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CIMdata News

“Blurred boundaries: It's important to make PLM an enterprise initiative” by Ed Miller, President, CIMdata

27 January 2009

Industrial companies have been making significant investments in IT-based enterprise initiatives. ERP, CRM, and supply chain management (SCM) have primarily been transaction-oriented solutions addressing physical aspects of the product and business (orders, inventory, production runs, cost, etc.) while product life-cycle management (PLM) has applied more to managing intellectual assets related to product definition data and processes—primarily engineering design and analysis.

Over time, the boundaries between these domains have blurred as new functionalities have been incorporated into solutions for each area. For example, PLM has added customer-facing functions such as requirements gathering that might have been considered a part of CRM. Additionally, companies in the logistics supply chain have become development partners as well, participating in the overall product design chain using PLM technology that enables distributed engineering collaboration across the extended enterprise.

CIMdata believes a fundamental evolution in the definitions and relationships of these four enterprise domains is under way, and that two primary process-based initiatives eventually will emerge that drive the evolution of IT-based initiatives to support industrial organizations—with PLM focused on the virtual product life cycle and ERP focused on the physical product life cycle.

PLM typically includes product and project portfolio management, part/data management, product structure management, life-cycle process management, strategic sourcing management, digital production and automation, services management, authoring tools, and other related areas.

Business processes and application areas comprising ERP strategies include production planning and scheduling, sales forecasting, manufacturing change management, CRM, procurement, logistics and distribution, and capacity planning.

The PLM-ERP connection

The scope of PLM and ERP solutions can—and should—overlap considerably depending upon the company's unique characteristics and priorities. These areas typically include part management, product structure management, and strategic sourcing. For example, some aspects of bills of material are considered part of PLM initiatives, while other aspects are considered to be a part of ERP.

Please recognize that this perspective does not imply that PLM and ERP “products” will provide all of the support that a company needs, but rather, that a company's enterprise IT strategy is effectively supported with coherent and enterprise-focused PLM and ERP strategies and plans, each of which guide and are supported by whatever suites of tools are needed.

A third critical area has recently generated substantial attention regarding its integration with both the virtual and physical product life cycles of PLM and ERP—the execution domain encompassing shop-floor initiatives such as factory automation, production and quality tracking and reporting, machine loading and scheduling, and maintenance scheduling and reporting. Both PLM and ERP strategies are

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consistently (and appropriately) expanding to overlap and integrate with more and more of this execution domain in an attempt to provide broader and more effective support for the enterprise's overall product life-cycle strategy.

Integration of this functionality with PLM is essential for a unified, enterprisewide IT strategy. Major PLM suppliers, particularly those with major digital manufacturing programs, are aggressively pursuing these integrations.

Such overlaps between the PLM, ERP, and execution domains offer enormous opportunities for efficiency and productivity gains by integrating a company's overall operations. The nature of this commonality differs from company to company, however, and a "one-solution-fits-all" approach does not effectively address their individual needs. Moreover, none of the areas are totally supported by a single technology, but by suites of technologies implemented as components of a unified enterprise strategy.

Integration of enterprise IT strategies has particular significance with regard to implementation of PLM, since this approach positively impacts a company's top-line revenue growth as well as bottom-line savings. With the continuing global economic turmoil, a growing number of companies are even more heavily focused on PLM's role in cost control and productivity gains.

Regardless of their shift in focus, however, these forward-thinking organizations recognize they need to continue investing in PLM as a key component to surviving current slowdowns and significantly improving their long-term competitive position, brand value, and core strengths as market conditions improve in the coming years.

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Company News

Autodesk Presents Revit BIM Experience Award to Dunham Associates

28 January 2009

Autodesk, Inc. has announced that [Dunham Associates](#), a Minnesota-based mechanical and electrical consulting engineering firm, has been selected to receive a [Revit BIM Experience Award](#). The firm is being recognized for its adoption of [building information modeling](#) (BIM) and the use of Revit MEP software for the design and documentation of large-scale projects. Dunham Associates is also being honored for supporting a collaborative, multi-discipline approach based on a shared Revit MEP model, and for the use of Revit MEP software for sustainable design.

"BIM has helped us significantly in the design coordination of mechanical and electrical equipment and systems within building structures," said Jay Rohkohl, executive vice president for Dunham Associates. "When we adopted Revit MEP with its 3D modeling environment we could fully visualize the emerging design. This allowed us to do a better job fitting piping, ductwork and equipment into tight spaces, which optimized space usage within the facility. And by sharing Revit-based design models with the project's architect and structural engineer, all of us could identify and resolve interferences and other design issues early in the design phase."

Founded in 1960, Minneapolis-based Dunham Associates is a mechanical and electrical consulting firm that provides engineering services to its clients across the country in aviation, commercial, education,

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healthcare, hospitality and retail sectors. With nearly 50 LEED-accredited professionals on staff, the firm offers extensive knowledge and experience in sustainable design. Notable examples include the [Great River Energy Headquarters](#) in Minnesota (a LEED Platinum building); the [Wilder Center](#), St. Paul, MN, targeted for LEED Gold certification; and Dunham's own [Commercial Interiors](#) headquarters in Minneapolis (a LEED Silver-CI building). In addition to Revit MEP, the firm also uses [AutoCAD](#) software, [AutoCAD MEP](#) software and Autodesk Buzzsaw collaborative project management software. Minnesota-based [CAD Technology Center](#) provided Autodesk software and implementation support including Revit MEP content creation services to accelerate project delivery.

BIM Process Applied to Major Hospital and Green Building Projects

Dunham Associates has demonstrated successful use of the BIM process on multiple projects including the [Maple Grove Hospital](#) and the University of Minnesota Duluth's new [Civil Engineering building](#). The Maple Grove Hospital is a new full-service, 300,000-square-foot hospital currently under construction and scheduled to open in December 2009. A collaborative, multi-discipline BIM process and Autodesk Revit MEP software were used to tackle a complex mechanical, electrical and plumbing (MEP) design, including a particularly challenging, large equipment yard that houses three electrical service transformers, two emergency generators, the chiller system cooling towers and the bulk oxygen tank. Using Revit MEP, Dunham coordinated its design across disciplines by linking the plumbing and electrical system models to the HVAC model, and also by leveraging Revit Architecture models from [BWBR Architects](#) and Revit Structure models from the structural engineer.

By sharing Revit-based models, the entire design team was better able to identify and resolve interferences and other issues early in the design phase-- issues that normally might not have been found until construction.

For the new Civil Engineering building at the University of Minnesota, Duluth a BIM process and Autodesk Revit MEP were applied to target a LEED Gold rating. Currently under construction, the new mixed-use classroom/lab facility will include sustainable elements such as a displacement ventilation heating and cooling system, rain water capture, low-consumption toilets with manual dual-flush valves, automatic urinal flush valves, lighting control systems and high-efficiency motors to reduce energy use. On this project, Revit MEP software's 3D modeling environment and design visualization capabilities gave Dunham's engineers - as well as [SJA Architects](#) (principal architect), [Ross Barney Architects](#) (design architect), the structural engineer, contractors and owner -- the ability to visualize the interaction among all building components and clarify the engineering design for installation.

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.

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Avatech Provides New Innovative Online Training Services

27 January 2009

Avatech Solutions, Inc. is offering a new service called Online Seminar Learning. This selection of training seminars is designed specifically to meet the current economic and competitive challenges that face design engineering and architecture firms across the country.

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Online Seminar Learning enables architects, designers, and engineers to learn new skills or focus on the ones they need most. The short sessions provide the convenience of online learning from the student's own desktop, are live and led by an instructor with deep industry experience, and offer the benefit of being low-cost and topic-specific. The sessions enable students to boost productivity instantly and increase their firm's value to their clients—all in an hour or two.

“It's more important than ever for our clients to maintain a competitive skill set and we want to enable them to do that. Online Seminar Learning fills that need because it is inexpensive, doesn't require travel, and focuses on a specific topic that hones skills to a competitive edge,” says Bill Zavadil, Sr. VP of Services for Avatech. “While it is not a substitute for our traditional hands-on training, it is a great way for someone to build on existing skills to achieve expertise in a specific area,” Zavadil concludes.

Initially, Avatech is offering 30 different seminars to those working in the design areas of general CAD, building solutions, manufacturing engineering, and infrastructure engineering. Single focused topics include: custom user interfaces and workspaces; gaining efficiency with assembly management tools; rendering techniques; managing topology; and creating, managing, and customizing schedules to name just a very few.

“Everyone at Avatech realizes that our customers need new and innovative ways to become more competitive even as they are forced to be leaner and meaner. We continue to be the ‘go-to’ company that provides these solutions, and our new Online Seminar Learning classes are just the newest tool in our arsenal. We will continue to explore services that help our customers gain the edge they need to increase productivity and revenue,” says George Davis, president and CEO of Avatech Solutions.

Seminars average one to two hours and prices average \$99 to \$199, depending on session length. Visit <http://www.avatech.com/training/seminar> to find out more.

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Delcam Strengthens Dental Team

26 January 2009

Delcam has reinforced its strong commitment to the dental industry with the appointment of Randy Wightman as Vice President for Dental Business Development in North America. He will have full responsibility for developing business for the DentCAD design software and the DentMILL machining system in the region, including both OEM agreements within the industry and direct promotion to dental laboratories.

“Delcam's business in the dental industry is growing rapidly,” commented Mr. Wightman. “All our customers value our “open” approach to dental manufacturing under which they can use any combination of scanning system, materials and machining equipment with our software. This is proving to be a welcome alternative to the “closed” systems offered previously by other suppliers, where customers had to purchase all these separate elements from a single source.”

Mr. Wightman has been involved with both software and hardware technology for three decades, since gaining a Bachelor of Science degree from the University of Utah. Throughout his career, he has worked with brand name OEMs, major accounts, and distribution channel creation and development. In particular, he delivered turnkey systems for major companies like IBM and EDS, and managed major worldwide customers like KEPCO (Korean Electric Power Company), California Highway Patrol, PRASA (Puerto Rico Water Company) and many others.

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Infor Expands Professional Services Offerings to Reduce Software Cost of Ownership

27 January 2009

[Infor](#) announced changes to its global professional services organization underscoring its commitment to reduce the total cost of ownership for deploying and managing business software applications. John Flavin, previously senior vice president for Customer Satisfaction at Infor, has been appointed as senior vice president, Global Professional Services, a new position that provides corporate leadership to a worldwide team devoted to software services engagements. Infor has also created a new Managed Services group, which standardizes existing managed offerings, such as software-as-a-service (SaaS), into a Center of Excellence to drive further cost efficiencies and innovations for customers.

In addition to providing software solutions built to serve specific business needs, Infor reduces total cost of ownership through its experienced team of industry domain experts located around the globe. The creation of a corporate-level position responsible for managing this team improves overall efficiency, drives best practices and improves the capacity to match customers with the most appropriate team of experts. John Flavin is a 25-year veteran of the software applications business with a broad background in product development, sales, support, and services. Prior to Infor, he served in executive level positions for Future Three, JBA International, Unisys and Ford Motor Company.

Organizations are increasingly turning to their software providers for longer-term managed services beyond the fixed time-frame engagements of traditional professional services. Infor's flexible set of managed services and software delivery options help customers mitigate risks, reduce costs and focus on their core business. Through the creation of a Center of Excellence for Infor Managed Services, the company is focusing existing expertise and offerings to drive collaboration, innovation and cost savings for customers.

Infor Managed Services includes:

- Application Management Services (AMS) -- complete, on-site management of Infor and non-Infor business applications, including system and database administration and help desk support
- SaaS -- Infor applications offered on demand as an Internet service
- Hosting -- offsite application hosting for licensed software
- Customization Care -- a dedicated team that manages application customizations and third-party integrations
- Supplemental Staffing -- onsite IT staffing to support customer projects

Reporting to Flavin, Infor Managed Services is led by Paul Pinto, who joined Infor in early 2008. Pinto has dedicated his entire 23-year career to the field of software-related consulting services, and possesses a wealth of experience in outsourcing business and I.T. functions to alternate geographies. Prior to joining Infor, he served in executive level positions for Epicor Software, NIIT Technologies and Whittman-Hart.

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Interview with COADE President/CEO Van Laan Featured in December 29 Issue of Houston

Business Journal

29 January 2009

COADE announced that the company and its president and CEO, Thomas J. Van Laan, PE, were featured in an article in the December 29, 2008, edition of the Houston Business Journal (HBJ). Based on an interview with Van Laan by HBJ editorial writer Mary Ann Azevedo, the article discusses the history and growth of COADE and its design and engineering analysis software products, including the company's compounded annual growth rate of 33 percent over the past four years. The article also highlights the expansion of COADE's global network of dealers and its shift from being a primarily domestic provider in 1994 to its position today as a global provider of software solutions for plant design and engineering analysis, with 70% of sales being international.

The HBJ article is online at

<http://houston.bizjournals.com/houston/stories/2008/12/29/smallb1.html?b=1230526800%5e1752345>.

Information on COADE is available at <http://www.coade.com>.

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KOMPAS-3D Training Center Was Launched in Germany

30 January 2009

ASCON Group, developer and integrator of CAD/AEC/PLM solutions, and its partner in Computer-Aided Design products reselling in Germany, Austria and Switzerland, IBS-CAD-Coaching, announced the availability of a Training Center for the MCAD solution, KOMPAS-3D in Lindau, Germany.

Since its inception, ASCON has recognized the importance of providing quality services to help clients meet the demands of the rapid advances in new CAD technologies. The company always pays much attention to the development and delivery of quality training programs. Now together with IBS-CAD-Coaching, which is focused on CAD-training and CAD-support for many years, we provide high-quality educational program at the heart of the Europe in Germany to allow representatives of commercial industrial enterprises, independent designers, educational institutions or students to get practical skills in working with professional KOMPAS solutions for parametric 3D Modelling, 2D Drafting and Design. There are two types of trainings: basic (3 days) and advanced (3 days), after which customers will become excellent CAD-users very fast and will be able to come to a knowledgeable, safe decision about the software.

A special feature of this training is that it is available not only for users, but also for those who just think about using 3D software and KOMPAS-3D is a perfect solution for 3D beginners, because of its easy-to-learn and use features. First training was already held in the center from 21st till 23rd January. Participants of pre-sales seminar learned basics of 3D modeling and parametric, assembling and drawings, sheet-metal modeling and many other features of classical mechanical computer-aided-design on the KOMPAS-3D basis. After the seminar all the participants got an opportunity to practice in 3D using a temporary professional license of KOMPAS-3D that will be available for them for the period up to 1 year for studying or commercial usage.

Nearest KOMPAS Trainings in Lindau, Germany:

16.03.2009 – 18.03.2009

23.03.2009 – 25.03.2009

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16.04.2009 – 18.04.2009

For information about schedule please visit <http://www.ascon.net> or request more details at contact@ascon.net

“For many years offers IBS-CAD-Coaching consulting, training and support in CAD area. Our trainers are qualified CAD designers with teaching experience over a long period of time. As reseller for KOMPAS-3D in Germany, Austria and Switzerland we are in constant, intensive contact with ASCON Group, therefore we are able to include new developments in the software in our trainings program immediately. Quality of seminar is the most important step for customers in a way to high-qualified, excellent user of KOMPAS-3D, one of the latest and most powerful 3D CAD program at the market. KOMPAS trainings are available as open group seminars, as well as special seminars just for representatives of one company. Number of participants is limited from one to max. six persons per group for the best training's result. Duration of Basis or Advanced Training is 24 hours or 3 days long. More information please find at IBS-CAD-Coaching web-site: <http://www.kompas-coaching.com>” - said Ing. Martin Schlattner, CEO of IBS-CAD-Coaching

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McLaren Software Partners with Blumark Pty Ltd Supporting Enterprise Engineer in Australasia

29 January 2009

[McLaren Software](#) appointed Blumark Pty Ltd in Australia as McLaren Partners. The partnership with Blumark is a direct result of the growing interest in Australasia in enterprise scale content management applications to manage engineering documentation and associated business processes.

Blumark’s Managing Director, Mark Grimes says, "Blumark is an organization with experienced professionals who build long-term, trusted relationships. We bring a high level of energy, integrity, experience and value to our clients. Our relationship with McLaren Software fits with our philosophy to bring “best of breed “solutions to market from leading vendors in Enterprise Content Management (ECM). I see the McLaren Enterprise Engineer suite as being at the forefront of innovation in the engineering document management space and Blumark is pleased to deliver this to the Asia-Pacific region."

McLaren Software continues to expand its market coverage through authorized partners who supply local customers with its Enterprise Engineer application suite and services. Blumark customers will benefit from the extensive functionality, reduced costs and faster project execution time offered by the software as well as streamlining future system changes. “Blumark business consultants have significant experience in the deployment of Enterprise Content Management systems and Business Process Management within large asset owners. Blumark have recognized the opportunity McLaren’s Enterprise Engineer applications provide by adding significant value to their customer base and in turn helping them expand their business in Asia Pacific” explained David Blain, Director of International sales at McLaren Software.

About Blumark

Blumark are specialists in Enterprise Content Management (ECM) and process improvement, assisting organizations with the difficult task of managing business processes and content in an efficient, effective manner. They provide first level support, service, implementation and consultancy for ECM primarily targeting the engineering, utilities, resource and construction sectors. Blumark educates the market and

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assists clients to increase their understanding of engineering centric ECM solutions and how best to implement these technologies to build efficiencies in their businesses. Based in Brisbane, Blumark also has offices in Sydney and Melbourne, and have clients throughout the Asia-Pacific region.

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National Taiwan University Receives US\$75 Million In-Kind Software Grant from Siemens PLM Software

26 January 2009

[Siemens PLM Software](#) announced an in-kind software grant with a commercial value of US\$75 million to National Taiwan University (NTU) in Taipei City, Taiwan. The in-kind grant, the first one that NTU has received from Siemens PLM Software's GO PLM™ (Global Opportunities in Product Lifecycle Management) program, will be deployed for training courses to be available at NTU's future Advanced Manufacturing Centre.

One thousand students and 150 teaching staff will benefit from this software, which will help improve the training standards for students, particularly in the areas of co-design, rapid prototyping, process management and document management software, and hardware equipment of medical devices.

The range of software provided includes PLM applications that are widely used by many multi-national corporations in key industries around the globe. The grant includes NX™ software, Siemens PLM Software's comprehensive digital product development solution; Teamcenter® software, Siemens PLM Software's digital lifecycle management solution; and Tecnomatix® software, Siemens PLM Software's digital manufacturing solution.

In addition the grant includes the Teamcenter for Medical Devices solution which was jointly developed by Siemens PLM Software and Tata Consultancy Services ([TCS](#)), a leading IT services and business solutions and outsourcing firm that possesses in-depth knowledge, expertise and experience of the regulatory needs in the medical gadgetry industry.

“TCS is actively focusing on improving the quality of life by developing products and solutions for Medical Devices & Diagnostics clients globally,” said Regu Ayyaswamy, vice president and head, Engineering and Industrial Services of TCS. “We see this collaboration as a key initiative to develop mutual value for NTU, Siemens PLM Software and TCS.”

“Through the in-kind grant from Siemens PLM Software, NTU will now be able to set up a cross-teaching and research and development center which will help take our training facilities to the next level,” said Yang Tai Hong, director, Biomedical Engineering Institute of Applied Mechanics of [National Taiwan University](#). “From an academic perspective, the move will not only benefit our students training more adequately but is also slated to strengthen our position as the top university in Taiwan by catapulting us farther ahead of other Taiwanese varsities through our improved training capabilities.”

“Siemens PLM Software is proud to be associated with National Taiwan University and looks forward to providing the designers and engineers of the future with our industry leading PLM technology,” said Chuck Yuan, senior vice president and general manager, Greater China, Siemens PLM Software. “It is apparent that manufacturers today compete on the basis of time to market, product costs, quality and innovation. Through this initiative, we are confident that students from NTU will gain invaluable experience from PLM software technology, which serves to support these key business objectives and helps turn more ideas into successful products.”

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Siemens PLM Software's technology will also enhance teaching resources, through long-distance Internet learning programs, for I-Shou University, Southern Taiwan University, Kun Shan University, Tajen University, Central Taiwan University of Science and Technology, Yuanpei University, Ming Chuan University and assist in the implementation of industrial convergence.

GO PLM

For more information on GO PLM and the partners and programs it supports, visit <http://www.siemens.com/partners/goplml>.

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ODA Announces DWGdirect and DGNdirect 2.7 Release

26 January 2009

The Open Design Alliance (ODA) announced the release of version 2.7 of the ODA software development platform, underlying DWGdirect™ and DGNdirect™.

In addition to many improvements to core components, DWGdirect 2.7 includes significantly improved rendering performance and a beta version of a new SpaModeler module, which integrates Spatial ACIS 3D modeling engine to provide three-dimensional solids editing, visualization, and more.

John Alpine, Vice President of Research & Development of Spatial Corporation, commented, "Integrating the ACIS 3D modeling engine with the ODA platform brings our 3D solids technology to a larger target audience within the CAD market. More users will have the ability to create, edit, and view 3D solids because of our collaboration with the ODA."

DGNdirect 2.7 delivers enhanced support for V8 XM data, greatly improved rendering including support for RSC fonts and linetypes, and an updated DWGdirect export interface to provide export capability to PDF and SVG file formats directly from DGNdirect.

When asked about the latest ODA platform release, Neil Peterson, Chief Technical Officer of the ODA, responded, "The new features and improvements built in to both DWGdirect and DGNdirect further advance the attractiveness of our developer platform to software developers and designers. We are particularly pleased with the addition of the new SpaModeler component to our platform. Easy integration of quality third-party components adds great value to our software, and we are continuing to expand our offerings in this area." Mr. Peterson added, "The ODA development team will be presenting and demonstrating the highlights of this new release at the upcoming ODA World Conference in April this year."

Version 2.7 of the ODA platform is available immediately at <http://www.opendesign.com> for download by ODA members world-wide.

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SAIT Polytechnic Receives \$1.4 Million Educational Software Grant from AVEVA

26 January 2009

AVEVA has donated \$1.4 million in AVEVA PDMS software to SAIT Polytechnic. This initiative will help to meet the challenges and requirements from owner operator and engineering firms, particularly with regards to ensuring their designers have the necessary skills and qualifications for the Alberta

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market.

In providing this grant, AVEVA Americas is helping support SAIT students by providing state-of-the-art training on the engineering design IT solution; PDMS, a plant design tool. PDMS has been successfully used in many of the world's most complex design projects, both on and offshore. Qualified instructors will lead the SAIT corporate training program, giving designers and engineers access to the most up-to-date PDMS capabilities and providing students with the skills that give them a competitive advantage when entering the workforce.

"SAIT is known for providing students with relevant, skill-oriented education that is needed by industry leading firms," said Dr. Larry Rosia, Dean of SAIT's School of Construction. "AVEVA's software contribution to the corporate training program will benefit both students and their employers."

Rob Glasier, Executive Vice President for AVEVA Americas, commented: "We are committed to preparing a new generation of engineers and designers to address the industry's challenges, and we recognize the importance of partnering with leading universities and technical institutes, such as SAIT, to achieve that goal. We are confident that together we will provide the necessary skills and tools the industry needs to complete critical projects safely and efficiently."

For more information regarding the PDMS course, please contact Tracey Nabe at (403) 303-3335, by email at tracey.nabe@aveva.com or visit the SAIT Website at <http://www.sait.com/>.

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Siemens PLM Software Announces New PLM Initiative TO Help Small Businesses Improve Their Customer Responsiveness

26 January 2009

Siemens PLM Software announced a new global initiative and online resource center (<http://www.siemens.com/plm/answers/smb>) to show small manufacturing businesses how implementing a PLM strategy can help them better respond to the needs of their customers.

"Since we introduced the Velocity Series™ portfolio, one of the top requests from small to medium size businesses (SMBs) is to provide tools that help them respond more quickly to customer demands," said Bruce Boes, vice president, Global Velocity Series Marketing. "Small businesses have special needs and limited resources, yet they need the ability to provide innovative products rapidly. This initiative focuses on enabling our customers to respond better to their customers so they can turn more ideas into successful products."

In this new initiative, Siemens PLM Software shows customers how to reduce customer delivery by 50 percent, reduce engineering change orders by 40 percent, and save 30 percent in physical prototyping costs.

Siemens PLM Software's top performing SMB customers use PLM to achieve these kinds of savings so they can respond quickly to customer needs.

- Vikram Sirur, managing director at Miven Machine Tools Ltd. said that Siemens PLM Software "is helping us meet customers' requirements in terms of quality, delivery and product performance."
- Luisito Chong, manager of production engineering at Angelus Sanitary Can, said that, "We wanted the productivity gains and the superior visualization that 3D offers so we could continue to meet our customers' requests."

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- Bob Schafbuch, assistant vice president of enterprise applications for Integrated DNA Technology's manufacturing locations said that "it will be much easier to meet the FDA's documentation requirements. This has been such a huge leap for us."

"Siemens PLM Software understands the needs and challenges SMBs face," said Bill McClure, vice president of development for Velocity Series, Siemens PLM Software. "That's why we developed and continue to expand the capabilities of the four products in our Velocity Series SMB suite, which include CAD (Solid Edge®), CAM (CAM Express), CAE (Femap®), and PDM (Teamcenter® Express) software. All the products are modular, yet integrated, easy to implement with the industry's best practices, and scalable to the entire portfolio of Siemens PLM Software solutions. Velocity Series can help SMBs realize the benefits of PLM, while maintaining a low total cost of ownership."

Offered in the online resource center are a variety of tools for assessing one's customer responsiveness, case studies on how other customers have improved responsiveness, as well as multiple videos and industry analyst white papers. Also available are details on capabilities for product development, manufacturing and project management roles play into responding better to customers.

For more information on improving your customer responsiveness with PLM go to <http://www.siemens.com/plm/answers/smb>.

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Silvano Joly appointed Vice President Worldwide Marketing of think3

27 January 2009

Silvano Joly is the new Vice President Worldwide Marketing of think3. In the new position, Joly will be responsible at the worldwide level for Product Marketing, Marketing Communication and Sales Operations.

Silvano Joly, 42, comes from Turin and has a Political Science degree from Turin's Università degli Studi and has 20 years' experience in sales and marketing management, 15 of which have been in the ICT products and services sector.

The most significant stages of his career were at PTC from 1996 to 2002 where he progressed from Sales Representative to District Manager in 1997, Regional Director in 1998, finally being promoted to Area Vice President in 2000. After that he was Business Development Manager at Reply where he looked after sales and marketing in the PDM, PLM, ERP, CRM and SCM markets as part of services offered by the Extended Enterprise.

In 2004 he joined Bladelogic (now BMC) as Regional Manager Southern Europe and set up its operations in Italy, Spain and Greece. Since 2006 he has been Managing Partner of Seac02 (Italian start-up of the year in 2006), and consolidated its role as a "rising star" in the software market for Digital Marketing and Interactive Virtual Reality. At the same time Joly was also Associate Venture Manager at the Fondazione Torino Wireless, the body promoting the growth of the Piedmont ICT District.

Lastly, before think3, Joly filled the role of Sales Manager, Large Enterprise Business User at SAP and Business Objects, a company belonging to the SAP group, promoting Business Intelligence and Decision Support solutions in the main Italian industrial companies. At the end of 2008 Joly accepted the new post at [think3](#).

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Zuken Strengthens European Sales

30 January 2009

Zuken's expansion within Europe and North America continues with the appointment of Reiner Duwe to the newly created role of Sales Manager Europe.

Duwe brings to Zuken a blue chip commercial background with more than 15 years of experience in the software industry and the embedded device market. His new role with Zuken will drive the focus of improved access within existing market segments that the company already has a stronghold in and expand presence and awareness in new markets where Zuken is less well known. Reiner Duwe joins Zuken from Wind River, where he was successfully serving as Regional Director Central Europe. He will enhance the depth and breadth of Zuken's sales team and build on the established market credibility to realize additional market potential.

Gerhard Lipski, Director of Western Market Sales, comments, "The position of strength Zuken holds in the market place is reflected in the very high caliber of candidates we continue to attract in support of our organization's continued growth. Zuken continues to broaden its influence across the complex European and North American markets due to our leading edge software and consulting services and ability to recruit specialists from industry sectors highly relevant to our customers business. We anticipate that Reiner Duwe will make a valuable contribution to our targets of generating new business and expanding opportunities within existing partner organizations and building up the operational and service infrastructure enabling Zuken to develop our position as a reliable, trustworthy business partner for the long term."

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Events News

Apache Design Solutions to Participate in Three DesignCon Sessions Addressing Chip-Package-System Co-Design

29 January 2009

[Apache Design Solutions](#) announced that they will be participating in several technical and business conference sessions at the upcoming DesignCon Conference held in Santa Clara, California. Apache's key executives will be discussing the latest challenges and solutions in maintaining power, noise, and thermal integrity and driving convergence across IC, package, system, and SiP designers.

What: *Worst-Case Switching Pattern for Core Noise Analysis (4-TA3) Technical Paper*

Who: Cisco Systems and Apache Design Solutions

Where: Santa Clara Convention Center, Ballroom J

When: Tuesday, February 3, 10:15AM to 10:55AM

This paper demonstrates an optimum methodology to capture the worst-case switching activity when performing the power integrity analysis for the core power of ASIC.

What: *Collaboration across the Changing Design Chain Business Forum Panel*

Where: Santa Clara Convention Center, Room 203/204

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When: Tuesday, February 3, 2:00PM to 3:30PM

This panel will discuss the challenges faced by IC and system designers on reaping the benefits of SiP technology and what foundries and package providers are doing to make SiP a reality.

What: *Multi-Die Chip/Package Co-Design for SiP Applications Technical Panel*

Where: Santa Clara Convention Center, Ballroom G

When: Tuesday, February 3, 3:45PM to 5:00PM

This panel will discuss the challenges faced by the IC and package teams as power, SI, reliability, thermal, stress, etc. issues further exacerbates design and validation of multi-die chips, and the solutions needed to address these challenges.

Apache will also be exhibiting at DesignCon in booth #514, demonstrating its power, noise, and reliability platform solutions for Chip-Package-System co-design. Attendees will learn how to mitigate the design risks induced by noise issues, reduce overall cost, and improve productivity and time-to-market.

What: Apache Design Solutions at DesignCon 2009

Where: Santa Clara Convention Center, Booth #514
Santa Clara, California

When: February 3 – 4, 2009
12:30PM – 6:30PM PST

For more information visit: <http://www.designcon.com>

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Arena Solutions Experts Offer Complimentary One-on-One Business Process Improvement Consultations to Attendees at SolidWorks World 2009

28 January 2009

[Arena Solutions](#) announced that along with demonstrating the new Winter '09 release of Arena software, it will be conducting complimentary one-on-one business process improvement consultations at the Arena Solutions booth (#305) at the 2009 SolidWorks World Conference, February 8-11, in Orlando, Florida. Space is limited and consultation appointments must be booked in advance.

During these 20-minute sessions, operations and engineering professionals can receive personalized advice from Arena experts who have helped hundreds of manufacturers improve the way they bring products to market. Each session will center on the individual's company's particular challenges and offer concrete advice about how to solve pressing product development issues and transform internal and external product communications. Specifically, suggestions will be focused on helping companies:

-- Reduce unnecessary administrative tasks for engineers at all stages of the product development process

-- Improve collaboration, automate processes and centralize constantly changing product information, such as bills of materials (BOMs) and engineering changes

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- Gain greater visibility for better cross-functional decision-making and improved innovation
- Minimize the types of surprises that can cause product delays and redesigns

To request a consultation, email Sheryl Johnson at sjohnson@arenasolutions.com and include your name, title, company name, industry and the product development challenges you wish to discuss. Arena will respond to arrange individual appointment times. For those not attending the conference, Arena will also schedule a limited number of complimentary telephone consultations on a first-come, first-served basis.

"Over the past nine years, our team has worked with hundreds of companies to help them meet and exceed their time, cost and quality objectives when bringing products to market. We look forward to sharing some insight and experience with SolidWorks World attendees so they too can benefit from the practices we have seen lead to true performance improvement," said Eric Larkin, chief technology officer of Arena Solutions. "I hope that any company that has experienced communication challenges with internal or external product teams, felt the constraints of tight resources or been burdened by the difficulty of manually managing constantly changing product information will sign up for a consultation."

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CGTech to Preview VERICUT 7 at WESTEC

28 January 2009

[CGTech](#) will exhibit the next major version of VERICUT CNC machine simulation and optimization software at the SME WESTEC show:

WESTEC Booth 2628 Los Angeles, CA March 30 - April 2, 2009

VERICUT 7 features significant performance-improving enhancements that reduce the time required for manufacturing engineers to develop, analyze, inspect and document the CNC programming and machining process. Instead of focusing on new features or add-on modules, CGTech has focused resources on improving simulation ease-of-use, speed, accuracy and customer-driven enhancements.

"Significant improvements to our user interface make it easier to quickly realize the benefits of an accurate VERICUT simulation." said Bill Hasenjaeger, Product Marketing Manager. "Not only is the software extremely stable and faster, it has never been easier to set up a VERICUT simulation project. This release will help our users more effectively apply the world's most advanced CNC simulation system."

VERICUT Product/Function Overview:

VERICUT is CNC machine simulation, verification and optimization software that enables users to eliminate the process of manually proving-out NC programs. It reduces scrap loss and rework. The program also optimizes NC programs in order to both save time and produce higher quality surface finish. VERICUT simulates all types of CNC machine tools, including those from leading manufacturers such as Mazak, Makino, Matsuura, Hermle, DMG, DIXI, Mori Seiki and Chiron. VERICUT runs standalone, but can also be integrated with leading CAM systems such as Catia V5, NX, Pro/E, MasterCAM, EdgeCAM and GibbsCAM.

CGTech will also be demonstrating VERICUT Composite Applications at WESTEC. VERICUT Composite Applications are machine-independent off-line programming and simulation software

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solutions for automated composite tape and fiber-placement CNC machines. There are two separate applications: VERICUT Composite Programming (VCP) & VERICUT Composite Simulation (VCS).

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CONTACT Software Presents Preview of CIM DATABASE 2.9.8

8 January 2009

CONTACT's Technology Day held at year-end was dominated by the imminent release of CIM DATABASE version 2.9.8. Many customers accepted the invitation to Munich to inform themselves in workshops and "live" online of the numerous new functions of this latest release. Special acclaim was awarded to the innovations Workspaces, PowerReports and Enterprise Search. These novel CIM DATABASE platform modules provide users with even more functionality, flexibility and benefit for CAD and product data management.

Based on the concept of shared workspaces, CONTACT implemented a totally new principle in CAD data management. Users for the first time command a universal, dedicated interface to synchronize data and documents of their specific authoring system with the central PDM/PLM data hub. Following the motto „share your ideas“, Workspaces warrant the efficient self-organization of a personal or team-oriented design environment and at the same time ensure the integrity and validity of the accumulated, centralized data. Users individually or as a team organize their work-load of CAD and Office documents, design-space structures etc. and utilize these locally, although regionally or globally distributed. This allows for maximum performance and – upon demand – temporary work off-line and without being connected to the central vault. Consequently, CIM DATABASE Workspaces allow fully new means of integrating partners and sub-contractors right down to the support of federal structures consisting of two or more PLM systems that may be synchronized via Workspaces.

Further highlights of the upcoming version are the new CIM DATABASE PowerReports. They extract their data from re-usable and parametrizable XML data sources that may be configured and released for individual reports of groups or individuals – without any further programming effort from within CIM DATABASE. No matter, whether it is the depiction of a hierarchic BOM for construction or a multi-project-view with concurrent parameters for management purposes: the analysis of PDM object data according to varying criteria is, given the necessary access rights, simply and swiftly done. Special skills are not required as the report compilation is performed within Microsoft's Excel, thanks to CIM DATABASE's Office integration support. This includes the use of graphics and diagrams to automatically visualize and present project and product data in an appealing manner.

CIM DATABASE 2.9.8 also sees the release of a new infrastructure for combined full-text and user-defined text retrieval services under the name Enterprise Search. In comparison to the previous system based upon Oracle Text, the new solution is database independent and ten times faster. It allows the search across all PDM database-related object classes such as documents, articles, open issues etc. Both simple and Boolean search runs are supported as well as wildcards, word strings or similar terms (fuzzy search). Results are presented together with the related text and highlighted search criteria. The standard configuration incorporates filters for Microsoft Office including Office 2007, txt- and RTF files, Outlook and all mail applications based on RFC822 such as Mozilla Thunderbird, Zip, PDF and, of course, XML, and therefore covers the most commonly used file formats. Upon customer request, any other random filters may be integrated. The new Enterprise Search technology maintains its speed when indexing documents at a rate of 5250 per hour – nothing spectacular in day-to-day operations, but

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significant when migration of large data volume from obsolete systems is demanded.

Feed-back on the new version from Technology Day participants was clear: The improvements and innovations made available with release 2.9.8 were explicitly well received. “One notices that CIM DATABASE is undergoing continued development and that user requests are answered to. CONTACT is reputed for the fact”, states Friedhelm Steup, head of IT with security specialist ABUS. And Jörg Weyel, project manager PDM/PLM with the automotive supplier Thomas Magnete, believes that “CONTACT’s credo ‘ideas to innovations’ will continue to generate the decisive added-value in the future”.

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Delcam to Preview Integrated CAM at SolidWorks World

30 January 2009

Delcam will preview its forthcoming integrated CAM system for SolidWorks at the SolidWorks World exhibition to be held in Orlando, Florida from 8th to 11th February. This initial version of Delcam for SolidWorks will include drilling and three-axis milling but the company plans to extend the functionality in future releases to cover the full range of machining operations, including turning, wire EDM and five-axis machining.

This latest software marks a new direction for Delcam. Previously, the company has supplied all of its machining software as stand-alone systems that can be linked to any CAD program. “We have received many requests from customers that want to be able to undertake their CAM programming from within the SolidWorks environment,” explained Tom McCollough, Vice President of FeatureCAM Development, who has overseen the creation of the new program. “Delcam for SolidWorks provides direct access to Delcam’s world-leading CAM algorithms from within this leading design software.”

“Delcam for SolidWorks will provide all the benefits associated with our FeatureCAM feature-based machining system,” added Mr. McCollough. “It will have the same strong focus on ease-of-use, all of the knowledge-based automation that makes the software so consistent and reliable, including automatic selection of cutting tools, machining strategies, and feeds and speeds, and the same exceptional speed of toolpath calculation. Of course, it will be based on Delcam’s proven machining algorithms that are already used by almost 30,000 customers around the world. All of this technology will be fully integrated into the SolidWorks environment so that the program looks and behaves like SolidWorks.”

Delcam for SolidWorks is currently in beta testing with a number of SolidWorks users, including the manufacturing team at TriMech Manufacturing. TriMech Manufacturing, a division of TriMech Solutions, which is one of the largest SolidWorks resellers in North America, is very excited about the new product. “We have supplied FeatureCAM to many SolidWorks users over the years,” said John Kanney, President of TriMech Manufacturing. “While they have been delighted with the speed, quality and reliability from the system, we have received regular requests for an integrated program. At TriMech, we are very excited by the potential of Delcam for SolidWorks. Combining the machining strengths of Delcam with the SolidWorks working methodology sounds like a world-class CAD/CAM system to me.”

At SolidWorks World, Delcam will be meeting with leading international SolidWorks dealers to establish a strong distribution channel in preparation for the launch of Delcam for SolidWorks later this year. Any other SolidWorks representatives that are interested in reselling Delcam’s new software are invited to visit the company on booth 719.

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Delcam to Show Latest Dental Software at IDS

28 January 2009

Delcam will show the latest releases of its DentCAD and DentMILL dental software at the IDS International Dental Show to be held in Cologne from 24th to 28th March. DentCAD is an automated, computer-aided design (CAD) program that can be used for the fast, reliable creation of dental restorations, including copings, crowns and bridge frameworks, while DentMILL is a knowledge-based machining (CAM) system for the manufacture of components for the industry.

Delcam will also be demonstrating the new release of its PartMaker machining software. This program is used to speed the manufacture of dental screws and similar accessories on turn-mill equipment or Swiss-type lathes.

DentCAD and DentMILL can be used together to provide a complete design and manufacturing system. However, both programs are completely 'open' and so can be used with software and hardware from other companies. For example, DentCAD accepts data from any scanner capable of exporting data in the STL format used widely within the dental industry. Similarly, DentMILL can output machining toolpaths to virtually any CNC machine. Most other dental CAM programs are part of a 'closed' system that can only work with unique data formats or specific scanning or machining equipment.

The key benefit of DentCAD is that is easy to use and so is ideally suited both for dental technicians with existing CAD knowledge and those that have no previous experience of computer-aided design. The whole process is based on a series of "Wizards" that guide the user through the entire design process.

A wide range of visualisation and analysis tools are available at every stage, including sectioning, measuring, shading and transparency options that allow detailed inspection of the shape being developed. This ensures that the results are exactly as required by the patient.

The system is also very flexible, so allowing different design options to be developed and compared. For example, key parameters like the margin line and the cement thickness can be modified and the computer model will automatically update to reflect the changes. In addition, sculpting tools let the user add or subtract material interactively, while the dynamic editing tools allow the complete model to be reshaped quickly and effectively.

The latest additions to the software are new five-axis options, which are particularly important for abutment manufacture as these components are difficult to produce with three-axis machining. The new five-axis functionality can reduce material wastage when producing copings and bridges. Previously, all the components needed to be oriented within the material block so that they could all be machined in a single direction. With the five-axis approach, the components can each be rotated to minimise the block thickness required, since the different pieces, or even different areas within a single part, can be machined in different directions. This allows a set of parts to be produced from a thinner block of material so reducing material costs and machining times. Five-axis machining can also be used to machine parts containing undercuts.

Another new option is the ability to generate set-up sheets. These allow the user to identify easily multiple parts manufactured in the same block of material.

Major highlights of the new release of PartMaker include a revamped and more productive user-

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interface, improved capabilities for programming directly on CAD models, and more realistic machine simulations for the increasingly-complex equipment now being used in the dental industry. The enhanced user interface will make PartMaker users even more productive in programming their machining equipment, while offering new users an even easier to learn system.

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NEi Software Presentation on Nastran Finite Element Analysis at SolidWorks World 2009 Conference

27 January 2009

NEi Software (NEi) will make a presentation entitled "**Nastran** for SolidWorks Users" at the SolidWorks® World 2009 trade show in Orlando, FL. The talk will explain how **NEi Works™** addresses a segment of the SolidWorks community that requires Nastran for FEA solutions. NEi will illustrate features of the software using a case study approach featuring simulations performed on an unmanned aerial vehicle (UAV) being developed by Propulsive Wing LLC. The high-payload craft offers a number of innovations with its composite structure and use of cross-flow fans instead of a propeller. The main benefits cited for NEi Nastran solver usage in the application focus on high accuracy, advanced analysis capabilities, tools for composite materials, and easy file sharing between designer and analyst. NEi Works is embedded in SolidWorks and has **Gold Product status**, a designation awarded by SolidWorks Corporation for products that pass its tests for quality and compatible integration.

NEi Works is important to product developers in a wide range of industries because it relies on NEi Nastran solvers and it incorporates a number of advanced simulation technologies. The following are examples of these tools with a summary of their function and potential uses. Automated Impact Analysis (AIA™) can be used in assessing the results of impact in applications that range from military armor to shipping containers. Automated Edge Connection Generation (AECG™) is a major productivity tool for shell type structures like, cars, ships, and aircraft. Automated Surface Contact Generation (ASCG™) provides an easier method for generating more realistic solutions to structural loading in assemblies. Design Optimization finds solutions to engineering problems that have complex trade offs, such as optimizing the strength-to-weight ratio in an aerospace component.

The **SolidWorks World 2009** Show takes place February 8 - 11, 2009 at Walt Disney World, Orlando, FL. NEi Software will be at Booth #412.

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NEi Software Webinar Shows Powers of 3D Parametric CAD Models With Advanced Nastran FEA

27 January 2009

NEi Software (NEi) announced it will broadcast a webinar for designers, engineers, and product development professionals on leveraging 3D parametric feature-based CAD as a front-end modeler for higher level **engineering analysis**, simulation, and **virtual testing**. The webinar titled "Powering Parametric CAD with Nastran FEA" is scheduled for 12:00PM Eastern Time on Friday, February 13, 2009. Sign up is at neisoftware.com/fusionwebinar. Qualified webinar attendees are eligible to win a 4GB iPOD nano. In this webinar, designers and engineers familiar with parametric CAD for part design will learn how they can move beyond linear statics and into the realm of nonlinear analysis for materials,

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geometry and contact. Using [NEi Fusion™](#), a software package that combines SolidWorks® 3D CAD technology with NEi Nastran FEA, the demonstration will build a CAD part and run various nonlinear and [composite analyses](#). Key features of the software are:

- A full 3D parametric CAD modeler powered by SolidWorks
- Full associativity between CAD and FEA data for easy "what-if" studies
- Advanced material support including composites
- High accuracy, Nastran solutions for wide industry acceptance
- Faster, easier and more realistic simulations with sophisticated tools like Automated Impact Analysis (AIA™)
- One, common simulation platform for designers and analysts with industry proven Nastran

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Omnify Software to Showcase SolidWorks Interface at SolidWorks World 2009

28 January 2009

[Omnify Software](#) announced that it will demonstrate its SolidWorks interface at the SolidWorks World 2009 Conference, being held from Feb. 8-11, 2009 in Orlando, Fla. The 11th annual SolidWorks World Conference brings together designers, engineers, managers, and partners to discuss ideas, trends, and the technology shaping the future of product design. Show attendees will see how Omnify Empower PLM integrated with SolidWorks® 3D CAD software allows customers to create a more efficient mechanical design and documentation process.

As a SolidWorks Solution Partner, Omnify is recognized as a best-in-class solution that integrates directly with SolidWorks software. This integration provides SolidWorks users with the ability to utilize the Omnify PLM system to store and manage released Bill of Materials (BOMs) and associated files, automatically create BOMs from 3D assembly drawings, and gain access to an enhanced data set such as costs, status, availability, and vendor information. A demonstration will be given in booth number 211.

"Many of our customers use SolidWorks for their mechanical design and by leveraging this integration they are able to simplify and streamline their mechanical design process," stated Chuck Cimalore, CTO for Omnify Software. "We are very excited to participate in SolidWorks World 2009 in order to demonstrate our solution to the SolidWorks user community."

The SolidWorks Partner Program features products and services that complement SolidWorks solutions. Certified Gold Products are fully integrated with SolidWorks software and provide users with instant access to the partner application within the SolidWorks window. Certified CAM and Solution Partner products offer a variety of integration methods with SolidWorks software, including direct import of native SolidWorks files, the SolidWorks application programming interface (API), and established industry standard file formats. SolidWorks has more partners in the mid-range CAD market than any competing technologies, with more than 700 companies worldwide participating in the SolidWorks Partner Program.

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PLM-based Process Management – What's it all about?

22 January 2009

Once again CENIT is issuing invitations for its traditional Body and Tool Making Forum, now in its 4th year, on Thursday, 2 April 2009 in Stuttgart. Last year, more than 100 guests came to learn more about current trends in the sector. They discovered first-hand how product lifecycle management (PLM) can speed up processes and save valuable time during development of new products.

This year's Forum is dedicated to the same topic. But more than that: speakers with extensive practical experience will discuss what aspects really matter in harnessing successful PLM in the body and tool making industry. The agenda will also look at future-oriented strategies for sustained cost reductions, because when times are hard for business, the optimization of production costs becomes a crucial aspect of staying competitive. For the manufacturing industry, PLM is an important component of any cost-cutting program. Its approaches include intercompany initiatives and teams working across functions and departments, but also customized methodologies and software tools. New ways to exploit other opportunities for optimizing existing development processes, as well as the difficult balancing act between standardization and individualization, will also be discussed.

In addition, the complete CATIA V5 process will be illuminated on the basis of practical examples and customer presentations – from CAD to NC, and with a special focus on the specific requirements of the body and tool making industries.

The event will be rounded off by a discussion forum that will aim to conclusively demonstrate why investments are important particularly in a difficult business climate, and how PLM can give enterprises a decisive competitive edge.

Further details on the agenda, the speakers and the order of events will be published shortly. The venue will again be the Stuttgart Forum “Haus der Architekten“ (Danneckerstraße 54). To register for the 4th CENIT Body and Tool Making Forum, please visit us at <http://www.cenit.de/toolmakingforum>. Here you can also find updated information on the event. Participation is free.

Send queries to:

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Registration Now Open for the Arena Winter '09 Online Product Launch Event

28 January 2009

WHEN: 10 to 11 a.m. Pacific, Thursday, February 5, 2009

WHERE: Online Webcast (register below)

SPEAKERS:

-- Craig Livingston, CEO, Arena Solutions

-- Eric Larkin, CTO, Arena Solutions

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REGISTER:

<http://www.arenasolutions.com/winter09>

FOR MORE INFORMATION:

Contact Arena Solutions at 1-866-937-1438 (from within the
U.S. or Canada) or 1-650-513-3500

COST: FREE

DETAILS:

The Winter '09 release of Arena introduces the Arena-SolidWorks Integration, which enables engineers to access and update the latest product information in Arena -- and share updates with key stakeholders in engineering, operations, purchasing, quality, contract manufacturing and the supply chain -- without having to leave the SolidWorks design environment. In this one-hour webcast, Arena Solutions will explain how the Winter '09 release now lets engineers assign new intelligent part numbers and link SolidWorks parts, assemblies, configurations and drawings to new and existing Arena items. Using the Arena-SolidWorks Integration, manufacturers can reduce the risk of product record disparity, make earlier and better-informed decisions, avoid scrap and rework and significantly improve productivity by streamlining the hand-off of important product information.

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Si2 Announces Member/Guest Meeting at DesignCon

27 January 2009

Silicon Integration Initiative (Si2) announced a Member/Guest Meeting to be held on February 2 from 5PM-7PM, at the Santa Clara Convention Center, Room 203, in conjunction with the DesignCon Conference. The Meeting is open to both member and non-member companies and individuals who are interested in Si2 activities such as OpenAccess, advanced library modeling systems, DFM and low-power. A Happy Hour will be held at the beginning and end of the meeting with refreshments and hors d'oeuvres.

The keynote speaker will be Vic Kulkarni, President & CEO of Sequence Design. He will be speaking on industry trends, challenges and how Si2 as an industry body enables such efforts. Si2 staff will present an outline of activities and accomplishments of the past year and directions for the year ahead.

To register for this event, leave a message at this link: <http://www.si2.org/?page=3>.

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solidThinking Making a 'Splash' at SolidWorks World 2009, Feb. 8-11, in Orlando, Fla.

27 January 2009

What: solidThinking, Inc. (<http://www.solidthinking.com>) - a SolidWorks Solution Partner and developer of the industrial design software available on both PC and Mac - will showcase its version 7.6 software to SolidWorks World attendees Feb. 8-11 at booth 1012 at the Swan & Dolphin Hotel in Orlando, Fla.

Why: solidThinking industrial designers will offer onsite demos, highlighting the software's extensive

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design/styling capabilities and its full compatibility with SolidWorks, now even smoother after the recent introduction of a free plug-in (available at <http://www.solidthinking.com> under Free Downloads) allowing SolidWorks users to exchange data from/to solidThinking using the solidThinking (.st) native file format.

solidThinking promotes innovation by encouraging users to change their minds anytime during the design process. Designers can use solidThinking's best-in-class, unlimited interactive construction history to revise their creations at the speed of thought, and continue to innovate without having to overlook an idea or start from scratch. solidThinking can exchange data with any CAD/CAM system, making collaboration between designers and engineers faster and easier. Thanks to this improved collaboration with CAD software, solidThinking 7.6 accelerates the product development cycle. Click here to see a video of solidThinking in action: <http://www.solidthinking.com/collaboration>

What's Cool: There will be live sketching, the transformation of sketches into 3D designs using solidThinking, and demos of solidThinking version 7.6, which includes an updated rendering engine, a streamlined user interface, rich photorealistic content functionality and other enhancements that ease and expand design flexibility. The solidThinking team will also demonstrate examples of improved collaboration between industrial designers/stylists and engineers.

Where:

SolidWorks World 2009

Swan & Dolphin Hotel -- Orlando, Fla.

Booth 1012

When:

Feb. 8-11, 2009

Who: solidThinking industrial designers and company executives will be available for interviews before and throughout the conference.

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Financial News

Apache Design Solutions Closes 2008 with Twenty-Fourth Consecutive Quarter of Record Sales

28 January 2009

[Apache Design Solutions](#) announced that the company has achieved its 24th consecutive quarter of record bookings and revenue, while maintaining profitability. Major contributions to Q4 sales came from multi-year contract renewals by tier-1 customers in North America and Europe. The total number of flagship RedHawk licenses grew by 70% over 2007 and expanded the customer base to more than 80.

In 2008, the Company introduced RedHawk-NX, a next generation IC power integrity solution with industry's first MPR (Mesh Pattern Recognition) technology delivering significant capacity and performance improvements. Additionally, the Company introduced Sentinel-PI offering 3D full-wave FEM (Finite Element Method) modeling and analysis solution with unsurpassed capacity and performance for next generation complex package and board designs. Apache's CPM (Chip Power Model), the winner of 2008 EDN's Innovation of the Year Award, also gained wide adoption for

bridging the gap between IC and system designs.

“Apache continues to execute our vision of delivering first-in-class and best-in-class products that enable customers to reduce system cost and mitigate design risks,” said Andrew Yang, CEO of Apache. “Our strengthened partnerships with major semiconductor companies will enable us to drive future technology and grow our business.”

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CONTACT Reports Highest Order Volume Since its Founding

27 January 2009

CONTACT Software GmbH, founded 1990 in Bremen and specialized on solutions for Product Data Management (PDM) and Product Lifecycle Management (PLM), reports increased revenue and profit in its 18th year in succession. The fiscal year 2008 peaked with a very strong fourth quarter, with an intake of POs amounting to some 8 M Euro. The total purchase order backlog, spread across the various industries, hedges company performance far into FY 2010, reports Karl Heinz Zachries, management chairman of CONTACT Software. He further sees the current year optimistically and expects the positive business development to continue with a somewhat reduced profit ratio. He also expects CONTACT to gain additional market share.

Zachries does expect the crisis to affect company investment policy, as the overall business environment requires a strict cost management – this applies especially to for the automotive industry. At the same time, enterprises in all industries are under fierce competition, demanding even more productivity and especially the development of new products meeting customer demands. With solutions at hand that integrates Product Data Management with powerful project and process management tools, Zachries sees CONTACT Software well equipped for market demands. „Companies invest in our PDM/PLM platform to market their products faster, cheaper and in higher quality” is the underlying reasoning for his estimate.

Zachries sees another advantage in his companies’ most favourable capital ratio of over 40% : „We are able to operate more independent of current market turmoil and pursue strategic targets for further growth and the extension of our product portfolio under detrimental market conditions“. In addition, in early 2009 CONTACT will launch a completely new standard for CAD Data Management that claims innovative technological characteristics, radically simplifying CAD data management for users.

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Dyadem Achieves Record Growth in 2008

29 January 2009

Dyadem announced that it achieved record growth in 2008. Fueled by key customer wins in the oil & gas, medical device and pharmaceutical industries, Dyadem achieved year-over-year revenue growth of 44%.

“As companies became more cost-conscious and bottom-line oriented during this global recession, Executives’ priorities switched from growth initiatives to cost reduction initiatives. Their new focus found compelling value in partnering with Dyadem to help them achieve their goals while mitigating the risks introduced in the cost reduction process,” said Kevin North, President and CEO of Dyadem. “With

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Dyadem's solutions, our customers were able to automate critical quality and risk management processes and gain visibility into the risks introduced by rapid changes in a company's production, staffing and supply chain."

[Dyadem](#) plans to continue its growth with three new offices in 2009. Opening next month is a headquarter office in London, which will serve as a hub for Dyadem's growing customer base in Europe, Middle East and Africa. A third North American office in Boston, Massachusetts, which will provide a second U.S. training facility, is also planned to open in 2009, along with the move and expansion of Dyadem's worldwide headquarters in Toronto. In 2008, Dyadem established its U.S. headquarters in Houston, Texas, meeting the demand of its large base of customers in the oil & gas industry.

Dyadem's Stature is a web-based, enterprise Quality Lifecycle Management and Risk Lifecycle Management platform that helps organizations standardize their quality and risk processes across plants and geographies, ensuring that knowledge is shared and that issues can be resolved at the root, before multiplying throughout operations. Stature allows for a centralized workspace that reduces redundant information, ensures cross-functional collaboration, and enables continuous improvement through end-to-end management of quality and risk lifecycles. Stature 4.0 will be available later this year.

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EMC Reports Fourth-Quarter and Full-Year 2008 Financial Results

27 January 2009

First-ever \$4 billion-plus quarter — Revenue up 8% sequentially; 5% year over year

Fourth-quarter operating cash flow of \$1.1 billion — Up 9% year over year

Record full-year revenue of \$14.88 billion — Up 12% year over year

Sixth consecutive year of double-digit annual revenue growth

EMC Corporation reported fourth-quarter 2008 revenue of \$4.02 billion, an increase of 8% sequentially and 5% year over year, representing an all-time EMC record for quarterly revenue.

Fourth-quarter GAAP net income was \$288.0 million or \$0.14 per diluted share, which includes a \$0.10 restructuring charge. Fourth-quarter non-GAAP net income¹ was \$646.8 million or \$0.32 per diluted share, 7% higher compared with the year-ago period.

For 2008, EMC posted total consolidated revenue of a record \$14.88 billion, an increase of 12% year over year and representing EMC's sixth consecutive year of double-digit annual revenue growth. GAAP net income for 2008 was \$1.35 billion or \$0.64 per diluted share. Non-GAAP net income¹ for the full year was \$2.16 billion or \$1.04 per diluted share, an increase of 14% year over year.

During the fourth quarter, EMC generated operating cash flow of \$1.1 billion and free cash flow of \$775 million, each increasing 9% year over year. For the year, EMC's operating cash flow was \$3.6 billion, an increase of 14% compared with 2007, and free cash flow was \$2.6 billion, an increase of 17% year over year.

Joe Tucci, EMC Chairman, President and Chief Executive Officer, said, "EMC's ability to achieve record financial results despite the macro-economy was driven by tight alignment with key customer priorities; the strongest and most integrated product, services and partner portfolio in company history;

CIMdata PLM Industry Summary

and solid execution throughout the year. We've entered 2009 with a robust and diversified business model, which we intend to leverage to extend our technology lead and gain market share."

Tucci added, "EMC has a firm grasp on what's required to thrive in tough times and emerge even stronger in the next growth cycle. We remain intensely focused on customers' top priorities – saving money, attaining a faster ROI, reducing risk and preparing for the delivery of next-generation data centers. Finally, we remain committed to investing heavily in research and development to extend our technology lead and maintain rapid product rollout cycles."

David Goulden, EMC Executive Vice President and Chief Financial Officer, said, "Financial strength and flexibility are high on the list of EMC's most strategic advantages. Throughout 2008 we managed our spending carefully, while reinvesting in future growth opportunities, strengthening the competitiveness of our solutions and extending our market leadership. Through 2009 we will continue to streamline operations, reduce costs and strengthen the efficiencies of our global operations."

EMC's best estimate is that 2009 global IT spending will decline as a percentage in the mid to high single digits compared with 2008. The company expects the markets that it addresses will perform slightly better than the overall IT market. The company also expects that a higher than usual percentage of the full-year IT spending will take place in the second half of the year.

Fourth-Quarter Highlights

EMC's Information Infrastructure business revenue for the fourth quarter – comprising Information Storage, RSA Security, and Content Management & Archiving – was \$3.5 billion, an increase of 8% sequentially and up 2% compared with the year-ago period. This growth reflects the completeness of EMC's broad portfolio of products and services suited to help customers address the growth and management of information and drive cost savings across their IT environments.

Fourth-quarter Information Infrastructure business highlights included strong customer demand for EMC's:

- Networked storage solutions, with particularly strong revenue growth from EMC's unified storage systems that connect to a variety of networks.

- Broad portfolio of industry-leading backup, recovery and archive solutions that leverage data deduplication to meet their data protection requirements, reduce cost and mitigate risk.

- RSA security information & event management (SIEM) solutions and the RSA data loss & prevention (DLP) suite.

- Services portfolio that spans across EMC's Information Storage, RSA Security and Content Management & Archiving business units.

VMware which is majority-owned by EMC, contributed fourth-quarter revenue of \$514 million.

EMC consolidated fourth-quarter revenue from the United States increased 6% compared with the same period a year ago. Fourth-quarter revenue from EMC's operations outside of the United States grew 4% year over year and represented 46% of total fourth-quarter revenue.

2008 Highlights

Full-year 2008 consolidated revenue was \$14.88 billion, 12% higher than the year-ago period. EMC's Information Infrastructure business grew revenue 9% year over year to \$13.0 billion, driven by the introduction of new products, the quality and breadth of EMC's global services portfolio, technology

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integrations and product enhancements from across all business units, strengthening the company's market leadership and competitiveness.

In addition, VMware contributed revenue of \$1.88 billion.

Full-year 2008 consolidated revenue from EMC's operations outside of the United States grew 17% year over year and represented 46% of total annual revenue, with the Europe, Middle East & Africa (EMEA), Asia-Pacific & Japan (APJ) and Latin America regions posting double-digit year-over-year revenue growth. Revenue from EMC's United States operations increased 9% compared with 2007 and represented 54% of total annual revenue.

Certain Items Impacting 2009

The following statements are based on current expectations. These statements are forward-looking, and actual results may differ materially. These statements do not give effect to the potential impact of mergers, acquisitions, divestitures or business combinations that may be announced or closed after the date hereof. These statements supersede all prior statements regarding 2009 financial results set forth in prior EMC news releases.

All dollar amounts and percentages set forth below should be considered to be approximations.

The following items are expected to impact EMC's 2009 results:

Savings from EMC's restructuring program are expected to reduce the company's 2008 cost base by \$350 million, with about a third benefiting cost of sales and the remaining representing lower operating expenses. The savings are expected to be weighted toward the latter half of 2009.

Transition costs in 2009 are expected to be \$60 million, primarily impacting operating expenses.

The net impact of lower software capitalization and increased amortization under Statement of Financial Accounting Standard No. 86, "Accounting for the Costs of Computer Software to be Sold, Leased, or Otherwise Marketed," is expected to increase total costs and expenses by \$100 million in 2009.

The adoption of FASB Staff Position No. APB 14-1, "Accounting for Convertible Debt Instruments that May be Settled in Cash upon Conversion (Including Partial Cash Settlement)" ("FSP No. APB 14-1") is expected to cause a non-cash increase to interest expense of \$108 million in 2009.

Interest income in 2009 is expected to be \$70 million lower than 2008 due to lower interest rates.

EMC expects transition costs, net impact of software capitalization and amortization, adoption of FSP No. APB 14-1 and reduced interest income to reduce both GAAP and non-GAAP diluted earnings per share by \$0.12 in 2009 compared to 2008.

Restructuring expenses in 2009 are expected to be \$75 million.

The GAAP tax rate is expected to be 18%. The non-GAAP tax rate excluding stock-based compensation, intangible amortization and restructuring is expected to be 21%.

Due to the current macro-economic conditions and limited visibility, EMC is not offering revenue, EPS or other financial outlook at this time.

Supporting Resources

EMC will host its 2008 fourth-quarter and full-year earnings conference call today at 8:30 a.m. ET, which will be available on EMC's web site at <http://www.emc.com/about/investor-relations/index.htm>

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Additional information regarding EMC's financials, as well as a webcast of the conference call, will be available at 8:30 a.m. ET at <http://www.emc.com/about/investor-relations/index.htm>

Visit <http://ir.vmware.com> for more information about VMware's fourth-quarter and full-year financial results

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Open Text Reports Second Quarter Fiscal 2009 Financial Results

28 January 2009

Open Text Corporation announced unaudited financial results for its second quarter, ending December 31, 2008. (1)

Total revenue for the second quarter was \$207.7 million, up 14% compared to \$182.5 million for the same period in the prior fiscal year. License revenue in the second quarter was \$64.9 million, up 18% compared to \$55.2 million for the same period in the prior fiscal year.

Adjusted net income for the second quarter was \$34.0 million or \$0.64 per share on a diluted basis, up 30% compared to \$26.2 million or \$0.50 per share on a diluted basis, for the same period in the prior fiscal year. Net income for the second quarter, in accordance with U.S. generally accepted accounting principles (U.S. GAAP), was \$0.8 million or \$0.01 per share on a diluted basis, compared to \$10.7 million or \$0.20 per share on a diluted basis, for the same period in the prior fiscal year. (3)

Total cash and cash equivalents, as of December 31, 2008 was \$172.9 million compared to \$254.9 million as of June 30, 2008. Accounts receivable as of December 31, 2008, totaled \$126.8 million, compared to \$134.4 million as of June 30, 2008, and Days Sales Outstanding (DSO) was 53 days at the end of the second quarter of Fiscal 2009, compared to 60 days at June 30, 2008.

"We are seeing consistent customer demand for compliance based solutions across all verticals, as well as demand for solutions that streamline customer functions," said John Shackleton, Chief Executive Officer of Open Text. "We are pleased with our progress this quarter, we're executing well on a global basis, the Captaris integration is on schedule and our focus on the bottom line continues to drive our strong results.

Please see notes (2) and (3) below for a reconciliation of non-U.S. GAAP based financial measures used in this press release, to U.S. GAAP based financial measures.

Teleconference Call

Open Text will host a conference call on January 28, 2009 at 5:00 p.m. ET to discuss the financial results of its second quarter ending December 31, 2008.

A replay of the call will be available beginning January 28, 2009 at 7:00 p.m. ET through 11:59 p.m. on February 11, 2009 and can be accessed by dialing 416-640-1917 and using pass code 21293951 followed by the number sign.

For more information or to listen to the call via Web cast, please use the following link:

<http://www.opentext.com/events/wa-event.html?id=6814863>

(1) Based on comparison of historical revenue figures publicly disseminated by companies in the ECM sector. All dollar amounts in this press release are expressed in U.S. Dollars unless otherwise indicated.

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(2) In addition to these GAAP and adjusted results, the Company has provided financial information in the [full press release](#) that adds-back maintenance revenue eliminated due to the impact of purchase accounting entries on deferred revenue and the impact of interest expense. Management believes that the furnishing of these adjustments provides a consistent basis for comparison between quarters and helps to more accurately reflect Open Text's underlying operating results.

3) Use of U.S. Non-GAAP financial measures

In addition to reporting financial results in accordance with U.S. GAAP, the Company provides adjusted net income and adjusted earnings per share (EPS), which are non U.S. GAAP financial measures. The Company uses adjusted EPS and adjusted net income to supplement the information provided in its consolidated financial statements, which are presented in accordance with U.S. GAAP. The Company believes the provision of these non U.S. GAAP measures allows investors to evaluate the operational and financial performance of the Company's core business using the same evaluation measures that management uses and is, therefore, a useful indication of Open Text's performance or expected performance of recurring operations and facilitates for period-to-period comparison of operating performance.

The presentation of adjusted net income and adjusted EPS is not meant to be a substitute for net income or EPS presented in accordance with U.S. GAAP, but rather should be evaluated in conjunction with and as a supplement to such U.S. GAAP measures. These non U.S. GAAP financial measures have certain limitations in that they do not have a standardized meaning and thus the Company's definition may be different from similar non U.S. GAAP financial measures used by other companies and/or analysts and may differ from period to period. Thus, it may be more difficult to compare the Company's financial performance to that of other companies. However, the Company's management attempts to compensate for these limitations by providing the relevant disclosure of the items excluded in the calculation of adjusted net income and adjusted EPS both in its reconciliation to the U.S. GAAP financial measures of net income and EPS and its consolidated financial statements, all of which should be considered when evaluating the Company's results. Open Text strongly encourages investors to review its financial information in its entirety and not to rely on a single financial measure.

Adjusted net income and adjusted EPS are calculated as net income or net income per share on a diluted basis, excluding, where applicable, the amortization of acquired intangible assets, other income (expense), share-based compensation expense, and special charges (recoveries), all net of tax. The Company's management believes that the presentation of adjusted net income and adjusted EPS provides useful information to investors because it excludes non-operational charges and is based on the way the Company's management evaluates the performance of the Company's business for use in the Company's internal reports and makes operating decisions. The term non-operational charge is defined by the Company as a charge that does not impact operating decisions taken by the Company's management and excludes certain items, such as amortization of acquired intangibles, other income (expense), share-based compensation expense, special charges (recoveries), and the taxation impact of these items.

See the [full press release](#) for unaudited charts that provide a reconciliation of U.S. GAAP based financial measures to non U.S. GAAP based financial measures referred to in this press release:

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PTC Announces Q1 Results Issues Q2 Guidance and Full Fiscal Year 2009 Targets

28 January 2009

PTC reported results for its fiscal first quarter ended January 3, 2009.

Highlights

- Q1 Results: Revenue of \$240.4 million and non-GAAP EPS of \$0.15
 - GAAP EPS of \$0.04
- Q2 Guidance: Revenue of \$220 to \$230 million and non-GAAP EPS of \$0.04 to \$0.10
 - GAAP EPS loss of \$0.10 to \$0.19
 - Includes \$15 to \$20 million restructuring charge to reduce operating expenses
- FY 2009 Targets: Revenue of \$960 million with non-GAAP EPS of \$0.90
 - GAAP EPS of \$0.43 to \$0.49
 - 20% non-GAAP operating margin for H2'09

The Q1 non-GAAP results exclude \$10.5 million of stock-based compensation expense, \$8.5 million of acquisition-related intangible asset amortization expenses and \$6.2 million of related income tax effects. The Q1 results include a non-GAAP tax rate of 19%, a GAAP tax benefit rate of 89% and approximately 117 million diluted shares outstanding.

Computer-Based Training Product Reclassification

Beginning in FY2009, PTC is reclassifying its computer-based training product related sales previously recorded as Services revenue to License and Maintenance revenue to better align with how these training products are sold to customers. This will not affect total revenue, operating margin or net income. However, the reclassification will result in a shift of approximately \$20 million of revenue annually from Services to License and Maintenance (primarily License). Revised historical results which reflect this reclassification are included in the Financial and Operating Metrics document available on our website. All results and forward-looking comments provided in this document are in accordance with the reclassified reporting structure.

Q1 Results & Outlook

C. Richard Harrison, president and chief executive officer, commented, "We delivered \$240 million of revenue in Q1 compared to \$241 million in the year ago period. This performance reflects a \$20 million, or 29%, decrease in license revenue compared to Q1'08 inclusive of a \$2 million unfavorable currency impact. Our total revenue was up 2% on a constant currency basis, reflecting the growth of our maintenance and services businesses as well as 2 months of additional revenue contribution from CoCreate, which we acquired on November 30, 2007. On an organic constant currency basis, our total revenue was down 3%, or approximately \$8 million, compared to last year."

"Our pipeline for new business opportunities remains strong," continued Harrison. "We are, however, experiencing lengthening lead times and reduced spending on large deals and our reseller channel is also being impacted by softening end-market demand. Recognizing that the margin for error is greater than it has historically been due to the uncertainties of the current environment, we are currently expecting FY'09 revenue of approximately \$960 million, with Q2 revenue in the range of \$220 million to \$230 million."

Harrison added, "Our technology is winning in significant competitive benchmarks and we remain very

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optimistic about the long-term opportunity for PTC. We intend to continue to make strategic investments we believe are critical to gaining market share and improving operating profitability over the longer-term, including improving the breadth and competitiveness of our product portfolio, expanding our reseller channel and developing an ecosystem of strategic services partners.”

Neil Moses, chief financial officer, commented, “Balancing the long-term market opportunity with the severity of the global economic situation, we began to take actions in Q1 to reduce our operating expenses, including reducing our rate of hiring, postponing annual merit increases and reducing travel expenses. In Q2 we will be taking a \$15 million to \$20 million restructuring charge as we continue to take actions to reduce our operating expenses. We expect all of these actions to reduce our original operating expense plan for FY’09 by approximately \$50 million and are currently expecting to deliver 15% non-GAAP operating margins for the full fiscal year.”

Moses concluded, “We are well positioned to weather this economic storm with \$227 million of cash and an additional \$156 million available on our revolving credit facility. In addition, we expect to generate more than \$100 million in operating cash flow this year which we intend to use to pay down our outstanding debt of \$74 million by the end of FY’09 and to buy back our stock. We remain committed to accelerating our organic growth rate and expanding our non-GAAP operating margins into the mid-twenty percent range over the longer-term.”

The Q2 guidance assumes a non-GAAP tax rate of 25% and a GAAP tax provision of 30%, which is a benefit on a loss before tax that includes a one-time tax benefit of approximately \$7 million. The Q2 non-GAAP guidance excludes approximately \$10 million of stock-based compensation expense, \$9 million of acquisition-related intangible asset amortization expenses, \$15 million to \$20 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 benefit rate of 30%. The FY’09 non-GAAP guidance excludes approximately \$46 million of stock-based compensation expense, \$35 million of acquisition-related intangible asset amortization expense, \$15 million to \$20 million of restructuring related expense and the related income tax effects.

Q1 Earnings Conference Call and Webcast

NOTE: Supplemental financial and operating metric information and prepared remarks for the conference call will be posted to the investor relations section of our website simultaneous to the press release after the market closes on Tuesday, January 27. The prepared remarks will not be read live; the call will be primarily Q&A.

When: Wednesday, January 28, 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 February 2, 2009 at 1-866-434-5264 or 1-203-369-1006. To access the replay via webcast, please visit <http://www.ptc.com/for/investors.htm>.

Additional financial information:



[Q1 2009 Prepared Remarks](#)

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[Q1 2009 Financial and Operating Metrics](#)



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SAP Reports Double-Digit Growth in Software and Software Related Service Revenues for 2008

28 January 2009

Non-GAAP Operating Income Increased 24% at Constant Currencies

Non-GAAP Operating Margin Grew by 1.1 Percentage Points at Constant Currencies

Non-GAAP Earnings Per Share Increased 16%

Company Expects a Continued Challenging Environment in 2009

SAP AG announced its preliminary financial results for the fourth quarter and full-year ended December 31, 2008.

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

[View the Webcast](#)

HIGHLIGHTS – Full-Year 2008

Business Objects is included in the results from January 21, 2008 onwards.

SAP - Full-Year 2008*							
€million	U.S. GAAP			Non-GAAP**			
	FY/2008	FY/2007	% change	FY/2008	FY/2007	% change	% change constant currency***
Software revenues	3,606	3,407	6	3,606	3,407	6	10
Software and software-related service revenues	8,457	7,427	14	8,623	7,427	16	20
Total revenues	11,567	10,242	13	11,733	10,242	15	19
Operating income	2,842	2,732	4	3,305	2,793	18	24
Operating margin (%)	24.6	26.7	-2.1pp	28.2	27.3	0.9pp	1.1pp
Income from continuing operations	1,925	1,934	0	2,266	1,975	15	–
Net income	1,888	1,919	-2	2,229	1,960	14	–
Basic EPS from cont. operations (€)	1.62	1.60	1	1.90	1.64	16	–

*All figures are preliminary and unaudited and are based on the current status of the purchase price allocation for the Business Objects acquisition which is not yet final.

** 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

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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

- Full-year 2008 U.S. GAAP software and software-related service revenues were €8.46 billion (2007: €7.43 billion), representing an increase of 14% compared to 2007. Non-GAAP software and software-related service revenues, which exclude a non-recurring deferred support revenue write-down from the acquisition of Business Objects of €166 million, for the full-year 2008 were €8.62 billion (2007: €7.43 billion). This represents an increase of 16% (20% at constant currencies) compared to 2007.
- Excluding the contribution from Business Objects, SAP's business contributed 6 percentage points to the constant currency growth of the Non-GAAP software and software-related service revenues for the 2008 full-year period.
- U.S. GAAP total revenues for the 2008 full-year period were €11.57 billion (2007: €10.24 billion), which was a year-over-year increase of 13%. Non-GAAP total revenues, which exclude a non-recurring deferred support revenue write-down from the acquisition of Business Objects of €166 million, for the full-year 2008 were €11.73 billion (2007: €10.24 billion), which was an increase of 15% (19% at constant currencies) compared to 2007.
- Full-year 2008 U.S. GAAP software revenues were €3.61 billion (2007: €3.41 billion), representing an increase of 6% (10% at constant currencies) compared to 2007.

Income

- U.S. GAAP operating income for the 2008 full-year period was €2.84 billion (2007: €2.73 billion), which was an increase of 4% compared to 2007. The full-year Non-GAAP operating income, which excludes a non-recurring deferred support revenue write-down from the acquisition of Business Objects and acquisition-related charges totaling €463 million, was €3.31 billion (2007: €2.79 billion), which was an increase of 18% (24% at constant currencies) compared to 2007.
- The U.S. GAAP operating margin for the 2008 full-year period was 24.6% (2007: 26.7%). The full-year Non-GAAP operating margin was 28.2% (2007: 27.3%), or 28.4% at constant currencies, representing an increase of 1.1 percentage points at constant currencies. Both the U.S. GAAP and the Non-GAAP operating margins were impacted by 1) €32 million of expenses resulting from the settlement of litigations (2007: €2 million) and 2) expenses associated with the integration of Business Objects (which are not acquisition-related charges) of approximately €35 million.
- U.S. GAAP income from continuing operations for the full-year period of 2008 was €1.93 billion (2007: €1.93 billion), which was flat compared to 2007. Non-GAAP income from continuing operations, which excludes a non-recurring deferred support revenue write-down from the

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acquisition of Business Objects and acquisition-related charges totaling €341 million, was €2.27 billion (2007: €1.98 billion), representing an increase of 15% compared to 2007.

- U.S. GAAP earnings per share from continuing operations for the full-year 2008 was €1.62 (2007: €1.60), which was an increase of 1% compared to 2007. Non-GAAP earnings per share from continuing operations for the 2008 full-year period was €1.90 (2007: €1.64), which was an increase of 16% compared to 2007.
- **Core Enterprise Applications Vendor Share**
Based on U.S. GAAP fourth quarter 2008 software and software-related service revenues on a rolling four-quarter basis, SAP's worldwide share of Core Enterprise Applications vendors, which account for approximately \$38.6 billion in software and software-related service revenues as defined by the Company based on industry analyst research, was 32.8% for the four-quarter period ended December 31, 2008. This represents a 4.4 percentage point increase compared to the four-quarter period ended December 31, 2007, of which approximately 0.9 percentage points came from organic growth and 3.5 percentage points from the acquisition of Business Objects.
- “2008 can be described as a year having two completely opposite halves, where a strong first half performance was greatly disrupted late in the third quarter by the beginning of the worst economic and financial crisis the world has witnessed in decades. Nevertheless, in total we had a good year amid a very tough economic climate, posting full-year, double-digit growth in software and software related service revenues and gaining additional share against Core Applications Vendors,” said Henning Kagermann, co-CEO of SAP. Mr. Kagermann continued, “When the crisis hit, we acted very quickly by taking the necessary steps to reduce costs. As a result, we were successful in exceeding our profitability targets.”
- **Cash Flow**
Operating cash flow from continuing operations for the full-year 2008 was €2.18 billion (2007: €1.95 billion). Free cash flow for the full-year 2008 was €1.84 billion (2007: €1.55 billion), which was 16% of total revenues (2007: 15%). At December 31, 2008, the Company had total group liquidity of €1.7 billion (December 31, 2007: €2.8 billion), which includes cash and cash equivalents, restricted cash and short term investments.
- **Share Buyback**
For the full-year 2008, the Company bought back 14.6 million shares at an average price of €33.34 (€486.8 million). Of the total shares purchased for the year, 3.2 million shares were subsequently acquired from the Company by employees who exercised stock options under SAP's share-based compensation programs. The number of shares bought back for 2008 represented 1.2% of the total shares outstanding. At December 31, 2008, the Company held treasury stock in the amount of 38.5 million shares (approximately 3.1% of total shares outstanding) at an average price of €35.43. In the fourth quarter of 2008, the Company did not buy back any shares.
- **HIGHLIGHTS – Fourth Quarter 2008**

SAP - Fourth Quarter 2008*							
€million	U.S. GAAP			Non-GAAP**			
	Q4/2008	Q4/2007	%	Q4/2008	Q4/2007	%	% change constant

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			change			change	currency***
Software revenues	1,323	1,415	-7	1,323	1,415	-7	-6
Software and software-related service revenues	2,666	2,473	8	2,692	2,473	9	8
Total revenues	3,488	3,240	8	3,514	3,240	8	8
Operating income	1,276	1,109	15	1,374	1,128	22	22
Operating margin (%)	36.6	34.2	2.4pp	39.1	34.8	4.3pp	4.6pp
Income from continuing operations	858	755	14	928	770	21	—
Net income	850	752	13	920	767	20	—
Basic EPS from cont. operations (€)	0.72	0.62	16	0.78	0.64	22	—

*All figures are preliminary and unaudited and are based on the current status of the purchase price allocation for the Business Objects acquisition which is not yet final.

** 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

- Fourth quarter 2008 U.S. GAAP software and software-related service revenues were €2.67 billion (2007: €2.47 billion), representing an increase of 8% compared to the fourth quarter of 2007. Non-GAAP software and software-related service revenues, which exclude a non-recurring deferred support revenue write-down from the acquisition of Business Objects of €26 million, for the fourth quarter of 2008 were €2.69 billion (2007: €2.47 billion). This represents an increase of 9% (8% at constant currencies) compared to the fourth quarter of 2007.
- Excluding the contribution from Business Objects, SAP's business contributed negative 6 percentage points to the constant currency growth of the Non-GAAP software and software-related service revenues for the fourth quarter of 2008.
- U.S. GAAP total revenues for the 2008 fourth quarter were €3.49 billion (2007: €3.24 billion), which was a year-over-year increase of 8%. Non-GAAP total revenues, which exclude a non-recurring deferred support revenue write-down from the acquisition of Business Objects of €26

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million, for the fourth quarter of 2008 were €3.51 billion (2007: €3.24 billion), which was an increase of 8% (8% at constant currencies) compared to the fourth quarter of 2007.

- Fourth quarter 2008 U.S. GAAP software revenues were €1.32 billion (2007: €1.42 billion), representing a decrease of 7% (decrease of 6% at constant currencies) compared to the fourth quarter of 2007.

Income

- U.S. GAAP operating income for the fourth quarter was €1.28 billion (2007: €1.11 billion), which was an increase of 15% compared to the fourth quarter of 2007. Fourth quarter Non-GAAP operating income, which excludes a non-recurring deferred support revenue write-down from the acquisition of Business Objects and acquisition-related charges totaling €98 million, was €1.37 billion (2007: €1.13 billion), which was an increase of 22% (22% at constant currencies) compared to the fourth quarter of 2007.
- The U.S. GAAP operating margin for the fourth quarter of 2008 was 36.6% (2007: 34.2%). The fourth quarter Non-GAAP operating margin was 39.1% (2007: 34.8%), or 39.4% at constant currencies, representing an increase of 4.6 percentage points at constant currencies. Both the U.S. GAAP and the Non-GAAP operating margins were impacted by expenses associated with the integration of Business Objects (which are not acquisition-related charges) of approximately €10 million.
- U.S. GAAP income from continuing operations for the fourth quarter of 2008 was €858 million (2007: €755 million), representing an increase of 14% compared to the fourth quarter of 2007. Non-GAAP income from continuing operations, which excludes a non-recurring deferred support revenue write-down from the acquisition of Business Objects and acquisition-related charges totaling €70 million, was €928 million (2007: €770 million), representing an increase of 21% compared to the fourth quarter of 2007.
- U.S. GAAP basic earnings per share from continuing operations for the fourth quarter of 2008 was €0.72 (2007: €0.62), which was an increase of 16% compared to the same period in 2007. Non-GAAP earnings per share from continuing operations for the fourth quarter of 2008 was €0.78 (2007: €0.64), which was an increase of 22% compared to the same period in 2007.

Business Environment and Cost Containment Measures for 2009

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

SAP will continue with its cost saving measures initiated in October 2008 and will take further steps to reduce expenses. SAP will continue to maintain tight cost controls on all variable expenses, including third-party related costs, as well as capital expenditures. Additionally, to enable the Company to adapt its size to today's market conditions and the broader impact of the global recession, SAP intends 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 (SAP will provide further information on its website at www.sap.com). The Company expects the reduction of positions to provide €300 million to €350 million in annual cost savings beginning in 2010.

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“We believe the cost containment measures will allow us to adapt to the tough market conditions and ensure the long term competitiveness of the Company. Moreover, we expect 2009 to be a year of limited visibility, making it increasingly difficult to project sales in this environment,” said Léo Apotheker, co-CEO of SAP. “In 2009, we will continue to deliver to customers products targeted at specific business processes to alleviate pain points caused by the challenging environment since customers need flexibility, agility and visibility into their businesses now more than ever. These products are designed for fast implementations and quick returns on investment.”

Mr. Apotheker concluded, “This is not the first time we have experienced tough economic times and we believe we are well-prepared to endure it. With competitive products, a solid business model, a high percentage of recurring revenues and flexibility in the cost base, we expect to emerge from this challenging environment a stronger and more competitive company, while maintaining a firm hold on our industry leading position.”

Business Outlook

The Company provided the following outlook for the full-year 2009.

Due to the continued uncertainty surrounding the economic and business environment, the Company 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 of approximately €9 million 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).

The Company projects an effective tax rate of 29.5% - 30.5% (based on U.S. GAAP income from continuing operations) for 2009 (2008: 30.1%).

IFRS Financial Data

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

KEY EVENTS – Fourth Quarter 2008

- In the fourth quarter of 2008, SAP closed major contracts in several key regions including Alpha Bank S.A., Enel S.p.A., Mairie de Paris, Merck, Ministry of Finance of the Czech Republic in EMEA; Carhartt Inc, ITT Corporation, IXE Grupo Financiero, Vought Aircraft Corporation in Americas; and China Merchants Bank, Dai-Ichi Seiko Co. Ltd., Mapletree Investments Pte Ltd, North China Grid Company Limited, Sharp Corporation in the Asia Pacific Japan region.
- On December 10, 2008, Business Objects, a division of SAP, announced the next version of BusinessObjects BI OnDemand offerings. BI OnDemand is a complete suite of business intelligence capabilities, including a data warehouse, delivered on demand.

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- On November 26, 2008, SAP named Chief Operating Officer Erwin Gunst labor relations director of SAP AG, effective January 1, 2009. He succeeds SAP Executive Board member Claus Heinrich, who will be leaving SAP at the end of May 2009 after 21 years with the company, and 13 thereof as a member of the Board. Gunst will also be responsible for human resources, information technology, and SAP Labs.
- On November 18, 2008, SAP announced its ongoing engagement in the SAP AMI Integration for Utilities software. The advanced metering infrastructure (AMI) software from SAP – a pioneer solution in this area – is envisioned to bring the utilities industry one step closer to solving one of the most important technological challenges it faces over the next decade: implementing and integrating smart meter technology to provide energy more intelligently and efficiently.
- On November 12, 2008, SAP unveiled SAP enhancement package 4, the latest set of innovations for SAP's flagship enterprise resource planning (ERP) application, SAP ERP. The enhancement package contains extended functionality for SAP ERP, which is delivered through a unique business software delivery model that offers customers the ability to adapt new functionality without the disruption of system upgrades.
- On November 11, 2008, SAP announced the release of its first sustainability report, which highlights the key measures of SAP's corporate environmental, social and governance performance, as well as its products and services that help enable more sustainable operations of its customers.
- On November 6, 2008, SAP announced a series of initiatives focused on enhancing value in the relationship between SAP and its customers. Effective November 6, 2008, SAP has extended its maintenance offering to provide a total of nine years of support, delivering maintenance for SAP's latest offerings through 2017.
- On October 29, 2008, SAP announced the launch of the "Best-Run Now" initiative, highlighting solution offerings that focus on optimizing operations and address pressing business needs. Available in select markets with varied configurations, the offerings combine SAP software, services and special financing terms to deliver rapid time to value.
- On October 21, 2008, SAP announced that it is further expanding the scope, versatility and built-in expertise of the SAP Business ByDesign solution. New and expanded early partnerships allow for four new add-on solutions from SAP's ecosystem, with customer-focused capabilities and expertise for payroll, payment reference data, business-to-business collaboration and tax management.
- On October 14, 2008, SAP announced the launch of SAP EcoHub, an online solution marketplace that makes it easier for customers to discover, evaluate and buy partner solutions to complement their SAP software installations.
- On October 14, 2008, SAP and Cisco announced the availability of a composite application to help organizations proactively enforce data privacy across the business network. The application is designed to help support continuous, demonstrable compliance with data privacy policies and to minimize risks.

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- On October 8, 2008, Business Objects announced BusinessObjects XI 3.1, a unified business intelligence platform delivering all information to all people on one platform.

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. Our non-GAAP financial measures may not correspond to non-GAAP financial measures that other companies report. The non-GAAP financial measures that we report should be considered as additional to, and not as a substitute for or superior to revenue, operating margin or our 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.

Core Enterprise Applications Vendor Share

The Company provides share data based on the vendors of Core Enterprise Applications solutions, which account for approximately \$38.6 billion in software and software-related service revenues as defined by the Company based on industry analyst research. For 2008, industry analysts project approximately 5% - 6% year-on-year growth for Core Enterprise Applications vendors. For its quarterly share calculation, SAP assumed that this approximate 5% - 6% growth would not be linear throughout the year. Instead, quarterly adjustments are made based on the financial performance of a sub set of (approximately 40) Core Enterprise Application vendors.

Webcast/Supplementary Financial Information

SAP senior management will host a press conference in Frankfurt today at 10:00 AM (CET) / 9:00 AM (GMT) / 4:00 AM (Eastern) / 1:00 AM (Pacific), followed by an investor conference at 2:00 PM (CET) / 1:00 PM (GMT) / 8:00 AM (Eastern) / 5:00 AM (Pacific). Both conferences 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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Sopheon Trading Update

28 January 2009

Sopheon plc announced significant progress in year-on-year operating performance. Total revenues for the year ended 31 December 2008 are expected to exceed £9 million compared to £6.3 million in 2007. The year-end close process is not complete, but initial indications are that the Group's EBITDA result will be in line with analyst expectations of £900,000. The EBITDA result in 2007 was £113,000.

License fees comprised a higher percentage of the revenue mix in 2008 than in the prior year. Approximately 65% of revenues in 2008 were derived from existing customers, demonstrating their commitment to Sopheon solutions and underpinning the revenue potential for the coming year. We entered 2009 with a base of recurring revenue – comprising annual maintenance, hosting and rental license contracts – that exceeded £3.6 million. Adding ongoing services projects contracted in 2008 to this recurring base, takes full-year revenue visibility* for 2009 to over £4 million. Looking ahead, the sales pipeline remains resilient, in spite of the economic turmoil. The Group has designed its software to

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help companies that need to exercise cost control in the short-term, while driving forward innovation to meet their long-term strategic goals. In the current climate, this is a strong selling point for Sopheon's solution. Nevertheless, the Group has adopted a prudent stance in its cost management, and will continue to do so in these uncertain times.

As at 31 December 2008, the Group had gross cash balances of over £2.5 million.

Financial expectations noted above are subject to the completion of the year-end financial close and audit processes. Sopheon plans to issue its preliminary results for the year ended 31 December 2008 on 26 March 2009.

* A definition of how visibility is calculated was provided in our announcement of 25 June 2008.

Barry Mence, Chairman, commented:

“We are very pleased to show such material progress in 2008. Market turbulence makes it hard to predict business development in 2009. We are however very encouraged by the apparent match between our software and the needs of major corporations looking to achieve cost containment while continuing to invest in innovation to ensure their future. Our solutions are ideally placed to support such companies in their efforts to achieve this objective.”

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Virage Logic Reports First Quarter Fiscal 2009 Results

28 January 2009

Virage Logic Corporation reported its financial results for the first fiscal quarter ended December 31, 2008.

Total revenue for the first quarter of fiscal 2009 was \$11.3 million, compared with \$14.1 million for the first quarter of fiscal 2008 and \$15.5 million for the fourth quarter of fiscal 2008. License revenue for the first quarter of fiscal 2009 was \$8.5 million, compared with \$10.8 million for the same period a year ago and \$12.1 million for the prior quarter. Royalties for the first quarter of fiscal 2009 were \$2.8 million, compared with \$3.3 million for the first quarter of fiscal 2008 and \$3.4 million for the fourth quarter of fiscal 2008.

As reported under U.S. generally accepted accounting principles (GAAP), net loss for the first quarter of fiscal 2009 was \$2.6 million, or (\$0.11) per share, compared with net income of \$1.1 million, or \$0.05 per share for the first quarter of fiscal 2008 and net loss of \$47,000 or (\$0.00) per share for the fourth quarter of fiscal 2008.

Excluding the effects of FAS123R expenses, acquisition related expenses and amortization of intangibles, the company would have reported a net loss of \$1.4 million, or (\$0.06) per share. The reconciliation of GAAP to Non-GAAP financial results includes \$75,000 of stock-based compensation expense and \$2.0 million of amortization of intangibles and other acquisition related charges reduced by \$922,000 tax effect for a net total of \$1.2 million.

"Our first quarter fiscal 2009 proved to be challenging. We began with a solid backlog and strong sales pipeline, but the rapid decline of the semiconductor industry impacted our business towards the end of the quarter," said Dr. Alex Shubat, president and chief executive officer (CEO), Virage Logic. "A number of customers delayed orders that we now expect will close in the next one to two quarters. We also experienced a small number of cancellations, something the company has never seen before. Our

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decline in royalties is attributed to lower wafer starts at our major foundry partners."

"Last week we announced a restructure that will increase efficiencies as part of our on-going transformation. We consolidated two smaller research and development (R&D) sites into four major R&D centers and realigned our sales resources to market opportunities. We expect to realize approximately a 13% reduction in labor expenses and additional overhead savings from site consolidations."

"The combination of our strong cash position and the transformational efforts to date allows us to take advantage of the economic environment and execute on both organic and inorganic growth initiatives.

- Broadening our product portfolio. We announced earlier this week the acquisition of silicon proven standards-based IP and development expertise: PCIe, HDMI and MIPI that are used in AMD's extensive graphics processor product line. These products will substantially increase our Interface IP portfolio.
- Being first-to-market with next generation advanced technology products. At the 32-nanometer (nm) process node, we began shipping front ends of our SiWare™ Memory products. At the 40/45nm process node, we added blue chip customers for our Intelli™ DDR3 product. We also received record orders with the latest release of our STAR™ Memory System."

"In summary, despite the current economic uncertainty, we remain confident that executing our transformation initiatives will enable us to retain our leadership position. We anticipate second quarter fiscal 2009 revenues of \$11.25 million to \$12.75 million and non-GAAP loss per share of (\$0.06) to \$0.00 per share. The company expects to realize, before tax, approximately \$2.2 to \$2.4 million in non-GAAP expenses comprised of FAS123R stock compensation, acquisition related and restructuring expenses."

Although this news release will be available on the company's website, the company disclaims any duty or intention to update these or any other forward-looking statements.

Use of Non-GAAP Information

We believe the financial figures we include that are not presented in accordance with GAAP assist investors in understanding our business and operating results. This information is intended to provide investors with useful supplemental data regarding the underlying economics of our business operations because operating results presented under GAAP may include charges that are nonrecurring or not necessarily relevant to ongoing operations, or are difficult to forecast for future periods. The Company's management evaluates and makes operating decisions about its business operations primarily based on revenue and the core costs of those business operations. Management believes that acquisition related charges, stock-based compensation and restructuring charges are not part of its core business operations. Therefore, management presents non-GAAP financial measures, along with GAAP measures, in this earnings release by excluding these items from the period expenses. The income statement line items involved in the adjustment from GAAP to non-GAAP presentation in this earnings release are restructuring charges, acquisition related charges, and stock-based compensation that are included in cost of revenues, research and development, general and administrative and sales and marketing expenses. To determine our non-GAAP tax provision, the Company recalculates tax based on non-GAAP income before taxes and adjusts accordingly.

For each such non-GAAP measure, the adjustment provides management with information about the Company's underlying operating performance that enables a more meaningful comparison of our finance results in different reporting periods. For example, since the Company does not acquire businesses on a

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predictable cycle, management excludes acquisition-related charges in order to provide a more consistent and meaningful evaluation of the Company's operating expenses. Management also excludes the impact of stock-based compensation to help it compare current period operating expenses against the operating expenses for prior periods. In addition, the availability of non-GAAP information helps management track actual performance relative to financial targets. This information also helps investors compare the Company's performance with other companies in the industry, which use similar financial measures to supplement their GAAP financial information.

Management recognizes that the use of these non-GAAP measures has limitations, including the fact that management must exercise judgment in determining which types of charges should be excluded from the non-GAAP financial information. Management believes that providing this non-GAAP financial information, in addition to GAAP information, facilitates consistent comparison of the Company's financial performance over time. The Company has historically provided non-GAAP information to the investment community, not as an alternative but as an important supplement to GAAP information, to enable investors to evaluate the Company's core operating performance in the way that management does.

Our non-GAAP financial measures are not intended to be performance measures that should be regarded as alternatives to, or more meaningful than, our GAAP financial measures. Non-GAAP financial measures have limitations as they do not include all items of income and expense that affect our operations, and accordingly should always be considered as supplemental to our financial results presented in accordance with GAAP.

Conference Call

Virage Logic's management will hold a teleconference on first-quarter fiscal 2009 results at 1:30 p.m. PACIFIC / 4:30 p.m. EASTERN today, January 28, 2009. A replay of the call will be available at (800) 642-1687 (domestic) or (706) 645-9291 (international), access number 81589587 through January 31, 2009; and the webcast can be accessed at <http://www.viragelogic.com> for 30 days.

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VISTAGY's Revenues Climb 30 Percent in 2008 in Spite of Challenging Economic Environment

29 January 2009

VISTAGY, Inc. announced that its revenue increased 30 percent over 2008 in spite of the systemic problems in the badly slumping worldwide economy. Fueling that growth was a robust 52 percent increase in product revenue.

The company aims to build on that success in 2009 by continuing to forge close relationships with its customers, expanding its commitment to the emerging aerospace markets in Russia, Asia Pacific and India, and increasing its share of the aerospace, automotive, transportation interiors and the fast-growing wind energy markets.

"We were particularly strong in the fourth quarter when the economy was significantly deteriorating, proving that our products are especially relevant when it is critical to achieve increased efficiency and associated cost savings," said Steve Luby, president and CEO of VISTAGY.

"We focus on partnering closely with customers to develop and deploy design methodologies tailored to their specific products and processes. I think that had a lot to do with our success in 2008. Our software not only enables customers to more efficiently design and manufacture some of the world's most

complex products, but our customers have reported that the knowledge, experience and responsiveness of the people at VISTAGY are also critical factors in their success."

In 2008, VISTAGY continued to support the expansion of the aerospace industry to emerging markets while maintaining its strong position in North America and Europe by partnering with premier sales and service providers, such as CSM Vigyan in India, Innovation Technologies and Solutions (ITS) in Russia and INCAT in North America. VISTAGY also signed a variety of customers in Russia and China that are using VISTAGY's FiberSIM® composites engineering software and Airframe Development Environments™ aircraft assembly software to reduce product development cycles, enhance product quality and meet aggressive delivery schedules.

Another source of growth for VISTAGY in 2008 was its Seat Design Environment™ (SDE) software. [VISTAGY](#) signed a number of new customers, including Faurecia, the eighth-largest automotive supplier in the world. Faurecia purchased SDE for use in its engineering operations in the United States as well as Europe. While the initial purchase of SDE will be used to enhance the engineering of seat trim in automotive interiors, the companies plan to work together to improve software applications and related engineering methodologies for designing and manufacturing foam, seat assemblies and entire automotive interiors.

"At one time, CAD was the first and last word in design," said Mr. Luby. "But as firms have strived to design and manufacture more complex and integrated components and assemblies and use new materials and processes, they have discovered the need for complementary, specialized engineering tools that enable them to design better products faster. We look forward to helping our customers succeed by doing just that in 2009."

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Implementation Investments

CAD/CAM Integration Streamlines Design

27 January 2009

Ramix faced daily challenges designing impellers and moulds while their sister company, Romit was responsible for the machining. Because of shortcomings in their existing CAD and CAM systems, Ramix and Romit were forced to outsource a lot of work causing leaking profits. They needed a solution to keep the work in house that went beyond just putting their finger in the dam. They needed to fix the problem.

VX CAD/CAM and other major competitors were pitted against each other to see who could close the gap. In the end, the choice was clear-VX's total integration.

Romit had been trying to expand into the impeller market but it was a struggle; their old system simply couldn't handle the complexity.

"We were amazed at how the tools in VX worked," explains Ramix-Romit director, Auke Sjoerd Tolsma. "Customers would send difficult 2D drawings and it was easy to quickly construct 3D parts and get them on the mill. This opened the door to modeling and machining impellers." Romit often gets no more than a table of coordinates in radials for the complex 3D form of an impeller. They'll use a spreadsheet to calculate the coordinates and import them into VX where the powerful wireframe and surface modeling tools take over. "It takes us more time to import and convert the data in our

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spreadsheet than it does to model an impeller,” Tolsma says.

Machining the impellers is done with VX CAM using up to 5 axis milling. “After the introduction of VX CAD/CAM, we have increased our machining hourly rate by more than 20%,” he says. Impeller manufacturing proves to be a specialty which notably increases Romit’s presence in today’s competitive market...and boosts that bottom line.

Ramix realized valuable time was being wasted from modeling to mold making. They needed an integrated, automated solution to speed things up.

“VX’s associativity is a powerful and reliable tool,” says Tolsma, “and that played a big role in our decision to purchase VX software.” Ramix rarely needs 2D drawings because of the seamless integration. They simply send VX CAD models directly to VX CAM.

Tolsma says, “After building up the mold, no time-consuming drafting is wasted before parts can go into production. The parts list is filled in using the assembly manager. In the shop, no time is wasted on punching in the dimensions of pockets or coordinates of holes into the machine. Milling the parts with VX CAM saved us several days of machining time.” The payback has been enormous and the return on investment was just a few months, not years.

VX’s Open Shape / Hybrid modeling is another important contribution to Ramix. “As a mold maker we get all kinds of files to work with,” he says. “Often we receive bad IGES files where surfaces don’t connect, overlap, or are missing completely. Despite these errors, we quickly make good working mould parts without healing the imported file to a solid model. We even help customers improve the design during the construction process.”

Ramix finds that all of VX’s inspection tools work well with solids and open surface models, allowing them to inspect cooling channel clearances. In keeping with this open shape approach, VX Quickmill™ doesn’t differentiate between surface and solids. That makes it easy to identify the regions that were changed by the customer for re-machining.

Before any metal is cut, VX can do a full simulation of all movements of complex molds. This shows the customer how the mold construction will be realized. Ramix uses the powerful freeform tools of VX every day to calculate and design parting lines and faces for very complex molds.

The orders and machines are humming along at Ramix and Romit and it’s easy to see how satisfied they are with VX CAD/CAM. Every CNC-machine has a shield which proudly proclaims... ‘This Machine is Powered by VX.’

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Central Profiles See Material and Labour Savings through CAM and Nesting Upgrade

26 January 2009

Central Profiles Laser Cutting Ltd, based in Kidderminster, provide sheet metal subcontract services using their three Bystronic lasers. When the company was founded in 2000 Managing Director Russell Flory investigated two CAM systems, one of which was JETCAM. He took advice from another sheet metal manufacturing company, which recommended JETCAM as easy to use and very efficient.

“At the time we were renting machine capacity but due to business demands we bought our own machine and needed something to run it. I looked at two systems, one of which was in the running as it was well known. In the end I took the recommendation of another user and went with JETCAM because

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they said it was easier to use.”

JETCAM Expert with free form nesting was installed in 2000. Since the company’s formation they have been proactive in upgrading their technology, initially starting with a Mazak laser, followed by another in 2001. In 2002 they purchased a second seat of JETCAM, and in 2004 they replaced one with a Bystronic laser and have since rotated their other machines to leave them with the current three Bystronics. At each stage Central Profiles only needed to purchase a postprocessor or modify any existing post to start using the new machine.

In 2003 a competing CAM company offered Central Profiles a system at a knock down price. Always interested to see if they could make further savings, Russell decided to try it. “We were offered the software for £500, so it was worth a go, however despite training it was just too complex to use and the programmers just went back to using JETCAM.”

Russell attended the MACH show in April 2008, stopping by JETCAM distributor’s Press and Shear’s booth. “I only stopped to say hello, however when they demonstrated JETCAM Orders Controller and High Performance nesting I could see that we could make some major savings. Steel prices were going through the roof, touching £760 per tonne.”

They upgraded one seat to High Performance Nesting (FFHPN) and installed JETCAM Orders Controller (JOC) on the shopfloor. Immediately programming time was reduced. “I wanted more than just being able to pick parts to order. JOC isn’t technical - it’s very easy to use. We just import a CSV file containing all of our orders, which populates JETCAM’s materials and orders databases, which can then be automatically nested. We were able to reduce staff from two to one, freeing up resources to be deployed elsewhere.” Once the parts have been nested JOC is updated to reflect the completed nests and number of parts nested. Filler parts can also be added for frequently cut parts to fill additional space that would otherwise be scrapped. FFHPN also delivered clear benefits, saving on average 4% over previous best nests.

Central Profiles have received several beneficial software updates through their maintenance contract. They often cut parts on thick material, with one particular small part cut on 10mm steel. “We fit 1100 of these on a single sheet, and the heat build up would be colossal, but with JETCAM’s heat avoidance we can fill a sheet and it will not cut over an area again until it has sufficiently cooled. Even the lead-in is taken into consideration. With this update we can now leave jobs like this running unmanned.”

The company also has three Amada Press brakes, and uses SolidWorks to design parts, also storing bend information. With the JETCAM SolidWorks import filter Central Profiles can now import native SolidWorks files into JETCAM for nesting and use the same files with bend information for the press brakes.

Russell was extremely satisfied with the latest upgrade and sees JETCAM as an integral part of the business. “We chose JETCAM initially because of its ease of use but we’ve stayed because of the performance and support from Press and Shear, even when we had the chance to switch. The upgrade paid for itself within six months through labour and material costs alone. Even in the current climate I am happy in my own mind that we made the right decision to upgrade, rather than stand still as a business.”

Benefits Achieved:

Using JETCAM since 2000 to drive a range of machine brands

4% improvement in nesting efficiency after upgrade to FFHPN

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JOC allows for import of orders from Excel

Programming time and staff overhead halved after upgrade

Heat avoidance allows long, complex jobs to run unmanned overnight

Upgrade paid for itself within 6 months

Much easier to use than competing system

Tried low cost alternative but returned to JETCAM

Excellent local support, which is rarely required due to software stability

Can now design parts in SolidWorks with full bend information and import flat pattern into JETCAM

Received further benefits through updates in the software

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Delcam's PowerMILL Gives Five-Axis and More

27 January 2009

Gelre Rijn Tools swapped its previous CAM system for Delcam's PowerMILL machining software after adding its first five-axis machine. The company soon found that the change of software also gave other benefits.

Based in Heteren in the Netherlands, Gelre Rijn Tools manufactures injection moulding tools for the plastic and rubber industry, and technical components for machine construction. The company specialises in tooling for thin-walled plastics products, in particular packaging for salads, ice cream, ready-made meals, household utensils and paints. To remain successful, it is essential to meet customers' demands for high quality parts, efficient tool performance and rapid delivery times.

The move to PowerMILL at Gelre Rijn Tools came after the company installed a new five-axis Hermle C40U milling machine. Following problems with the existing software, a search began for an alternative CAM system that would be able to drive this machine tool without any difficulties. Other requirements were for an improved surface quality so that polishing could be reduced to a minimum, and for software that was easy to learn and so would allow a fast implementation.

Richard Adams, a manufacturing engineer and modelmaker at the company, was impressed with PowerMILL from the start. As well as providing the five-axis functionality that was needed, the toolpaths from PowerMILL produced much smoother and better-looking results. This improved surface quality generated the desired reduction in the amount of polishing.

In addition, the fast and easy-to-learn graphical user interface, coupled with the professional support by reseller Bemet International, meant that the switch to the new software went smoothly.

“We have been working with PowerMILL since 2007,” said Mr. Adams. “During that time, we have become convinced that our first impression of the software was right. We have been very impressed by all possibilities of this CAM system, especially by the range of milling strategies. We look forward to working with PowerMILL for many years to come.”

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EADS Selects MSC.Software as Major Simulation Partner for Its "PHENIX" PLM Harmonization Strategic Program

26 January 2009

MSC.Software announced that it has been selected by EADS as major partner for Virtual Product Development (VPD) solutions across all EADS business divisions as part of the EADS PHENIX initiative. PHENIX is an EADS group-wide strategic initiative launched in 2007 to achieve harmonization and standardization of enterprise Product Lifecycle Management (PLM) methods, processes and tools across business units. A new partnership agreement was signed between Jean Botti, the EADS Chief Technical Officer and Bill Weyand the MSC.Software CEO on December 18th, 2008.

This harmonization will result in improved communications between EADS divisions, reduced time-to-market and increased overall product quality. EADS has selected MSC.Software as major partner for building up its multidisciplinary simulation backbone strategy. MSC.Software's SimEnterprise product suite, including MD Nastran as well as SimXpert and SimManager are candidates for EADS' common solution for future product development. SimXpert provides a unified, template-enabled multi-discipline user environment and SimManager delivers integrated industrial simulation process and content management to streamline the product development process, reduce costs, and improve product quality.

"This approach will improve the global collaboration between the Divisions and among specialists within EADS as an extended enterprise. MSC.Software is becoming major provider for mechanical simulation and key partner to prepare multidisciplinary solutions for future virtual product development. It is an important milestone for the EADS cross-divisional PHENIX program and globally for harmonization of PLM methods, processes and tools between the operational units," said Jean-Yves Mondon, Head of the PHENIX program at EADS.

"EADS will benefit tremendously from this new strategic partnership and from the creation of a standardized virtual product development environment for simulation, which leads to more innovation, reduced time-to-market, improved product quality and cost savings," said Jean Botti, Chief Technical Officer.

"We are so pleased that [MSC.Software](#) has been selected as major partner for building up the EADS PHENIX enterprise virtual product development solution," said Bill Weyand, chief executive officer, MSC.Software. "This strategic partnership underscores MSC.Software's strength in the virtual product development industry and we look forward to a continued partnership with EADS to further their advancements in achieving a standardized simulation environment."

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EID Adopts Zuken CR-5000 Solution for its Advanced PCB Design

26 January 2009

Zuken announced that EID has adopted the CR-5000 design platform as its design flow solution for printed circuit board design. Citing significant gains on design reliability, EID adopted the Zuken solution for its complete front to back-end methodology, including Signal Integrity Simulation. Zuken was selected as a key partner to help EID achieve an increased profile in international markets, and particularly in the company's main fields of expertise, which are military communications equipment and systems.

Using Zuken's latest CR-5000 technology, EID is now able to cut verification run time and increase

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layout efficiency significantly on very complex developments. Due to the characteristics of the defense market, EID is being called upon to develop highly complex designs, which demand increased reliability. Zuken's solution achieves this by using a common manufacturing and layout database, meaning that boards are right-first-time and correct by construction.

EID is keen to achieve their 'bottom line objective' and selected Zuken as a business partner because Zuken focus on delivering leading edge technology solutions developed to cope with frequently changing needs, to ensure long-term future growth. Circuit boards, especially the high density ones, require sophisticated, automated routing techniques to enable fast completion times. With CR-5000, high density as well as radio frequency designs and simulation can all be delivered to the highest specification.

José Taborda, Head of CAD department at [EID](#), commented: "Without this kind of unified design and analysis environment we would never achieved the fast development cycle-time needed for our most demanding projects." To find out more about the CR-5000, visit: www.zuken.com/cr-5000

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ESPRIT Mold v10 Selected as Preferred Software by POLKAR

27 January 2009

ESPRIT® Mold v10, the latest release of mold software offered by DP Technology, has been selected as a preferred software by POLKAR Polyester Ürünleri San. ve Tic. A:Ş., an international manufacturer of fiber-reinforced polyester for the automotive sector.

Chosen specifically for its 5-axis machining capabilities, ease of use and full range of high-performance capabilities, ESPRIT Mold proved to be an ideal fit for POLKAR, which was having difficulty producing accurate code for its routing machine tool.

"POLKAR is now using ESPRIT 5-axis to make undercuts, in addition to using smaller tool lengths to cut deep cavities," said Özgür Yengeç, POLKAR's technical chief. "We are easily using 5-axis continuous machining with high performance, and we are happy with ESPRIT's ability to easily create curves and toolpaths of perfect quality — which we couldn't do with our old system."

Yengeç also noted that ESPRIT Mold takes stock into account "even when you tilt the axis to create 3-axis strategies without any limitations. It's beneficial to have software that is easy to use, reliable, powerful and accurate."

With ESPRIT Mold, POLKAR was able to complete work on the router's main frame in half of the original time.

"In no time, we produced our first accurate NC code and sent it to the router," said Emre Köklü, CAM product manager for POLKAR. "With that code, we were able to produce finished POLKAR products."

About POLKAR

Incorporated in 1997, POLKAR, a manufacturer of fiber-reinforced polyester, is a subsidiary of Ege Soğutmacılık A.Ş., a leading manufacturer of transport temperature control systems. Founded in 1984 and incorporated four years later, Ege Soğutmacılık employees more than 300 people and oversees four manufacturing facilities in Turkey and Algeria.

Safkar® and Penguin are well-known brands of the corporation in the mobile air conditioning and

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transport refrigeration market. Ege Soğutmacılık A.Ş. owns three production subsidiaries, including POLKAR, Safkar Algeria S.A.R.L and Mekar Ltd.

Throughout the years, production has increased for POLKAR, and its production consists primarily of fiber reinforced polyester (FRP) for the automotive sector.

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GHAFARI Associates Accelerates Design, Reduces Costs of Six Buildings for General Motors Corp. Using Bentley Software

28 January 2009

GHAFARI Associates, LLC, and General Motors Corp. (GM) won a 2008 Be Award of Excellence in the “Innovation in Industrial Facilities” category for Enabling Integrated Project Delivery Using ProjectWise and BIM. The project is featured in the new publication “The Year in Infrastructure 2008,” available online at <http://www.bentley.com/YearInInfrastructure2008>. Beginning with a pilot project in 2004, the six design-build projects required GHAFARI Associates to provide architectural and engineering services in a highly collaborative environment. Successful project completion required the ability to coordinate GM and GHAFARI engineering workflows as well as those of several other design, engineering, and construction disciplines. Currently, the project team is sharing more than 80,000 documents, 2D and 3D model files, and more than 85 gigabytes of data, all of which need to be updated and maintained by numerous project participants in multiple geographic locations within the United States and Mexico. Through its use of Bentley’s interoperable software, including Bentley’s BIM products for design and detailing work and the ProjectWise collaboration system for document sharing, distribution, and control, the project team was able to integrate across all design phases, save printing costs, reduce errors and omissions, and deliver design and construction drawings on all six projects below cost and time-to-market estimates.

“The design-build team used lean methodologies enabled by Bentley’s innovative BIM and ProjectWise technologies on these schedule-driven projects,” said Samir Emdanat, director, Virtual Design and Construction, GHAFARI Associates. “Team members from offices in the U.S. and Mexico consistently achieved breakthrough results, proving that integrated project teams can meet delivery target costs and schedules effectively while also improving quality and job-site safety. Bentley’s comprehensive 3D modeling software was used to define facility geometry and this, coupled with an effective collaboration system, was the key to our success. The projects showcase our ability to incorporate BIM and apply integrated project delivery principles to save time and reduce costs.”

For additional information about Bentley’s BIM products, visit <http://www.bentley.com/BIM>. For additional information about Bentley’s ProjectWise collaboration system, visit <http://www.bentley.com/projectwise>. For information about how to enter projects for consideration in the 2009 Be Awards of Excellence competition, visit <http://www.bentley.com/BeAwards>.

About GHAFARI Associates, LLC

GHAFARI Associates is a provider of full-service architecture, engineering, and consulting services. GHAFARI serves a variety of domestic and international markets, including automotive, aviation, commercial, education, government, healthcare, industrial, and research and development. The company deploys 3D Building Information Management (BIM) across the design, fabrication, and construction supply chain to deliver projects faster, better, safer, and at a lower cost. Using 3D high-definition surveying (HDS), GHAFARI provides complete, accurate, and efficient modeling at a lower cost than

conventional methods.

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Giprotyumenneftegaz Speeds Design of Complex Booster Pump Station, Reduces Costs Using Bentley Software

26 January 2009

Giprotyumenneftegaz, a leading design organization in Russia, won a 2008 Be Award of Excellence in the “Innovation in Oil and Gas” category. The winning project, Booster Pump Station with Preliminary Water Discharge Facility, consisted of a complex pump design that involved the interconnection of a process site, industrial zone, administrative buildings, and engineering facilities in Russia’s Yugansk oil region. The project is featured in the new publication “The Year in Infrastructure 2008,” available online from Bentley Systems at <http://www.bentley.com/YearInInfrastructure2008>. Successful project completion hinged on Giprotyumenneftegaz’s ability to coordinate the workflows of several design and engineering disciplines, including surveyors, architects, sanitary engineers, and electrical engineers. Through its use of Bentley’s interoperable software, the Giprotyumenneftegaz team was able to collaborate across all design phases, streamline its workflows, accelerate the project schedule, and reduce its costs by up to 30 percent.

Commenting on the project, Sergey Sokolov, general director of [Giprotyumenneftegaz](#), said, “Bentley’s 3D modeling technology allowed us to design complex technological objects more efficiently and to automate labor-intensive processes. Since we began deploying Bentley software, we have won a significantly higher percentage of bid competitions. In fact, we have produced eight times more work in the past four years and have been six times more productive – all without increasing our workforce.”

For additional information about Bentley’s 3D modeling technology for plant projects, visit <http://www.bentley.com/plantdesign>.

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

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84%. Web and sheetfed offset presses are the major product lines for publishing, commercial, and packaging printing. The field of business ranges from small-format sheetfed presses to production systems for newspaper printing in runs of millions.

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Gray Construction Selects Bluebeam for Paperless Submittal Process

27 January 2009

[Gray Construction](#), an ENR Top 100 Green Contractor, has reduced construction submittal response time by 60% and cut printing and shipping costs by 50% - all by going paperless with Bluebeam PDF Revu, a leading PDF creation, markup and editing software for the architecture, engineering and construction (AEC) industry. The firm has achieved significant results by sharing PDF construction submittals electronically in PDF rather than printing and shipping paper.

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This greener, more sustainable workflow is being deployed on various projects, including the construction of a new 165,584 square foot distribution center for Kentucky Eagle Beer in Lexington Kentucky. Project team members located throughout the US communicate faster with Bluebeam PDF Revu than paper submittals allow. With Bluebeam, the team creates PDFs, compares revisions of PDF drawings with the Document Compare feature and redlines PDFs with customizable markup tools such as text boxes, shapes, symbols, and images. Project documents are then emailed, eliminating the need to print and ship.

“Bluebeam improves communication and reduces paper usage and shipping so much that the software pays for itself in just one submittal process,” said Gary Hisel, Gray Construction Senior Design Manager. “It used to take us at least eight days and twelve overnight packages to receive, review and respond to paper construction submittals. Now that we have Bluebeam, we’re able to respond in as quickly as three days, and we’ve easily cut shipping costs in half.”

Gray Construction has deployed Bluebeam PDF Revu Standard Edition and CAD Edition to over 200 users.

“Gray’s decision to go paperless with Bluebeam PDF Revu has produced incredible results,” said Sasha Reed, Director of Account Services at Bluebeam Software. “These savings illustrate how implementing a paperless workflow with Bluebeam can not only help construction firms implement sustainable business practices, but also reduce distribution costs, decrease turnaround time and achieve ROI in just days.”

Bluebeam Software products are sold directly and through a worldwide network of value-added resellers. Visit <http://www.bluebeam.com> or contact Bluebeam Sales at 866.496.2140 or sales@bluebeam.com for more information and a 30-day trial.

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IFS Expands Footprint with North African Utility

28 January 2009

IFS' Middle East Office has signed an add-on contract with a government-owned utility in North Africa. The company, which manages all investments relating to power generation, transmission and distribution as well as desalination units, will expand the IFS user population and implement new functionality. The value of the contract is Euro 4.4 Million.

The contract, signed in January with consulting services extending over a three-year period, will have a revenue impact of Euro 1.2 million in Q1 2009.

IFS prioritizes the energy and utilities industry and has more than 140 customers involved in power generation, transmission and distribution as well as water and sewage. These include the world's largest hydropower plant, Three Gorges (P. R. China), nuclear power plants OKG (Sweden), PBMR (South Africa) and Qinshan (P. R. China), grid operators such as Svenska Kraftnät (Sweden), Statnett (Norway) and TenneT (The Netherlands) as well as distributors such as Vattenfall (Sweden), Fortum (Sweden), and Hafslund Energi (Norway). Reliable and safe asset management and workforce management are critical processes in the energy and utility industry, to which IFS has provided solutions for more than 20 years.

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Lectra's New Kaledo® Design Solution Proves Powerful and Easy to Implement for Children's Retailer

27 January 2009

[Lectra](#) announced that one of the leading American children's fashion retailers, The Children's Place Retail Stores, recently presented their experience migrating from Lectra's U4ia to Kaledo®, Lectra's next generation textile and fashion design solution, at Lectra's design seminar in New York. The Children's Place completed their successful migration to Kaledo from Lectra's previous design technology solution in July 2008.

"We knew that Kaledo was the 'latest and greatest' in design technology, but the trick for us was to incorporate the new tool into our design team of 60 users while still getting our collections out on time," said Phil Wozny, Senior Director of Merchandising Systems at The Children's Place, which designs, develops, manufactures, and retails its own value-priced fashion for children through a chain of 920 stores throughout the U.S. and Canada. "Together with Lectra's team, we were able to implement a rapid migration strategy to effectively cope with the double challenge of learning a new tool and overcoming issues related to change management. We decided that we would require all users to move to Kaledo without the option of returning to U4ia. And it worked very well, with only seven days of training for each user and not a single delivery delay. We've been very pleased."

In their presentation, "Going Cold Turkey," Wozny and Leslie Farber, Senior Director of Art at The Children's Place, explained how they were able to achieve maximum user compliance and productivity through this switchover strategy -- despite initial protests from their teams. "Old habits die hard," Farber said, "and some of our designers have been working the same way for eight years or more. But at the end of the migration, the results were extremely positive, and even the most critical users admitted that they love working with Kaledo. They frequently come show me new things they've learned to do with the program."

Separated into training groups of ten people representing a mix of skill sets and job functions, The Children's Place teams learned to use Kaledo Print, Knit, Weave, and Collection during their Kaledo training courses, which were held onsite or at Lectra's New York training center, with two trainers in each classroom. The entire group was trained in just five weeks. They then worked entirely on Kaledo for the new collection. "When they got back after training, they found that U4ia wasn't on their desktops anymore," Wozny said, "because after the training session, it was no longer necessary."

Wozny and Farber said they set up a feedback program to ease the migration and optimize productivity. They named "super-users" from each design team who met once a month to share shortcuts and tips and to help each other resolve various issues. Feedback from those meetings was shared with management at The Children's Place and with Lectra teams to maximize communication and efficiency. "We instituted a very positive and open feedback exchange system with Lectra which helped make our migration particularly productive," Farber said. "It has really worked out quite well."

Lectra's Kaledo design suite provides designers with the most advanced digital design development and management capabilities on the market for both textile and fashion design. Fabric motifs can be created in or scanned into Kaledo's Print, Knit, or Weave module, then accurately scaled and positioned with user-friendly arrows to show grain line. The entire design benefits from Kaledo's simple yet powerful drag-and-drop features. Colors can be created from scratch or chosen from a standard color library such as Pantone, NCS, or Munsell. Design, textile, and artwork assets are stored and managed intelligently through Kaledo Collection, allowing design offices to capitalize on past investments.

"Kaledo is so powerful that it adapts well to different users, and there are many different paths to get to the same result," said Jill Simmons, Director of Design Solutions Business Development at Lectra North America. "During the training time, we often only show one common path, because the most important thing is to understand the mentality of the software. Once you know that, you can make it do what you want it to do. You don't have to make yourself conform to the way somebody told you that you have to do something or think that there's just one way that it has to be done."

"And Kaledo is a new software," she said. "There's still a lot of territory to explore in Kaledo. And like with U4ia, after a while that mentality just becomes second-nature to you, except that with Kaledo, it is all the more impressive and functional for you."

The standard in computer-aided design technology for 15 years, U4ia is now being phased out and replaced by the more powerful, high-performance, and user-friendly Kaledo suite.

"Kaledo offers newer and much richer functionality," Wozny said. "I knew the technology would be a big 'win' for The Children's Place if it was embraced by our design team and if it helped to streamline and accelerate our design and development processes. So far, that's exactly what Kaledo is doing."

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Manroland Reduces Development Time of Control System by More Than 50 Percent Using MathWorks Tools

26 January 2009

[The MathWorks](#) announced that [manroland](#), one of the world's largest manufacturers of industrial printing systems, used MathWorks tools for [Model-Based Design](#) to develop, test and implement a production-ready control system for its state-of-the-art printing press. By adopting Model-Based Design, manroland reduced the development time of its control system by more than 50 percent, saving the company a year off its estimated project time and helping take the new press to market sooner.

The alignment of Model-Based Design with mechatronic system development helped manroland engineers produce a final, high-quality controller that mirrored the performance simulated during the development process.

During development, manroland completed design iterations in minutes as opposed to the weeks it would have taken using traditional processes. Furthermore, The MathWorks tools enabled manroland engineers to simulate abnormal press behavior and test the control system under various error conditions they would have not otherwise been able to test. This approach allowed manroland to meet customer expectations of reduced error rates, higher accuracy and faster response time. In beta customer testing, error analysis was more streamlined since manroland was able to collect data from the production press and then simulate the error condition in-house, enabling a faster time to resolution for the customer.

"We had reached the limit of what we could achieve with our existing design processes and software. We needed a solution that would help us to achieve new levels of quality," said Thomas Debes, lead software engineer at manroland. "By using MathWorks software, we could quickly change the structure of the controller and see immediate results. The ability to perform rapid iterations allowed us to optimize quality and functionality in the development process, while shortening the development cycle. Even with a very complex model, we completed design and debug iterations in about 10 minutes. This typically took a week. The final result was project completion in just 10 months, well within our estimated timeline."

“The development improvements realized by manroland are another example of how Model-Based Design enables design teams to model and simulate complicated mechatronic systems at the system level, where they can optimize the complex interaction of electrical, mechanical and control systems,” said Tony Lennon, industrial automation and machinery marketing manager. “Automatic code generation, an integral aspect of Model-Based Design, helps engineers implement code of their control algorithms for testing and production deployment more efficiently than can be done by hand coding, ensuring more operational conditions are exercised and fewer problems are found in the field.”

About manroland

manroland AG is the world's second largest printing systems manufacturer and the world's market leader in web offset printing. manroland operates out of Offenbach, Augsburg, and Plauen in Germany. It employs a staff of almost 9,000 and has annual sales of EUR 2 billion (2007), with an export share of 84%. Web and sheetfed offset presses are the major product lines for publishing, commercial, and packaging printing. The field of business ranges from small-format sheetfed presses to production systems for newspaper printing in runs of millions.

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Mentor Graphics and Freescale Expand Collaboration to Improve Manufacturing and Testing of Nanometer Technologies

27 January 2009

[Mentor Graphics Corporation](#) announced it will supply Freescale Semiconductor with select electronic design automation (EDA) technologies designed to enhance the manufacturability and testability of semiconductors.

The arrangement includes tools in the areas of design for test (DFT), field programmable gate arrays (FPGA), physical verification and analysis, advanced resolution enhancement technologies (RET), and pre- and post-tapeout design for fabrication and manufacturability (DFM). The new technologies will help expand on the work of an existing collaboration between Freescale and Mentor for developing design flows and methods to improve test and manufacturing capability.

"Freescale continues to invest significant resources to provide leading-edge capability throughout the design process," said Gregg Bartlett, Vice President of Design Technology at Freescale. "Mentor's solutions fit well into Freescale's DFM flow, helping us ensure that products have a high degree of manufacturability."

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Mentor Graphics DFT Tools Adopted by STMicroelectronics for Advanced IC Testing Solutions

26 January 2009

Mentor Graphics Corporation announced that STMicroelectronics has adopted the TestKompress® automatic test pattern generation (ATPG) product into its standard 65nm and 45nm design kits. The new test flow will enable high-quality scan-based production testing for applications such as automotive, cellular infrastructure, and imaging.

“We’re benefiting from a very fruitful collaboration to incorporate Mentor Graphics’ Design-For-Test (DFT) technology into our advanced nanometer design flows starting at 65nm and below,” said Roberto

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Mattiuzzo, Digital Test Solutions manager of STMicroelectronics' Technology R&D, Central CAD & Design Solutions. "With new failure mechanisms at advanced nodes, limitations on IC pins available for testing, and the need to employ better self-test in the field, the range of emerging testing requirements has significantly increased. We are therefore pleased to add [Mentor Graphics](#) in the portfolio of EDA solutions supported by STMicroelectronics in the Design-For-Test area."

The move to smaller geometries introduces new subtle failure mechanisms that can be missed by relying solely on traditional scan testing using only static fault models. Applications that demand the highest quality devices require additional test patterns that specifically target these new failure mechanisms. STMicroelectronics employs a variety of manufacturing tests including timing-aware at-speed tests and layout-aware bridging tests to ensure the quality of their semiconductor products. Mentor's TestKompress compression technology allows these additional tests to be added while at the same time reducing test data volume and test time. STMicroelectronics is also using Mentor DFT tools to add in-system testing to its high-reliability products to enable a fast check of system integrity and simplified trouble-shooting in the field.

"We have taped out a 65nm design with production testing employing Mentor's TestKompress product, which enabled us to meet our rigid target in terms of test coverage," said Angelo Oldani, Design Group Director in Communication Infrastructure Division of Computer and Communication Infrastructure product group, STMicroelectronics. "Mentor's strong cooperation and support also helped us to use the LBISTArchitect product to add logic built-in self test (LBIST), allowing device testing in the real application to ensure reliable operation in demanding end-product applications."

The high compression capabilities of TestKompress can also be used to implement a low-pin count testing strategy, enabling high-quality tests to be applied to a wide variety of components including system in package (SiP) devices with limited pads for testing. Low pin count testing can also be used to enable multi-site testing to increase test throughput. "We're using the high compression advantages of TestKompress to meet our need for very low pin count testing on our imaging ICs," said Jocelyn Moreau, DFT Manager in the Imaging Division, Home Entertainment & Displays group, STMicroelectronics. "We were able to achieve our test coverage and quality goals with as few as three digital pins available on these devices. This approach is accelerating the adoption of high compression scan testing for future designs."

Mentor's DFT product line provides a complete solution for advanced digital IC production testing, including scan-based test and BIST logic insertion, ATPG, test pattern debugging, and test failure diagnosis. Mentor's patented Embedded Deterministic Test (EDT) technology provides the highest test pattern compression available, addressing the critical requirements of advanced SoC nano-scale designs.

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RadPharm Finds Cure to Efficiently Manage Regulated Documents with EMC

28 January 2009

EMC Corporation announced that RadPharm is using EMC's Documentum® Compliance Manager (DCM) to centrally store, review, approve and manage revisions to regulated documents such as standard operating procedures (SOPs). As a result, RadPharm has gained improved efficiencies in meeting compliance requirements.

RadPharm, a leading imaging core laboratory (ICL), partners with pharmaceutical, biotechnology and medical device companies to provide management and analysis of medical images for clinical trials.

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Medical imaging plays a crucial role in the conduct of clinical trials and can assist in speeding vital new drug and medical device products to market. RadPharm's expertise has been honed over 15 years, on over 330 studies -- Phase I through IV -- across 60 countries and spanning all major modalities and therapeutic areas. In addition to having supported more oncology trials than any other ICL, RadPharm also possesses experience with cardiovascular, musculoskeletal, CNS, diagnostic contrast imaging agents and medical device studies.

"When potential customers ask us what system we use for document control, we say Documentum Compliance Manager," said Harvey Guindi, Director of Information Systems at RadPharm. "To our customers and regulators, it shows that we use the industry-leading content management system to be in strict regulatory compliance and we have the audit trails to prove it."

With DCM, RadPharm has automated the processes involved in creating and updating their SOPs, routing them for approval and ensuring that employees are accessing the most current versions. DCM is integrated with RadPharm's learning management system to achieve compliance related to employee training. Employees are required to read SOPs within 90 days of their employment start date and within 20 days of when an SOP has been approved.

"DCM has streamlined our employee training process," said Guindi. "Before, employees had to track down binders that contain paper-based SOPs. We also used paper to keep track of which employee read which SOP. With an average of 40 SOPs per employee, it meant manually reviewing 20 forms to ensure compliance for a single employee. Multiply hundreds of employees and between 90 to 100 SOPs, the process was very time-consuming."

The transition to electronic-based SOPs also allows RadPharm to better collaborate without losing document control. Radiologists, physicians, oncologists and other employees who are part of clinical project teams have the ability to share and route information and keep track of its state -- who has reviewed and approved the document. This provides RadPharm with an audit trail system to meet regulatory filing requirements.

About EMC Documentum Compliance Manager

[EMC](#) Documentum Compliance Manager (DCM) provides an audited environment where users can create, collaborate, review, revise, approve and distribute controlled or regulated content. As a result, it can be used to help customers achieve compliance with external regulations such as 21 CFR Part 11 and internal policies while maintaining high product and service quality standards. DCM 6.5 now provides e-signatures, watermarking and overlays as native Web services to simplify installation and deployment. It also offers XML document support to manage controlled content authored in XML.

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Roasting Machines Designed with Autodesk Inventor Create a Superior Cup of Coffee

30 January 2009

[Ponderosa Roasting](#) (Ponderosa), a specialty manufacturer of coffee roasting machines, has been named as the Autodesk Inventor of the Month for January 2009.

Ponderosa used Autodesk Inventor software to design and manufacture coffee roasting machines that give greater control over various aspects of the roasting process, ensuring that each coffee bean is optimally roasted. Using Digital Prototyping to create an accurate 3D model with Inventor has already helped Ponderosa significantly streamline its design-to-manufacturing process. Ponderosa recently

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developed a custom, 15-kilogram roaster in just four weeks -- a process that previously would have taken nearly six months.

"Nobody in the industry can provide the dynamics that we can with our roasters," said Boyd Guildner, cofounder and president of Ponderosa. "We wouldn't have been able to create such an advanced roaster without Inventor.

Inventor allowed us to think outside the box and explore multiple roaster designs before cutting a single piece of metal."

The Inventor of the Month program recognizes the most innovative design and engineering advancements made by the extensive community using Autodesk Inventor software. A digital prototype is a realistic 3D digital simulation of the entire end product, used to virtually optimize and validate a product before it is built to reduce the necessity of constructing physical prototypes.

Most coffee roasting machines use a drum that rotates and tumbles the coffee beans while heat is applied via burners. Ponderosa, which designs coffee roasters ranging in capacity from one pound to nearly 500 pounds, creates machines that precisely control every variable in this roasting process, from how fast the beans turn in the drum to how much airflow they're exposed to, as well as how much heat is applied by the burners at any given moment. By manipulating these variables, Ponderosa can create increasingly sophisticated and multifaceted flavor profiles for coffee.

Digital Prototyping Speeds Innovation

Working with Autodesk reseller partner [Hagerman & Company](#) helped Ponderosa to experience the benefits of Digital Prototyping. Inventor software's digital prototypes and sheet metal tools enable Ponderosa to combine manufacturing information such as punch tool parameters and custom bend tables with an accurate 3D model of sheet metal folding. In addition, Inventor software made it easy to check for interferences between various assembly parts, helping to catch potential errors before the design reached the manufacturing floor.

"Inventor software helps transform great ideas into great products, in less time than ever before," said Robert "Buzz" Kross, senior vice president of Autodesk Manufacturing Solutions. "We are impressed at the way Ponderosa has used Inventor to bring their innovations to market, and we are proud to name them as our Inventor of the Month for January."

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

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Synopsys Expands Collaboration With STMicroelectronics in Timing Sign-Off

27 January 2009

[Synopsys, Inc.](#) announced that it has further expanded its long-standing relationship and technical collaboration with STMicroelectronics. The two companies have a long history of successful collaborations that have brought to market full-chip static timing analysis, formal equivalence checking and signal-integrity signoff tools. Synopsys and STMicroelectronics have agreed to join forces again to accelerate the development of leading-edge methodologies and flows for low-power and high-

performance system-on-chip (SoC) timing sign-off.

As part of this collaboration, STMicroelectronics has chosen Synopsys' PrimeTime® solution as the foundation for its golden timing analysis and sign-off methodology. The collaboration includes focused initiatives to accelerate and expand the deployment of Synopsys' broad portfolio of timing analysis technology to STMicroelectronics SoC design teams worldwide, including advanced composite current source (CCS) modeling, statistical timing analysis, and advanced signal integrity and IR-drop-based delay calculation.

"We chose to team with Synopsys because of the breadth of their advanced timing technology, their ability to deliver good quality support globally, and the long track-record of collaboration successes between our two companies," said Philippe Magarshack, group vice president, Technology R&D, STMicroelectronics. "By expanding our collaboration with Synopsys, we expect to quickly deploy all the right timing-analysis techniques to attain greater productivity and keep ST at the forefront of the SoC semiconductor industry."

"Once again, Synopsys and STMicroelectronics are joining forces to advance timing analysis and signoff," said Antun Domic, senior vice president and general manager, Synopsys Implementation Group. "Expanding our relationship continues the extraordinary success of the PrimeTime and PrimeTime SI solutions, leveraging the more than 10 years of deep technical collaboration between the R&D teams of the two companies."

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Team North American Eagle Selects Geomagic

27 January 2009

Geomagic software has been selected by Team North American Eagle in its quest to set a new land speed record by reaching 800 mph. Project engineers will use Geomagic Studio software to digitally recreate the 56-foot-long Eagle vehicle for engineering analysis studies to obtain true performance characteristics.

"Geomagic is clearly the leader in digital shape sampling and processing (DSSP), and its software will give us the fastest path from scanning to surface models," says Keith Zanghi, director of operations for North American Eagle. "The accurate surface models generated by Geomagic Studio will be critical for simulating the factors that will affect us during test runs."

North American Eagle has used a FARO Technologies Photon Laser scanner to capture the Eagle vehicle as a point cloud model containing 30 million points. Geomagic Studio will be used to speed, automate and simplify the workflow of transforming the scan data into a surfaced model. That model will be used to perform computational fluid dynamics (CFD) and finite-element analysis (FEA) studies on the as-built vehicle.

Aside from the world-record challenge, Zanghi expects the North American Eagle project to yield valuable research insights in several important areas, including:

- the effect of shock waves on aerodynamics;
- new nanolaminate metal technology that will be used for ballistic shielding by the U.S. military;
- integrated fuel devices that remove hydrocarbons from the air;

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- performance of bio-diesel and bio-fuels;
- new magnetic braking systems that generate 4,700 brake horsepower at 800 mph and never wear out;
- high-speed bearings and special lubrication for wheels that are safe up to 950 mph;
- development and testing of high-speed parachutes.

“We are proud to be a part of this team, not just because of the opportunity to set a new world record, but because of the enormous benefits that will come out of this project,” says Chuck Giarratana, Geomagic’s director of sales for the Americas. “This research will have tremendous impact in areas such as high-speed rail, aircraft landing systems, and vehicle deceleration and braking.”

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The Use of HyperShape/CATIA is Increasing at PSA Peugeot Citroën

26 January 2009

Altair Engineering, Inc. that [PSA Peugeot Citroën](#) has expanded its use of HyperShape/CATIA, Altair’s embedded optimization solution for the CATIA V5 design community. HyperShape/CATIA helps frontload the development process with optimization technology so that non finite-element experts, such as construction engineers working with CATIA, can develop structurally efficient, high-performance products faster. At PSA Peugeot Citroën the software is principally used to optimize different kinds of brackets in engine perimeter, and the aim of PSA Peugeot Citroën is to extend this use to other fields, like suspension systems components.

“In 2000, PSA needed a CATIA V5 integrated pre- and post-processing solution to optimize new products using Altair OptiStruct,” said Julien Guyé, responsible for HyperShape/CATIA and OptiStruct at PSA Peugeot Citroën. “[Altair](#) developed HyperShape/CATIA, which was implemented in our development process and is increasingly used today.”

“HyperShape/CATIA is very well suited to perform optimization studies, in initial development stages, within the CATIA environment using OptiStruct. The CAD-integrated FEA solution, HyperShape/CATIA, allows us to use the same environment to perform CAD-based pre-processing tasks, submit OptiStruct calculations, retrieve results for post-processing, implement design changes according to the optimization results, and much more. HyperShape/CATIA is a good solution for our development process because it is an efficient and easy to use tool and enables even non-specialists in our development team to carry out optimization calculations and benefit from the results,” he adds.

“CAE driven design is one of our philosophies at Altair, and weight reduction is a top priority in the automotive industry,” said Mauro Guglielminotti, Managing Director, Altair Engineering, France. “HyperShape/CATIA is a critical enabler for integrated optimization because it helps CATIA V5 design engineers leverage CAE earlier in the design process to bring products to market faster. I’m very pleased to see PSA Peugeot Citroën, a recognized automotive innovator, adopt and expand their use of HyperShape/CATIA to drive their development process and leadership position in the automotive industry.”

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Product News

Browzwear's 3D Fashion Design Software Cuts 70% of Sampling Costs for Major Fashion Brands

13 January 2009

[Browzwear International](#) unveiled the V-Stitcher™ 4.4, a comprehensive 3D fashion design and communication solution. The 3D fashion software is designed to cut costs for fashion brands, manufacturers, and merchandisers while expanding their customer base to new diverse sectors.

The leading brands of the sportswear industry as well as major players in the lingerie sector have placed their trust in the product and are seeing increased efficiency results. The fashion brands, already using Browzwear's software, report a 70% decrease in sampling costs. The brands attest that V-Stitcher allowed them to cut product-to-shelf time in half. V-Stitcher 3D design and communication technology allows for, less travelling expenses, less prototypes, and less samples, not only reducing expenses but also minimizing fabric waste. Browzwear's solutions are both economically beneficial to the fashion industry and in line with the company's green agenda.

Browzwear's approach to 3D fashion design and communication software is led by a profound acquaintance with the needs and trends of the fashion industry. Browzwear's CEO, Aviela Sherbu-Cohen, a fashion industry veteran says; "The executives at Browzwear have decades of experience in the fashion industry and we know that during tough market climates, the fashion industry needs to embrace cost-effective solutions with increased efficiency. Unnecessary expenses have to go and inefficient ways of working need to be changed." She adds; "V-Stitcher implementation by companies and international brands is moving forward steadily"

What's New in V-Stitcher 4.4

V-Stitcher™ integrates conventional design techniques, empowering them with real-time, true-to-life 3D CAD technology. New anatomically correct avatars (3D Human models) of various ages from infancy to adult, with various body anatomies have been added to V-Stitcher. This allows more product lines, catering to a wider base of customers in such diverse market sectors as children apparel, pregnancy wear, sportswear, and lingerie. V-Stitcher is also endowed with a faster-than-ever 3D simulation engine. The software boasts enhanced fabric thickness support and smoothing capabilities, alongside fabric testing methods for a more lifelike presentation of the garment. Improved presentation and design capabilities enhance the entire product development experience, from concept to shelf making it faster and more intuitive.

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COADE Releases PVElite 2009 with Updated ASME Vessel Codes and Other Enhancements

29 January 2009

COADE announced the release of PVElite 2009, the company's software for pressure vessel and heat exchanger design and analysis. Code updates include ASME Section VIII Div. 2 2007 A-08 and its databases, the ASME Code 2008 updates, and British and EN code material updates. Also included are ASME VIII-1 Appendices 1-10 and 1-9 and improved ASME Division 1 Nozzle MAWP calculations. New Chinese structural steel capabilities have also been added.

New productivity features in PVElite 2009 include the modeling of round, circular and square vessel

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clips for different loads and the ability to use ANSI flanges for heat exchanger analysis. This latest edition also adds a flange design option, new MDMT calculation configurations, support lug analysis for hydrotest cases and updated and faster 3D graphics. Details on updates in PVElite 2009 can be found at <http://info.coade.com/content/PVEliteRelease>.

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Delcam CRISPIN Launches New Software for Orthotics Design and Manufacture

29 January 2009

Delcam CRISPIN has launched a new version of its software for the design and manufacture of orthotic insoles. The most obvious change has been the division of the software into two programs – OrthoModel and OrthoMill for design and manufacture, respectively. A number of new functions have also been added in response to requests from the various orthotics companies that are supporting the development of the system.

The division of the software into two programs has increased the 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, even those having no previous CAD/CAM experience.

The main addition to the program 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 foot 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.

Although many customers are expected to use both OrthoModel and OrthoMill, the two programs also 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.

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 industry that are already enjoyed

by other areas of footwear manufacturing.

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Geometric Releases Version 1.2 of 3DPaintBrush™

27 January 2009

Geometric Limited announced the release of **3DPaintBrush™** version 1.2.

3DPaintBrush is a visualization and rendering tool that helps create near photo-realistic images, animations, and videos from 3D models in real-time. It can be used to repurpose 3D models and create digital content for architectural and interior design, industrial and product design, presentations, marketing collateral and for many other applications.

3DPaintBrush version 1.2 provides additional file type support and new user-friendly functionalities including:

- Native support for Rhino (*.3dm) models
- Support for importing Camera Animations & Active Camera from SketchUp models
- Reuse textures by saving them through the 'Add to My Textures' feature
- Support for maintaining aspect ratio while exporting images
- Box Zoom functionality to zoom into a part of the model, and Box Select functionality to choose and modify multiple objects at the same time
- Taskbar Shortcuts & Hotkeys for better usability

Please visit www.3dpaintbrush.com for more information.

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Infor Helps Apparel Manufacturers Keep Pace with the Speed of Fashion

26 January 2009

Infor announced an enhanced version of Infor PLM Runtime, its comprehensive product lifecycle management software for manufacturers in the apparel and footwear industries. The latest version of PLM Runtime has standard integration capability with client-side Microsoft Outlook® to enable a collaborative design environment across the supply chain without heavy IT overhead and help companies get new products to market faster.

PLM Runtime's integration with Outlook mail improves an apparel and footwear manufacturer's ability to design new products and collaborate with suppliers by allowing users to share drawings and style information via e-mail from the PLM software. Suppliers and partners are able to review the information, make changes and efficiently respond to the original user, who can reconcile the changes in PLM Runtime.

"Where apparel companies used to introduce new products only once a season, they are now continually bringing new products to the market to keep up with the ever-changing styles and trends that consumers demand," said Rory Granros, director, solution marketing, process industries, Infor. "The enhancements to PLM Runtime enable apparel and footwear manufacturers of all sizes to collaborate with suppliers in

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the product design process so that they can keep up with the speed of fashion, while keeping IT costs low, which is especially crucial in a down economy."

Additional enhancements in PLM Runtime version 4.7 include improved usability and functionality. The software has increased color capabilities to help in the design of products with multiple color schemes, and users of the system are now able to take advantage of tree menus which simplify the location process for multiple articles.

Infor PLM Runtime is available in English, French, Italian, Dutch, German, and simplified Chinese. For more information, see http://www.infor.com/product_summary/plm/runtime/.

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Intergraph® Will Now Offer DNV Early Ship Design Software

29 January 2009

[Intergraph®](#) will now resell DNV Software's Nauticus Early Design software as part of its integrated SmartMarine® Enterprise solution to speed ship and offshore platform design and increase accuracy by transitioning from the conceptual design and rules calculation phase to detailed and production design without the need to remodel.

Nauticus Early Design, which is based on Intergraph's SmartMarine 3D development platform with additional stringent DNV classification rule calculations modules for the marine industry, is a complete package for ship early design integrating 3D CAD and ship analysis systems.

It combines new-generation 3D modeling and drawing generation which are integrated with the well-established analysis capabilities of Nauticus Hull for class rules check and finite element analysis, Sesam and GeniE. The system's advanced rule engine allows knowledge-based marine engineering, a high degree of automation and elimination of repetitive modeling tasks which contributes to shortened lead time and increased quality of the design.

Early Design rule calculations are needed to receive class approval signifying that the offshore platform or ship construction proposed is of sound engineering and therefore applicable for insurance purposes. The rules are based on more than 100 years of experience gathered by the class societies.

Leveraging Intergraph's advanced development platform, Nauticus Early Design and SmartMarine 3D require no manual interface, allowing users to transition directly from conceptual design to detailed and production design, without the need to remodel ensuring design consistency and single entry of information.

Manual interfaces and remodeling require additional design time and contribute to errors. However with the Nauticus Early Design and SmartMarine 3D, customers can work completely in a single model and therefore ensure consistency in design, accuracy and the single entry of information.

"Our rules calculation and analysis modules combined with Intergraph's design platform provide an exceptional architecture to enable ship and marine designers to have a powerful new way to ensure safe designs with the speed necessary to meet today's demanding production deadlines" said, Elling Rishoff, managing director, DNV Software.

Gerhard Sallinger, Intergraph Process, Power & Marine president, said, "Our expanded alliance with DNV, one of the world's leading class societies, continues our commitment to our growing ship and offshore customer base and to delivering increased productivity to provide our customers a competitive

edge.”

Intergraph will offer Nauticus Early Design under a reseller agreement with DNV Software, an original equipment manufacturer (OEM) for Intergraph’s SmartMarine 3D design software.

About DNV

Det Norske Veritas (DNV) is an independent foundation with the objective of safeguarding life, property, and the environment. As a leading international provider of risk management services, it has a staff of more than 8,000 operating from 300 offices worldwide.

DNV Software is a commercial software house in DNV, serving more than 3000 customers in the maritime, offshore and process industries. DNV Software is a market leader in the development of design, strength assessment, risk, and information management software.

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Invention Machine Unveils Goldfire 5.0 to Accelerate and Sustain Every Day Innovation

27 January 2009

[Invention Machine](#) announced the launch of Invention Machine Goldfire 5.0 – new task-based innovation software that will accelerate innovation initiatives and help engineers innovate on a daily basis. It will allow managers and users to track enterprise-wide innovation trends and programs in real time. The company also announced that Goldfire users will get unlimited access to online computer-based training courses, including the new Goldfire 5.0 courseware, at no additional cost.

Goldfire 5.0’s new user interface provides a flexible approach to innovation as it enables users to navigate through more than a dozen critical innovation tasks — from designing new products and fixing defects to identifying new market opportunities and analyzing technology trends. It allows innovators to define their own innovation tasks, based on the level of problem they are looking to solve, from root cause analysis and function modeling to technology evolution and trend analysis.

In addition, Goldfire 5.0’s innovation metrics give executives and managers a snapshot of the company’s innovation landscape, trends and program successes as well as detailed view of specific projects with the click of a button.

“Companies are under tremendous pressure to deliver market leading products quickly and cost effectively,” said James Todhunter, chief technology officer, Invention Machine. “With Goldfire 5.0’s task-based innovation approach, companies can easily operationalize every day innovation and deliver the right products the first time, consistently.”

This new innovation platform is designed to connect knowledge workers with specific innovation tasks and appropriate workflows. For example, if users are looking for new market opportunities for an existing technology, the software will show users what to look for and expected results as well as guide them through the appropriate steps – from identifying core competencies to analyzing market opportunities. It features the Goldfire Desktop – a dynamic widget that sits on the desktop and details tasks and projects as well as brings the power of Goldfire to the users, even when they are not actively working within the software.

Goldfire 5.0 was designed in collaboration with Invention Machine customers primarily to address their innovation needs and business priorities. Invention Machine engineers also studied customers’ innovation ecosystem to better understand the environment in which Goldfire operates and researched

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usability needs. Participating companies include Lifetime Brands, Baxter Healthcare, ConocoPhillips, Hexcel, Interface and Whirlpool.

Based on customer feedback, Invention Machine has also updated and extended Goldfire courseware to reflect the innovation tasks in release 5.0. All new and existing e-learning courses are being offered to users on active maintenance at no charge.

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ITI TranscenData Releases CADIQ 6.0

27 January 2009

ITI TranscenData announced the release of CADIQ 6.0 as the latest edition of its 3D CAD model validation and product data quality product. CADIQ identifies shape and fit problems and validates 3D CAD geometry, part features definitions and assembly product structure.

Quality issues and introduced changes discovered by CADIQ often affect reusability of engineering data in downstream processes such as analysis, manufacturing and data migration. Validation leads to a deeper understanding of a company's CAD system revision, data exchange, legacy CAD data remastering, feature based translation or product configuration processes. Without CADIQ validation, interoperability issues often go undiscovered, pose greater challenges to simulation or manufacturing groups and typically require rework to the model or assembly. This results in costly production and time-to-market delays.

Adobe 3D PDF Reports

With CADIQ 6.0, users can now take validation results and publish into 3D PDF reports to enable free distribution of validated product models. 3D PDF is developed by Adobe and includes full CAD and product structure data from most major CAD formats. Users that do not use CADIQ can now have access to CAD model quality or side-by-side validation results.

CADIQ users can generate 3D PDF reports through automatic generation during a CADIQ controller/analysis session or from the CADIQ viewer. Within the viewer, users create custom views that mark-up an active session and capture the product model, viewpoint, diagnostics, diagnostic markers and comments associated with diagnostic views. Examining diagnostic results within a 3D PDF is done through a combination of menu options at the top of the report, dynamic 3D PDF mouse and keyboard commands or through attachments to the report.

CADIQ generated PDF reports can be opened with Adobe Acrobat for further editing, mark-up, attachments and more options such that core CADIQ 3D PDF reports can be combined with other PDF based needs. Once a 3D PDF report has been enhanced via Adobe Acrobat, it can again be saved and opened by users of the free Adobe Reader product.

Validation Technology with Process Expertise

There is an assortment of quality checking and validation technologies in the market but few come backed with the expertise to understand customer needs and deploy a robust solution. CADIQ validation technology combined with validation methodologies provides a predictive element early in the design process by allowing companies to interrogate product models for conditions that could cause problems for simulation or manufacturing groups. This early warning capability empowers the design group to proactively change models and avoid the delays that are created by adding by more work to downstream

processes.

"ITI TranscenData shapes its validation project management approach to fit the client's quality initiative, management policy or product development approach. ITI adheres to a flexible set of guidelines to ensure successful delivery of the solution within the time and budget constraints." says Doug Cheney, CADIQ Product Manager and CAD Interoperability Consultant at ITI TranscenData. "When comparing and validating a set of 3D CAD models, ITI validation methodologies combined with CADIQ technology are the electron microscope of CAD. These processes not only automate the inspection and validation functions, but also identify problem areas in the model that cannot be detected by the human eye. The result is significant workflow improvements and confidence in the integrity and value of an organization's engineering data."

Additional Enhancements:

- Updated quality and validation analysis technology based on advanced face matching
- 3D PDF creation with custom views, diagnostic highlights and synchronized side-by-side CAD models
- Direct assembly analysis (no flattening) for CATIA V5, NX, Pro/Engineer, SolidWorks, Parasolid and STEP
- Assembly structure quality diagnostics
- Transparency highlighting graphics display option
- Expanded and reformatted help documentation
- 3D mouse (SpaceBall & Explorer) support
- Improved batch analysis performance with CAD session reuse
- Up to date CATIA V4.2.5, CATIA V5R19, NX6, NXI6, Pro/Engineer WF4, Parasolid 19 support in addition to most older/legacy CAD formats
- Pro/ENGINEER nested family tables support
- New Tooling Diagnostics such as "Narrow Space Between Solids"

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MADYMO by TASS-safe Added to Altair's HyperWorks Enabled Community

27 January 2009

[Altair](#) announced the addition of the MADYMO suite from TASS-safe, a leading provider in advanced software solutions to enhance human safety (<http://www.tass-safe.com>), to its HyperWorks Enabled Community (HWEC). This will bring the total applications available under the HyperWorks platform to 49, including 21 third-party software applications. HyperWorks customers will be able to download MADYMO Release 7.0, the latest version of the software along with all other available modules, at zero incremental cost using their existing HyperWorks license system at www.hyperworkscommunity.com.

"We, at TASS-safe, are thrilled about our new partnership with Altair because it increases the value customers receive from their existing license purchases. We see this strategic and commercial partnership as a significant advantage for our mutual customers, especially now in these challenging times," said Frank Litjens, director sales & marketing, TASS-safe. "Through this partnership, our

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customers can use all products in the MADYMO software suite via Altair's HyperWorks Units licensing system. In particular our FE-Harmonization products are priced very attractively under the Altair licensing system. These FE-Harmonization products enable the use of MADYMO occupant safety technologies in conjunction with RADIOSS to predict the performance of an entire vehicle (including occupants) during a virtual crash simulation. Apart from the technical and commercial advantages, this partnership also further strengthens TASS's market position and provides new opportunities for future growth."

The addition by Altair of third-party applications such as MADYMO provides customers with more software options to diversify and increase their return on investment in HyperWorks Units, and provides TASS-safe with the opportunity to gain added exposure and marketshare.

MADYMO is the worldwide standard software for occupant safety analyses and design optimization. With MADYMO an occupant safety system can be designed, thoroughly analyzed, and efficiently optimized early in its development process. Users thereby reduce the need for prototype testing and minimize the risk of design changes late in the development process. The use of MADYMO can therefore lead to significant reductions in costs and time-to-market. The MADYMO suite is comprised of three main components: the MADYMO Multi-Functional Solver, MADYMO Dummy Models and MADYMO WorkSpace (pre- and post-processing toolset).

HyperWorks is a suite of enterprise analytic applications that includes statistical, database, visualization and simulation software to help companies make better business decisions. Its patented HyperWorks Units licensing technology allows users to transparently share software licenses globally across a broad suite of applications. Customers can operate all applications under their existing HyperWorks licenses, increasing flexibility and the value of their investment.

"TASS-safe and Altair share many clients around the world," says James R. Scapa, Altair chairman and CEO. "The addition of the MADYMO suite to the HyperWorks Enabled Community extends Altair's commitment and leadership position in the crash and safety industry. The HyperWorks platform, including MADYMO, RADIOSS and many other Altair and partner solutions, offers tremendous value to our customers."

In addition to MADYMO, popular third-party enterprise analytics applications already available for download in the HyperWorks Enabled Community (<http://www.hyperworkscommunity.com>) include DesignLife from nCode, FEKO from EMSS, FEMFAT from Magna, SC/Tetra from Software Cradle, CFD++ from Metacomp, DSHplus from FLUIDON and solidThinking.

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NGC® Leads the Way in Helping Retailers and Brands Collect and Manage Information for New 10+2 and CPSIA Requirements

28 January 2009

It's a perfect storm of new regulatory requirements for the retail and apparel industry: the 10+2 Importer Security Filing (ISF) requirements took effect this week, followed by the new Consumer Product Safety Improvement Act (CPSIA) regulations on Feb. 10, 2009.

Apparel and footwear brands and retailers, who have already slashed jobs in response to the weak economy, must now meet these regulations with far fewer people. For an industry that is struggling to respond, however, NGC® (New Generation Computing®) has an answer: enterprise-wide, web-based

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strategic solutions that can help companies collect, maintain and share the information that is needed for 10+2 and CPSIA.

The 10+2 requirements, formally known as the Importer Security Filing and Additional Carrier Requirements, mandates that companies transmit an Importer Security Filing that contains 10 data elements with extensive information, 24 hours before goods are loaded on a U.S. bound vessel. The CPSIA regulations establish new product safety and testing guidelines for children's products, along with footwear and apparel. Manufacturers must have certified test results to prove that their goods comply with CPSIA -- or the products must be pulled from retailer shelves and destroyed -- "a nightmare scenario," according to the American Apparel & Footwear Association.

NGC's e-PLM for Product Lifecycle Management and e-SPS for Global Sourcing and Visibility are ideal tools for retail, apparel, footwear and fashion companies that must now collect and maintain data to support these stringent requirements. NGC's web-based, enterprise systems connect global trading partners throughout the global supply chain, allowing companies to:

- * Collect, maintain and manage information needed for 10+2 ISF filings
- * Share the 10+2 information with those transmitting the ISF
- * Issue alerts throughout the supply chain regarding 10+2 records and CPSIA test results
- * Notify import managers with the 10+2 details of each shipment
- * Share information throughout the supply chain on CPSIA testing e-PLM and e-SPS cover every step of the complex design/production process - from design concept through sourcing and product quality, to receipt at the DC -- with a web-based solution that centralizes information, enhances collaboration, and streamlines workflows. The information for both 10+2 and CPSIA certification is collected in e-PLM and e-SPS, helping companies to more easily meet the new regulations without adding lengthy delays to the product lifecycle or hiring additional staff.

"[NGC](#) is proud to take a leadership role in helping our customers manage the complex information that is required for 10+2 and CPSIA regulations," said Mark Burstein, vice president, NGC. "Our software solutions can help ease the burden of meeting these regulations while also helping companies improve gross margins, lower their costs and streamline operations - the keys to not only surviving but gaining market share in today's turbulent economy."

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OptiTex and C-DESIGN Offer Fashion Customers a Broader Scope of Software Solutions

22 January 2009

[OptiTex](#) creates yet another powerful relationship with C-DESIGN®, a Paris-based software company delivering solutions for fashion design and technical packs. The strategic cooperation between OptiTex and C-DESIGN® allows distributors worldwide to offer both lines of software for the fashion and textile industry.

"Our new alliances with companies such as C-DESIGN®, further validates the unique advantages of our software," states Ran Machtinger, President and CEO of OptiTex, Ltd. "The new cooperation with C-DESIGN® is a great step into the European market for OptiTex. Both companies are well established in the fashion world and we are certain that by combining marketing efforts' both designers and manufacturers will benefit."

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OptiTex's CAD/CAM software is used in countries from Argentina to Vietnam. Its creativity-enhancing package provides a fully customizable onscreen environment to facilitate the creative process by using either 2D or 3D models that can be adjusted for a wide variety of body types. Designers are able to see how different fabrics will move before the first piece of fabric is cut.

C-DESIGN® delivers software solutions that cover all the process of creation from Design, Technical Packages to Visual Merchandising and Collection Plan.

Built specifically for the fashion industry, C-DESIGN Fashion® allows designers and graphic designers to create their collections thanks the best design tools. With C-DESIGN Fashion®, pattern makers and product managers create the specification sheets for each product of the collection and merchandisers have also access to tools to create window displays and merchandise presentations. C-DESIGN Fashion® offers more than 18,000 existing designs for women, men and children including lingerie and swimwear. [C-DESIGN Fashion®](#) is a solution that enables customers to bring their collections to market faster and more cost-effectively than ever before.

“C-DESIGN® has enabled designers such as ZARA, PIMKIE and OKAIDI to create high-fashion, ready-to-wear collections in record time. Cooperating with OptiTex is a promising move to insure our clients achieve top solutions for their needs and also to offer the most innovative and complete solution to the textile industry, states Patrick Abbou, CEO of C-DESIGN®. "OptiTex delivers a time and cost effective solution for designers such as Hugo Boss, Zorana Kozomara, and Orient Craft, - so it is the natural step for us to combine the expertise of both companies on behalf of our customers.”

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Partners Continue to Expand Oracle Accelerate with New Solutions Available to Midsize Organizations Around the World

27 January 2009

As the demand for affordable, quick-to-deploy software applications continues among midsize organizations, Oracle today announced that partners around the world are delivering new Oracle Accelerate solutions.

Oracle® PartnerNetwork Certified and Certified Advantage Partners are creating pre-packaged bundles that pair Oracle Applications with partner knowledge of specific industries to deliver rapid, fixed cost implementations.

Today, partners are leveraging Oracle's JD Edwards EnterpriseOne to provide midsize industrial manufacturing companies around the world with the capabilities to reduce costs and maximize productivity on the manufacturing floor.

Additionally, partners in Europe are delivering the first Oracle Accelerate solutions based on Oracle's Agile Product Lifecycle Management (PLM) as midsize manufacturers seek industry-specific PLM solutions that offer a lower total cost of ownership and provide best practices to enable innovation.

With a total of 230 total solutions in market offered by 129 partners, Oracle Accelerate today spans 53 industry segments within 19 industries available in 33 countries.

The following partners have released Oracle Accelerate solutions in their regions and across their respective industries: 2E2, AST, Axelion GmbH, Axline, Bluestar, Brij, CONSIT, CS SYSTEMES D'INFORMATION, Dataweave, Delexian, e-Frontech, Shanghai Elitesland Software System Co., Ltd.,

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Ennovative, ERP Soluciones, GN Informatica Srl, HQS Consultoria em Sistemas S/C LTDA, IBM Business Consulting Services (Belgium), IBM Netherland NV, ICE CONSULTING COMPANY LIMITED, MII, Minerva Group A/S, Ness Czech, OPM BVBA, Quistor.com International B.V., Steltix GmbH, SYSteam Applications AB, Systems Plus and Zanett.

Supporting Quote

“By using the tools and industry-focus of Oracle Accelerate, we can improve our customers’ time-to-value and enable a quicker ROI,” said Jeff Copper, Managing Director – JD Edwards Applications, Zanett. “With Oracle Accelerate, we’ve seen as much as 20-25 percent decrease in implementation time, which is a market differentiator for us in these economic times.”

“IBM sees Oracle Accelerate as a powerful approach to empower midsize companies with industry-specific application bundles that affordably solve real business challenges - especially during the current economic climate,” said Glenn Steinberg, IBM GBS Worldwide and Americas Oracle Practice leader.

Supporting Resources

[Oracle Accelerate](#)

[Oracle Accelerate Partner Solutions](#)

[Oracle Extends Partner Enablement Commitment with Oracle Accelerate Academy](#)

[Oracle Midsize Customer Success Stories](#)

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Planview Announces Exclusive Partnership with Strategic Harmony

27 January 2009

[Planview](#)® announced its partnership with the brand and product strategy firm, Strategic Harmony® Partners. As the exclusive Strategic Harmony product licensee partner, Planview is positioned to help product-focused organizations map their offerings to brand strategy, with metrics that better align products with customer needs and help insure that every product development dollar builds value, whether during economic recession or growth.

Brand value, measured by calculating how much of a company’s earnings are not attributable to tangible assets, makes up a majority of leading companies’ market value, as once again documented in the most recent Best Global Brands study by Interbrand. Analysis by McKinsey & Company further demonstrates that strong, well-leveraged brands positively impact shareholder value by producing higher returns.

New products, and enhancements to existing offerings, play a central role in determining how customer experience drives brand value. The challenge facing many companies is that product development strategy is seldom optimally aligned with brand strategy. Traditionally, product development groups have focused on incremental changes to existing products, and often create new offerings reactively to competitive and market forces. Marketing groups track how the market – consumers and competitors – perceives the company’s offerings in the context of the brand, but in most cases have no objective way to provide actionable input into how strategy for growing the brand should influence the product pipeline.

Strategic Harmony has developed a methodology to help integrate these two domains to drive better products that are aligned with brand strategy, increasing market perception of value and strengthening

brands. This partnership enables Planview to build the Strategic Harmony methodology into its Planview Enterprise portfolio management solution, a demonstration of the Planview dedication to extending the benefits of portfolio management across the enterprise, into product development, marketing, and beyond.

“Partnering with Strategic Harmony will enable us to give Planview customers the tools they need to develop better products more attuned to market demands, by helping them infuse the product pipeline and portfolio analysis process with the science of brand management,” said Patrick Tickle, executive vice president of products, Planview. “This partnership is a natural extension of our commitment to finding new ways to help our customers create value with Planview Enterprise.”

Steven Cristol, founder of Strategic Harmony Partners, will also join the Planview Executive in Residence program, where his deep knowledge of integrating brand-building decision metrics into product development processes will guide the creation of portfolio management best practices.

“I chose to work with Planview not only because of its unparalleled track record of innovation in portfolio management, but also its forward-thinking vision of how to empower customers with more disciplined product development decision-making,” said Cristol. “The Planview commitment to making portfolio management relevant across the enterprise is a powerful context for Strategic Harmony’s approach to aligning strategies and applying brand drivers to the product development process – the missing piece for so many organizations. This partnership will help customers fill that crucial gap and improve business performance.”

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Planview Strengthens Commitment to Delivering the Benefits of Portfolio Management to Product Development Organizations

27 January 2009

Planview announced new portfolio management products and strategic industry partnerships.

The portfolio management discipline is a proven approach, helping organizations effectively balance customer demands against limited human and financial resources. Organizations focused on creating and delivering products – both tangible and intangible – have only recently begun taking advantage of portfolio management benefits to maximize the value of their product portfolios to overcome the challenges of an increasingly competitive marketplace. Applying portfolio management principles to the product development process delivers benefits including:

- Optimization of the product mix by mapping products to innovation strategy
- Improved time to market by effectively managing resources for efficient product delivery
- Mitigated risk in delivering quality, customer-focused products to market
- Managed lifecycle costs of the product portfolio

Planview is the sole market-leading portfolio management vendor to natively support product development and management within a dedicated solution, which is the only one to tie enterprise strategic goals to the product roadmap, the execution of the projects to deliver that roadmap, and the management of the product portfolio.

Eric van Gemeren, vice president of research and development for Flowserve, sees the benefits. “The

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Planview portfolio management solution helps us ensure we're focused on the right product development programs, meet our product launch dates, and maximize revenue growth and margin expansion from new products. The product management solution is uniquely designed to overcome challenges product development groups face every day."

The Planview approach inspired the creation of new products and enhancements to existing offerings including:

- The new Planview Enterprise Product Portfolio Management application, a purpose-built addition to the Planview Enterprise portfolio management application suite
- The new Requirements Management offering, which links requirements to revenue and customer-driven features
- The enhanced Planview Enterprise Insight Analytics, which makes actionable product development and launch information accessible throughout the enterprise

The Planview Product Development solution has led to the creation of new partnerships, and extensions of existing relationships, with leaders in the product development space. These include:

- A new, exclusive partnership with Strategic Harmony®, an industry innovator in aligning products with brand drivers
- PRTM, a global management consulting firm, which is in process of validating that Planview Enterprise can be configured to support its Product And Cycle-time Excellence® (PACE®) framework for product innovation and development
- Stage-Gate, Inc., as defined in the previously announced certification of Planview Enterprise as Stage-Gate Ready

Planview Enterprise Product Portfolio Management, the Requirements Management Process Accelerator for Planview Enterprise, and the new version of Planview Enterprise Insight Analytics will be generally available with the release of Planview Enterprise 10 at the end of the first quarter of 2009.

Learn more about Planview Enterprise product portfolio management offerings at <http://www.planview.com/pdpm>.

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Professional CAD Software for Rent from ASCON

26 January 2009

ASCON Group, developer and integrator of Professional CAD solution for 3D Modelling, 2D Drafting and Design - KOMPAS-3D, is now presenting a new Program for CAD-users „Professional CAD Software for Rent“.

Nowadays it is especially important for industrial enterprises, as well as for individual designers and engineers to pay particular attention to the budget spending and to manage corporate or individual resources effectively. ASCON offers a program which is able to help to use the downturn as an advantage - professional, powerful and what is very timely now cost-effective CAD softwares for rent: KOMPAS-3D from 75 euro per month and 2D Design solution, KOMPAS-Graphic from 30 euro/month.

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The rental offer to allow customers choose the period of usage the latest full-functional MCAD solution for Parametric 3D Solid Modelling, 2D Drafting, Design and Release of Documentation and to pay only for required, really used time. KOMPAS-3D also includes BOM Wizard for creating of different types of customized BOMs, Template Manager for creating, maintaining and use of customized template libraries, Import and Export opportunities for data exchange with third-party software solutions, build-in interactive learning system KOMPAS-ABC, which considerably to simplify process of CAD learning, export to eDrawings Professional - viewing and publishing application for easy interacting with all departments involved in product development cycle. KOMPAS-3D rental offer also suggests free support and upgrades during rental period.

The rental period can vary from 3, 6, 9 or 1 Year KOMPAS licenses. After an expiring of any rental period customer may prolong it for 1 or more month or upgrade KOMPAS to permanent license at a difference of rental price and valid full price of local temporary professional version.

To request your KOMPAS License for Rent please contact us at contact@ascon.net

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SolidWorks 3D ContentCentral 2009 Blends Social Media and Self-Publishing Into Community for Sharing Design Knowledge

28 January 2009

Already the largest online community of engineering parts, suppliers, and buyers, the [3D ContentCentral](#)® service today also became the easiest to use by becoming the first to embrace self-publishing and social networking, Dassault Systèmes [SolidWorks Corp.](#) announced.

3D ContentCentral 2009, the newest version of the online service, includes an array of self-publishing tools that enable suppliers to build vast catalogs of 3D models by simply clicking a mouse. New social networking tools let 3D ContentCentral users build Facebook-like communities of members for sharing knowledge on components and suppliers.

More than 450,000 registered users use 3D ContentCentral to find configurable models of engineering components from hundreds of suppliers. With this upgrade, DS SolidWorks is transforming 3D ContentCentral from an online catalog to an interactive online community where product designers and suppliers can exchange information on an infinite range of design issues.

“Before 3D ContentCentral 2009, users and suppliers who communicated through online catalogs were restricted to exchanging CAD data,” said Fielder Hiss, director of product management at DS SolidWorks. “Now, with the social networking features we’ve added to 3D ContentCentral, they can have real conversations, compare their knowledge and experience, and help each other make better buying decisions. At the same time, the self-publishing options will attract more suppliers, which gives users a wider range of parts to choose from. We’ve already had 100 suppliers register to use the self-publishing options.”

Self-publishing innovations

3D ContentCentral’s new Supplier Services self-publishing section eliminates the cost and technical barriers to creating online catalogs of engineering parts models. It enables suppliers to create their product catalogs without relying on a third-party service provider. Among the key features of Supplier Services are:

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- Embedded content management tools: a file upload program, content manager, supplier dashboard, and model preview and edit pages. They enable suppliers to build, update, and maintain catalogs.
- Streamlined supplier catalog templates and a check-box option for “featureless” downloads of supplier models that protect their intellectual property by hiding it from users.

John Hartnett, president of Pittsburgh-based Vacuum Research Corporation, has long recognized the value of a Web presence for his company's valves, fittings, and gauges, but balked at the time and effort required to put 3D models online. 3D ContentCentral 2009's ease of use has swayed him to start an online catalog.

"Getting the models online isn't such a huge burden on the engineering people with 3D ContentCentral 2009," he said. "It's not a lot of extra work; it's just organizing what we already have in a different way."

Social networking for design knowledge

3D ContentCentral 2009 features a revamped “My 3DCC” page that enables users to build communities for trading knowledge and experience. Among the key new features are:

- “My Updates”: Automatically keeps users up to date on everyone in their community of contacts. For example, it notifies a user when a contact uploads a new 3D model, or contributes a comment to an online discussion.
- Favorites: Lets users track specified users and parts catalogs without inviting them to become a contact.
- Rate and Comment: Enables users to collaboratively evaluate model quality and share their experiences with one another.
- Requesting: Gives users a direct channel to suppliers so they can ask for modifications and new designs.
- Maps to Suppliers: Google Maps integration in the search options helps users find the nearest component suppliers and OEMs.
- Advanced Search Tools: Helps users find content more efficiently using guided navigation.

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Zuken Tackles Time to Market Challenge Head On with CADSTAR Schematic Free Download

27 January 2009

Zuken recognizes that time to market is a critical factor in the day to day work of design teams within the product development process. To support this the development team for CADSTAR, Zuken’s PCB design solution, is inviting design engineers to experience the latest CADSTAR Schematic Design Tool and Library Editor as a free download for a limited period of time, commencing January 5, 2009 until 31 March 2009. This unlimited and non expiring copy of CADSTAR 11 Schematic Design Tool will allow the whole design team to explore the benefits of CADSTAR’s integrated design flow opportunities.

Zuken’s customers advise the designs themselves are becoming more and more complex, to the extent that passing on critical design information between the members of the design team, each often using individual design tools, can be time consuming and allows design errors.

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The major problem is that “right first time” design, communication and data transfer are needed in a single environment. Zuken’s CADSTAR design tool operates so the design teams can process their designs through one single design tool environment, and thus maximizing their operational costs and efficiency.

One design Graphical User Interface (GUI) between the different design tools provides important benefits including; ease of use, programmable function keys, consistency between Schematics, PCB and Library, re-use proven designs and passing of design constraints (such as impedance, length, delay, diff pairs, topology etc).

The free download is available via our website www.zuken.com/CADSTAR and to download the software you will need to provide a MAC address reference to obtain your license.

In conjunction with this latest release of CADSTAR Schematic 11 Zuken also created the 'Do-It-Yourself' manual to guide you through the schematic design process and help you evaluate the potential of CADSTAR Schematic. On www.zuken.com/CADSTAR you will also find the latest PCB design evaluation software CADSTAR Express 11.

About CADSTAR Schematics

CADSTAR Schematics contains a host of user friendly features including

- Constraints-driven technology, in order to produce complex PCB designs by defining, manipulating and obeying constraints early in the schematic design process. Abolishing the need for the PCB designer to enter these manually with the verbal or written assistance of the engineer.
- Error-free transfer to PCB
- Engineering change orders (ECOs) are easily forwarded and back annotated between the Schematics and PCB design
- Cross probing between applications
- Version control to determine whether the parts, components, and symbols are the latest version available from the components library; also ensures integration into the supply chain
- Design re-use allows re-use of proven and tested logical circuits, typically used for:
 - Power supplies
 - RF designs
 - Multichannel designs (I/O, drivers etc.)
 - Via fan-out and decoupling structures on high pin count devices
- Multiple filtering fields for searching the library
- Drag and drop symbols into designs

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- Intelligent busses
- Auto connect symbols
- Schematic Symbol Creation wizard to output multiple gates
- Sheet Signal References for easy browsing through the hierarchical schematics
- Hide pins when a symbol is connected
- Highlight unconnected pins in schematics providing an easy overview for engineers to identify any forgotten pin connections
- Highlight nets using multiple colors
- Positional symbol rename in schematics
- Intelligent native PDF output for documentation
- Customizable Report Generator to output Bill of Materials or any other information as required
- Additional products are available such as:
 - The Variant Manager allows the designer to change any parts to match all the different product and international requirements, storing all the information in a single CADSTAR Schematic and PCB design
 - Interfaces with spice simulators
 - CADSTAR FPGA synchronizing FPGA and PCB design



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