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## Acquisitions

### *Agilent Technologies Acquires Nano Instruments Business of MTS Systems Corp.*

June 30, 2008

[Agilent Technologies Inc.](#) today announced that it has acquired the Nano Instruments business unit of MTS Systems Corp. The acquisition will strengthen Agilent’s portfolio of instrumentation for imaging, characterizing and quantifying nanomechanical material properties. Financial details were not disclosed.

Based in Oak Ridge, Tenn., Nano Instruments is a leading supplier of nanoindentation systems and related equipment as well as supporting software. The G200 and G300 nanoindentation systems and the Nano UTM (Universal Testing Machine) system are used in applications such as verifying the structural integrity of semiconductor devices, coatings and thin films. Nano Instruments’ customers are typically academic and industrial researchers involved in materials sciences, semiconductor and life sciences.

Nanoindentation is an adjacent market to atomic force microscopy; Agilent currently sells atomic force microscopes (AFMs). Both nanoindentation systems and AFMs are used to measure and characterize materials for hardness, elasticity and viscosity at the nanometer scale; research laboratories that use AFMs typically have a nanoindentation system in close proximity.

“Nano Instruments has great depth of experience and a well-deserved reputation for excellence in nanoindentation,” said Bob Burns, vice president of Agilent’s Nanotechnology Measurements Division. “With Agilent’s robust sales channel and global infrastructure, we anticipate growing the Nano Instruments business and offering a more complete nanomeasurement product portfolio to our customers worldwide.”

The Nano Instruments business is joining Agilent’s Materials Science Solutions Unit, within Agilent’s Life Sciences and Chemical Analysis business. The unit was formed in 2007 under the leadership of Mike Gasparian, vice president and general manager. MSSU’s focus is to provide microscopy, particle analysis and optical spectroscopy solutions for the materials testing, life sciences and chemical analysis markets, as well as to advance nanotechnology. Other recent acquisitions in this business unit include TILL Photonics (microscopy) and Colloidal Dynamics (particle analysis).

“I’m looking forward to working with the other groups within Agilent to share our technology and

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enhance the nanoindentation product roadmap,” said Warren Oliver, general manager and co-founder of Nano Instruments, who has joined Agilent. “From a technology, product, people and culture perspective, our two companies are a great fit.”

Oliver and John Pethica co-founded Nano Instruments in 1983. The business was then acquired by MTS Systems Corp. in 1998. The Nano Instruments business has about 45 employees, who have joined Agilent.

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## ***Cash Offer for Flometrics by Mentor Graphics***

1 July 2008

The following link will take you to the cash offer form posted by Investigate, a financial Express website located in the United Kingdom.

The page will provide details on the mandatory cash offer form for Flometrics Group by Mentor Graphics Corp.

<http://www.investegate.co.uk/Article.aspx?id=200807011653150711Y>.

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## ***EDS Announces Expiration of Waiting Period Under Hart-Scott-Rodino Act***

June 30, 2008

[Electronic Data Systems Corporation](#), today announced that the waiting period under the Hart-Scott-Rodino Antitrust Improvements Act of 1976 relating to Hewlett-Packard Company's proposed acquisition of EDS has expired without a request for further information by the U.S. Department of Justice or Federal Trade Commission. As previously announced, EDS has scheduled a special meeting of its stockholders, to be held at 9:30 a.m., Central time, on Thursday, July 31, 2008, to consider and vote on the proposed merger. The transaction still requires EDS stockholder approval and regulatory clearance from the European Commission and other non-U.S. jurisdictions and is subject to the satisfaction or waiver of the other closing conditions specified in the merger agreement.

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## ***Open Text Acquires Division of Spicer Corporation***

3 July 2008

Open Text™ Corporation announced the acquisition of substantially all of the assets of [Spicer Corporation](#) (a privately held company) relating to its division that specializes in file format viewer solutions for desktop applications, integrated business process management (BPM) systems, and reprographics.

Approximately 30 employees from this Spicer division will be joining Open Text, most of whom are based in Kitchener, Ontario, Canada, located nearby Open Text's corporate headquarters. Open Text purchased the assets for approximately \$12 million effective July 1, 2008. It is currently anticipated that the financial terms and future impact of the acquisition will not have a material effect on future financial results of Open Text.

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"This acquisition will complement and extend Open Text's existing ECM Suite, providing flexible document viewing options and enhanced document security functionality," said John Shackleton, President and CEO of Open Text. "Through this acquisition, Spicer customers benefit from access to an expanded ECM solutions portfolio and our commitment to continued Spicer product availability with enhanced innovation, development and 24x7 customer support."

Tim Lehan and Patrick Pidduck, long-standing leaders from Spicer, will join Open Text and form the nucleus of Open Text's Content Viewer Solutions Group. The charter of this group will be to carry on the development, support, and sale of the Spicer products, and develop similar capabilities for Open Text's ECM Suite. [Open Text](#) software is used by over 40 million end users in over 46,000 customers, all with increasing expectations of a rich user experience, including high-quality rendering of a myriad of content formats.

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## Company News

### *Arena Solutions Adds New Strength to Its Management Team*

June 26, 2008

[Arena Solutions](#), the leading provider of on-demand product lifecycle management (PLM) software for manufacturers of all sizes, today announced a series of new management appointments aimed at supporting the company's commitment to exceed customer expectations and maintain its strong trajectory of growth and innovation. Reflective of Arena's efforts to maintain a dynamic and knowledgeable management team that deeply understands the unique value PLM software can provide in helping solve mid-sized manufacturers' key challenges, the company promoted two highly respected employees, Arun Gopalakrishnan to vice president of engineering and Marc Escobosa to vice president of product design. In addition, Arena drew upon world-class talent from outside the company to find and appoint Doug Bell as vice president of marketing. These well-regarded executives all have proven track records of thinking strategically and making a strong impact in their respective areas of expertise. Each of them will play a critical role in successfully leading Arena Solutions into the future.

"We are delighted to have three strong and talented executives join the company's leadership team to help in taking Arena into the next phase of its development," said Craig Livingston, chief executive officer of Arena Solutions. "Arun and Marc have certainly earned their promotions, having garnered respect for the significant contributions they've made to the company thus far, developing an application that, through its virtues, tends to sell itself. Doug comes to Arena with great accolades for his customer-focused approach and the marketing leadership he's provided in his past positions, having effectively bridged the gap between market comprehension and day-to-day execution of the strategies and tactics necessary to drive revenue for the software industry. We look forward to the programs he will establish that will increase awareness of Arena PLM and fill our pipeline with new companies that haven't already been introduced to Arena by our influential customers."

As vice president of marketing, Bell is responsible for all of Arena's corporate, field and product marketing, and will lead business development efforts. Before joining Arena, Bell was a vice president of marketing at Selectica, a leader in on-demand lifecycle management solutions for contract management and sales configuration. In his work at Selectica, he focused squarely on customers and designed programs that led to revenue growth of 450 percent in a single year. Focus on customers,

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building pipeline and growing revenue have also been hallmarks of his work in previous marketing leadership positions at Ariba and I-many, where Bell developed expertise in the supply chain management, sourcing and procurement fields. Deep experience in finance at operational powerhouses like Cisco, Coca-Cola Enterprises and GE Capital complements Bell's marketing experience and forms the foundation of his results-driven approach. Bell holds a bachelor's degree in finance from Drexel University.

As the vice president of engineering, Gopalakrishnan oversees all facets of software development at Arena, including quality assurance, testing and release. Gopalakrishnan combines deep technical expertise with extensive management experience. Before joining Arena in 2003, much of Gopalakrishnan's work was focused on developing software for engineers. As the senior engineering manager at Cadence Design Systems, a leading electronic design automation (EDA) technologies and engineering services company, he led a team to develop a new-generation, web-based printed circuit board (PCB) design environment. At OrCAD, where he worked before OrCAD was acquired by Cadence, Gopalakrishnan led the development of Activeparts.com, an online electrical parts library, and the widely used Component Information System (CIS) for OrCAD Capture. Gopalakrishnan holds a bachelor's degree in computer science from the University of Calicut, India.

As vice president of product design, Escobosa is responsible for guiding the product roadmap and designing the interaction model and user interface for all Arena products. Escobosa's commitment to building intuitive, easy-to-learn and easy-to-use interfaces stems from many years of experience in user-centered design and application interface design. He has worked with Arena since the company's beginning, designing the original Arena PLM interface as principal of the company's design partner, Zaudhaus, before joining Arena in 2004. Escobosa was a co-founder of Zaudhaus, which is a full-service design studio specializing in brand, experience and interface design. Before that he was the senior product designer at NetObjects, where he designed the interface for the first four major versions of Fusion, a groundbreaking visual website editor. He's been recognized for superior interaction design twice (once for Fusion and once for Arena PLM) by the Industrial Designers Society of America (IDSA) through that organization's IDEA (International Design Excellence Awards) program, the premier international competition honoring design excellence. Escobosa graduated Magna Cum Laude from Dartmouth College with a bachelor's degree in psychology.

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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

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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**

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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## ***Bentley Expands Building Energy Analysis Software Portfolio Through New Exclusive Worldwide Agreement***

June 30, 2008

[Bentley Systems, Incorporated](#) today announced an agreement with [Environmental Design Solutions Limited \(EDSL\)](#) of Milton Keynes, United Kingdom. The agreement grants Bentley exclusive worldwide rights to distribute EDSL's Tas software for fast, in-depth energy analysis and simulation of demanding and challenging large-scale building environments. Behind Tas software's speed and comprehensive capabilities is a powerful, time-proven, custom engine that incorporates sophisticated energy simulation techniques such as computational fluid dynamics. Tas' thermal analysis capabilities allow building engineers to create more sustainable designs by comparing alternative heating and cooling strategies and building designs for comfort, equipment sizing, and energy demand. Tas also supports designers' efforts to reduce environmental impact by, for example, helping those designing in the United Kingdom meet Part L2 of the government's building regulations, which focuses on reducing carbon emissions.

Coming on the heels of Bentley's acquisition of Hevacomp and its leading building services design software, this agreement makes Bentley the clear global leader in building analysis and simulation products for improved building performance. Included in Bentley's Hevacomp line is software for energy analysis, heating and cooling load calculations, pipe and duct sizing, electrical system design, and product catalogs. The Hevacomp simulation for building energy analysis software incorporates the U.S. Department of Energy's EnergyPlus industry-standard engine, putting its analysis capabilities within reach of architects and building engineers around the globe. Access to the software will be further facilitated through its integration with other products in Bentley's comprehensive portfolio.

Bhupinder Singh, senior vice president, Bentley Software, said, "Our partnership with EDSL underscores our commitment to helping users improve building performance. Improving the energy efficiency of buildings is a pressing need given the rising cost and depleting supplies of fossil fuels. A growing number of Bentley's offerings are dedicated to helping users address this global imperative by facilitating the design and construction of buildings that not only consume less energy and produce fewer carbon emissions, but also cost less to operate. We are excited to announce that work is currently under way to further integrate Hevacomp HVAC design tools with Tas for a seamless design-with-analysis workflow."

Added Alan Jones, EDSL managing director, "We at EDSL see Bentley as an ideal partner. We will continue to develop great applications and apply them in our world-leading consulting practice. At the same time, we will depend on Bentley's long reach, coupled with the breadth of its complementary solutions, products, and services – including those in its Hevacomp line – to expand the deployment of our products around the globe. Ultimately, society will benefit from an expanded supply of energy-efficient buildings that conserve precious resources and lead to a cleaner environment."

The Tas suite of software products simulates the dynamic thermal performance of buildings and their systems. Tas Building Designer performs dynamic building simulation with integrated natural and forced airflow. Tas Ambiens is a robust and easy-to-use computational fluid dynamics package that produces a cross section of microclimate variations within a space.

For more information about Tas Building Designer and Tas Ambiens, visit [www.edsl.net](http://www.edsl.net).

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## ***Centric and Hokura Enter Agreement Focused on Fashion Industry Services Delivery***

June 30, 2008

[Centric Software](#), a leading provider of product lifecycle management (PLM) solutions for fast moving consumer goods industries, today announced that it has entered into a partnership agreement with [Hokura LLC](#), a leading provider of retail supply chain automation and compliance management software and services. Under the terms of the agreement, Hokura will deliver value-added implementation and integration services to Centric customers in the fashion and retail markets.

Customers who purchase Centric's comprehensive solution suite, tailored specifically to address the PLM requirements of the fashion and retail industries, will have the option to leverage Hokura's domain expertise within those industries and quickly realize competitive advantage. Additionally, the availability of Hokura resources will enable Centric to continue its aggressive growth.

"Centric's solutions are known for their rapid implementation cycles and their ease of connectivity to other data sets within the customer environment," said Ric Lara, CEO of Hokura LLC. "These characteristics, combined with our expertise in implementing best-practice business processes within the apparel, fashion, retail, and other fast moving consumer goods markets, will provide exceptional value for companies seeking to optimize their new product introduction, global sourcing, and other processes with a world-class PLM implementation."

Hokura customers include major organizations in the retail, apparel, and fashion industries, including the Mervyns department store chain. This industry-specific business process experience, combined with training and certification in Centric's new Certified Partner Program (CPP), means that Hokura's skilled consultants are now capable of delivering installation, implementation and configuration services for the Centric Software in conjunction with Centric's field engineers.

"Our partnership with Hokura represents an important milestone in our plan to lead the PLM industry for fast moving consumer goods companies," said Chris Groves, president and CEO of Centric Software. "Hokura's talented people will deliver valuable knowledge to our customers with a quick time-to-value, which is fundamental to our business philosophy. Their business process expertise, combined with the rich functionality and extensibility of our solution suite, will help customers realize the benefits of a complete PLM solution designed specifically for fast moving consumer goods industries,"

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## ***Delcam sets up representative office in Vietnam***

July 1, 2008

[Delcam](#) has established a representative office in Hi Chi Min City in Vietnam to support its growing number of customers in the country. The new office is a Joint Venture between the UK head office, the Korean office, Hankook Delcam, and Delcam Taiwan. Many organisations from Korea and Taiwan are investing in Vietnam, including a number of Delcam customers, so the initial priority for the new office will be to ensure that these companies can have the same high level of support for their Delcam software that they receive in their home countries.

"The Vietnam market is still small but it is the fastest-growing in the ASEAN region," said Delcam

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Business Development Manager Chai Kok Hoe. “Machine tool consumption is claimed to be growing by over 60% per year so there are many opportunities for CAD/CAM sales. The engineering and footwear industries are particularly strong. These are, of course, areas where Delcam software has a great track record in helping companies to increase productivity and improve quality so I am very confident that the new office will be successful.”

The manager of the Vietnam office will be Mr. Tin Nai Soi, an experienced engineer who has been using Delcam software for several years. “Mr. Soi has specialised in the footwear industry, one of the main sectors both for Delcam and for the Vietnamese economy,” commented Mr. Hoe. “However, he also has more general manufacturing expertise that will benefit all of our customers in the country.”

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## ***Delcam’s FeatureCAM Division holds biggest-ever Sales Partner Meeting***

June 30, 2008

[Delcam](#)’s FeatureCAM Division held its biggest-ever Sales Partner Meeting earlier this month. More than 80 delegates attended the meeting, which was held near the Delcam USA headquarters in Salt Lake City. Delcam USA President Glenn McMinn was able to report strong progress in all areas of the FeatureCAM business over the past year, continuing the considerable expansion in the organisation that has been seen in the three years since it became part of the Delcam group.

“The company saw a steady growth in sales again in 2007, taking us up to a more than 50% increase since the Delcam acquisition,” he stated. “Our customers continue to praise the rapid development of our software, in particular the way in which we have been able to add options to program more complex machines, such as five-axis and mill-turn equipment, without impacting on the ease of use of the software. We now have twice as many developers devoted to FeatureCAM, plus we have been able to make our expanded team more productive by sharing technology with the main Delcam development staff in Birmingham. Progress is well under way on the FeatureCAM 2009 release. This version, which will be launched at IMTS in September, incorporates enhancements across the whole product family.”

A major programme of training has been undertaken to ensure that the expanded distribution network can provide FeatureCAM customers with the high levels of support for which Delcam is renowned. “One of our key objectives when we joined Delcam was to expand our global reseller network,” said Mr. McMinn. “We are now seeing the benefits of being part of a truly international organisation. An extra bonus was being able to recruit some of Delcam’s experienced North American resellers to strengthen our distribution in the USA.”

One of the Delcam resellers, Programming Plus from Wisconsin, received recognition at the meeting as the Top New FeatureCAM Sales Partner of the Year. Sintesi was the overall Top FeatureCAM Sales Partner after a record year for the company in Italy. Regional Sales Partner Awards went to Japan’s FCS International for Asia, Delcam GmbH in Germany for Europe and Trimech Manufacturing in the USA for North America, while ProFORCE Integrated Solutions, also from the USA, was awarded Most Improved Sales Partner.

The combined marketing power of the merged companies has been seen in a greater interest in Delcam at a number of exhibitions, especially in Europe with EMO in Germany, Industrie in France and MACH in the UK all attracting record numbers of visitors to the Delcam stands. “With the full range of Delcam products, we can provide a programming system for virtually any machine tool that a company might have,” claimed Mr. McMinn. “This means that visitors to a Delcam stand can be confident that they

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will find software to increase their productivity, reduce their lead times and improve their quality, whatever type of machine they run. I am confident that the launch of FeatureCAM 2009 later this year, together with the new versions of the other Delcam products, will ensure that our stands at IMTS and JIMTOF will set even more records.”

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## ***FDA Expands Cooperative Research and Development Study (CRADA) With Conformia***

July 1, 2008

[Conformia](#), the market leader of product and process lifecycle management (PPLM) solutions for life sciences, today announced the U.S. Food and Drug Administration's (FDA) Office of Pharmaceutical Sciences (OPS) has asked the Company to expand its Cooperative Research and Development Study (CRADA) focusing on process and product development to 25 companies. The CRADA Research Study is helping to uncover the challenges facing pharmaceutical, biotechnology, and generics process/product development organizations as they attempt to implement the ICH Quality Vision (ICH Q8, Q9, Q10) across the product and process lifecycle.

"We at the FDA have gained a lot of value from the pilot phase of the CRADA with Conformia and we are truly excited to not only continue working with Conformia but to expand the scope of our work," said Helen Winkle, Director for the Center for Drug Evaluation and Research (CDER) Office of Pharmaceutical Science. "We are particularly interested in the CRADA because it is a blinded study and we do not know the names of the companies participating. This allows us to get at the heart of the issues in a novel way and provides value for the entire set of reviewers and inspectors."

"As we've been working with companies, we've seen that the CRADA Research Study has been creating a new learning environment to help companies improve manufacturing approaches, increase efficiency, lower drug development costs and succeed with the new ICH Q8, Q9 and Q10 standards," said Anjali Kataria, Chief Marketing Officer of Conformia and Principal Investigator of the CRADA with the FDA. "These new guidelines are gaining international attention from multiple groups including global regulators such as the European Medicines Agency (EMA) and the Pharmaceuticals and Medical Devices Agency (PMDA) as well as international industry associations. We are proud to be providing one set of inputs into the larger discussion on implementation."

"The research Conformia is conducting with industry partners has been helping us understand the critical challenges the industry is facing as it works to implement the concepts outlined in ICH Q8, Q9 and Q10," according to Jon Clark, Associate Director, Policy, FDA. "In turn, the study has helped us at the FDA get a better understanding of what we need to do to ensure the industry can achieve the goals and objectives outlined in the ICH initiatives."

Since 2006, Conformia has worked with the FDA on CRADA activities and is dedicated to gathering industry information to help develop the tools, processes and initiatives life science companies need to overcome the Quality by Design challenges they face. CRADAs are commonly used in the United States to support public - private collaboration that results in innovative research and development at institutions like the U.S. National Institutes of Health (NIH), the U.S. Departments of Defense, Security, Transportation, Energy and so on. The FDA has a number of CRADAs currently focusing on different aspects of food and drug commercialization.

Sam Venugopal, lead for the CRADA Research Study Part II, noted, "Through this expanded CRADA research study, Conformia will gather information from the participating pharmaceutical, biotechnology

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and generics companies to better understand and determine the factors that are currently influencing pharmaceutical development."

The factors that will be assessed will include development information bottlenecks, pilot plant information management, manufacturing science, information retrieval, quality systems and preclinical development challenges. Venugopal continued, "The research will provide essential insight and sharing those insights across the study group to help organizations overcome these challenges and more effectively implement industry guidelines ICH Q8, Q9 and Q10."

Venugopal also noted that there is no cost to companies to participate. Conformia is interested in hearing from companies that would like to participate in the landmark study and help shape the future for drug development and risk management processes.

In addition to the "blinded" research study expansion, other aspects of the Conformia CRADA include industry workshops on progress and implementation of ICH Q8, Q9 and Q10 as well as content development such as case study development and teaching materials. To date the Company has focused on large pharma companies / small molecule development and will be now expanding these programs to also include greater focus on large complex molecule case study development and workshops.

## About Conformia

Conformia Software is the leading provider of product/process lifecycle management (PPLM) software solutions to regulated process industries including life sciences. Conformia solutions enable faster time to market, reduced costs, and decreased risk. As a company, Conformia remains a thought leader in addressing the most pressing issues facing pharmaceutical development teams across the globe such as implementation of ICH Quality vision. For more information please visit <http://www.conformia.com> or email Anjali Kataria (AKataria@conformia.com) or Sam Venugopal (SVenugopal@conformia.com).

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## ***Mentor Graphics Retains Goldman Sachs and Merrill Lynch to Advise On Unsolicited Offer From Cadence Design Systems***

June 30, 2008

[Mentor Graphics Corporation](#) today announced that its Board of Directors has retained Goldman Sachs and Merrill Lynch as financial advisors with respect to Cadence Design Systems, Inc.'s (Nasdaq: CDNS) unsolicited written proposal to acquire all outstanding shares of Mentor at a price of \$16.00 per share. In addition, Latham & Watkins LLP is acting as legal advisor to Mentor Graphics.

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## ***Parametric Technology awards top execs extra \$1.9 million in change in control bonuses***

June 27, 2008

[Software vendor Parametric Technology Corp.](#) on Friday agreed to a change-in-control policy that will dole out more than \$1.9 million in payments to its top executives.

The move would increase by around 10 percent the \$18 million already promised to those executives, should the Needham, Mass.-based company ever be acquired.

The extra payments would go to:

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- CEO C. Richard Harrison, who would receive another \$700,000 on top of the \$14.8 million already promised during a change in control
- CFO Cornelius Moses III (\$300,000, on top of \$745,000)
- Executive vice president Barry Cohen (\$300,000, on top of \$745,000)
- Executive vice president Paul Cunningham (\$300,000, on top of \$745,000)
- Chief product officer James Heppelmann (\$300,000, on top of \$977,628)

Founded in 1985, PTC (Nasdaq: PMTC) makes and distributes product-development software. The company has made 11 acquisitions since 2004 and booked \$499 million in revenue and \$28.7 million in profits during the six months ended March 31.

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## ***Quorum Land System 5.0 Becomes an SAP-Endorsed Business Solution***

June 27, 2008

[Quorum Business Solutions, Inc.](#) (“Quorum”), a leading provider of software solutions for the oil and gas industry, announces today that its Quorum Land System 5.0 has become an SAP-endorsed business solution. After Quorum Land achieved “Powered by SAP NetWeaver®” status, further joint development with SAP AG was completed to qualify Quorum Land as an endorsed land management solution integrated with the SAP® ERP Financials solution.

The Quorum Land System 5.0 is designed to streamline the energy industry’s complicated land and lease management processes. It enables a variety of users throughout the enterprise at different locations to quickly access critical land data. The integrated offering allows customers to leverage their investment in solutions from both Quorum and SAP. The solutions help streamline all aspects of the business workflow through full lifecycle integration of land and lease management with production revenue accounting and general financials. For clients, this results in fewer hand offs and manual, off-system processes; improved operational efficiency due to increased visibility into corporate assets; reduced total cost of system ownership; and maximized profits.

“Quorum Land System 5.0, now endorsed by SAP, delivers significant return on investment for customers and is now integrated with the industry’s most comprehensive, end-to-end upstream solution,” said Paul Weidman, CEO of Quorum. “The solution’s full lifecycle integration streamlines all aspects of the back-office accounting workflow and automates lease management processes and obligations, while providing full visibility into the company’s overall land position.”

Although thousands of solutions are currently available worldwide that have achieved Powered by SAP NetWeaver status, Quorum Land System 5.0 is one of only 22 solutions that are SAP-endorsed business solutions.

SAP-endorsed business solutions are complementary to SAP application offerings, are developed in accordance with SAP development guidelines, and provide additional choices and flexibility for businesses running SAP solutions. As part of the endorsed business solution agreement between Quorum and SAP, both companies will share technology and product roadmaps, as well as market Quorum Land System 5.0.

"By endorsing solutions such as Quorum Land System 5.0, SAP continues to build its ecosystem while

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extending its core offerings,” said Ken Evans, senior director of Oil & Gas Industry, SAP. “Quorum’s deep understanding of customers’ needs related to the full lifecycle management of land and leases and the integration of its Quorum Land System 5.0 with SAP’s business process platform significantly reduces the costs and risks of integration and support for our joint customers.”

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## ***SAP Appoints New Presidents in EMEA and Latin America; New Executives to Deliver Further Profitable Growth***

July 1, 2008

[SAP AG](#) today announced the appointment of José Duarte as president and CEO of the company’s operations in Europe, Middle East & Africa (EMEA), and Rodolpho Cardenuto as president and CEO of SAP Latin America. The new leaders assume their roles as Erwin Gunst, formerly president of SAP EMEA, and Bill McDermott, formerly president and CEO of Americas & Asia Pacific Japan, assume new executive positions within the company and officially join the Executive Board of SAP AG as previously announced on April 2, 2008.

### **Leadership in the EMEA Region**

José Duarte, in the role of president and CEO, EMEA, will focus on delivering continued growth in the region, building upon the success of his predecessor Gunst. Duarte’s priority will be to continue delivering value to our customers with the ultimate objective of making every one of them a best-run business

Duarte brings more than 15 years of SAP experience to the position, most recently as executive vice president of Large Enterprise, EMEA. Previously, he served as president of SAP Latin America. Duarte began his career with SAP in the EMEA region in SAP Portugal. He held positions of growing responsibility that culminated in January 2003, when he was appointed regional managing director of South West EMEA NEWS, in charge of operations for Spain, Portugal, France, Italy, Greece, the Middle East and Israel. Duarte’s subsequent leadership of the Latin America region saw increases in software revenue by more than 36 percent and new names by 80 percent in 2007 alone. He replaces Erwin Gunst, who has been named chief operating officer, SAP AG.

Gunst’s new role of chief operating officer represents the continuing maturity of SAP’s organizational focus on sustainable, profitable growth and efficient operations. It is in keeping with the Executive Board’s commitment to continuous improvement in shareholder and customer value as the company remains on its growth path.

“José demonstrated outstanding, customer-centric leadership while in Latin America,” said Bill McDermott. “His ability to exceed expectations throughout his SAP tenure made him a natural choice to continue building momentum in the EMEA region.”

### **Cardenuto Leads Latin America**

Rodolpho Cardenuto has been appointed president and CEO of SAP Latin America. Cardenuto joins SAP from HP, where he was director of industry sales and alliances for Latin America & Caribbean. During his 15 years at HP, Cardenuto held various positions of increasing responsibility, from sales management in Brazil to leading the company’s SME business at the Latin American level.

Cardenuto replaces Rob Enslin, chief operating officer of SAP Americas, who was temporarily assigned

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to manage Latin America in the wake of José Duarte's move to EMEA.

## **McDermott to Head Global Field Operations**

Overseeing SAP's three regional field organizations is Bill McDermott, who has been named president and CEO of Global Field Operations. In this role, McDermott will have worldwide responsibility for all customer operations. McDermott previously led the company's operations in the Americas and Asia Pacific Japan.

"These appointments reflect both our dynamic business and the superb executive strength of our leadership team," said Léo Apotheker, co-CEO, SAP. "Our success has always come from the company's depth of engagement with customers, and Bill and Ernie have consistently delivered a customer-oriented approach to business. We now are continuing to strengthen our field leadership team with José and Rodolpho, and we congratulate these executives on their new roles."

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## ***Stephen Diehl Named President and CEO of Surfware, Inc.***

1 July 2008

Stephen A. Diehl has been named President and CEO of Surfware, Inc., developer of SURFCAM(R) CAD/CAM systems.

"I am proud and happy to announce that my eldest son Stephen will take over as Surfware President and CEO of the company," says Alan Diehl, founder and former CEO of Surfware. "Stephen has been working with me behind the scenes for several years and more recently, full time at Surfware."

Stephen has more than thirty years of experience in information technology. His experience includes the development of real-time trading systems for stocks, bonds and swaps for Fortune 500 companies, quantitative analysis, pattern recognition, physics and other high-end math/computer science-related applications. Through a solid program of seminars and real life experience, Stephen has extensive training in business management and presentation delivery (1991-2001, New York City). Over the last three years, he has been very involved in the next generation of CAM technology, TrueMill, the patent pending software offered by Surfware. Through an understanding of the physics of metal cutting, Stephen has made significant improvements to the product, further increasing its productivity. Stephen held the positions of Software Development Manager and Vice President of R&D at Surfware prior to becoming its President and CEO. He graduated from the University of California at San Diego with a Bachelor of Science Degree in Physics (1982).

"I am proud to have the opportunity to take TrueMill(R) to the next level," says Stephen. "Over the past few months, our technical team has not only resolved outstanding issues in the software but also discovered new and exciting ways to utilize the TrueMill technology. We are announcing a new release of Surfware's Velocity(R) 4 at the 2008 IMTS (International Manufacturing Technology Show) in Chicago, where we will demonstrate beyond doubt that while others claim to have the full benefits of TrueMill, only Surfware can deliver them."

Velocity 4 will include substantial improvements to 3 axis finishing, 4/5 axis machining and to the patent pending TrueMill technology. The company has invested heavily in new computer hardware and software development tools to assist its growing development staff in producing excellent software rapidly. [Surfware, Inc.](#) recently moved into new offices in Camarillo, California.

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## Events News

### ***CAD Schroer Shows Turnkey Installation Providers How to Win More Business Anniversary***

3 July 2008

At Hannover Messe in April 2008, followed by the PTC/USER World event in the United States in June, CAD Schroer Group (CSG) introduced its latest development, MPDS4 FACTORY LAYOUT™. The product was developed specifically to address the needs of turnkey installation providers and those maintaining their own large process plants. In the UK, the product will be introduced at the PPMA Show in Birmingham from September 30th to October 2nd, 2008.

MPDS4 FACTORY LAYOUT allows users to produce proposals or plant layouts based on existing CAD data, with 3D visualisations and walk-throughs. Changes can be made in 2D or 3D on the fly, and all data from the pre-sales or inception phase can be reused during the main project phase.

“We’re delighted by the interest the product has generated,” says Managing Director Thomas Schubert, who attended the last two events. “Organisations that maintain their own manufacturing, processing or packaging plants, or sell turnkey process lines or complete factories with diverse machinery, are beginning to look at competitiveness at the pre-sales stage. They want to use software that slots in with existing systems and uses existing designs. They need to deliver impressive, visual bids quickly, without wasting time and money producing movies or walk-throughs with tools that don’t deliver CAD content for downstream project engineering processes.”

MPDS4 FACTORY LAYOUT provides just the right solution. “We’ve been demonstrating how we can use third party 2D building plans or site maps to form the basis of an installation design,” explains CSG’s Product Line Manager, Mark Simpson. “Then we can easily incorporate existing model and catalogue data to quickly create large industrial layouts and 3D visualisations, walkthrough movies, 3D images, drawings and bills of materials to support the entire tender process. MPDS4 FACTORY LAYOUT makes it easier to win more business and - because the data is reusable - progress projects more quickly once the business is won.”

CAD Schroer’s team is looking forward to discussing user needs in detail at stand G14 at the PPMA Show - the complete production line event - in the United Kingdom next.

For more information visit [our Events page](#),  
our [MPDS4 FACTORY LAYOUT product page](#)  
and [the PPMA show Website](#).

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### ***Intergraph® Icon Awards Recognize Industry and Government Leaders for Vision and Innovation***

3 June 2008

Intergraph® bestowed Icon Awards upon eight U.S. and international industry and government leaders for their innovative use of and results with enterprise engineering and geospatially powered software.

The Icon Awards were announced in Las Vegas at Intergraph 2008, the largest ever Intergraph international user conference. The awards honor companies and organizations that have deployed and

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leveraged Intergraph software in a visionary manner to yield results that have significantly contributed to their business and industry. The winners received their awards during the keynote sessions, which also featured Lance Armstrong, seven-time Tour de France winner, athlete and founder of the Livestrong organization dedicated to cancer research and awareness.

The 2008 Icon Award winners are: Canadian Natural Resources Ltd., an oil and natural gas exploration, development and production company; East China Electric Power Design Institute (ECEPDI), an electric power planning and engineering institute; Genpro Engenharia S.A., a Brazil-based engineering firm; Hyundai Engineering Co., Ltd., (HEC), a leading process, power and marine engineering company; Kadaster, the Dutch Cadastre Land Registry and Mapping Agency; Montgomery County (Pennsylvania) Emergency Dispatch Services, a 9-1-1 public safety answering point for 58 municipalities; Progress Energy, a Fortune 250 energy company with more than 21,000 megawatts of generation capacity and \$9 billion in annual revenues; and the US Air Force Warner Robins – Air Logistics Center (WR-ALC) 730th Aircraft Sustainment Group (ASG), which provides life-cycle maintenance services for the C-5 airlifter.

"Intergraph's enterprise engineering and geospatially powered software helps governments and businesses to organize vast amounts of data into understandable visual representations in order to make better and faster operational decisions," said Intergraph President and Chief Executive Officer Halsey Wise. "This year's Icon Award winners have clearly demonstrated the power of Intergraph technology to help make their organizations change the world for the better."

Reid French, Intergraph executive vice president and chief operating officer, added, "We are gratified to see how these key industry leaders have innovatively used Intergraph software on a global basis to achieve their business objectives with greater efficiency and speed than ever before."

## **Icon Award Winner Profiles**

CNRL's multi-billion dollar Horizon oil sands project is located in northern Alberta. The amount of engineering information created to construct and operate the oil recovery and production facility is staggering. Through the Engineering Information Technology (EIT) program, CNRL's mission is to protect the integrity and exploit the retention, use and re-use of the engineering data asset. CNRL accomplished this through the usage of the Intergraph SmartPlant® Enterprise engineering suite to enable the company to substantially reduce operating and maintenance costs over the life-cycle of the Horizon project.

ECEPDI designs and engineers fossil fuel and nuclear power plants, transmission and substation systems in China and abroad. It has engineered more than 155 power plants and constructed a total generation capacity of 65,370 megawatts and more than 17,248 kilometers of transmission lines. As an Intergraph customer for nearly a decade, ECEPDI has expanded its use of the SmartPlant Enterprise suite for ever-more challenging projects such as the P&ID solution for the Yuhuan 4X1,000 megawatt power plant, one of the largest coal-fired plants in the world.

ECEPDI also has adopted the SmartPlant Enterprise engineering data management platform that will enable ECEPDI and its customers to transition from traditional document management to a digital engineering data management environment. By expanding and adopting the full SmartPlant Enterprise suite, ECEPDI is enabling its customers to meet China's growing energy needs.

To meet its customers' expectations, Genpro must deliver complex process plant and engineering projects on time and within budget. Previously, training, correcting generated drawings and reports and customization were consuming too much time. Conversion to SmartPlant Enterprise was accomplished

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due to the easy-to-learn and use solutions. Once Genpro implemented SmartPlant Enterprise, its engineers were able to more quickly customize and extract information and produce reports which accelerated their project. As a result, Genpro was able to complete its pilot industrial plant project in just one year while gaining important new efficiencies for future projects.

At Hyundai Engineering Co., Ltd. (HEC), which engineers oil and gas and chemical processing plants, offshore facilities and power plants, the motto is "We design tomorrow." HEC began pilot use of SmartPlant Enterprise at the request of a customer. The positive initial project experience led HEC to expand SmartPlant Enterprise use to more than 10 projects. Today, the firm plans to apply the [Intergraph](#) enterprise engineering software to all upcoming major projects. HEC estimates that using SmartPlant solutions will result in approximately 10-20 percent in manpower savings. In addition, it also projects that material surplus and shortage variances will be reduced to less than three percent and the period for procurement, including materials take-offs and construction, will be shortened by five percent.

Kadaster processes all property data in the Netherlands, as well as for ships and aircraft. It responds to approximately 19 million information requests annually from notaries, local authorities, businesses, the public and others. The agency uses Intergraph GeoMedia for core activities such as gathering, storing and displaying geospatial data. Driven by its social responsibility, Kadaster, through Kadaster International, also contributes to the world's welfare and prosperity by having participated in approximately 50 projects for countries that request its geographic information system expertise.

Montgomery County Commissioners needed a method to virtually notify law enforcement of a serious threat and notify school officials of security concerns, severe weather or evacuation orders. At project completion, more than 650 field units which can generate alarms based on pre-configured address and nature-code records will be directly integrated into Montgomery's computer aided dispatch (CAD) system. Total transaction time from notification to telecommunicator screen display will be less than two seconds. More than 200 units were online by the end of 2007, and more will follow to ensure that this 483-square mile area bordering Philadelphia will have state-of-the-art alert systems for any contingency.

Progress Energy, which serves 3.1 million customers in the Carolinas and Florida, began in 1997 to transition in phases to a fully digital environment using Intergraph solutions for monitoring and mapping its infrastructure as well as dispatching field crews. Progress cites the 100 percent digital conversion for having significantly contributed to its ability to quickly respond to outage events. This capability was severely tested during the extraordinary hurricane season of 2004 when 60 percent of Progress' transmission and distribution systems was damaged by four consecutive hurricanes. For its "outstanding work under extreme conditions," the utility earned the Edison Electric Institute's prestigious Emergency Assistance Award.

The US Air Force WR-ALC 730th ASG is challenged with streamlining and transforming complex logistics processes and maintenance activities by developing a Web-enabled integrated data environment and implementing Maintenance Steering Group 3, the commercial airline industry's "best practice" reliability program to ensure maximum aircraft availability, reliability and inherent safety at a minimum total cost. Using Intergraph technology and expertise, the ASG anticipates \$1.38 billion in cost avoidance through 2040 with a payback alone of \$7 million by the end of the second year of the program and a significant availability improvement of approximately seven C-5 aircraft per year.

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## ***SoftInWay to Exhibit AxSTREAM™ Flow Path Design Software at Joint Propulsion Conference and Exhibit in Hartford, CT***

1 July 2008

[SoftInWay](#) announced that it will be exhibiting its AxSTREAM™ flow path design software suite at the 44th AIAA/ASME/SAE/ASEE Joint Propulsion Conference & Exhibit, July 21–23 in Hartford, CT, USA.

One of the quoted objectives of the conference is “The design of our next-generation flight and space systems (that) will be dependent more than ever on high-performance, increasingly efficient, reliable, and affordable propulsion systems.” The AxSTREAM™ suite of multidisciplinary design, analysis and optimization software is a tool to make these aspirations become reality.

Applications for AxSTREAM™ include next-generation commercial aircraft, regional and business jets, military applications, supersonic/hypersonic high-speed propulsion applications, turbopumps, etc.

The AxSTREAM™ suite of software for the multidisciplinary design optimization of turbomachinery flow paths leads the designer through the design or redesign process, from preliminary design to 2D streamline analysis and optimization, to examination of flow and losses at the boundary layer of the blade or vane, 3D profiling of the blades and vanes and to finite element stress analysis, and export to 3D CFD and 3D CAD programs.

Please visit Booth 214 to receive a personal demonstration of AxSTREAM™.

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## ***Surfware to Present Major New Release of SURFCAM Velocity(R) 4 Powered by TrueMill(R) at IMTS 2008***

1 July 2008

Surfware, Inc., developer of SURFCAM(R) CAD/CAM systems, announced that it will launch SURFCAM Velocity 4 in September, 2008 at the International Manufacturing Technology Show.

SURFCAM Velocity 4 offers major improvements to 3-axis finishing, 4- and 5-axis machining and TrueMill, the proven industry leader in toolpath technology. Surfware's TrueMill technology (patent pending) is the only toolpath engine that controls the load on the tool to significantly increase productivity (in some cases over 100%) and extend tool life for all materials, including aluminum, steels, titanium, Inconel and other exotics. With TrueMill, the more difficult to machine the material, the greater the competitive advantage.

-- 3-Axis Finishing: New high-speed machining strategies featuring faster processing, reduced length of rapid motions, tapered tool support, improved surface finish -- and more.

-- 4/5-Axis Machining: precise control over every aspect of multi-axis machining ensuring safe tool motion in the most challenging applications. Support for all standard tools with collision checking, avoidance, toolpath containment -- and more.

-- TrueMill: provision of recommended Truemill(TM) speeds and feeds, improved federates, greatly reduced rapid motions, availability of custom designed TrueMill Series tools designed to further improve performance with TrueMill.

"We are delighted to introduce Velocity 4 at IMTS," says Stephen Diehl, President and CEO of

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[Surfware, Inc.](#) "This release solves issues that limited TrueMill's performance and takes the unique, patent-pending TrueMill technology to a new level of excellence. We look forward to continuing to build on the great quality and scalability of our product."

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## ***Turbomachinery Flow Path Design Workshop Featuring AxSTREAM™ Software Suite to Take Place in Boston, October 7-9, 2008***

1 July 2008

SoftInWay has announced that it will be conducting its next 3-day training course on turbomachinery flow path design, analysis and optimization from October 7 to 9. The objective of the course is to provide participants with a comprehensive and practical understanding for the rapid multidisciplinary design optimization of flow paths for turbomachinery equipment by using AxSTREAM™ to improve efficiency, power, mass flow, etc.

The course will be held at SoftInWay's corporate headquarters in Burlington (Boston), Massachusetts.

This interactive, hands-on course provides the opportunity for each participant to choose separate tracks that concentrate on their specific interest(s) such as axial compressor, axial turbine, centrifugal compressors, turbochargers, fans, blowers, turbopumps, etc. In addition, an additional track will be offered on the use of AxSTREAM to evaluate and re-design flow paths of existing turbomachinery for upgrades and retrofits.

Past attendees have represented some of the most respected turbomachinery companies in the world such as Siemens, Dresser Rand, Ebara-Elliott, Stork Turbine Services, Peter Brotherhood, Power Machine, MAN Turbo, etc.

"Even though I'd been using AxSTREAM already for several months, the recent training course gave me a deeper insight in the capabilities and functions of the software package," stated Torsten Hagedorn, Stork Turbo Service GmbH, Germany. "The presented examples and tutorials, the support of the staff and the discussions with the other course participants helped me to decrease the time at which a turbine can be designed considerably. Many thanks to the team."

A 15 percent registration discount is available if tuition payment is received by August 1, 2008. Course curriculum and registration details can be obtained through SoftInWay's website at <http://www.softinway.com>.

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## Financial News

### ***Dassault Systemes Schedules Second Quarter - Webcast and Conference Call for July 31, 2008***

3 July 2008

Dassault Systèmes (DS) will host a webcast and a conference call on Thursday, July 31, 2008, to discuss its operating performance for the second quarter ended June 30, 2008.

The management of Dassault Systèmes will host the webcast at 8:30 AM London Time - 9:30 AM Paris Time and will then also host the conference call at 9:00 AM New York Time - 2:00 PM London Time -

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3:00 PM Paris Time to discuss the Company's operating performance.

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

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

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

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## ***Open Text to Report Fourth Quarter and Fiscal Year-End 2008 Financial Results on August 19, 2008***

2 July 2008

Open Text™ Corporation announced that financial results for its fourth quarter and fiscal year-end 2008 will be released on Tuesday, August 19, 2008 at approximately 4:00 p.m. ET.

### **Teleconference Call**

Open Text will host a conference call on August 19, 2008 at 5:00 p.m. ET to discuss its financial results.

**Date:** Tuesday, August 19, 2008

**Time:** 5:00 p.m. ET/2:00 p.m. PT

**Length:** 60 minutes

**Where:** 416-640-1907

Please dial-in approximately 10 minutes before the teleconference is scheduled to begin. A replay of the call will be available beginning August 19, 2008 at 7:00 p.m. ET through 11:59 p.m. on September 2, 2008 and can be accessed by dialing 416-640-1917 and using pass code 21276674 followed by the number sign. For more information or to listen to the call via Web cast, please use the following link: [http://www.opentext.com/investor/investor\\_events/index.html](http://www.opentext.com/investor/investor_events/index.html)

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## **Implementation Investments**

### ***Burmeister selects IFS to support future growth***

July 1, 2008

Project-centric Burmeister & Wain Scandinavian Contractor (BWSC), a Danish power system contractor and operator, has selected IFS Applications to enable a modern IT platform and future growth. The contract includes software and consulting services and has a total value of SKr 28 million.

BWSC undertakes the supply and construction of complete plants on a turnkey basis and provides operation and maintenance (O&M) services for the lifetime of the plant.

The business software components from IFS will standardize and support BWSC's processes within detailed engineering, management, procurement, document management, financial control, material

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management, human resources, and after sales. BWSC aims to implement a modern, comprehensive solution for its main processes within global sourcing of material and services in a project environment, with a goal to further increase efficiency and customer service.

BWSC undertook a thorough review of the major leading enterprise software vendors. In the final stage of the review process, IFS was chosen over competing ERP software systems.

“The growth of our business was placing increasing pressure on the existing legacy environment. IFS stood out as having the best functional fit for our business and have a solution that supports our project-oriented business, both today and in the future. Moreover, the IFS representatives have proven themselves to be skillful and competent when it comes to understanding our business, which is crucial to the long-term relationship we are now embarking on with IFS,” said Sigurd Andersen, CEO BWSC.

“IFS’ offering to the contracting industry is a standard industry solution for EPCI contractors (Engineering, Procurement, Construction, Installation) that consist of both detailed engineering and ERP in a modern suite. The industry solution also includes solutions for subcontracting and service, which is a real advantage in this kind of industry. After strengthening our Danish organization, we are very pleased to see that we now have signed two large deals in Denmark; both this contract with BWSC and some weeks ago a large deal with Dyrup” said Glenn Arnesen, Managing Director IFS Scandinavia.

The standard EPCI solution supports business processes within engineering, contract & project management, procurement, subcontracting, document management, finance, material planning, fabrication, shipment, human resources, and after sales service. The solution also contains tools that interface with CAD applications and standard integrations with planning systems.

IFS targets the Construction, Contracting and Service Industries, with more than 300 project-centric customers. Contracting customers include Doosan Babcock, Babcock Rail, Rotary Engineering, Plaenge, ShawCore Inc, Dresser-Rand, Yantai Raffles, Aker Yards, Advanced Production & Loading (APL), Rosenberg Verft, Hamworthy Gas Systems, Heerema Group and Shedden Uhde.

## **About BWSC**

Burmeister & Wain Scandinavian Contractor (BWSC) is a world-leading turnkey contractor and operator of medium and large diesel engine based power systems. Furthermore, BWSC is involved in projects for selected renewables and waste-to-energy technologies. The company’s experience and expertise ranges from every aspect of plant design to rehabilitation, operation, maintenance, and financing.

Within three decades, BWSC has supplied more than 154 diesel power plants to 48 countries, with a total generating capacity in excess of 2,300 MW. In addition to turnkey power plants, BWSC’s product range includes transmission lines, distribution systems, generation services, and power plant rehabilitation. Furthermore, BWSC has entered into long-term technical support agreements (TSA) and O&M agreements covering a total plant capacity in excess of 1,500 MW

BWSC had 435 full-time employees and a turnover of DKr 886 million in 2007.

## **About IFS**

IFS is a public company (OMX STO: IFS) founded in 1983 that develops, supplies, and implements IFS Applications™, a fully-integrated, component-based extended ERP suite built on SOA technology. The company has more than 2,000 customers in 54 countries and focuses on seven main industries: aerospace & defense, utilities & telecom, manufacturing, process industries, automotive, retail &

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wholesale distribution, and construction contracting & service management. IFS has 2,600 employees and net revenue in 2007 was SKr 2.4 billion.

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## ***Carbon Motors Selects Dassault Systèmes as its PLM Solutions Partner***

1 July 2008

Dassault Systèmes ([DS](#)) announced that it has been chosen by Carbon Motors as its 3D PLM solutions partner. Carbon Motors is a new American automaker that has conceived the E7—the world’s first purpose-built law enforcement patrol vehicle developed specifically for the needs of traffic, patrol and surveillance operations. The E7 is designed from the ground up by automotive engineers, in conjunction with law enforcement personnel, to serve as a performance tool for patrol and response operations.

“We are pleased to have Dassault Systèmes join us as a partner in this unique endeavor,” remarked William Santana Li, chairman and CEO, Carbon Motors Corporation. “In order to produce a vehicle that meets the extensive requirements that law enforcement seeks, we need the advantages offered by the Dassault Systèmes cross-functional 3D PLM solutions set. Dassault Systèmes’ PLM solutions will be a powerful enabler and catalyst for our organization.”

While the nation’s other first responders and public servants drive vehicles designed specifically for their needs, the 800,000 law enforcement first responders drive lightly-modified retail passenger cars that are not designed to handle the rigorous, round-the-clock demands of law enforcement. Research has shown that the law enforcement community is interested in a more reliable, high-performance vehicle that can enhance operations and provide a higher level of officer protection, which translates into a greater level of public safety. The E7 is designed to meet the needs of today’s officer.

“Carbon Motor’s business and product proposition is tremendously compelling and our portfolio of integrated products will aid in quickly bringing the E7 to market,” said Lou Pascarella, vice president, strategic automotive initiatives, Dassault Systèmes. “As a new enterprise, Carbon Motors will easily take full advantage of a PLM strategy and technologies.”

The Dassault Systèmes PLM platform will play a significant factor in Carbon Motors’ success. CATIA PLM Express will enable Carbon to enhance the design of its product in a virtual environment. ENOVIA will ensure a flexible collaborative environment for managing Carbon’s product development processes, leveraging intellectual assets and industry best practices in order to bring products to market faster, with better quality, from conception to end-of-life. Dassault Systèmes new 3DLive interface will help [Carbon Motors](#) communicate across the enterprise by providing easy to use search, navigation, and collaboration capabilities that provide a real-time snapshot of product status.

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## ***Infor Streamlines Collection Design Processes for Celio***

June 30, 2008

[Infor](#) today announced that Celio, the high street fashion house, has deployed its Product Lifecycle Management (PLM) solution to streamline the development cycle of new product launches.

The implementation of Infor PLM Runtime will help increase productivity and speed-to-market at all stages of garment design for annual collections, in addition to regular new product introductions

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throughout the year.

“The project commenced late 2006 following our design department’s desire to streamline the new product development process. We wanted the company’s departments, suppliers and subcontractors to share and maintain information at all stages of the design process within a single product data management (PDM) database,” explains Francois Messenger, director of organization & information systems at the Celio Group.

“After conducting extensive research on potential vendors and then holding user trials, Infor’s PLM solution was selected in Q1 2007. It was integral that we could deploy a comprehensive, standard version of the solution immediately without the need for bespoke developments.

“Infor PLM Runtime has already helped us adapt our working processes to become more collaborative and transparent in the way we work both internally, and with members of our extended supply chain. All of our designers now have secure access to the PDM database. This provides a single data source for drawings, forms, schedules and technical change orders. In addition to generating time and cost savings, the PLM system plays a vital role in terms of improving quality and speed-to-market by creating new products right first time, without expensive design faults.”

The solution has now been rolled-out across Celio’s different product groups. The fashion house has recently commenced working with Infor on a new project to develop and automate system interfaces. This will provide better visibility by linking Infor PLM Runtime with Celio’s incumbent systems for enterprise resource planning and supply chain management.

“In addition to the technical specifications of the PLM solution, Infor’s deep domain expertise within the fashion industry has also proved crucial to the success of these projects,” Messenger concluded.

For more information about Infor PLM Runtime, please visit [http://www.infor.com/product\\_summary/plm/runtime/](http://www.infor.com/product_summary/plm/runtime/).

## About Celio

Founded in 1985, Celio has risen to become a leading brand in the men’s ready to wear fashion market. The brand is represented in more than 40 countries with over 600 points of sale across the globe. A specialist in sports and casual wear, the Celio brand offers masculine yet relaxed fashion together with its new city-wear range, Celio Club. Its refined and discrete style places an emphasis on quality, colour variety and cut.

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## ***MSC.Software Accelerates Engineering Simulation in Leading Power Management Company, Delta Electronics***

June 30 2008

[MSC](#), the leading global provider of enterprise simulation solutions, including simulation software and services, today announced that the world’s largest provider of switching power supplies and brushless fans, [Delta Electronics, Inc.](#) has adopted MSC.Software’s SimXpert solution to accelerate their engineering simulation initiatives.

"Leading companies are migrating to a new generation of technology. Delta Electronics with a strong presence on the international stage is always on the forefront of new business and engineering technology. This relish for innovation is matched with a tremendously talented, forward-looking team

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that embraces new initiatives," said David Yuen, Vice President, MSC.Software Asia Pacific.

"Delta Electronics is on the cutting-edge of innovation as we break new ground and provide customers with cost-effective and reliable products. Our R&D teams not only continue to research and develop Drive, Motion, and Control products for industrial automation applications, but they have also been focusing on the Automotive Electronics field in recent years. With MSC.Software, we can take our already world-class R&D and service capabilities even further. We believe this partnership will help us achieve more effective reliability analysis in the process of product design, as well as allow us to provide our customers with better quality products and higher-value service," said Gavin Chang, Manager of AC Motor Drive, Industrial Automation BU of Delta Electronics.

"Delta Electronics was recently chosen as one of Forbes Asia's "Fabulous 50" companies. As we continue to develop our relationship, we look forward to helping them innovate and speed time-to-market for their customers," said Freeman Lin, Country Manager, MSC.Software Taiwan.

## About Delta Group

Delta Group is the world's largest provider of switching power supplies and brushless fans, as well as a major source for power management solutions, components, visual displays, industrial automation, networking products, and renewable energy solutions. Established in 1971, Delta Group has sales offices worldwide and manufacturing plants in Taiwan, China, Thailand, Japan, Mexico, India and Europe. As a global leader in power electronics, Delta's mission is, "To provide innovative, clean and efficient energy solutions for a better tomorrow." Delta is committed to environmental protection and has implemented green, lead-free production and recycling and waste management programs for many years. More information about Delta Group can be found at [www.deltaww.com](http://www.deltaww.com).

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## ***SyCSA Increases Production 200 Percent by Embracing 3D Design Technology***

June 30, 2008

[Silos y Camiones, S.A.](#) (SyCSA), a leading maker of transportation and storage systems for a variety of bulk materials, today announced that [SolidWorks®](#) 3D CAD software has helped it cut development time in half and double production capacity, dramatically improving its market share.

SyCSA, headquartered in Mexico, can now also guarantee the quality of its products, enabling clients to do the same for their customers, whether they transport flour, pellets for the plastic industry, or any material that requires temperature and moisture control. Having embraced 3D design with the purchase of SolidWorks software, SyCSA designs all of its products with SolidWorks, including the bolted silo, which is assembled at client sites, and the single-section welded silo.

"By optimizing design and production with SolidWorks software, we have improved our business performance and, by extension, have helped make our country's food, plastics, and construction industries more competitive," said Romualdo Tellería Beltrán, CEO of Silos y Camiones.

SyCSA serves 60 percent of its market and has recently increased exports by approximately 25 percent, to countries like Peru, Argentina, Colombia, Ecuador, El Salvador, Guatemala, Brazil, and the US. "3D technology has been instrumental in achieving this position, in many instances enabling us to close sales by taking clients on a virtual trip through the transportation and storage systems we offer," said Carlos Hernández, the company's director of automation. "This way, our products' benefits come alive."

## The Road to the 3D Era

SyCSA reports that it has dramatically reduced the time it takes to design a 24-meter-tall silo, which supports up to 90 tons of contents. Design time for the silo used to take 10 hours but now takes three hours – or only half an hour when SyCSA can reuse design information. Designs are more accurate now that the company is designing in 3D, and errors are easy to see.

The company's directors chose SolidWorks over other 3D CAD products with improvements like these in mind. In addition to 3D visualization capabilities, SolidWorks offers SyCSA seamless interoperability: it is the software of choice of a key supplier and many designers in the workforce. Ease of use was another deciding factor. Designers are productive within three months, benefitting in part from the training provided by SolidWorks distributor [Diseño y Manufactura Digital](#) (DMD).

## In the Three-Dimensional Phase

SyCSA is also using the PDMWorks® data management system to control design file versions, eliminate costly duplication, and collaborate more effectively. With SolidWorks' COSMOS® design validation software, SyCSA has reduced material usage by 30 percent without sacrificing quality. This reduction saves money and lessens the toll on natural resources.

“In short, SolidWorks allows us a more complete, sustainable, agile design, free of hidden flaws, without the need to develop prototypes,” said Hernández. “The result is measurable product improvement, return on investment, and customer satisfaction.”

The next step for SyCSA is using Visual Basic® software to create an application that will generate detailed customer estimates from proposed designs.

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## ***Variation Reduction Solutions, Inc. Selects Dassault Systèmes' DELMIA Robotics for F-35 JSF Project***

July 2, 2008

[Dassault Systèmes](#), a world leader in 3D and Product Lifecycle Management (PLM), announced today that [Variation Reduction Solutions, Inc. \(VRSI\)](#) has selected DELMIA robotics solution for use in the Air Force Research Laboratory (AFRL) Guided Robots and Robotic Applications in Confined Spaces project. VRSI has received an AFRL Small Business Innovative Research grant to develop a vision-guided automated solution for drilling inlet ducts in the F-35 Lightning II Joint Strike Fighter (JSF) center fuselage, being manufactured by Northrop Grumman Corporation.

Currently, the air inlet duct is integrated with the fuselage by attaching aluminum frames to the composite duct via mechanical fasteners. Each duct is about nine feet long, yet only 20 inches in internal diameter. Despite the ergonomically challenging space constraints, the operation is done manually and requires the drilling and countersinking of 800 holes per duct.

“The DELMIA robotics simulation solution will allow us to produce feasibility studies to determine how many of the holes the robot arm can reach,” said Brett Bordyn, director of technical development, VRSI. “Without this simulation tool, we would not be able to properly configure and program a robot to handle such a difficult process.”

Bordyn explained that each of the 800 drilling points has a unique safe-radius area and that the DELMIA solution allows VRSI to create multiple collision and near-miss queues to ensure collision free

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robot trajectories within the confined duct space. It is expected that the automated drilling solution will reduce the frame attachment process flow time by 50 percent.

Working with [TechniGraphics](#), a global PLM services provider and a DELMIA channel partner, VRSI selected the DELMIA robotics solution for its cable simulation, GSL script language, and offline programming capabilities, which save significant production floor programming time. DELMIA has also been contracted to provide the necessary on-site training.

“We are excited to be a part of the Joint Strike Fighter program,” said James Cleveland, vice president and general manager of PLM at TechniGraphics. “Driving innovation in the aerospace industry through PLM solutions is one of the hallmarks of our partnership with Dassault Systemes. We support their cutting-edge software and by performing legacy CAD conversions, our customers can utilize their entire engineering repository within modern design environments.”

The prototype system, expected to be delivered mid-2008, will rely upon a vision-guided Fanuc Series 2000/125L robot to enter the narrow duct opening. A laser tracking system will then help locate the correct positioning within a very narrow tolerance of each hole in order to perform the robotic drilling operation. A laser inspection process is then performed to evaluate the quality of each hole.

Over the following year, the prototype will then be developed into a production inlet duct robotic drilling system. It is anticipated to receive shop floor certification in the summer of 2009 and be complete by end of 2009 for use in the aircraft build.

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## ***VRSI to Use DELMIA Robotics for F-35 JSF Project***

July 1, 2008

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## ***ZTE Improves Documentation Management and Publishing with PTC® Arbortext® Content Publishing Solution***

June 30, 2008

[PTC](#), The Product Development Company®, today announced that [ZTE Corporation](#), a leading global provider of telecommunications equipment and network solutions, has successfully implemented Arbortext®, PTC’s dynamic publishing solution across its organization. Arbortext will help ZTE improve and personalize its product documentation, editing and publishing process. Arbortext will allow ZTE - one of the fastest growing telecom equipment providers worldwide - to further meet market requirements and continue to provide innovative products and technologies.

China's rapidly expanding global economy brings both opportunities and challenges for Chinese telecom manufacturers. In order to compete in today's business environment and become an international manufacturing center with world-class brands, ZTE focuses on independent innovation. Independent innovation is a Chinese government launched campaign to create higher value-added home-grown products, services, and technologies. ZTE is also highly committed to research and development, with 78% of the company's workforce dedicated to R&D initiatives and around 10% of annual revenues channeled to this field. Furthermore, ZTE has set up 16 R&D centers and institutes across the U.S., India, and Sweden, demonstrating its leading role in the global telecom equipment market.

ZTE has used PTC's Pro/ENGINEER® and Windchill® Product Lifecycle Management (PLM) software since 1998 to improve design and collaboration efficiencies. After their product design process had been greatly enhanced, ZTE encountered new problems around product documentation management. Even though ZTE has 200 document engineers responsible for product documentation, it struggled with creating timely manufacturing development documents and with providing customers with up-to-date, personalized product usage instructions. Also, ZTE was unable to properly leverage a large amount of its historical documentation because its legacy system made it difficult to identify and retrieve data and because ZTE had a manual process for updating product documents. Even though ZTE dedicated a significant effort to update product documents, all these problems still impacted customer

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satisfaction and new product time-to-market.

Ultimately, ZTE realized that a complete product document management system could help to solve these problems. After a thorough analysis of offerings in the market, ZTE again selected to work with PTC to implement PTC's dynamic publishing solutions, including Arbortext Editor™, Arbortext Styler™, Arbortext Architect™, Arbortext Publish Engine™ and Arbortext Content Manager™. In addition to enabling ZTE to move its product document publishing processes from a desktop operating system to PTC's dynamic publishing solution, Arbortext solutions also help ZTE meet its requirements for document content management and modification, ensuring that all publishing content comes from only one, reliable data source. By implementing PTC solutions, ZTE has increased the efficiency of its product document engineers, and is able to ensure that all data sources can be entered and modified simultaneously by multiple people. This has improved the document publishing process, increasing the consistency between document quality and document publication. Moreover, Arbortext solutions have enabled ZTE to automate publications' formatting and sending process, significantly improving the update speed of the product data documents and publications.

“We selected Arbortext Dynamic Publishing solutions to help us to reduce and even eliminate the product document management gap between us and large-scale, international leading companies like Nokia and Nortel,” said Chen Jian Zhou, Dean of ZTE University. “The addition of Arbortext to our existing implementation of PTC products, creates a single system for product development that is able to provide ZTE with the highest levels of efficiency and reuse and ultimately a distinct advantage over our competitors.”

“PTC solutions for dynamic publishing are designed for enterprise document management and publishing. In addition to improving the existing document generation processes, including technological documentation processes, modification processes and organization building processes, these solutions also enable the availability of enterprise requirements, process management, dynamic publishing and planning systems, to maximize document value by creating documents in the form of XML,” said Chad Hawkinson, vice president of vertical market strategy, PTC. “PTC is very pleased to provide services for a leading global provider of telecommunications equipment and network solutions like ZTE, and we look forward to remaining a long-term strategic partner with ZTE.”

## **About ZTE**

Founded in 1985, ZTE has been traded in Shenzhen Stock Exchange since 1997. In December 2004, as the first China mainland enterprise, ZTE was successfully listed on the Main Board of the Stock Exchange in Hong Kong. According to Hong Kong accounting regulations, in 2007 ZTE achieved operating revenue of 34 billion yuan, 57.8% of it from overseas markets. With strong business performance in the global market, ZTE was the only Chinese telecoms manufacturer being awarded China's Top 10 overseas-listed companies by U.S. Business Week. As a leading global provider of telecommunications equipment and network solutions, ZTE is one of the fastest growing companies of communication solutions in recent years. For more information on ZTE, please visit <http://www.zte.com.cn>.

## **About PTC® Solutions for Dynamic Publishing**

PTC solutions for dynamic publishing enable companies to automate the assembly and publishing of product or service information in multiple languages and formats. These solutions are made up of the Arbortext product family and are used by 30% of Fortune 500 companies in the manufacturing, life sciences, publishing, government, insurance and financial services industries.

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## Industry-Wide News

### ***EDA Consortium Reports Industry Revenue Down Slightly in First Quarter 2008***

3 July 2008

The EDA Consortium (EDAC) Market Statistics Service (MSS) announced that the electronic design automation (EDA) industry revenue for Q1 2008 declined 1.2 percent to \$1350.7 million compared to \$1366.8 million in Q1 2007. The four-quarter average growth rate, which compares the most recent four quarters to the same four quarters in the prior year, was up 5.9 percent.

“Weakness in the large EDA companies was partly offset by strength in startups, with resulting numbers that were slightly down year over year,” said Walden C. Rhines, EDAC chair and Mentor Graphics CEO and chairman. “Main areas of strength were in leading-edge technologies such as electronic system level design, design for manufacturing, design for test, IC layout verification, IC/ASIC power analysis, and RF/ mixed-signal design.”

Companies that were tracked employed 27,329 professionals in Q1 2008, up 5.8 percent from the 25,820 employed in Q1 2007.

#### **Revenue by Product Category**

EDA’s largest category, Computer Aided Engineering (CAE), generated revenue of \$535.4 million in Q1 2008, representing a 2.7 percent increase over the same period in 2007. The four quarter moving average CAE growth rate was 10.6 percent.

For IC Physical Design & Verification, the next largest category, revenue decreased to \$325 million in Q1 2008, a 9.1 percent decrease compared to Q1 2007. The four quarter moving average growth rate increased 6.7 percent for IC Physical Design & Verification.

Printed Circuit Board and Multi-Chip Module (PCB & MCM) revenue decreased 1.4 percent over Q1 2007 to \$131.1 million. The four quarter moving average growth rate for PCB & MCM showed a 4.7 percent decrease.

Semiconductor Intellectual Property (SIP) revenue totaled \$271.4 million in Q1 2008, a 1.7 percent increase over Q1 2007. The four quarter moving average growth rate for SIP was 1.2 percent.

Services revenue was \$87.8 million in Q1 2008, down 0.8 percent from Q1 2007. The four quarter moving average growth rate for services was 6.0 percent.

#### **Revenue by Consuming Region**

North America, EDA’s largest region, purchased \$565.1 million of EDA products and services in Q1 2008, which represents an 8.2 percent decrease compared to Q1 2007. The four quarter moving average growth rate was down slightly by 0.8 percent for North America.

Western Europe revenue was up 13.5 percent in Q1 2008 compared to Q1 2007, with revenues of \$268.7 million. The four quarter moving average growth for Western Europe was 11.2 percent.

Q1 2008 revenue from Japan increased 2.4 percent to \$327.1 million compared to Q1 2007. The four quarter moving average increase was 7.9 percent for Japan.

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Rest-of-World (ROW) decreased to \$189.8 million in Q1 2008, a 2.5 percent decrease compared to the same quarter in 2007. The four quarter moving average growth was positive at 19.9 percent.

## About the MSS Report

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

## About the EDA Consortium

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

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## Product News

### *Agilent Technologies Introduces Most Reliable Link Test Solution for OBSAI Standard Interconnects*

July 1, 2008

[Agilent Technologies Inc.](#) today announced a complete link test solution for Open Base Station Architecture Initiative (OBSAI) interconnects, supporting Reference Point 3, RP3-01, Reference Point 1, and Ethernet Interfaces used between the BaseBand subsystem and Radiohead subsystems within a base station architecture. This is the most reliable link test solution for OBSAI interconnects. It accelerates hardware and software debug, and reduces interoperability testing time, enabling earlier availability of OBSAI-based systems in the market.

The emergence of standard high-speed electrical and optical, protocol-based interconnects between subsystems in base stations is driving changes in the debug and test methodologies; interoperability and robust testing are becoming increasingly important. In addition, as all subsystems may not be present during the test time, it becomes crucial to emulate missing devices to ensure proper operation of the device under test.

Agilent's test platform provides multichannel stimulus and real-time analysis capabilities with frame decoding for extensive link layer test. These capabilities accelerate development by providing bit-level to frame-level functionality, hierarchical protocol display and automated tools for test-vector generation that allow users to efficiently emulate, troubleshoot and verify designs.

Because reliability is essential for base stations, it is critical to validate the performance of each subsystem with test equipment that has a high level of reliability. To maximize the accuracy and dependability of the measurement results, Agilent has performed intensive subsystem validation in addition to working closely with the key equipment manufacturers in the marketplace. The Agilent base

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station link test module provides deterministic error injection capabilities on multiple channels combined with error-triggering and error-occurrence counting reports.

Since OBSAI architectures are modular and scalable, one of the key requirements for the test environment is to offer the same degree of scalability. Thanks to the modular architecture of the Agilent platform, the test environment can be extended to fit exactly with the subsystem's test needs. Moreover, the logic analyzer-based software environment helps each user customize the views according to his or her own test needs.

"The introduction of this solution illustrates Agilent's commitment to use its expertise in logic, serial protocol and network test to help our customers transform mobile device architectures to digital technologies with a new set of tools that are well integrated into the wireless use model," said Sigi Gross, vice president and general manager of Agilent's Digital Test Division.

## U.S. Pricing and Availability

The Agilent N5341A base station link test module and N5340A base station test module extension are available now. Pricing for the N5341A starts at \$80,000 The N5340A starts at \$30,000.

Information about Agilent's OBSAI test solutions is available at [www.agilent.com/find/obsai](http://www.agilent.com/find/obsai). Product photos are available at [www.agilent.com/find/obsai\\_images](http://www.agilent.com/find/obsai_images).

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## *Dassault Systèmes Spins Off its French PLM Sales Division “DSF” to Keonys*

2 July 2008

Dassault Systèmes ([DS](#)) announced that it is spinning off Dassault Systèmes Solutions France (DSF), its PLM sales division dedicated primarily to small and medium businesses in France, Belgium and Luxembourg, to Keonys. This new independent company is a DS Value Added Reseller (VAR). In line with Dassault Systèmes' plan launched in 2006 to build a powerful PLM indirect sales channel, the creation of Keonys reinforces Dassault Systèmes' network of PLM resellers in more than 60 countries.

"I'm delighted to welcome Keonys into our PLM Value Channel. This spun-off entity brings with it an impressive track-record supporting a large customer base," says Etienne Droit, executive vice president of Dassault Systèmes' PLM Sales & Distribution. "We are confident about Keonys' future. This new company is composed of PLM industry experts. Their experience and knowledge, in addition to the agility due to its size, will allow Keonys to swiftly bring strategic value to its new and existing customers, ultimately helping them to become more competitive with PLM."

The Keonys team represents 120 professionals dedicated in France, Belgium and Luxembourg to PLM sales, deployment, customization and support focused on small to medium businesses in Dassault Systèmes' 11 targeted sectors. Jean-Yves Yung, Keonys' founder and president comments, "Keonys is DSF. We're the same people with the same experience and expertise; however being independent increases our agility so that we may provide an even higher level of service to clients."

Dassault Systèmes and Keonys have signed a General VAR Agreement establishing Keonys as a VAR able to sell CATIA, DELMIA, ENOVIA and 3DVIA in France, Belgium and Luxembourg. Keonys is also very motivated to be one of the VARs enabling PLM 2.0 with V6.

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## ***Enable Compliance with printLogic 5.6 Dassault Enovia MatrixOne Batch Printing Integration***

3 July 2008

Coastal Logic, Inc. announced the immediate availability of printLogic 5.6.

printLogic, Coastal Logic's server-based web integration, allows users to batch print over 450 files directly from their Enovia databases, without using the native application to first open or view them. Printed files can be automatically stamped with metadata based on multiple stamp templates created by the Matrix Administrator. Using Coastal Logic's simple point-n-click interface, administrators control all printing and metadata stamping. Because printLogic removes all stamping control from the user and gives it completely to the administrator, printLogic is a powerful tool in enabling organizations to comply with Government standards and Regulatory agencies.

A sampling of features in printLogic 5.6:

- Intuitive User interface with four methods of printing files from within the database
- FCS multi-site installations via Site definitions in Enovia Matrix
- Multiple Stamp Templates that are automatically applied at print time based on Type, State, or Format
- Role and Group based permissions to control users' printing options
- Schema Traversal, which automatically locates and includes related files
- CSV Print Method that allows users to upload comma-separated files containing a batch list
- AutoSize printing option, which automatically determines the best size paper from the selected printer
- Zip batch function - Users are emailed a hyperlink to retrieve their zip file from a network folder

Coming Soon – Dassault Systèmes V6 PLM 2.0 versions of printLogic and Coastal Logic's PDF rendering solution, convertLogic. Both products currently support the latest version of MatrixOne, 10.8.

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## ***FISHER/UNITECH Introduces Direct Recruiting and Placement Services for the Technology Business Sector***

June 30, 2008

[FISHER/UNITECH](#), a leading engineering technologies firm serving the Midwest, announced today new value-added services for engineering and information technology (IT) staffing. The company aims to become a strategic asset and partner to clients in optimizing their human resource (HR) functions through supplemental staffing to increase productivity and reduce costs. FISHER/UNITECH has appointed Bill Lawson, a recruitment professional with 15 years placement experience serving companies such as Visteon, DaimlerChrysler, General Motors, EDS, and Ford, as Human Resources Manager.

From senior executives to accomplished technical professionals and expert managers, the company's placement team serves the technology-intensive engineering, design and manufacturing markets. Placement services range from job description to verification including locating candidates, applicant screening, preparing interviews, facilitating negotiations and verifying credentials. FISHER/UNITECH, a product lifecycle management (PLM) provider focused on SolidWorks® 3D mechanical design software implementation, maintains a highly skilled candidate pool through interactions with its nearly

3,000 company client database.

FISHER/UNITECH will focus on providing candidates with solid experience in the areas of application design, development and support, PLM consulting, design, mechanical and manufacturing engineering, application architecture, IT consulting, systems integration, and more. As labor markets become more and more competitive, outsourcing the recruitment process is an ideal way to extend an existing workforce to compensate for peak loads, special projects, replacements and head counts without taking the focus off core business issues.

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## ***Geometric and Wonderware Partner to Deliver Manufacturing Solutions***

2 July 2008

Geometric Limited announced a strategic partnership with the Wonderware business unit of Invensys. Through this agreement, Geometric will work with Wonderware as both an Endorsed Systems Integrator and as an Endorsed Industry Solutions Provider. As a Wonderware Endorsed Systems Integrator, Geometric will implement selected manufacturing solution projects as part of Wonderware-managed, solutions delivery teams. As a Wonderware Endorsed Industry Solutions Partner, Geometric will create and support industry-specific applications that add value on top of Wonderware System Platform, MES and EMI offerings. In order to accomplish these partnership goals, Geometric will leverage its experience and large asset base in product engineering, digital manufacturing and enterprise interoperability technologies.

With the additional capabilities gained from the partnership with Wonderware, Geometric will be able to offer a comprehensive portfolio of services and solutions across the product engineering and manufacturing lifecycle including product design for manufacturability, manufacturing process planning, simulation & optimization, manufacturing execution & control, plant asset management and operational intelligence, in addition to its established offerings in the product lifecycle management (PLM) arena.

Jason Dietrich, Wonderware Vice President of MES Business Development and Solutions Delivery said, “This partnership with Geometric will deliver significant benefits to Wonderware customers. We’ll leverage Geometric’s global delivery capability, existing Wonderware channels, and our combined teams’ strong domain knowledge to accelerate solutions deployment for customers that want Wonderware to take on full solutions responsibility.”

“The relationship with [Wonderware](#) provides us an excellent opportunity to work closely with the existing Wonderware Distribution and SI channels, and to deliver a global services advantage to Wonderware customers worldwide,” said Kamal Ajitsaria, Practice Head of Manufacturing IT at Geometric Limited. “Our team is able to provide many advanced solutions that bring together our joint capabilities in MES, PLM, and ERP integration”, he added.

[Geometric](#) helps customers achieve their business goals by leveraging technology to deliver better efficiencies in product realization. Its Manufacturing IT Practice was created in early 2007 with a mandate to address the need of customers requiring a single vendor across manufacturing engineering and operations management.

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## ***Intergraph® SmartPlant® Instrumentation and PAS Integrity/DOC4000 Products to be Integrated***

4 June 2008

[Intergraph®](#) will integrate its SmartPlant® Enterprise plant configuration solution, SmartPlant Instrumentation, with the PAS Integrity/DOC4000 product family to provide plant owners with a consolidated view of their control infrastructure for improved operations management.

The consolidated, up-to-date view of the plant's control infrastructure – from instrument to advanced control scheme – will give process industry users the ability to:

- make faster and better-informed decisions based on a single view of the plant infrastructure
- keep engineering data synchronized with changes to control system configurations
- navigate multi-system configurations for troubleshooting or optimization of the real-time controls
- reduce costs by automating creation of consolidated loop sheets and other documentation.

In addition, engineering, procurement and construction (EPC) companies and new customer locations benefit from shortened SmartPlant Instrumentation set-up time with the new ability to "reverse-load" instrumentation data from existing control systems via PAS' Integrity, the precursor to DOC 4000.

The plant configuration solution of SmartPlant Enterprise, an open engineering design and data management software suite, helps users better manage and store instrumentation and control data. The PAS DOC4000 product family is a configuration management solution that logs and reports all changes to the real-time infrastructure used to maintain and operate plants for optimal performance and safety of operations. Changes are presented automatically and securely, via intuitive Web-based views. DOC4000 provides up-to-date loop diagrams and data flow maps on which operations, maintenance and safety personnel can rely.

"The integration of SmartPlant Instrumentation and DOC4000 will provide plant owners and EPC customers with a complete picture of plant dynamics to make better operational decisions," said Eddie Habibi, [PAS](#) founder and chief executive officer. "As a result, plant operators will lower their operational risks, reduce production interrupts and increase plant safety."

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## ***Pilgrim Software Introduces SmartEngineer™, a Document Management Solution for Engineering and Quality Collaboration***

1 July 2008

[Pilgrim Software, Inc.](#) announced the availability of its SmartEngineer™ technology, an optional solution designed to integrate Engineering with Quality, Change Management and Compliance. SmartEngineer™ technology enables companies to manage 3-D and 2-D CAD models within Pilgrim's Document Management solution.

Traditional CAD programs do not comprehensively integrate with an overall quality and compliance management system, so engineers are left with managing and leaving a company's key IP on their private computer, making it difficult to track changes or share information. The result is exposure to regulatory risk for design controls and decreased efficiency, countless revisions, and increased expenses. Pilgrim is introducing SmartEngineer to integrate document management capabilities with CAD models of PTC PRO/E®.

# CIMdata PLM Industry Summary

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“Quality is paramount in all regulated industries, but Quality by Design is starting the product process smart,” said Atulya Risal, Chief Technology Officer for Pilgrim Software. “For companies that do not engage Product Lifecycle/Data Management (PLM/PDM) systems, managing daily product engineering designs, from initial concept through review, to design transfer and usage by operations and supply chain, can be a daunting task. With SmartEngineer, an organization will have version control for all its engineering drawings in a centralized repository that can include all related product, process and quality documentation.”

By providing easy access to drawings and specifications, cross-functional barriers will reduce the overall design approval and transfer cycle, and eliminate costly "over-the-wall" syndrome between Engineering and Manufacturing. In addition, Quality and Manufacturing can more easily access, reference or even make change requests back to Engineering in response to defects, complaints, corrective actions or other design change considerations such as improved manufacturability.

“With SmartEngineer, organizations now have a single organization-wide solution for all their document management needs whether for quality, manufacturing, operational or engineering documents,” Risal said. “All parts of the organization and management can easily stay abreast of changes, escalations and action items, making it easier to manage new product innovation across the product value chain, minimize design issues, and expedite the time to market.”

SmartEngineer is sold as an add-on solution to Pilgrim’s Document Management solution.

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## ***Store Construction Module Provides SaaS Project Management Tool for Retailers***

July 1, 2008

In its 10th year of serving retailers around the world, [ecVision](#) still continues to roll-out new functionality that enhances its flagship product, XpressCommerce®. Dovetailing the benefits found in the Framework of the core product, a product lifecycle management and supply chain that enables greater collaboration and visibility between retailers and trading partners, the Store Construction module provides project management functionality to retail and franchise operations teams.

ecVision's Store Construction module addresses all of the challenges these enterprises are faced with, enabling them to streamline and refine the business processes of store construction projects starting with site development to grand opening. It helps companies reduce the time and cost it takes to open, renovate, or close stores, by improving the overall execution of the projects. Specifically, this product is a central, Web-based resource for all project information and communications. Licensed as a SaaS (Software as a Service) solution, the Store Construction module can be quickly implemented with little involvement of IT resources.

"This comprehensive offering is another example of how ecVision continues to deliver on its customer-focused strategy by providing the most complete, scalable suite of offerings tailored for the retail industry," said Cheryl Layne, VP of Products and Solutions for ecVision. "Each year, retailers painstakingly struggle through hundreds of discrete tasks to get their stores up and running. This module equips organizations with a single system to define and manage all tasks, issues, and documents for all store construction processes. This brings a level of visibility that enables the entire user community to see relevant information and provides management insight across the entire project."

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