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## Top Stories

### ***HP and Siemens PLM Software Simplify, Accelerate Adoption of Product Life Cycle Management Solutions***

20 April 2010

HP and Siemens PLM Software announced a global agreement allowing the companies to accelerate client adoption of software and services that reduce the time needed to implement PLM projects.

Also at Hanover Fair, the world's leading trade show for industrial automation, the companies announced their collaboration with Malaysian automobile manufacturer Proton Holdings Berhad (Proton) in support of Proton's globalization plan.

As PLM projects become more sophisticated, a growing number of companies require a single prime contractor to take full responsibility of the deployment and financial transaction. The agreement expands the existing relationship between Siemens PLM Software and HP, enabling clients to source PLM software products, hardware and services directly from HP, thereby freeing up resources to focus on the core business.

"Manufacturers need to improve the management of their product life cycles, while cutting costs and increasing quality control," said Sandeep Johri, vice president, Enterprise Business Strategy and

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Industries, HP. "With HP and [Siemens PLM Software](#), companies can redirect technology expenditures from infrastructure and application maintenance to attracting customers in new markets, combating growing supply-chain complexities or adhering to new compliance requirements."

The agreement allows HP to expand its ability to directly sell PLM products and services globally, in addition to designing, developing and deploying complete Siemens PLM Software solutions for enterprise businesses around the world. Joint clients will benefit from a comprehensive range of software and professional services, including consulting and implementation, systems integration and application hosting as well as financing options.

"Siemens PLM Software is thrilled to announce our joint customer, Proton Holdings Berhad, as we announce the expansion of our exemplary relationship with HP to drive further value for our global clients," said Paul Vogel, executive vice president, Global Sales and Services, Siemens PLM Software. "Siemens PLM Software remains focused on not only developing innovative solutions for our clients, but on creating partnerships that help streamline clients' access to those technologies. With our new agreement and HP's presence in key target markets and industries, we can help deliver a comprehensive range of PLM solutions that help clients turn more ideas into successful products."

Proton works with [HP](#) and Siemens PLM Software

Proton is teaming with HP to implement Siemens PLM Software's Teamcenter® software, which will integrate Proton's product life cycle processes from all related departments such as management, sales and marketing, engineering, sourcing, manufacturing and service.

"As we move on to our business expansion program reaching out to international markets, an integrated and seamless product development solution is crucial to ensure efficiency and productivity of our regional operations," said Dato' Haji Syed Zainal Abidin Syed Mohamed Tahir, group managing director, Proton Holdings Berhad. "The implementation of the PLM solution in our organization will provide the necessary support to manage our products, processes and services from initial concept, through design, launch, production and use, to end of life of vehicle."

The PLM solution also will help Proton to reduce its product costs, enabling it to reuse parts from its previous platform, delivering timely information to sourcing groups for better cost savings, and enabling costs to be managed early in the new product introduction process.

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## ***SAP® Solutions for Portfolio and Project Management Help Turn Ideas Into Reality***

21 April 2010

Companies are constantly under pressure to make smarter, more focused investments and cannot afford to waste resources on ideas that may not come to fruition, especially when studies show that roughly 75 percent of all new products fail to achieve their expected results.(1) Making the right decision when investing in products and services is critical. To help companies have the early insight they need, SAP AG introduced three new additions to the SAP® Product Lifecycle Management (SAP PLM) family, including the SAP® Portfolio and Project Management 5.0 and SAP® Enterprise Project Connection applications and code name "Edison." The software provides a clear view of overall project performance from idea to execution, helping companies deliver products and services on time and on budget. This announcement was made at the SAP Insider PLM 2010 event being held April 21-23, in Milan, Italy.

Ongoing innovation, global price pressure and product liability are some of the challenges many

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businesses must overcome in order to grow, compete and perform in line with shareholder and consumer expectations. Open innovation is helping many companies tackle these issues; however, keeping track of the relevant information and processes can be difficult. SAP Portfolio and Project Management, SAP Enterprise Project Connection and "Edison" can be used separately to address specific issues or together as an end-to-end solution linking ideas and strategy with the necessary project data, workflows and business processes, enabling portfolios and project management to run smoothly from start to finish.

## **Collect and Manage Ideas to Address Customers Wants and Needs**

Understanding what the market wants when it comes to products and services is the key to success. Currently in early adoption phase, "Edison" offers companies the ability to harness the innovation potential inside and outside an organization by providing an open environment for contribution and participation. The solution manages the lifecycle of ideas by integrating with a company's portfolio and product management system, allowing transparency and consistency of the idea management processes while boosting creativity for new innovative products.

## **Comprehensive Enterprise Portfolio and Project Management Improves Profitability**

The new SAP Portfolio and Project Management application helps companies make the right decisions on innovation opportunities early in the development process by aligning activities, resources and budgets associated with new projects and portfolios.

## **Real-Time Information Access Increases Visibility and Eliminates Risk**

[SAP](#) Enterprise Project Connection helps companies better manage time-sensitive project information across their project and portfolio management applications. The solution connects third-party applications and delivers templates that manage critical information, data and workflows within a company's portfolio and project management solution, helping companies to reduce the cost and timeline associated with the deployment of new products and services.

"Continuous product and service innovation is critical for companies to increase profitability and introduce competitive products and services to market quicker," said Hans Thalbauer, vice president, SAP PLM, SAP AG. "SAP provides a unique solution addressing multiple industry needs enabling early identification of opportunities and risks, resource allocation, budget tracking and timeline management, helping companies plan and execute successful projects."

(1) IRI Times & Trends, "2008 New Product Pacesetters: The Role of Innovation in a Down Economy," March 2009

## **Next Major Event: SAPPHIRE® NOW Conference**

With SAPPHIRE® NOW, SAP marks the next evolution of its SAPPHIRE customer conference and networking events, offering SAP customers, partners and prospects even more opportunities to engage in dialogue with peers, participants and thought leaders around the globe. Being held simultaneously in Orlando, Florida, and Frankfurt, Germany, May 17-19, 2010, this enhanced, real-time event will connect attendees on site with global participants through state-of-the-art broadcast studios and a newly designed online experience that incorporates the latest social media and community functionality. Whether onsite or online, participants can gain insight on how innovative business solutions from SAP are enabling long-term, profitable, business growth. For more information about the Orlando show, visit [www.sapandasug.com](http://www.sapandasug.com); for the Frankfurt event, visit [www.sap.com/sapphire/emea](http://www.sap.com/sapphire/emea). Join the conversation via Twitter at [@SAPPHIRENOW](https://twitter.com/SAPPHIRENOW).

(\*) SAP defines business software as comprising enterprise resource planning, business intelligence, and related applications.

Follow SAP on Twitter at [@sapnews](#).

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## Acquisitions

### ***SAP to Acquire TechniData AG***

21 April 2010

[SAP AG](#) announced its intent to acquire [TechniData AG](#), a leading global provider of product safety and environmental, health and safety (EHS) solutions. Through this acquisition, SAP intends to expand its product portfolio as well as its market and thought leadership in sustainability.

Based in Markdorf, Germany, TechniData has been a strategic SAP partner for more than 15 years, and has helped shape SAP's sustainability offerings in the EHS arena. Employing nearly 500 people, TechniData provides systems integration, managed EHS services, regulatory content and software to help companies comply with regulatory challenges in these areas. With SAP announcing its strategic commitment to sustainability in spring of 2009, this acquisition is the next logical step between two companies that are both driven by the belief that sustainability is core to all business processes in the future.

“SAP and TechniData have enjoyed a very productive, long-term relationship, and we are truly excited about joining the SAP family,” said Juergen Schwab, chief executive officer, TechniData AG. “We believe that the scale of SAP's development and field resources combined with our expertise in the EHS and product safety domains can help us bring the value of sustainability to more customers worldwide.”

The [SAP® EHS Management](#) application helps companies address regulatory compliance in the areas of product, plant and people safety. It helps to reduce both EHS risks and compliance cost at the same time, a result unobtainable in traditional labor-intensive and error-prone non-IT-supported compliance processes. The solution is designed to natively integrate into [SAP® Business Suite](#) software.

“Sustainability is about holistically managing economic, environmental and social risks and opportunities. IT can help organizations execute their sustainability strategies in a way that drives short- and long-term profitability,” said Peter Graf, chief sustainability officer and executive vice president of Sustainability Solutions, SAP. “SAP and TechniData share this comprehensive view of sustainability. As a result, our customers enjoy more homogeneity of their IT infrastructure, lower cost of integration, and cutting edge sustainability processes combined with comprehensive analytics and reporting capabilities.”

SAP anticipates that the acquisition will be completed in the beginning of the third quarter of 2010 and will provide additional details about future plans after the closing of the transaction. Terms and purchase price are not publicly disclosed.

### **About TechniData**

TechniData offers solutions for Product Safety and Stewardship, Health and Safety as well as Environmental Performance. The company, which was founded in 1985 and is headquartered in Markdorf at Lake Constance (Germany), helps around 1,600 customers worldwide to shape their

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business processes in a way that is sustainable, efficient and legally compliant. The TechniData portfolio includes process consulting, software, implementation, EHS expert services and knowledge-based content products providing information on laws, phrases, rules and report templates. TechniData and SAP AG have established a strategic development partnership for the SAP EHS Management software solution. In fiscal year 2008, TechniData recorded sales of EUR 64.9 million with a workforce of around 500 in Germany and abroad. The TechniData Group is represented through subsidiaries and branches in Europe, America and Asia. Further information is available at <http://www.technidata.com>.

Follow SAP on Twitter at [@sapnews](#).

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## CIMdata News

### ***CIMdata Announces Date and Location of Its First CIMdata PLM Certificate Program in Great Britain***

16 April 2010

CIMdata, Inc., the leading global Product Lifecycle Management (PLM) strategic management consulting and market research firm announces that the next CIMdata PLM Certificate Program is to be held in Birmingham, United Kingdom June 14-18, 2010. The [CIMdata PLM Certificate Program](#) is the flagship offering of *CIMdata PLM Leadership*—the PLM industry’s most comprehensive non-biased education and training offering for today’s PLM professionals.

The CIMdata PLM Certificate Program prepares PLM professionals at several levels to successfully address the challenges inherent in PLM implementations. This assessment-based certificate program includes an intimate classroom experience, individual and team-based exercises, and individual evaluations of achievement. Additionally, the program provides candidates with intensive and extensive exposure to a team of CIMdata experts. Upon successful completion of the program, each participant receives a CIMdata PLM Certificate and thereby becomes a member of CIMdata’s global *PLM Leadership* community.

“Over the twenty plus years that CIMdata has done work in the UK, CIMdata has found British manufacturing companies to be highly receptive to PLM—its enabling solutions as well as its overall business strategy. We are excited to bring our CIMdata PLM Certificate program to Great Britain, and thus add to the value of the significant number of PLM initiatives that exist throughout the country,” said Mr. Peter Bilello, CIMdata’s Vice President. He went on to comment, “We are keenly aware of the industrial base that exists in the Midlands area as well as its central location, and that is why we have chosen the Birmingham metropolitan area as the program’s location.”

PLM Certificate Program participants can register online for either the 3-day or complete 5-day program. This certificate program is available to industrial companies who are considering and/or implementing PLM, and to PLM technology and service suppliers. The CIMdata PLM Certificate Program is built on CIMdata’s more than 25 years of extensive worldwide experience guiding industrial companies in successfully defining and implementing best-in-class PLM strategies and tactics. Please refer to CIMdata’s website at [www.CIMdata.com](http://www.CIMdata.com) for detailed information on the CIMdata PLM Certificate Program, and to register.

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## *“Dassault Systèmes’ V6 Platform TCO”; A New Report from CIMdata*

20 April 2010

CIMdata, the leading global Product Lifecycle Management (PLM) consulting and research firm released a new report entitled “Dassault Systèmes’ V6 Platform TCO.” This review presents CIMdata’s perspectives on how the V6 platform from Dassault Systèmes’ benefits companies that adopt it in order to support their product design and manufacture processes. Total cost of ownership (TCO) drives PLM deployment strategies by informing organizations about both associated costs and benefits—used to guide both PLM selection and ongoing implementation and rollout. This report presents the business case for an integrated and easily-deployed and used PLM solution set for medium- to large-sized companies. It presents essential components of Dassault Systèmes’ V6 platform suite as such a solution.

The development of the V6 platform is a major event in the evolution of Dassault Systèmes’ PLM offerings. This paper presents the major drivers for why this new architecture is important in the current PLM market space and how it provides tangible and important benefits to, and lowers the total cost of ownership (TCO) of PLM for companies that adopt V6. This paper includes comments from companies that have adopted V6, in addition to CIMdata’s opinion on the value of V6. According to John MacKrell, CIMdata consultant, “Direct feedback from customers that CIMdata interviewed for this report confirms that they are able to lower their overall TCO through key V6 features.” Copies of the “Dassault Systèmes’ V6 Platform TCO” CIMdata report are available [here](#) at no cost.

### **About CIMdata**

CIMdata, a leading independent worldwide firm, provides strategic consulting to maximize an enterprise’s ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding more than 25 years ago, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM enabling technologies. CIMdata also offers research, subscription-based services, publications, and educational services. Visit [www.CIMdata.com](http://www.CIMdata.com) for more information.

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## Company News

### *Autodesk Assistance Program Offers Increased Discount on Inventor for Employers*

21 April 2010

[Autodesk, Inc.](#) announced a new initiative to provide competitive advantage to displaced workers participating in the [Autodesk Assistance Program \(AAP\)](#) and recent graduates entering the workforce.

AAP Participants who have completed Autodesk Inventor certification and downloaded a student license of [Autodesk Inventor](#) software can now bring that license to a new job, at a fraction of the cost to their employer. Employers hiring Autodesk Inventor certified designers and engineers registered in the AAP program can convert their student license of Autodesk Inventor to a full commercial seat, all for the price of subscription and a minimal processing fee, a saving of up to 85 percent over the commercial price. Employers also receive a 25 percent discount on 16 additional products offered through the Autodesk Assistance Program.

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Autodesk is also offering the same upgrade program for Inventor Certified students. Postsecondary graduates who have used free\* downloads of Inventor by virtue of limited-time student licenses can now take that expertise with them to their commercial employer.

The Autodesk Assistance Program currently has more than 15,000 participants worldwide, and was designed to help displaced workers in the architecture, engineering, design and manufacturing industries maintain and develop their [3D design](#) technology skills, and improve their job prospects in a difficult economy.

In a recent survey of Autodesk Assistance Program participants, 75 percent of respondents say employers view software skills as one of the most critical assets in a new employee, second only to experience. In addition, many respondents felt updating their software skills would get more job interviews.

For more information about the Autodesk Assistance Program, contact your [local reseller](#) or contact Autodesk directly at [atassistance@autodesk.com](mailto:atassistance@autodesk.com), or visit [www.autodesk.com/assistanceprogram](http://www.autodesk.com/assistanceprogram).

\*Free products are subject to the terms and conditions of the end-user license agreement that accompanies download of the software.

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## ***CENTECNIA in Spain, Portugal and Italy Joins Aras Partner Program***

19 April 2010

Aras® announced that Catalysis Enterprise Technology & Services Group (CENTECNIA), a PLM professional services provider headquartered in Barcelona, Spain, has joined the Aras Partner Program. Serving organizations throughout Spain, Portugal and Italy, CENTECNIA offers tools, services and support for the selection, implementation and customization of PLM and CAD technologies.

CENTECNIA, a joint venture of America's Integresol and Italy's PLM Systems, leverages more than 20 years of experience to help customers identify, evaluate, select and implement PLM and CAD technologies. The company also offers specialized services for business process management and integration with and between PLM, CAD/CAE/CAM and ERP applications.

“We are very pleased to offer the [Aras](#) PLM software solution suite to our clients across Southern Europe,” said Kevin Landgraf, General Manager of CENTECNIA. “With its robust functionality, full scalability and low cost of entry Aras enables companies to get their PLM environment up and running quickly and expand globally as their business needs evolve.”

“The CENTECNIA team has rich and deep knowledge of the PLM market and products, and they know what it takes to make customers successful,” said Peter Schroer, President of Aras. “We're pleased to have them in the Partner Program and we welcome them to the Aras Community.”

### **About CENTECNIA**

Catalysis Enterprise Technology & Services Group S.L. (CENTECNIA) was born of collaboration between America's Integresol ([www.integresol.com](http://www.integresol.com)) and Italy's PLM Systems ([www.plm-](http://www.plm-)

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[systems.com](#)). Headquartered in Barcelona, Spain, CENTECNIA offers tools, services and support for the selection, implementation and customization of PLM and CAD technologies to small and mid-size companies in Spain, Portugal and Italy. For more information please visit [www.centecnia.com](http://www.centecnia.com)

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## ***Open Text Featured in Microsoft Technology Centers for Governance, Risk and Compliance Solutions***

21 April 2010

Open Text™ Corporation has been working with Microsoft to showcase its ECM solutions for governance, risk management and compliance (GRC) for the Microsoft Office SharePoint Server 2007 and 2010 platforms at select [Microsoft Technology Centers](#) globally. Open Text and Microsoft experts help enterprise customers plan, build and test regulatory compliance solutions to meet a shifting regulatory landscape that increases enforcement requirements, and grows litigation risks and costs.

The Microsoft Technology Centers (MTCs) are collaborative environments in 20 major cities around the world that provide access to innovative technologies and expertise, enabling customers to envision, design, and deploy solutions to meet their needs. These centers offer a complete collection of resources in one place - software, hardware and services, plus Microsoft and partner expertise - and a testing environment where customers can see their desired solutions before deploying them in the enterprise. The goal of the MTCs is to help customers gain maximum value from Microsoft and partner technologies, visualize the fully integrated solution, reduce development time and cut the costs of putting a solution to work.

Currently, Open Text solutions are installed at MTCs in Munich, New York and London (Reading), and will be rolled out in other select centers worldwide in the coming year. As a strategic partner to Microsoft, Open Text has a highly visible presence at MTCs, showing five regulatory compliance related business scenarios that extend Microsoft Office SharePoint Server 2007/2010. Scenarios include:

- eDiscovery and Litigation Readiness
- Information Lifecycle Management
- Electronic Document and Records Management System
- Case Management Solutions for SharePoint
- SAP Interoperability with SharePoint (later in 2010)

In addition to the five business scenarios, resources are on hand at the MTCs to help customers in specific industry segments to tailor solutions for their content management and compliance needs. These industry segments include financial services, public sector, energy and utilities, and oil and gas.

"Governance, risk management and regulatory compliance are big focus areas for us at Microsoft, as companies face a growing challenge to categorize and manage huge volumes of business-critical information and content," said Sai Sireesh, Director, Governance, Risk Management & Compliance, Microsoft. "Our joint customer engagements with Open Text at MTC comprise strategy briefings, architecture design sessions and proof-of-concept (POC) workshops. Customers really appreciate this joint 'better together' integrated approach to industry compliance scenarios and blueprints."

In addition to the five solutions Open Text is showcasing at Microsoft's MTCs, the company also offers

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enhanced web content management for SharePoint, document capture and fax solutions and specialized vertical-market solutions.

For more information on Open Text solutions for Microsoft, go to: <http://www.better-together-central.com/> or <http://www.opentext.com/2/global/sol-products/sol-pro-extensions-microsoft.htm> and [www.microsoft.com/opentext](http://www.microsoft.com/opentext)

Open Text's solutions for Microsoft are offered as part of the Open Text ECM Suite. The ECM Suite brings together the content management capabilities needed to manage all types of enterprise information, including business documents, vital records, Web content, digital media such as images, audio and video, email, forms, reports and more. Using Open Text Everywhere, customers can access and work with enterprise content securely from smartphones.

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## Events News

### ***AVEVA Announces New AVEVA World Summit Events***

19 April 2010

AVEVA Group plc announced an exciting change to their conference series with the introduction of the AVEVA World Summits.

The new Summits will become AVEVA's premier customer events held in multiple locations around the world. Delegates to the AVEVA World Summits will still be able to count on the same high quality presentations that they have come to expect over more than a decade from the previous ISEIT and AMUM conferences. The new Summit will continue to focus on strategic business, industry and technology issues critical to the success of existing and future AVEVA customers.

Richard Longdon, CEO of AVEVA said:

"ISEIT and AMUM have been major platforms at which AVEVA presented key strategic updates to its customers and which provided a valuable industry forum. Feedback proves that we have set a very high standard for these events. As our customers evolve their businesses to handle increasing complex projects there is often a blurring of the boundary between Marine and Process, in order to satisfy the requirements of all customers we are bringing industries together to collaborate. As part of our ongoing progression, we have even greater ambitions as we build on past success and launch the AVEVA World Summits for all customers.

"Throughout 2010, AVEVA will also be announcing additional activities and resources under the AVEVA World banner, designed to provide all of our customers with more opportunities to maximise their investment in AVEVA solutions."

The focused two-day Summits will provide delegates with insightful presentations and debate, plus the valuable opportunity to interact with colleagues from other industries through a multi-track agenda that incorporates both Plant and Marine industries.

Each Summit will have a single-track keynote format on Day 1 and a multi-track format on Day 2 covering presentations on Plant, Marine, and information management topics. Delegates will be able to select the track sessions that best meet their needs, while networking with friends and colleagues.

More information on the dates, venues and agendas will be available soon at

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

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## ***CGS to Showcase Integrated Shop Floor-to-Showroom Solutions at SPESA EXPO 2010***

19 April 2010

Computer Generated Solutions Inc. (CGS) is set to showcase its BlueCherry® enterprise software and Leadtec™ shop floor control solutions in the upcoming SPESA EXPO tradeshow and exposition. The CGS exhibit, located in Booth 6042 at the May 18-20 event in Atlanta, will demonstrate how a fully-integrated enterprise can deliver business value for fashion and other sewn products companies.

The recently-released BlueCherry Infinity (<http://www.bluecherry.com>) enterprise software solution will make its trade show debut at this year's SPESA EXPO. This completely redesigned system significantly advances the capabilities and benefits of the company's flagship product by leveraging the latest Microsoft® technologies. BlueCherry provides Enterprise Resource Planning (ERP), Product Lifecycle Management (PLM), Supply Chain Management (SCM), Shop Floor Control (SFC), Warehouse Management (WMS), E-Commerce; Sales Force Automation (SFA); Business Intelligence (BI); and Electronic Data Interchange (EDI) capabilities in a single, integrated solution.

At SPESA EXPO, CGS will also feature its Leadtec (<http://www.leadtec.com>) real-time shop floor control solution. This system helps manufacturers improve productivity, automate payroll calculation, control work-in-process inventory, and more by increasing individual operator performance and enhancing management visibility into shop floor operations. With Leadtec, production employees use individual terminals to account for their time, enter production activity, report problems, and monitor their own performance throughout the course of their work day. The advanced manufacturing management software enables plant managers, supervisors, engineers, production planners, office and support staff to stay on top of all operations, track job status and costs, and react to changing shop floor conditions.

About SPESA EXPO

[SPESA EXPO](#) comprises all segments of the sewn products market, including apparel and fashion, auto and transportation interiors, footwear and accessories, home furnishings and upholstery, safety and protective gear, luggage and leather goods, and other technical and industrial textiles. SPESA EXPO covers the entire concept-to-delivery sewn products lifecycle including design, development, production, and distribution.

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## ***Delcam Prepares to Meet Aerospace Buyers***

19 April 2010

[Delcam](#) will promote its machining and inspection software to aerospace buyers at Aerolink Wales in Cardiff on 28th April. Although best known as a supplier of CAM systems to the toolmaking industry, Delcam has diversified into other sectors in recent years. It is now the leading specialist supplier of CAM software to the aerospace industry; a considerable achievement since this was a sector where Delcam had little market share as recently as five years ago.

The increased popularity of Delcam software in the industry is mainly due to the new emphasis on

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efficiency and productivity within aerospace companies that previously would have simply used the CAM system that came with their choice of CAD software. “With the level of global competition now increasing, those companies are looking at their choice of CAM system much more carefully,” claimed Delcam Marketing Manager, Peter Dickin. “This closer examination often shows that Delcam’s software can give significant savings, both in programming times and in machining times, as well as improving the quality of the finished part.”

Delcam has also seen increased application of its PowerINSPECT inspection software in the aerospace sector. “Quality control is important in many industries but absolutely critical for aerospace manufacturers,” explained Mr. Dickin. “PowerINSPECT has become the world’s leading hardware-independent inspection software by offering an unrivalled ability to compare tooling, prototypes and production parts against CAD models. It is compatible with all the inspection equipment used by aerospace companies, including conventional CMMs, portable arms and optical devices.”

Its growing popularity means that Delcam software has been used, at some stage, on virtually every major aircraft programme in recent years. Delcam’s customers have undertaken projects in all the various areas that go towards producing a successful aircraft, from developing more fuel-efficient engines, to manufacturing airframe components more effectively, and even in designing more comfortable and more attractive interiors. They have worked on all scales of project, from the manufacture of components for UAVs and helicopters up to the production of engines and airframes for the largest passenger and transport aircraft.

Delcam also supports a large number of MRO operations. These companies use the software to enable the fast, efficient repair or replacement of damaged components. By minimising design and manufacturing times, while guaranteeing the highest levels of quality, Delcam systems allow repairs to be completed as quickly as possible, so minimising the lost operating time of the aircraft.

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## ***Delcam’s Latest Machining and Inspection Software in Australia and New Zealand***

22 April 2010

Camplex, Delcam’s Sales Partner for Australia and New Zealand, will demonstrate the company’s latest machining and inspection software at two events next month. The first is the EMEX exhibition to be held in Auckland from 4th to 6th May, where the company will launch the Delcam for SolidWorks integrated CAM system in New Zealand on stand 3025 and demonstrate new versions of Delcam’s complete CAM range.

During the following week, Camplex will be on two stands at the AUSTECH exhibition to be held in Sydney from 11th to 14th May. New releases of the PowerMILL and FeatureCAM CAM systems, plus the latest version of the PowerINSPECT inspection software, will be demonstrated on stand C075, while the Australian launch of Delcam for SolidWorks will take place on a joint stand, B086, to be shared by Camplex and local SolidWorks reseller, Solidtec.

PowerMILL 2010, which will be shown in both countries for the first time, is the first 64-bit version of the software. 64-bit technology removes the memory limitations of 32-bit computers so giving more efficient toolpath generation, especially when machining large or complex parts.

The PowerMILL 2010 release also continues to improve user productivity by extending the use of the latest background-processing and multi-threading technologies available in recent hardware. The

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combination of these two developments is estimated to reduce calculation times by up to 25%, although this will depend on the size and complexity of the part.

More than 50 major enhancements have been included to give faster and easier programming, more efficient toolpaths and better surface quality in the finished parts. These include new strategies for offset roughing, corner clearance, five-axis machining and constant-Z machining, plus more efficient rest roughing, and smoother toolpaths for semi-finishing and finishing.

FeatureCAM 2010, the latest release of Delcam's feature-based CAM system, also takes advantage of the latest hardware to make its unique approach to feature-based machining even quicker. Most important of these developments is support for multi-threading when generating 3D toolpaths. This allows calculations to be spread across multiple cores in dual- or quad-core computers. Average time savings are around 25% on a dual-core PC.

Improved algorithms have been introduced within the user interface to speed up the editing of features and to reduce the time needed to switch between machine-tool set-ups, while more efficient handling of stock models will reduce the memory required for calculations and so enhance performance still further.

The most innovative new programming option in FeatureCAM 2010 is combined drilling and milling functionality that allows more efficient hole creation on machines fitted with automatic tool changing. This generates roughing and finishing toolpaths to create any holes for which the appropriate drill is not loaded, using the existing tooling within the machine's crib.

The new release of PowerINSPECT incorporates automatic surface inspection and the ability to use GD&T data from CATIA models, plus improvements to the handling of point cloud data and changes to the interface to make the software even easier to use.

The automatic surface inspection for CNC CMMs and machine tools uses raster strategies taken from Delcam's CAM software. The user can set the distance between each point to be measured and the stepover between each line of points to develop the grid of data to be taken.

The ability to extract GD&T data from CATIA models allows designers to ensure that the correct design intent is measured in any component. The designer can specify the required tolerances as the design develops and also identify the datums to be used for the inspection routine. The PowerINSPECT user can extract this information as the basis for his quality control routines.

Delcam for SolidWorks is, of course, fully integrated into the SolidWorks environment so that the program looks and behaves like SolidWorks. It offers full associativity so that any changes in the CAD model will be reflected automatically in the toolpaths.

The system is based on Delcam's machining algorithms that are already used by more than 30,000 customers around the world.

The software includes FeatureCAM's Automatic Feature Recognition system which automatically extracts detailed feature information from the SolidWorks model. The system not only recognizes holes and pockets within the model but also groups similar holes by size and type automatically. It identifies all the detail within the model, such as draft on pocket walls and any fillets or chamfers within the pocket. Once the features have been identified, Delcam for SolidWorks undertakes automatic selection of cutting tools, machining strategies, and feeds and speeds, to complete the programming operation.

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## *47th Design Automation Conference Announces Keynote Speakers*

21 April 2010

The [47th Design Automation Conference \(DAC\)](#) announced the names of the technology and business luminaries who will be delivering [keynote addresses](#) at this year's event. Dr. Douglas Grose, CEO of GLOBALFOUNDRIES, will present a talk, titled "From Contract to Collaboration: Delivering a New Approach to Foundry," on Tuesday, June 15 during the DAC opening session at 8:30am. On Wednesday, June 16, at 11:30am, Dr. Bernard Meyerson, IBM Fellow and Vice President–Innovation at IBM Corporation, will provide his perspective on the EDA industry's information technology (IT) needs in the talk, "Echoes of DAC's Past: From Prediction to Realization, and Watts Next?" The keynote on Thursday, June 17, "Designing the Motorola Droid," will be presented by Iqbal Arshad, Corporate Vice President of Innovation Products at Motorola Mobile Devices, at 11:30am. DAC takes place from June 13-18, 2010, at the Anaheim Convention Center, Anaheim, CA. All talks will be held in Ballroom ABC.

Dr. Grose's keynote will explore the challenges of bringing the next generation of chip innovation to market through leveraging an integrated global ecosystem of talent and technology. His talk will expound on the idea that the world's top design companies want more than a contract manufacturer; rather, they want a level of collaboration and flexibility supported by a robust partner ecosystem of leading providers across the EDA, IP and design services sectors. His presentation will present his perspectives on this new world in which the foundry emerges at center stage.

Dr. Meyerson will address the challenges faced by the electronic design and design automation industry as demand for IT resources continues to increase, while key metrics such as system power, cost/performance, and application-specific benchmarks must be kept under control. He will review how our industry is dealing with each of these challenges, and explore emerging compute paradigms, such as Cloud Computing, that are impacting EDA directly.

Mr. Arshad will present the technology and business challenges that were overcome as he drove the Motorola Droid phone from concept to implementation. His talk will address issues in designing devices and services that enable a transformation in the way we work, socially interact, use the web and utilize computing power. He will also describe the importance of synthesizing hardware that is tightly coupled with a new software experience or business opportunity, and how the success of the product largely depends on how well the target consumer is educated about the availability and capability of the new device.

### **About the Speakers**

Doug **Grose** is the Chief Executive Officer (CEO) of GLOBALFOUNDRIES. In this role he defines the vision and global business strategy of GLOBALFOUNDRIES as it charts new ground in semiconductor manufacturing innovation. Prior to joining GLOBALFOUNDRIES, Doug served as senior vice president of technology development, manufacturing and supply chain for Advanced Micro Devices, Inc. (AMD). In this role, he managed AMD's global manufacturing and process technology operations, including AMD fabrication facilities, AMD foundry relationships and AMD's global supply chain.

Prior to joining AMD in 2007, Dr. Grose spent 25 years at IBM as general manager of technology development and manufacturing for the systems and technology group. Before joining IBM, Grose was

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an executive vice president and chief operating officer of Nanotech Resources, Inc., a not-for-profit corporation.

Dr. Grose holds a doctorate degree in materials engineering, and a master's degree in business administration and science.

Dr. Bernie **Meyerson** serves as the Vice President for Innovation, and leads IBM's Global University Relations Function, within IBM's Corporate HQ organization. He is also responsible for the IBM Academy, a self-governed organization of ~1000 executives and senior technical leaders from across IBM. Dr. Meyerson was appointed to this position in October 2009.

For his innovation efforts, Dr. Meyerson was cited as "Inventor of the Year" by the New York State Legislature in 1998, and he was recognized as "United States Distinguished Inventor of the Year" by the US IP Law Association and the Patent and Trademark Office in 1999. He was most recently recognized in May of 2008 as "Inventor of the Year" by the New York State Intellectual Property Lawyers Association.

Iqbal **Arshad** is Corporate Vice President of Innovation Products at Motorola Mobile Devices. He leads the team responsible for delivering all aspects of hardware and software for Motorola's breakthrough smart phone products including the latest Droid product line. Prior to leading the product innovation group, Iqbal was vice president of the Motorola's European product development and management organization. In his tenure at Motorola, Iqbal has led development and delivery of many award winning mobile devices and mobile network products to worldwide customers. He has also held product management and development leadership positions with 3Com and Watercove Networks.

Iqbal received his Bachelor of Science in Electrical Engineering degree from University of Miami, Miami, FL and his Master's of Engineering Management degree from Northwestern University, Evanston, IL.

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## ***Lattice Technology to Exhibit at COE 2010***

20 April 2010

Lattice Technology® Inc. will be exhibiting at the COE 2010 Annual Conference and Technifair, being held in Las Vegas, NV April 18-21, 2010.

At the event, Lattice Technology will be demonstrating technical documentation and mock up solutions that use 3D to share information across the extended enterprise. These tools enable the rapid creation of accurate process designs, including full testing, interference checks, simulation of human interaction, creation of assembly processes and so on. The solutions then enable the data to be immediately communicated downstream in standard document formats such as Excel, HTML, PDF and XVL®.

Experts from Lattice Technology will be on-hand to demonstrate and discuss how 3D data assets used throughout the manufacturing enterprise deliver significant improvements in productivity.

"3D assets used outside design and engineering deliver great productivity improvements for extended manufacturing operations," said Bill Barnes, General Manager, Lattice Technology. "As companies

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develop a strategy for '3D across the enterprise' they need the tools to quickly and easily create the right documents for each constituent. Lattice Technology Solutions deliver the authoring, integration and streamlining necessary to achieve this seamlessly and productively."

Lattice Technology delivers solutions that build productivity by developing and sharing information across the manufacturing enterprise using 3D data. The XVL Studio product range delivers core illustration and technical documentation tools through to advanced DMU functions for testing and simulating products, processes and assemblies accurately prior to prototype. Lattice3D Reporter allows immediate and automated delivery of 3D manufacturing, service and maintenance data directly into Excel spreadsheets, and XVL Web Master delivers the same data into HTML. Lattice3D Dataway delivers native 3D data into the Lattice Technology Solutions and allows creation of 3D mBOMs/sBOMs, and work instructions into PDF. Other tools from Lattice Technology allow integration and automation of the DMU and technical documentation functions into enterprise IT infrastructures with added options for security, data redaction and batch processing.

Find out more about Lattice Technology, and register for a free product trial download at:

[www.lattice3d.com](http://www.lattice3d.com).



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## ***NASA Tech Briefs Signs as Media Sponsor of Altair's HyperWorks Technology Conference April 27-29***

21 April 2010

NASA Tech Briefs announced that it will be the media sponsor of Altair Engineering's 2010 Americas HyperWorks Technology Conference (HTC2010). HTC2010 will be held April 27-29 at the Rock Financial Showplace in Novi, Mich.

"Altair HyperWorks has enabled simulation to be adopted by a wide range of industries and has helped NASA accomplish its missions," said Joseph Pramberger, president of Tech Briefs Media Group. "We are eager to inform our readers about the latest HyperWorks design capabilities that will be explored at HTC2010."

Among those presenting at HTC2010 will be such leading aerospace industry thought leaders as Boeing 787 Deputy Chief Structures Engineer David Trop, who will discuss simulation's supporting role in the 787 Dreamliner and derivative programs.

HTC2010 also will feature several renowned keynote speakers from a wide range of advanced manufacturing industries - including Airborne Systems, BAE Systems, Boeing Military Aircraft, Ford, GE Aviation, Porsche, the National Center for Manufacturing Sciences (NCMS) and NASA Engineering and Safety Center (NESC) - as well as 40 presentations where technology thought leaders will discuss industry trends in enterprise simulation and how manufacturers are enabling innovation through simulation.

HTC is Altair's premier annual event and is free for all attendees. The conference will offer sessions on advancements in the areas of simulation-driven design practices, design optimization, data management, process automation, cloud computing and decision support systems. Attendees also will have access to an extensive exhibition of hardware and software.

For more information and to register, visit <http://www.altairhtc.com/na>. Connect with HyperWorks on Twitter ([www.twitter.com/HyperWorks\\_Corp](http://www.twitter.com/HyperWorks_Corp)), Facebook ([www.facebook.com/HyperWorks](http://www.facebook.com/HyperWorks)) and

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LinkedIn ([www.linkedin.com/groups?gid=2052943](http://www.linkedin.com/groups?gid=2052943)) for HTC2010 updates and information.

[Tech Briefs Media Group](#) is the publisher of NASA Tech Briefs and Defense Tech Briefs. Combined, these products reach more than 600,000 engineers and managers worldwide. Additional products include Photonics Tech Briefs, Medical Design Briefs, Green Design & Manufacturing, Imaging Technology, Motion Control Technology, RF & Microwave Technology and Embedded Technology.

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## ***PTC Supports UK Manufacturers at MACH 2010***

22 April 2010

**Where:** 7 – 11th June, Stand 5394, Hall 5

PTC® announced participation in MACH 2010. On Stand 5395, Hall 5, PTC and its Partners will present technology to help businesses optimise their product development processes.

Core products on show include:

**Pro/ENGINEER Wildfire 5.0** – Pro/ENGINEER delivers new capabilities with version 5.0 that help businesses eliminate traditional design barriers to achieve faster, more efficient and more innovative product development. Pro/ENGINEER is the standard in 3D product design, featuring productivity tools that promote best practices in design while ensuring compliance with industry and company standards. Integrated, parametric, 3D CAD/CAM/CAE solutions allow users to design faster than ever, while maximizing innovation and quality to ultimately create exceptional products.

**CoCreate 17.0** – CoCreate helps companies achieve short design cycles and create one-off product designs quickly. CoCreate 17.0 leverages concepts and techniques familiar in 2D to make its 3D solution very easy to understand and use. CoCreate 17.0 offers numerous enhancements using similar concepts and tools available in 2D and applies them to 3D to enable team-wide design productivity.

**Windchill** – PTC’s Product Lifecycle Management (PLM) solution is the only PLM solution that has been designed from the ground up to work in an internet-based, distributed design environment. Windchill manages all product content and business processes throughout the product lifecycle.

“In partnership with our UK Resellers, [PTC](#) will advise visitors how best to optimize their own design and manufacturing processes,” commented Richard Allan, Channel Business Development Director at PTC. “We look forward to meeting with MACH 2010 delegates to advise on their product development needs and challenges.”

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## ***Siemens Highlights Industry Software Leadership, Success of Its Product and Production Lifecycle Initiative at Hannover Fair 2010***

20 April 2010

The Siemens Industry Automation Division is showcasing highlights of its success around its Unified Product and Production Lifecycle Initiative at Hannover Fair.

The Siemens Unified Product and Production Lifecycle Initiative was initially unveiled in 2007 following the acquisition of product lifecycle management (PLM) software leader UGS (now Siemens PLM Software). The initiative, now folded into the ongoing operations of the Siemens Industry

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Automation Division, focuses on the development of new software solutions that unify the product and production lifecycles, thus enabling the company to execute on its software vision.

Demonstrations in Halls 9 and 17 will showcase real-world customer solutions showcase Siemens' strength in cross-functional integration and reinforce its industry software leadership. A variety of points of integration between the product and production lifecycles will be highlighted including demonstrations of virtual commissioning solutions, a "Virtual Machine" tool offering and several solutions that showcase the integration of PLM and MES (manufacturing execution systems) and PLM with plant design, operations and maintenance.

Virtual commissioning showcases the latest digital manufacturing software to digitally create, simulate, automate and commission the combination of factory cell and automation hardware solutions prior to capital expenditures while reducing physical commissioning times by up to 50 percent.

The Virtual Machine replicates a real machine tool in 3D software, including its core controller technology. It is used for pre-machining preparation and can reduce set up time by up to 90 percent on the real machine, increasing machine availability for production.

The integration between PLM and MES creates a truly integrated approach to manufacturing, resulting in faster time to production, along with improved manufacturing efficiency and higher quality processes. This is of particular interest to process industries, but also to discrete manufacturing industries where knowledge shared between engineering and execution is valued across the product lifecycle. In these operating environments, intuitive access to engineering requirements, production status reports, and non conformance data are essential to improve engineering, ramp up and production run time performance.

The integration of PLM with software solutions for plant design, operations and maintenance has wide ranging benefits to a number of industries including consumer package goods (CPG), energy and shipbuilding. Concurrent engineering between product and plant boosts productivity while greatly expanded information access across all phases of product and production reduces costs through new levels of reuse. Integrated project management, workflow and configuration management across all domains improves service productivity and reduces production down time.

These demonstrations will showcase the integration that has been achieved through the Siemens Unified Product and Production Lifecycle Initiative and will feature several industry software offerings including:

[Comos, the plant lifecycle management system enabling industrial plant planners, constructors and owner/operators to achieve a globally integrated and interdisciplinary software solution for all lifecycles of an industrial plant. This means future-proof plant management with minimized risks and costs while increasing safety, accelerating workflows and achieving partial automation at the same time.](#)

[NX™ software, the advanced digital product development application used to design many of the world's most sophisticated products.](#)

[Tecnomatix® software, a leading digital manufacturing solutions](#)

[SIMATIC IT, Siemens' flagship MES platform with industry-specific capabilities in hundreds of installations worldwide.](#)

"The demonstration of these software solutions represents a major milestone in Siemens achieving its vision of becoming the first software and hardware provider to unify the product and production lifecycles, which means true value for our customers," said Anton S. Huber, president of the Siemens

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Industry Automation Division. "Being able to bring such applications to market was a key driver behind Siemens' focus on PLM. Manufacturers will soon be able to choose from a series of end-to-end software solutions from a single source for fast, reliable deployment. In addition, since these are open solutions, they protect companies' investment and provide them maximum flexibility."

## **Siemens Industry Software Sales Channel**

Siemens also announced it is consolidating the respective sales channels for product lifecycle management (from Siemens PLM Software), manufacturing execution systems (from Industrial Automation Systems) and plant lifecycle management (from the former Comos Industry Solutions) at the country level under the legal entity name of Siemens Industry Software.

"The Siemens Industry Software teams will accelerate our ability to deliver our entire software portfolio to the market more effectively," said Huber. "The combination of these teams is part of Siemens' strategy to significantly expand its business in industry software and provide exciting new opportunities for our customers, our employees and our business."

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## Financial News

### ***EMC Reports Record First-Quarter Financial Results***

21 April 2010

EMC Corporation reported record financial results for the first quarter of 2010. EMC achieved its second consecutive quarter of record revenue, high double-digit profit growth and all-time record quarterly free cash flow.

First-quarter consolidated revenue was \$3.9 billion, an increase of 23% compared with the year-ago quarter. First-quarter GAAP net income attributable to EMC increased 92% year over year to \$373 million. First-quarter GAAP diluted earnings per share were \$0.17, up 70% year over year. Non-GAAP(1) net income attributable to EMC for the first quarter was \$550 million, an increase of 70% compared with the year-ago quarter. First-quarter non-GAAP(1) earnings per diluted share were \$0.26, an increase of 63% year over year.

During the first quarter, EMC expanded gross and operating margins substantially on a year-over-year basis, achieved record quarterly operating cash flow of \$1.3 billion and record quarterly free cash flow of \$1.1 billion. The company completed the first quarter with \$10.2 billion in cash and investments.

Joe Tucci, EMC Chairman and Chief Executive Officer, said, "EMC is off to a strong start in 2010, turning in the best first quarter in company history with record first-quarter revenue, high double-digit profit growth and all-time record free cash flow. Our private cloud strategy and focus on four multi-billion dollar markets - each expected to experience rapid growth for many years to come - are resonating very well with customers. We are confident in our ability to lead the next major wave of IT, maintain a long-term double-digit revenue growth rate and continue to take share."

### **First-Quarter Highlights**

EMC's Information Infrastructure business for the first quarter - comprising product and service revenue from the company's Information Storage, RSA Security, and Content Management and Archiving business segments - reached \$3.3 billion, increasing 22% year over year. First-quarter highlights

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included strong customer demand and double-digit revenue growth for EMC's market-leading high-end Symmetrix storage product portfolio, which increased first-quarter revenue by 28% compared with the year-ago quarter, and EMC's mid-tier platform product portfolio(2), which grew revenue 32% year over year. Within EMC's Backup and Recovery Systems Division (BRS), EMC Data Domain and Avamar next-generation backup and recovery products each grew over 100% on a year-over-year basis(3). Additional highlights included strong customer demand for EMC's RSA information security solutions and the company's broad portfolio of consulting and professional services.

VMware, which is majority-owned by EMC, contributed first-quarter revenue of \$632 million, increasing 34% compared with the year-ago quarter.

EMC consolidated first-quarter revenue from the United States reached \$2.1 billion, an increase of 29% year over year, representing 54% of consolidated first-quarter revenue. Revenue from EMC's business operations outside of the United States reached \$1.8 billion, an increase of 17% year over year, representing 46% of consolidated first-quarter revenue. Within this, revenue increased 16%, 11% and 28% year over year respectively in EMC's Europe, Middle East and Africa (EMEA), Asia Pacific and Japan (APJ) and Latin America regions.

### **Business Outlook**

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 2010 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 statements regarding 2010 financial results have been revised from the statements disclosed by EMC on January 26, 2010:

- Consolidated EMC revenues are expected to be \$16.5 billion for 2010.
- Consolidated GAAP diluted earnings per share are expected to be \$0.84 for 2010.
- Consolidated non-GAAP diluted earnings per share, excluding the impact of restructuring and acquisition-related charges, stock-based compensation expense and intangible asset amortization, are expected to be \$1.18 for 2010.
- GAAP operating income is expected to be 14% to 15% of revenues for 2010, and non-GAAP operating income is expected to be 20% to 21% of revenues for 2010. Excluded from non-GAAP operating income are restructuring and acquisition-related charges, stock-based compensation expense and intangible asset amortization, which account for less than 1%, 4% and 2% of revenues, respectively.
- The weighted average outstanding diluted shares are expected to be

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2.15 billion for 2010.

The following statements regarding 2010 financial results remain unchanged from the statements disclosed by EMC on January 26, 2010:

- 2010 GAAP research and development ("R&D") expense and non-GAAP R&D expense are each expected to increase 20% over 2009. Excluded from the increase in non-GAAP R&D expense is stock-based compensation expense of \$42 million and intangible asset amortization of \$8 million.
- Transition costs to a more efficient cost structure are expected to be \$50 million in 2010.
- Total non-operating expense, which includes investment income, interest expense and other expense, is expected to be \$90 million in 2010.
- Consolidated restructuring and acquisition-related charges, stock-based compensation expense and intangible asset amortization are expected to be \$0.02, \$0.24 and \$0.08 per diluted share, respectively, for 2010.
- The consolidated GAAP income tax rate is expected to be 17% for 2010. Excluding the impact of restructuring and acquisition-related charges, stock-based compensation expense and intangible asset amortization, which collectively impact the tax rate by 3%, the consolidated non-GAAP income tax rate is expected to be 20% for 2010. Both GAAP and non-GAAP income tax rates assume that the U.S. research and development tax credit will be re-enacted in 2010.
- EMC expects to repurchase up to \$1.0 billion of the company's common stock.

## **Supporting Resources**

EMC will host its first-quarter 2010 earnings conference call today at 8:30 a.m. ET. For full financials please visit <http://www.emc.com/about/investor-relations/index.htm>

(1) Items excluded from the non-GAAP results are restructuring and acquisition-related charges, stock-based compensation expense and intangible amortization for the first quarter of 2010, and restructuring charges, stock-based compensation expense and intangible amortization for the first quarter of 2009. See attached schedules for reconciliation of GAAP to non-GAAP.

(2) Mid-tier platform products include hardware and software products from EMC CLARiiON, EMC

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Celerra, EMC Centera, EMC Data Domain, EMC Avamar and EMC Atmos.

(3) EMC purchased Data Domain in July 2009. The year-over-year comparison assumes Data Domain had been acquired on January 1, 2009 and incorporates revenue reported by Data Domain during the period from January 1, 2009 through the date of acquisition.

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

This release, the accompanying schedules and the additional content that is available on EMC's website contain non-GAAP financial measures. These non-GAAP financial measures, which are used as measures of EMC's performance or liquidity, should be considered in addition to, not as a substitute for, measures of EMC's financial performance or liquidity prepared in accordance with GAAP. EMC's non-GAAP financial measures may be defined differently from time to time and may be defined differently than similar terms used by other companies, and accordingly, care should be exercised in understanding how EMC defines its non-GAAP financial measures in this release.

Where specified in the accompanying schedules for various periods entitled "Reconciliation of GAAP to Non-GAAP," certain items noted on each such specific schedule (including, where noted, amounts relating to restructuring and acquisition-related charges, stock-based compensation expense and intangible amortization) are excluded from the non-GAAP financial measures.

EMC's management uses the non-GAAP financial measures in the accompanying schedules to gain an understanding of EMC's comparative operating performance (when comparing such results with previous periods or forecasts) and future prospects and excludes the above-listed items from its internal financial statements for purposes of its internal budgets and each reporting segment's financial goals. These non-GAAP financial measures are used by EMC's management in their financial and operating decision-making because management believes they reflect EMC's ongoing business in a manner that allows meaningful period-to-period comparisons. EMC's management believes that these non-GAAP financial measures provide useful information to investors and others (a) in understanding and evaluating EMC's current operating performance and future prospects in the same manner as management does, if they so choose, and (b) in comparing in a consistent manner the Company's current financial results with the Company's past financial results.

This release also includes disclosures regarding free cash flow which is a non-GAAP financial measure. Free cash flow is defined as net cash provided by operating activities less additions to property, plant and equipment and capitalized software development costs. EMC uses free cash flow, among other measures, to evaluate the ability of its operations to generate cash that is available for purposes other than capital expenditures and capitalized software development costs. Management believes that information regarding free cash flow provides investors with an important perspective on the cash available to make strategic acquisitions and investments, repurchase shares, service debt and fund ongoing operations. As free cash flow is not a measure of liquidity calculated in accordance with GAAP, free cash flow should be considered in addition to, but not as a substitute for, the analysis provided in the statement of cash flows.

All of the foregoing non-GAAP financial measures have limitations. Specifically, the non-GAAP financial measures that exclude the items noted above do not include all items of income and expense that affect EMC's operations. Further, these non-GAAP financial measures are not prepared in accordance with GAAP, may not be comparable to non-GAAP financial measures used by other companies and do not reflect any benefit that such items may confer on EMC. Management compensates for these limitations by also considering EMC's financial results as determined in

accordance with GAAP.

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## **IBM Reports 2010 First-Quarter Results**

19 April 2010

- Diluted earnings per share of \$1.97, up 16 percent;
- Revenue of \$22.9 billion, up 5 percent, flat adjusting for currency;
- Net income of \$2.6 billion, up 13 percent;
- Pre-tax income of \$3.5 billion, up 13 percent;
- Pre-tax margin of 15.4 percent, up 1 point;
- Gross profit margin of 43.6 percent, up 0.2 point;
- Free cash flow of \$1.4 billion, up approximately \$400 million;
- Software revenue up 11 percent;
- Systems and Technology revenue up 5 percent;
- Services revenue up 4 percent;
- Services signings of \$12.3 billion, down 2 percent;
- Consulting services signings up 18 percent;
- Strategic Outsourcing signings up 6 percent;
- Services backlog of \$134 billion, up \$8 billion year to year;
- Full-year 2010 earnings-per-share expectations raised to at least \$11.20.

IBM announced first-quarter 2010 diluted earnings of \$1.97 per share compared with diluted earnings of \$1.70 per share in the first quarter of 2009, an increase of 16 percent.

First-quarter net income was \$2.6 billion compared with \$2.3 billion in the first quarter of 2009, an increase of 13 percent. Total revenues for the first quarter of 2010 of \$22.9 billion increased 5 percent (flat, adjusting for currency) from the first quarter of 2009.

“In the first quarter, we drove significantly improved revenue growth rates from the fourth quarter across our businesses and geographies. We had strong results in strategic investment areas including growth markets, business analytics and Smarter Planet solutions,” said Samuel J. Palmisano, IBM chairman, president and chief executive officer.

“Looking ahead, we are confident in our ability to grow revenue, and given our mix of higher-value business and productivity we will expand margins, grow profit, cash and EPS, and increase returns to shareholders. Thus, we expect full-year 2010 diluted earnings per share of at least \$11.20.”

The company also said it expects constant-currency revenue growth for IBM and for its total services, software and hardware businesses in the second quarter.

From a geographic perspective, the Americas’ first-quarter revenues were \$9.5 billion, an increase of 2

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percent (flat, adjusting for currency) from the 2009 period. Revenues from Europe/Middle East/Africa were \$7.6 billion, up 5 percent (down 2 percent, adjusting for currency). Asia-Pacific revenues increased 10 percent (1 percent, adjusting for currency) to \$5.3 billion. OEM revenues were \$543 million, up 18 percent compared with the 2009 first quarter. Revenues from the company's growth markets organization increased 20 percent (8 percent, adjusting for currency) and represented 19 percent of geographic revenues.

Total Global Services revenues increased 4 percent (down 2 percent, adjusting for currency). Global Technology Services segment revenues increased 6 percent (flat, adjusting for currency) to \$9.3 billion. Global Business Services segment revenues were flat (down 5 percent, adjusting for currency) at \$4.4 billion.

IBM signed services contracts totaling \$12.3 billion, at actual rates, a decrease of 2 percent (7 percent, adjusting for currency), including 13 contracts greater than \$100 million.

Application Management signings decreased 23 percent, or approximately \$700 million. Without the impact of this decline, total services signings would have been up 4 percent year to year.

Signings in Transactional services (Consulting, Integrated Technology Services and Application Management Systems Integration) were \$5.5 billion, a decrease of 1 percent (6 percent, adjusting for currency). Total Outsourcing services (Strategic Outsourcing and Application Management Outsourcing) signings decreased 3 percent (8 percent, adjusting for currency) to \$6.8 billion.

Consulting services signings were up 18 percent, with 25 percent of signings related to Smarter Planet and Business Analytics. Strategic Outsourcing signings increased 6 percent.

The estimated services backlog at March 31 was \$134 billion at actual rates compared with \$126 billion in the first-quarter 2009.

Revenues from the Software segment were \$5.0 billion, an increase of 11 percent (5 percent, adjusting for currency) compared with the first quarter of 2009. Revenues from IBM's key middleware products, which include WebSphere, Information Management, Tivoli, Lotus and Rational products, were \$2.8 billion, an increase of 13 percent (8 percent, adjusting for currency) versus the first quarter of 2009. Operating systems revenues of \$499 million increased 1 percent (down 3 percent, adjusting for currency) compared with the prior-year quarter.

Revenues from the WebSphere family of software products, which delivers capabilities that enable clients to integrate and manage business processes across the organization, increased 13 percent year over year. Revenues from Information Management software, which enables clients to integrate, manage and use information to gain business value, increased 11 percent. Revenues from Tivoli software, which helps clients manage technology and business assets by providing visibility, control and automation across the organization, increased 23 percent, and revenues from Lotus software, which connects people and processes for more effective communication and increased productivity through collaboration, messaging and social networking software, increased 1 percent. Revenues from Rational software, which supports software development for both IT and embedded system solutions, increased 7 percent.

Revenues from the Systems and Technology segment totaled \$3.4 billion for the quarter, up 5 percent (2 percent, adjusting for currency) from the first quarter of 2009. Systems revenues increased 4 percent (1 percent, adjusting for currency). Revenues from the System x increased 36 percent. Revenues from POWER Systems decreased 17 percent compared with the 2009 period. Revenues from System z mainframe server products decreased 17 percent compared with the year-ago period. Total delivery of

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System z computing power, as measured in MIPS (millions of instructions per second), decreased 19 percent. Revenues from System Storage increased 11 percent, and revenues from Retail Store Solutions increased 38 percent. Revenues from Microelectronics OEM increased 16 percent.

Global Financing segment revenues decreased 7 percent (12 percent, adjusting for currency) in the first quarter to \$537 million.

The company's total gross profit margin was 43.6 percent in the 2010 first quarter compared with 43.4 percent in the 2009 first-quarter period, led by improving margins in both services segments and software.

Total expense and other income increased 2 percent to \$6.5 billion compared with the prior-year period. In each period, the company had gains from the sale of business operations that were largely offset by workforce rebalancing charges. SG&A expense of \$5.7 billion increased 8 percent year over year and included workforce rebalancing charges of approximately \$560 million, the majority of which was in Europe and Asia, compared with prior-year expense of \$5.3 billion that included \$265 million of workforce rebalancing charges. RD&E expense of \$1.5 billion increased 2 percent compared with the year-ago period. Intellectual property and custom development income decreased to \$261 million compared with \$268 million a year ago. Other (income) and expense was income of \$545 million including a gain of \$591 million from the sale of Product Lifecycle Management operations, compared with prior-year income of \$304 million that included \$298 million from the sale of certain elements of the company's logistics process operations. Interest expense decreased to \$82 million compared with \$136 million in the prior year.

IBM's tax rate in the first-quarter 2010 was 26.0 percent compared with 26.5 percent in the first quarter of 2009.

The weighted-average number of diluted common shares outstanding in the first-quarter 2010 was 1.32 billion compared with 1.35 billion shares in the same period of 2009. As of March 31, 2010, there were 1.28 billion basic common shares outstanding.

Debt, including Global Financing, totaled \$26.3 billion, compared with \$26.1 billion at year-end 2009. From a management segment view, Global Financing debt totaled \$22.2 billion versus \$22.4 billion at year-end 2009, resulting in a debt-to-equity ratio of 7.0 to 1. Non-global financing debt totaled \$4.1 billion, an increase of \$357 million since year-end 2009, resulting in a debt-to-capitalization ratio of 17.7 percent from 16.0 percent.

IBM ended the first-quarter 2010 with \$14.0 billion of cash on hand and generated free cash flow of \$1.4 billion, up approximately \$400 million year over year. The company returned \$4.7 billion to shareholders through \$0.7 billion in dividends and \$4.0 billion of share repurchases. The balance sheet remains strong, and the company is well positioned to support its full-year objectives.

## **Presentation of Information in this Press Release**

In an effort to provide investors with additional information regarding the company's results as determined by generally accepted accounting principles (GAAP), the company has also disclosed in this press release the following non-GAAP information which management believes provides useful information to investors:

### **IBM Results –**

The rationale for management's use of non-GAAP measures is included as part of the supplementary

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materials presented within the first-quarter earnings materials. These materials are available on the IBM investor relations Web site at [www.ibm.com/investor](http://www.ibm.com/investor) and are being included in Attachment II (“Non-GAAP Supplementary Materials”) to the Form 8-K that includes this press release and is being submitted today to the SEC.

## Conference Call and Webcast

IBM’s regular quarterly earnings conference call is scheduled to begin at 4:30 p.m. EDT, today. Investors may participate by viewing the Webcast at [www.ibm.com/investor/1q10](http://www.ibm.com/investor/1q10). Presentation charts will be available on the Web site shortly before the Webcast.

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## Implementation Investments

### *Customers Realize the Benefits of Oracle's Applications Unlimited Program Through Successful Upgrades*

19 April 2010

#### News Facts

Demonstrating its continued commitment to life-time support, new enhancements, and next-generation application innovation with the [Oracle "Applications Unlimited"](#) program, Oracle announced that global customers, including BP America, McDonald's, The Principal Financial Group and Standard Pacific Homes have implemented Oracle Applications.

**Oracle E-Business Suite:** [Oracle® E-Business Suite Release 12.1](#) provides organizations of all sizes, across all industries and regions, with a global business foundation that helps them reduce costs and increase productivity through a portfolio of rapid value solutions, integrated business processes and industry-focused solutions. The latest version of the Oracle E-Business Suite was designed to help organizations make better decisions and be more competitive by providing a global or holistic view of their operations.

Abu Dhabi Media Company, Agilysis, C3 Business Solutions, Chicago Public Schools, Datacard Group, Guidance Software, Leviton Manufacturing, McDonald's, MINOR International, Usana Health Sciences, Zamil Plastic Industries Ltd. and Zebra Technologies are just a few of the organizations that have deployed the latest release of the Oracle E-Business Suite to help them make better decisions and be more competitive, while lowering costs and increasing performance.

**PeopleSoft Enterprise:** [Oracle's PeopleSoft Enterprise 9.1](#) was developed with feedback from more than 150 customers, and offers a broad range of new features designed to accelerate business performance, increase user productivity and lower the cost of ownership. Reflecting an updated and enhanced User Interface, PeopleSoft Enterprise applications now incorporate Web 2.0 collaboration tools such as chat, wikis, discussion forums and tagging to help users engage and connect with others in their knowledge network. In addition, feature-rich dashboards and workbenches include embedded analytics to promote business insight and user productivity.

Hundreds of customers are deploying the latest release, including City of Charlotte, The Diesel Group, Diversey, Inc., Ernest Health, Inc., Horry County Schools, The Principal Financial Group, Ricoh Electronics, University of Calgary and University of Central Florida. Additionally, The Carlyle Group,

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Navigant Consulting, Inc., and UMB Financial Corporation are net-new PeopleSoft Enterprise customers acquired in recent months.

**JD Edwards EnterpriseOne and World:** Oracle's dedication to Applications Unlimited for [Oracle's JD Edwards EnterpriseOne](#) and [Oracle's JD Edwards World](#) is proven by the delivery of 12 product releases and seven new modules since the acquisition in 2005. Additionally, the integrations Oracle has delivered between JD Edwards and other Oracle products can give customers powerful capabilities not available in their current solution to enable best-practices.

Across industries, customers who have seen value in adopting the latest releases of JD Edwards EnterpriseOne and JD Edwards World include Arcturus Realty Corporation, Boston Properties, Graymont, Maxco Supply, Inc., School District of Manatee County, Standard Pacific Homes, Texas Medical Association, Turner Industries Group, The Weitz Company and Wyoming Refining Company.

**Siebel CRM:** [Oracle's Siebel CRM](#) helps organizations differentiate their businesses to achieve maximum top- and bottom-line growth. It delivers a combination of transactional, analytical, and engagement features to manage all customer-facing operations. The recent release of Oracle's Siebel CRM 8.2 Public Sector was designed to help governmental agencies deliver a wide range of social services, such as UI, Medicaid, and pensions, to clients more efficiently and effectively. As part of Oracle's end-to-end Social Services offering, Siebel CRM 8.2 was integrated with Oracle Policy Automation 10 to greatly simplify benefit and eligibility determination, as well as automate the change management process for new laws and regulations.

**Oracle CRM On Demand:** [Oracle CRM On Demand](#) Release 17 includes four new products, 417 new features and 76 customer-driven enhancements and reinforcing Oracle's ongoing commitment to continued innovation. With Oracle CRM On Demand Release 17, users can take advantage of expanded forecasting and analytics capabilities, including revenue and quantity-based forecasting and real-time pipeline analysis against current and historic forecasts; new productivity and usability features, such as heads-up display navigation and automated time-based workflows; and simplified administration through automated migration and mass data loading tools. Oracle CRM On Demand Release 17 Life Sciences edition provides the first single-vendor, SaaS-based, end-to-end Life Science "Sales On the Go" solution, including offline call planning, samples management with signature capture and integrated product detailing.

Oracle CRM customers such as Boise, Inc., Boston Market, Dundee Wealth, Emerson and U.S. Foodservice are using either Siebel CRM or Oracle CRM On Demand.

**Primavera Enterprise Project Portfolio Management:** [Oracle's Primavera Enterprise Project Portfolio Management](#) helps project-intensive businesses manage the entire project portfolio lifecycle for projects of all sizes. Companies turn to Primavera project portfolio management solutions to help them make better portfolio management decisions, evaluate the risks and rewards associated with projects, apply governance to their project decisions and processes, and determine whether there are sufficient resources with the right skills to accomplish the work. Primavera solutions provide the project execution and control capabilities needed to successfully deliver projects on time, within budget and with the intended quality and design.

Customers including BE Aerospace, Bell Helicopter, BP America, British Energy - part of EDF Energy, Colas, Inc., Hill International, Inc., U.S. Department of Homeland Security and Utah Department of Transportation continue to see value from the latest Primavera Enterprise Project Portfolio Management solutions.

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## About Oracle Applications Unlimited

Oracle is committed to providing on-going development enhancements to current Oracle Applications, including the Oracle E-Business Suite, PeopleSoft Enterprise, JD Edwards EnterpriseOne and World, Siebel CRM, Oracle CRM On Demand and Primavera Enterprise Project Portfolio Management beyond the delivery of Oracle Fusion Applications.

The "Applications Unlimited" program was created to give customers more visibility into product roadmaps, more choice in determining their future application plans, and more value from their existing application developments.

Oracle will work with its customer advisory boards and user groups to define customer-driven roadmaps and future enhancements.

## Supporting Quotes

"Leviton Manufacturing makes a very diverse line of products including electrical devices and data center products that we sell globally. We upgraded to the latest version of the Oracle E-Business Suite Release 12.1 to support our service business with change management, purchasing, accounts payable, and our internal IT help desk," said Bob MacTaggart, CIO of Leviton Manufacturing. "We consolidated seven Web sites that we used to host individually onto iStore. In addition, we run a site, using the Oracle E-Business Suite configurator, pricing and quoting for our sales agents to do configuration work. This site can now generate a complete sales proposal using Oracle functionality; we actually generate CAD drawings -- the actual drawings themselves -- based on configuration results. It used to take six to eight weeks to generate these drawings and now it's all done online in an hour to two hours by our sales agents themselves, totally self-service. It does everything they need. From our point of view that is a major business success. Not only is it a very cool, innovative application, but it also puts us about two years ahead of our competition."

"As a new PeopleSoft customer, Navigant Consulting has been very pleased with our decision to deploy PeopleSoft Enterprise 9.1. We have also been happy with the quality of the 9.1 applications we are implementing," said Julia Manson, director of applications, Navigant Consulting. "We were in the middle of a net-new 9.0 implementation but decided to extend our project timeline to implement 9.1. We feel we made the right choice because we were able to eliminate quite a few customizations due to the functionality improvements in the 9.1 applications. Also, our end users are appreciating the intuitive interface of the PeopleSoft Enterprise 9.1 applications."

"Our upgrade to version 9.0 of JD Edwards EnterpriseOne (from Xe) was smooth and relatively straightforward. We remain impressed and pleasantly surprised with the under-the-covers investments in the technology foundation. Boston Properties values a partner like Oracle that continues to invest its R&D dollars in enhancements that enable our IT staff to be more responsive and our operations more efficient," said James J. Whalen, Jr., senior vice president, chief information officer, Boston Properties.

"As one of America's premier foodservice distributors with more than 250,000 customers, U.S. Foodservice required a CRM system that could match our size, continuing growth, and ambitious goals," said Bridget Warns, senior director, Customer Engagement and Integration, U.S. Foodservice. "Last year we chose Oracle CRM On Demand to build an entirely new CRM implementation for close to 6,000 users. The ease-of-use, speed-to-market and deployment, robust reporting and integration capabilities in Oracle CRM On Demand made our decision a simple one. We are extremely impressed with Oracle's commitment to their customers, and the unparalleled track record of Applications Unlimited shows that we made the right choice."

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"Hill International manages very complex construction projects all over the world, in which we face hurdles such as coordinating multiple contractors and resources. If changes to schedules, delivery of materials or other factors cause one phase or part of a project to veer off schedule, we need to be able to minimize the effects of those changes on other phases of construction -- and ensure that we do not lose time or money as a result," said Shawn Pressley, vice president of project management systems and development, Hill International, Inc. "We have been able to work efficiently by implementing and using an integrated technology approach that includes Oracle's Primavera P6 Enterprise Project Portfolio Management, Oracle's Primavera Contract Management and Oracle's Primavera Risk Analysis. These Primavera solutions enable us to look ahead and see what we can expect as a result of changes, and then work out a solution to maximize efficiency and budgets."

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## ***Dassault Systèmes Strengthen its Investment in Academia; Extends Partnership With CAMAQ***

19 April 2010

Dassault Systèmes ([DS](#)) has renewed its partnership with the Centre for Aerospace Manpower Activities in Quebec ([CAMAQ](#)) for the Virtual Environment option of the Master's Degree in Aerospace Engineering. This three-year partnership allows free use of DS's entire PLM solution portfolio, including CATIA, ENOVIA, DELMIA, 3DVIA and SIMULIA. The CAMAQ lab is located at Polytechnique Montreal, under the coordination of Professor Clément Fortin, director of the Mechanical Engineering department.

In addition to access to DS solutions, students and teachers receive considerable added value by obtaining an unlimited permission to consult any DS materials online for free. At the end of the program, each student will also have the opportunity to apply for a globally recognized CATIA (DSACP) certification. CATIA certification is, in the aerospace industry, a valuable asset that will significantly improve students' job prospects.

"This partnership with the CAMAQ is very important because it concerns the continuation and expansion of Canada's aerospace workforce," commented François Bouffard, vice president, Americas, Communities and Global Affairs at Dassault Systèmes. "Based on the wide use of DS solutions in the aerospace industry, it is crucial that future generations of workers understand the state of the art solutions in this industry, which is an important sector in the Quebec economy."

"The Virtual Environment option is designed to immerse students in the reality of the field of engineering, as it is done in companies, where everything is virtually designed, tested, validated and even built before becoming real products," said Mr. Serge Tremblay, general manager of the CAMAQ. "Our partnership with Dassault Systèmes gives us a valuable access to these solutions, leaders in the industry, providing students all the tools and resources to help them carry out their projects and to prepare them for the market."

The Virtual Environment option is available to a limited number of students enrolled in one of the six universities offering the Master's Degree program in Aerospace Engineering: École Polytechnique de Montréal, École de Technologie Supérieure, Concordia University, Université Laval, McGill University and Université de Sherbrooke. The program consists of theoretical training and an engineering project: to design a pylon (including structures and systems) linking a PW305A engine to a CRJ700 aircraft fuselage. The project is submitted by three industry partners: Bell Helicopter Textron, Bombardier and Pratt & Whitney Canada.

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## ***Delcam's ArtCAM Used to Move from Hand Carving to CNC Programming***

20 April 2010

Paul Seddon, owner and founder of Northmeade CNC, has used Delcam's ArtCAM artistic CAD/CAM software to transfer his hand-carving skills into CNC programming. His company provides a confidential, freelance ArtCAM programming service that specialises in embossing dies and hot-foiling dies for the greetings-card and packaging industries.

Mr. Seddon began his career as a traditional hand engraver but, after twelve years within the industry, he decided to set up his own business in Ormskirk, Lancashire, in 2006. The decision to purchase ArtCAM for his new service was an easy one. "I looked at a few other CAD/CAM options but none of them came close in terms of flexibility and speed," he remembered. "It is important for me to be able to create a piece intuitively and quickly. My time is best spent adding detail, not trying to get the software to do what I want."

"The sculpting mode gives me the creative freedom to produce work that would have been impossible before ArtCAM," he added. "Getting an idea or concept onto the screen, in any discipline not just engraving, needs to feel natural in order to concentrate on the work and not the process."

"[Delcam](#) are a proactive company," he continued. "I am kept up to date about updates and new products. Whenever I have had to contact them, the response has been quick and effective."

Mr. Seddon now supplies models to both small and large engraving companies worldwide. "Some companies", he says "find it useful to cover holidays or sickness, while others may not want to tie up a programmer for the length of time that some more complex models can take. The customer will supply artwork and normally email or phone with the specific instructions regarding depth, fades, board thickness, level of detail, etc."

Since purchasing ArtCAM, Mr. Seddon has found the online ArtCAM Forum (<http://forum.artcam.com>) a great source of information and inspiration. He said, "It shows me how good other ArtCAM users are. I often see models on there that look fantastic. I try to replicate certain techniques to recreate the best-looking designs. Nine times out of ten, I will eventually get a job that requires a similar technique."

"At the moment I am really into using layers. I will work on five or six layers in a model, which allows me to make small adjustments on the final model before sending it to my customer. I like being able to modify fine details without touching the underlying relief."

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## ***DestinyParts Designs for 'Green Speed' Using PTC® CoCreate® Explicit Modeling Software***

19 April 2010

[PTC](#) announced that DestinyParts, a provider of electric vehicles and associated parts, services and technology, is using CoCreate®, PTC's explicit modeling software, to streamline its ability to test, refine and build electric vehicles.

From remote control hobbyist to today's electric vehicle technologist, Kirk Swaney, founder, DestinyParts, has been a long time advocate of CoCreate software. "DestinyParts is using CoCreate

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because it enables us to quickly respond to change requests from our customers," said Swaney. "CoCreate also allows us to model and refine design concepts before committing funds to a particular project, which gives us the chance to use that funding where it can drive the most benefit back into our business in order to be successful."

CoCreate enables [DestinyParts](#) to build clear, concise models that can be communicated to other electric vehicle designers, fabricators and simulation experts. This capability can minimize questions and delays throughout a prototyping process and enables DestinyParts to refine the models before they are built. DestinyParts also uses CoCreate as an investigative tool to review and confirm customer change requests, reducing costs associated with multiple change requests. DestinyParts expects significant growth for its business in the coming year, and the company plans to continue using CoCreate to design limited production versions of plush, sporty high-performance electric vehicles.

"DestinyParts can rely on CoCreate to deliver a flexible, scalable design environment that can grow with the company's business plans," said Justin Teague, general manager, CoCreate business unit. "CoCreate's strength in supporting a rapid and dynamic design process, particularly in the concept development stage, enables DestinyParts to be an innovator in electric vehicle technology."

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## ***GM Embraces Manufacturing Transformation with HP and Apriso at Chevrolet Volt Battery Assembly Operations***

1 March 2010

HP Enterprise Services and [Apriso](#)® announced General Motors has selected [HP](#) to implement an Apriso solution to expand visibility into and control over battery manufacturing and supply chain operations.

This advanced technology will help GM expand control of production and product quality at its new Chevrolet Volt battery assembly plant.

[GM](#) selected HP to implement Apriso's manufacturing and quality solutions as a key part of its next-generation manufacturing processes. This implementation is designed to drive continuous improvement and provide flexibility for innovation in product design changes and marketplace responsiveness.

"Given the new technologies and the breadth of supplier relationships that are integral components of the Chevrolet Volt, we needed a fundamentally different approach to manufacturing operations," said Kevin Mixer, director, Quality Systems, General Motors. "With market demands shifting, technologies evolving and new production processes across a distributed manufacturing network, partners like Apriso and HP aided us in adapting quickly."

"Now more than ever, manufacturers have a critical need for real-time quality issue notification and visualization of problems," said Mark Collins, vice president, General Motors business, HP Enterprise Services. "With industry-leading expertise in manufacturing operations, HP can employ modular, scalable solutions to increase flexibility, making global manufacturers like GM more nimble."

HP also has successfully implemented Apriso's FlexNet at other GM manufacturing plants in the United States and China, with further implementations planned over the next 24 months.

GM's new battery production facility is located in Brownstown Township, Mich. The Chevrolet Volt plug-in electric passenger car is currently scheduled for production this year.

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## ***J. Walter Miller Company Chooses ESI's Casting Simulation Software to Make a Profound Technological Evolution***

22 April 2010

[J. Walter Miller Company](#) selected [QuikCAST](#), [ESI](#)'s casting simulation software, to fully reconfigure its complex castings in a minimum period of time and at a minimum cost during its technological transition from manual green sand squeeze molding to fully automated molding machines.

[J. Walter Miller Company](#) (JWMC) produces brass and bronze castings for the fire protection, pumping and valve industries. Both leaded and non-leaded alloys are poured on a daily basis and give [JWMC](#) a unique mix of capabilities. Historically, [JWMC](#) has specialized in small castings but is growing into larger sizes with the recent acquisition of the DISA Match 130, a match plate molding machine. As a result, each squeezer pattern needs to be converted to run on the new equipment.

For a foundry producing non-leaded pump components, impellers are a main challenge because of the heavy and thin sections of the casting. Indeed, [JWMC](#)'s impeller castings exhibited shrink porosity and voids in the hub when machined at the customer's facility; thus, the riser at the hub area required redesign.

The initial design, prior to the use of [QuikCAST](#) software, led to the addition of a core in the hub, to reduce the amount of liquid metal required to feed the hub during solidification, showing no defect after boring. However, a new defect began to appear in the wear ring section of the casting.

At this time, [JWMC](#) decided to explore the use of [ESI](#)'s [QuikCAST](#) casting software, enabling the simulation of the entire casting process from filling to solidification including defects prediction, to determine the cause of this frustrating new defect. Thanks to [QuikCAST](#), [JWMC](#) was able to find a new design configuration eliminating the shrink during machining. As a result, [QuikCAST](#) enabled [JWMC](#) to reduce the number of iterations required to reconfigure patterns, reduce porosity in finished castings and explore opportunities for yield improvement. [JWMC](#)'s customer also witnessed a dramatic reduction of scrap in the machining process, which contributed to large cost savings for both the customer and [JWMC](#).

"This problem would have taken about 12 weeks and \$6,000 in pattern changes plus countless hours of machine time to solve using conventional trial and error methods", declared **Dan Rudolph**, Quality Engineer at J. Walter Miller Company. "With QuikCAST, we can easily solve similar problems in 2 weeks and produce a good pattern the first time. We have used simulation on about 20 parts to date and the simulation results are similar to what we see in the shop."

To read the full story about J. Walter Miller Company and ESI, go to: <http://www.esi-group.com/quikcast/success-stories>

For more information on ESI's Casting Simulation Suite, please visit: <http://www.esi-group.com/products/casting>

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## ***KOSME Relies on MSC.Software Solutions to Design, Optimize and Visualize Packaging Machines Prior to the Prototype Stage***

22 April 2010

MSC.Software announced that the Italian engineering site of [KOSME](#), a leading provider of packaging solutions, adopted a suite of MSC.Software simulation solutions to engineer substantial performance improvements while getting the design right the first time. Specifically, the KOSME engineering team implemented the MSC Nastran finite element analysis software and MSC Adams multibody dynamics simulation software in its engineering process.

KOSME produces a full range of turn-key filling, labeling, capping, packaging and conveying solutions for beverage products including soft drinks, water, beer, wine, and spirits, as well as personal care products.

“The ability to quickly and thoroughly evaluate many design alternatives with MSC.Software’s solutions made it possible to increase the processing speed of our machines by 50%, while reducing vibration levels below the previous generation of machines,” said Stefano Grasso, Technical Director and Member of the Board of Directors at KOSME “The first prototype provided the performance and functionality predicted by the simulations so it became the final product. The new machine was completely designed in one and a half months, faster than any similar machine. The impact on our bottom line was substantial.”

“We are extremely pleased by the results obtained by KOSME,” says Kais Bouchiba, Senior Vice President at [MSC.Software](#). “This example proves once again that our solutions excel at assisting in the design, optimization and visualization of packaging machines prior to the expensive and time consuming prototype stage.”

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## ***MCE-5 DEVELOPMENT Chooses Altair HyperWorks for the Design of all Mechanical Parts Integrated in the New MCE-5 VCRi Technology***

19 April 2010

[Altair Engineering, Inc.](#) announced that MCE-5 DEVELOPMENT has selected the Altair HyperWorks Suite to design all mechanical parts of the new MCE-5 VCRi technology.

MCE-5 DEVELOPMENT engineers primarily use Altair’s HyperMesh, OptiStruct and HyperView solutions to optimize the weight of each component of the new engine, while keeping the stiffness and the stresses within the range of the values required by the MCE-5 VCRi technology. Additionally MCE-5 DEVELOPMENT leveraged the HyperWorks Enabled Community (HWEC) and its HyperWorks licenses to use partner products that address fatigue and computational fluid dynamics (CFD) simulations when needed. Those tools can be used at no additional costs under the flexible Altair licensing system.

The MCE-5 is a VCR technology. It integrates both innovative components that transmit power from the piston to the crankshaft as well as exclusive actuators, which permits the control of the engine compression ratio. While the architecture of the MCE-5 VCRi engine enables it to withstand very high loads, the single components have to endure heavy loads. To use the material efficiently in each component, engineers use HyperWorks to perform sophisticated non-linear simulations to evaluate the stiffness of and the stresses within the components.

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MCE-5 DEVELOPMENT engineers also use [HyperWorks](#) to redistribute material to increase stiffness, to lower stresses, and to reduce weight. During this development phase, OptiStruct, the optimization solution of HyperWorks, is used to guarantee an optimal distribution of the material.

"The key factors for our decision were the performance of the Altair products and the flexibility of the HyperWorks licensing model," said Vincent Collee, manager, Simulation, Testing & Measurements for MCE-5 DEVELOPMENT. "The Altair offering under the Hyper Works Enabled Community program allows us to gain a huge economical advantage. On the performance side we are especially pleased with the capabilities of OptiStruct, the HyperWorks optimization solution. It is a very efficient tool that enables us to develop components that reach an optimum of material distribution with only a few design iterations."

"We are pleased to see the MCE-5 DEVELOPMENT engineers using a broad bandwidth of our products in the development process of their new engine," said Mauro Guglielminotti, managing director, Altair, France. "HyperWorks offers them one software suite that can be used in every single development phase of their products, especially with the possibilities of the HWEC that also offers partner products, amongst others for fatigue and CFD simulation. The HWEC program completes our offering and gives the MCE-5 DEVELOPMENT engineers exactly what they need to build better products faster and to consolidate software costs."

## **About MCE-5 DEVELOPMENT**

Founded in 2000, MCE-5 DEVELOPMENT is based in Lyon, France, and is developing the MCE-5 variable compression ratio engine which reduces fuel consumption and CO2 emissions by up to 45 percent or more. The MCE-5 engine combines advantages of both diesel and gasoline.

[MCE-5 DEVELOPMENT](#) invested more than 45 million Euros to develop the MCE-5 technology, which MCE-5 can be mass produced as of 2016-2017 thanks to a consortium of 12 major internationally recognized European partners. The MCE-5 project is supported and financed by various French and European institutions. It is a successful example of public-private co-financing. Strongly backed by more than 330 French and foreign shareholders, almost one third of the total investment in Research and Development comes from public funding.

## **About the MCE-5 VCRi Technology**

The MCE-5 VCRi is an internal combustion (IC) engine capable of using all the technologies currently available for gasoline engines, such as direct injection, VVTs (Variable Valve Timing) or turbocharging. IC engines have always progressed through the addition of new functions to improve their performance levels or their energy efficiency. MCE-5 proposes an additional decisive function: compression ratio control.

Reduction in fuel consumption is from 20 percent for small vehicles, up to 45 percent for high performance ones. After 13 years of R&D, this technology is now ready to enter into mass-production program, and could be mass-produced at the horizon of 2016-2017.

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## ***Mitsubishi Motors Selects Siemens PLM Software Technology to Improve Productivity and Efficiency***

20 April 2010

[Siemens PLM Software](#) announced that leading global automobile manufacturer Mitsubishi Motor

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Corporation (Mitsubishi Motors) selected [Teamcenter® software](#) to integrate management of CAE and CAD data to optimize simulation analysis and streamline data.

Mitsubishi Motors believes that simultaneous design and analysis, performed side by side, is required to insure product specification validation in today's highly complex vehicles. Mitsubishi Motors selected the simulation process management application in Teamcenter for its multi-CAD management capability and its ability to provide a single source of product data. Teamcenter was also the only software which implements these functions without customization.

“The adoption of Teamcenter by a major industry player such as Mitsubishi Motors further reinforces Siemens PLM Software's position as a preferred PLM provider for the automobile industry,” said Dave Taylor, senior global director of automobile and industrial machinery marketing, Siemens PLM Software. “Siemens PLM Software's technology is used extensively in the automotive industry. Of the top 30 automakers, 26 use our technology in the development and manufacturing of their vehicles. That's more than any of our competitors.”

Teamcenter will allow Mitsubishi Motors to perform simulation analysis and to look up original CAD data from the results of analysis at any point in the design process using the most current data. Alternatively, Mitsubishi Motors will be able to look up the results of simulation based on CAD data so that a framework for data tracing can be constructed.

Mitsubishi Motors plans to systematically expand the deployment of Teamcenter to each field of simulation work during the development of new vehicle models. Teamcenter will precisely manage all formats at all times, and will maintain a link between CAD and CAE data.

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## ***Online Fashion Retailer Bonobos Selects Gerber Technology's YuniquePLM™***

20 April 2010

[Gerber Technology](#) announced that fast-growing internet retailer Bonobos, Inc. has selected the YuniquePLM product lifecycle management (PLM) software solution for implementation at its New York headquarters. Specializing in better fitting men's clothes, the company is deploying the new software to streamline operations and enable more efficient growth and product line expansion.

“We are projecting that our business will double in 2010,” noted Michael Hondorp, Senior Manager PR/Marketing at Bonobos. “To achieve this, we are significantly expanding into new product categories and constantly innovating with all our products. YuniquePLM will help our product team better organize and simplify the development process. While PLM will naturally aid our design and development efforts, we are also looking to leverage it to enhance customer service and marketing functions. This will help us achieve efficient, state-of-the-art processes in all areas of our business.”

Bonobos accomplishes all design and product development with an in-house product team. Finished products are sourced globally from best-in-class production facilities in close proximity to primary fabric sources. A nimble company with an entrepreneurial spirit, Bonobos releases new products and styles through its online channel as frequently as once or twice per week.

With such profound growth and rapid change, Bonobos product teams will benefit greatly from the use of digital libraries within YuniquePLM that provide instant access to artwork and color palettes. All materials and product information generated throughout the concept-to-delivery lifecycle are easily managed within YuniquePLM. Digital line lists will allow flexible views and assortments for organizing

# CIMdata PLM Industry Summary

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fast-paced new product deliveries. The system will keep all teams up-to-date and working from the same page by making this mission critical information easy to access and search through a standard internet browser. Because both PC and Mac computers are used throughout the company, the native compatibility to both systems is a true value-add.

According to Bonobos Vice President of Production Liz Hershfield, “YuniquePLM is a design-driven product that is extremely friendly to the user. We saw it as more fluid and flexible than other systems we evaluated. We look forward to empowering our product team with this exciting technology.”

The YuniquePLM application is built on Microsoft® .NET Framework and utilizes SQL Server® to deliver an economical, easy-to-use and implement solution that can be configured to meet the changing needs of growing companies like Bonobos. Implementation of the new system is scheduled to begin in April.

## **About Bonobos**

New York-based Bonobos was created in 2007 by Brian Spaly and Andy Dunn while they were roommates at Stanford Business School. As legend has it, Brian began altering pants for himself using a girlfriend's sewing machine until Brian and Andy's friends liked the pants so much that they demanded pairs of their own. The Bonobos Signature Fit has had a large role in the company's success. In addition to the focus on product fit, Bonobos provides stellar service.

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## ***Organizations Turn to EMC Documentum xCP to Build Case-Based Applications***

22 April 2010

[EMC® Corporation](#) announced that organizations including Emory Healthcare, AMB Property Corporation and the Los Angeles County Department of Public Social Services have built case-based applications using EMC Documentum® xCP. Applications developed on Documentum xCP enable customers to reduce cycle time, improve compliance and promote business agility.

## **Largest Healthcare Provider in Georgia Increases Efficiencies and Improves Patient Experience**

Emory Healthcare is the largest healthcare system in Georgia, with 30 health centers, approximately 1,200 beds and 10,000 employees serving the metro Atlanta area. With a wide range of services offered across many campuses, Emory has no shortage of data, all resident on different platforms. Dedra Cantrell, chief information officer of Emory Healthcare, described the "tribal knowledge" held by various departments on patients as isolated stores of information located within a variety of applications across the organization, handed down within each silo, but not easily transferable or accessible to others across Emory Healthcare.

Emory deployed an Enterprise Patient Access (EPA) system allowing them to harvest the information, manage it and send it to the right people for action. The system leveraged applications already in place in the organization, linking 10 systems from a variety of vendors, including Documentum xCP from EMC; hospital patient management system from McKesson; scheduling, registration and billing system for the organization's clinics from GE/IDX; EMR system from Cerner Millennium; and a patient denial database and other niche homegrown systems. Parallel goals in this effort were to improve knowledge management inside Emory, increase efficiencies in internal processes and improve the patient experience.

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"With the EPA system, we now have one source of truth for provider information. Efficiencies were gained in eliminating duplicate steps and paper forms to fill out. It allows employees involved across the organization -- financial managers, administrators and clinicians -- to access information, take actions, respond to triggers initiated by the system and track who does what, all in a HIPAA-compliant platform," said Cantrell. "In addition, employees who interact with patients now have all the tools and information at their disposal allowing them to update and validate information held within the system as well as respond to any requests related to a patient."

The Documentum xCP-based EPA system has also been integrated with Emory's existing personal health record and patient portal. This allows patients to update their information, complete forms and access medical history and test results. Emory intends to leverage the EPA system to support implementation of a medical home model as a next step.

## **Real Estate Investment Trust Implements Automated Lease Processing Solution in Six Weeks**

AMB Property Corporation is a leading owner, operator and developer of industrial real estate that serves approximately 2,600 customers in 47 markets in 14 countries with a portfolio of 155.1 million square feet (14.4 million square meters). AMB needed a solution that would automate its process for incorporating lease information into their accounting system.

"Our lease process was manual and it heavily relied on e-mail and FTP for file transfers. Each lease was managed as a case file that contained not only the lease but also any supporting or historical documents," said Walter Parton, Application Architect Manager at AMB Property. "Frequently, the files were too big to send via e-mail so they had to be uploaded onto an FTP site. A third-party company would download the files and manually enter the data into our accounting system. The third-party processors printed out the accounting data then scanned and e-mailed it back to the lease administrators for final audit. The list of users, such as property managers, for the final notification was maintained in a spreadsheet and required lookup for each lease that was processed. Also, all issue tracking was done manually through a spreadsheet for determining the third party SLA."

"With the application we developed using Documentum xCP, we estimate a 75 percent reduction in man hours to complete lease entries and updates. As each lease is entered into the system, it automatically kicks off a process where property managers are notified, the supporting documents are found and attached, key data are entered by a third-party company and the appropriate lease administrators review the data for accuracy," added Parton. "We have integrated the application with our accounting system to validate the data and pull additional information related to the lease. Any documents relevant to the property can be associated with the property's case file and will automatically inherit all the relevant metadata; this makes finding information a breeze."

Parton also said that the process flow is driven by the document attribute information, such as the country or market, and it is easy to change the configuration. As a result, it will accommodate different process requirements and it allows AMB to adjust the process without having to do customizations or major changes.

In addition, AMB can automatically age all documents related to a lease to meet compliance. When a lease expires, the system triggers the retention period to start. It can then dispose of the documents based on the company's retention policy.

"Documentum xCP allowed us to build the entire application in six weeks so the return on investment was great," said Parton. "We tailored it to our workflow with minimal effort. We plan on reusing the interface to develop processes that meet the needs of other departments in the organization."

## **Public Agency Enhances Customer Service and Efficiencies in Case Management**

The Department of Public Social Services (DPSS) provides benefits and services to low-income residents of Los Angeles County including temporary financial assistance and employment; free and low-cost healthcare insurance; food benefits; and in-home services for the elderly and disabled. Working with EMC, DPSS is current developing an electronic document management system that will help improve efficiencies and reduce costs associated with their eligibility determination processes.

The manual system is costly, time consuming and labor intensive. A case worker must first sort through 30 to 50 documents to determine an applicant's financial need before circulating to a supervisor who makes the final decision based on the case worker's recommendation. LA County mandates a 30-day approval or denial of eligibility. The case worker holds onto the physical file for 90 days and then moves it to an offsite storage facility for retrieval one year later to re-determine eligibility.

"Using Documentum xCP, we will be able to automate several tasks involved in processing eligibility requirements. First, all documents related to a case are scanned and made available online. The system includes a checklist of eligibility documents and tracks which documents are received," said Carlos Sanchez, Programming Supervisor in the Office of Automation and System Support at DPSS. "Case supervisors can easily review the claim status and see that the checklist has been completed. Next year when the same applicant re-applies for benefits, case workers would be able to go online, review existing documents and would only have to request new information. This greatly improves the speed and efficiency of the decision-making. Having online access will also save us millions of dollars each year in storage and retrieval costs."

"Customer service representatives will be able to provide better service," added Sanchez. "When applicants call into our service center, representatives can provide actual status of their claim, where it is in the process or convey which documents are still missing to complete their file."

DPSS will also be able to increase security in safeguarding the private information contained in each case file. Documentum xCP limits exposure of personal and financial information to minimize identity theft, as well as controls and tracks who has access to information.

## **EMC Documentum xCP Overview**

Documentum xCP is a dynamic applications composition platform that provides fully integrated technologies, development and deployment tools as well as application accelerators. Emphasizing configuration versus coding, Documentum xCP unites content management, business process management, intelligent capture, customer communications management, collaboration case management, analysis, reporting and compliance management into a single environment. With Documentum xCP, system integrators, independent software vendors and IT organizations can rapidly build intelligent case-based applications substantially faster, at a much lower cost and with fewer resources. The platform also allows organizations to significantly reduce the total cost of ownership by delivering applications that are easier to modify and maintain.

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***SCM Group Selects Teamcenter to Improve Product and Process Innovation; Contract Valued at More Than \$1.5 Million to Significantly Help Reduce Time-to-Market While Improving Commonization and Reuse***

20 April 2010

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[Siemens PLM Software](#) announced that [SCM Group](#), a world leader in the production of woodworking machinery and systems, selected [Teamcenter® software](#) to help optimize its product development processes and improve product and process innovation.

SCM Group selected Teamcenter, Siemens PLM Software's digital lifecycle management portfolio, as its corporate-wide PLM solution. Teamcenter will be deployed to manage CAD data created with Siemens PLM Software's [Solid Edge® software](#) with synchronous technology, which will be implemented as the group standard replacing SCM Group's current CAD software. In the course of project implementation Teamcenter will also integrate with the existing ERP solution.

"Siemens PLM Software was selected following an extensive evaluation process which included major players in the PLM market," said Federico Ratti, chief technical officer, SCM Group. "Teamcenter was selected because of the PLM portfolio's breadth, superior multi-CAD and multi-ERP integration capabilities and because of the knowledge demonstrated by Siemens PLM Software during the selection phase and in previous CAD implementation projects for SCM Group."

"Siemens PLM Software's Teamcenter system will help optimize our engineering processes," said Stefano Monetini, general manager, SCM Group. "It will allow us to share design and innovation ideas between different technical departments, commonize and reuse component and subsystems, and help reduce time and product cost. We will also capture and manage our know-how, posing a solid foundation for a future of innovation and growth."

"The selection of Teamcenter by a worldwide leader such as SCM Group further establishes Siemens PLM Software as a leading provider of PLM solutions in the machinery industry," said Franco Megali, vice president and managing director, Siemens PLM Software, Italy. "Siemens PLM Software is eager to see our solutions help SCM Group transform its process of innovation which will contribute to the future worldwide growth of such an important Italian brand."

## About SCM Group

SCM Group is an Italian company and global leader in the production of woodworking machinery and systems. For almost 60 years it has been offering the widest range of machinery, from standard machines for joinery companies up to integrated lines for industrial production of furniture and housing construction wood components. Through dedicated companies, the Group now also operates in the plastic, stone, glass and advanced materials processing machinery industries.

SCM Group has 10 production sites and 3.450 employees. SCM Group exports 70% to 120 countries through 23 foreign subsidiaries, 350 distributors and agents, guaranteeing efficient and prompt assistance with over 500 engineers providing training, service, maintenance and spare parts every day throughout the World. Ongoing research and development is carried out by 70 engineers who design and create new products to be manufactured, assembled and distributed for the entire Group.

To ensure utmost quality of the entire manufacturing cycle, a special production plant with over 90 highly sophisticated CNC machining centers has been created to control all pre-assembly operations: iron castings, metalwork carpentry, painting, CNC machining, electro-spindles, electric, electro-mechanic and electronic components.

With an outlook for the future, outstanding investments (30 million euros) are currently being made in technology and know-how.

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## *Troy Lee Designs Creates Helmets with Cutting Edge Aesthetics, Killer Style*

19 April 2010

[Troy Lee Designs](#), one of the world's most stylish designers of equipment and clothing “for the world's fastest racers™,” relies on [Autodesk Alias Surface](#) and Autodesk Showcase software to create visually stunning helmets worn by world-champion mountain bikers, motorcross riders, BMX riders, snowboarders, and more than a dozen NASCAR teams.

Digital Prototyping software from Autodesk, Inc. enables Troy Lee Designs to respond to market trends faster and roll out dazzling new helmet designs, helping the company stay one step ahead in the marketplace. While Troy Lee Designs has expanded its product line over the years to offer a wide range of gear — a complete line of racing gear and casual wear — its signature product remains its helmets, which are a favorite among racers and enjoy a rabid fan base.

“Autodesk Alias Surface is essential for designing our helmets,” said Jeff David, product manager at Troy Lee designs. “I have yet to experience a program that can match Autodesk Alias' capability for reflections and curvatures. We can effortlessly check to see if all the surfaces in our ideas translate well before we move forward with them.”

To create a successful helmet that will perform at the highest levels of competition, Troy Lee Designs must take several factors into consideration. The helmet must provide as much protection as possible while simultaneously being lightweight and offering adequate airflow. Most importantly, Troy Lee Designs places a high premium on aesthetics, striving to produce helmets with a unique look and visual appeal.

Alias Surface software helps the design team at Troy Lee Designs to achieve these goals through dynamic modeling and precision surface modeling tools that make it easier to rapidly create high-quality production surfaces. The company then explores multiple concepts and designs for its helmets — before anything has been built — by creating near photorealistic images and renderings in Autodesk Showcase that convey design intent.

Troy Lee Designs' success with Alias Surface and Autodesk Showcase products was greatly aided by the up-front work of reseller [Tata Technologies](#), who managed the implementation and provided valuable training. Using Autodesk software has helped Troy Lee Designs reduce design time for its helmets by up to 40-50 percent — a time savings that often can translate into several months. As a result, the company is able to get more of its designs to market in a shorter amount of time, helping them to capture more sales in the marketplace.

“Differentiated, custom design doesn't mean trading off speed and agility,” said Robert “Buzz” Kross, senior vice president, Manufacturing Industry Group at Autodesk. “Autodesk Digital Prototyping software is helping Troy Lee Designs reduce the time required to turn its inventive concepts into market-ready products.”

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## *USANA Health Sciences, Inc. Improves Product Development Efficiency and Ensures Compliance*

April 2010

USANA Health Sciences, Inc. utilizes Oracle products & services to accelerate product development and ensure product quality and facilitate compliance with life sciences industry standards and

regulations,

Some Metrics Include:

- Positioned the company to realize a 60% to 70% improvement in the efficiency of its validation and document control processes
- Reduced manufacturing deviations by more than 40% per month, enhancing quality and manufacturing efficiency
- Accommodated a 100% increase in change orders while reducing the average days to complete a change order by 25%

“Oracle’s Agile Product Lifecycle Management provides us with robust functionality that improves efficiency to ensure the quality of our health and nutrition products. It also helps with meeting national and international standards regulations governing life sciences. We see Agile Product Lifecycle Management as a powerful tool that drives innovation and saves time to market through process automation and condensed cycle times.” - Gary Carter, Director, Enterprise Resource Planning, USANA Health Sciences, Inc.

Click [here](#) to learn more.

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## ***Utah Department of Transportation Makes History on Interstate-80 Project with Help from Oracle’s Primavera P6 Enterprise Project Portfolio Management***

21 April 2010

[Utah Department of Transportation](#) (UDOT) recently completed a historic reconstruction of a two-mile section of Interstate 80 (I-80) through the heart of Salt Lake City, using [Oracle’s Primavera P6 Enterprise Project Portfolio Management 7.0](#) and two in-house systems developed on [Oracle Database](#) and [Oracle SOA Suite](#).

The largest bridge reconstruction of its kind in the United States to date, the I-80 project utilized a construction management process based on Primavera P6. This helped minimize the environmental impact of the reconstruction by reducing time of construction, construction pollution and traffic congestion leading to automobile pollution.

Primavera P6 is an integrated project portfolio management (PPM) solution that helps organizations globally prioritize, plan, manage and deliver projects, programs and portfolios, along with innovative construction practices. The solution has helped UDOT to maximize the efficiency and reduce the cost of its project.

UDOT uses Primavera P6 on a majority of the state’s projects to ensure they are completed on time and within budget, and to measure the effectiveness of its construction programs. This helps ensure the UDOT employs the right construction methodologies for each project and also minimizes the impact on the motoring public that passes through the construction zones.

Leveraging Primavera P6, UDOT’s construction methodologies have:

- Reduced construction times by up to 40 percent;
- Nearly eliminated congestion in highway construction zones;

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- Saved thousands of tons a year of vehicular pollution and millions of dollars a year in user cost savings;
- Saved significant time in its design process, bidding process and construction management;
- Significantly reduced paper usage with its associated environmental impact; and
- Reduced necessary construction resources by more than 10 percent.

Before construction began on the I-80 project, UDOT reviewed various construction options using Primavera P6 to assess the time impact of each option. The organization developed schedules that represented its standard construction method versus the use of multiple prefabricated bridge components – an innovative approach to bridge construction.

UDOT determined it would be able to build the bridge faster with less interference to traffic with the new approach, so it constructed seven bridges remotely then moved them into place after it completed construction.

UDOT realized several advantages with this methodology, including:

- Reduction of overall construction time from three to two years;
- Reduced contractor CO2 emissions by more than 20,000 tons;
- Improved traffic flow through the project;
- Reduced emission due to congestion by more than 100,000 tons;
- Reduced impact costs to drivers by more than US\$10 million;
- Safer and more efficient bridge construction which uses significantly less manpower and equipment;
- Improved public acceptance of the project due to UDOT's efforts to minimize impacts related to the project.

## Supporting Quote

“To provide the best highway system for the state, we look beyond just asphalt and concrete, and partner with local communities, transit agencies, environment advocates and others to ensure that we provide the best overall product. We also rely on Oracle's Primavera P6 Enterprise Project Portfolio Management to control and manage our construction process in an environmentally friendly fashion,” said Larry Myers, State Project controls engineer, Construction Division, Utah Department of Transportation. “Primavera P6 gives us the power to quickly assess the impact of different construction techniques and methodologies on our projects. This enables us to choose the construction approach that minimizes the environment impact of our projects on the community.”

## Supporting Resources

[Oracle Primavera Enterprise Project Portfolio Management](#)

[Oracle Primavera P6 Enterprise Project Portfolio Management](#)

[Oracle Primavera Enterprise PPM: Engineering & Construction](#)

Oracle customer snapshot: [Utah Department of Transportation Improves Construction Management](#)

[Efficiency to Minimize Environmental Impact](#)

[Oracle EPPM Blog](#)

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## Product News

### *Albitech Ltd Brings High-Speed Inspection Process Capabilities to SolidWorks 2010 CAD Software*

10 April 2010

Albitech Ltd announced the availability of Inspection Geni™; a [SolidWorks®](#) 2010 3D CAD add-in partner solution that automatically generates inspection sheets, drawings with dimensional IDs and archives available for inspected dimensions and inspection documents.

The new version of SolidWorks improves designers' and engineers' productivity with new capabilities like rapid dimensions, enhanced mirrored components, and heads-up mouse gesturing. These capabilities let designers and engineers work smarter and faster while minimizing menu navigation.

Designers, engineers and QC department will use Inspection Geni and SolidWorks software to:

**Automatically sort designs** - creating a dimensional database giving you a perfect interface to plan your inspection process.

**Planning** - Plan the inspection of a particular product part by creating a template defining the measuring tools and related tolerances.

**Inspection** - Print blank inspection reports for sorting using a measurement tool with different inspection stations, like high gauge, CMM and manual inspection.

**Documentation** - Automatically print inspection documents and MRB reports.

**Archive** - Save the technical changes history made to any manufactured part and archive all the correspondence with the designer.

**Environmentally - Friendly** - Adopt environmentally friendly industry standards within a completely digital manufacturing environment.

“Engineers don’t have time to worry about software complexity or the problem of integrating data between separate applications,” said Nick Iwaskow, SolidWorks Manager, Alliances. “Combining Inspection Geni’s creation of inspection documents, drawing with dimensional IDs with comprehensive archive capabilities with SolidWorks 2010 3D CAD enables engineers to focus on innovation, quality, and productivity instead of learning how to use the software.”

Tightly integrated with SolidWorks, Inspection Geni enables designers and QC engineers to analyze dimensions and automatically add data into the inspection template. “The dimensions are stored in a database allowing users to immediately view the highlighted connected dimensions,” says Doron Sashkis, CEO, Albitech. “Thanks to this, our customers report that they shave up to 90% off the time they typically spend on the inspection documentation process.”

#### **About Albitech Ltd.**

Albitech Ltd was founded in 2007 and offers consulting and programming solutions for multi-axis CNC Machines, developing software tools that enabling engineers and manufacturers to increase productivity,

slash development costs and boost time to market, Rapid ROI and Adopt Environmentally Friendly Industry Standards. For the latest news, information, special price offers or an on line demonstrations visit <http://www.albitech.org>

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## ***Altair MotionSolve's Added Compatibility with FTire Enables Realistic, Full Vehicle Model Simulation***

21 April 2010

[Altair Engineering, Inc.](#) announced that it has added new functionality to its MotionSolve mechanical systems simulation solver. It now interfaces with Cosin Scientific Software's Flexible Ring Tire Model (FTire), a full 3D nonlinear tire simulation model, which enables a more realistic full vehicle model simulation to improve the durability and vehicle ride comfort. Altair developed the interface between MotionSolve and FTire to virtually assess and tune how a vehicle handles road irregularities based on tire characteristics.

"Previously, MotionSolve allowed for full vehicle model simulation with simplified tire characteristics," said Jon Quigley, director of systems modeling for Altair. "Now, engineers can apply real tire characteristics to the full vehicle model simulation, resulting in a more detailed and accurate analysis of how a vehicle will behave on a variety of rough road surfaces."

The ability to realistically simulate full vehicle models also allows for issues to be solved faster and allows more time for the engineering, both of which translate to higher quality products. The Altair MotionSolve-FTire interface can be used for any model simulation of a vehicle equipped with passenger or light truck/SUV tires within a variety of industries, including automotive, aerospace and defense.

FTire is used for vibration analysis as a critical component in simulating vehicle comfort on rough surfaces, such as an uneven road. The MotionSolve-FTire interface simulates the vehicle traveling over the surface and how the tires interact with that surface.

"With FTire interfacing with MotionSolve, the measurable elements of the full vehicle simulation model analysis are available in a more accurate, straight forward manner," Quigley said. "It is exciting to see MotionSolve mature into an increasingly comprehensive commercial offering that can aid manufacturers in creating higher quality vehicles for consumers."

MotionSolve is a mechanical-systems simulation solver based on a modern formulation tuned for computation speed and results accuracy. With solutions for dynamics, kinematics and statics, MotionSolve provides analysts and designers with capabilities to accurately simulate and analyze complex mechanical-systems behavior and performance.

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## ***Altair Adds DIGIMAT by e-Xstream engineering to the HyperWorks Enabled Community***

22 April 2010

[Altair](#) announced the addition to its HyperWorks Enabled Community (HWEC) of DIGIMAT by e-Xstream engineering, a developer of leading nonlinear multi-scale modeling technology for composite materials and structures. HyperWorks users can now download the latest versions of Digimat-MF, Digimat-MX, Map and DIGIMAT to RADIOSS including the coupling to injection molding simulation

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codes from the HWEC website at [www.hyperworkscommunity.com](http://www.hyperworkscommunity.com). They can access the DIGIMAT software listed above at no incremental cost using their existing HyperWorks software license tokens. To date, over 340 companies worldwide have joined the HyperWorks Enabled Community.

DIGIMAT enables users to bring high quality products to market faster through highly efficient and accurate modeling of composite materials and structures using finite element analysis (FEA). Better models mean fewer prototypes to be built, which in turn lowers the development time and cost. DIGIMAT also allows users to lightweight composite structures, leading to the reduction of induced gas emissions and raw material consumption, while optimizing their mechanical, thermal and electrical performance.

"e-Xstream is very pleased to offer the DIGIMAT suite to the HyperWorks Enabled Community," said Roger Assaker, Co-Founder & CEO of e-Xstream engineering. "These tools will enable composite material suppliers and users to reduce the time and cost needed to develop innovative materials and structures. DIGIMAT will notably enable plastic suppliers and users to model the nonlinear behavior of reinforced plastic parts taking into account the effects of the injection molding process."

DIGIMAT to RADIOSS includes the interfaces to injection molding codes (i.e. Moldex3D) to enable material and structural engineers to perform accurate and efficient FEA of fiber reinforced plastic parts where DIGIMAT is used to model the nonlinear, anisotropic and rate-dependent behavior of the material also taking into account the fiber orientation, residual stresses and temperatures and weld lines predicted by injection molding, locally on the structure.

DIGIMAT provides accurate failure prediction, micromechanical material modeling, and nonlinear multi-scale structure modeling. It also offers an efficient modeling procedure and intuitive graphical user interface. Digimat-MX, The Material eXpert system has a composite materials database used to prepare, store, retrieve, securely exchange and reverse engineer material models. Map, the Shell & 3D mapping software allows user to transfer fiber orientations, residual stresses, temperature and weld lines from the injection molding simulation mesh to the advanced FEA mesh. HWEC users can access the DIGIMAT suite in conjunction with HyperWorks using their existing HyperWorks Units.

"We are excited to add DIGIMAT to the HyperWorks Enabled Community. The interest from our users in the development of advanced materials has grown tremendously over the past few years," said Martin Nichols, Altair Executive Vice President of Global Alliances and Operations. "This addition is particularly timely since Moldex3D, an injection molding simulation tool, was recently added to our program. The combination of DIGIMAT, Moldex3D and RADIOSS is a very attractive solution to many of our users. We take great pride in offering innovative technology to our customers at no incremental cost through Altair's flexible licensing model."

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.

The partnership with e-Xstream engineering brings the total number of applications available under the HyperWorks platform to 56 including 31 third-party software applications such as DIGIMAT. These applications enable users to maximize their current investment in HyperWorks licenses by giving their engineers and designers flexible access to a growing pool of leading technology solutions.

## **About e-Xstream engineering**

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[e-Xstream engineering](#) is a software and engineering services company 100% focused on state-of-the-art multi-scale modeling of complex multi-phase materials and structures. With an important customer base in Europe, America and Asia, e-Xstream adds to its deep expertise in material modeling and numerical simulation the business understanding of a large variety of materials (Reinforced Plastics, Composites, Rubber, Metals,...) used across the industries (automotive, aerospace, consumer electronics, industrial goods, ...).

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## ***Anark Core™ Adds Native 64 Bit, and Expanded Support for DWG and JT Formats***

22 April 2010

Anark Corporation announced the release of Anark Core 3.1 which adds significant new capabilities to address the major bottlenecks that plague manufacturers when trying to collaborate, share, and repurpose complex 3D CAD data and manufacturing information.

"Anark Core 3.1 makes it easier to process large complex product assemblies, drastically reduce model size and detail, and prepare and convert 3D CAD content for visualization and simulation applications," said Stephen Collins, CEO of Anark. "When integrated within an enterprise PLM infrastructure, Anark Core's ability to make 3D CAD files smaller, lighter, and faster removes a practical and costly barrier preventing manufacturers from efficiently sharing this data and realizing its full value throughout the enterprise and extended supply-chain."

### Anark Core 3.1 Feature Highlights

- Native 64-bit support provides additional addressable memory for extremely large footprint 3D CAD assemblies;
- Support for import and export of Dassault CATIA™ V5 R20 assemblies, import of Parametric Technology Corporation Pro|ENGINEER® Wildfire® 5 components and assemblies, and import of Siemens NX™ 7 components and assemblies;
- Siemens JT™ format improvements resulting in up to 10x increase in import performance;
- Adding to Anark Core's ability to simplify NURB and B-Rep assets, leverage existing PLM assets by re-tessellating high-resolution Siemens JT or CATIA CGR assemblies into high-quality, lightweight mesh models;
- Simplify existing complex Autodesk DWG™ files containing parametric geometry and mesh-based objects to reduce file size and improve performance within AEC, space planning, and 3D catalog applications; intelligent edge suppression to create more attractive DWG symbols;
- Improved load balancing and throughput for batch processing large numbers of CAD files with Anark Core Server.

"Anark Core 3.1 has added specific functionality to support 20-20 Technologies' End-to-End approach to content creation and deployment," said Bruce Allum of 20-20 Technologies. "Anark gives us the ability to easily defeature complex assemblies required to drive production in the factory floor and convert these into lightweight 3D drawing files that can generate business at the point of sale."

[Anark Core](#) is a PLM solution that simplifies and converts complex 3D CAD assemblies for downstream use throughout manufacturing, design, engineering, and support organizations. Unlike

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conventional CAD translation and conversion products, Anark Core captures all CAD simplification steps into "recipes" that allow manufacturers to automate the entire process of accessing and re-purposing 3D CAD and product information every time a significant design or production database change occurs.

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## ***Aras Announces New Open Release of Advanced Enterprise PLM Software Solution Suite***

21 April 2010

Aras® announced at the COE 2010 Annual PLM Conference & TechniFair the availability of the latest open release of Aras Innovator, its enterprise PLM software suite. The new release download is freely available at [www.aras.com](http://www.aras.com)

This newest release of Aras Innovator is specifically designed for large-scale global PLM deployments. The release combines expanded enterprise manageability, advanced upgrade capabilities and enablement on the latest Microsoft platform technologies. Together these enhancements make Aras ideal for enterprise-wide PLM deployments that utilize geographically distributed data centers, private cloud resources or a hybrid environment (both on-premise and in-cloud infrastructure simultaneously).

### **Aras Adds Power for Global Enterprise PLM Deployments**

Enhancements to Aras's advanced PLM architecture mean that it is even more scalable, manageable and secure than ever, making Aras the most capable PLM solution for multi-national organizations and global supplier networks.

- Enterprise Virtualization** – Comprehensive support for data center virtualization enabling distributed deployment scenarios across physical server infrastructure resources around the world.
- Enhanced Caching** – New caching techniques optimize system calls and minimize traffic over the WAN for even faster performance worldwide, particularly on high latency networks and in low bandwidth conditions, such as the conditions that exist in emerging economies.
- Multilanguage Workflow** – Workflows operate in multiple languages at the same time delivering workflow activities & instructions in the native language of each participant; critical for international business process collaboration.
- System Notifications** – Multi-level system notification functionality enables system administrators to issue notices out to users and provides administrators with information on service packs and security updates. User notices can be tailored to specific users, groups and/or roles.
- Expanded Security** – Advanced database protection, additional system administrator controls and enhanced track & audit capabilities add to Aras's enterprise security management capabilities.

### **Aras Transforms Global Enterprise PLM Upgrades**

Unlike legacy PLM system upgrades, that effectively require a re-implementation and data migration, Aras is upgraded "in place" in a fraction of the time and effort because no recoding or data migration are necessary. As a result, Aras is pleased to announce that all Aras upgrades – major and minor – are now performed for customers, regardless of customization, as part of the Aras Unlimited subscription package, at no additional cost. Aras upgrades are completed in 1/10th the total time and 1/100th of the total man hours required for conventional enterprise PLM systems, even for highly customized global

deployments.

“Too many companies are stuck on outdated versions of our competitors’ PLM products because it’s too expensive and too complicated to upgrade,” said Peter Schroer, President of Aras. “We specifically designed Aras to be easily customized and have made sure that future updates will not be an issue because upgrades are free with our subscription package. We’ve removed both the technical hassles and the financial burden to ensure that customers always remain current on the latest Aras release.”

## **Aras Leads PLM Industry on Microsoft Platform**

The newest Aras Innovator release is designed to take full advantage of the innovative and robust capabilities offered by Microsoft for global corporations that require significant scalability, high availability and comprehensive administration. The new release is enabled on the latest Microsoft platform products including:

- Windows Server 2008 R2 with Hyper-V
- Windows 7 and Internet Explorer 8
- IIS 7.5 and .NET Framework 3.5

Aras Innovator is also the only enterprise PLM solution certified by Microsoft in independent testing for the entire Microsoft platform including “Certified for Microsoft Windows Server 2008 R2” and “Compatible with Windows 7”.

For more information and to download the latest release of the Aras Innovator PLM software suite visit [www.aras.com](http://www.aras.com)

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## ***Autodesk Expands Options for Software Development with AutoCAD OEM 2011***

19 April 2010

[Autodesk, Inc.](#) announced the availability of the 2011 [AutoCAD OEM](#) development platform, which provides tools to build custom AutoCAD software-based products for specific markets and extend design information to users outside the traditional CAD industry.

The AutoCAD OEM 2011 development platform gives developers access to the AutoCAD engine and enables them to take advantage of the functionality and new features in [AutoCAD 2011](#) software to develop custom, industry-specific applications that offer the precise features, commands, menus and design data their customers require. Expanded capabilities in AutoCAD 2011 software include new surface modeling tools that enable users to more easily create smooth surfaces and surface transitions while associativity maintains relationships between all of the objects; point cloud support for up to two billion points; new inferred constraints that enable designers to define constraints as they draw; enhancements to the Hatch command that bring improved drafting efficiency; and new gradient hatch patterns that permit users to add more colors and shading to drawings.

Developers using the AutoCAD OEM development platform can create applications that can read and create AutoCAD DWG files, create host programs that run the application in a smaller, secondary window or through a web page and deliver products with scaled-down feature sets and price points.

“There are hundreds of niche industries that need to use the power and precision of AutoCAD in their work but require the product to be highly tailored to the specific needs of that industry,” said Amar

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Hanspal, senior vice president, Autodesk Platform Solutions and Emerging Business. “To serve those unique markets, we rely on our trusted development partners and provide them with AutoCAD OEM 2011 to enable us to meet the needs of all of our customers.”

Key features of the AutoCAD OEM development platform include:

**Flexible host applications** enable developers to host programs that run the AutoCAD OEM 2011 software development platform as a desktop application, in a small secondary window, within a Microsoft Windows .NET Form or as web page.

**Powerful security mechanisms** give developers full control over the level of AutoCAD functionality users see, enabling developers to manage the design activities of users based on their specific process or purpose. AutoCAD OEM 2011 development platform also provides encryption and binding security mechanisms that help prevent copying or reverse-engineering of LISP software programs.

**Product branding tools** like the MakeWizard and OEM InstallerWizard, a simple, graphical dialog interface, enable developers to custom brand their application. Developers have access to tools that control the About box image, splash screens, installer banners and screen characteristics, such as bitmaps and product icons, enabling them to hide or prominently display AutoCAD characteristics depending on the customer and the product's market requirements.

**Development interfaces** support the ObjectARX programming environment, Visual LISP, ActiveX and the .NET Framework. It also supports the tools in standard AutoCAD software for customizing menus, toolbars and quick keys.

With deep expertise providing development tools to the engineering software community, Tech Soft 3D will be a distribution partner for AutoCAD OEM development platform in the United States and Canada. Tech Soft 3D will handle all North American account management, partner recruitment and sales growth for the platform for existing and new customers.

“Our goal is to provide developers with a rich set of tools to build successful applications,” said Tech Soft 3D CEO Ron Fritz. “We look forward to growing the community of developers using the AutoCAD OEM platform, and we appreciate Autodesk’s continued trust in us as a partner to manage this growth.”

For more information about AutoCAD OEM 2011 development platform, please visit <http://www.autodesk.com/autocadoem> or [www.techsoft3d.com/products/autocadoem.html](http://www.techsoft3d.com/products/autocadoem.html).

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## ***Cadence Contributes Technology to Boost Verification of Complex Mixed-Signal Chips***

21 April 2010

Cadence Design Systems, Inc. announced that it has contributed to the Accellera standards organization new technology that can help engineers conduct faster and more thorough functional verification on complex mixed-signal SoCs. Cadence® donated a set of extensions to the wreal feature of the Verilog-AMS real numbered modeling capability. These [Cadence](#) extensions are designed to improve accuracy and offer better plug-and-play with analog models. Wreal enables engineers to conduct functional verification on these SoCs at digital speed. Faster and deeper verification can translate to fewer re-spins and faster time to market.

“We thank Cadence for this significant and timely contribution to Accellera,” said Shrenik Mehta, chair

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of [Accellera](#). “We welcome this new technology aimed at strengthening our Verilog-AMS standard, which is critical for engineers tasked with conducting efficient, yet deep, verification on some of today’s most complex chips.”

“As the industry leader in mixed-signal design enablement, we are contributing this open-format wreal technology to enable the development of interoperable solutions to meet the needs of our industry,” said Sandeep Mehndiratta, solutions marketing group director at Cadence. “With the ability to conduct mixed-signal verification at digital speeds—even running nightly regression tests—we are confident verification teams will see significant benefits from deploying this technology.”

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## ***GibbsCAM Releases New High-Speed-Machining (HSM) for Direct Volumetric Machining of Solid Models***

22 April 2010

Gibbs and Associates announced the availability of GibbsCAM VoluMill™ Solids, a new option for the high-speed- machining (HSM) of solid models directly within GibbsCAM. The VoluMill Solids option, an incremental enhancement to the GibbsCAM VoluMill Wireframe option, is fully integrated within GibbsCAM. As such, it allows GibbsCAM users to select solids, surfaces and facet bodies, to quickly and easily generate HSM toolpaths with ultra-high performance and efficiency. Typically, traditional roughing toolpaths are generated as parallel offsets (with sharp corners and transitions), which require stops, starts and variable speeds for optimizing motion to reduce tool wear and excessive tool loading. In contrast, VoluMill develops toolpaths optimized for volumetric material removal, based upon desirable material removal rates, by using continuous tangential motion, specialized contour ramping and adaptive feed rates to achieve the highest feeds and speeds possible. By leveling tool load, maintaining constant machine-tool motion and using high-speed-repositioning, the software produces more efficient toolpaths, extends tool life and significantly reduces cycle times. The GibbsCAM VoluMill Solids option provides users the ability to directly machine solid models, whether they are created in GibbsCAM, SolidWorks, Inventor, CATIA, Pro/ENGINEER Wildfire, Siemens NX or almost any other CAD system. VoluMill Solids is available immediately for the GibbsCAM 2010 and subsequent releases.

The GibbsCAM VoluMill Wireframe and Solids Package provides users volumetric material removal on solid, surface and wireframe models, and on any combination of part and stock boundaries. It supports an unlimited number of islands, tapered walls, variable pocket depths and variable island heights.

Additional key features that contribute to faster material removal, extended tool life and much shorter cycle times include:

- Programmed rate of material removal to keep tool and work piece temperature consistent, and to dissipate heat with chips
- Automatic feed rate adjustment and automatic depth of cut to maintain programmed material removal rate, eliminate excessive material conditions, and minimize tool wear, heat build-up and vibration
- Intelligent side milling and slot milling (with programmer override) to provide the fastest possible cycle time, with feed rates and Z-depth automatically adjusted in slot milling for constant material removal
- Smoothing radius to maximize tool utilization, minimize cycle time and extend programming

flexibility

- Contour ramping to maximize material removal in tight areas, with safe access, while minimizing cycle time
- Up to 100% step-over to ensure complete cleanup without leaving any material standing
- Automatically applied special tool motion when tight spaces are detected to ensure fast clearing of small pockets
- Clean-up milling to allow a smaller tool to clean up material left by a larger tool in a previous operation
- High-speed-repositioning, with minimal clearance and no tool drag across machined floor, to maximize machine utilization and minimize cycle time

For more information about GibbsCAM, or to locate your local GibbsCAM reseller, go to [www.GibbsCAM.com](http://www.GibbsCAM.com), call 1-800-654-9399, or email <mailto:info@GibbsCAM.com>

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## ***IFS Ensures Project Success with Enhanced Project-Based Solutions 3.0***

20 April 2010

IFS launched its latest project-based solutions software, PBS 3.0, designed specifically to give organizations greater visibility and control of their business-critical projects, helping secure competitive advantage as they are ready for economic recovery. The solution has been developed in cooperation with IFS' project-oriented customers and experienced IFS consultants delivering Project-Based Solutions to customers worldwide for many years.

The solution offers project-driven organizations an application that incorporates all the benefits of a fully integrated ERP suite with specialized functionality for Project Control, Project Financial Control and Project Materials Management. PBS 3.0, which can also be integrated with third-party planning tools such as Primavera P6, improves customers' ability to manage projects throughout their lifecycle and ensures vital project data is captured at the heart of core business systems.

IFS CEO Alastair Sorbie comments, "Full visibility and control of projects throughout an organization is essential. Problems occur when entire projects or subprojects are planned and monitored outside of normal corporate systems. This makes it impossible for project managers to track and understand how their projects can impact each other and the subsequent implications this has on the overall performance of the business."

The enhanced Financial Control features within PBS 3.0 give users better revenue visibility across projects, the ability to predict future cost implications when changes occur to a project schedule and the means to keep tight control of actual vs. projected costs through real-time data on project progress. In addition, new Materials Management functionality allows users to manage bulk materials efficiently, ensuring the correct volumes are in stock at the right time, reducing unnecessary bottlenecks across project lines.

Available for the first time through IFS' user interface, IFS Enterprise Explorer (IFS EE), the system has been developed with ease-of-use in mind, helping project managers to be in control of their projects with speed and accuracy. As the solution gives users access to data in real time, they always have the latest

information at hand, helping them make timely and accurate decisions.

The development of PBS 3.0 underlines IFS' long-term commitment to developing solutions to support businesses operating in project-based industries. IFS is currently working with the International Project Management Association (IPMA) to develop a comprehensive Sustainable Efficiency study to explore further the extent to which companies manage their most business-critical projects as well as identifying best practices in this area. Project-based organizations worldwide will benefit from a study that demonstrates the business critical value of effective project management.

For more information on IFS' 'Sustainable Efficiency' and to sign-up to receive details from the research with IPMA, please visit [www.sustainable-efficiency.net](http://www.sustainable-efficiency.net).

PBS 3.0 was available for general release on April 9, 2010.

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## ***Mentor Graphics Announces Multicore Solutions for Symmetric and Asymmetric Multiprocessing***

22 April 2010

Mentor Graphics Corporation announced the Mentor Embedded™ Nucleus® SMP (Symmetric Multiprocessing) technology and support for the Multicore Communications Application Programming Interface (MCAPI) standard for inter-processor communication (IPC), established by the Multicore Association. These Mentor Graphics technologies provide a comprehensive solution for developers of multicore and multi-OS designs for both symmetric and asymmetric multiprocessing (SMP and AMP) deployments.

The Nucleus SMP technology is an evolution of the Mentor Graphics® Nucleus Plus real-time operating system (RTOS) and was developed in close collaboration with ARM. The addition of the Mentor Graphics SMP technology creates a scalable solution enabling seamless migration of application code across the whole range of ARM® processors from Cortex™-M series processors through to the high end Cortex-A series processors. Mentor was able to develop this highly-optimized version of Nucleus SMP using the ARM RealView Compilation Tools and validate the Nucleus SMP solution on the multicore ARM Cortex-A9 MPCore™ processor using the ARM Versatile Express Cortex-A9 quad core development board and the ARM Fast Models Cortex-A9 simulator.

“Mentor’s Nucleus SMP capability using the ARM Cortex-A9 platform will allow our mutual customers to develop high-performance, power-efficient multicore designs with confidence and greater productivity,” said John Goodacre, director of program management, Processors Division, ARM. “Our successful hardware and software collaboration with Mentor further demonstrates the importance of tight relationships for innovating technology.”

Nucleus SMP leverages the full range of Nucleus OS middleware including the Mentor Embedded Inflexion™ User Interface (UI), networking stacks for wired and wireless communication, security, USB, and file systems.

Nucleus RTOS and Linux for MCAPI Support with Asymmetric Multiprocessing The Mentor Graphics MCAPI solution supports both Nucleus and Linux operating systems enabling a standard interface for communication and synchronization between multiple OSs running in asymmetric multiprocessing (AMP) designs. Thus, AMP designs can leverage the standard Android- and Linux-rich feature set while the Nucleus RTOS can manage the hard real-time or safety-critical requirements.

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“Mentor is addressing the challenges of mixing different operating systems, like Linux and the Nucleus RTOS, for different methods of IPC with its support of the MCAPI standard,” said Markus Levy, president of The Multicore Association. “Mentor’s MCAPI technology will accelerate the adoption of multiple OSs on multicore which is necessary to help meet system timing requirements for higher-quality product development.”

“Our acquisition of Embedded Alley last year has allowed us to integrate Linux and Android open source for technology development, like our Nucleus SMP and MCAPI support,” said Glenn Perry, general manager, Mentor Graphics Embedded Software Division. “Our multicore and multi-OS capabilities further demonstrate our continued strategy of providing the most innovative embedded development products and services to help our customers and partners become more successful.”

Technologies to be demonstrated at ESC 2010 The Mentor Embedded Nucleus SMP and MCAPI technologies will be demonstrated at the Mentor Graphics booth #1902 during the Embedded Systems Silicon Valley Conference, April 26-29.

The Mentor Graphics Embedded Software Division comprises the Mentor Embedded family of products and services, including embedded software intellectual property (IP), tools, and consulting services to help embedded developers and silicon partners optimize their products for design and cost efficiency. More information on Mentor Embedded products and services can be found at the website:

[www.mentor.com/embedded](http://www.mentor.com/embedded).

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## ***Multi-Language Support for Sescoi’s WorkXPlore 3D High-Speed Viewer***

20 April 2010

Sescoi announced the recent release of [WorkXPlore 3D](#) in Italian and the official launch of the WorkXPlore 3D Japanese version at last week’s Intermold show in Osaka. Designed to facilitate input into the design process throughout an organization and its supply chain, WorkXPlore 3D is able to import, manipulate and amalgamate models and drawings from virtually any CAD system at high speed.

Low cost and free viewer versions of WorkXPlore 3D can be combined with the capability of the full Manufacturing Pro version of the software to make it economic for many more designers and engineers to simultaneously participate in product development. Tools allow users to check dimensions, examine draft angles, compare revisions of the design, animate assemblies, add notes, and in the latest version, add geometric dimensioning and tolerance symbols.

Designed for manufacturers from a range of mechanical industries from mold, die and tool making to automotive, users of WorkXPlore 3D will save the cost of investing in and learning multiple CAD systems, and will be able to share design data in a common lightweight format. Work on several stages of the project can proceed concurrently, which makes it much easier to optimize the design and greatly shortens the development cycle, getting the finished product to market considerably faster. Companies, such as airlines, requiring staff to have the capability to view and measure parts for maintenance purposes can also benefit from the deployment of this user-friendly, easy to learn software.

A recent survey of nearly 400 companies conducted by Sescoi in France and Germany showed a significantly higher satisfaction level with the functionality and performance of WorkXPlore 3D versus its closest competitor, which 3 out of every 10 users described as lacking in full functionality.

WorkXPlore 3D is available in English, French, German, Spanish, Italian and Japanese, with Chinese

and other languages in development.

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## ***Release of STAR-CCM+ V5 Heralds New Strategic Partnership for CD-adapco and Microsoft***

20 April 2010

CD-adapco announced a strengthening of their relationship with Microsoft by announcing tighter support with the Microsoft Operating Systems, Windows 7 and Windows HPC Server 2008, and the integration of STAR-View+ into the Microsoft Office 2010 suite of products.

CD-adapco's flagship product, the recently released STAR-CCM+ V5.02, is the first that CD-adapco has ported directly onto Microsoft Windows 7, giving the engineering community direct access to multidisciplinary engineering simulation from the comfort of this new operating system. Joined efforts between the two companies are underway to incorporate Windows 7 light-up features in STAR-CCM+. For compute-intensive simulations performed over a cluster of Windows computers using Windows HPC Server 2008, STAR-CCM+ will be tightly linked to the job scheduling features, compute node management features, and image deployment capabilities.

Commenting on the strategic partnership Jean-Claude Ercolanelli, CD-adapco's VP Product Management, said: "CD-adapco have been working closely together with Microsoft for many years. The recent releases of Windows 7 and STAR-CCM+ V5 have given us the perfect opportunity to cement this relationship further. The next fruit of our partnership will be the direct inclusion of STAR-View+ into Microsoft Office 2007 and the soon to come MS Office 2010. This will enable our users to distribute their simulation results interactively using MS Word, PowerPoint and Excel: enhancing collaboration between engineering teams by giving everyone access to interactive visualization of simulation results."

"Engineering customers want desktop applications to work seamlessly with their simulation models so we're very excited about the STAR-CCM+ announcement around Windows 7 and Office 2010," said Greg Kirchoff, Director of Vertical Global ISVs at Microsoft.

STAR-CCM+ allows users to distribute post-processed simulation results as "scene files" containing a three-dimensional representation of the stored CAE plot. When viewed using [STAR-View+](#), scene files allow the viewer to zoom, pan and rotate the stored model and post-processing data as well as show and hide features within the scene.

For more information, [contact your CD-adapco representative](#).

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## ***SpaceClaim Integrates KeyShot Photographic Rendering into Its Innovative 3D Direct Modeling Solutions***

21 April 2010

[SpaceClaim](#) announced that [Luxion's KeyShot](#) will be integrated with SpaceClaim products. KeyShot is an interactive raytracing and global illumination program that acts like a digital camera and works with any 3D digital data.

Engineers worldwide are leveraging the power and ease-of-use of SpaceClaim for concept modeling, the optimization of CAE workflows and simulation-driven product development. Often customers will

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leverage SpaceClaim in the bidding process and in discussions with their clients during the design process to make changes real-time. With KeyShot and SpaceClaim, engineers will be able to take their 3D designs and turn them into photographic images within minutes, further simplifying the design-to-final product process and enabling them to win more contract bids with truly compelling proposals.

“Our customers are creating and enhancing incredible products using SpaceClaim and we continue to receive feedback that they are saving up to 50% in time in design and model prep, leading to a shortened time-to-market,” said Bernie Buelow, Vice President of Corporate Marketing, SpaceClaim. “KeyShot is a valuable addition in driving design decisions and we look forward to working with Luxion as they continue to enhance their rendering software.”

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## ***Surfware Receives 2nd Additional Patent on TRUEMill’s Engagement Milling Technology***

20 April 2010

The TRUEMill Division of Surfware Inc., developer of the patented, TRUEMill technology, announced April 16, 2010 that the U.S. patent and Trademark Office (USPTO) has issued another patent (number 7,577,490) for its Engagement Milling technology.

“This additional patent protects the intellectual property and proprietary technology in TRUEMill for an improved slotting method and a new pocketing method using precutting technology in corner geometry,” says Alan Diehl. “TRUEMill toolpaths have proven to increase material removal rates in most any material by up to 5X and increase tool life by up to 10X while cutting at a depth of 2X the cutter diameter, in any geometry shape. This results in drastically reduced cycle times, at the same time achieving the highest material removal rates possible. The TRUEMill Division of Surfware will continue developing and enhancing the already Highest “Material Removal Rated” toolpath technology on the market today.”

The principal co-inventors of the Engagement Milling technology are Surfware co-founder Alan Diehl and mathematician Robert (Pat) Patterson.

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## ***Synopsys Announces Support for Actel's New SmartFusion Intelligent Mixed Signal FPGAs***

21 April 2010

[Synopsys, Inc.](#) announced enhanced FPGA synthesis support is available for [Actel Corporation's](#) new SmartFusion™ intelligent mixed signal FPGAs. Synopsys' Synplify Pro® FPGA synthesis tools have been enhanced to offer advanced support and timing optimization for the flash-based FPGA architecture that provides the programmable digital portion of the SmartFusion devices.

"Providing programmable digital and analog logic with an embedded processor all in one device is a powerful combination," said Jeff Garrison, director of FPGA product marketing at Synopsys. "The SmartFusion devices, combined with Synopsys' technology-leading Synplify Pro FPGA synthesis product, provide designers with a robust, cost-saving solution for their embedded applications. Synopsys and Actel have worked in close collaboration for many years for the benefit of our mutual customers and support for SmartFusion devices is the latest example."

"SmartFusion is a unique solution, integrating a wide variety of functionality into a single chip," said

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Jim Davis, vice president, software and systems engineering at Actel. "Synopsys continues to support Actel's existing and emerging products with leading edge FPGA synthesis technology, which along with the Libero Tool Suite provides a complete and valuable design solution to our customers."

## Pricing and Availability

The enhanced version of Synopsys' Synplify Pro FPGA synthesis tool is available now. Active customers who have obtained Synplify Pro software through the Actel Libero® Integrated Develop Environment or directly from Synopsys will receive support for SmartFusion devices at no extra cost. Please contact your local Actel or Synopsys representative for more information.

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## *Synopsys Introduces the HAPS-60 Series of Rapid Prototyping Systems*

19 April 2010

Synopsys, Inc. introduced the HAPS®-60 series of rapid prototyping systems--a comprehensive solution that eases complex SoC design and verification challenges. The HAPS-60 series, part of the Confirma™ Rapid Prototyping Platform, is an easy-to-use and cost-effective rapid prototyping system that enables early hardware/software co-verification and system-level integration at near-real-time run-rates, using at-speed, real-world interfaces. Built with the latest Xilinx Virtex®-6 devices, the HAPS-60 series combines performance, capacity, pre-tested IP and advanced verification functionality to deliver the most comprehensive prototyping system on the market.

The lack of affordable and readily available hardware-based verification solutions has compelled designers to start hardware/software co-verification and system-level validation late in the design cycle, often leading to project delays that can result from a last-minute increase in system-level hardware and software bugs. The HAPS-60 series offers a unique combination of functionality and features that enable software development and system-level verification much earlier in the design cycle.

"By combining increased performance and capacity, pre-tested DesignWare IP and advanced verification modes with the proven Confirma software suite, the HAPS-60 series provides a cost and time-to-market advantage not possible with traditional, stand-alone hardware-based verification methods or custom-built prototyping boards," said Joachim Kunkel, senior vice president and general manager of the Solutions Group at Synopsys. "By leveraging Synopsys' technology leadership spanning hardware, software and IP, [Synopsys](#) provides designers with a unique prototyping platform that significantly eases their system validation and software development process."

"Virtex-6 FPGAs provide the industry-leading performance and logic capacity that enables the HAPS-60 series to meet today's SoC verification needs," said Mustafa Veziroglu, vice president, product solutions and management at Xilinx. "The combination of the high-performance Virtex-6 devices and the new features and advanced verification functionality available in the new HAPS-60 series provides designers with an industry-leading solution for rapid prototyping."

Key features of the HAPS-60 series include:

- **Highest performance.** Achieving clock frequencies of up to 200MHz, the HAPS-60 series supports applications requiring real-time interfaces such as video, cellular data or live network traffic. The HAPS-60

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series, which runs up to 30 percent faster than previous generations of HAPS products, incorporates performance enhancing technologies that are not available on other solutions. This technology advantage enables full system integration and testing of all hardware and software in a real-world environment. Software developers benefit by being able to write, execute and debug code in a near real-time system-level environment, enabling the early identification and elimination of hardware and software bugs months ahead of silicon availability.

- **Highest capacity.** The flexible architecture of HAPS systems, combined with advanced high-capacity partitioning software and new automated high-speed Time Division Multiplexing (HSTDM), allow the HAPS-60 series to achieve greater capacities than other prototyping systems. This capacity advantage allows design teams to build prototypes of very large systems on chips (SoCs). A single HAPS board can support designs up to 18M ASIC gates (more than double the capacity of the previous generation), and multiple boards can be connected together for higher capacity.
- **Pre-tested IP.** With many of the DesignWare® IP cores such as SuperSpeed USB 3.0, PCI Express® and HDMI pre-tested on HAPS systems, designers benefit from having a proven solution for system-level hardware and software prototyping using the same SoC production RTL. Using the same RTL from prototype to production reduces project schedule - and risk. With pre-tested DesignWare IP, project leaders using HAPS systems can focus their engineering resources on product differentiation and system validation instead of verifying the IP portions of their prototype.
- **Advanced verification functionality.** The HAPS-60 series provides advanced verification functionality, previously unavailable in prototyping systems, enabling engineers to reduce verification time by using the HAPS-60 series hardware earlier in the design cycle. Built on Synopsys' high-performance Universal Multi-Resource Bus (UMRBus)

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technology, new modes of verification include co-simulation through standard PLI and SCE-MI 2.0 transaction interfaces with Synopsys VCS® and Innovator products, C/C++ programs, and other event driven simulators.

## **Availability:**

Contact your local sales representative for more information on availability and pricing of the HAPS-60 series of rapid prototyping systems. A list of Synopsys sales offices can be found at <http://www.synopsys.com/apps/company/locations.html>

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## ***Think3 and its Software Partner SEAC02 Announce the “Green Digital Marketing Platform”***

21 April 2010

To Celebrate Earth Day 2010, think3 and its software partner SEAC02 think3 announces the “Green Digital Marketing Platform.”

This initiative is a shared project between think3, its customers and technical partners with the goal of providing the international market an innovative platform that is also aligned with the needs of the environment.

With a fully digital approach, think3 continues to confirm its ‘Green Company’ status, and promote this philosophy to its customers and to the market. Currently methods of sharing pre-released product prototypes throughout different areas of a company are very time consuming and certainly not very ‘green.’ Physical prototypes alone can be extremely expensive.

Think3’s “Green Digital Marketing Platform” is dedicated to making digital prototypes available to technical and non-technical staff during the development phases, as well as prospective consumers in the actual marketplace, be it on-line or in-store. Using today’s modern rendering software, in conjunction with Augmented Reality, it is possible for real-time browsing, modification of digital models, potentially leading to a purchase by the consumer.

Choices on final product can be made via the internet or at point-of-sale kiosks in various retail locations. Augmented Reality software is provided by SEAC02, from Turin, Italy, leader in the Augmented Reality and the Realtime Rendering markets. During this process thinkdesign, think3’s CAD software, offers capabilities for design review, where sales, marketing and engineering members make decisions related to the shape, details and functionality of a product.

In the past, any design modifications meant weeks or months added on to the product lifecycle. Now, these modifications can be done in real-time using think3’s GSM technology. SEAC02 has released Linceo VR 3.3, which is optimized for Thinkdesign, and includes rendering, real-time animation, Augmented Reality, and new functions for engineers and designers in the area of “via-web virtualization.” Linceo VR is designed to share prototypes within the company at a very low cost to the environment, allowing for easy PDF creation and reducing the need to create expensive catalogs. Augmented Reality allows a consumer to virtually ‘try on’ a product prior to purchase (for example: a consumer could “wear” a pair of sunglasses selected online at a company’s website).

These applications are designed to run on normal laptop, iphone and ipad, increasing the accessibility to

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most various users and giving the consumers a stronger emotional reaction to a given product, and also allows for very interesting and moving marketing campaigns.

[Think3](#) executive VP Silvano Joly says “As of release 2010 Thinkdesign users will benefit –first in the world- of an Augmented Reality output. The GDM platform benefits of the combination of 30 years of experience in the PDP (Product Development Process) with the dynamic and innovative real time rendering and augmented reality platform Seac02 has realized since 2005. Likely our customers will have a huge business and technical advantage using it: in fact they will be able to use the digital assets delivered by the cad for design review, collaborative engineering, marketing and customer interaction. User friendly and reasonably expensive this new platform will be another think3 enabling solution according to our motto think3: software that works.”

Andrea Carignano –Seac02 founder and CEO- added: “the partnership with Think3 completes our vision of a simpler designing process, letting the designer focusing on his or her ideas and not on technical matters about the software. As of today, thanks to Think3 Design and LinceoVR, any change becomes a realistic visualization of the prototype in real time, the design materializes in the surrounding environment with the augmented reality, product placement and benchmark become instantaneous as well as the sharing of information”

Connecting to the website "[Green Digital Marketing Platform](#)" can be viewed the video and have a live test of online augmented reality.

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