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## CIMdata News

### ***CIMdata Successfully Concludes its 2009 Vendor Forum Program Events and Releases 2008 PLM Market Statistics***

29 April 2009

CIMdata, the leading global Product Lifecycle Management (PLM) consulting and research firm, has successfully concluded its 2009 PLM Vendor Forum series. These international one-day events were held in Ann Arbor, Michigan, USA on March 25<sup>th</sup>, in Stuttgart, Germany on April 2<sup>nd</sup>, and in Tokyo, Japan on April 8<sup>th</sup>, 2009.

The series is the world's premier gathering of technology and service suppliers focused specifically on the PLM market and issues concerning its development and growth. Participants gathered to hear CIMdata's perspective on the state and trends of the current and future PLM market, as well detailed discussion of CIMdata's research and perspective on 2008 PLM market results. These included CIMdata's extensive analysis and forecasts regarding market growth across PLM domains, industries, and regions, and the performance (revenue and market share analysis) of leading PLM solution providers. A CIMdata 2008 PLM Market Briefing with detailed analysis, industry statistics, and comparative charts is available for [download](#).

Commenting on the PLM market in 2008, Mr. Ken Amann, CIMdata Director of Research, said, "Even in the face of an economic slump, financial uncertainty and a harsh business climate, PLM investments continued to grow in 2008." Recent statistics compiled by CIMdata show the Comprehensive PLM market experienced an 8% growth in 2008 with all sectors showing increases. Mr. Amann added, "Surprisingly, these increases fell only slightly short of earlier expectations, primarily because of a robust start for PLM investments in the first half of the year. Only in the last quarter did the market slow appreciably, which will undoubtedly continue in 2009 until the economy turns around." Nevertheless, a wide range of companies are investing in PLM to achieve short-term benefits as well as long-term strategic value throughout the product lifecycle and across their extended enterprise. "Indeed, PLM may be one of the major deciding factors in determining which companies are able to weather the current economic storm and be in the best competitive position when global markets rebound." noted Mr. Amann.

In addition, CIMdata provided the participants with practical insights and approaches that they can use to navigate the PLM market during these current uncertain economic times.

## About PLM

CIMdata defines PLM as a strategic business approach that applies a consistent set of business solutions in support of the collaborative creation, management, dissemination, and use of product definition information across the extended enterprise from concept to end of life—integrating people, processes, business systems, and information. PLM forms the product information

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## Company News

### ***Agilent Technologies, Datang Holdings to Collaborate in Increasing Global Competitiveness of TD-SCDMA Industry***

30 April 2009

Agilent Technologies Inc. and Datang Telecom Technology & Industry Holdings Co., LTD announced an agreement to collaborate in the development of TD-SCDMA and related technologies in the test and measurement areas. The work will significantly propel the TD-SCDMA, industry chain and global competitive environment for this important technology.

As the initiator of the TD-SCDMA 3G mobile communication international standard, the owner of core patents, Datang Holdings plays a key role in the creation and global deployment of TD-SCDMA and TD LTE. Agilent and Datang Holdings will work together to support the TD-SCDMA and other China indigenous innovation technologies and promote their global competitiveness.

Mr. Zhen Caiji, board chairman and president of Datang Holdings, said, “Our strategy has been to innovate using open win-win principles through cooperation with international equipment manufacturers and operators. Consequently, the successful commercial development of TD-SCDMA has spurred more than 200 new enterprises. Agilent has always supported China’s local technology and industry development. As early as 2002 Agilent’s TD-SCDMA test and measurement solutions were available for TD research and development. Agilent joined the TD-SCDMA Forum even when the TD policies were not formalized. We expect our successful strategic cooperation with Agilent will accelerate the TD-SCDMA globalization process and future opportunities of other emerging indigenous wireless technologies.”

“China is the second-largest market for Agilent outside the U.S.,” said Bill Sullivan, Agilent president and chief executive officer. “The rapid economic growth in China during the past 30 years has delivered many diversified technologies and business opportunities to multinational companies. The government’s issue of 3G licenses provides strong support and confidence for both domestic and foreign manufacturers, especially during this current economic downturn. This could speed up investment and deployment by telecom operators, positively impacting the global financial environment. Agilent and Datang Holdings signed the agreement in alignment with each company’s global development goals and our strategic intent to focus on China. Agilent will continue to make significant investments in TD-SCDMA and TD-LTE test solutions to support the TD-SCDMA and TD-LTE deployment in international markets.”

TD-SCDMA is an advanced wireless mobile communication technology that offers rich applications to the worldwide market.

[About Datang Holdings and TD-SCDMA](#)

# CIMdata PLM Industry Summary

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Datang Holdings is a large high-tech corporation specializing in the development, production and sales of electronic information systems and equipment. They are the initiator of the TD-SCDMA international standard and the owner of core technology of TD-SCDMA and TD-LTE.

Datang Holdings submitted the TD-SCDMA proposal to the International Telecommunications Union (ITU) on June 30, 1998. ITU officially adopted the TD-SCDMA standard as one of the three main contributors to the 3G mobile telecommunication standard in 2000. TD-SCDMA was admitted to 3GPP and became an international standard recognized by global communication manufactures and operators in 2001. On Jan. 7, 2009, the TD-SCDMA 3G license was issued to China Mobile, the largest telecom operator in the world. With the TD-SCDMA second-round bidding announced by China Mobile, Datang, with its 40-percent market share, took first place making it the market share leader in China's local network equipment manufacturing. Information about Datang Holdings is available on the Web at [www.datanggroup.cn](http://www.datanggroup.cn).

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## ***Alliance Between Autodesk and CADdetails Will Increase BIM-Ready Content in Autodesk Seek***

29 April 2009

[Autodesk, Inc.](#) announced an alliance with CADdetails.com, an industry-leading developer of manufacturer-specific design and construction details, 3D models and online building product information. Through the agreement, CADdetails product information for more than 400 building product manufacturers will now be available through the [Autodesk Seek](#) web service. Designers can use this service to search and select building product design information directly from Autodesk design applications, including [AutoCAD](#) software and the Autodesk Revit platform for [building information modeling](#) (BIM).

(Logo: <http://www.newscom.com/cgi-bin/prnh/20050415/SFF034LOGO>)

"Architects and engineers need content for their BIM models so building product manufacturers that make their product information easily available to the designers can create more sales opportunities," said Jeff Wright, senior director, Autodesk Content Network. "With a powerful configuration engine and their high-quality content creation capabilities, CADdetails is a valuable addition to the Autodesk content network, and we look forward to working together to open new marketing opportunities for our customers."

Autodesk Seek customers will now have access to the powerful CADdetails configuration and selection "engine," which significantly expands access to configurable building products and helps designers define BIM-ready objects based on their design constraints and specific requirements. The CADdetails configuration engine will be available as a service to manufacturers who want to participate in the Autodesk Seek service, allowing them to more efficiently create and maintain BIM-ready information for highly configurable or variable product lines. This service can help reduce the cost of developing and maintaining 3D models while expanding the number of configurable products available in the Autodesk Seek web service.

"This alliance with Autodesk will benefit our customers by further increasing their exposure in the marketplace, and providing direct access to their content from within Autodesk design applications," said Jim Ballantyne, president of CADdetails.

The Autodesk Seek service is available in the 2009 and 2010 U.S. versions of Autodesk [Revit-based](#)

# CIMdata PLM Industry Summary

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software applications as well as [AutoCAD](#), [AutoCAD Architecture](#) and [AutoCAD MEP](#) software. The Autodesk Seek service is also accessible through standard browsers at <http://seek.autodesk.com>.

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## ***AT Group Joins Invention Machine's Reseller Program to Stimulate Sustainable Innovation in Latin America***

28 April 2009

[Invention Machine](#) announced that it has signed a reseller agreement with [AT Group Software](#) to market Invention Machine [Goldfire](#) in Latin America. AT Group provides mechanical design automation technology to global manufacturers, primarily in the appliances, consumer goods, oil & gas and automotive industries. This collaboration will enable AT Group customers to leverage Invention Machine's innovation software to accelerate and sustain product innovation and stay ahead of competition.

AT Group provides high-end design and simulation tools that allow customers to make products using state-of-the-art technology. Its team of engineers supports advanced design projects from concept through manufacturing, applying technologies such as parametric stress analysis and product behavior simulation, manufacturing simulation and design validation.

"Many major multinational corporations are moving their R&D operations to Latin America while local businesses are looking for tools to accelerate the innovation process", said David Kinzbruner, director, Marketing and Sales, AT Group. "With Invention Machine's innovation platform, we can help our customers stimulate and sustain every day innovation so they can gain competitive-edge in a global economy."

Invention Machine's task-based innovation software [translates ideas into market-leading products](#) – from creating the folding box spring and rocket engine to algae-based bio-fuel and [anti-leak toilet valve](#). Goldfire combines ideation and engineering methods with unique semantic technology that provides precise access to corporate and external knowledge. The software [empowers innovators](#) with precise concepts, validates ideas upfront so they can deliver the right products the first time, mitigating risks associated with innovation and infusing innovation at every stage of the product life cycle.

"Innovation is the lifeblood of every corporation that wants to survive and thrive in today's economic environment," said [Mark Atkins](#), CEO and chairman, Invention Machine. "This alliance with AT Group is yet another opportunity to help manufacturers in Latin America take advantage of Invention Machine's unique innovation technology and boost the global economy."

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## ***Autodesk Presents BIM Experience Award to Cannon Design***

29 April 2009

[Autodesk](#), Inc. has announced that [Cannon Design](#), a leading international design firm, has been selected to receive an [Autodesk BIM Experience Award](#). The firm is being recognized for its use of a [building Information modeling](#) (BIM) process and the entire family of Autodesk Revit-based software for all its diverse international projects, from the Ordos Music Hall in China to the Buffalo State College Science Building in Buffalo, New York.

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"Since our adoption of BIM back in 2007, when we started using Revit Architecture, Revit MEP and Revit Structure, we've applied BIM on more than 150 projects," said Kenneth Wiseman, AIA, president, professional services, Cannon Design. "Our extensive experience with BIM has given our firm a strong competitive advantage in the worldwide market in which we compete. To get the most out of BIM we employ the entire portfolio of Revit-based products and Revit-based design information to integrate and coordinate our architectural, structural, MEP, interiors, sustainable design, specifications, cost estimating and construction services."

In addition to [Autodesk Revit Architecture](#), [Autodesk Revit MEP](#) and [Autodesk Revit Structure](#), Cannon Design also uses many Autodesk software applications to complement its BIM process such as [AutoCAD](#), [Autodesk Ecotect Analysis](#), [Autodesk Navisworks](#), [Autodesk 3ds Max Design](#), and [Autodesk Showcase](#) software.

"Cannon Design's use of integrated BIM processes and 3D modeling information has allowed them to more accurately design, visualize and simulate a project's performance, appearance and cost," said Jay Bhatt, senior vice president, Autodesk AEC Solutions. "This helps them provide quality designs, mitigate construction conflicts, and meet their client's budget limitations."

Cannon Design, augmenting their traditional support of their longtime reseller Microdesk, engaged Autodesk consulting services for the move to full BIM adoption. Through the innovative [Autodesk Production Assurance](#) program, the Autodesk Consulting team provided a range of services to Cannon Design, including implementation planning, project setup, training, and 'over the shoulder' mentoring.

## **BIM Process Applied to Ordos Music Hall and Buffalo State College Science Building**

The 160,000-square-foot Ordos Music Hall located in Inner Mongolia, China, is one of the many projects from Cannon Design's global portfolio that helped secure the award for the firm. Designed by the Yazdani Studio of Cannon Design working across the firm's offices in North America and China, this project combined the talents of architects, designers, 3D artists, engineers, and technical specialists who employed a BIM process and all Revit-based products to study various aspects of the design based on a virtual 3D model. The Revit model was used to design a unique resilient outer skin for the structure comprised of patterned and perforated tiles. Using the Autodesk Revit Architecture model, in combination with an algorithmic formula based on the building's geographic location and orientation to the sun, Cannon Design performed reflected light studies to help evaluate design alternatives and determine the optimal size and orientation of the individual exterior panels. In addition, the Revit design model was used as the basis for design visualizations as well as 3D printed models--making it easier for everyone to understand and appreciate the building's unique design concept.

The 100,000 square-foot building addition to the Buffalo State College Science Complex represents a model BIM process. Cannon Design's use of all Revit-based software on this project enabled the integration of building design, construction, and management processes. The multi-discipline team of architects, engineers and contractors were able to more precisely represent all of a project's elements, properties, and behaviors. Cannon Design's integrated project team used a single model that combined information from Revit Architecture, Revit Structure and Revit MEP models to coordinate not only the physical aspects of the building design, but also the quantity takeoffs, cost estimates, specifications, project schedule and construction drawings to help ensure more accurate alignment of scope and budget. The BIM process and Revit model helped minimize costly and time-consuming redesigns. Designed to meet LEED certification at the Gold level, this project incorporates sustainable design strategies ranging from skylights and clerestory fenestration to increase natural daylighting to the use of a high-efficiency chiller plant controller system to optimize overall plant efficiency.

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The [Autodesk BIM Experience Award](#) celebrates professionals and educators around the world who are helping to drive industry transformation through building information modeling. Autodesk honors organizations for their innovation, leadership and excellence in implementing BIM with the help of core BIM products, including one or more of the Autodesk Revit platform products and other Autodesk products that complement the BIM process.

BIM is an integrated process that allows architects, engineers and builders to explore a project digitally before it's built. Coordinated, reliable information is used throughout the process to design innovative projects, accurately visualize appearance for better communication, and simulate real-world performance for better understanding of important characteristics such as cost, scheduling and environmental impact.

## **About Cannon Design**

Cannon Design is an ideas-based practice ranked among the world's leading international design firms. With projects in 25 countries, the firm employs a staff of 850 located in 17 offices throughout the U.S. and Canada, as well as Shanghai, China, and Mumbai, India. For more information on Cannon Design visit <http://www.cannondesign.com>.

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## ***Complex to Launch Delcam's Orthotics Software in Australia***

27 April 2009

Delcam reseller Complex will stage the Australian launch of the company's software for the design and manufacture of orthotic insoles at the Australasian Podiatry Conference to be held in Queensland from 12th to 16th May. The software is now in use in many UK organisations, including Blatchfords, Langers, Salts Techstep, Sub 4 and the East Lancashire NHS Trust, so Complex is confident of repeating this success in Australia.

The Delcam software comprises two programs – OrthoModel and OrthoMill for computer-aided design (CAD) and computer-aided manufacture (CAM), respectively. This division increases purchasing flexibility for customers; giving both practitioners and laboratories the option to choose the combination of software which best suits their needs.

The combined programs provide a complete solution for the production of high-quality insoles for both the comfort and medical markets. The entire process is driven by a series of easy-to-use menus, which incorporate the terminology used by the industry to describe the various features of the orthotic. This makes it easy for medical and footwear professionals to use the software, even those having little previous experience of working with computers.

Using OrthoModel and OrthoMill reduces the time needed to prepare orthotics so giving the faster turn-around times that customers demand. In addition, the use of computer-based design and manufacturing techniques brings the benefits of accuracy and quality to the orthotics industries that are already enjoyed by other areas of footwear manufacture.

Although many customers are expected to use both OrthoModel and OrthoMill, the two programs are completely "open". OrthoModel can take data from any scanning system or use manual measurements, while OrthoMill can take models from most CAD systems and output machining instructions to any milling machine. Delcam CRISPIN is happy to recommend the type of equipment that is required to companies that are new to computer-aided manufacturing.

# CIMdata PLM Industry Summary

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The main addition to the latest version of the software is a new method for creating “foot-positive” models. This allows patterns to be designed directly from scan data taken from the patient’s foot to create orthotics in a variety of materials, including carbon fibre.

A new “cast-dressing” option allows the user to apply corrections directly on the scan of a patient’s foot when designing orthotics. This process duplicates on the computer the modifications made to the cast by adding or subtracting plaster using the traditional methods. In a related development, the scan and the orthotic can now be overlaid and viewed together, so that the extent of the changes can be seen easily.

Improvements to existing options include enhancements to the functions for alignment of the scan to give more precise accuracy of measurement. Dynamic editing methods, with immediate on-screen feedback, have been added for heel expansion and for raising or lowering the arch.

In addition, the library of base models provided with the software has been enhanced and extended. Furthermore, customers are now able to add their own library of models, add-ons and cut-outs.

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## ***Computacenter Joins the ProSTEP iViP Association***

28 April 2009

The latest new member of the ProSTEP iViP community is Computacenter. The company is Europe’s leading cross-manufacturer service provider for information technology. Customer focus (proximity) means for Computacenter, to understand business requirements and to listen and respond to them precisely. This is the basis for developing, implementing and operating customized IT-solutions. In addition the company evaluates the potential use of new technologies in order to make these available to the customer.

"Computacenter would like contribute its competence of securing new technologies and integrating these into existing system environments, to the Association and generate added value“, says Stfan Balster, Account manager at Computacenter.

### **About Computacenter**

[Computacenter](#) reaches their customers through a nationwide network of locations in Germany, England, France and Benelux as well as through international partners in Europe, Asia and North America. In 2007 Computacenter generated with almost 10.000 employees a total revenue of 3,5 Billion Euros. In Germany Computacenter has about 4.000 employees and generated in 2007 a total revenue of 1,090 Billion Euros.

### **Contact:**

Computacenter AG & Co. oHG

Tel.: +49 (0) 22 73 / 5 97- 0

### **About the ProSTEP iViP Association**

The ProSTEP iViP Association is an international branch-specific community comprising leading companies in the automotive and aerospace industries, system vendors and research institutes. The aim of the ProSTEP iViP Association is to find solutions for the challenges facing the manufacturing industry as a result of networked collaboration in a worldwide development network. Members of the ProSTEP iViP Association currently include about 200 companies and organizations from 17 nations.

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## ***Cranes Software Joins Siemens PLM Software Channel Partner Program***

28 April 2009

Cranes Software International Ltd. (Cranes), a provider of Enterprise Statistical Analytics and Engineering Simulation Software Products and Solutions across the globe, announced its channel partner agreement with Siemens PLM Software. Cranes will sell the full suite of Siemens PLM Software solutions in India.

Cranes possesses many years of engineering analysis experience, catering to various verticals such as automotive, aerospace, energy & power, oil & gas, civil-structural engineering, public sector, and defense R&D. This agreement will enable Cranes to offer a large portfolio of PLM software to its customer base and the new enterprise space. As part of this agreement Cranes will deploy a dedicated team of sales and technical specialists to promote, support and integrate the entire portfolio of Siemens PLM Software solutions including: NX™, Teamcenter® and Tecnomatix® software, Siemens PLM Software's digital product development solution, digital lifecycle management solution and digital manufacturing solution, respectively; as well as Velocity Series™ software, a comprehensive family of modular, integrated solutions addressing the PLM needs of the mid-market.

Commenting on the occasion, Asif Khader, Managing Director, Cranes Software International Limited, said: "This alliance further strengthens Cranes Software's position in the engineering simulation space and offers us several exciting business opportunities. Siemens PLM Software is a pioneer in industrial automation. Given our expertise in the Engineering domain, this alliance will enable us to connect to a large section of customers in the manufacturing space and be present in every stage of the product life cycle process; from conception to implementation to maintenance."

Also, commenting on the occasion, Pradeep Kumar, Senior Vice President, Cranes Software International Limited, said: "Cranes is regarded as one of the leading Indian companies providing CAE solutions. We now wish to foray into the larger enterprise business of PLM with a strategic alliance with Siemens PLM Software."

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## ***MSC.Software Creates University Advisory Board (UAB) to Accelerate New Technology Development***

30 April 2009

MSC.Software Corp. announced the creation of a University Advisory Board (UAB) that will facilitate collaboration between MSC.Software and leading universities, researchers and students to rapidly bring advanced, leading-edge technologies to industry.

The UAB includes professors, researchers and other representatives from a broad selection of Universities across the globe including Stanford University, University of California, Berkeley, University Of Michigan, Northwestern University, Lulea University of Technology, University of Cassino, Hangyang University, University of Minnesota, Rensselaer Polytechnic Institute (RPI), University of Wisconsin, Tsinghua University, Inha University, Konkuk University and other world-class Universities. Members will work closely with MSC.Software senior management and product development team members to exchange information on contemporary advancements in numerical methods, computational mechanics, and other new technologies and introduce these developments

# CIMdata PLM Industry Summary

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quickly to improve the impact of engineering simulation on product development.

"We are excited to join MSC.Software's UAB and impressed with the thought leadership MSC is demonstrating with its creation," said Dr. Abolhassan Astaneh, Professor of structural and earthquake engineering at the University of California, Berkeley. Professor Astaneh, who is widely known for his research in the structural and mechanical effects of seismic and explosive events, is actively working on technology with potential to improve the safety of civil infrastructure including buildings, bridges, harbors, ships and trains. "The future of engineering simulation lies in the hands of the students who represent its next generation of innovators and problem solvers. To be open to allowing universities to closely partner to shape this future is a transformative step for both MSC.Software, academia, and the industry as a whole."

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## ***New Building at SAP Philadelphia Campus Features Sustainable Design***

01 May 2009

A suburban office building with a grass roof, toilets that use rainwater for flushing and an air-conditioning system that makes its own ice for cooling? It's a reality at [SAP AG's](#) office expansion on its Newtown Square campus. Designed by FXFOWLE Architects, known for its innovative sustainable designs, the new 200,000-square-foot building unveiled today includes numerous sustainable design features and is built to comply with the [U.S. Green Building Council's](#) (USGBC) Leadership in Energy and Environmental Design ([LEED](#)) Platinum standard. At present, there are fewer than 125 office buildings in the U.S. that have obtained USGBC's highest environmental rating. The SAP building is currently under review by the USGBC, with LEED Platinum certification anticipated in 2010.

Worldwide, SAP is committed to incorporating sustainable design features into all of its new building projects and strives to design its new buildings to at least a LEED Silver standard. This effort is part of the company's strategic focus on sustainability, which includes both a commitment to managing its internal operations in a sustainable way and delivering solutions that support its customers' sustainable business practices.

"SAP's commitment to long-term growth in the North American region and the Philadelphia area is clearly reflected in this expansion of our North American campus," said Bill McDermott, president, Global Field Operations, SAP AG, and member of the SAP Executive Board. "The sustainable attributes of this new building are a natural outgrowth of SAP's holistic and strategic corporate focus on sustainability. The building's design not only significantly reduces its environmental impact, it also provides our nearly 2,000 Philadelphia-area employees with an innovative, state-of-the-art workplace."

Located on the 110-acre campus of SAP North America and adjacent to its existing LEED-certified building, the new building features a floor-to-ceiling glass exterior and an open-space plan that takes maximum advantage of daylight. The "green" grass roofs, the use of native and regional vegetation species in landscaping and the maintenance of extensive open space highlight SAP's goal of integrating the building with the surrounding natural environment.

The new building also incorporates numerous innovative features to reduce water use. Rainwater from the green roof and other areas is collected in a 50,000-gallon cistern, which supplies water for landscape irrigation and the flushing of toilets in some of the building's bathrooms. Additionally, low-flow bathroom fixtures will greatly reduce water usage, with an expected saving of over one million gallons of water per year.

# CIMdata PLM Industry Summary

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Energy-efficient features abound in the building. Geothermal wells use the constant ground temperature of the earth to both heat and cool areas of the building. Lighting systems based on the concept of "daylight harvesting" are controlled by sensors that dim the lighting levels and raise or lower window shades based on the level of sunlight coming through the triple-glazed glass exterior wall. A hybrid air conditioning system produces ice during the overnight hours when energy demands and electric rates are lowest, with the chilled water from the melting ice used to cool the building during the heat of the day.

These and other energy-efficient features are projected to reduce the building's energy use by as much as 49 percent compared to conventional buildings, and will contribute to global efforts from SAP to meet its recently announced aggressive carbon reduction targets (see "[SAP Increases Focus on Sustainable Business](#)"). It is expected that the additional costs of implementing the LEED Platinum features will be recovered within seven to 10 years, making the new building sustainable from both a resource and financial standpoint. The new building has also achieved the U.S. Environmental Protection Agency's [Designed to Earn the ENERGY STAR](#) (DEES) rating, which acknowledges energy-efficient architecture and engineering in new buildings. Fewer than 120 projects have earned the DEES rating since the program began in 2004.

Green building standards were also a priority during construction. Strict waste-management and recycling practices were followed, resulting in more than 1,200 tons of waste being diverted from landfills. Environmentally friendly materials were used whenever possible, with the materials, finishes and furnishings incorporating sustainable features such as high recycled content and being locally sourced to reduce the carbon footprint. For example, the building features wood from trees harvested on the site during the construction phase. Construction of the new building generated 1,900 jobs for local tradespeople, adding between \$30-40 million to the local economy.

More information about sustainability efforts from SAP may be found at the [Sustainability at SAP](#) section on sap.com. To preview and download broadcast-standard stock footage and press photos of the new building and its sustainability features, please visit [www.sap.com/photos](http://www.sap.com/photos).

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## ***Siemens PLM Software and PCO Innovation Expand Relationship to Include Global Go-to-Market Strategy***

28 April 2009

[Siemens PLM Software](#) and [PCO Innovation](#), an international independent CAD and PLM consulting and services group, announced the expansion of the existing 12 year relationship to include a global go-to-market strategy. PCO Innovation and Siemens PLM Software will provide software and services to help customers use PLM to accelerate innovation and improve efficiency. This alliance will facilitate access to recognized and proven PLM solutions for customers.

As part of this agreement, PCO Innovation will provide full-range of services for CAD and PLM, to manufacturing industries worldwide, including [automotive](#), [aeronautics](#), [defense](#), [electronics](#), energy, [pharmaceuticals](#), and [food & beverage](#), among others. PCO Innovation's experience and expertise in supporting Siemens PLM Software technology will enhance overall customer value.

"Expanding our relationship with PCO Innovation from a regional to a global engagement is the perfect next step for our long-standing collaboration," said Pascal Zehren, vice-president and managing director, Siemens PLM Software, France. "PCO Innovation is well-known for its responsiveness and industrial

business processes experience and is an ideal partner to offer consulting, integration and change management to our customers to help them turn more ideas into successful products.”

“Enhancing our relationship will give PCO Innovation access to up-to-the-minute software and training,” said Olivier Letard, co-president of PCO Innovation. “Previously limited in France, our partnership is multiplied tenfold by its internationalization. Furthermore, the PLM experts of our two companies will work in total synergy on projects thanks to the implementation of integrated PCO Innovation and Siemens PLM Software teams.”

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## Events News

### ***ANSYS Solutions to be Showcased at ACHEMA Exhibition for Process Industries***

27 April 2009

ANSYS, Inc. announced that it will showcase its solutions for the chemical engineering, environmental protection and biotechnology industries at the 2009 ACHEMA Exhibition Congress. ACHEMA brings together representatives from some of the world’s most rapidly developing and technologically advanced industries, including biotechnology, pharmaceuticals, food, chemical engineering and materials, and plant construction. Engineering simulation software from ANSYS is playing an increasingly significant role in these industries, with its ability to simulate applications for which physical experimentation may be complex or even impossible to perform, such as drug delivery and absorption in pharmaceuticals, emissions control and dispersal for environmental protection, and chemical reactions involved with material production and nuclear applications.

Based in Germany, ACHEMA attracts the largest attendance of any process industry event, with around 180,000 attendees expected from over 100 countries. ANSYS staff will highlight the specific capabilities of its portfolio targeted for the process sectors. The technology plays an important role in helping companies in these fields to gain a critical depth of understanding of the processes involved. It plays a key role in compressing the development cycle, helping to speed lengthy approval processes and meet the stringent regulatory requirements that are often inherent in the process industries. Expert ANSYS technical staff will be on hand at ACHEMA to emphasize and explain the portfolio’s features relevant to key applications within each process industry. ANSYS will stage daily live demonstrations on topics including microfluids, plant optimization, mixing, industrial bio-engineering and bulk solids simulation.

“Software from ANSYS is now a valued tool for companies across all process industries. The technology is being utilized by some of the most innovative and respected organizations around the world to develop new products and processes, and to improve performance and reliability in scenarios where demonstrating safety and assuredness can be essential,” said Georg Scheuerer, regional vice president for continental Europe at ANSYS, Inc. “ACHEMA attendees will have the opportunity to put the power of ANSYS to work for them, whatever the application — fluid dynamics, structural, electromagnetic, hydrodynamic or thermal analysis.”

[ANSYS](#) will be in Hall 9.2, booth Q40 at [ACHEMA](#), which takes place May 11 to 15 in Frankfurt, Germany.

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## ***Delcam and FARO to Show How Inspection Can Make Money***

27 April 2009

CADCAM developer Delcam and metrology specialists FARO will demonstrate how inspection can be used to make money at a one-day workshop to be held at Delcam's Birmingham headquarters on Thursday 4th June. The workshop will include technical presentations and practical demonstrations, plus the opportunity to discuss any metrology problems with experts from both organisations.

“Too many companies still regard inspection as an expensive, complicated and time-consuming operation that limits their profitability,” claimed Phil Hewitt, PowerINSPECT Product Manager at Delcam. “This workshop aims to show how modern inspection software and the latest portable metrology equipment can instead be used to make money.”

He explained that there are at least five ways in which this is possible: inspection can save your reputation by finding mistakes before your customer does; it can save money by spotting errors earlier and correcting them at lower cost; it can eliminate time spent working on parts that are already too far out of tolerance; it can improve consistency and so reduce waste; and it can improve quality and so help companies to win more business.

These views were supported by David Homewood, Area Vice President of Sales for the UK, France and Benelux at FARO. “The FARO range of portable inspection equipment is much more flexible than conventional coordinate measuring machines,” he stated. “This, coupled with the systems' ease of use, makes it possible to take more frequent measurements at various stages of the manufacturing process and at different locations within a factory. It allows any errors to be detected much earlier, and so reduces the time and money wasted by continuing to produce out-of-tolerance parts.”

FARO equipment to be demonstrated at the workshop will include the company's range of gauges and inspection arms, fitted with conventional probes or the ScanArm laser-based data-collection system, plus the laser tracker. All of the devices will be shown with Delcam's PowerINSPECT software.

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## ***Delcam to Demonstrate Composites CAD/CAM at MAKA Open House***

28 April 2009

Delcam will demonstrate the use of its CAD/CAM systems in the manufacture of composites components at a three-day Open House to be held by router manufacturers MAKA at the company's UK headquarters in Telford from 3rd to 5th June. The demonstrations will cover the complete manufacturing process, including the development of the mould design from the component design, the generation of toolpaths to trim the moulded part, and the design of the fixture to hold the part during machining.

Delcam's software is already used in many successful applications within the composites industry, such as the manufacture of components for the aerospace, marine, autosport and luxury car industries, the production of top-of-the-range sports equipment, and the machining of patterns and tooling for compression moulding and reaction injection moulding. Benefits of the systems include increased productivity, higher quality and shorter lead times.

Unlike many other areas within UK manufacturing, the composites industry is continuing to grow as the materials are used increasingly to replace metals and wood. New applications continue to be found as the properties of the materials are developed, especially in the aerospace, automotive and marine

industries.

These developments offer significant opportunities to component manufacturers and the toolmakers that support them. In particular, companies that have been hit by the decline in UK toolmaking could find new opportunities in the composites area. Their skills in producing complex injection moulds could be transferred relatively easily to the manufacture of tooling for compression moulding and reaction injection moulding of composites. Similarly, firms that have traditionally made models and patterns for the metals industry could turn to producing similar items for composites manufacture. However, in order to make the transition successfully, companies must ensure that they are using the appropriate machine tools and the most efficient manufacturing software.

For further information on the MAKKA Open House, please contact Phil Pitchford at MAKKA on 01952 607700 or email [pp@makauk.com](mailto:pp@makauk.com).

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## ***SofTech, Inc. Announces Educational PLM Web Series***

27 April 2009

SofTech, Inc. announced that it will kick off its three-part live PLM Web-based seminar series beginning on Wednesday, May 6, 2009.

Today's tough economic cycle is challenging manufacturers to refocus their strategies and do more with less. This PLM Web series is geared towards decision makers for all types of product manufacturers that are looking to improve business practices, global competitiveness and their bottom line.

During this series, SofTech will provide valuable insight into the measurable benefits a PLM solution can bring to an organization such as accelerating new product development, streamlining product release processes, leveraging your Intellectual Property to your advantage, increasing Bill of Information management, as well as enhancing customer, partner, supplier and employee collaboration.

SofTech is offering two presentation dates for each PLM Webinar. Those interested in attending any or all of the complimentary sessions can register at <http://www.softtech.com/plm-webseries/?ref=prws>. Each session will last approximately thirty minutes. The schedule and program description are as follows:

### **PLM Web Series Program Schedule:**

#### **DOING MORE WITH LESS**

Efficiency and Productivity Improvements that will Drive your Business Forward in this Economy

Wednesday, May 6, 2009 - 2:00 PM EDT

Thursday, May 7, 2009 - 2:00 PM EDT

#### **GLOBAL COMPETITIVENESS IN AN ECONOMIC DOWNTURN**

How to Identify, Define and Promote Business Process Improvements within your Organization

Wednesday, May 20, 2009 - 2:00 PM EDT

Thursday, May 21, 2009 - 2:00 PM EDT

#### **JUSTIFYING THE INITIATIVE**

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Building a Compelling Case for Technology Investment

Wednesday, June 3, 2009 - 2:00 PM EDT

Thursday, June 4, 2009 - 2:00 PM EDT

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## ***The DaS Symposium Premieres at COFES 2009***

24 April 2009

Cyon Research Corporation, host of the Congress On the Future of Engineering Software (COFES), introduced the Design and Sustainability (DaS) Symposium as part as its 2009 COFES event.

The DaS Symposium explored the intersection of design, simulation, and sustainability in both architecture and manufactured products.

“COFES is a unique gathering of individuals from a wide variety of industry sectors, each with significant interest in software used to design the world around us,” explains Cyon Research President and CEO Brad Holtz. “The DaS Symposium exists within that community to look at how design software can increase the visibility of sustainability issues at the design stage.”

New CAD software tools can measure a project in terms of its environmental efficiencies, allowing designers to more clearly see sustainability as a criterion in the design process. For example, 3D simulation can be applied to manage energy use in large facilities or even entire cities. Over a series of sessions at COFES, DaS participants looked to the future of sustainability metrics.

“We convened an exceptional group of sustainability leaders committed to extraordinary change in software to enable sustainable design,” comments John Fox, Director of Product & Market Strategy at PTC. “We see untold possibilities for innovation in the emerging Sustainable Performance Software sector and are continuing our effort to build a strategic microcosm of industry partners that can collaborate on this initiative.”

Ken Hall, Director of Sustainable Design Systems at Gensler, presented his insights into this new sector and moderated several brainstorming sessions with symposium attendees over the three days of the COFES conference last week. Interactive discussions identified the systemic issues and challenges in the industry to the adoption of new ideas, as well as to discover opportunities for collaboration among vendors.

“We are looking for ways that competitive businesses can maintain their intellectual property while collaborating on common issues that will enable rapid uptake of sustainability performance software,” says Hall. “This includes asking and answering questions about interoperability, such as shared metrics, data, and language. It is about getting users, executives, and software developers in the same room. We want to tighten the feedback loop to enable radically improved sustainable design performance.”

Details of The DaS Symposium are posted at [cofes.com/DaS](http://cofes.com/DaS). Output from the DaS Symposium will be posted there as it is processed.

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*The Ter@tec'09 Forum for High performance Simulation and Computing is Being Held June 30 and July 1, 2009, Supélec (91- France)*

April 2009

The Ter@tec annual Forum, created in 2006, is a major opportunity of meeting and exchanging with all the stakeholders of high performance simulation and computing.

In 2008, more than 400 international attendees, from research and industry, providers and users, met at Ter@tec Forum. HPC worldwide programs, perspectives and major challenges were discussed, from both the technology and the usage points of view. The Forum was recognized as very successful, with high-level presentations and workshops, and the personal participation of Mrs. Valérie Pécresse, French Minister for Higher education and Research and Mr. Janez Potočnik, European Commissioner for Science and Research.

**Ter@tec'09 will again be the meeting of the HPC community around the technological and economical aspects of the high performance simulation and computing.**

**June 30, the plenary sessions** will present the HPC political and strategic aspects with the participation of industrial providers and users.

09h00 – 13h00           **HPC, the technological vision of the providers** with the participation of INTEL, NVIDIA, GOOGLE, ESI Group and ANSYS.

14h00-18h00           **HPC, the point of view of the users** with the participation of EADS, NATIONAL INSTRUMENTS, NUMTECH and ECMWF.

**Special Event!**           ***Bull - Joseph Fourier Prize Ceremony in partnership with GENCI***

18h00

Cocktail

**June 30, the exhibition** with forty participants will present research projects results and on-going developments of the main industrial actors : ALCATEL LUCENT - ANR - ANSYS - BULL - CAPS ENTREPRISE - CC DE L'ARPAJONNAIS - CEA - CG DE L'ESSONNE - CLUSTERSVISION - COMMUNICATION & SYSTEMES - DATADIRECT NETWORKS - DISTENE - ENGINSOFT - ESI GROUP - HP FRANCE - INTEL - KERLABS - MEDYSYS - MICROSOFT - NATIONAL INSTRUMENTS - NUMTECH - PRACE & GENCI - SCILAB - SGI- SODEARIF - SUN - SYSTEMATIC

**July 1st, dedicated workshops** will cover some major subjects, both on technology and on usage, but always in close association between industry and research.

09h00-18h00           Workshop 1 **HPC and Complex Systems Design**

09h00-13h00           Workshop 2 **HPC and Life Sciences**

14h00-18h00           Workshop 3 **HPC and Biology**

09h00-13h00           Workshop 4 **HPC and Risk Evaluation**

09h00-18h00           **Scilab Tech'09** The first Scilab Users' Conference

The objective is to gather more than 500 international experts, including also decision makers and high level scientists from the industrial world and the academic world, coming mainly from Europe but including representatives of the major international initiatives. We also expect representatives from the French Ministries, the European Commission and high level international delegations.

**For any Information and Registration, [WWW.TERATEC.EU](http://WWW.TERATEC.EU)**

Ter@tec - Bard 1 – Domaine du Grand Rué, 91680 BRUYERES-LE-CHATEL - France  
Tél. : +33(0)1 69 26 61 76 - <http://www.teratec.eu>

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## Financial News

### *Dassault Systemes cuts 2009 earnings targets*

30 April 2009

Dassault Systemes cut its 2009 revenue and earnings goals, blaming the global economic downturn as it posted a 6 percent decline in first-quarter revenue.

Dassault expects new licence sales to decline 30 percent this year, Chief Financial Officer Thibault de Tersant said on Thursday. This compared with a previous forecast for a 9-14 percent fall.

The drop will hit the group's recurring revenue, which it now sees rising 4-6 percent instead of 8 percent this year, the IT company said, adding that the economic crisis was "much more severe" than it expected.

"Looking ahead, we believe the environment will continue to be difficult," Tersant said.

He added that it was too early to revise its five-year earnings goals to 2010: "This is something we want to do as soon as we have more clarity on this macro-economic environment, and hopefully before the end of this year."

Dassault, whose clients include global giants Boeing ([BA.N](#)) and Sony ([6758.T](#)), said it now expected 2009 non-IFRS revenue to fall by 5 to 9 percent, compared with a previous forecast for a 1-3 percent rise.

The group also cut its full-year earnings per share estimate to a range of 1.78 to 2.00 euros, against the 2.02-2.12 euros per share it had expected in February.

"The first quarter brought further deterioration of the economic environment, which led to a significant decrease in our new licence activity across brands and geographic regions," Chief Executive Bernard Charles said in a statement.

### "REALISTIC" OUTLOOK

The company had pre-announced first-quarter earnings on April 16, saying it had missed its sales target and was likely to cut its goal for the full year.

Final first-quarter figures showed revenue was 310.7 million euros (\$411.7 million), down 6 percent at constant exchange rates, while earnings per share fell 10 percent to 0.37 euros and the operating margin was 19.4 percent.

For the second-quarter of 2009, Dassault said it expected non-IFRS sales of between 295 and 310 million euros and second-quarter non-IFRS earnings per share of 0.32-038 euros.

These forecasts are "a more realistic view with regards to the outlook for new licence purchases, the knock-on impact to recurring revenues, and an acknowledgement of the weak state of Dassault's key end markets," Goldman Sachs analysts wrote.

Dassault added that it now expected a non-IFRS operating margin of about 24 to 26 percent for 2009, in

# CIMdata PLM Industry Summary

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line with the 25.5 percent it forecast in February.

Earlier this month, Dassault said it was seeking an additional 80-90 million euros in cost savings this year, which would not entail layoffs.

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## ***DS Reports First Quarter 2009 Financial Results In Line With Preliminary Announcement***

30 April 2009

Dassault Systemes reports IFRS unaudited financial results for the first quarter ended March 31, 2009, in accordance with Article L.451-1-2 IV of the French Monetary and Financial Code (Code Monétaire et Financier). These results have been reviewed by the Company's Board of Directors.

Summary Financial Highlights  
(unaudited)

First Quarter 2009 non-IFRS financial results in line with preliminary announcement

Net operating cash flow of €96 million for Q1 and net cash position of €702 million

DS updates 2009 financial objectives

\*\* In the 2008 first quarter, DS recorded a €17 million (€0.13 per share) gain on sale for its prior corporate headquarters facility in other operating income and expense, net.

Bernard Charlès, Dassault Systemes President and Chief Executive Officer, commented, "As previously announced, the first quarter brought further deterioration of the economic environment which led to a significant decrease in our new license activity across brands and geographic regions. Despite this, first quarter earnings and margin results were well in line with our objectives, thanks to our cost savings.

"Notwithstanding the environment, we made solid progress in strengthening our market leadership. In Mainstream 3D we reached a major milestone with SolidWorks recently crossing the millionth user mark. This is no surprise given its unsurpassed focus on its community of SolidWorks users and value-added resellers.

"During the period we continued to advance our diversification strategy, bringing PLM to a broad range of industries. Recent ENOVIA wins in apparel, consumer goods and pharmaceuticals illustrate this quite well. Additionally, these wins demonstrate the importance of our software solutions in bridging customers' business process initiatives in compliance, eco-design and sourcing, among others, with product development."

### First Quarter 2009 Financial Review

In millions of Euros	IFRS			Non-IFRS		
	Q1 2009	Q1 2008	Growth in cc*	Q1 2009	Q1 2008	Growth in cc*
Total Revenue	309.7	307.4	(6%)	310.7	307.9	(6%)
Software Revenue	271.8	269.1	(5%)	272.8	269.6	(5%)
Services and other Revenue	37.9	38.3	(7%)	37.9	38.3	(7%)

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PLM software Revenue	200.7	201.9	(7%)	201.7	202.4	(6%)
Mainstream 3D software Revenue	71.1	67.2	(2%)	71.1	67.2	(2%)
<hr/>						
Americas	97.4	93.9	(10%)	97.8	94.1	(10%)
Europe	137.6	138.7	0%	137.7	138.9	0%
Asia	74.7	74.8	(12%)	75.2	74.9	(11%)

\*In constant currencies.

IFRS and non-IFRS total revenue increased 1% on a reported basis. In constant currencies, IFRS and non-IFRS total revenue decreased 6%.

IFRS and non-IFRS software revenue increased 1% on a reported basis. In constant currencies, IFRS software revenue decreased 5%. Non-IFRS software revenue also decreased 5% due to a decrease in new licenses revenue of 40% which more than offset non-IFRS recurring software revenue growth of 15% (all figures are in constant currencies).

Both PLM and Mainstream 3D software results reflected the impact of the current global economic downturn with lower new licenses revenue offsetting growth in recurring software revenue. IFRS PLM software revenue decreased 7% in constant currencies. Non-IFRS PLM software revenue decreased 6% with CATIA software revenue lower by 11% and ENOVIA software revenue lower by 18% offset in part by double-digits software revenue growth from SIMULIA (all figures in constant currencies). Mainstream 3D IFRS and non-IFRS software revenue decreased 2% in constant currencies.

Services and other revenue decreased 7% in constant currencies, in part reflecting the DSF divestiture during 2008 offset to some extent by growth in consulting during the first quarter.

IFRS operating margin was 13.0%. In the year-ago quarter, the IFRS operating margin of 23.5% benefited from a one-time gain on sale of real estate. Non-IFRS operating margin decreased to 19.4% compared to 22.8% in the year-ago quarter reflecting the downturn in the economy, but was in line with the Company's objective on good execution of its cost savings program.

Financial revenue and other, net, totaled €0.3 million compared to €0.2 million in the 2008 first quarter.

IFRS earnings per diluted share decreased 50% to €0.24. Non-IFRS earnings per diluted share were in line with the Company's objective, decreasing 10% to €0.37 primarily reflecting a decrease in non-IFRS operating income of 14%.

### Cash Flow and Other Financial Highlights

IFRS net operating cash flow was €96 million for the first quarter ended March 31, 2009.

At March 31, 2009, cash and cash equivalents totaled €902.6 million and long-term debt was €200.3 million.

### Annual Shareholders' Meeting Date and Cash Dividend Recommendation

The Annual Shareholders' Meeting has been scheduled for June 9, 2009. The Board of Directors has recommended an annual cash dividend equivalent to €0.46 per share, representing about €55 million in the aggregate, for the fiscal year ended December 31, 2008, stable with last year's dividend per share.

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The dividend is subject to approval by shareholders at the Annual Shareholders' Meeting.

## Key Business and Corporate Highlights

Guess, Inc. Expands Deployment of Dassault Systemes' PLM Solutions to Manage Its Global Sourcing Operation. Jointly developed with Zymmetry Group – the leading manufacturing and sourcing solutions provider focusing on the apparel industry – the ENOVIA solution integrates sourcing within the design and development process, allowing companies such as Guess, Inc. to seamlessly manage collaboration with production offices and retailers. The ENOVIA solution supports costing and pre-production processes, and offers visibility and process control for brand and retail global operations.

Trent Ltd. Selects Dassault Systemes PLM for Fast Fashion. Trent Ltd., a Tata Group company and operator of Trent Westside, one of India's largest and fastest growing retailers, will deploy the ENOVIA Apparel Accelerator™ for Design & Development. The ENOVIA Accelerator, which will take just nine weeks to implement, will integrate with their existing ERP systems to provide Trent Ltd. with greater visibility into the new product development process. This approach will enable the company to reduce sample development time and increase seasonal options by leveraging the market knowledge and design capabilities of key suppliers while also tracking commodity prices to negotiate better costs with them.

Great Wall Motor Selects Dassault Systemes' PLM Solutions for Eco-Design. Great Wall Motor Company Limited (GWM), the largest commercial pickup and SUV manufacturer in China, has chosen Dassault Systemes' ENOVIA Materials Compliance Central™ to establish an enterprise-wide compliance platform to promote eco-design. The solution, which is being deployed in partnership with D&A Technology (Shanghai) Co. Ltd., a Dassault Systemes' partner in China, will significantly improve GWM's competitiveness in a new era where environmental compliance is a basic requirement and a key strategy in GWM successfully expanding its global presence.

Based on the ENOVIA V6 platform, ENOVIA Materials Compliance Central is a business-process application, designed to empower companies to adopt proactive environmental compliance strategies throughout a product's lifecycle, from design to disposal.

Procter & Gamble Selects Dassault Systemes as Enterprise Simulation Partner. Procter & Gamble Company (P&G), the world's largest consumer goods company, has selected SIMULIA SLM as their simulation lifecycle management solution to support P&G's modeling & simulation strategy. Based on Dassault Systemes' V6 platform, the online collaborative environment for PLM 2.0, SIMULIA SLM enables P&G to capture, share and automate the execution of approved simulation methods, improve traceability of simulation data, and accelerate decision-making while securing valuable intellectual property.

BMW selects Dassault Systemes Digital Design Infrastructure to Speed Up Delivery of Fuel Efficient Cars. BMW will use CATIA to have a single digital software environment for the design of all BMW engines across its fuel and diesel-powered cars, motorcycles, and its newest line of eco-friendly, hybrid cars including the industry's first hydrogen-powered vehicle.

With the use of CATIA software, a 3D virtual design platform, engineers can consolidate design environments and create a single reference model for the design of all future BMW engines. IBM and Dassault Systemes PLM experts have helped the automaker to harmonize and consolidate all design initiatives into a single digital infrastructure that provides the latest technologies to aid in the software simulation, calculation and testing of new engine models.

DS SolidWorks Unveils Software to Gauge Any Design's Environmental Impact. SolidWorks

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introduced software that details, in real time, the environmental impact of parts, assemblies, and the design decisions that go into them. DS SolidWorks demonstrated an early version of the software at SolidWorks World 2009.

## Business Outlook

Thibault de Tersant, Senior Executive Vice President and CFO, commented, "Looking ahead, we believe the environment will continue to be difficult.

"With respect to the second quarter and full year outlook, we are taking into account the sharp decline in new licenses experienced during the first quarter and assuming that market conditions remain unchanged throughout the rest of 2009. This leads us to lower our new licenses revenue expectations as well as our recurring software growth assumptions, reflecting the flow-through impact on recurring revenue as the installed base grows at a lower rate. We also think it is prudent to assume that consulting activity will be more subdued given the macroeconomic environment.

"Thanks to our initial cost savings program and additional annual savings target of €80 to €90 million recently announced, we believe the impact to the 2009 operating margin can be largely offset and so we continue to target a full year operating margin of about 25%, the mid-point of our objective. We are lowering our 2009 EPS objective to reflect the revenue objective adjustment as well as the impact of the decline in interest rates on financial revenue. Given the current economic environment we have decided to widen our objective ranges for revenue, operating margin and earnings per share."

The Company's objectives are prepared and communicated only on a non-IFRS basis and are subject to the cautionary statement set forth below. The Company's current objectives are the following:

Second quarter 2009 non-IFRS total revenue objective of about €295 to €310 million and non-IFRS EPS of about €0.32 to €0.38;

2009 non-IFRS revenue growth objective range of about -9% to -5% in constant currencies; (€1.260 to €1.310 billion based upon the 2009 currency exchange rate assumptions below.)

2009 non-IFRS operating margin of about 24% to 26%;

2009 non-IFRS EPS range of about €1.78 to €2.00;

Objectives are based upon exchange rate assumptions for the 2009 second quarter of US\$1.40 per €1.00 and JPY130 per €1.00 and a full year average of US\$1.38 per €1.00 and JPY128 per €1.00.

The non-IFRS objectives set forth above do not take into account the following accounting elements and are estimated based upon the 2009 currency exchange rates above: deferred revenue write-downs estimated at approximately €1.4 million for 2009; share-based compensation expense estimated at approximately €22 million for 2009 and amortization of acquired intangibles estimated at approximately €40 million for 2009. The above objectives do not include any impact from other operating income and expense, net principally comprised of restructuring expenses. These estimates also do not include any new stock option or share grants, or any new acquisitions or restructurings completed after April 30, 2009.

## Webcast and Conference Call Information

Dassault Systemes will host a webcast and a conference call today, Thursday, April 30, 2009.

Management will host a webcast at 8:30 AM London time/9:30 AM CET time and will then host the conference call at 2:00 PM London time/3:00 PM CET/ 9:00 AM New York time. The webcast and conference call will be available via the Internet by accessing <http://www.3ds.com/company/finance/>.

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

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## **LECTRA : First Quarter 2009 Financial Results**

30 April 2009

Q1 2009:

- Revenues: EUR 37.6 million (-30%)\*

- Loss from operations: EUR 3.2 million

- Net loss: EUR 3.2 million

- Free cash flow: +EUR 11.6 million

\* like-for-like

(in millions of euros)	January 1 - March 31	January 1 - March 31
	2009	2008
Revenues	37,6	52,0
Change like-for-like (1)	-30%	
Income (loss) from operations	(3,2)	1,6
Change like-for-like(1)	(5,1)	
Net income (loss)	(3,2)	0,6
Free cash flow	11,6	(1,1)
Shareholders' equity(2)	24,8	28,1
Net financial borrowing(2)	45,1	56,4

(1) Like-for-like: 2009 figures restated at 2008 exchange rates

(2) At March 31, 2009 and December 31, 2008

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Paris, April 29, 2009. Today, Lectra's Board of Directors, chaired by André Harari, reviewed the unaudited consolidated financial statements for the first quarter of 2009.

(Detailed comparisons between 2009 and 2008 are like-for-like.)

## Orders Remain Weak

Business conditions were particularly weak in the first quarter, with many customers reporting a further severe deterioration in their situation, and visibility remaining very limited.

Given these conditions, the company experienced another decline in business activity, as customers continued to cut their costs and to freeze or postpone investment decisions. All market sectors and geographic markets have been affected.

As a result, Q1 orders for new software licenses and CAD/CAM equipment (EUR 10.4 million) were down 50% overall compared to Q1 2008. This fall off in orders gathered pace in 2008 with each succeeding quarter, culminating in a fall of 48% in Q4 2008.

At the same time, orders for spare parts and consumables, which traditionally hold up well, have fallen sharply, something which happened for the first time in Q4 2008, due to significantly lower production levels and plant closures.

## Revenues and Earnings Fall Sharply

Q1 2009 revenues (EUR 37.6 million overall) were down 30% relative to Q1 2008. Revenues from new systems sales (EUR 13.9 million) were down 50%. Recurring revenues (EUR 23.7 million) decreased by 9%, the result of a slight increase (1%) in revenues from subscription contracts—a nonetheless satisfactory result, given the current economic conditions—and a 25% decrease in revenues from spare parts and consumables.

As the company had anticipated on February 12, 2009, income from operations was negative at -EUR 3.2 million. While the loss on operations was a direct result of the combined impact of significantly lower sales of new systems and of spare parts and consumables, it was partly limited by the impact of measures implemented in 2008 to cut fixed overhead expenses.

The company registered a net loss of EUR 3.2 million.

## Free Cash Flow Highly Positive

Free cash flow (+EUR 11.6 million) benefited from the advance repayment in Q1 2009 of EUR 14.1 million corresponding to the (French) research tax credits for the years 2005 through 2008, which were recognized in the balance sheet at December 31, 2008. These advance repayments were a result of measures announced by the French government on December 4, 2008, under its economic stimulus plan.

## Business Trends and Outlook

The financial report of February 12, 2009 on the Q4 and full-year 2008 financial statements discussed this matter in detail, as did the Annual Report for 2008. The company explained that 2009 will be a difficult year for Lectra as for all companies worldwide, and has opted not to formulate any estimates regarding its outlook for 2009, given the total lack of visibility.

Macroeconomic conditions remain unchanged and therefore call for extreme vigilance. These deteriorated conditions are expected to persist over the coming quarters, and orders for new software licenses and CAD/CAM equipment remain weak, although it is impossible to estimate the extent of this weakness.

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First-quarter results are consistent with the key objectives set out in the 2009 action plan, made necessary by the unprecedented scale of the global economic crisis. This plan, which has been in force since January 1, 2009, allowed for fixed overhead costs to be adjusted so as to reach the company's breakeven point

(i.e., to keep net income positive) if orders for new software licenses and CAD/CAM equipment booked in 2009 are 15% less than in 2008 (representing a decline of 42% relative to 2007) and if recurring revenues remain stable. On that basis, corresponding revenues would amount to EUR 178 million and income from operations EUR 1.7 million.

If orders for new systems in the next quarters remain at the same level as in the first quarter, adjusted solely for the effects of seasonal variations in Lectra's activity, orders for the full year could record a fall by around 30% relative to 2008 (representing a decline of 52% relative to 2007). Furthermore, if the sharp downturn in sales of spare parts and consumables continues over the coming quarters, this could undermine the aforementioned breakeven scenario, with recurring revenues for the period falling by approximately 6-8%. Meanwhile, the cost-cutting measures implemented in 2008 are expected to reveal their full impact from the second quarter onward.

The company will very probably register a further loss on operations in the second quarter of 2009. However, even in these circumstances, income from operations should return to breakeven or be slightly positive in the second half.

As stated on February 12, the company will be obliged to take additional cost-cutting measures in order to lower its fixed overhead costs even further if the impact of the crisis deepens.

At the same time, free cash flow before non-recurring items should be positive in all financial scenarios.

The Annual Shareholders' Meeting will take place on April 30, 2009. First half earnings for 2009 will be published on July 30, 2009.

The Management Discussion and Analysis of Financial Condition and Results of Operations for Q1 2009 are available on [lectra.com](http://lectra.com).

With nearly 1,500 employees worldwide, Lectra is the world leader in software, CAD/CAM equipment and related services dedicated to large-scale users of textiles, leather and industrial fabrics. Lectra addresses a broad array of major global markets including fashion (apparel, accessories, and footwear), automotive (car seats and interiors, airbags), and furniture, as well as a wide variety of other industries, such as the aeronautical and marine industries, wind power, etc.

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## ***Nemetschek Keeps Margin Stable***

28 April 2009

Nemetschek AG remains clearly profitable even in difficult times. According to provisional figures, the revenues in comparison to the strong Q1 in the previous year dropped by 7.9 percent from 36.4 million euros to 33.6 million euros.

The EBITDA in the first quarter of 2009 amounted to 7.3 million euros after 8.0 million euros in the previous year, which corresponds to an EBITDA margin of 21.7 percent after 22.0 percent in 2008. The operating profit (EBIT) amounted to 4.8 million euros after 5.6 million euros in the previous year; the quarterly surplus amounted to 2.3 million euros after 2.9 million euros. The cash flow for the period

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increased slightly from 6.3 million euros to 6.8 million euros. The operative cash flow amounted to 9.5 million euros after 12.9 million euros in the previous year – the reason for this is the increased reduction in liabilities and the slight increase in receivables compared with December 31, 2008. The equity ratio of Nemetschek AG is still slightly above 40 percent, the liquid assets amount to 31.6 million euros. The company's net debt is thus at around 18 million euros.

## **Outlook for fiscal 2009**

With the results at hand for the first quarter the outlook for the year as a whole has crystallized somewhat. From today's point of view a drop in revenues of between 5 and 10 percent for the Nemetschek Group over the year as a whole can be expected. In view of the cost measures that have already been initiated, however, the managing board expects to be able to maintain the operative margin (EBITDA margin) in 2009 in the region of 20 percent.

The full report for the first quarter of 2009 will be published on May 8, 2009, as announced.

## **Explanations**

The worldwide economic downturn is leaving its mark on Nemetschek AG too. "We have nevertheless set ourselves the goal of keeping the operative margin largely stable. If the fall in revenues remains on this scale, then we should be able to achieve this goal", emphasizes Ernst Homolka, CEO of Nemetschek AG. He added that the company had reduced costs step by step in the past months and would continue to follow a policy of strict cost discipline without endangering the substance of the company.

Furthermore, he added that the large subsidiaries would be launching important product innovations on the market during the course of the year, which would address current issues such as building renovation and energy efficiency. "If the economic packages launched by various governments lead to the expected market recovery in the second half of the year, the Nemetschek Group will clearly benefit."

## **About Nemetschek**

The Nemetschek Group is Europe's largest vendor of software for architects, engineers and the building industry. Worldwide, the group's companies support their customers with solutions for the complete lifecycle of buildings—from design and visualization to the actual construction process to usage and occupancy. The closely interlinked software solutions facilitate interdisciplinary collaboration among all those involved in the building process and thus make the process itself more efficient.

Nemetschek products are used by more than 270,000 customers in 142 countries worldwide. The company was founded in 1963 by Prof. Georg Nemetschek and has more than 1,100 employees worldwide. Nemetschek AG, which has been listed since 1999, achieved revenues exceeding 150 million euros in fiscal 2008.

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## ***PTC Announces Q2 Results***

29 April 2009

PTC reported results for its second fiscal quarter ended April 4, 2009.

## **Highlights**

Q2 Results: Revenue of \$225.3 million and non-GAAP EPS of \$0.15

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Currency was a \$3 million headwind relative to Q2 revenue guidance

Non-GAAP operating margin of 10.5%; GAAP operating margin of (0.6%)

GAAP EPS of \$0.06, including \$10 million restructuring charge to reduce operating expenses

Q3 Guidance: Revenue of \$220 to \$230 million and non-GAAP EPS of \$0.12 to \$0.18

GAAP loss per share of \$0.03 to EPS of \$0.03

FY 2009 Targets: Revenue of \$940 million and non-GAAP EPS of approximately \$0.80

Non-GAAP operating margin of 13% to 14%; GAAP operating margin of 3% to 4%

GAAP EPS of approximately \$0.34

Assumes \$1.30 EURO / USD, down from \$1.35 EURO / USD in prior guidance

Approximately 17% non-GAAP and 8% GAAP operating margin for H2'09

The Q2 non-GAAP results exclude a \$10 million restructuring charge, \$7 million of stock-based compensation expense, \$9 million of acquisition-related intangible asset amortization expenses and \$15 million of income tax adjustments. The Q2 results include a non-GAAP tax rate of 25% and a GAAP tax benefit rate of 529%.

## **Q2 Results Commentary & Outlook**

C. Richard Harrison, chairman and chief executive officer, commented, "On a constant currency and non-GAAP basis, our total Q2 revenue was down 10%, or approximately \$25 million, compared to last year. While constant currency license revenue was down 44% in Q2, as expected, our results highlight our maintenance and services businesses, which both grew on a constant currency basis in Q2 and currently represent approximately 80% of our revenue base."

"Not surprisingly, we are continuing to experience longer lead times and reduced spending on large deals and our reseller channel continues to be impacted by soft end-market demand," continued Harrison. "On the positive side, our pipeline for new business opportunities remains strong and our products continue to perform well in competitive benchmarks for strategically significant PLM programs. For example, we won an important benchmark with Nokia during the quarter and received major orders from other leading organizations such as AGCO, BAE Systems, EADS, Force Protection, Lockheed Martin, ITT Corporation, Toyota Motor Corporation and the US Navy."

James Heppelmann, president and chief operating officer added, "We remain very optimistic about the long-term opportunity for PTC. We intend to continue to make strategic investments that we believe are critical to gaining market share and improving operating profitability over the longer-term, including investing in the breadth and competitiveness of our product portfolio, expanding our reseller channel and developing an ecosystem of enterprise reseller partners and strategic services partners."

Neil Moses, chief financial officer, commented, "Our Q2 operating margins and EPS were stronger than expected primarily due to revised bonus plans, earlier than anticipated execution on the restructuring activities we acted on during the quarter, as well as some favorable impact from currency movements."

"Looking forward, we are adjusting our FY'09 revenue target to \$940 million as currency and macroeconomic factors continue to move against us," Moses continued. "Consequently, we are now expecting FY'09 non-GAAP operating margins of 13% to 14% and non-GAAP EPS of approximately \$0.80. For Q3, we are initiating guidance of \$220 to \$230 million in revenue with non-GAAP EPS of

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\$0.12 to \$0.18.”

Moses concluded, “We continue to generate significant cash flow from operations which we can use to pay down our outstanding debt of \$53 million, fund acquisitions and to buy back our stock. Our balance sheet remains strong with \$268 million of cash and an additional \$177 million available on our revolving credit facility. We remain committed to accelerating our organic growth rate and expanding our non-GAAP operating margins over the longer-term.”

The Q3 guidance assumes a non-GAAP tax rate of 25% and a GAAP tax rate of 8%. The Q3 non-GAAP guidance excludes approximately \$12 million of stock-based compensation expense, \$9 million of acquisition-related intangible asset amortization expense, \$3 million of restructuring related expense and the related income tax effects.

The FY’09 guidance assumes a non-GAAP tax rate of 25% and a GAAP tax rate of -21%. The FY’09 non-GAAP guidance excludes approximately \$43 million of stock-based compensation expense, \$35 million of acquisition-related intangible asset amortization expense, \$13 million of restructuring related expense and the related income tax effects.

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

Supplemental financial and operating metric information and prepared remarks for the conference call will be posted to the investor relations section of our website simultaneously with this press release. The prepared remarks will not be read live; the call will be primarily Q&A.

**When:** Wednesday, April 29, 2009 at 8:30 a.m. Eastern Time

**Dial-in:** 1-888-566-8560 or 1-517-623-4768

Call Leader: Richard Harrison with Passcode: PTC

**Webcast:** <http://www.ptc.com/for/investors.htm>

**Replay:** The audio replay of this event will be archived for public replay until 4:00 p.m. on May 4, 2009 at 1-888-568-0858 or 1-402-998-0243. To access the replay via webcast, please visit <http://www.ptc.com/for/investors.htm>.

## **Important Information About Non-GAAP References**

PTC provides non-GAAP supplemental information to its financial results. Non-GAAP operating expenses, margin and EPS exclude stock-based compensation expense, amortization of acquired intangible assets, acquired in-process research and development expense, restructuring charges, and the related tax effects of the preceding items and any one-time tax items, such as valuation allowance reversals. PTC provides this non-GAAP information to facilitate period-to-period comparisons of its operational performance by adjusting for certain non-cash and certain episodic expenses. We believe that providing non-GAAP measures affords investors a view of our operating results that may be more easily compared to peer companies. PTC management also uses this and other non-GAAP financial

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information to evaluate, manage and plan our business because the information provides additional insight into ongoing financial performance. In addition, compensation of our executives is based in part on the performance of our business based on these non-GAAP measures. However, non-GAAP information should not be construed as an alternative to GAAP information as the items excluded from the non-GAAP measures often have a material impact on PTC's financial results. Management uses, and investors should use, non-GAAP measures in conjunction with our GAAP results.

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### **SAP Announces First Quarter 2009 Results**

29 April 2009

SAP AG today announced its preliminary financial results for the first quarter ended March 31, 2009.

[View the Detailed Results \(PDF\)](#)

[View the Webcast and Presentation](#)

### **FINANCIAL HIGHLIGHTS – First Quarter 2009**

<b>SAP - First Quarter 2009*</b>							
	<b>U.S. GAAP</b>			<b>Non-GAAP**</b>			
<b>€million, unless otherwise stated</b>	<b>Q1/2009</b>	<b>Q1/2008</b>	<b>% change</b>	<b>Q1/2009</b>	<b>Q1/2008</b>	<b>% change</b>	<b>% change constant currency***</b>
Software revenues	418	622	-33	418	622	-33	-34
Software and software-related service revenues	1,741	1,736	0	1,753	1,783	-2	-4
Total revenues	2,397	2,460	-3	2,409	2,507	-4	-6
Total operating expenses	2,065	2,101	-2	1,999	2,018	-1	-3
- Thereof restructuring charges	160	-	-	160	-	-	-
Operating income	332	359	-8	410	489	-16	-17

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Operating margin (%)	13.9	14.6	-0.7pp	17.0	19.5	-2.5pp	-2.3pp
Income from continuing operations	210	247	-15	267	345	-23	-
Net income	204	242	-16	262	340	-23	-
Basic EPS from cont. operations (€)	0.18	0.21	-14	0.22	0.29	-24	-

\*All figures are preliminary and unaudited.

\*\* Revenue line items are adjusted for the Business Objects support revenue that Business Objects would have recognized had it remained a standalone entity but that SAP is not permitted to recognize as revenue under U.S. GAAP as a result of business combination accounting rules. Adjustments in the operating expense line items are for acquisition-related charges. See Explanation of Non-GAAP Measures at the end of the financial section of the press release for explanations of the Non-GAAP measures used in this press release and for related reconciliations to U.S. GAAP.

\*\*\* Constant currency Non-GAAP revenue and operating income figures are calculated by translating Non-GAAP revenue and Non-GAAP operating income of the current period using the average exchange rates from the previous year's respective period instead of the current period. Constant currency period-over-period changes are calculated by comparing the current year's Non-GAAP constant currency numbers with the Non-GAAP number of the previous year's respective period. See Explanation of Non-GAAP Measures at the end of the financial section of the press release for details.

### Revenues - First Quarter 2009

U.S. GAAP software and software-related service revenues were €1.74 billion (2008: €1.74 billion), flat year-over-year. Non-GAAP software and software-related service revenues were €1.75 billion (2008: €1.78 billion), a decrease of 2% (4% at constant currencies).

U.S. GAAP total revenues were €2.40 billion (2008: €2.46 billion), a decrease of 3%. Non-GAAP total revenues were €2.41 billion (2008: €2.51 billion), a decrease of 4% (6% at constant currencies).

U.S. GAAP software revenues were €418 million (2008: €622 million), a decrease of 33% (34% at constant currencies). The decrease is the result of the difficult operating environment worldwide due to the global economic downturn, and the tough comparison to the first quarter of 2008, which was prior to the economic crisis that disrupted the global markets in the third quarter of 2008 and also included the effects from the acquisition of Business Objects.

*First quarter 2009 Non-GAAP revenue figures exclude a non-recurring deferred support revenue write-down from the acquisition of Business Objects of €11 million.*

### Income - First Quarter 2009

U.S. GAAP operating income was €332 million (2008: €359 million), a decrease of 8%. Non-GAAP

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operating income was €410 million (2008: €489 million), a decrease of 16% (17% at constant currencies). U.S. GAAP and Non-GAAP operating income were negatively impacted by restructuring charges of €160 million resulting from the previously announced reduction of workforce, which are expected to be between €200 million to €300 million for 2009.

U.S. GAAP operating margin was 13.9% (2008: 14.6%), a decrease of 0.7 percentage points. Non-GAAP operating margin was 17.0% (2008: 19.5%), or 17.2% at constant currencies, a decrease of 2.5 percentage points (2.3 percentage points at constant currencies). The €160 million in restructuring charges resulting from the previously announced reduction of workforce negatively impacted the U.S. GAAP and Non-GAAP operating margin by 6.7 percentage points and 6.6 percentage points, respectively.

U.S. GAAP income from continuing operations was €210 million (2008: €247 million), a decrease of 15%. Non-GAAP income from continuing operations was €267 million (2008: €345 million), a decrease of 23%. U.S. GAAP and Non-GAAP income from continuing operations were negatively impacted by restructuring charges of €160 million resulting from the previously announced reduction of workforce.

U.S. GAAP basic earnings per share from continuing operations were €0.18 (2008: €0.21), a decrease of 14%. Non-GAAP earnings per share from continuing operations were €0.22 (2008: €0.29), a decrease of 24%. The €160 million in restructuring charges resulting from the previously announced reduction of workforce negatively impacted the U.S. GAAP and Non-GAAP basic earnings per share from continuing operations by €0.09 and €0.10, respectively.

*First quarter 2009 Non-GAAP operating income excludes a non-recurring deferred support revenue write-down from the acquisition of Business Objects and acquisition-related charges totaling €77 million, and first quarter 2009 Non-GAAP income from continuing operations and Non-GAAP earnings per share from continuing operations exclude a non-recurring deferred support revenue write-down from the acquisition of Business Objects and acquisition-related charges totaling €58 million.*

“While visibility for software revenues remains limited, we continue to take the necessary steps to protect our margin in this tough operating environment,” said Léo Apotheker, co-CEO of SAP. “The cost containment measures that we initiated in October of last year and carried into the first quarter of 2009 have really taken hold, and we are pleased with the resulting margin performance. We will continue to maintain tight cost controls. Our ability to deliver good margin performance in this environment, especially when you consider the restructuring charges related to the reduction of positions, is due to the strength, flexibility and scalability of our business model.”

Mr. Apotheker continued, “Customers now more than ever need clarity in their businesses, but they also need solutions that are quick to implement and provide a fast return on investment. We are providing customers with both with solutions from SAP BusinessObjects to our new SAP Business Suite 7, which gives customers the ability to quickly address critical pain points with pre-configured industry best practices in a modern and open architecture. In this difficult environment, we have maintained our market leadership because we have the industry’s broadest and deepest product portfolio for large, midsized and small companies, and we have the ability to continue to innovate. SAP is a strong company with a robust business model, a highly skilled workforce and a great customer base. We expect to exit this recession even stronger, just like we did after the downturn earlier in the decade.”

### **Cash Flow - First Quarter 2009**

Operating cash flow from continuing operations was €1.39 billion (2008: €1.07 billion), an increase of 30%. Free cash flow was €1.34 billion (2008: €1.01 billion), an increase of 33%. Free cash flow was

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56% of total revenues (2008: 41%). At March 31, 2009, SAP had total group liquidity of €2.95 billion (December 31, 2008: €1.66 billion), which includes cash and cash equivalents, restricted cash and short term investments.

## **Business Environment and Cost Containment Measures for 2009**

SAP expects the 2009 operating environment to remain challenging. In addition, 2009 will no longer include the effects from the acquisition of Business Objects, and like the first quarter of 2009, the second quarter of 2009 will be a difficult comparison to the strong results reported in the second quarter of 2008, which was prior to the economic crisis that disrupted the global markets beginning in the third quarter of 2008.

Previously, SAP announced that in order to enable the Company to adapt its size to today's market conditions and the broader impact of the global recession, it intended to reduce its workforce globally to 48,500 positions by year-end 2009, taking full advantage of attrition as a factor in reaching this goal, and that it expected the reduction of positions to trigger one-time restructuring charges of between €200 million to €300 million for 2009. The restructuring charge of €160 million in the first quarter of 2009 covers the reduction of 2,200 positions.

SAP will continue with the cost saving measures that it initiated in October 2008 and will take further steps to reduce expenses, including maintaining tight cost controls on all variable expenses, including third-party related costs, as well as capital expenditures.

## **Business Outlook**

SAP maintains the following outlook for the full-year 2009 as described in its January 28, 2009 fourth quarter and full year results press release.

Due to the continued uncertainty surrounding the economic and business environment, SAP will not provide a specific outlook for software and software-related service revenues for the full-year 2009. The Company expects its full-year 2009 Non-GAAP operating margin, which excludes a non-recurring deferred support revenue write-down from the acquisition of Business Objects and acquisition-related charges, to be in the range of 24.5% – 25.5% at constant currencies. This includes one-time restructuring charges between €200 million to €300 million expected to result from the reduction of the workforce, which negatively impacts the Non-GAAP operating margin outlook by approximately 2 - 3 percentage points. The 2009 Non-GAAP operating margin outlook is based on the assumption that 2009 Non-GAAP software and software-related service revenues, which exclude a non-recurring deferred support revenue write-down from the acquisition of Business Objects, will be flat to a decline of 1% at constant currencies (2008: €8.623 billion).

SAP projects an effective tax rate of 29.5% - 30.5% (based on U.S. GAAP income from continuing operations) for 2009 (2008: 30.0%).

## **KEY EVENTS – First Quarter 2009**

In the first quarter of 2009, SAP closed major contracts in several key regions including EWE Aktiengesellschaft, Papadopoulos Biscuits, SNCF, and The Bank of Ireland Group in EMEA; Banco de Credito de Colombia, Centerpoint Energy, Open Range Communications and Westinghouse Electric in Americas; and Kingfisher Airlines, Kubota Corporation, Liaoning Electric Power, National University of Singapore in the Asia Pacific Japan region.

On March 18, SAP announced a new version of the SAP BusinessObjects Global Trade Services application, part of the SAP BusinessObjects governance, risk, and compliance (GRC) family of solutions. Combined with the SAP BusinessObjects Risk Management application, also an SAP

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BusinessObjects GRC solution, the new application automates regulatory compliance across numerous trade processes such as logistics and order fulfilment, helping customers to identify and mitigate supply chain risk easily, quickly and effectively.

On March 11, SAP and Sybase, an industry leader in delivering enterprise and mobile software, announced a partnership centred around co-innovation that will change how users access critical business information anytime, anywhere. The two companies are co-innovating and collaborating to deliver the new SAP Business Suite software for the first time to iPhone, Windows Mobile, BlackBerry and other devices by integrating it with Sybase's industry-leading mobile enterprise application platform.

On March 4, SAP announced it will collaborate with Intel to optimize SAP Business One applications on Intel Xeon Processor based systems to enable small businesses to lower cost by achieving faster time to value of their IT investments. SAP and Intel intend to encourage original equipment manufacturers (OEM) and solution providers to create industry-specific bundles to leverage the results of this collaboration.

On March 4, SAP announced plans to integrate pre-configured SAP BusinessObjects solutions into SAP Business All-in-One solutions. As part of these enhancements, business intelligence functionality from the SAP BusinessObjects portfolio is intended to be included in SAP Business All-in-One, providing customers with instant access to trusted and timely data.

On March 2, SAP announced a long-term strategic focus on sustainability, covering both its own operations and customer solutions for more sustainable business practices. First, to help its customers with their sustainability efforts, SAP, together with TechniData AG, unveiled expanded solutions for environment, health and safety (EHS) management. In addition, to demonstrate its commitment to sustainable operations internally, SAP announced it will reduce its greenhouse gas emissions down to its year-2000 levels by the year 2020. And, moving forward, SAP announced that its sustainability efforts will be led by a newly formed cross-functional sustainability organization headed by SAP's first chief sustainability officer.

On February 18, 2009 SAP announced the availability of SAP BusinessObjects XBRL Publishing application by UBmatrix, a new eXtensible Business Reporting Language (XBRL) application that enables customers to communicate financial and business information, which is required by authorities like the Securities and Exchange Commission (SEC) in the U.S. and HM Revenue & Customs in the U.K.

On February 4, SAP unveiled SAP Business Suite 7 software, a next-generation software suite that helps businesses to optimize their performance and reduce IT cost. SAP Business Suite is designed to ease upgrades and help customers reduce IT costs with enhancement packages; gain stronger insights with select analytics capabilities from the SAP BusinessObjects portfolio; and achieve end-to-end process excellence through the modular deployment of industry best practices and service-oriented architecture (SOA).

On February 2, SAP and Landis+Gyr, one of the world's premier metering solutions providers, announced the signing of a software development cooperation agreement for the integration of Landis+Gyr's advanced metering infrastructure with the SAP for Utilities solution portfolio using enterprise services. The integration will enable certain end-to-end business processes - from the meter to the business applications - and deliver a new level of transparency and availability of energy data that can enable higher process and energy efficiency for energy utilities.

## **IFRS Financial Data**

SAP will discontinue its U.S. GAAP reporting and will only report financial data under IFRS from fiscal 2010 onwards. To prepare the capital markets for this change, IFRS financial data are provided in the financial section of this press release.

## **Use of Non-GAAP Financial Measures**

This press release contains certain financial measures such as Non-GAAP revenues, Non-GAAP operating income, Non-GAAP operating margin, free cash flow, constant currency revenue and operating income measures, as well as U.S. Dollar based Non-GAAP revenue numbers. These measures are not prepared in accordance with U.S. GAAP and therefore are considered non-GAAP financial measures. SAP's non-GAAP financial measures may not correspond to non-GAAP financial measures that other companies report. The non-GAAP financial measures that SAP reports should be considered as additional to, and not as a substitute for or superior to revenue, operating margin or SAP's other measures of financial performance prepared in accordance with U.S. GAAP. See the financial section of this press release for additional information regarding the Non-GAAP measures included in this press release and for the reconciliations to the corresponding U.S. GAAP measures.

## **Webcast / Supplementary Financial Information**

SAP senior management will host a conference call today at 3:00 PM (CET) / 2:00 PM (GMT) / 9:00 AM (Eastern) / 6:00 AM (Pacific). The conference call will be web cast live on the Company's website at <http://www.sap.com/investor> and will be available for replay. Supplementary financial information pertaining to the quarterly results can be found at <http://www.sap.com/investor>.

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## **Implementation Investments**

### ***Apache's RedHawk Power Integrity Solution Adopted by AppliedMicro for their SoC and Mixed-Signal Designs***

28 April 2009

[Apache Design Solutions](#) announced that AppliedMicro, a global leader in energy conscious computing and communications solutions for Datacenter, Telecom, Enterprise and Consumer Applications, has adopted Apache's RedHawk, a full-chip dynamic power integrity solution, for accurate power analysis, sign-off, and optimization of their system-on-chip (SoC) and mixed-signal designs. AppliedMicro selected RedHawk based on its product maturity and the capacity to handle designs used in their multi-core products for global wide area network (WAN) and storage area network (SAN) applications. AppliedMicro's adoption is also based on Apache's roadmap and track record for SoC power and noise integrity.

"In the competitive consumer market, balancing the cost and design risk allows us to gain market share," said Michael Raam, vice president of engineering at AppliedMicro. "RedHawk offers us the accuracy and capacity needed to analyze our complex SoC designs from early prototyping to signoff. In addition, Apache's broad product offering in power and noise integrity from SoC to mixed-signal IPs and high-speed I/Os make them a good technology partner as we aggressively move into post sub-micron designs."

"We are very pleased to have AppliedMicro place their confidence in our advanced low-power solutions," said Andrew Yang, CEO at Apache. "With over 100 customers worldwide, the growing

adoption of our solutions demonstrates Apache's continuing execution in delivering the best-in-class power and noise integrity products."

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## ***Agilent Technologies' Advanced Design System EDA Software Has Expanded Role in Skyworks' RF Module Design***

30 April 2009

Agilent Technologies today announced an expansion of the use of its Advanced Design System (ADS) EDA software at Skyworks Solutions Inc., an innovator of high-performance analog and mixed-signal semiconductors. The two companies have customized the ADS platform for an integrated and efficient design-for-manufacturing flow. The expansion enables rapid development, high performance and manufacturability for Skyworks' front-end power amplifier modules.

"Advanced Design System has been Skyworks' workhorse simulation engine for the past seven years," said James Young, vice president of engineering at Skyworks Solutions Inc. "With the ADS circuit and electromagnetic simulator integrated into a common environment, the Agilent design flow offers the quickest path to a working design."

Agilent and Skyworks engineers worked together to create design-for-manufacturing customization using the integrated Momentum 3-D planar simulator for electromagnetic simulation of module effects alongside ADS RF circuit simulation. They modified menus in ADS to include customized Process Design Kits (PDKs), component libraries and corner simulation setups. In addition, Agilent's technical staff supported the Skyworks engineers by providing a customized noise simulator specifically for the company.

"Our collaboration with Skyworks has resulted in a simpler and more efficient design-for-manufacturing ADS flow, helping to fuel our innovation in this area for other customers," said Jim McGillivray, vice president with Agilent's EESof EDA division.

ADS is a powerful electronic design automation software platform, offering complete design integration to designers of products such as cellular phones, wireless networks, radar and satellite communications systems, and high-speed digital serial links. It is the industry leader in high-frequency design, supporting system and RF design engineers developing all types of RF designs, from simple to the most complex, from RF/microwave modules to integrated MMICs for communications and aerospace/defense applications.

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## ***CEDREM Engineering Services Company Expands Use of HyperWorks***

28 April 2009

Altair Engineering, Inc. announced that the French-based engineering services provider, CEDREM, has expanded their use of HyperWorks to support projects in the aerospace, offshore oil and defense industries. Being a longtime RADIOSS customer, CEDREM has expanded their adoption of HyperWorks CAE suite technologies to include HyperMesh, HyperView, MotionView and HyperGraph. RADIOSS and these products will be used in combination with other CAD and CAE tools within projects for the defense industry, to simulate explosions and ballistic impact. In addition,

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CEDREM will use HyperWorks to develop finite element models and perform research studies on composite material structures.

“The main reason we chose HyperWorks is that the suite offers a complete package for all types of simulation,” said Karine Thorat Pierre, Manager and Research Engineer at CEDREM France. “The open architecture allows easy data exchange with other CAE products, which is necessary for our customers and partners. As far as I am concerned, HyperMesh is the best pre-processing software available. After using it for some time, I believe the time savings in modeling alone is almost 50%, compared to many other tools. In addition, Altair’s support is very helpful and competent and the flexible licensing system is cost-effective also for smaller companies. Altair and its products help me to save time during the modeling phase and therefore allow for more time for intellectual and scientific research tasks to find the best possible design.”

“HyperWorks is not just for the large enterprise,” said Mauro Guglielminotti, Managing Director, Altair Engineering, France. “Our flexible licensing system allows small and medium size businesses to cost-effectively take full advantage of the entire HyperWorks suite to improve their overall development process and products. We have enjoyed our long-standing business relationship with CEDREM and will continue to offer them the best possible solutions and support in the market.”

## About HyperWorks

Built on a foundation of design optimization, performance data management and process automation, HyperWorks is an enterprise simulation solution for rapid design exploration and decision-making. As the most comprehensive, open-architecture CAE solution in the industry, HyperWorks includes best-in-class modeling, analysis, visualization and data management solutions for linear and non-linear structural optimization, fluid-structure interaction, and multi-body dynamics applications. For more information visit [www.altairhyperworks.com](http://www.altairhyperworks.com).

## About CEDREM

CEDREM is a French based provider of engineering services, specialized in numerical simulation for finite element analysis, dynamic rapid, explosion and multi physics simulation. CEDREM offers the following services: **About CEDREM**

CEDREM is a French based provider of engineering services, specialized in numerical simulation for finite element analysis, dynamic rapid, explosion and multi physics simulation. CEDREM offers the following services:

Development of concepts

Validation and specification services

New material research

For further information about CEDREM please refer to: [www.cedrem.fr](http://www.cedrem.fr)

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## *CTCI Standardizes on Intergraph SmartPlant and Upgrades to SmartPlant 3D Design Solution*

29 April 2009

CTCI Corp., an engineering, procurement, and construction (EPC) firm in Taiwan, has standardized on Intergraph® SmartPlant® Enterprise engineering software and upgraded to the next-generation

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SmartPlant 3D design solution.

The global EPC, which is rapidly expanding in Asia and the Middle East, will now exclusively use Intergraph SmartPlant Enterprise engineering solutions to increase productivity and accelerate schedules for the design, construction and capital Project Lifecycle Management (cPLM) of its customers' projects.

SmartPlant Enterprise is an integrated solutions suite that provides full design, construction, materials and engineering data management capabilities needed for the creation, safe operation and maintenance of large-scale process, power, marine and offshore projects. The software's life cycle data management also enables a smoother handover for EPCs to owner operators and for owner operators to more easily maintain, refurbish or modify their plants.

An Intergraph PDS customer for 24 years, CTCI has deployed SmartPlant Enterprise and upgraded to Intergraph's 3D data-centric, automated design engineering modeling and visualization solution on projects. SmartPlant 3D can deliver substantial productivity savings in key plant design disciplines compared to conventional software – and even more when it is integrated using the SmartPlant Enterprise solutions suite as CTCI now is doing. In addition, SmartPlant 3D can cut the time taken to check P&ID consistency and accuracy between the 2D schematic model and 3D digital plant model by more than 90 percent. Not only has CTCI adopted SmartPlant 3D, but also SmartPlant Materials, SmartPlant Instrumentation, SmartPlant P&ID and SmartPlant Foundation, which have enhanced the synergy among the project processes to help them provide high quality services to their clients.

“The success we have had in our project execution with the Intergraph solutions has enabled us to increase productivity and quality while shortening project schedules and reducing the risk involved,” said Ike Liao, executive vice president for CTCI. “As the backbone of our business, we heavily rely on Intergraph's expertise and software as it develops world-class standards for design and engineering solutions.”

Gerhard Sallinger, Intergraph Process, Power and Marine president, said, “CTCI's decision to standardize on SmartPlant Enterprise and upgrade to SmartPlant 3D is an excellent example of how Intergraph engineering solutions can help EPCs of all sizes boost their overall productivity, deliver projects faster to their customers and gain a competitive edge.”

CTCI, which is celebrating its 30th anniversary, is distinguished for delivering comprehensive services to its customers, including engineering design, procurement, fabrication, construction, supervision, project management, and test and commissioning. CTCI has expanded its business lines around the world from the refinery, chemical and petrochemical industries into power, infrastructure, environmental protection, metals storage and terminals, and waste-to-energy fields. The EPC is ranked 63rd among the top “International Design Firms” and 88th among the “International Contractors” in Engineering News Record's 2008 rankings.

## About CTCI

CTCI Corp., founded in 1979 with headquarters in Taipei, is the largest engineering, procurement, and construction (EPC) firm in Taiwan. Through years of hands-on experiences and outstanding services for project undertakings, while underpinned by preeminent workforce, stable financial status and sound managerial systems, CTCI has earned international prestige and goodwill. With the 7,200 employees stationed in more than 20 subsidiaries worldwide, numerous landmark achievements and milestones have been set up through synergetic efforts. The paid-in capital in 2008 reached NT\$6.17 billion, jumping greatly from the original NT\$100 million registered in 1979.

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## ***Green Ocean Energy Harvests Power of Ocean Waves With Autodesk Inventor***

29 April 2009

[Autodesk](#) has named Green Ocean Energy Ltd. (Green Ocean), a renewable energy company headquartered in Aberdeen, Scotland, as the Autodesk [Inventor of the Month](#) for April 2009. Green Ocean successfully used [Autodesk Inventor](#) software in the development of the Ocean Treader and Wave Treader, floating devices that convert the motion of the ocean into clean, renewable energy.

The Ocean Treader is much like a buoy with a pair of arms, and is meant to be moored one to two miles offshore in open water. The Wave Treader shares a similar design but is intended to be mounted on the base of a static offshore structure, such as a wind turbine or tidal turbine. Both devices work on the same principle: as the ocean causes the floating arms to rise and fall, the motion is harvested by hydraulic cylinders that generate electricity, which can then be exported back to shore via cable.

The Inventor of the Month program recognizes the most innovative design and engineering advancements made by the extensive community using Autodesk Inventor software - the foundation of the Autodesk solution for [Digital Prototyping](#). A digital prototype is a 3D digital model of the entire end product, used to virtually explore and validate a product before it is built to reduce the necessity of constructing physical prototypes.

### **Digital Prototyping Tests "Seaworthiness"**

One of the primary challenges Green Ocean faced was building a device that could withstand the rough waters of the North Atlantic, where wave heights range from a relatively small six to 10 feet, to as much as 30 feet during winter storms. Every working part of the Ocean Treader needed to be thoroughly analyzed and tested to help make it have the strength to survive in such a powerful and dynamic environment.

"Fortunately, Inventor is more than just design software; it's an analysis tool too," says George Smith, managing director at Green Ocean. "Inventor allows us to validate our designs on the computer before there's any investment made in constructing a physical prototype."

Modeling in 3D - combined with collaboration from Autodesk reseller and training partner Imass Design Solutions - has allowed Green Ocean to efficiently develop working prototypes of the Ocean Treader and Wave Treader. These models have allowed the company to prove its concept through extensive indoor wave-pool testing. The team is currently raising funds to develop a full-size prototype to start offshore testing in 2011.

"The race is on to find the best way to harness energy from our natural resources, and Inventor is helping Green Ocean innovate its way into a frontrunner position," said Robert "Buzz" Kross, senior vice president, Manufacturing Industry Group at Autodesk.

### **About the Autodesk Inventor of the Month Program**

Each month, Autodesk selects an Inventor of the Month from the more than 800,000 users of Autodesk Inventor software, the foundation for Digital Prototyping. Winners are chosen for engineering excellence and groundbreaking innovation. For more information about Autodesk Inventor of the Month, contact us at [IOM@autodesk.com](mailto:IOM@autodesk.com).

### **About Green Ocean Energy Ltd.**

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Green Ocean Energy Ltd. is a renewable energy company headquartered in Aberdeen, Scotland. The company is dedicated to developing technology that will allow the harnessing of energy from the Earth's oceans in a way that is harmonious to the environment and economically viable, thereby providing a clean and sustainable source of energy. For additional information about Green Ocean Energy, visit [www.greenoceanenergy.com](http://www.greenoceanenergy.com).

## About Imass Ltd

Imass Ltd is a UK-based IT provider of practical and integrated software solutions to customers within the public safety, utilities and manufacturing design sectors.

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## *IV Produkt AB Implements IFS Eco-Footprint Management to Drive Cost and Energy Efficiencies*

27 April 2009

IFS announced the first customer deployment of its recently launched Eco-footprint Management tool.

IV Produkt, a leading Swedish manufacturer of environmentally friendly air handling units is working to reduce the effect its corporate activities and products have on the environment. As such it needed a comprehensive monitoring system to provide greater control and transparency on the environmental impact of its operations.

The lifecycle cost (LCC) is at the heart of IV Produkt's business, ensuring product costs are low and energy savings are high, from creation to disposal. IV Produkt is required to disclose construction declarations in order to comply with industry regulations and meet quality and environmental assurance standards, as a result it must be able to specify component details for its products, including their origins, recyclable parts and what needs to be disposed of. IFS' Eco-footprint Management will enable IV Produkt to keep detailed track of this information and will allow the company to evaluate whether further energy savings and environmental improvements can be made at any stage of the product life-cycle.

"We want to be at the forefront of environmental responsibility and insist that our suppliers are as eco-friendly as possible. We felt that the Eco-footprint Management tool had the potential to help us track and manage our operations in the greenest way possible," said Alf Sjoberg, managing director of IV Produkt. "Once implemented the tool will offer competitive advantages, enabling us to plan for legislative changes, while driving cost and carbon savings. The ease and speed of integration of the software with our existing core business applications was a huge appeal for us."

IFS Eco-footprint Management will be fully integrated with IV Produkt's existing IFS software suite, which it has used since 1998. The solution will be rolled out to IV Produkt's manufacturing team and users will be able to configure IFS Applications to capture environmental impact information from throughout the business just as easily as they configure their financial system to capture cost. The solution will help IV Produkt to create a compelling proposition for its environmentally aware customers and will differentiate it from its competitors in terms of its planning, cost and environmental saving capabilities.

[IFS](#) AB President and CEO Alastair Sorbie said: "Environmental foot-print control is a priority for IFS as we realize that it is high on the business agenda for many of our customers. The IFS Eco-footprint Management tool was developed to enable companies, such as IV Produkt, to be forward thinking and environmentally aware, while managing board-level risk and complying with stringent government

regulations."

IV Produkt is headquartered in Vaxjo, a Swedish city famed for its environmental engagement and often considered the greenest city in Europe.

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## ***Leading Train Manufacturer, CAF, Partners with Exa to Optimize Aeroacoustic Performance of its Newest High-Speed Models***

3 March 2009

Exa® Corporation announced CAF (Construcciones y Auxiliar de Ferrocarriles) based in Beasain, Spain, has chosen Exa's PowerFLOW software suite for engineering simulation and optimization, with a focus on aeroacoustic performance, for its new high speed train slated to for domestic railways in Spain.

Exa has been selected as a specialized software partner to analyze a particularly complex and critical domain, to help enhance the performance and functionality of CAF's newest high-speed train. After extensive validation, PowerFLOW software was proven as the only viable tool capable of simulating and predicting aerodynamic noise within industrially acceptable accuracy requirements and turnaround time constraints. In addition to analysis of aerodynamic noise in the critical areas of the train, PowerFLOW will be used to simulate the train's front nose, pantograph, internal cavities and bogies (chassis underbody). Exa is also engaged in helping CAF assess, analyze and virtually reduce the noise perceived far from the train (far field noise) to respect European regulations.

The Exa suite of engineering simulation products allow engineers to achieve results within time frames simply unreachable using traditional methodologies —allowing customers to benefits from drastic reduction in prototypes expenses as while bringing their products to market faster. "We are proud for being selected as strategic partner in this project," remarked Loris Libero, Southern Europe Sales Director for Exa. "Exa's expertise in aeroacoustics and train simulation is additionally reinforced by the trust we have been given by companies like CAF who, through our partnership, are driving state-of-the-art engineering simulation within this industry."

### **Exa Corporation**

[Exa](#) Corporation develops, markets, and supports a suite CAE and CFD simulation software tools including PowerFLOW, PowerCLAY®, PowerWRAP®, PowerVIZ, PowerSPECTRUM®, PowerCOOL and PowerTHERM along with professional engineering consulting services. A partial customer list includes: AGCO, Audi, BMW, Chrysler, Ford, Hyundai, Kenworth, MAN, Nissan, Peterbilt, Renault, Scania, Toyota, Volkswagen, and Volvo Trucks.

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## ***Magma's FineSim SPICE Selected by Panasonic as Standard for Verification of Large Analog IP Designs***

28 April 2009

[Magma® Design Automation Inc.](#) announced that Panasonic Corporation, one of the largest providers of consumer electronics products, standardized on Magma's FineSim™ SPICE simulator with scalable multi-CPU technology for verification of large analog IP designs. With FineSim SPICE in the production analog design flow, Panasonic designers have access to fast, accurate, high-capacity SPICE

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simulation technology that enables them to verify circuit performance of designs that previously were too large and complex to simulate. The ability to accurately predict performance of these large analog designs prior to manufacturing reduces the time and effort required for IC development and fabrication.

"Designing many different types of analog circuits requires very accurate SPICE simulations," said Dr. Shiro Dosho, senior staff engineer of the Strategic Semiconductor Development Center of Panasonic. "Because of their extremely sensitive nature, verifying complex analog designs typically takes several weeks with SPICE simulators, if they can be simulated at all. With FineSim SPICE, we have seen effective speedup compared with a conventional SPICE simulator, while simulating much larger circuits never before practical in SPICE simulation -- and we can verify our designs over multiple conditions."

"Leveraging Magma's Native Parallel Technology™ FineSim SPICE offers truly scalable multi-CPU performance and capacity while delivering silicon-accurate results," said Anirudh Devgan, general manager of Magma's Custom Design Business Unit. "This enables our customers to manufacture their ICs with confidence in meeting expected profit margins. We are pleased that Panasonic is standardizing on our technology for their most challenging consumer ICs."

## **FineSim SPICE: Fast and Accurate Simulation**

FineSim SPICE is a SPICE-level simulation analysis tool that incorporates transistor-level simulation analysis capabilities for mixed digital and analog designs. FineSim SPICE is a full SPICE simulation engine with distributed processing that enables customers to simulate large-scale mixed-signal system chips at the transistor level. By providing increased speed and capacity while maintaining full SPICE accuracy, FineSim SPICE enables designers to simulate advanced circuits -- such as PLLs, ADCs (analog-to-digital converters), DACs (digital-to-analog converters) and gigahertz SERDES (SERializer/DESerializer) -- that they previously would not even attempt using slower traditional SPICE simulators.

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## ***Solar energy company continues global rollout of IFS Applications***

29 April 2009

A leading global solar energy company continues its global roll-out of IFS Applications to subsidiaries internationally, standardizing business processes within several companies. The contract includes licenses, consulting services and maintenance at an estimated total value of SKr 25 million.

The company has been an IFS customer since 2002. The current solution consists of components for financials, human resource management, document management, project management, supply chain management, and maintenance. It was upgraded to the latest version of IFS Applications last year and at the same time rolled out to additional sites.

After standardizing and streamlining its business processes on IFS Applications, the company expects to derive benefits such as optimizing purchase processes with production planning, resulting in enhanced control and operational transparency.

Glenn Arnesen, Managing Director of IFS Scandinavia, is pleased to see this continued global roll-out of IFS Applications from one of IFS' important customers.

"With this new step, this successful corporation takes further advantage of IFS' capabilities as a global company. The global roll-out of IFS Applications is an important business improvement project for the

customer,” Arnesen said.

The high-tech industry is one of IFS’ targeted vertical markets. IFS offers industry-specific solutions for companies in the electronic equipment, electronic component, and semiconductor industries. These solutions support all business processes, from design and mixed-mode manufacturing to after-sales support and warranty management. IFS’ high-tech customers include Philips Business Communications, NEC, Wolfson Microelectronics, maxon motor, and Olympus Optical.

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## ***Tea Maker and Infor Get Cosy to Serve Up Perfect Brew***

29 April 2009

Infor announced that Taylors of Harrogate, one of the UK’s leading tea and coffee merchants, has extended its investment in Infor Process Essentials to improve the efficiency of its total supply chain operations from design to delivery.

Taylors has invested in advanced supply chain and product lifecycle management (PLM) solutions that help the company reduce costs, improve service and accelerate time-to-market. The solutions selected include Infor SCM Demand Planning and Infor SCM Advanced Scheduler which help improve demand visibility, the efficiency of operations and reduce inventory working capital. Taylors also selected Infor PLM Optiva - a PLM solution - to improve knowledge sharing, collaboration across departments and boost the success of new product launches.

In line with its investment in advanced forecasting and scheduling solutions, Taylors of Harrogate is completely overhauling its supply chain operations, improving its ability to anticipate demand changes, plan promotions and schedule production to meet demand peaks. A particular challenge is the need to manage shelf life, maturation times and storage restrictions for its products which include household brands such as Yorkshire Tea, Taylors of Harrogate Coffee and the Yorkshire Tea cakes and biscuits range. The new solutions, set to go live in summer 2009, will help boost productivity through better scheduling and ensure the maximum shelf-life is provided for customers.

Taylors of Harrogate had every confidence in selecting Infor's advanced supply chain and product lifecycle management solutions. The flexibility of the solutions was fundamental to the decision as they can evolve with the changing requirements of the business.

"Our family business enjoys a reputation for quality and excellence. Our Yorkshire Tea blend is one of the fastest growing teas in the market, with 10 million cups enjoyed every day," comments Lindsay Botto, operations director, Taylors of Harrogate. "To keep pace with our continued growth we needed to explore new options which would enhance our business processes. With a proven track record for success in the food and beverage industry coupled with strong, flexible solutions, we are confident that Infor's SCM and PLM solutions will form the backbone of our enhanced production and supply chain operations moving forward."

"Infor's end-to-end supply chain solution, combined with domain expertise within the food and beverage

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industry will be of enormous benefit to Taylors of Harrogate. Taylors of Harrogate understands the importance of a responsive supply chain and the benefits it can drive in terms of cost control and heightened customer service," comments Andrew Kinder, director product marketing, Supply Chain, Infor.

## **About Taylors of Harrogate**

Founded in 1886, Taylors of Harrogate is one of the few remaining independent tea merchants in the UK. Now a third generation business, Taylors buys the world's best teas and coffees, and continues to blend Yorkshire Tea to suit the water just as in Victorian times.

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## ***Wolfson Microelectronics Selects Synopsys as Its Primary EDA Partner***

28 April 2009

[Synopsys, Inc.](#) announced that [Wolfson Microelectronics plc](#), a leading supplier of mixed-signal semiconductors for consumer electronic products, has signed an expanded business agreement to establish Synopsys as its primary EDA partner. Under the multi-year agreement, Wolfson plans to consolidate on Synopsys' Discovery™ verification platform, especially analog mixed-signal, and its Galaxy™ design platform in order to improve engineering productivity as the company focuses on broadening its product portfolio. Wolfson based its decision on Synopsys' ability to adapt to changing needs and offer outstanding support while delivering products that are proven to increase productivity.

"Wolfson and Synopsys have maintained a successful relationship for a number of years, resulting in a number of innovative products for the consumer electronics market," said Mike Hickey, chief executive officer for Wolfson Microelectronics. "As a key partner, Synopsys provides us with a portfolio of technology that is essential to our designers and enables them to continue to develop high-quality mixed-signal products. I see our continued cooperation leading to exciting opportunities for both companies as we focus on increasing our market reach by developing new products."

The latest agreement between the two companies expands Wolfson's use of solutions and services across Synopsys' comprehensive portfolio. Wolfson Microelectronics has also adopted Synopsys' SpiceExplorer transistor-level debugging environment as the basis for its new analog/mixed-signal (AMS) design analysis and debug flow, enabling Wolfson designers to automatically screen a vast array of simulation runs and find and fix design problems quickly.

"Basing our new flow on Synopsys' SpiceExplorer solution gave us a tremendous boost in capability and throughput," said Jean-Louis Cols, vice president of Development at Wolfson. "SpiceExplorer's rich feature set and easy extensibility allow us to quickly deploy the new automation capabilities our AMS designers need to stay productive. We expect to deploy the SpiceExplorer-based flow for all new design starts beginning in May of 2009."

"To be successful today, companies need to be flexible in how they respond to the changing environment, and they need to have partners who can adapt to new requirements," said John Chilton, senior vice president of Marketing and Strategic Development at Synopsys. "Wolfson and Synopsys share this understanding and are working together to continue to improve engineering productivity and develop new products that bring digital technology to life."

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## Product News

### ***Centric Software Introduces Centric Connector for Adobe® Creative Suite***

30 April 2009

To ensure the most effective, profitable product development process, Centric Software, Inc., has introduced the Centric Connector for Adobe Creative Suite. As part of the Centric 8 product lifecycle management (PLM) and sourcing suite, Centric Connector for Adobe Creative Suite integrates design sketches and files - at all stages of development - with every other piece of product design, supplier and manufacturing information.

Product management and financial executives in the consumer goods industries know that profitability is established early in the design and sample phase of product development. Too often designers work isolated and disconnected from enterprise business processes and miss opportunities to collaborate and improve product profitability and product success rates. With Centric Connector for Adobe Creative Suite, designers simply save their work and publish to the Centric 8 PLM suite to promote early collaboration with brand managers, merchandisers and other non-designers.

Centric Connector for Adobe Creative Suite connects product design files from any Adobe Creative Suite application - including Adobe Illustrator® and Adobe Photoshop® files typically used by most consumer goods and fashion companies for product design- with the Centric 8 PLM suite. Instead of sending individual design files back and forth for review and changes, designers and product managers now can improve control over the design and approval processes and collaborate more effectively - all with better visibility of the entire process and improved creativity. Designers work the same way they always have - except now they use Adobe Creative Suite products to browse Centric 8, upload and download design revisions. By combining the Centric Connector for Adobe Creative Suite with Centric 8 PLM and sourcing system, executives can make sure they are investing in products with the greatest profit potential through accessing and reviewing accurate, consistent product information.

Centric Connector for Adobe Creative Suite links the design chain earlier and more often with the global supply chain, according to Chris Groves, Centric's CEO. By enabling and empowering designers to easily share, yet securely manage, design content using the integration with Centric 8 PLM suite, the connector improves collaboration with global teams. Ultimately, improved collaboration results in better and quicker decisions, which speeds time to market - a critical component in today's marketplace.

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### ***Delcam to show new products at the Northwest Machine Tool Expo and Control Stuttgart***

30 April 2009

Delcam will demonstrate its most recent CAD/CAM solutions at the Northwest Machine Tool Expo to be held from May 5th to 7th at the Oregon Convention Center in Portland. The Expo runs concurrently with a free three-day conference. On May 7, Ben Gowers, Delcam training specialist, will give a presentation showing how technologies in today's CAD/CAM software can help increase productivity and reduce lead times.

With increasing global competition, manufacturing companies are under pressure to reduce costs. Delcam's range of complete automated CAD/CAM solutions can help companies from the creation of a concept design through to the manufacture and inspection of prototypes tooling and sample components.

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The new release of FeatureCAM 2009 features increased support for mill-turn equipment, and five-axis and four-axis simultaneous milling.

Delcam will preview the forthcoming version of its PowerINSPECT inspection software at the Control exhibition to be held in Stuttgart from 5th to 8th May. This new release is scheduled for release in the summer and will include a range of enhancements to make it easier and more flexible to use.

There will be a completely new interface for undertaking “simple” measurements. This will make it easier to undertake basic tasks, such as measuring the distance between two points or two planes, or the centres of two circles, or checking the thickness of a section.

It has also been made easier to add or delete points during an inspection from a set of measurements defining any feature. Points might need to be added to collect extra data from a suspect area, while “rogue” measurements can be deleted to prevent them affecting the overall inspection.

A number of improvements have been made to the ways in which data within geometric features can be handled. The attributes of each point making up the sequence will be able to be displayed separately, either as the renowned PowerINSPECT dots or as needles proportionate in length to the extent of the deviation. This will make it easier to see where the problems areas are, especially in bigger parts with large numbers of measurements.

It will also be possible to use individual points within multiple features. For example, two sets of points could be used to check the circles at the top and bottom of a cylinder and then combined to produce the inspection report for the cylinder itself. Increased flexibility will also come from the new ability to display feature measurements as surface points for comparison with the CAD model. This will make it easier to spot errors when, for example, a circle is perfect in its own dimensions but is not in exactly the correct position on the part.

One simple enhancement that could save considerable time will be the ability to halt an inspection during the measurement sequence. This will allow the operator to produce a report as soon as the part is found to be out of tolerance rather than having to complete the full sequence. It will be particularly helpful when inspecting more complex components in a production environment.

PowerINSPECT’s easy-to-understand reporting has always been one of its most popular attributes. This has been further improved with the ability to display an image of the part on each page of the report showing just the measurements listed on that page. This will make it easier to analyse the results from large sets of data, for example, results collected with laser scanners.

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## ***DS SolidWorks Surpasses One Million Licenses***

30 April 2009

Dassault Systèmes SolidWorks Corp. announced that an athletic equipment company has bought the one millionth license of its 3D CAD software. In the 14 years between this landmark and DS SolidWorks’ first sale to a robotic arm designer, thousands of innovative products have been developed with SolidWorks® software.

Utah-based OGIO International, Inc. bought license number one million for aluminum design engineer Sean Peterson, who is working on OGIO’s new line of motocross racing accessories. Peterson will use SolidWorks software to design products such as ramps, stands, and hardware for motocross bikes. OGIO

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is famous for designing creative and edgy athletic bags with innovative features like the zipper-less ball pocket on its golf bags. The company's designers use SolidWorks software to model injection-molded plastic pieces such as carrying handles, wheels, and golf bag frames.

OGIO has been a SolidWorks customer for four years. From its founding by Michael Pratt in 1987 until about five years ago, OGIO's design staff relied on manufacturing partners to help them create the 3D models needed to produce injection molds for parts. The company brought CAD in-house so its designers didn't have to rely on a third party's interpretation of a sketch to produce a 3D model. SolidWorks enables OGIO's designers to freely experiment with new ideas without the constraints of working with an outside vendor.

"SolidWorks allows our designers to innovate freely and quickly," Pratt said. "We want them using their imaginations, trying out all kinds of solutions and innovative ideas that can turn into winning products. SolidWorks is the right software for that. It's powerful but easy to use, so our designers can concentrate on being creative instead of constantly figuring out the software. In today's super-fast-paced competitive environment, we need to give our designers tools like these to realize our ideas better and faster, because it's all about who has the best product right now."

Creativity like OGIO's is indeed the hallmark of the products designers and engineers have conceived with SolidWorks software – everything from medical instruments, to children's toys, to windmills, to solar cells, to components of NASA's Mars rover. Jon Hirschtick founded the company in 1993 to provide Windows-based 3D CAD software that offered sophisticated features and functionality in a reasonably priced, easy-to-use format. Dr. William Townsend's then-new company, Barrett Technology Inc., was SolidWorks' first customer. Fourteen years later, Barrett's WAM™ robotic arm is now in every major university and has been recognized by the Guinness Book of World Records as the most advanced robot, while SolidWorks has become the world's most widely used 3D CAD software.

"We are excited to reach the million mark and very grateful for each customer that has trusted SolidWorks software to help drive his or her organization's success," said SolidWorks CEO Jeff Ray. "Because of this responsibility, we're constantly working to make SolidWorks products worthy of customers' loyalty by supporting their creative visions. As companies such as OGIO push the boundaries of products, we are using their input to push boundaries of 3D computer-aided design. This milestone is really only the beginning. The future holds some very exciting possibilities."

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## ***Magma Announces Talus Support of Common Power Format***

27 April 2009

[Magma® Design Automation Inc.](#), a provider of chip design software, announced that the Talus® IC implementation system has been enhanced to support the Common Power Format (CPF). With the addition of CPF, Talus becomes the first RTL-to-GDSII flow to support both the CPF and the Unified Power Format (UPF). Both formats enable better, faster, low-power integrated circuit (IC) implementation by allowing specifications to be captured just once and used consistently throughout the flow. By supporting both formats, Magma offers designers the flexibility to choose the low-power format that best suits their design while also providing advanced low-power design capabilities that minimize power consumption, maximize quality of results and reduce iterations.

Magma's open architecture and unified data model simplified the implementation of the CPF across the Talus RTL-to-GDSII environment. With its implementation and analysis engines sharing a single,

common view of the design and CPF support, Talus enables designers to implement low-power design techniques throughout the flow.

"All applications, not just wireless and portable consumer devices, are driving the demand for lower power, lower cost ICs," said Premal Buch, general manager of Magma's Design Implementation Business Unit. "To help our customers meet these demands, Talus provides a flow that offers advanced low-power design techniques, including automated multi-voltage design, ultra-low-power clock tree synthesis and physical implementation, that meet dynamic and leakage power requirements while reducing turnaround time. By adding support for CPF we are being responsive to requests from our customers and enabling them to take advantage of the additional time savings through use of the low-power format of their choice."

## **Common Power Format: Capturing Designer's Intent for Power Management**

CPF is a design specification language that addresses the limitation in traditional design automation tool flows by capturing the designer's intent for power management and enabling the automation of advanced power-lowering design techniques. The Common Power Format enables all design-, verification-, implementation- and technology-related power objectives to be captured in a single file and allows the application of that data across the design flow, in top-down, bottom-up and middle out methodologies, providing a consistent reference point for design development and production.

## **Talus: An Advanced Low-Power Design Flow**

The Talus implementation system provides a fully integrated RTL-to-GDSII flow for high-performance, high-complexity, low-power nanometer designs. Talus Design, Hydra™ and Talus Vortex are key components of the system. Talus Design is a full-chip synthesis environment that enables development of RTL and chip-level constraints throughout the design process, and automates data-path synthesis and floorplan generation for prototyping. Hydra is an advanced floorplan synthesis and hierarchical design planning product with physical optimization capabilities that delivers superior predictability. Talus Vortex is a physical design environment that delivers improved timing and signal integrity, smaller area, lower power, better manufacturability, faster turnaround time and higher capacity than conventional point-tool flows.

Talus Power Pro works in conjunction with Talus Design, Hydra and Talus Vortex to enable optimal power management throughout the flow. It features power-aware synthesis, physical optimization, clock tree synthesis and routing, allowing designers to minimize power and ensure uniform power distribution.

Talus Power Pro reads in the power constraints from the CPF file at the beginning of the RTL-to-GDSII flow. Power constraints such as clock gating, retention-flop synthesis and multi-Vdd domain definitions can be defined for dynamic power reduction. Special cells such as level shifters and isolation cells can be inferred during the synthesis stage to support multi-Vdd flows. For domains that are powered down, switches can be inferred at the RTL stage to facilitate simulation. State tables can be used to define the relationship between the different domains that have been created. Talus Power Pro can also write out CPF files at any point in the design flow for easy interoperability with third-party tools.

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## ***MpCCI Flowmaster Adaptor Announced***

24 April 2009

Flowmaster Limited announced the availability of a coupling adaptor between Flowmaster and MpCCI,

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bringing together the speed of 1D system modelling with the complexity of 3D CFD and CAE tools.

MpCCI (Mesh-based parallel Code Coupling Interface) has been developed by the Fraunhofer-Institute for Algorithms and Scientific Computing (Fraunhofer SCAI) to link a wide variety of simulation programs including the 3D CFD applications, Star-CD (from CD-adapco) and Fluent.

Under a formal cooperation agreement, Fraunhofer SCAI have partnered with Flowmaster to develop the coupling adaptor which enables 'best-in-class' 1D-3D co-simulation between Flowmaster (for calculations of the entire flow system) and CFD (to perform detailed computational calculations).

Driven by the need from organisations with large multidisciplinary, multifunctional project teams, the MpCCI Flowmaster Adaptor has been developed to give stakeholders in the design process the ability to understand how various simulation models interact with each other in pursuit of a virtual prototype.

David Kelsall, Product Manager for Flowmaster Limited explains "Developing a 3D CFD model for an entire system – such as an automotive cooling system – presents significant challenges. Creating the computational models and their meshes may take a long time and the total number of cells required may make the calculations intractable (i.e. they may take too long, if they can be done at all). By co-simulating 1D with 3D CFD, more realistic boundary conditions and component models can be obtained, providing a deeper understanding of complex engineering systems.

Already we are beginning to see the benefit of the MpCCI Flowmaster Adaptor as we have been working with key customers to run pilot projects using MpCCI to link their 1D Flowmaster (system) models with 3D-CFD (Fluent) models, modelling very detailed behaviour in part of the system."

"During the last 2 or 3 years we received an increasing number of requests for this type of 1D-3D solution. In particular engineers from the automotive, aerospace and turbine sectors have asked for a standardised software solution to combine their overall system design with realistic 3D fluid analysis of critical components. The MpCCI Flowmaster Adaptor will provide these industrial users with a new level of design and analysis capabilities" adds Klaus Wolf, Deputy Head of Simulation Engineering Department at Fraunhofer SCAI.

MpCCI and the Flowmaster code adaptor have been developed and are distributed by Fraunhofer SCAI. For more information, please contact [mpcci@scai.fraunhofer.de](mailto:mpcci@scai.fraunhofer.de) or visit <http://www.mpcci.de>.



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## ***New Autodesk Tools Help Simplify Energy-Efficient Building Design and Renovation***

30 April 2009

[Autodesk, Inc.](#), announced the availability of [Autodesk Ecotect Analysis 2010](#) software, a whole-building performance analysis tool, and the [Autodesk Guide to Sustainable Design](#), a new free online resource for designers that illustrates sustainable design principles, decisions and technologies for every phase of the building project lifecycle. This new product and online resource provide [architecture, engineering and construction \(AEC\)](#) firms with tools that help simplify and enable sustainable design decisions.

"Accelerating climate change and decreasing energy security are driving a growing number of voluntary and regulatory initiatives to improve new and existing building performance and reduce carbon emissions," said Phil Bernstein, FAIA, Autodesk vice president of AEC industry strategy and relations. "Our Green Index Survey consistently reflects these new initiatives and finds that owners are demanding

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green buildings at a steadily increasing rate. Autodesk's goal is to make sustainable design easier so architects can meet this growing demand, and we're doing so today by offering new sustainable design analysis software and a free online guide to building sustainably."

Autodesk Ecotect Analysis 2010 provides architects and engineers with a wide range of simulation and analysis functionality, which helps users to better understand earlier in the design process how environmental factors--such as solar, thermal, shading, lighting and airflow--will affect building performance. Design firms can use the newest version of the product within extended building design teams using Autodesk applications for [building information modeling \(BIM\)](#), applying all the tools necessary for building performance analyses that help enable energy-efficient and sustainable designs.

With the rich information inherent in the BIM process, design data can be imported using the gbXML file format from software such as [Autodesk Revit Architecture 2010](#) and [Autodesk Revit MEP 2010](#) into [Autodesk Ecotect Analysis 2010](#), helping to provide more accurate simulation and analysis at any phase in the design process. Autodesk Ecotect Analysis subscription members now have access to the [Autodesk Green Building Studio](#) web-based service, allowing for whole-building energy analysis to help determine estimated total energy costs, carbon emissions based on local electric grid data and net-zero energy potential with the application of renewable energy sources. In addition, customers can run several simulation and analysis studies, such as calculating solar availability, determining heating/cooling loads, calculating daylight factors and determining potential ENERGY STAR scoring.

The Autodesk Guide to Sustainable Design is another tool that helps project teams, including owner, architect, engineer and contractor, address sustainable design decisions earlier in the project lifecycle. This online resource can help users first decide what the sustainability goals of the project should be, which decisions are crucial, and what tools to use and steps to take to create and deliver more sustainable designs from start to finish.

"Autodesk created the Guide to Sustainable Design because green building begins when projects are first imagined, and this requires thinking green at every stage in the lifecycle," said Bernstein. "By giving people a detailed view of the green building and renovation process, we hope to make a wider range of firms and individuals aware of achievable designs with more sustainable results."

The guide assists users in selecting their building paths and in viewing the consequences of their design choices on the efficient use of water, energy, materials and land. Users can see the potential they have to influence the sustainable use of these resources at every phase of the process, with scales that increase or decrease depending on where you are in the design-build phase; the higher the scale, the greater the effect of design decisions made at that phase on the sustainability potential of the finished project.

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## ***Simucad Offers Universal Token Licenses***

29 April 2009

Simucad Design Automation, announced the availability of Universal Token based licenses for its complete PDK-based EDA software solution.

Universal Tokens provide instant access to all Simucad and Silvaco software tools without re-issuing licenses. When a tool starts, it draws a tool-specific number of tokens from a universal token pool residing on the customer's license server. Tokens are never permanently consumed; when applications finish, their allocated tokens are automatically returned to the pool and made available for immediate re-

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use by any other tool. Unlike traditional licensing, no limitation is made on what tools are permitted to be used. Provided there are enough tokens in the pool, any application can be utilized.

Tokens can be shared between all company locations worldwide. Tokens can be mixed with any other licensing options, including those purchased in the past. Tokens can be purchased for short term use in daily increments either online or through a Simucad office. Discounted rates are available for longer periods.

"Universal Tokens are the key to the flexibility customers have been demanding for years," said Dr Ivan Pesic, CEO, Simucad Design Automation. "Customers no longer have to forego some important tool due to cost constraints and are never left with obsolete licenses. This really is a game changer in the EDA industry!"

"We were able to configure a very cost effective solution based on Universal Tokens," said Robert Yau, Vice President of GSI Technology, Inc. "These Universal Tokens are truly flexible and allow us to run any Silvaco or Simucad design tools at any time."

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### ***Zweave Releases On-demand PLM Internationalization Package***

01 May 2009

[Zweave, Inc.](#), announced the release of its on-demand PLM Internationalization Package.

"Product Development and Sourcing organizations are global in nature and require collaboration between partners" says Mark Mandrano, Zweave's V.P of Client Services and Sales. "From the retail side to the factory floor trading partners need to support their teams in more than one language. Today Zdesign supports English, French, Spanish, German and Chinese" says Mandrano. With our Internationalization Package we will support right to left (RTL) languages like Arabic and Hebrew but also additional languages like Japanese, Dutch and Russian."

"Our Internationalization Package was designed for the end user, says David Buck Zweave's CIO. "Typically software is designed in one language and then translated along the way for new markets" says Buck. "Zdesign On-Demand benefits from some newer technologies that support multilingual capabilities from a database perspective but also a user perspective. This means you can actually work in multiple languages from within the same user interface", says Buck. "Imagine creating a Tech Pack in English and having the ability to translate the key information into Chinese with a single click".

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