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***Happy Holidays and Best Wishes for the New Year***

Our next issue of the CIMdata PLM Late-Breaking News will be published on Friday, January 2, 2009. Any PLM industry news that occurs after today will be included in that issue.

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## Acquisitions

### ***Autodesk Completes Acquisition of iLogic Technology***

22 December 2008

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Autodesk, Inc. has completed the acquisition of iLogic software and related technology from Canada-based Logimetrix, Inc.

[Autodesk](#) announced its intent to acquire the iLogic desktop design automation technology on December 2, 2008. Terms were not disclosed.

The acquisition supports Autodesk's commitment to providing a comprehensive Digital Prototyping solution to manufacturers of all sizes, giving them the ability to design, visualize and simulate their products before they are built, reducing the reliance on constructing multiple physical prototypes. The addition of the iLogic technology will strengthen the Autodesk solution for Digital Prototyping by bringing user-friendly tools for rules-based design and automation to mainstream manufacturers.

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## ***Autodesk Completes Acquisition of BIMWorld Assets***

22 December 2008

[Autodesk, Inc.](#) announced that it has completed the acquisition of substantially all of the assets of BIMWorld, a privately-owned business specializing in the production and distribution of branded BIM content for building product manufacturers. The acquisition will enable Autodesk to accelerate engagement with building product manufacturers and expand the content available in Autodesk Seek, its online source for building product design information into which the BIMWorld business will be combined. Terms of the acquisition were not disclosed.

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## Company News

### ***Bentley Publishes Digital and Print Versions of 'The Year in Infrastructure 2008'***

23 December 2008

Bentley Systems, Incorporated announced that “The Year in Infrastructure 2008” is available in digital and print versions. This 192-page yearbook highlights the work of Bentley users improving the world’s infrastructure and the quality of life for us all. It features descriptions and color illustrations of the more than 250 project nominations recognized and 23 winners honored in the professional and academic portions of the 2008 Be Awards of Excellence competition. New this year are two categories – “Sustaining Our Society” and “Sustaining Our Environment” – that emphasize the world’s ever-increasing sustainability challenges.

Jay McGraw, group publisher, McGraw-Hill Construction, which sponsors the Be Awards of Excellence ceremony, said, “Bentley’s ‘Year in Infrastructure 2008’ is an exceptional, professionally crafted publication that focuses on exciting infrastructure projects in developed and developing economies. It is a must-read for the entire community of infrastructure professionals.”

CEO Greg Bentley added, “With our project yearbook, we proudly celebrate our users’ outstanding achievements in infrastructure design, engineering, construction, and operations. ‘The Year in Infrastructure 2008’ serves both to recognize projects nominated for Be Awards of Excellence and, increasingly, to share with those outside the infrastructure professions the excitement and inspiration we get – along with better-performing projects and infrastructure – from applying information technology

innovations in particular.”

Mr. Bentley continued, “An aspiration we have is to help recruit the next generation of infrastructure professionals among students who enjoy working creatively with computers and who want to be able to improve the world through their work. For this purpose, we widely distribute hundreds of thousands of infrastructure yearbooks and work hard to promote their circulation.”

To view “The Year in Infrastructure 2008” in a digital format, visit <http://www.bentley.com/YearInInfrastructure>. Searches can be conducted by year and/or through terms, titles, or keywords to find projects of special interest. To request print copies, contact [beawards@bentley.com](mailto:beawards@bentley.com). Please include your name, address, and quantity desired.

For information about how to enter projects for consideration in the 2009 Be Awards of Excellence competition, visit <http://www.bentley.com/BeAwards>.

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## ***Delcam Expands Les Technologies Dealership in Quebec***

23 December 2008

Delcam announced that it has expanded the range of its products that can be supplied by its representative in Quebec, Les Technologies CFAO. Les Tech, based in Sherbrooke, has been selling Delcam’s FeatureCAM feature-based CAM system in the region for 11 years and will now supply the complete line of Delcam’s design, manufacturing and inspection software.

Owners Michael Grenier and Fredric Nadeau said, “It is very exciting for us to be able to increase the products we can offer to our customers. Since the Delcam/FeatureCAM merger, we started to receive more calls and emails from prospects and customers looking for broader solutions. Being a full Delcam Sales Partner will open new doors and exciting new markets to us.”

Since last year, Les Tech has increased its sales by 30%. Adding more Delcam products, including ArtCAM, for decorative markets such as woodworking, and PowerMILL, for multi-axis programming, will help to increase its business even further. With the full Delcam portfolio, Les Tech is now equipped with a broad selection of CAM systems, including new products such as OrthoModel for the design and manufacture of orthotics and DentCAD/DentMILL for the dental industry.

“Aerospace is a major industry in Quebec. Many of the applications in this industry require complex machining strategies like simultaneous 5-axis. Adding PowerMILL will help us to offer solutions for companies searching for these more advanced strategies,” added Frederic. Les Tech will be adding more staff during 2009 to help increase the quality of support for its expanded range of products.

Mark Cadogan, VP sales at Delcam Canada commented, “The team at Les Tech has an excellent reputation for providing top level support to their existing FeatureCAM customers and I have no doubt that this will continue across all of our products. Delcam has grown its North American business dramatically over the past three years and the increased activity in Quebec will help to continue this growth.”

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## *ecVision® Continues to Grow in Product Offerings, Customer Base and Profitability*

22 December 2008

Ten years ago, ecVision started out as an EDI provider with roots in Hong Kong and China. Today it has grown into a full product lifecycle and supply chain software provider, primarily serving the apparel and footwear industry. From its US office in New Jersey, ecVision has engaged some of the biggest retailers and brand owners in the industry including Timberland, New Balance, JCPenney, Abercrombie & Fitch and Phillips Van-Heusen.

CXOs looking at solutions like ecVision should take note of its remarkable 5-year history of profitability as a testimony of its sustainable business model delivering valuable services to its customers, unlike those companies with a "growth at all costs" strategy that may lead to a collapse in any downturn.

ecVision's ability to deliver higher rewards to its customers by providing a rapid implementation of its solution, while still controlling costs for development and professional services, has been the catalyst for this long term success. "Profitability is important to sustain the company and continue our research & development efforts that eventually support our user community with enhanced product functionality and features," said CEO Thomas Ng. "In a challenging economy when most retailers are insisting that technology investments deliver ROI back to the organization quickly, we can point to the solution's capacity to improve productivity by 20% to 50%, reduce costs across all spend types, provide a system from strong supplier collaboration and visibility, and minimize risk by capturing actionable information and managing the supplier network."

Year after year, ecVision has added new product offerings that continue to attract retailers and brand owners as an integral part of their private label sourcing and supply chain management processes. ecVision's product, XpressCommerce®, is a web-based solution that connects retailers to their supplier network, and delivers the key functions of product lifecycle management (PLM) and supply chain execution (SCE) systems in a single solution. The key functionality in the system enables retailers to manage capacity and raw material reservations, global sourcing and costing negotiations, customer and purchase orders, track production and shipment milestones. The framework supporting this functionality includes strong collaboration, reporting and visibility tools to provide management teams with the ability to make proactive decisions about their product lifecycle and supply chain operation.

With XpressCommerce, retailers are able to be more flexible with changing consumer trends, increase margins, improve productivity of their global supply network, and deliver quality items to their customers.

Customer retention remains at 100% and in a recent poll, over 87% of its customers plan to add more functionality to their installations in 2009.

This year alone, ecVision has shown its place in the PLM/SCM space with new customer acquisitions bringing online hundreds of new users. Two major product releases have added business and infrastructure functionality that enhances the reporting capabilities and framework infrastructure for system efficiency and ease-of-use. Additionally, it developed and launched an open source framework platform that enables development teams in any industry to build and deploy Web applications with pre-built UI functionality for collaboration and visibility features.

In the coming year, ecVision will add functionality (new process modules including factory compliance audit and goods inspection), usability (user interface widgets and mobile extensions for wireless systems adapted from XpressRoad's development initiatives) and configurability (UI design and improved

configurability tools).

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## ***New COADE Case Study from Bilfinger Berger Services Discusses “Smart Plant” Project Cost Savings of 60% Using CADWorx***

22 December 2008

COADE announced the publication of a new Case Study from Bilfinger Berger Services (BBS) Pty Ltd of Australia on the firm’s design for the third phase in the Botany Port Terminal Expansions project for Vopak Terminals in Sydney, where they saw a project cost savings of 60% using the CADWorx Plant software suite from COADE.

This case features a project said to be one of the largest port undertakings in Australia in the last 30 years, with BBS providing the design, supply and installation of the Botany Terminal B3A expansion for five additional fuel storage tanks. Prior to this project, BBS had used a piping software that required heavy dependence upon experienced piping drafters. The company had recently lost some experienced drafters and was thus exposed to potential failure due to the program’s limitations. “By deciding to use CADWorx software, this saved us because it could be loaded and used easily by any of our piping design engineers,” explained Tony Fernandes, Chief Piping and Layout Engineer at BBS.

The case explains how CADWorx allowed BBS to successfully customize piping isometrics using Isogen, without the need for any manual input, hence eliminating checking. And, CADWorx Equipment, CADWorx Steel and CADWorx Plant tools helped BBS to prepare collaborative plant modules for easy internal reviews among the various disciplines and the client. “These modules were not only convenient to pass on information for civil and structural detail design but also to issue piping isometrics for shop fabrication and site installation,” explained Fernandes. “We could then issue bills of material for procurement as required, such as for field run piping.” And, by leveraging the CADWorx interface with CAESAR II for pipe stress analysis, BBS was able to perform pipe support modeling and detailing, develop piping arrangement drawings from the model and export piping model for stress analysis.

“For this Botany Port project, piping isometrics were issued two months ahead of schedule and project costs were reduced an estimated 60%, without any loss of accuracy,” Fernandes concluded. This and other Case Story articles can be found at <http://www.coade.com>.

### **About Bilfinger Berger Services**

Bilfinger Berger Services (BBS) Pty Ltd, Australia, is a specialized engineering and asset management contractor. Formed in 1975 with the merger of three construction companies, BBS has a history that dates back to 1880. Today, the company offers engineering, construction, operations, maintenance, asset management services, automation systems and electrical switchgear products for power, mining and minerals, chemical and process, telecommunications, oil and gas and other industries.

 [Click here to return to Contents](#) **plmteam Joins Aras Partner Program**

## ***plmteam Joins Aras Partner Program***

19 December 2008

[Aras®](#) announced that [plmteam GmbH](#), a leading provider of product lifecycle management solution strategy and deployment services for small and mid-sized enterprises, has joined the Aras Partner

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Program.

plmteam uses a focused approach to enterprise product lifecycle management [PLM] to deliver return on investment through technology for product development optimization. The experienced members of plmteam are product development engineering specialists with an extensive track record of successful PLM solution deployments throughout Europe.

“plmteam is pleased to become a partner in the Aras corporate community. The Aras enterprise open source model is a very innovative way to remove the inherent business risks of a PLM solution deployment,” said Manfred Boczanski, Managing Director for plmteam GmbH. “The easy to use Web browser screens are excellent for end users and the Aras PLM solution’s advanced Microsoft enterprise SOA technology is ideal for even the most complex configuration management scenarios. Aras provides companies of all sizes with real business benefits and clear technology advantages.”

“We welcome plmteam to the Aras partner program, and are glad that they have joined the growing Aras corporate community,” said Martin Allemann, Vice President EMEA for Aras. “Small and midsize enterprises throughout Europe that are interested in deploying the Aras solution will benefit from plmteam’s practical approach and expertise in product life cycle management solution implementation.”

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## ***Right Hemisphere Achieves Record Financial Results, Promotes Outstanding Contributors to Executive Team***

19 December 2008

After four quarters of well executed sales performance and customer solutions deployments, [Right Hemisphere®](#) announced the promotions of Todd Caponi to vice president of worldwide sales and George W. Earle to vice president of global enterprise services and solutions. Both Caponi and Earle will report to company CEO Michael Lynch.

Right Hemisphere is having an outstanding year. In fact, fiscal Q1 and Q2, which ended June and September 2008 respectively, represented a record number of bookings and averaged 200% year-over-year growth. In addition to strong financial results this year, the company's technology was licensed by SAP AG and integrated in the SAP® PLM 7.0 Solution, and by Corel Corporation for the Corel DESIGNER® Technical Suite X4 software. Right Hemisphere's enterprise services teams also helped manufacturers such as Bell Helicopter, Halliburton, and Joy Mining Machinery to implement successful technology deployments.

"Despite challenging economic conditions, Right Hemisphere has met or exceeded its financial objectives the last four consecutive quarters," said Right Hemisphere CEO Michael Lynch. "A big part of this success can be attributed directly back to Todd and George, who lead the sales and deployment efforts for our company."

Over the last 14 years in the industry, Caponi has earned a reputation for sales results, process discipline and organization. As vice president of worldwide sales and previously as director of sales operations, Caponi injected his highly disciplined and organized approach into Right Hemisphere with a new sales methodology and enablement process. Before joining Right Hemisphere in January of 2006, Caponi owned and operated a sales training organization in Chicago. Prior to that, he held various sales positions at SAP America, Inc., Computer Associates and Hyperion. Caponi holds a bachelor's degree in marketing from Indiana University and is currently a commissioner for the city of Glenview, IL.

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Right Hemisphere also promoted George W. Earle, formerly the director of worldwide enterprise services, to vice president of global enterprise services and solutions. With a consistent record of delivering visually intelligent enterprise collaboration solutions, and careful P&L management, Earle now leads Right Hemisphere's Enterprise Solutions Consulting, Technical Partner Management, Support and Education Services groups. These teams provide services to both billion-dollar, multi-national manufacturing corporations and startups. In Earle's 20-year background he established Blazent's Enterprise Software Services organization; was a founding architect at Chordiant; served as a vice president of engineering at a Physician ASP company; and held a variety of positions at Non-Stop Logistics, Trimble Navigation, and GTE Strategic Electronic Defense. He holds a bachelor's degree in electrical engineering and a minor in computer engineering from Northeastern University.

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## ***Siemens PLM Software Appoints Paul Vogel to Lead Global Sales and Services; Creates New Operating Structure in Europe, the Middle East and Africa***

22 December 2008

Siemens PLM Software announced the appointment of Paul Vogel, who was serving as Siemens PLM Software's senior vice president for Sales and Services for Europe, the Middle East and Africa (EMEA), as executive vice president for Global Sales and Services.

In this role, Vogel takes responsibility for sales, sales support and services delivery around the world and reports directly to Dr. Helmuth Ludwig, president of Siemens PLM Software. Vogel replaces John Graham, who left Siemens PLM Software to pursue other opportunities outside the company.

“Paul's appointment reflects two key points, Siemens PLM Software's consistently strong growth in EMEA under his leadership and his extensive experience in working closely with customers to help them meet the challenge of turning more ideas into successful products,” said Ludwig. “We look forward to continued success as Paul expands his scope to a global level.”

### **New EMEA Operating Structure**

Siemens PLM Software's new EMEA operating structure creates two sub-zones within EMEA operations, Germany and EMEA, to address the size and complexity of the business in the region and better equips the company for future growth.

As part of the new operating structure, Siemens PLM Software today announced it appointed Guy Langley to replace Vogel as senior vice president and managing director for EMEA and Martien Merks for the role of senior vice president for Germany, Siemens PLM Software's second largest operation globally. Langley and Merks are responsible for the strategy and continued growth of the EMEA zone and report directly to Vogel.

In addition, the company also announced Robin Hancock has been promoted to take over Langley's position to lead the UK operations and support the EMEA sales team.

“I am delighted Guy and Martien are joining the Global Sales and Services leadership team and to promote Robin, a great sales leader in the UK,” said Vogel. “They have proven to be of great value for our organization and have helped to push our business to a high level. I am confident they will help us prosper in their new roles.”

Vogel initially joined Siemens PLM Software in 2005 as senior vice president and managing director for

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EMEA. Prior to joining the organization, Vogel held a variety of senior leadership roles with Global Exchange Services (GXS), PeopleSoft in Europe and J.D. Edwards. This followed a career in sales and sales leadership roles at IBM. Vogel brings more than 20 years of international sales and general management experience in software and services from a wide range of industries. For full bio and photo please visit: [http://www.plm.automation.siemens.com/en\\_us/about\\_us/leadership/vogel\\_gss.shtml](http://www.plm.automation.siemens.com/en_us/about_us/leadership/vogel_gss.shtml).

Langley joined Siemens PLM Software in 2005 as VP Business Development, leading New Markets, Alliances, Velocity and the Centre of Excellence. A year later, he took over operational responsibility for the UK. Prior to joining the organization, Langley held a variety of senior leadership roles with PeopleSoft and J.D. Edwards. This followed a career in sales, marketing and engineering at IBM. For full bio and photo please visit:

[http://www.plm.automation.siemens.com/en\\_us/about\\_us/leadership/langley.shtml](http://www.plm.automation.siemens.com/en_us/about_us/leadership/langley.shtml).

For the last two years, Merks has worked as the country manager of Germany and prior to this he had five years as country manager for the Benelux region. His previous experience includes work in product development at Philips Electronics and Cap Gemini, where he was responsible for consulting activities in the product development division. For full bio and photo please visit:

[http://www.plm.automation.siemens.com/en\\_us/about\\_us/leadership/merks.shtml](http://www.plm.automation.siemens.com/en_us/about_us/leadership/merks.shtml)

Hancock joins the UK team with over 25 years experience in the software business, the last three of which have been running a New Markets initiative in EMEA. Prior to joining the company, Hancock took various sales positions within SAP, JD Edwards, PeopleSoft and Oracle, each of which established significant new revenue streams.

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## Events News

### ***Delcam India to Celebrate Record Year with New Product Launches at IMTEX***

19 December 2008

Delcam India will launch new versions across the complete range of its machining software at the IMTEX exhibition to be held at the Bangalore International Exhibition Centre from 22nd to 28th January. The company will also be celebrating record sales during 2008, which has seen revenue from software sales and maintenance contracts increase by almost 50%.

The complete range of Delcam machining software comprises PowerMILL for high-speed and five-axis machining, FeatureCAM for feature-based programming, PartMaker for Swiss-type lathes and turn-mill equipment, and ArtCAM for engraving and routing. Together, these programs comprise the world's most comprehensive range of CAM software from a single supplier. This means that Delcam can provide larger companies with a single source for all of their CAM programming needs. At the same time, the broad coverage means that Delcam can also supply smaller companies with exactly the software they need, rather than a compromise solution from a more limited choice.

The new release of Delcam's PowerMILL CAM software offers a more complete solution for complex machining operations, together with more control for experienced machinists that know exactly how they wish to machine a particular part. The program also incorporates a number of improvements to reduce calculation times, together with some simplification of the user interface that makes it easier to select the required command and so makes programming faster. In addition, toolpath ordering has been

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made more efficient, especially for roughing and rest machining, so ensuring that the cutter spends more time machining and minimal time making air moves.

FeatureCAM 2009 incorporates enhancements across its complete range of functionality, reflecting the increased investment in product development following Delcam's acquisition of the software in 2005. An important focus has been increased options for more complex machines, such as mill-turn equipment, and four- and five-axis mills. This allows users to tackle more sophisticated parts than could be programmed before. Developments have also continued to increase the efficiency of the more fundamental machining operations, including turning, and two- and three-axis milling.

Major highlights of the new release of PartMaker include a revamped and more productive user-interface, improved capabilities for programming directly on solid models and more realistic machine simulation for the increasingly-complex machine architectures of today's multi-axis turn-mill centres and Swiss-type lathes. The enhanced user interface will make PartMaker users even more productive in programming their CNC equipment, while offering new users an even easier to learn, more capable CNC programming platform.

Improvements across the ArtCAM family of software include new sculpting and embossing tools in the Pro and JewelSmith versions. On the machining side, the main emphasis has been on improved strategies for harder materials to enable more efficient and faster engraving of metal tooling. Other enhancements across the complete ArtCAM range include the ability to export designs in the 3D pdf format used by the Adobe Acrobat reader, auto-recovery of data, for example if there is a power failure to the computer, and much more realistic simulation of machining in a variety of materials.

Delcam India was founded in 2000 with a single branch office. The company is now based in a new £0.5 million, 12,000 square feet office building in Pune. It also operates offices in India's main industrial centres, including Delhi, Bangalore, Chennai, Coimbatore, Mumbai, Gujarat, Hyderabad, Kolkata, Nashik, Kolhapur, Aurangabad, Gurgaon and Ludhiana.

Delcam India has about 70 employees and more than 1,000 customers including automotive majors Tata Motors, Bajaj Auto, Force Motors, Hyundai India, General Motors India and Maruti Udyog, component suppliers Amtek Group, Varroc and Anurang, the Footwear Design and Development Institute, Hindustan Aeronautics Limited and the National Aerospace Laboratories, as well as leading toolmakers such as Godrej, CTM India and ASB International.

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## ***SCS Paris 2008: Visitors with a Wide Range of Industrial Projects***

December 2008

From Tuesday 2nd to Friday 5th December, in Villepinte, SCS Paris 2008, the biennial for electrical, automation and mechatronics technologies for the industrial and energy performance of companies, hosted a conveniently-sized and active event, despite the current economic context.

In fact SCS Paris 2008 was attended by all the sector's key players, owners of real projects, who met in surroundings and at events which met the expectations of professionals seeking to position their company within a more long-term movement.

The stark industry crisis had a significant impact on visitor numbers, which was compensated for by the very high quality of the professionals who attended the trade show.

## **High quality visitors according to the exhibitors... and the organizers**

SCS Paris 2008 offered its exhibitors and visitors a conveniently-sized trade show built around numerous events and themed areas. These focuses resulted in high quality visitors who came to meet exhibitors with specific projects.

In an atmosphere of professionalism and efficiency, visitors and exhibitors, sector professionals, were able to progress together in their future projects.

For the 2008 event, SCS Paris welcomed 9171 visitors, of whom 10% came from 63 countries other than France.

## ***Key events from SCS Paris 2008***

### **Expert pathway**

- Themed pathways very popular with visitors

Visitors discovered expert pathways at their disposal covering four user markets: food processing, chemicals, automotive suppliers, paper/card. This enabled participating visitors to promote their offer and, for the food processing industry, the trade show received an official visit from Mr Philippe Rouault, French interministerial delegate to the food processing and manufacturing industries.

### **Awards presented at SCS Paris 2008**

- Engineering offices' awards

Tuesday, December 2nd, four independent engineering offices and three in-house engineering offices were awarded prizes by leading industry figures.

Winners from independent engineering offices: ARGENCE AUTOMATION (Production of an automated scarification machine for the food processing domain); CAREWAVE SHIELDING TECHNOLOGIES (Big Cold Sputter – a new generation machine for EMC treatment); HAREL (Source selector for domestic wind turbines); SCC (LumiStreet.net).

Winners from in-house engineering offices: PROCOPI (diving into 3D, calculation, GDT and Missler imaging); SYNAPSE-CONCEPT (design and management of facilities with Inventor) and SODIMAS (development of turnkey elevators with SolidWorks).

### **Mechatronics Awards**

On Wednesday, December 3rd, mechatronics innovation was rewarded for the first time at SCS Paris 2008. Organized at the initiative of ARTEMA, CETIM, SCS and THESAME, the awards were handed out by a panel of judges comprising technical experts and journalists from the specialized press.

\*see the list of prize winners below

### **Areas at SCS Paris 2008**

How can productivity be improved while achieving a sustainable development approach? This question, first posed at SCS Lyon 2007, was highlighted via two fantastic areas at the trade show.

- The Energy Efficiency Area displayed 45 products, software and services and a series of around 20 conferences which brought together industry players in order to improve their energy performance.
- The Mechatronics Area, produced in partnership with Artema, Cetim and Thésame, explained how to improve the performances and productivity of industrial equipment in a series of 22 conferences which

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brought together 171 participants over the four days of the trade show.

## Heading for 2010

The next trade show will take place in 2010 to allow the time required to strengthen supply and reorganize its theme. Building on the solid foundations of the 2008 concept, a larger and more appealing event will therefore be developed.

All the trade show's news at [www.scs-expo.com](http://www.scs-expo.com)

## Mechatronics Awards winners

Grand Prize all categories

Large group: **SNR** for the third generation instrumented roller-bearing incorporating strain gauges, representing a real technological break-through.

SME: **SIAM RINGSPANN** for development quality and the mechatronics strategy in the context of development of a mechatronic safety brake.

## Automobile sector award

**ELECTRICFIL** for a module to control dual clutch transmission (DCT).

Industry prize **SKF** for its production of a PIN ENCODER giving the position of construction site vehicles' articulated arms.

**FREUDENBERG SIMRIT** for the production of a sealing ring including leak detection. This product is designed in particular for wind turbines.

## Strategy award

**BOSCH REXROTH** for the implementation of a mechatronics strategy aiming to involve all the company's resources. This project is being built around development of a CamoLINE presented at SCS.

**BA SYSTEM** for the ability of an SME to mobilize internal and external resources, including academic research in order to design and market a self-guided dual-drive mobile robot.

## General public prize

**INDEEP**, the engineering office which developed a device for digitizing 78srpm records for the INA.

## Organization-communication award

**SENSOREX** for the technical and marketing campaign for REDS smart sensor technology, based around the color red.

**SEW-USOCOME** for the organization of a pool of developers from various group research entities, under the responsibility of a mechatronics "conductor". Movigear project, a mechatronics training unit.

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## Financial News

**Oracle Reports Q2 GAAP EPS of 25 Cents, NON-GAAP EPS of 34 Cents**

18 December 2008

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Oracle Corporation announced fiscal 2009 Q2 GAAP earnings per share were \$0.25, in line with GAAP earnings per share in Q2 of last year. Second quarter GAAP total revenues were up 6% to \$5.6 billion, while quarterly GAAP net income was down 1% to \$1.3 billion. GAAP software revenues were up 8% to \$4.5 billion with new software license revenues down 3% to \$1.6 billion. GAAP software license updates and product support revenues were up 14% to \$2.9 billion. GAAP services revenues were down 2% to \$1.1 billion. GAAP operating income was up 11% to \$2.0 billion and GAAP operating margin was up 166 basis points to 35%. GAAP operating cash flow on a trailing twelve month basis was \$8.1 billion, up 16%.

Without the \$0.04 per share impact of the US dollar strengthening compared to foreign currencies, Oracle's reported Q2 GAAP earnings per share would have been up 11% to \$0.29, with total GAAP revenues up 12%, quarterly GAAP net income up 10%, GAAP software revenues up 14%, GAAP new software license revenues up 5%, GAAP software license updates and product support revenues up 20%, GAAP services revenues up 5%, and GAAP operating income up 20%.

Second quarter non-GAAP earnings per share were up 9% to \$0.34, and non-GAAP net income was up 8% to \$1.7 billion, compared to the same quarter last year. Non-GAAP total revenues were up 6% to \$5.7 billion. Non-GAAP software revenues were up 8% to \$4.6 billion and non-GAAP software license updates and product support revenues were up 15% to \$2.9 billion.

Without the \$0.03 per share impact of the US dollar strengthening compared to foreign currencies, Oracle's reported Q2 non-GAAP earnings per share would have been up 18% to \$0.37, with non-GAAP net income up 17%, non-GAAP total revenues up 13%, non-GAAP total software revenues up 15%, and non-GAAP software license updates and product support revenues up 21%.

"Our non-GAAP operating income grew 25% in constant currency to \$2.6 billion in Q2, resulting in operating margins of 46%," said Oracle Executive Vice President and CFO, Jeff Epstein. "In addition, Oracle generated \$7.6 billion in free cash flow in the past twelve months, up 15% over the same period last year."

"We signed our largest on-demand sales force automation contract this quarter," said Oracle CEO, Larry Ellison. "This was just one of several recent wins over salesforce.com. We also sold our first database machine, launching an all new and important business for Oracle."

## **Q2 Earnings Conference Call and Webcast**

Oracle will hold a conference call and web broadcast today to discuss these results at 2:00 p.m. (PST) / 5:00 p.m. (EST).

## **Supplemental Financial Tables**

Supplemental financial materials regarding these results are available on our Investor Relations website at: <http://www.oracle.com/investor>. To receive these supplemental financial tables and other Investor Relations alerts directly, please subscribe to Oracle's RSS feeds via the RSS link on the Oracle website.

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## Implementation Investments

### ***Aerospace & Defense Support Supplier Selects IFS Applications***

22 December 2008

IFS has signed an agreement with a supplier of logistics, after sales and support services to commercial and defense aviation for IFS Applications licenses, consulting services, and maintenance and support amounting to SKr 30 million over three years.

Aerospace & Defense is a targeted industry vertical for IFS. IFS' global capability is led by a dedicated business, IFS Defence Ltd, of which the IFS Group owns 50%, helping its customers and partners to meet the future challenges of transformation through a low-risk, low total ownership cost, step-by-step capability evolution. IFS Applications' strength in enterprise asset management (EAM), maintenance repair and overhaul (MRO) and defense manufacturing is complemented by its fully integrated project tracking and product data management (PDM) capabilities. IFS Applications is a best-practice solution for fleet management, MRO and supply chain management in A&D.

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### ***AltaSens Standardizes On Magma's IC Implementation Software, Signs New Multiyear Agreement***

16 December 2008

Magma® Design Automation Inc. announced that AltaSens, a supplier of high-performance CMOS image sensors for high-definition (HD) video, standardized on Magma's IC implementation software for nanometer (nm) integrated circuits (ICs) after achieving 100 percent silicon success on every design implemented with the Magma software over the past 3 years. Most recently, a single back-end designer at AltaSens was able to take a complex low-power, 5-million-gate design from final RTL to GDSII in just 1 week with Magma.

"AltaSens' imaging products are used in a diverse range of applications ranging from broadcast to medical to surveillance cameras - all of which require high performance and cost-efficient imaging solutions," said Glen Donelson, senior physical design engineer at AltaSens. "The advanced capabilities of the Magma IC implementation software and the world-class support provided by the company's applications engineers were instrumental in helping us create award-winning products that meet our customers' technical and turnaround-time requirements."

"Increasing designer productivity through an automated and repeatable flow is a key advantage of the Magma software," said Kevin Moynihan, general manager of Magma's Design Implementation Business Unit. "AltaSens' track record of silicon success and 1-week RTL-to-GDSII turnaround on an ultra-low-power design demonstrate our software's ability to address today's design challenges and delivery schedules."

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### ***AMRC Composites Centre Specifies Delcam Software***

22 December 2008

Delcam announced that the Composites Centre within the Advanced Manufacturing Research Centre

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(AMRC with Boeing) has chosen to use the PowerMILL CAM system for all its machining operations. AMRC with Boeing is a joint initiative by the University of Sheffield and global aircraft manufacturer Boeing, with a mission to create a world-class Centre of Manufacturing Excellence for the aerospace industry.

PowerMILL will be used to program a large, five-axis CMS router that has recently been installed in the Composites Centre. This will be used to machine tooling for component manufacture and to finish the parts by five-axis trimming and drilling.

“We’re pleased to be using Delcam's PowerMILL software at the AMRC Composites Centre,” said Professor Keith Ridgway, Research Director of the AMRC. “The flexibility and control provided by PowerMILL enable our engineers to develop optimised machining strategies for even the most demanding components.”

“The AMRC’s vision is to become a world-class global research facility, developing innovative and advanced technology solutions for advanced materials manufacture,” added Professor Ridgeway. “Novel and new materials will form an integral part within the development of Boeing’s next-generation planes. Our expansion of the Composites Centre reflects the growing importance of these materials, both in aerospace applications and in general manufacturing.”

Since being founded by the University of Sheffield and Boeing, the AMRC has developed into a multi-million pound partnership together with other aerospace companies, including Rolls-Royce, Messier Dowty and Smiths Industries, based at the Advanced Manufacturing Park in Rotherham, UK. The partners are building on their shared scientific excellence, expertise and technological innovation in association with the world-class research centre at the University of Sheffield’s Faculty of Engineering. Delcam has been a member of the AMRC since 2005.

Like its parent organisation, the Composites Centre develops and transfers design and manufacturing technology into companies in the region, and so assists them in becoming members of the aerospace supply chain. The Centre will work with the National Composites Network to provide expertise in product development and process optimisation to companies that wish to enter the composites industry or to expand their business in the sector.

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### ***Continued Growth in New Customer Adoption and Record Retention Rates Fuel Arena Solutions’ Sales Growth for Q3 2008***

19 December 2008

[Arena Solutions](#) announced that continued growth in new customer adoption, combined with a net retention rate of 135 percent, fueled the company’s quarter-over-quarter sales growth of 48 percent and year-over-year sales growth of 35 percent for its third quarter ended September 30, 2008.

In Q308, Arena continued to attract new customers from the electronics, medical device and clean technology markets, where efficiency and accuracy are critical success factors.

Existing customers not only renewed their Arena PLM subscriptions during the quarter, but also increased their investments, demonstrating that in a down economy, the support Arena PLM provides in helping companies succeed and grow is more important than ever.

During the third quarter, the adoption of Arena PLM among clean technology companies looking to

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accelerate product development to meet growing demand was notable. Among these companies are Kinetics, which has provided process and mechanical solutions to the solar energy market for more than 10 years; Grid Net, a smart metering company that could help modernize the nation's digital energy grid and contribute to trimming the country's power usage by 10 percent, reduce greenhouse gas emissions by 25 percent and eliminate the need for \$80 billion in new power plants; Coulomb Technologies, which is responsible for building a curbside network of charging stations for electric cars; and the Grand Cayman-based d. Light, which provides innovative solar-powered lighting solutions to regions without electricity.

In addition, there was continued demand from medical device manufacturers, such as Alpha Med-Surge, Invivo Diagnostic, Avedro and Intrapace. For each, using Arena PLM to manage product data for compliance is critical for maintaining their competitive position.

Debunking the myth that PLM implementations are lengthy and arduous, approximately 60 percent of new customers that purchased Arena PLM during the third quarter completed the entire implementation process within that 12 week period.

Arena surpassed its 99.5 percent service level agreement for the tenth consecutive quarter, with 100 percent scheduled uptime in Q3 2008 and a continued commitment to building and delivering the most secure, reliable PLM solution available.

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### ***CSR PuZhen, a Leading Chinese Rolling Stock Manufacturer, Chooses “SEE Electrical Harness” for the Design of Electrical Wire Harnesses***

16 December 2008

The [IGE+XAO Group](#) announced that CSR PuZhen has selected IGE+XAO's SEE Electrical Harness software package for designing and maintaining electrical wire harnesses. CSR PuZhen (CSRZ), a subsidiary of China South Locomotive & Rolling Stock Corporation Limited, is a large-scale state-owned company, designing, manufacturing and maintaining passenger car used in railways, vehicles for city traffic, as well as main parts for multiple unit cars and fittings such as car axletree.

SEE Electrical Harness is a Computer-Aided Design (CAD) package dedicated to the electrical harnesses design. It includes a complete management of signal, wires, cables and shielding. It also generates automatically various lists such as equipment list, wires list, cable list and list.

SEE Electrical Harness allows CSRZ to draw electrical schematics and wiring diagrams. With this software package, CSRZ has been able to reduce the time spent on designing electrical wire harnesses.

A key feature for CSR PuZhen was SEE Electrical Harness's capacity to exchange data with the design software CATIA V5 – 3D through XML. This data exchange facilitates the determination of harnesses section sizes and cable lengths thus saving time and reducing the number of errors.

“SEE Electrical Harness makes electrical design much more convenient and easier. It saves designers' time from a lot of repetitive work. We believe that we have made a big step in working with modern electrical design methods. We are also now much more compliant with the electrical design field best practices and standards” declared Mr. Liang Shisong, Engineering Manager at CSR Puzhen.

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## ***STX Shipbuilding Sets Industry Standard by Implementing Dassault Systèmes' PLM Solution to Accelerate Worldwide Growth***

18 December 2008

Dassault Systèmes (DS) announced that STX Shipbuilding, one of the world's leading shipbuilding companies, has implemented DS's ENOVIA solution as its enterprise-wide PLM backbone.

STX Shipbuilding plans to challenge the top tier of global ship builders by leveraging Dassault Systèmes' ENOVIA PLM solution to deploy its Process Innovation (PI) project, across all three of its production bases: Jinhae Shipyard in Korea, Dalian Shipyard in China, and the recently acquired Aker Yards in Norway, which is recognized as the leading cruise ship manufacturer. This is the first of its kind in the ship building industry. With the construction of each ship often incorporating more than 120,000 disparate data files, STX's PI process focuses on promoting greater collaboration and best practices between key internal functions (e.g. inventory, production, quality control and accounting) and external suppliers. This approach ensures that any change requests can be easily incorporated into the final data. This has helped to reduce the number of errors and ultimately improved the average project completion time by 15%.

"The deployment of ENOVIA's PLM solution, enables us to operate more efficiently by standardizing key business processes, enabling greater collaboration and creating a feedback mechanism to spur innovation," said Hyo-Gwan Leem, senior vice president of STX Shipbuilding. "Through the PI project, we expect that costs will be reduced by more than \$100 billion over the next five years which will ultimately serve to increase value of the company".

The deployment of the ENOVIA backbone, including the Product Central, Program Central and Engineering Central products, has enabled STX Shipbuilding to reduce engineering work by 50% and production work by 30%. The company has also shortened lead times by providing customers with a broad range of ship modeling information, ensuring more accurate plan development and helping to eliminate work loss issues.

"The announcement with STX represents ENOVIA's first major win in global shipbuilding and serves as further validation that customers are responding to our strategy to provide specific solutions for key vertical industries," said Andy Kalambi, vice president & general manager, ENOVIA Asia, Dassault Systèmes.

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