues grew only 13% in their most recent fiscal year," said President Charles Phillips. "This is the third consecutive year we've taken applications market share from SAP."

"Four years ago we publicly announced a five year plan to deliver non-GAAP earnings per share at a compound annual growth rate of 20%," said Oracle CEO Larry Ellison. "During the past four years we exceeded our plan and delivered a non-GAAP EPS CAGR of over 26%."

## **Q4 Earnings Announcement**

Oracle will hold a conference call and web broadcast today, June 25th, to discuss these results at 2:00 p.m. (PDT) / 5:00 p.m. (EDT). To access the live web broadcast of this event, please visit the Oracle Investor Relations website at <http://www.oracle.com/investor>. Please hold down your control key while pressing refresh to ensure that the weblink is visible.

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## ***Sopheon Achieves Growth Milestone with Signing of 150th Licensee Customer***

25 June 2008

Sopheon announced that 150 customers have now licensed its software products. Recent signees include Novartis, the world's fifth-largest pharmaceutical company, Burger King Corp., the second largest fast-food hamburger chain in the world with more than 11,400 restaurants in all 50 U.S. states and 70 countries and U.S. territories, and the U.S. Army. Sopheon entered 2008 with 135 licensees.

Recent orders have continued to add to the company's already promising performance outlook for 2008. Earlier this month, in a statement to attendees of its annual general meeting for shareholders, Sopheon announced that revenue visibility for the full year 2008 already stood at £5.7 million. Based on business activity since the meeting, such visibility has now increased to more than £6 million. Visibility at any point in time comprises revenue expected from (i) closed license orders, including those which are contracted but conditional on acceptance decisions scheduled later in the year; (ii) contracted services business delivered or expected to be delivered in the year; and (iii) recurring maintenance, hosting and rental streams. The visibility calculation does not include revenues from new sales opportunities expected to close during the remainder of 2008. The company's pipeline of such prospective business remains very active. Sopheon's revenues for all of 2007 totaled £6.3 million.

"Today's milestone punctuates a historic pattern of substantial growth," said Barry Mence, chairman of

Sopheon's board of directors. "Since 2001, reported revenues from our core business have increased by an average of 41% in U.S. dollars annually. This record has been achieved despite periods of economic uncertainty and escalating competition. Our success obviously reflects the appeal of our solutions and their benefits. But it is also rooted in the quality of our people, and the passion and dedication that they bring to every aspect of our effort to deliver exceptional value to our customers. I couldn't be more proud of what they have accomplished."

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## Implementation Investments

### ***Agilent Technologies' Advanced Design System EDA Software Chosen by Inphi for Memory Interface Chip Design***

23 June 2008

Agilent Technologies Inc. announced that Inphi Corp. has selected Agilent's [Advanced Design System](#) (ADS) software for the design of their commercially available DDR3 memory interface chip.

"We have had many experiences where a traditional SPICE tool was used in the distributed-circuit arena and produced nonphysical results -- ones that raise more questions than the simulation was intended to solve," said Ramanan Thiagarajah, product line manager with Inphi Corp. "We turned to ADS to resolve the issue."

Agilent's Advanced Design System is a high-frequency, high-speed electronic design automation software platform. Recent releases of the software include breakthrough [signal integrity](#) capabilities, such as the addition of serializer/deserializer (SERDES)/Verilog analog mixed-signal co-simulation for today's most complete signal integrity design flow for serial links.

"The greatest joy in my job is seeing customers like Inphi being successful with our tools," said Colin Warwick, product marketing manager with Agilent's EEs of EDA division. "We work very hard to make the products appropriate to the task and as accurate as possible. It's very gratifying to actually see the simulation and measurements overlay with such precision."

Inphi is a leading provider of memory interface chips. The Memory Interface Logic chip contains a phase-locked loop, decode logic and buffer logic running at 1.6Gbps/pin in a 176 BGA package, and is used inside a DDR3-1600 Registered Dual In-Line Memory Module (RDIMM). The chip acts as an interface between the host controller, typically a microprocessor from Intel or AMD, and the Dynamic Random Access Memory (DRAM) chips inside the module. In turn, the modules are used inside high-end servers for the Internet and other data-communications and data-processing systems.

For more information about Inphi Corp., visit [the Inphi home page](#). To see the complete Inphi success report, including graphical results, visit [http://eesof.tm.agilent.com/success/inphi\\_success.html](http://eesof.tm.agilent.com/success/inphi_success.html).

More information about Agilent's Advanced Design System is available at [www.agilent.com/find/eesof-ADS](http://www.agilent.com/find/eesof-ADS). For information about Agilent's ADS Signal Integrity suites, visit [our signal integrity products page](#). To request an evaluation of Agilent's Signal Integrity solutions, visit [our demo software request page](#).

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## ***BCP Engineers Bring Dassault Systèmes' DELMIA Software to Xcel Energy's Monticello Nuclear Plant***

June 26, 2008

[Dassault Systèmes \(DS\)](#), a world leader in 3D and Product Lifecycle Management (PLM) solutions, and BCP Engineers & Consultants, one of the world's premier nuclear engineering firms, today announced that Xcel Energy (NYSE: XEL), a U.S. operator of nuclear power plants, has used DELMIA solutions to help facilitate the modification and installation of its mechanical systems.

Xcel Energy operates two Minnesota commercial nuclear sites, Prairie Island and Monticello, which together provide approximately 1,700 megawatts of electricity. The Monticello Nuclear Generating Plant uses DELMIA, specifically DELMIA DPM Assembly, Human Builder, and Human Task simulation for planning and simulation efforts related to critical mechanical system upgrades in support of an extended upgrade to the plant's power generation rate. These solutions are directly used to optimize scheduling, planning, and installation, thereby reducing plant downtime.

BCP Engineers & Consultants and Dassault Systèmes are working with Xcel Energy's Monticello plant to plan and schedule its General Electric Zinc Injection Process (GEZIP) mechanical system-installation project. Industry experience has shown that use of the GEZIP system has resulted in a substantial reduction of radiation dose to workers during boiling water reactor outages worldwide. A key challenge for the commercial nuclear industry is the installation of new systems or modification to existing systems. Additionally, with very tight outage schedules, it is critical that the transfer, movement, installation, and connections such as the GEZIP system occur within committed work plans and schedules. It is also imperative that there be no surprises or impacts on dependent activities or other resources during the installation or maintenance processes.

"This was a pilot project in Xcel's efforts to perform a series of plant modifications and upgrades in support of an extended power uprate at Monticello," said Darrel Turner, project manager, BCP Engineers & Consultants. "The use of this 3D technology to build the GEZIP model and simulations has proven practical and effective, and has potential to support a variety of projects at nuclear plants. Industry feedback has been excellent."

Both DELMIA and Dassault Systèmes' virtual design solution, CATIA, were used to develop a plant model for simulation scenarios to install the GEZIP mechanical system. This simulation capability optimizes the scheduling, planning, and installation processes resulting in reduced outage time and improved schedule adherence.

"A capability that sets us apart from our competition is that we can optimize virtually any capital project's construction or maintenance activity via DELMIA with tight integration to standard scheduling solutions like Primavera," said Al Casas, senior executive account manager, DELMIA, Dassault Systèmes. "Clients can optimize time and resources, and perform safety planning in a virtual environment prior to any physical activity beginning. With projects like Xcel Energy's, where downtime costs can be very expensive, an optimized construction schedule enabled by DELMIA is invaluable."

### **About BCP**

BCP, a New Orleans-based engineering and management consulting firm, addresses the needs of capital intensive industry decision-makers across the United States and around the globe. BCP provides its specialty services to clients who generate electric power from conventional and nuclear power plants,

the petro-chemical industry, industrial and manufacturing, and construction services.

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## ***Cambric Adopts Realistic Simulation Solutions from Dassault Systemes' SIMULIA Brand***

24 June 2008

Dassault Systèmes ([DS](#)) announced that Cambric Corporation, a global provider of outsourced engineering solutions, has selected the Abaqus Unified FEA product suite from SIMULIA to enhance their simulation service offering while better aligning with their customers' requirements.

Cambric provides global engineering services to manufacturing companies in a wide range of industries including automotive, heavy equipment, off-highway equipment, and consumer products. Responding to growing requests for simulation results generated with Abaqus FEA software, Cambric is implementing realistic simulation technology from SIMULIA to enhance collaboration with their customers and improve the process of evaluating accurate product performance.

“Our selection of Abaqus Unified FEA over competitive simulation products was based on better alignment with our customers' FEA tools, improved efficiency – both technically and financially – and SIMULIA's respected portfolio of nonlinear and multiphysics capabilities,” stated Paul Spangler, vice president, Cambric Corporation. “By leveraging SIMULIA's realistic simulation solutions, Cambric will be able to address a larger market for FEA services – by supporting our current customers, and developing new customers in emerging industry domains.”

Spangler also noted that the selection of Abaqus Unified FEA was driven by scalability in terms of reduced solution times, broader parallel computing platform support and SIMULIA's commitment to advancing their FEA technology.

“Driven by the need for faster, more realistic simulation and more dependable design insight, companies are rapidly migrating to Abaqus Unified FEA solutions from less-sophisticated legacy products,” stated Ken Short, VP strategy and marketing, SIMULIA, Dassault Systèmes. “Progressive service providers like [Cambric](#) are also switching to our solutions to support the associated evolution of simulation methods and workflows.”

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## ***Commerzbank Drives Core Banking Processes With SAP***

June 26, 2008

[SAP AG](#) today announced that Commerzbank, Germany's second largest bank, has successfully implemented the SAP for Banking solution portfolio in just nine months to centralize and optimize its business processes. Commerzbank has restructured its entire loans transaction business unit, setting up a "loans factory," which will process 1.2 million loans yearly, based on an SAP solution portfolio with enterprise-wide standardized and integrated processes. The high degree of workflow automation and shorter processing times with the integrated SAP® solutions enable the bank to realize significantly improved efficiency. Commerzbank joins a long list of global banking industry leaders relying on SAP solutions to manage their operations.

As a large bank with worldwide operations, Commerzbank turned to SAP software to provide a standard solution for core banking processes. A team comprised of experts from Commerzbank, Eurohypo,

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Eurohypo Systems and several SAP implementation partners rolled out the new systems in only nine months, replacing Commerzbank's former banking platform with SAP for Banking.

The existing SAP application for credit management deployed by Eurohypo, a subsidiary of Commerzbank, served as a model and basis for the new solution and adaptation. The "credit factory" technology platform went live on September 1, 2007. Today, the private mortgage loans business, currently with 600,000 contracts, is managed via SAP for Banking. The integration of consumer loans will follow in a next implementation step. Commerzbank's "loans factory" concept provides an integrated IT system for all areas of business, based on standard solutions and processes accounting for a high degree of integrated workflow automation. With SAP software, Commerzbank is able to serve multiple business organizations by a single software instance.

"Banks around the world are moving to a licensed software for core banking model for reasons of productivity, efficiency and agility," said Bart Narter, senior analyst, Celent. "About half of the top ten North American banks use a licensed software product for core systems, while in other regions internally developed systems predominate. We believe that banks will move to licensed systems globally in order to reduce development costs and deployment timelines."

Due to the integration of the solution with the balance-sheet and risk systems, Commerzbank has significantly increased its data quality, improved risk selection and provided more transparency across all borrower units. Employing standardized solutions and establishing automatic workflows can also significantly drive down costs. With SAP for Banking, Commerzbank is able to reduce both loans processing steps and processing times. The bank's customers will also benefit from the reduction of refinancing costs, risk-adjusted pricing and from the overall reduction of risk management costs.

"By implementing SAP software, we were able to remove the burdens brought on by our former loans platform and create a durable, efficient core banking solution," said Christian Weber, head of retail credit, Commerzbank. "We decided to go with SAP when we saw how the solution boosted performance at Eurohypo. We have now implemented automated loans processes with SAP solutions that have considerably improved the response time of each loan when compared to our old solution."

"Commerzbank is taking a giant leap forward in the 'industrialization' of its core banking operation thanks to standardized processes and workflows, bearing enormous potential for raising efficiency," said Thomas Balgheim, senior vice president, Global Banking Line of Business, SAP AG. "Banks must ensure their core business systems are durable for the future. Only through a flexible, adaptable solution can banks better manage future changes and products in the marketplace. We have been continuously enhancing SAP for Banking toward a service-oriented banking business process platform, in order to meet the requirements of global banks today and ensure a growth platform for the future."

## **About Commerzbank AG**

Since taking over Eurohypo, Europe's largest institution specializing in financing real-estate and public-sector projects, Commerzbank has been Germany's second-largest bank and one of the leading banks in Europe. Its consolidated balance-sheet total stands at 616bn euros. Roughly 35,000 employees, 8,504 of them active outside Germany, look after more than 8 million customers worldwide. Commerzbank sees itself as an efficient provider of financial services for private and business customers as well as for small to medium-sized companies (Mittelstand), but it also serves numerous major corporates and multinationals. For each of its core target groups, it aims to be the 'best bank'.

## **About SAP for Banking**

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The SAP® for Banking solution portfolio provides banking-specific (transactional banking, CRM, risk management) and banking-relevant (financial accounting, human resources management, procurement) services and solutions created on a single enterprise SOA-enabled business process platform (BPP). With more than 600 customers in 60 countries worldwide, SAP for Banking provides an integrated set of tools and automated processes to manage every aspect of the front- and back-office banking environment -- from high-volume transactional banking processes and customer relationship management to financial accounting, cost controlling and profitability and risk analysis. Based on the open architecture of the SAP NetWeaver® technology platform, SAP for Banking helps companies expertly manage transactions and relationships across the institution to quickly identify and exploit market opportunities and easily tailor new products to the specific needs of individual customers. Additional information is available at <http://www.sap.com/banking>

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### ***Dassault Systèmes: Ford Motor Company Awards Global Training Program to Dassault Systèmes Services***

25 June 2008

Dassault Systèmes ([DS](#)) recently finalized a contract to support Ford Motor Company's CP3 NG program worldwide with a standard global training curriculum based on CATIA, its PLM design solution and Companion, its award-winning e-learning solution.

In North America, Dassault Systèmes Services, the services and consulting division of Dassault Systèmes, will provide instructors, material and training; globally, it will work with trainers that Ford already has in place, delivering materials and curricula.

Ford began its transition to CATIA in 2003, relying upon it for body-in-white development of the Ford Fusion, Mercury Milan and Lincoln Zephyr platform. Since then, the company has methodically rolled out CATIA to interiors, chassis, electrical and powertrain systems.

The training program will help Ford standardize its methodologies across the global enterprise in order to gain the most efficiency from the CATIA portfolio. Using a modular approach, Dassault Systèmes Services will tailor each training module to meet Ford's needs by business division, based on prescribed tracks. Course length is typically two to five days and much of the course material will be used in an on-line learning environment. There are 93 courses available in all, with 10-100 modules per course and a set schedule of classes.

Ford uses a blended learning solution of instructor-lead training and self-paced computer-based training. To maximize the adaptability and flexibility of Ford's training program, Dassault Systèmes Services will deploy Companion, its e-learning solution. Companion comprises over two hundred courses per release, covering the family of Dassault Systèmes PLM products and includes specialized courses for specific automotive industry domains. Companion has already been used by numerous customers as the learning backbone for enterprise-wide deployments of Dassault Systèmes' PLM solutions. As a complement to the flexible Companion platform, Dassault Systèmes Services will deploy mobile classrooms, which can be shipped anywhere in the world and set up in a few hours.

“We are proud to be a strategic partner with Ford, sharing its commitment to the design and manufacture of high quality, world-class vehicles,” said Michel Tellier, president, Dassault Systèmes Services. “The proficiency of Ford's global design team is largely influenced by the consistency, quality and thoroughness of their skills development and the training they receive accordingly. We share Ford's

commitment to realize the value of moving to a single worldwide CAD strategy and training is a critical component and enabler of this goal.”

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## ***Delcam Software Halves Delivery Times for Craft Pattern***

24 June 2008

Craft Pattern & Mold, Inc, based in Maple Plain, Minnesota, has reduced its delivery times by up to 50% in the ten years that it has been using Delcam’s PowerSHAPE design software and the PowerMILL CAM system. The company provides rapid precision plastic or metal prototypes, and low-volume production parts for leading companies in the aerospace, agriculture, automotive, consumer products, electronics, medical and toy industries.

Established in 1986 to provide high-quality moulds and patterns for the foundry industry, Craft Pattern can now ship machined prototype parts within 14 days of receiving the customer’s CAD file. According to owner Tony Cremers, "By combining our technical knowledge with the latest manufacturing technologies, we are dramatically reducing the development time for our clients." The company usually produces six to ten different patterns a week, depending on their size and complexity.

According to Mr. Cremers, the Delcam software allows his company to create models and secondary tooling in a day or even hours. "Previously, it might have taken up to a month to turn around castings or machined parts, but with the Delcam software, we can go from the customer’s CAD file to patterns to castings in one to two weeks," he claimed.

"For example, a patternmaker can use the software to generate an efficient tool path that he knows will work well the first time, get the program out to a mill, and then get on to programming a subsequent job while the previous job is running," Mr. Cremers said. "The speed with which we can create toolpaths not only keep delivery times to a minimum, but keeps our shop running consistently."

Recently, Craft received an order for tooling for a pulley wheel from a customer who wanted to cast the part the next day. With its Delcam software, Craft was able to modify the CAD file, develop the parting line, generate a tool path, cut the part and deliver it that afternoon.

"When we get a pattern to work with, such as a manifold from the agricultural equipment industry, we bring the customer’s part file into PowerSHAPE. We can then easily break out the component parts, in order to create a pattern," Mr. Cremers said.

"With PowerSHAPE, we can analyse the model for damaged, duplicated or missing surfaces, and interactively inspect draft angles, visualise hard-to-mould regions such as thin walls and ribs, and undercut areas. Then, once the file is imported into PowerMILL, it is easy to program the machining in layers to suit the lengths of our cutters. Many patterns can be taller than the cutters are long, so programming in layers allows us to program the machining efficiently, and avoid cutting air."

Once a prototype casting is delivered and checked by the customer, its file can be changed and returned to Craft. "The Delcam software makes it easy to overlay the 3D model from the customer and to see any changes in the new casting file we get back," said Mr. Cremers. This makes it easier to select only the areas of the pattern that need to be changed, then to modify just those section of the PowerMILL file, saving a lot of time in re-programming and machining.

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## ***Edgecam Software Brings Greater Efficiencies to Injection Mold Manufacture***

23 June 2008

Kavia Molded Products has been able to successfully beat off competition from China since installing Edgecam's CAM system for NC part programming around four years ago. The Todmorden, Lancashire based company which specialises in injection mold manufacture for customers in a wide range of industry sectors including textiles, wire goods and electrical had been using Autodesk Inventor 3D design software for some time before taking the decision to invest in the latest CAM technology.

Kavia selected Edgecam because of the significant efficiencies it offered along with integration with Inventor. As Autodesk's preferred CAM system, full associativity between the two ensures that when any modifications are made, the Edgecam NC programme automatically generates new code. With true data integrity assured, loss of data or downtime is prevented, proving a tremendous time-saving for Kavia in project managing plastic components from concept through production to delivery.

We considered other packages but Edgecam is clearly superior, reducing downtime by 30-50%. Additional benefits include the data translation functionality which eliminates potential issues with third party CAD data, explains managing director Chris Cole. The facility to simulate everything allows us to automate much more of the process, providing the opportunity to run lights out confident that the programme will run smoothly.

Jobs can be planned to run overnight with all the necessary tooling set-up in advance it's just a matter of pressing a button before leaving the factory at the end of the shift.

A lot of our manufacturing processes involve quite complex shapes, but Edgecam simplifies and streamlines our production operations, says Cole. In the past it would take us an hour or more to set up a machine this is now achieved in around three minutes.

Kavia specialises in the design and manufacture of both simple and complex precision injection mold tools and plastic components (nylon, polycarbonate, ABS, polypropylene and acetyl). Providing high quality low cost tools, the company's continued investment in new machines ensures efficient production overall and that components are produced to the required tolerance levels.

In combining our design and toolmaking knowledge with state of the art CAD/CAM technologies, we are able to offer the optimum 3D and 2D solution in terms of component tool design and performance, says Cole. Tooling can be tailored to suit customer requirements including single to multi-impression, hot runner, auto unscrewing, moving core (hydraulic and mechanical), split cavity, 3D cavity and sprung core. Associated mold tool mechanisms and maintenance support our total service provision from component to mold tool design through to manufacture and final product sampling.

The enormous flexibility and efficiencies that can be achieved using Edgecam have definitely given us a significant advantage over competition from the Far East when it comes to quoting customers for mold tools.

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## ***Infor Shows Strong Growth in China***

23 June 2008

Infor announced its strong growth in China continues, with a 30 percent increase in new customers over the past 12 months compared to the previous fiscal year. Infor made the announcement in conjunction

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with Infor CEO Jim Schaper's visit to the country, highlighting China's importance as one of the company's fastest growing markets.

Infor's strength in China mirrors its rapidly industrializing economy, with robust customer growth in industrial equipment & machinery (IE&M), high tech & electronics (HT&E), automotive, financial services, textiles, third-party logistics (3PLs), and across many other vertical areas of manufacturing, distribution and services. Infor's ability to offer complete, localized industry solutions, such as the recent launch of Infor Automotive Essentials in China, is a key selling proposition for Chinese companies seeking business software to help them succeed in domestic and international markets.

Infor helps fast growing China-based companies improve their core business software in areas such as Enterprise Resource Planning (ERP) and Supply Chain Management (SCM). As the needs of China's mid-sized enterprises continue to evolve, and the requirements of larger mature enterprises grows, Infor solutions provide support for continued growth through a complete set of extended business solutions like Product Lifecycle Management (PLM), Enterprise Asset Management (EAM), Financial Management (FM) and Performance Management (PM).

Within the past 12 months, key representative wins for Infor in China include:

- **Kunshan Feili Storage Service Co., Ltd.** – a leading 3PL based in Jiangsu province chose Infor SCM Warehouse Management to replace its custom warehouse software
- **Smart Shirts Ltd.** – a subsidiary of The Youngor Group, a \$2 billion leading Chinese fashion and apparel enterprise, Smart Shirts is a top 10 Hong Kong-based contract apparel manufacturer that is an existing customer of Infor ERP System21 and Infor PLM Runtime. Smart Shirts significantly expanded its relationship with Infor, adding additional modules, users, and sites, in addition to their Hong Kong headquarters software implementation
- **Zhongxing Auto** – a leading domestic automotive manufacturer, including the Zhongxing SUV and Pickup Truck series, selected Infor EAM Enterprise Edition, extending its original investment in Infor ERP LN, which it selected in early 2007
- **Geoby Paragon** – part of GOODBABY Group, China's largest manufacturer of infant and children's products, this company selected Infor ERP LN as its enterprise resource planning system to support its manufacturing operations that include bicycles, electric bikes, wheelchairs, and baby beds

"Infor has become one of the largest and most influential software companies in the world and this is reflected by our growth in China, one of the world's most important emerging markets," said Lawrence Chan, president, Infor Asia Pacific. "Chinese companies require software solutions that support efficient business processes, which can be rapidly deployed for a fast time to value, and provide a stable technology foundation for future growth. Our ability to deliver this, and the leading services and support delivered by our local team and partners, is the key to our strength in China."

[Infor](#) has offices in Beijing, Shanghai, Hong Kong, and Guangzhou, and more than 350 direct employees. In Shanghai, Infor also operates a R&D Center which plays a key role in the development of Infor's Financial Management solutions, among others, leveraging China's skilled pool of software development talent. In addition, Infor has strong partners in China, such as Quantum Asia, an original partner of Lilly Software, which Infor acquired in 2004.

"Since Infor's acquisition of Lilly Software, we have seen continued investment and improvement in the Infor ERP VISUAL product it acquired from Lilly Software and we are now also able to offer our customers Infor's other leading ERP and Supply Chain Management solutions," said Ben Liu, general

manager, Quantum Asia Solutions. “Infor’s focus on making software better has had a positive impact on our business and, most importantly, that of our customers. As a strategic Infor partner, we can offer a complete range of solutions, localized for Chinese companies, and that capability makes Infor different from other business software vendors in the market.”

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## ***KTH Chooses COMSOL® for Multiphysics Simulation***

23 June 2008

KTH, the Royal Institute of Technology in Stockholm, Sweden, has entered into a three-year agreement with COMSOL to provide access to multiphysics-based computer modeling and simulation to all students and staff at each of KTH’s Schools of science, engineering, and technology. The large-scale site license, in effect from now until 2011, will enable more than 16,000 teachers, researchers, and students to conduct simulations of real-world engineering and scientific problems with the latest versions of the COMSOL Multiphysics® scientific-software environment and the COMSOL Script® technical programming language.

Since 1998, KTH has used COMSOL software to increase students’ understanding of fundamental physics and to introduce them to new skills for solving practical engineering problems. Through this new agreement, students at KTH will be trained on the identical versions of software used at top technology organizations worldwide for research and product development in areas as diverse as nanotechnology and space exploration.

The driving force behind the site license agreement was Mr. Göran Källgren, whose responsibilities as head of KTH Central Administration include software sourcing. “It’s a strength for KTH to access cutting-edge software,” said Källgren. “Because of the different needs and various natures of KTH’s departments, a broad scope of capabilities in the product offering is crucial. This enables great flexibility and less administrative work. Another important prerequisite is the continuity; the opportunity to use the software needs to be there over a longer period of time. Both conditions are generously met with this agreement with COMSOL.”

Du Sichen, a professor of micromodeling in metallurgical processes at the Department of Materials Science and Engineering (MSE), is a frequent user of COMSOL, applying multiphysics simulation in both his teaching and research. “The software suits the time frame of the undergraduate courses and the capabilities of our master students at MSE,” says Sichen. “It helps the students to see the link between the fundamental equations and the reality. It is a useful tool for my teaching and our students’ study. It is also of great help for the researchers doing mass transfer and heat transfer studies but having limited project time.”

The director of sales of COMSOL AB, Mr. Per Backlund, helped KTH tailor the site license to fit the university's large user base. “Multiphysics capabilities are crucial for realistic simulations of today’s complex problems. KTH was among the first adopting the new technology and starting the worldwide trend towards multiphysics modeling and simulation,” says Backlund.

“The three-year agreement further strengthens our relationship with KTH. It’s very exciting to see new generations of KTH graduates enter into their successful careers equipped with valuable knowledge on how to use modern simulation tools,” concludes Backlund.

Full details about COMSOL Multiphysics and related products are available at <http://www.comsol.com>.

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## ***Leading European Manufacturing Company Selects IFS***

25 June 2008

A leading European manufacturing company has signed a contract to use IFS Applications business software to support its operations.

Within the framework of the project, which has started, IFS will provide consulting services and IFS Applications licenses with an expected total value, including options, of approx. US \$2,5 million. Contracted license revenue amounts to approx. US \$700 000 in 2008.

Manufacturing is one of IFS' seven targeted market segments. IFS has a broad customer base in the industry, focusing on medium to large-sized manufacturers that need support for complex order-driven and mixed-mode manufacturing across the extended enterprise. With strong support for project management, engineering, constraint-based scheduling, product configuration, and after-sales support, IFS' component-based business solutions are designed to help companies improve quality, contain costs, and improve their competitive position in manufacturing industry segments such as machinery, defence, fabricated metal products, and plastics. Manufacturing companies also benefit from IFS' lifecycle management solution, which goes beyond product lifecycle management (PLM) to provide better integration and management of three critical business areas—products, customers, and resources—throughout their lifecycles.

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## ***Leifheit Standardizes on Siemens PLM Software's Teamcenter as its Global Collaboration Platform***

24 June 2008

[Siemens PLM Software](#) announced that Leifheit AG, a manufacturer of non-electrical household appliances and household goods, standardized on Teamcenter®, Siemens PLM Software's digital lifecycle management solution, as its global collaboration platform.

Leifheit will use Teamcenter to centrally manage all product engineering data and to better maintain product documentation. The company will deploy Teamcenter in its cleaning appliances, laundry care, kitchen appliances and scales products.

Teamcenter will enable Leifheit to systematically file product documents – in some cases up to 50 different documents per product (including drawings, manuals and test documents) – so that they are available to every team throughout the enterprise.

“PLM offers us tremendous advantages through its comprehensive document structures and by speeding up workflows,” said Michael Zwipp, CIO of Leifheit. “We are convinced that the implementation of Teamcenter will boost our product development rate substantially.”

“The fact that a leader such as [Leifheit](#) has standardized on Teamcenter following a comprehensive evaluation of different PLM systems is testament to the power of Siemens PLM Software's technology,” said Paul Vogel, senior vice president and managing director, Europe, Middle East and Africa, Siemens PLM Software. “With Teamcenter, Leifheit will be able to manage all product and process knowledge efficiently through a central source, helping them increase their innovation through inter-departmental collaboration while decreasing time-to-market.”

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## ***Mississauga Moves Human Resources Forward With SAP***

June 25, 2008

[SAP Canada Inc.](#), a fast-growing subsidiary of [SAP AG](#), today announced that [Mississauga](#), a city with 700,000 people and 7,500 employees, is replacing its legacy Oracle PeopleSoft software with the SAP® ERP Human Capital Management (SAP ERP HCM) solution.

After a thorough review of its options, the City of Mississauga noted a number of benefits expected from SAP ERP HCM in the areas of human resources and payroll, including lower costs compared to competitor offerings, increased functionality, reduced administration and training time, and streamlined processes.

“As the City matures, it is essential to have a single enterprise resource planning system for business planning and management,” said Rekha Jethva, manager, Planning and Integration, City of Mississauga Corporate Services Department. “There are many benefits and efficiencies for the business areas and IT to be gained by having a single ERP system that incorporates human capital management and business intelligence. This investment in SAP will help us further improve our human resource processes and better serve our constituents now and into the future.”

The SAP® ERP application is a world-class enterprise resource planning application that addresses the core business software requirements of the most demanding private and public organizations of all sizes around the world. SAP ERP provides a complete, integrated and global human capital management solution, helping organizations maximize the potential of their workforce. The SAP ERP HCM solution automates talent management, workforce process management, and workforce deployment, enabling increased efficiency and better compliance with changing global and local regulations.

“Canadian organizations in both the public and private sectors, are facing a skills shortage due to strong demand for a limited pool of skilled labour, which is further strained by an aging workforce,” said Mark Aboud, executive vice president, SME and Public Services, SAP Canada. “This skills shortage has the potential to reduce productivity, increase turnover and drain knowledge from organizations. Therefore, it is critical that organizations maximize the potential and productivity of all employees, and the strategic use of IT is an important part of reaching that goal.”

The City of Mississauga is a long-time SAP customer, having first implemented SAP solutions in 1994. Through the years, the City has completed four SAP upgrades and added applications developed by Business Objects, an SAP company, such as the BusinessObjects™ Enterprise Premium XI platform and is evaluating the BusinessObjects™ Web Intelligence® XI software. These applications provide companies with a scalable, flexible business intelligence platform to gain immediate access to accurate, timely business information to help drive confident decision-making. Two years ago, after a lengthy and thorough review, the City of Mississauga decided to consolidate where possible with one business software platform and chose SAP.

The move to SAP ERP HCM is part of that consolidation strategy. SAP ERP is built on the SAP NetWeaver® technology platform, which unifies technology components into a single platform, providing the best way to integrate all systems running SAP or non-SAP and legacy software.

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# CIMdata PLM Industry Summary

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## ***Nokia Siemens Networks Selects Technia and Dassault Systèmes ENOVIA solution for its Next Generation PLM-System***

23 June 2008

[Technia](#) has signed an agreement with Nokia Siemens Networks concerning a delivery of a PLM-solution based on the ENOVIA PLM Solutions from Dassault Systèmes. ENOVIA solutions help unify and streamline processes across the product lifecycle, enabling companies to work on projects within and outside of their enterprises. This order not only validates Technia's telecommunication domain skills but also Technia's ability to take on large and demanding global projects. With this order Technia continues to expand its leadership in Product Lifecycle Management for the High Tech industry. Technia has earlier this year announced this order in a press release \* without naming Nokia Siemens Networks.

"[Nokia Siemens Networks](#) is one of the world-leaders in telecommunications infrastructure business and it is an honor for Technia and Dassault Systèmes to have been chosen as its main PLM partner based on Technia's ability to take on large global projects. This win validates Technia's number One position in the Nordic PLM market", says Jonas Gejer VP Technia.

"I'm very pleased that Nokia Siemens Networks selects our PLM ENOVIA Solutions through our expert and world class Technia PLM distributor. NSN is a strategic and important customer for us in the HighTech segment", says Andy Kofoed, Vice President of [Dassault Systèmes](#) ENOVIA Europe.

\* Press release April 1st 2008: Addnode's subsidiary Technia signs agreement with two global telecom suppliers for the supply of software valued at more than SEK 35 M

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## ***Oxylane Group Selects PTC® Retail, Footwear, and Apparel Solution to Accelerate Development of Its Private-Label Products***

24 June 2008

PTC announced that Oxylane Group - the new corporate identity of the Décathlon Group- the sports equipment manufacturer and retailer, has chosen PTC FlexPLM™ to accelerate development of its private-label products. FlexPLM is PTC's Product Lifecycle Management solution dedicated to the retail, footwear and apparel industry and will be used for the design and development of clothing items retailed under the sports retailer's "Passion Brands."

Oxylane Group selected FlexPLM in order to optimize its entire development process, from product design through to supply. Consequently, Décathlon has decided to deploy this solution simultaneously in France and in the countries where its main suppliers are located. This means that the head office at Villeneuve d'Ascq (north of France) will be linked up with the following sites: Quechua (mountain sports) in the Alps region, Tribord (water sports) at Hendaye and Geologic (hunting and fishing) at Cestas (near Bordeaux). At the same time, the tool will be accessible to all production subsidiaries of Oxylane Group and their subcontractors in Europe, North Africa, Asia and South America. For Oxylane, interoperability and communication between the disparate groups were essential factors in their selection. Previously, some data was entered seven or eight times and translated three times. Now, it is planned for FlexPLM to reduce the process to a single operation.

"FlexPLM is a tool that has already proved its worth for a number of companies on the textiles market, such as Liz Claiborne and JCPenney in the USA," said Hervé Lautier, project manager, Oxylane Group.

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“Additionally, the commitment of the PTC team to the success of the Décathlon project played a decisive role in the choice of the solution.”

FlexPLM will allow Oxylane Group to achieve the following objectives:

- Improve collaboration between the design and development teams and the supply chain partners around the world
- Reduce the design costs and lead times, allowing, for example, the number of prototypes to be reduced by half
- Improve product quality

In addition, FlexPLM will ultimately be used for designing sports shoes and bags bearing the Passion brand names.

Lastly, Oxylane Group chose FlexPLM since the solution stands out from the competition on account of a Product Road Map that leverages the PTC team's understanding of the key developments affecting retail, footwear and apparel industries worldwide. PTC's customers also benefit from PTC's dynamic Customer Council which meets regularly to review industry trends and allow customers to provide input into defining future functionalities of the FlexPLM solution

“[PTC](#) is excited by the momentum we are experiencing in the retail, footwear and apparel industry and delighted to be working with Oxylane Group,” said Kathleen Mitford, vice president vertical market strategy, PTC. “Oxylane Group is currently implementing FlexPLM in a project designed to develop the Passion Brands more efficiently, so that the organization is able to offer to its ever more discerning clientele products that ally innovation, quality and value.”

OXYLANE GROUP: the new corporate identity of the Décathlon Group

Décathlon, the store chain created in 1976 near Lille (north of France), and the other local or online sales outlets distribute the 13 Passion Brand products in over 400 stores, using the best Technical Brand materials. This gives the Oxylane Group total control over the product development chain, from R&D to local and online sales, through design, engineering, production and logistics. With its 40 000-strong headcount, the Oxylane Group is an international, multi-skilled, multi-channel corporation, but remains united by the passions shared daily with its customers and users.

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## ***Simultaneous 5-axis Machining Powers up Racecar Engine Porting***

25 June 2008

Thanks to Edgecam’s advanced software, Coventry-based contract machining company Kencom is making great strides in machining inlet and exhaust ports in cylinder heads for a variety of hyper-performance racecar engines. This type of machining, known as porting, deals with complex free form geometry that curves and tapers, and has extremely tight specifications on surface finishes.

For many years, Kencom had handled its porting jobs with three-axis milling plus two-axis positioning, known as three plus two machining. However, engines for racecars have grown increasingly more complicated as designers wring every last bit of performance from the fuel. Every advance in machining and programming seems to be met with new demands from racecar engineers. To meet these challenges, the company upgraded its existing Edgecam software to include 5-axis simultaneous milling capability.

## CIMdata PLM Industry Summary

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The system upgrade has given Kencom, which has an annual and growing turnover approaching 2 million and employs 35 people, an edge in the cylinder head business. The company is now attracting business from engine manufacturers in Germany and from some of the world's most demanding engineers. It is also benefiting from significant productivity gains in programming and sharp reductions in machining time.

In cylinder head design, the most important role of intake ports is to ensure optimum mixing of fuel and air going into the combustion chamber. Both the intake and exhaust ports are cast into the cylinder heads, which are made from aluminium. Intake ports are intricate and a real challenge to machine well, Lee Sambrook, CNC programmer, notes. That is why we needed full simultaneous 5-axis programming.

He programs most of the company's porting jobs on a Mazak Variaxis VRX630-5X with a Mazatrol Fusion 640m controller. This trunnion-type VMC is equipped with a Renishaw touch-probe for on-machine dimensional verification. The remainder of the cylinder head milling, such as exhaust ports and the tops of the combustion chambers, is also carried out on this machine.

Describing intake ports as banana-shaped Lee Sambrook points out that he would never go back to three-plus-two machining. Originally an advocate for a competing software package, he says: Because of Edgcam's ease of use, I have been totally won over. The curves vary from a 10-degree change in the axis to as much as 30 degrees. The ports also twist into helical shapes. In Kencom's first 5-axis porting project, a 1.3-litre engine, which produces over 200 bhp, the intake ports averaged about 60 mm long and 20 mm to 30 mm in diameter. Dimensional tolerances are 0.01 mm. Overall, these particular heads measured 450 x 300 x 130 mm. Engines such as this typically redline at about 10,000 rpm.

Surface finishes are critical to avoid unnecessary turbulence, which slows the velocity of fuel-air mix as it is sucked into the engine, limiting maximum power. We have improved the surface finishes in our intake ports by as much as tenfold, says managing director, Adrian Vice. He speculates that gain adds as much as 10 per cent to the engine's brake horsepower winning edge in a close race.

Compared to full 5-axis, three-plus-two machining has another drawback. As Lee Sambrook explains: Three-plus-two methods resulted in inconsistent cutter loads on the tools. The difference meant some surfaces were missed and other surfaces were machined three to four microns too much, which means additional surface finish problems.

At a more technical level, full simultaneous 5-axis machining uses circular interpolation. Three-plus-two machining is limited to less-accurate linear interpolation. You always get better machined surfaces with circular interpolation, he points out.

Adrian Vice, adds: For two or three years, we skirted around the edges of the Mazak's capabilities with three-plus-two machining. Our customers were impressed with the technology investment and the way we made it work. It certainly raises the can do profile of the business.

A related challenge is blends, the CAD/CAM term for the meeting of two or more curved surfaces. Before implementing Edgcam's 5-axis solution, to get a good blend of the surfaces inside the port, we might have to do a total of 15 machining passes, he says. Moreover, the second setup required by three-plus-two machining created another set of blending challenges, and those lines too were visible in the finished surfaces.

Kencom's CAM solution has distinct elements: Edgcam simultaneous 5-axis machining module is the newest addition to Kencom's existing Professional Milling software package. Edgcam Solid Machinist, which is solid modelling for CAM. It handles solid-model geometry and provides the tight integration

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needed for automatic part-design updates. The software can load native solid models from Unigraphics, Pro/Engineer, Catia, SolidWorks, Autodesk Inventor and many more via traditional IGES or STEP translation.

We need the flexibility of Solid Machinist to import solid model files and everything that goes with them, no matter what system our customer uses, Adrian Vice explains. We rely on it to keep us abreast of all design engineering changes, no matter how small or subtle, Solid Machinists true associativity to imported solid models gives us the ability to update the CAM program automatically. This saves on the time it takes to work with customer modifications part way through the CAM process. We can do all this without having to rework the geometry and risk losing business.

Custom automation routines have been developed jointly by Lee Sambrook and Edgecam application engineers. At Kencom, these routines contain best-practice machining techniques for porting, knowledge gained over many years.

Edgecam application engineers also helped Kencom over some rough spots in the transition. A big one, Lee Sambrook recalls, was the Mazak 5-axis datums. They are in a unique co-ordinate system that initially took some special effort to understand. This was later automatically built into the post-processor; Edgecam account manager Phillip Gill personally worked with Kencom and Mazak to get this data.

These included the physical locations of the X, Y and Z axis zero points, the offsets unique to each machine tool axis (supplied by the factory and printed on the machine), how the workpiece is located and oriented on the trunnion in 3D space, and the positioning of the trunnion on the machine tools worktable.

These datums determine workholding and cutting tool offsets in the post-processor. A bespoke post-processor was supplied by Edgecam as soon as the system was delivered. This ensured Kencom's ability to hit the floor running in full 5-axis machining as soon as the software was installed.

In addition to results for Kencom's customers such as better surface finishes from 5-axis programming and machining, Kencom benefits directly. Machining time for a typical cylinder head, ports and all, has dropped from three hours to just one. Lee Sambrook explains: With three-plus-two you are cutting fresh air as much as 80 per cent of the time. It requires a minimum of three passes to do what you can do with one 5-axis pass. Sometimes we needed seven passes and 10 in the worst case.

Three-plus-two also required peck milling - cut and back off, cut a little more and back off again. That took a lot of extra time, he notes. Peck milling also created some blend-line and surface-finish problems.

Programming time has been cut in half, courtesy of the tight integration with Edgecam Solid Machinist, 5-axis capabilities, and automation routines in use. This adds up, as Lee Sambrook writes dozens of programs a week.

Among the less easily quantified benefits of full 5-axis machining are better programs. Lee Sambrook now has time to optimise the cutter paths, balancing surface finish against machining time. He continually pushes Edgecam with different speeds and feeds, different cutters, different approaches into the material, and different machining strategies. Kencom has also experimented with its cutting tools as porting requires long-shank lollipop cutters. Lee Sambrook has tried several variations and these tools are easily accommodated in Edgecam's SQL-based Tool Store.

With full 5-axis programming, we have at last been able to achieve the potential of our Mazak Variaxis machines with a programming system we know and trust, says Adrian Vice. This has opened up an

# CIMdata PLM Industry Summary

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entirely new market to us with these very powerful but very costly machines.

Kencom confidently expects more cylinder head business, with engine heads and blocks for racing currently representing about one-fifth of its business. The company also specialises in machining cast components, particularly light alloys, in prototype and low-volume production batches for the automotive and aerospace markets. It also machines rapid prototypes and aerospace components from solid billet, which the new software will make much more efficient.

We see a great amount of interest by our customers in the way we are applying 5-axis technology, Adrian Vice says. In the forthcoming year, we anticipate a number of engine projects that will require specialist porting. That's why we are considering buying a sixth 5-axis Mazak. In fact, Kencom is well equipped for this type of work. Its other machining centres include four more 5-axis VMCs - two VRX630s, one VRX500 and one VRX200, all equipped with Renishaw probing. Three are high volume production machines with twin-pallet loading systems. Kencom also has six 3-axis vertical machining centres - a Hartford, two Leadwells and three Matsuuras and four twin-pallet 4-axis horizontal machining centres - two DMGs, a Mandelli and a Makino.

Adrian Vice expects these performance gains to morph into a business transformation for his company. We will certainly be in a position to increase our sales of ported engine heads and, by inference, non-ported work this year. This new business will have a knock-on effect in other areas of sales, he adds.

He goes on to say: We anticipate that 5-axis will help us improve the accuracy, finish and cycle times of other components that we machine from the solid model as well as parts we machine from solid billet.

This success is also encouraging Kencom to fully integrate three-dimensional inspection, using co-ordinate measuring machines (CMMs) with Virtual D-MIS software for verification of dimensions and tolerances, and conformance to specifications. The CMMs allow us to perform a full-form port verification against the solid model, Adrian Vice says. That means much more complete and more reliable data than ever before.

Previously Kencom used measured data and a best-fit approach for the inspection of ports. The problem, Adrian Vice explains, was those methods had too little data to really measure what the customer needed to know. To resolve any lingering uncertainty, Kencom's quality team and its customers had to meet face to face to review the inspection data. The distance, travel time and the associated expense put Kencom at a potential competitive disadvantage.

Kencom is making dramatic strides in keeping pace with evolving hyper-performance engine technology. Simultaneous 5-axis programming is a key part of this, but so is the added value of the relationship developed with Edgcam. The help we got from Edgcam gave us the confidence in our own ability to make a business success of this transition in machining technology, Adrian Vice concludes.

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## ***Tacton Configurator Verifies Orders at Rocla***

June 26, 2008

[Tacton Systems](#), a global vendor of product configuration software, announced today that Rocla Oyj, a leading manufacturer and developer of electric warehouse trucks and automated guided vehicles (AGVs), has integrated the Tacton Configurator solution into its order handling process.

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Rocla, based in Järvenpää, Finland, specializes in the design and manufacture of electric warehouse vehicles and remote handling solutions, which it sells under both its own brand and the Caterpillar/Mitsubishi brands. Rocla builds-to-order and sells these products throughout Europe.

The Tacton Configurator technology has helped Rocla to streamline its extensive catalogue options, simplifying the sales process and ensuring a more prompt and accurate order specification. In the process, the company has been able to redesign its price list, making it easier to use for the sales staff.

"With the Tacton solution, we have been able to implement a system capable of handling all the variables in the order process in a dependable and effective way," says Velli-Matti Myllymaki, Development Manager at Rocla. The technology is fully integrated with Rocla's enterprise resource planning (ERP) system so that all country-wide orders are automatically configured before they go for manufacturing.

"Rocla's deployment of Tacton technology is another demonstration of the adaptability and suitability of the concept for a wide range of industries," says Christer Wallberg, CEO, Tacton Systems. "It is further proof of the efficiency of the concept."

## **About Rocla**

Rocla Oyj is a listed Finnish company that develops, manufactures and markets intelligent solutions and services for materials handling applications. Rocla's own product and service offering is complemented by Cat® counterbalance trucks. Rocla's activities are based on customer-oriented service, innovation and the continuous development of operations. Rocla's net sales in 2007 were 124.9 M€ and the company employed 521 people at the end of the year.

## **About Tacton Systems**

Tacton is a global vendor of sales configuration software and services, with channel partners around the world. Tacton Configurator Solution enables effective selling of customized products whether online or from a PC at the point of sale. Tacton Configurator can be tightly integrated with any existing system and has standard integrations with leading e-Commerce, ERP, CRM, PLM and CAD systems. Tacton's solutions are used by customers including GE Healthcare, Ericsson, ABB, Black Box, Pentair Water, Hoffman Enclosures, ASSA ABLOY, Mod-Pac, FläktWoods and Albany Door Systems. For more information: <http://www.tacton.com>

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## ***Voltran WEG Selects Siemens PLM Software to Increase Growth Opportunities***

June 26, 2008

[Siemens PLM Software](#), a business unit of Siemens Industry Automation Division and a leading global provider of product lifecycle management (PLM) software and services, today announced that Voltran WEG, a power transformer manufacturer in Latin America and Mexico, has selected Solid Edge® software and Teamcenter® software as the key solutions to expedite order processing and increase efficiency in its engineering department, and ultimately, its overall production process.

Voltran WEG was created as a result of a 2006 joint venture between Voltran, a Mexican company servicing the power industry since 1980 and WEG, a Brazilian supplier in the same sector. The joint venture has resulted in a significant increase in manufacturing capabilities at the Voltran WEG plant in Tizayuca, Mexico. With combined manufacturing and management resources, Voltran WEG has

# CIMdata PLM Industry Summary

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expanded its reach to service clients from all over the world.

With the emergence of these new business opportunities, the engineering department needed to revamp its operation process and adopt tools to enhance collaboration, expedite processes and enable an overall more efficient system in order to respond faster to new product orders.

“After our company leaders and end-users conducted an in-depth evaluation of technical offering, business value and IT support available, we were convinced that Siemens PLM Software was by far the best available option in the market,” said Roberto Alonso, chief of the Engineering Department, Voltran WEG.

Solid Edge offers Voltran WEG users a three-dimensional capacity to develop models and design digital prototypes integrated with the administration of the design, allowing for the sharing of application processes and workshop plans for production. It also offers precision when correcting the dimensions of preliminary designs and to verify pieces do not overlap prior to moving to production during the virtual assembly process.

By using Teamcenter as a single source of knowledge, Voltran WEG can now save time in design reviews and gather and share the necessary information, including all 3D models, in a simpler and faster process. This allows the engineers to do less paperwork and more creative design work.

"Siemens PLM Software develops solutions that enable companies to connect their processes into a cohesive system that enhances efficiency and improves management visibility throughout the product lifecycle. Voltran WEG's decision to acquire our products exemplifies how great solutions backed by an excellent team make the difference in this industry," said Alfredo Treviño, vice president of Operations for Mesoamerica of Siemens PLM Software.

## **About Voltran WEG**

Voltran WEG , one of the Power and Process Leaders in Mexico, has a customer portfolio that includes: Mexico's Government, Caterpillar, ABB, Siemens, Mitsubishi, Electricité de France, Pemex, Areva, GE Supply, Iberdrola, Toyo Engineering, Nissan, Ford and Procter & Gamble. Voltran WEG employs a work force of over 200, and is located in Tizayuca, thirty miles north of Mexico City. The company's sales reached \$66 million in 2007. For more information, please visit: [www.voltran.com.mx](http://www.voltran.com.mx)

## **About the Siemens Industry Automation Division**

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

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## ***WorleyParsons renews Global Contract with AVEVA***

23 June 2008

[AVEVA](#), the leading supplier of engineering IT systems for the plant and marine industries, is proud to announce that WorleyParsons has renewed a 2-year Global Contract for AVEVA Plant solutions.

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The contract has been placed with WorleyParsons' Kuala Lumpur office - one of several high-value engineering centres supporting the Company's global operations. This office also provides AVEVA PDMS technical, operational and training support to WorleyParsons centres in Singapore, Brunei, Jakarta, Bangkok, Abu Dhabi, Lagos, Perth, Melbourne, Chile, Trinidad, Houston, Beijing and London.

Grant McPherson, Piping Design Department Head, WorleyParson, said: "Many of our upstream hydrocarbon projects are carried out by teams working together around the world. AVEVA Plant supports this 'global design office' by making collaboration possible with high performance design tools, centralised project control and robust communications over low bandwidths."

Peter Finch, President, AVEVA Asia Pacific, said: "AVEVA Plant solutions provide WorleyParson's globally dispersed offices with an efficient and optimal way of working together by utilising a standard and uniform project set up. They can also maximise performance by concurrently sharing engineering resources to maintain design quality. Only AVEVA Plant solutions offer this capability."

## **About AVEVA Plant solutions**

AVEVA Plant is a set of integrated plant design and engineering applications combined with open and flexible lifecycle management solutions. Now with AVEVA PDMS 12 and other 12 Series products, it provides the fastest, most productive and risk-free tool set to design, build and operate plant of any size and complexity. For more information click here: [AVEVA Plant](#).

## **About WorleyParsons**

WorleyParsons is a leading provider of professional services to the energy, resources and complex processes industries. They provide services to the Hydrocarbons, Minerals & Metals, Infrastructure and Power sectors. WorleyParsons is a dynamic company whose success has resulted from outstanding customised project delivery for customers around the world in all phases of an asset's lifecycle.

<http://www.worleyparsons.com/>.

## ***Wrightbus Brings Advanced Vehicle Designs to Market with the PTC® Product Development System***

23 June 2008

PTC announced that Wrightbus, the UK manufacturing division of Wright Group and one of Europe's leading providers of passenger transport solutions, has adopted Windchill® for product lifecycle management (PLM). Windchill, the PTC content and process management solution, has enabled Wrightbus to improve its collaborative product development processes. Wrightbus has been a user of PTC's integrated CAD/CAM/CAE solution, Pro/ENGINEER® since 2000, and the selection of Windchill provides Wrightbus with the additional benefits of the PTC integral Product Development System (PDS) strengthening the business processes that keep this innovative and award winning company ahead of its global competition.

"We believe that Wrightbus is the most innovative supplier in the market," said Martin Graham, director of IT and logistics, Wrightbus. "In order to maintain that position we recognized that our engineering processes needed to become a seamless part of the overall business process. By adopting Windchill as our common product information management platform we are now able to synchronize all our internal processes and our aim is to eliminate 50 percent of non-value-add activities in engineering."

Established in 1946 and based in Ballymena, Northern Ireland, Wrightbus is still a family owned and managed company. A pioneer of low-floor buses in the UK, Wrightbus is renowned for producing vehicles that are stylish, durable, of the highest quality and with innovative features – such as their

hybrid diesel-electric vehicle which won the Renishaw Award for Product Innovation in 2007. With a growing customer base, which has expanded into Central Europe and the US, the company recognized that the existing product development processes couldn't sustain further growth. Therefore, Wrightbus initiated a program to improve product development and manufacturing processes.

Wrightbus has established Windchill as its PLM platform to satisfy its needs of improving product structure management, change management and work flow control. This in turn has enabled the release of product structure data to the production system using an optimized process flow and provided accurate data release from the PLM to the ERP system.

“[PTC](#) is committed to helping companies create competitive advantage by optimizing processes and eliminating redundancies in order to reduce time-to-market and costs,” said Joshua Fredberg, vice president, product and market strategy, PTC. “Wrightbus highlights the momentum of PLM as a critical area of investment in business innovation as market leaders strive to increase operational efficiency and maximize productivity in product development.”

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## Product News

### ***Agilent Technologies' GoldenGate Simulator Chosen by Renesas Technology to Expand its RF Design Environment***

25 June 2008

Agilent Technologies Inc. announced that Renesas Technology Corp. has selected Agilent's GoldenGate EDA software to expand its RF design environment. The multiyear agreement includes product licensing and support for the GoldenGate simulator. Renesas already designs its RF circuits using Agilent's Advanced Design System. Adding the GoldenGate simulator will extend the company's design and simulation capacity.

“We believe GoldenGate enables us to perform large-scale simulations that were impossible to simulate in the past,” said Hisaharu Miwa, general manager, Design Technology div., LSI Product Technology Unit of Renesas Technology. “With GoldenGate, we can perform several difficult evaluations, such as post-layout circuit simulation including parasitics.”

Agilent's GoldenGate software is an advanced simulation and analysis solution for integrated RF circuit design. Its unique simulation algorithms are optimized for the challenging demands of today's complex RF circuit design, enabling full characterization of complete transceivers prior to tape-out. To ensure device manufacturability and reduce design spins, GoldenGate takes advantage of both frequency-domain and time-domain simulation capabilities to perform necessary analyses on today's RF devices.

“We are pleased Renesas has chosen GoldenGate for design of their state-of-the-art RF products,” said Marc Petersen, product marketing manager with Agilent's EEs of EDA division. “We will continue to work closely with Renesas' design engineers to help them optimize their design environment with Agilent EDA software.”

For more information about GoldenGate visit <http://www.agilent.com/find/eesof-goldengate>.

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# CIMdata PLM Industry Summary

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## ***Anark Approved as AGI Affiliated Product Partner***

25 June 2008

Anark Corporation and Analytical Graphics, Inc. (AGI), the developer of commercially available analysis software for the national security and space communities, announced that Anark has been approved as an AGI Affiliated Product Partner due to the complementary nature of the companies' products and solutions.

The Anark Core™ Platform is a software solution that transforms 3D CAD data for import into STK for simulation applications. This significantly reduces the time and effort AGI software users currently spend manually preparing their 3D CAD models into appropriate forms for use with STK.

Anark Core can provide high-precision B-rep or lightweight 3D tessellated mesh output, and has several de-featuring tools, allowing for quick part, hole, and fillet removal. It rapidly converts to-and-from all major 3D CAD formats. The entire conversion process is stored in a "recipe" and can be automated, eliminating costly manual re-work when designs change.

Anark Core 1.1 exports CAD data into COLLADA files, which STK supports as an import format. Anark has also developed a range of expert features into Anark Core for STK users, which will be released in a future version of the product.

“Our acceptance into AGI’s Business Partner Program is an important step that puts Anark in a strong position to add real value to STK users,” said Stephen Collins, CEO of Anark. “Our ability to improve the workflow from native 3D CAD geometry into STK will save AGI’s customers significant time and expense associated with developing visual simulation applications.”

”We are extremely pleased to be partnering with Anark to bridge the gap for 3D CAD and STK users,” says Peter Aves, AGI director of partner and alliances. “This new integration will provide even more versatility to our broad customer base.”

The Anark Core Platform will be on display at the annual AGI User Conference in Chicago on October 7-9, 2008. To schedule a demonstration prior to the show please contact Anark directly at [solutions@anark.com](mailto:solutions@anark.com).

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## ***ASCON Extends its Presence in East Europe***

24 June 2008

ASCON Group signed a partnership agreement with Usługi Informatyczne SZANSA, well-known distributor of budget and mid-range CAD software in Poland. The Companies have collaborated since 2007 and now SZANSA is an Official Value Added Reseller of ASCON' solutions.

To become closer and more available for customers in Poland a new web-site of for the Mechanical CAD solution <http://www.kompas-3d.pl> was launched and now companies are working together at localization of Polish version. In the near future users will be able to work in the program not only in English, German, French and Czech, but also in Polish language. SZANSA will distribute, provide training and support of clients throughout the country, as well as provide current users with a great opportunity to update their KOMPAS solutions from one of above-mentioned languages to Polish version absolutely for free.

# CIMdata PLM Industry Summary

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From 10 to 13 June in Bielsko-Biala, Poland, ASCON held a KOMPAS-3D training seminar intended for partners, representatives of Educational Institutions and industrial enterprises, who wished to familiarize with the abilities of the professional Mechanical CAD solution KOMPAS-3D. During an intensive training period ASCON specialists taught the basis of parametric 3D Modelling, 2D Drafting and Design, Assemblies Creation and Sheet-Metal Modelling in KOMPAS-3D. Significant part of event was dedicated to Add-Ons and Novelties in KOMPAS-3D, which provide additional abilities, such as APM Studio, by means of which it is possible to create surface or solid models, to specify boundary conditions and to generate a finite element mesh. The seminar was finished by awarding of all the participants with KOMPAS-3D Professional Certificates

“The company “Usługi Informatyczne SZANSA” was founded in 2000. It is an informatics-design company, which besides informatics’ support provided in companies, offers its customers CAD/CAM software and suitable applications at affordable prices. As the official ASCON distributor in Poland we are always looking to supply our market with cost-effective CAD and design solutions, as well as provide support and training of customers in whole Poland”, said Gabriela Ciszynska-Matuszek on behalf of Usługi Informatyczne SZANSA.

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## ***Atos Origin Deploys Innovative SAP Voice Over IP Solution in Its Global Service Centers for Unified Customer Communications***

June 23, 2008

[SAP AG](#) and [Atos Origin](#) today announced the deployment of Atos Origin’s global service and help desk operation stretching across five continents, following the implementation of SAP® Business Communications Management software. The announcement was made at Call Center Week, being held June 22–26 in Las Vegas, Nevada.

This unified communications and service platform enables a geographically independent, consolidated global service up to the highest standards of resilience and reliability. In just five weeks, Atos Origin deployed SAP Business Communications Management in its six global service centers. Its agents around the globe were immediately handling e-mails and voice contacts within the global help desk service.

Atos Origin, an international IT services company, faced various challenges managing a global help desk service, including diverse local infrastructures and complex proprietary technologies. To lower the costs and complexities of traditional communications solutions, Atos Origin turned to SAP Business Communications Management software for the comprehensive, all IP-based, multi-channel business communications solution it provides. Deployed centrally, the software unifies Atos Origin’s contact center services and locations all over the world. The company now delivers more flexible, cost-efficient and streamlined help desk service to its international blue chip customers, improving the overall customer experience from its six service centers in France, Malaysia, the Netherlands, Poland, Sao Paolo and Tenerife.

“We needed a unified and scalable system that could help us ensure 24/7 global service desk support and superior customer service,” said Mick Hassall, vice president, Global Managed Operations, Atos Origin. “Only SAP Business Communications Management could deliver a truly location-independent, multi-channel solution in a very short deployment time. With the software, we have been able to unify our network of global delivery centers with consistent infrastructure, processes and tools.”

By bringing together communications technologies and business systems, SAP Business

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Communications Management software and the SAP® Customer Relationship Management application help organizations like Atos Origin to create communication-enabled business processes that leverage organizational know-how, reduce total cost of ownership and enhance marketing, sales and service activities. Atos Origin will leverage the experience of SAP Business Communications Management to bring these benefits to its clients.

Atos Origin has more than 20 years of experience with SAP applications and is an SAP global services partner, an SAP global hosting partner and a member of the Enterprise Services Community program. Atos Origin has more than 5,000 consultants offering services in support of SAP solutions around the globe and operates data centers in all geographical regions.

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## ***Dassault Systèmes' V6 Platform Now Supported by HP Blade Workstation Solution***

24 June 2008

Dassault Systèmes (DS) announced that V6, its next-generation PLM 2.0 platform and solution set is now supported by the HP Blade Workstation Solution.

Dassault Systèmes' V6 is a single, open and scalable platform that enables users to collaborate and innovate globally throughout the product design and development process, and bring better-designed products to market faster. V6 delivers ready-to-use business processes to help harness collective intelligence from all product development stakeholders, giving organizations the tools they need to simulate how products will be developed and experienced by customers before they are brought to market.

HP Blade Workstation Solution is a centralized workstation architecture that has been tested and certified to support secure, real-time, interactive access from virtually anywhere that 3D PLM solutions require. The flexible remote-access capabilities of HP Blade Workstation Solution are optimal for Dassault Systèmes' V6, targeting users that create, consume and remix Intellectual Property (IP) from anywhere in the world.

“HP and [Dassault Systèmes](#) have a history of working together to provide clients the technology they need to successfully develop and bring leading products to market,” said Barbara Tabb, director, Global Alliance Program Operations, Dassault Systèmes. “With the enhanced security and real-time interactive access enabled by HP Blade Workstation Solution and the ability of V6 to create an immersive, lifelike 3D environment for product development, organizations can collaborate at any phase in the development lifecycle, no matter where they are located.”

These offerings have been tested, optimized and certified in the HP-DS PLM Competency Center to assure high-performance IT infrastructure solutions that support the Dassault Systèmes V6 platform.

“HP's client virtualization and remote access expertise, combined with our deep industry partnerships, deliver a new and more flexible working environment for the PLM 2.0 market,” said Jeff Groudan, vice president, Desktop Solutions Marketing, Personal Systems Group, HP. “By centralizing computing power in the data center and allowing remote access via HP Remote Graphics Software, engineers can improve online collaboration with their peers and clients to create optimal levels of productivity and security while reducing overall IT costs.”

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## ***Mentor Graphics Delivers High-Performance Platform for the Accelerated Verification of PCI Express Applications***

25 June 2008

[Mentor Graphics Corp.](#) announced its high-performance platform to accelerate the verification of PCI Express products. This new platform enables designers to test their complete system, including PCI Express I/O's, as well as employ real-world stimulus early in the development cycle – reducing the total system verification process from weeks to hours. The platform consists of the Veloce® family of hardware-assisted verification products and the iSolve™ PCI Express product, which provides a cost-effective and efficient solution, delivering a dynamic and accurate PCI Express verification environment.

Increased bandwidth and performance requirements of modern PC's and servers, especially those involving high-speed graphics, have meant that PCI Express has become an industry standard, with PCI Express motherboards widespread, and associated peripherals, such as gigabit Ethernet cards and RAID controllers, very popular. With such a prevalence of new products for PCI Express applications, the need for a solution that allows the verification of these products and applications has become more critical and are in high demand.

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## ***Moldflow Announces The Release of Moldflow Design Link 6.0***

23 June 2008

Moldflow Corporation announced the release of Moldflow Design Link™ (MDL™) 6.0, a software product that allows the direct import of solid geometry data from some of the world's leading CAD systems into Moldflow's analysis solutions. Using MDL, native CAD data from CATIA V5®, Pro/ENGINEER®, SolidWorks® and Parasolid™-based CAD systems can be imported into Moldflow Plastics Advisers® (MPA®), and Moldflow Plastics Insight® (MPI®) software.

MDL 6.0 introduces a next generation mesh generator which was developed from toolkits licensed from Simmetrix Inc., a leading provider of component software for simulation-based design and CAD/CAE integration. Key features of this mesh generator are:

- **CAD-kernel Driven Surface Meshing** – Directly generate Dual Domain™ or 3D meshes from the CAD geometry. Resultant meshes are analysis-ready, conform better to the part geometry and have fewer quality errors.
- **Multi-component (Assembly) Meshing** – Simultaneous mesh creation for all components of an assembly while ensuring that contact surfaces of mating components are perfectly matched. This feature brings about significant time savings and simplifies the workflow for users working with multi-component models.
- **Direct 3D Meshing** – Previously, an intermediate Dual Domain mesh was created and then remeshed to 3D. By eliminating this intermediate step and creating 3D meshes directly from the CAD geometry, MDL 6.0 improves user productivity.

Additionally, MDL 6.0 supports the latest versions of CAD systems including CATIA V5 R18, Pro/ENGINEER Wildfire® 4.0, and SolidWorks 2008.

Ken Welch, Chief Operating Officer at Moldflow Corporation, states: “Ever increasing model size and

complexity, a growing trend in the design and manufacture of multi-component plastic parts, and shrinking project lead times were the drivers behind the development of this next generation mesh generator. MDL 6.0 addresses these needs by delivering faster, scalable, and robust meshing capabilities.”

## **Availability**

Moldflow Design Link 6.0 is available now. For more information, please call Moldflow in the USA at +508-358-5848 or visit <http://www.moldflow.com>.

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## ***Moldflow Leverages Simmetrix Technology for Improved CAD Connectivity***

23 June 2008

Simmetrix Inc. announced that Moldflow Corporation has selected Simmetrix as a geometry partner.

Moldflow products can be used to simulate the broadest range of injection molding processes to predict and avoid potential manufacturing defects, and they are supported by the industry’s largest and most knowledgeable team of plastics professionals worldwide.

Moldflow’s version 6.0 of Moldflow Design Link™ (MDL™) incorporates Simmetrix’ Simulation Modeling Suite technology which provides faster and easier access to CAD data by allowing users to import leading solid geometry formats directly.

"Our philosophy is to provide our customers with solutions to improve the plastics design to manufacture process”, says Ken Welch COO of Moldflow Corporation. “Our commitment to meet the needs of our customers has resulted in an expansion into improved integration with their design environments. Simmetrix is a key partner for improved CAD connectivity for Moldflow.”

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## ***NGC Integrates RedHorse Apparel ERP System to Demand Solutions Software from DMI***

24 June 2008

[NGC](#)® (New Generation Computing®) announced the integration of its RedHorse® apparel ERP software to the Demand Solutions® planning suite from St. Louis-based Demand Management, Inc. (DMI).

RedHorse is a comprehensive, apparel-specific ERP system that allows companies to view real-time business data and monitor Key Performance Indicators (KPIs) such as sales, profits, inventory, accounts receivable, accounts payable, and other critical business functions. The Demand Solutions planning suite encompasses the full spectrum of supply chain management, including sales and operations planning, forecasting, collaboration, inventory management, manufacturing planning and retail planning.

The integration adds significant new functionality that can increase sales and profits for the companies' mutual customers. Inventory, production and sales information from RedHorse can be accessed by the Demand Solutions software, resulting in:

- Reduced inventory levels - by placing orders based on accurate, real-time information on current inventory levels, sales, and open purchase orders.

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- Improved order fulfillment - by precisely matching supply chain production to demand.

"With Demand Solutions' success in the apparel industry, there is a natural fit to the RedHorse system," said Bill Harrison, President of [Demand Management, Inc.](#) "Our planning engine and the RedHorse ERP for apparel provide an end-to-end system for apparel companies that want to reduce costs and increase their customer satisfaction, while streamlining the complexities of the fashion business."

"This integration helps NGC deliver increasing value to our customers and builds on the tremendous synergy that exists between NGC's and DMI's customers. It also enables our mutual customers to leverage the strengths of the entire American Software family of companies," said Alan Brooks, President, NGC.

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## *Open Text Introduces Quality Management Solution for Life Sciences Companies*

24 June 2008

Open Text™ Corporation announced a new solution that helps pharmaceutical and medical device companies manage quality and quality compliance issues in the development and manufacture of new products. Open Text is showcasing the solution at the DIA Annual Meeting in Boston, June 22-26 at the Boston Convention and Exhibition Center; booth #147.

In the life sciences industry, a quality management process is critical, for both regulatory compliance and continuous product improvement. However, quality management practices and support systems can quickly break down when the number of people and locations involved in the process is expanded beyond a single-site and a few dozen employees. Open Text's solution, called Livelink ECM – Quality Management System, gives pharmaceutical, medical device, biotechnology and diagnostic companies a flexible and expandable framework to manage quality issues and initiatives across a large, complex and distributed organization. The solution provides a single approach for managing all documentation and workflows, plus the ability to easily configure forms and information collection for new quality programs.

Livelink ECM – Quality Management System, which integrates with an organization's controlled documents process, enterprise records, and document collaboration workspace, complies with the electronic records provisions of the U.S. Food and Drug Administration's (FDA) 21 CFR Part 11, while addressing the needs for Pharmaceutical Best Practice (21 CFR 210 and 211), Biological Best Practice (21 CFR 600-680) and Medical Device Best Practice (21 CFR 820).

"Product quality and safety are the top concerns for life sciences organizations," said Bill Forquer, EVP Marketing at Open Text. "Customers need to be able to adapt quickly to the ever-changing requirements associated with quality management, whether they are dealing with one or 10 locations. Livelink ECM – Quality Management System meets this critical need by giving customers a flexible, easily expandable solution that brings a consistent and compliant approach to quality management for the entire organization."

Livelink ECM – Quality Management System integrates the key processes required for life sciences organizations, including:

- **Support for Corrective Action Preventive Action (CAPA) Process:** CAPA is the industry's process standard for capturing, tracking and reporting quality issues, including observations, complaints, adverse events and audit findings. The Quality Management solution uses forms to capture and present data and

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information, while workflows are used to integrate the various phases of the CAPA process.

- **Comprehensive Auditing:** Auditing capabilities allow users to create audit templates that can then be used to prepare for specific audits, which flow through workflows for audit initiation, planning, scheduling, execution, reporting, and follow-ups.
- **Employee Training Management:** Training capabilities help to ensure that proper training is conducted by the appropriate staff and auditable training records are maintained. The solution manages training content and programs, stores employee training records and maintains detailed registration and licensing records for compliance management.
- **Regulated Document Management:** Provides lifecycle management of regulated documents. Documents that are needed for audits, CAPA requirements, training and or for other compliance issues can be created, reviewed, approved, edited and maintained within the Quality Management System repository in Livelink ECM. This functionality can be built into the workflows for both audits and CAPA.

Livelink ECM – Quality Management System is available now. For more information please visit: <http://www.opentext.com/2/sol-products/sol-pro-compliance-governance/pro-quality-management-system.htm>

For more information on all of Open Text's Pharmaceutical and Life Sciences solutions, please visit: <http://www.opentext.com/2/sol-industry/sol-ind-pharma.htm>.

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## ***Plexus Online Offers Integrated Product Lifecycle Management (PLM) Capabilities***

June 26, 2008

[Plexus Systems](#), provider of Plexus Online on-demand software for the manufacturing enterprise, announces the availability of fully integrated Product Lifecycle Management (PLM) functionality. Manufacturers access comprehensive and integrated PLM capabilities in the Plexus Online Software as a Service (SaaS).

Plexus Online tightly integrates PLM functions into shop floor and quality modules, enabling a real-time, continuous feedback loop between engineering/design, manufacturing and quality. Manufacturers use integrated product data to easily move from product conception and design, to feasibility validation, optimized cost and performance, and product compliance.

As an example, when a Plexus Online manufacturing company receives product engineering specification changes, the updated specifications flow through shop floor, production, materials requirement planning, and other business process areas. This ensures that produced parts are in compliance and meet updated customer requirements. The end result is a streamlined product development process and reduced time to market.

"The manufacturing sector is under tremendous pressure to develop high-quality products quickly and cost-effectively," notes Mark Symonds, CEO and President, Plexus Systems, Inc. "Few ERP solutions offer truly integrated PLM functionality. Plexus Online is unique in its integration of more than 350 modules spanning the areas of customer relations management, product lifecycle management, supply chain management, manufacturing execution system and enterprise resource planning."

With Plexus Online, data is captured at the point of origin and processed in real-time, offering

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unparalleled visibility. Customer requirements along with development and change records flow seamlessly into production operations and financial reports. The entire manufacturing supply chain has ready access to real time data about product programs, and can better manage the complexities of launching new products, improve collaboration, and cut project and product costs.

Once a product goes into production, the inevitable engineering change requests follow. Plexus Online provides organizations with a "single source of truth" that allows the many stakeholder departments to manage running changes in a coordinated and efficient manner. As products reach the end of life, it is also important to effectively manage their "wind down" to avoid unnecessary product and tooling obsolescence.

Plexus Online, built on a "Software as a Service" (SaaS) model, offers more than 350 functional modules, providing manufacturers instant access to vital information and management functions using a simple Web browser. The on-demand solution features product lifecycle management (PLM) functions such as program and change management, enterprise resource planning (ERP) functions such as accounting and finance modules, customer relationship management (CRM) features such as order entry and tracking, manufacturing execution systems (MES) functions such as production scheduling and machine integration and supply chain management (SCM) functions such as supplier quality and traceability.

## **About Plexus Systems, Inc.**

Since 1995, Plexus Systems, Inc. (Auburn Hills, Mich.) has maintained a singular vision—to drive significant cost, quality and productivity improvements for manufacturers, from the shop floor to the top floor. Plexus Online™ is on-demand software for the manufacturing enterprise. Plexus Systems originated as an internal solution at a manufacturing company, designed to resolve quality challenges, including production, distribution and global supply chains management issues. Today, Plexus Online enables businesses to manage accounting, financials, compliance and human resources and other critical priorities. Plexus Systems serves a global cross section of manufacturing industries (OEM and suppliers), particularly automotive, defense, medical device and aerospace companies. In 2006, Apax Partners ([www.apax.com](http://www.apax.com)) made a strategic investment in Plexus Systems, joining the founding investment group as stakeholders in Plexus. For more information, visit <http://www.plex.com>.

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## ***Tacton Extends Sales Configurator Integration on ENOVIA Platform from Dassault Systèmes***

23 June 2008

[Tacton Systems](#) announced the extension of its partnership with Dassault Systèmes to become a [CAA Adopter](#). Tacton Systems' standard integration to ENOVIA SmarTeam will be extended to include ENOVIA MatrixOne. Tacton Systems is the only sales configurator partner of ENOVIA SmarTeam, with a standard integration since release V5 R14.

Tacton Configurator empowers sales people, channel partners, and end-customers, to interactively configure complex products based on the customer's needs, online on the Web or offline on a laptop. With the new integration into ENOVIA MatrixOne, which enables Enterprise IP management, manufacturers will be able to manage all sales configurator master data in the PLM workflow, which will decrease time-to-market and increase quality. The resulting custom-configured products can also be managed in the end-to-end PLM system, for traceability or for supporting custom engineering and order processing.

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“We are proud that our sales configurator solution is recognized by Dassault Systèmes as a strategic value-add for the full ENOVIA platform. The synergy will bridge the gap between engineering and sales for complex products.” Klas Orsvärn, EVP Business Development, Tacton Systems AB.

“The Industrial Equipment industry is a ‘to-order’ sector dependent on customer-specific requirements. With seamless integration to Tacton’s sales configurator, our customers will be able to leverage the power of Dassault Systèmes PLM Solutions,” says Alexandre Dessane, Director Industry Solutions, Dassault Systèmes. “This dramatically speeds up the quote-to-order process, ultimately enabling the manufacturers to reduce time to market and start earning profits earlier.”

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## ***TopSolid’Wood – Integrated CAD/CAM created for the wood industry at IWF 2008***

June 26, 2008

[TopSolid’Wood](#) is an integrated design, manufacturing and management (CAD/CAM/PDM) software specialized for wood processing. It comprises comprehensive standard components and processes specific to the wood industry. It offers powerful modelling functions, optimised assembly management and facilitated communication with customers and manufacturing.

TopSolid’Wood is completed by TopSolid’WoodCam, an integrated CAM solution which automatically produces the ISO code, via a post processor, to manufacture parts on CNC machinery. A real digital chain exists, therefore, between the design office and the workshop. This prevents numerous potential communication and technical errors and thereby generates considerable time gains.

TopSolid’Wood is currently used by more than 300 customers around the world in such domains as interior design, furniture making, point of sale furnishings, outdoor furnishings, furnishings for boats, aircraft, cars, etc. TopSolid’Wood offers the following advantages for the operator:

- Accuracy of product design – TopSolid’Wood is based on the Parasolid modeller and offers large designing possibilities
- Clarity and accuracy of information for product engineering, manufacturing & assembly
- Ease of communicating design information for customer approval – “We can email designs to our customers who can use the TopSolid’Viewer (free to download on the internet) to view these files.” (Files can also be saved and sent in pdf format)
- Ease of product design modification – It is very simple to make modifications at any stage from design to just before the machining of the product. Any modifications are automatically taken into account
- Integrated CAM solution - Design and Manufacturing departments use the same data
- A dedicated solution for the wood industry – TopSolid’Wood has been specifically developed for the wood working industry. This means that it includes specific wood functions used in the industry such as turning, sawing, dadoing, rabbiting, dowelling, edge profiling, rail and stile profiling etc.
- TopSolid’Wood offers “in place design” – This means that many parts can be designed in 1 file as opposed to having to design every part of an assembly in different files and then having to bring all of these files together. Generation of rendered images and exploded views to help your sales department.

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- Optimised Assembly Management
- Use of components and standard parts
- Data Management thanks to complete integration with TopSolid'Pdm

TopSolid'Wood 2008 offers the following important improvements:

- Higher performance wood design tools:
  - New ergonomoy for the panel entity
  - Multi-component assemblies in 1 single operation
  - New propagation mode
  - Modification of multi edge shapes
  - Interchangeability of moulding, grooving and rabbeting tools in the assembly
- More efficient project management:
  - Multi attribution of properties
  - Improvements in the material configurator
  - Codification customisation
- More attractive draft generation:
  - Wood hatching (solid wood, plywood, Mdf, lumber core...)
  - Interrupted view in 2 directions
- New 2 ½D machining interface:
  - DXF export of the geometry permitting a link with well-known machining software (BiesseWorks, Masterwork, NCHops, ...)
- TopSolid'WoodCam 2008 offers even greater productivity thanks to the following new functions:
  - Drive 5 axes heads for moulding, grooving and rabbeting operations
  - Continuous 4-axis machining of non planar lateral faces with aggregates is now possible
  - Management and positioning of rails and pods
  - New routing lead in and out with ramped cut

Don't miss TopSolid'Wood at IWF Atlanta, 20-23 August, stand 4527.

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