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## Acquisitions

### ***Open Text's Acquisition of Shares of Burntsand Inc.***

26 April 2010

Burntsand Inc. ("Burntsand") announced that it has entered into a definitive agreement with Open

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Text™ Corporation ("[Open Text](#)" or the "Company") under which Open Text expects to acquire all of the issued and outstanding common shares of Burntsand through a Burntsand shareholder-approved amalgamation with a subsidiary of Open Text under the Canada Business Corporations Act (the "Agreement").

National Instrument 62-103 - The Early Warning System and Related Take Over Bid and Insider Reporting Issues - requires the Company to issue a press release in connection with the filing of an early warning report (the "Report") regarding the potential acquisition of securities of Burntsand pursuant to the Agreement.

Based on the terms of the Agreement, Burntsand shareholders will receive CDN \$0.15 in cash for each Burntsand common share, for a total transactional value of approximately CDN \$11 million. The transaction is expected to close in the second calendar quarter and is subject to customary closing conditions, including approval of a majority of not less than two thirds of the votes cast by Burntsand's shareholders. The Agreement includes customary non-solicitation and right to match provisions and Burntsand has agreed to pay Open Text a termination fee in certain circumstances if the amalgamation is not completed.

The directors and officers of Burntsand, and one shareholder of Burntsand, collectively representing in aggregate approximately 21.7% of the issued and outstanding shares of Burntsand, have entered into voting agreements with Open Text to vote in favour of the amalgamation.

The Report will be filed no later than April 28, 2010.

## **About Burntsand Inc.**

[Burntsand](#) delivers technology consulting services for customers with complex information processing and information management requirements in three practice areas - Enterprise Content Management, Collaboration and Service Management. Burntsand delivers strategic design, technology architecture and custom application development through its Time-to-Value methodology, which mitigates business risk and speeds process improvements and returns. Headquartered in Toronto, Burntsand operates from locations across North America.

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## CIMdata News

### ***CIMdata in the News “Systems Engineering Offers Big-Picture Design”***

1 April 2010

In the April issue of Desktop Engineering in an article titled “Systems Engineering Offers Big-Picture Design” the author Tom Kevan notes that systems are becoming more complex, and the traditional ways of driving product development and analyzing system requirements no longer work. In most cases, “the way we’ve always done it” does not adequately consider the product as a whole nor make the customer’s requirements the top priority.”

In the article Ken Amann, CIMdata’s Director of Research, comments on the need for a systems engineering approach to product design:

“As products have gotten more complex, we’ve had to look at the product in more totality,” says Kenneth Amann, director of research for CIMdata. “We’ve had to take a more holistic view of it to truly

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understand it and to make sure the tradeoffs we are making in the design are proper.”

Click [here](#) to learn more.

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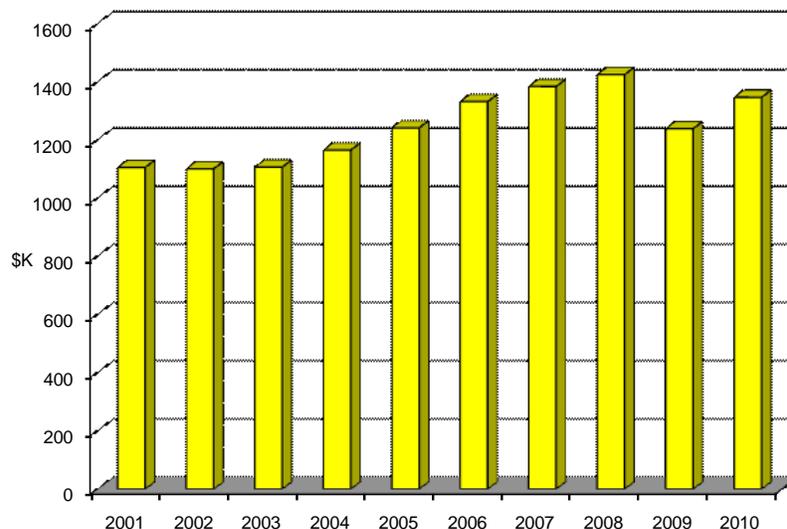
## ***CIMdata Reports that NC Software Market Declined by 13.1% in 2009***

28 April 2010

CIMdata estimates that based on end-user payments, the worldwide NC software and related services market declined by 13.1% in 2009. The estimated end-user payments fell from \$1.425 billion in 2008 to \$1.239 billion in 2009. The reduction in the market growth rate in 2009 was a direct result of a downturn in the global economy that manifested itself in dramatically lower manufacturing activity, including machine tool sales into the manufacturing industry. It has been estimated that worldwide shipments of machine tools declined by 32% from 2008 to 2009, which is directly related to the CAM software employed to drive these tools. However, CIMdata projects that in 2010 there will be a rebound in manufacturing and end-user payments for NC software will increase by 8.7% to \$1.347 billion.

Since 2002, the NC software market has shown modest but steady growth as global economies generally improved. There has been worldwide growth in the sale of machine tools and manufacturing output; greater emphasis has been placed on the efficient operation of machine tools as manufacturing firms have strengthened their competitive position, and the overall PLM (Product Lifecycle Management) market, of which CAM software is a component, has continued on a strong growth path during this period. CAM software purchases are related to all of these factors—particularly machine tools.

The size and growth of the NC software and related services market based on end-user payments is shown in the chart below. It can also be seen that approximately one-third of the end-user payments result in reseller revenues and approximately two-thirds of the revenues are payments to software vendors.



**NC Market Size and Growth Rate Based on End-User Payments**

# CIMdata PLM Industry Summary

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The above information is contained in the soon-to-be-issued Version 19 of the CIMdata NC Software and Related Services Market Assessment Report from CIMdata. Mr. Alan Christman, CIMdata Chairman and primary author of the report commented, “2009 was a difficult year for manufacturers and most providers of NC software. However, even though the CAM software market (software to control machine tools cutting parts) is a relatively mature market, it has been active and exciting in past years. Some software vendors have experienced annual revenue growth rates of more than 30% per year in good years, a number of significant acquisitions or mergers have taken place in the recent past, integration with other elements of manufacturing software has occurred, new manufacturing areas such as China have emerged, corporations are placing greater emphasis on streamlining manufacturing operations, and the underlying CAM software technology continues to evolve.”

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## ***CIMdata Successfully Delivers its 2010 EMEA PLM Vendor Forum***

16 April 2010

CIMdata, the leading global Product Lifecycle Management (PLM) management consulting and research firm, presented its 2010 EMEA PLM Vendor Forum—the second in a series of global events. This forum was held in Stuttgart, Germany on April 15<sup>th</sup> 2010.

CIMdata’s PLM Vendor Forums are the world’s premiere gathering of technology and service suppliers focused specifically on the PLM market and issues concerning its development and growth. Participants gathered to hear CIMdata’s perspective on the state and trends of the current and future PLM market, and a detailed discussion of CIMdata’s research and perspective on 2009 PLM market results. These included CIMdata’s extensive analysis and forecasts regarding market growth across PLM domains, industries, and regions, and the performance (revenue and market share analysis) of leading PLM solution suppliers.

In CIMdata’s annual “State of PLM: Today’s Market and Leading Trends” address, Mr. Peter Bilello, CIMdata’s Vice President, stated that “In many ways 2009 was a positive year with regard to PLM in EMEA despite the impact of the global economy. While down from 2008, PLM’s adoption as a true ‘enterprise’ initiative continued in 2009, expanding its visibility in the extended enterprise.” In his concluding remarks, he commented that the global economic downturn drove many companies to recognize and incorporate PLM as a critical component of their survival strategy and an enabler of business recovery. He went on to say, “In many cases, PLM is needed for the re-tooling of companies and perhaps even entire industries.”

Commenting on the PLM market in 2009, Mr. Ken Amann, CIMdata Director of Research, said, “All geographies experienced a downturn in PLM investments. The drop in EMEA occurred later than for the Americas and Asia-Pacific. However, EMEA is also returning to growth at a slower rate than the other geographies.” Recent statistics compiled by CIMdata show the overall Comprehensive PLM market experienced a 9.6% decline in growth in 2009 but the decline in EMEA was only 7.8%. Mr. Amann added, “While the first half of 2009 was definitely down, during the latter part of 2009 the PLM market

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began to return to positive growth.” The Central region of Europe (Austria, Germany and Switzerland) continues to be the largest in EMEA but also had the largest decline in PLM investments. Some regions had small increases in PLM, e.g., the Benelux and France. Many small- to medium-sized businesses had difficulty obtaining credit and that impacted their ability to invest in PLM.

Additionally, CIMdata provided the participants with practical insights and approaches that they can use to navigate the PLM market during the current economic recovery, and discussed two major trends impacting companies as well as the PLM industry—social networking and compliance/sustainability.

## **About PLM**

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

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## ***Geometric Search Enhances Product Development***

29 April 2010

The ability to search on text-based information has become common practice for people all across the product development spectrum. However, searching for items based on geometric shape has not been generally available until recently. New tools to support searching on 2D and 3D shapes can have a profound effect on product development. This CIMdata Brief examines benefits and issues that arise when product developers employ geometric search capabilities to find data and in particular, how a new tool, Bingo!, supports this important knowledge capture and reuse capability.

Businesses today need to encourage innovation and creativity in the products they design. They do this to better satisfy customer needs and to enable growth in both old and new areas by delivering products that are compellingly valuable to the customers they serve. Innovation in product design needs to be supported by solutions that allow product developers to efficiently evolve creative new product designs from previous designs. This can be supported by reusing parts and components that have been successfully used in previous product developments while avoiding those that have been rejected in the past.

In order to support this, designers need to be able to find product designs that match, or closely match a design concept they are pursuing. There are many ways in which people search for data. As examples, they can search for text via full-text searches in documents, drawings, databases, etc.; they may narrow a search by looking through a pre-defined set of attribute data such as material, labels, names, dimensions, etc.; and they may search on very specific key data such as part number. Because different designers name things differently, company standards vary by location, and languages differ by geographic region; none of these techniques is universally accurate. Also, they cannot find part designs that are similar to or may be substituted for the part that they are creating. This requires an evolving form of searching that allows 3D shapes to be found.

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2D search is interesting for finding differences in drawings and CAD sketches so that duplicates and modified data can be discovered in designs that may have been created before 3D CAD was placed in use. 3D search allows a number of additional important search opportunities. Most important of these is the ability to find previously-designed parts that approximate or exactly match a proposed new design. When previous parts are found, several immediate benefits accrue. First, a pre-existing design has the advantage of having been used in products that have already passed through multiple tests including standard engineering analyses, prototype testing, and quite possibly testing in service. Thus, their quality (or lack of quality) is well understood and they can be used (or avoided) with confidence in their quality and without the need for re-testing. Second, geometric search can identify and report on the number of duplicate designs and drawings that are maintained by a company so they can be reduced. 3D search can be used to determine where duplicate parts are used in different products or under different part numbers or names; duplicates that cause inventory bloat raise costs when they are sourced to different suppliers and complicate in-service maintenance and operations. It is important to consolidate duplicates out of circulation, but most companies have to rely on happenstance and luck to find duplicate parts. A system that can automatically search the company's parts design inventory to identify duplicate (or nearly duplicate) parts can provide a substantial economic benefit.

Geometric search provides a relatively simple way to build parts classification libraries. Classifications based on shape searching are much more accurate, easily created, maintained, and are easier to access than those based on alphanumeric encoding.

The Bingo! product from Sconce (<http://www.sconcesolutions.com>) offers a broad range of 2D and 3D search capabilities. Because Bingo! provides both 2D and 3D searches based on 2D sketches, including sketches cut-and-pasted from tools such as MS Paint, orthogonal-views, 3D part and assembly definitions, or photographs of actual objects, it is relatively easy to use within a designer's CAD environment. Bingo! can search for parts that are dimensionally close to the base shape. This allows parts with similar shapes but different sizes that are close to the base part to be found, broadening the options available to designers. Searches can also be based on a surface. For instance, a mounting pad can be defined with hole locations, and parts that align with and are likely to mate properly with the mounting pad will be found. A short list of Bingo! capabilities includes:

- Search for 3D parts or assemblies of parts
- Search for drawings and searching for 3D models using drawings
- Search using a built-in sketch tool
- Search on native CAD data
- Search based on a surface of a 3D model
- Search and navigate through the collection of 3D data visually
- Produce reports:
  - o Identify duplicate parts
  - o Identify suitable substitute or replacement parts
  - o Identify duplicate parts across two different PLM system databases
- Bingo! scales to support small as well as large companies
- Extendable architecture that allows integration with 3rd-party CAD and PLM solutions

# CIMdata PLM Industry Summary

Bingo! can be integrated to PLM data management and CAD environments so that geometry can be used to search through large quantities of design data to find matching and similarly shaped parts and drawings. Sconce has direct interfaces into PTC's PLM solutions and Pro/ENGINEER, AutoCAD, Inventor, and SolidWorks CAD solutions. Bingo! can derive reports of parts and drawings that are duplicates or nearly duplicates, allowing companies to reduce parts counts by eliminating duplicate parts. Bingo! can also support developing parts classification schemes and automatically identifying parts that fit in a particular class. Given its broad set of capabilities, Bingo! provides an interesting shape search engine that is independent of the CAD formats commonly in use today and is well worth evaluating.

As described in this brief, there are a number of very compelling benefits that accrue from employing geometric search capabilities. Because it is a fairly new concept, searching based on shape has not generally been implemented today. However, early adopters of geometric search are learning that its use can significantly impact their product development and innovation processes.

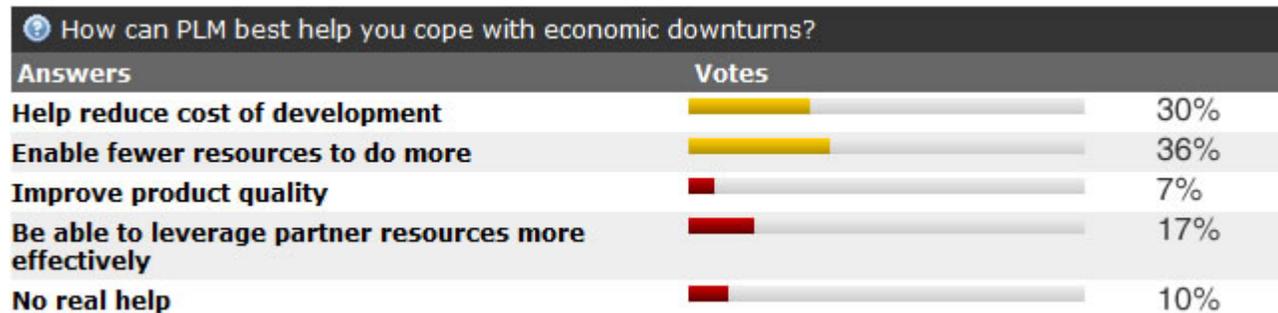
## About CIMdata

CIMdata, an 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). CIMdata provides world-class knowledge, expertise, and best-practice methods on PLM. CIMdata also offers research, subscription services, publications, and education through international conferences. Visit [www.CIMdata.com](http://www.CIMdata.com) for more information.

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## Opinion Poll Results for the Role of PLM in Coping With Economic Downturns

30 April 2010



**NOTE:** This is an opinion poll and therefore is anecdotal, not scientific.

In CIMdata's latest opinion poll, participants were asked to indicate how PLM can best help them cope with economic downturns. Just over one-third (36%) of the poll participants indicated that PLM can be used to help enable fewer resources to do more, and just under one-third (30%) indicated that PLM can help reduce the cost of development. In many ways, these two choices go hand-in-hand. During recessions, companies often downsize to cut costs, but still expect the same work to be accomplished. As a result, they often require those who are left to do more. In reality, for many companies this is usually difficult to accomplish (i.e., to produce the same work product with less people). This is especially the case when many of the people let go in a recession are those that are close to retirement and hold a significant amount of corporate, product, and process knowledge.

# CIMdata PLM Industry Summary

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The economic downturn that much of the world is currently experiencing has caused many companies to thin their resources across the board. Often, the first to go are their support staff, e.g., information technology (IT), administrative assistance, etc. Typically, companies then look to thin staff numbers by offering early retirement packages. Unfortunately, this usually results in a significant loss of knowledge. CIMdata's experience actually indicates that this often results in the loss of domain expertise that can take years to learn and recapture into the organization. Unfortunately, cutting staff can only do so much—product and process innovation and the knowledge associated with it will still be critical in the years to come. Fundamentally, the short-term gain in the reduction of costs can be far outweighed by the long-term loss in productivity and perhaps even an increase in product issues that result from the loss of key knowledge.

It is clear from this opinion poll that the participants understand that PLM can be used as a way to help reduce costs as well as increase productivity. For those that understand how PLM can be used as a process-enabler and as a knowledge management solution, this should be of no surprise. What is surprising is that 10% of those who responded to the opinion poll indicated that they felt that PLM could not help them cope with economic downturns. This is somewhat disappointing given all the documented PLM benefit examples and implementation case studies that can be found on vendor websites, in conference presentations, and even on CIMdata's site. Clearly, this indicates that more PLM awareness is required in the market.

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## ***Opinion Poll on Your Company's Usage of Social Computing in Product Development (New)***

30 April 2010

To what extent is your company using social computing (Wikis, Facebook, Twitter, LinkedIn, etc) and other Web 2.0 technologies in its product development processes (officially and unofficially)?

Please [Vote](#) now. It takes seconds and will yield insight into the current rate of adoption of social computing in product development.

The results of these polls are tabulated as you vote. The results are completely anonymous.

If you have a suggestion for a poll you'd like to see contact us at [info@cimdata.com](mailto:info@cimdata.com).

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## Company News

### ***Eurostep Participates in the European Aircraft Industry R&D Project CRESCENDO***

30 April 2010

The CRESCENDO project focuses on the development of what is referred to as the Behavioural Digital Aircraft (BDA). The BDA can be viewed as a federated system that will comprise all the modeling and simulation capabilities and services required to enable a more complete, mature and reliable definition of the behavioural, functional and operational aspects of an aircraft and constituent systems. The project will move beyond modeling and simulating of parts of an aircraft or engine, instead looking at the complete aircraft and its behavior.

Airbus is coordinating the project which began with a kick-off in Toulouse in May 2009. The project

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involves 59 partners from 13 countries and a total budget of 55 million euros over 3 years. CRESCENDO stands for Collaborative & Robust Engineering using Simulation Capability Enabling Next Design Optimization. The ambition of the CRESCENDO consortium is to make a step change in the way that modeling and simulation activities are carried out, by multi-disciplinary teams working as part of a collaborative enterprise, in order to develop new aeronautical products in a more cost and time efficient manner.

[Eurostep](#) has previously participated in the very successful aeronautics research project VIVACE (2004-2007). The CRESCENDO project is co-funded by the European Commission under Grant Agreement n 234344 within the 7th Framework Programme (FP7/2007-2013)".

"We are very proud to be part of CRESCENDO", says Håkan Kårdén, CEO Eurostep Group. "In VIVACE we were part of developing the VEC Hub (Virtual Enterprise Collaboration Hub) based on Share-A-space and in CRESCENDO we look to further develop these ideas with very qualified end users. We certainly enjoyed the spirit in VIVACE and look forward to working together with the leading European aerospace organisations", ends Mr Kårdén.

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## ***Delcam Completes 10 Years as World's Leading CAM Specialist***

29 April 2010

Delcam announce that the company has completed a decade as the world's leading CAM specialist. The latest NC Software and Related Services Market report from leading analysts [CIMdata](#) shows that, in 2009, Delcam again had the highest vendor revenues of all the CAM-centric companies. The company first achieved its global leadership in 2000, when it overtook Japanese developer Hitachi Zosen, and has kept that position ever since.

The CIMdata report also confirmed that Delcam has the largest development team in the industry, with 165 people working on the company's CAM software. Only two other companies employ more than 100 CAM developers; Siemens PLM with 121 and Dassault with 110. Furthermore, the company was reported to have shipped more industrial seats of CAM software than any other supplier during the year.

The past ten years have seen Delcam increase its market share significantly. The company's revenues have increased from £17.0 million in 2000 to £31.8 million last year. Over the same period, CIMdata reports that total vendor revenue has fallen, from \$806 million in 2000 to \$804 in 2009. This was mainly the result of the current economic downturn, with miniscule growth in 2008 followed by a sharp decline of over 13% during 2009.

This increased market share has come about in three ways: growth in the sales of Delcam's established PowerMILL and ArtCAM systems, the acquisition of the FeatureCAM and PartMaker families of software, and the addition of new programs, in particular the Delcam for SolidWorks integrated CAM system and the dedicated software for the dental and orthotics industries.

The breadth of the current Delcam range should enable the company to continue its growth, according to Delcam Marketing Manager, Peter Dickin. "Our complete set of CAM programs comprises the world's most comprehensive collection of machining software from any supplier, giving us an unrivalled ability to provide solutions to all of a company's programming needs," he claimed. "This benefits larger companies, which can meet all of their CAM needs from a single supplier. At the same time, smaller companies can choose exactly the system they need for their particular combination of products and

# CIMdata PLM Industry Summary

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machine tools, rather than having to accept a compromise solution from a CAM supplier with a more limited range of software.”

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## ***PTC Donates Product Development Software Including Pro/ENGINEER, Windchill and Mathcad to the Real World Design Challenge***

23 April 2010

PTC® announced that it has provided commercial-grade product development software, including Pro/ENGINEER®, Windchill® and Mathcad®, to the Real World Design Challenge (<http://www.realworlddesignchallenge.org>), a national aeronautical design competition.

PTC also provides connections and access to mentors from its partner organizations across America who are participants in the competition and program management for the competition. The challenge is designed by professionals from industry, government and academia and is one of the aerospace industry's top priorities for workforce development in the student community.

The challenge provides high school students in grades 9-12 with the opportunity to work on real world engineering challenges in a collaborative, team-based environment, applying the lessons of the classroom to the technical problems of the workplace. The winning teams from each participating state, including Newburyport High School in Massachusetts, Warren Consolidated Schools - Career Prep Center in Michigan and Hutchinson High School in Minnesota, received an all expense paid trip to Washington D.C. to compete at the National Challenge Event March 26-29, 2010 and will receive their awards at an event at the National Air and Space Museum.

Every year the challenge is developed and implemented by a public-private partnership committed to providing resources to students and schools to support Science, Technology, Engineering and Mathematics (STEM) education. The partnership is dedicated to bringing professional tools and resources to students and providing real world engineering experiences in which they can apply science and mathematics principles. Student teams are asked to address a real challenge that confronts our nation's industries. This year, teams were asked to design a plane looking at the forces of flight, lift, weight, thrust and drag, with the aim of enhancing fuel efficiency.

"Across the board, there is a shortage of engineers who have the skills that PTC's customers need, and we are honored to support such an important effort that helps to get the future of America excited about science, technology, engineering and math," said Ralph K. Coppola, Director, Real World Design Challenge and Director, Government & Strategic Education Programs, PTC. "We are working to replenish the engineering workforce by getting more students introduced to the design process and innovation, which is driving more interest in engineering degrees and subsequent careers in the field."

"The Real World Design Challenge is helping students develop 21st century skills that are needed by the US to address workforce requirements for both national security and global economic competitiveness," said Dr. Richard R. Antcliff, Chief Technologist, Langley Research Center, National Aeronautics and Space Administration. "Working in tandem with our partners, we are helping to develop tomorrow's pioneers, who are needed to fuel the future innovation of our economy."

In addition to PTC, other partner organizations contributed resources to make the Challenge free to all students including Cessna Aircraft Company, Federal Aviation Administration and Mentor Graphics. Governors from twenty-five states also partnered in 2009/2010 and made the Challenge the "Governor's

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Challenge" at the state level competition.

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## ***Siemens PLM Software Named China's #1 PLM Solution Supplier by Leading Industry Analyst***

28 April 2010

[Siemens PLM Software](#) announced its ranking as the number one PLM solution supplier in China based on 2009 overall market presence, according to leading PLM management consulting and research firm CIMdata, Inc. This recognition, based on in-depth data and analysis of the PLM market in China, is detailed in just released [CIMdata China PLM Report](#).

“Siemens PLM Software continues to demonstrate leadership in some of the industry’s most important sectors,” said Peter Bilello, CIMdata’s Vice President. “Last month we reported that the company was the market presence leader in collaborative Product Definition management (cPDm) and the direct revenue leader in Digital Manufacturing, two of the fastest growing segments of the global PLM market. With the addition of its position as the PLM market presence leader in China – the world’s fastest growing economy – Siemens PLM Software continues to distinguish itself as a major force in the PLM industry.”

CIMdata’s report provides detailed information and in-depth analysis on China’s “Mainstream PLM” market, which continues to outpace the growth of the global PLM market. CIMdata defines Mainstream PLM as the subsectors of the PLM market that have traditionally been addressed by the major PLM solution suppliers. Some of these subsectors include cPDm, mechanical CAD, engineering simulation and analysis, and digital manufacturing.

“We are delighted to be recognized by CIMdata as China’s number one PLM solution supplier in overall market presence,” said Eric Sterling, senior vice president, Global Marketing, Siemens PLM Software. “We consider this a strong affirmation of, not only our strategy of listening to customers and delivering the solutions they need to excel in their own industries, but also of the dedication of our Siemens PLM Solutions team in China and throughout the world who help make this happen every day.”

[!\[\]\(65e8f8322c024ac6fcf86b65a793ebdd\_img.jpg\) Click here to return to Contents](#)

## ***Sim3 Partners with Dassault Systèmes to Offer SIMULIA Solutions***

27 April 2010

Sim3 Engineering Consulting, a division of Graphics Systems Corp., announced that it has partnered with Dassault Systèmes to provide the simulation software package from SIMULIA, to companies that need to simulate the real-world behaviors of their products, materials and processes. Simulation has become an important part of the product design and development process, as it helps organizations lower costs by reducing physical prototypes and improve product performance by identifying potential problems early in the development process.

By partnering with Dassault Systèmes to provide SIMULIA solutions, Sim3 offers a complete solution for realistic simulation. In today’s competitive marketplace the ability to virtually test designs prior to committing to costly prototype development and physical testing, is more important than ever before. With SIMULIA solutions, we expand to further help companies create safer and more efficient products,” said Dave Kasinskas, president of Sim3 Engineering Consulting.

# CIMdata PLM Industry Summary

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Designers, engineers, and researchers in a broad range of industries use SIMULIA's scalable simulation solutions. The Abaqus product suite from SIMULIA offers companies unified Finite Element Analysis (FEA) and multiphysics solutions for insight into engineering problems.

"The Sim3 team has a strong background in simulation and a passion for helping companies improve their products," said Scott Berkey, CEO, SIMULIA, Dassault Systèmes. "Dassault Systèmes is excited to work closely with Sim3 to offer a simulation solution that lowers development costs and accelerates innovation for companies."

Sim3 and Dassault Systèmes are showcasing SIMULIA solutions at the Design2Part Tradeshow (<http://www.d2p.com>) in Schaumburg, IL April 27-28, 2010.

## About Sim3 Engineering Consulting

Sim3 Engineering Consulting helps companies improve designs, reduce material costs, and design safer products. Their expert team provides in-depth consulting and cutting-edge software for Advanced Finite Element Analysis (FEA), Computational Fluid Dynamics (CFD), Kinematics, and Multiphysics.

Sim3 provides simulation software from Dassault Systèmes' SIMULIA brand and SolidWorks Simulation. For more on Sim3 Engineering Consulting, or to schedule a free consultation, please call Sim3 at 800-454-2233 or visit [www.sim3consulting.com](http://www.sim3consulting.com).

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## Events News

### *Apache Design Solutions to Exhibit at ChipEx 2010, Present on Power Integrity and Noise Closure Solutions for CPS Convergence*

29 April 2010

Apache Design Solutions will exhibit their PowerArtist™, RedHawk™, Totem™ and Sentinel™ solutions at ChipEx 2010 in Airport City, Israel on May 4, 2010. The Company will present an overview and update on Apache's power and noise platforms for RTL power reduction, SoC and mixed-signal power integrity, and chip-package-system co-analysis in the Open Forum. In addition, a presentation by vice president of product engineering will outline a comprehensive approach to low power design analysis and optimization, from RTL to GDS in Track D of the technical program.

"Comprehensive Low Power Design Analysis and Optimization: an RTL to GDS Approach."

#### **1) Exhibition**

- Where: Booth #51
- When: Tuesday, May 4, 2010, 9:00 – 16:00

#### **2) Open Forum Presentation on Apache's solutions for chip-package-system convergence**

- Where: Open Stage, Exhibition Floor
- When: Tuesday, May 4, 2010, 13:00

#### **3) Technical Presentation – Track D, Power Analysis and Low Power Design**

- What: "Comprehensive Low Power Design Analysis and Optimization: an RTL to GDS Approach." A

# CIMdata PLM Industry Summary

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presentation outlining how designers can reduce cost, mitigate risk and improve time-to-market using an approach that considers CPS from RTL power analysis and reduction, to early stage prototyping and optimization, and through chip and package sign-off.

•**Who:** Aveek Sarkar, vice president of product engineering and support; Ronen Stilkol, technical manager, Israel

•**When:** Tuesday, May 4, 2010, 14:00

**Where:** ChipEx 2010, AVENUE convention and events center, Airport City, Israel

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## ***CENIT Presents Process Automation Solutions at its Automotive Congress on 22 June 2010***

29 April 2010

Process automation is right at the top of the agenda for the auto industry, whether for OEMs or suppliers. The enterprise that has the edge is the one that can already orient its processes efficiently on future needs, and has the up-to-date information and technology needed to do so.

The CENIT Automotive Congress on Tuesday, 22 June 2010 at the Meilenwerk in Böblingen (near Stuttgart) will feature distinguished speakers – e.g. from Daimler AG or Engineering Bausch & Ziege GmbH – and will showcase concrete solutions for automated manufacturing processes in Germany's number one industry.

Thus sector meeting includes an informative presentation program that will introduce current trends in simulating and automating complex robot and machine parks in the automotive industry. The event will focus on special sub-sectors such as seam sealing, varnishing, shell construction, prototype construction, and tooling.

CENIT's toolbox FASTSUITE Automotive will be among the showcased solutions. With FASTSUITE Automotive, CENIT presents a product portfolio that permits CATIA V5-integrated, geometry-based applications such as robot simulations and offline programming without data conversion.

"This industry congress is a logical continuation of our long years of commitment to creating efficient IT solutions for the auto industry", says CENIT CEO Kurt Bengel. "Our idea of hosting a wide-ranging exchange of thoughts and ideas between OEMs and suppliers is right on the mark – as shown by the fact that many enterprises from all over Germany have already registered for participation".

For your free of charge registration please visit the German website [www.cenit.de/automotive](http://www.cenit.de/automotive) and use the online registration form.

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## ***CENIT Will Showcase Innovative Solutions at AUTOMATICA 2010 June 8-11, 2010***

28 April 2010

**CENIT** will attend this year's AUTOMATICA from 8 to 11 June 2010, for the first time presenting a trade fair booth in **Hall A2 (Booth 349)**. CENIT will showcase the innovative solutions contained in its home-grown product toolbox FASTSUITE, which help automate manufacturing processes in the fields of robotics, machining and assembly.

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Under the motto "efficiency needs just one solution", CENIT's product lifecycle management (PLM) experts will focus on robot-supported processes and technologies for the automotive and aerospace industries. At various demo locations, they will present sector-specific as well as cross-board solutions for major sub-sectors such as seam sealing, roll hemming, or riveting. Increasing efficiency by way of perfectly tuned processes ensures sustainable, quick-victory cost savings and can shorten manufacturing times by up to 30 percent.

In Hall A2 (Booth 349), CENIT will also offer information on efficient geometry-based offline programming for robot cells, presenting concrete use cases covering all aspects of automation. A major focus will be on CENIT's FASTCURVE and FASTSURF products for optimized form milling, beveling of turbine blades, and laser cutting.

Individual meetings with CENIT experts participating in the AUTOMATICA can be arranged prior to the event. Please send an e-mail: [info@cenit.de](mailto:info@cenit.de).

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## ***Call for Papers: COMSOL Conference 2010 Paris***

30 April 2010

COMSOL, Inc. announced that it will hold its sixth annual conference on multiphysics modeling and simulation November 17-19 at the Palais des congrès de Versailles. Engineers and Scientists are invited to submit abstracts describing projects in which they have made achievements using COMSOL Multiphysics®. Authors of accepted submissions will present their work at the conference and submit a paper or poster for the conference proceedings. The proceedings CD circulation exceeds 100,000 worldwide.

Suggested topics for oral and poster presentations include:

*Acoustics*

*Batteries & Fuel Cells*

*Bioengineering*

*Computational Fluid Dynamics*

*Chemical Reaction Engineering*

*Electromagnetics*

*Geophysics*

*Heat Transfer*

*MEMS & Piezo Devices*

*Multiphysics*

*Numerical Methods and Optimization*

*Optics & Photonics*

*Plasma Physics*

## *Structural Mechanics*

Abstracts should briefly summarize the individual or group's work, with particular focus on describing the problem, solution, results, and conclusions. Submissions will be reviewed by the Conference Program Committee, comprised of a panel of leaders in innovation from Vallourec, Oxford Instruments, and INIS, to name just a few. A complete Program Committee list has been announced on [www.comsol.com/conference2010/europe/committee/](http://www.comsol.com/conference2010/europe/committee/).

**Abstracts submitted by the early bird deadline of June 25<sup>th</sup> will receive a discount on conference registration fees. The final deadline for the submission of abstracts is August 6<sup>th</sup>.** Interested parties should visit [www.comsol.com/conference2010/europe/papers/](http://www.comsol.com/conference2010/europe/papers/) for complete guidelines on submitting and uploading an abstract.

For more information on the COMSOL Conference Paris 2010, visit [www.comsol.com/conference2010/europe/](http://www.comsol.com/conference2010/europe/).

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## ***Delcam to Show Latest Footwear CAD/CAM in China***

26 April 2010

[Delcam](#) China will demonstrate the 2010 versions of the CRISPIN range of design and manufacturing software for the footwear industry at the Guangzhou Shoe Fair to be held in Guangzhou from 1st to 3rd June. The new versions include significant enhancements to the LastMaker and ShoeDesign programs, plus general speed and ease-of-use improvements across the full range.

The main addition to the 2010 version of the LastMaker program is the ability to design a boot leg extension for an existing last. Control planes to modify the shape of the boot may be created up the leg of the last, positioned either by specific measurements or by percentages of the last length. Once the design has been finalised, it is possible to grade the leg height, together with the other areas of the last, and to generate the required machining instructions.

Improvements to the heel height functionality allow the height to be increased or decreased without affecting other parts of the design. If desired, this option can maintain the bottom length measurement of the last.

LastMaker has also been made more capable in the creation of orthopaedic footwear. A common condition with this type of footwear requires the last design to be curved to match the curvature of the patient's foot. To accommodate this problem, new functionality has been added which can modify the shape from the bottom mid-section forwards, allowing the last to be bent either inwards or outwards.

The ability has also been included to add an insole block to the bottom of the last, increasing the overall depth of the last for patients with different leg lengths. The block can also be edited to include a rocker in and around the ball area to aid the walking process. It is also possible to produce an orthotic shape, using the bottom surface of the last as the template for the orthotic.

The 2010 version of ShoeDesign has seen big changes to the user interface. A number of new icons have been added to give easier access to commonly-used commands. However, the icons are divided across a smaller number of menus, with only the required icons displayed for the process and functionality being used. This provides a clearer and more intuitive user interface.

A new shape editor has been added, along with a new section within the library of parts to manage the

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shapes. Shapes can be created or edited either in ShoeDesign or in the Engineer Pro software for 2D pattern development, and then used in both programs. To speed up the design process, the ability has been added to copy and paste all the parameters, including material thickness, texture and colour, from one panel within the upper design to another with a single command.

Improvements to the snapping functionality have been made, especially when creating lines that intersect with, or are positioned near to, the feather edge, making point editing and panel definition much easier. These changes have also made it easier to create and modify very narrow panels.

For the 2010 release, Engineer Pro includes two modules as standard that were previously cost options, TechPac and StitchTec. TechPac is a 2D solution for producing technical packages, including technical information, images and manufacturing operation sequences. Reports can be generated in PDF and HTML formats for factory operatives to follow, which give them all the technical information required for the upper assembly processes like clicking, skiving, folding and closing. TechPac also includes new functionality to calculate the visible net material areas of shoe.

The StitchTec module enables the 2D engineering of the pallets and stitch paths for upper part components that are stitched together using automatic stitching machines.

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## ***Delcam's Complete CAM Range on Show in Russia***

30 April 2010

Delcam will demonstrate its complete range of CAM systems at the Metalloobrabotka metalworking exhibition to be held in Moscow from 24th to 28th May. The complete range of Delcam machining software comprises PowerMILL for high-speed and five-axis machining, FeatureCAM for feature-based programming, PartMaker for Swiss-type lathes and turn-mill equipment, and ArtCAM for engraving and routing. The latest NC Software and Related Services Market report from leading analysts [CIMdata](#) shows that, in 2009, Delcam again had the highest vendor revenues of all the CAM-centric companies.

The Delcam development team is ranked as the largest in the CAM industry by CIMdata. The latest results of their work will be on show in Moscow, with new versions of all the Delcam programs being demonstrated.

PowerMILL 2010, which will be shown in Russia 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 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

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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.

Major highlights of the 2010 PartMaker release include the ability to perform five-axis simultaneous milling on multi-axis lathes, more powerful milling functionality, enhanced grooving routines, faster tool path creation, improved solid model-based programming tools and better programming of thread whirling.

In addition, PartMaker 2010 features the option for a direct interface to all the advanced five-axis machining strategies currently supported by PowerMILL, including blade and blisk machining, as well as its highly sophisticated three-axis strategies. PowerMILL tool paths can be imported directly into PartMaker, manipulated and synchronized on PartMaker's Process Table, and then simulated and post-processed directly from that working environment.

The major change in the latest version of ArtCAM is the new interface. This is fully customisable, meaning the every user can set up the software to give quicker access to the commands that they use most frequently. Similarly, commands that are rarely used can be hidden from the initial menu choices. This releases much more of the screen for visualisation of the model as the design progresses.

Another change that will increase productivity is the ability to use many more commands on the 3D model directly. Previously, much of ArtCAM's modelling had to be carried out on a 2D view, and then calculated and visualised in 3D. Direct editing in the 3D window will give more immediate feedback, and so allow faster creation and modification of designs.

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## ***Delcam's New PowerINSPECT to Debut at EASTEC***

26 April 2010

The 2010 R2 version of [Delcam's](#) PowerINSPECT inspection software will make its North American debut on stand 5322 at the EASTEC exhibition to be held in Wes Springfield, Massachusetts, from 25th to 27th May. The new release will incorporate 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.

PowerINSPECT combines the ability to work with all types of inspection device with a comprehensive range of inspection routines for making simple measurements, for inspecting geometric features and for checking complex surfaces. The resulting reports present detailed information in easy-to-read formats that can be understood by all engineers, not just inspection specialists.

The new automatic surface inspection methods for CNC CMMs and machine tools use raster strategies

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taken from Delcam's machining software. The user can set the distance between each point to be measured and the stepover between each line of measurements to develop the grid of data to be taken.

Each of these two key values can be set for each individual surface within the model, for groups of surfaces or for the whole model. This allows a greater density of data to be collected from more critical areas of the component. For example, a mouldmaker might want to collect more comprehensive information from the core and cavity areas of a tool than from the split surfaces.

As with all PowerINSPECT strategies, the user can specify additional measurements to be made in any areas of concern identified by the initial inspection.

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

Inspection based on point clouds collected by laser scanners has been a development priority for PowerINSPECT for several releases and this trend has continued in the latest version. The software now has the ability to align regions of the point cloud to specific, more critical, areas of the model, rather than simply applying a best-fit routine over whole part. In addition, new point cloud registration functionality allows multiple point clouds to be aligned with each other, for example when two sets of data are collected from opposite sides of the part. The combined data can then be used to generate a single report for the whole item.

The changes to the PowerINSPECT interface will make it easier to create inspection routines, especially for users of inspection arms and manual CMMs. This will be particularly helpful for occasional users of the software when creating inspection sequences that combine simple measures with geometric data.

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## ***Delcam's PowerMILL Boosts Programming and Machining Productivity***

27 April 2010

Delcam has further increased the levels of productivity that are possible with its PowerMILL CAM system with the launch of the first 64-bit version of this leading program for five-axis and high-speed machining. 64-bit technology removes the memory limitations of 32-bit computers so allowing more efficient toolpath generation, especially for companies machining large or complex parts.

A series of webinars and user meetings are planned to launch the new release. For a complete list of these events, please go to [www.powermill.com/globalpreview/](http://www.powermill.com/globalpreview/). PowerMILL 2010 will also be demonstrated at a number of exhibitions over the coming months, including MetalTech Malaysia in Kuala Lumpur, Die & Mould China in Shanghai, PDx/Amerimold in Cincinnati, EASTEC in Massachusetts, BIEMH in Bilbao, Spain, and MACH in Birmingham, UK.

The 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 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.

In addition to the hardware-related performance improvements, PowerMILL 2010 includes more than

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50 other major enhancements to give faster and easier programming, more efficient toolpaths and better surface quality in the finished parts. This is the largest number of improvements in a single release for over five years and reflects the continued high levels of investment in product development at Delcam.

The most obvious change for existing users will be an updating of all the toolpath-creation forms to a new and improved layout. The forms make it simpler for new users to find the commands they need, while also giving experienced operators more logical access to the more advanced options. In addition, there is a new toolbar for faster and easier creation and editing of workplanes.

A new series of strategies for the roughing and finishing of corners has been added. These give more efficient and smoother clearance of these areas, especially when a large tool has been used for roughing initially that has left a significant amount of material in the corner.

Rest roughing has been enhanced to give better control over the start points for each segment of the toolpath. This will give substantial savings in overall machining time by minimising any air cutting.

Offset roughing, a popular approach for high-speed machining, has been enhanced so thin slivers of material that may damage the cutter are not left for the final pass. PowerMILL will now identify these potential problems automatically and adjust the final stepover to give more even and, therefore, safer material thicknesses.

A number of improvements have been made to give smoother toolpaths for semi-finishing and finishing. These minimise the stresses put on the cutter and machine tool, and result in a better surface finish. They are related to Delcam's patented Race-Line strategies for roughing and act in a similar way across the full extent of the toolpath. For example, sharp changes in direction in 3D-offset toolpaths are now automatically made much smoother as the tool approaches and leaves. This approach also gives a more accurate result than simply introducing an arc at the point of change.

In a related development, more options have been added to the collision avoidance functionality to give more control over the direction chosen by PowerMILL to avoid the problem. These are particularly useful in any areas where there might be a sudden change in direction. In addition, the ability to specify a look-ahead distance has been added to the collision avoidance capability in order to ensure a smooth transition when tool-axis changes are required. It is also now possible to specify a tolerance for the contact angle with five-axis machining, so reducing excessive movement of the machine head.

Constant-Z toolpaths have been enhanced to include the detection of flat areas and the automatic insertion of extra Z-levels to machine these exactly. In addition, a filter has been added to remove small enclosed segments from the toolpath as these can damage the cutter. The "Steep and Shallow" machining combination strategy uses these latest additions for the steep sections and a range of new options has been added for the shallow areas.

Finally, a new option has been added that specifies the safe profile of the toolholder for any group of toolpaths. This helps to identify a single toolholder shape that can be used for the complete program without any risk of causing a gouge or collision.

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***ESPRIT 2010, by DP Technology, at Ortho Tec 2010, Winona Lake, Warsaw, Ind., May 12-13***

29 April 2010

[DP Technology](#), creator of ESPRIT®, will exhibit ESPRIT 2010, the latest version of its innovative

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software, at Ortho Tec 2010, set to take place May 12 and 13 at the Orthopaedic Capital Center at Grace College in Winona Lake, Warsaw, Ind.

Tailor-made for orthopaedics manufacturers, the Ortho Tec exhibition and conference is a comprehensive source of information, technologies and networking opportunities for those looking to improve efficiency in every manufacturing aspect.

Visitors are encouraged to visit **ESPRIT booth No. 202**, where knowledgeable representatives of DP Technology will be available to discuss vital upgrades and perform demonstrations of how to put those upgrades to work for you.

In addition to major upgrades that will be of benefit to all users, ESPRIT 2010 offers improvements in the support of integrated multi-tasking, mill-turn machine tools. All ESPRIT milling and turning machining capability, from 2-axis turning to 5-axis milling, is available for any type of mill-turn machine tool, including lathes that perform milling, mills that perform turning, Swiss-style machines and other “integrated mill-turn machining centers.” In the 2010 release, support for these multi-tasking machine tools has been enhanced through increased flexibility in cutting tool configurations and orientations, enabling the support of a wide variety of machines. The newly added support for additional rotary axes, three or more, allows the ESPRIT customer to completely program and easily simulate the most complex and sophisticated machine tools currently available on the market.

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## ***ESPRIT 2010, by DP Technology, at PDX/Amerimold Cincinnati, Ohio, May 11-13***

28 April 2010

[DP Technology Corp.](#) will exhibit the latest version of its software May 11-13, when PDX-Amerimold takes place at the Duke Energy Center in Cincinnati, Ohio.

Making its debut in 2010, PDX/Amerimold will include an extensive exhibition area, as well as a technical conference and networking opportunities. The show, which follows the trade-show model established by the long-standing Euromold, MoldMaking and Time Compression expositions, offers new options for everyone from product developers, designers and engineers to corporate executives.

Visitors to PDX/Amerimold are encouraged to visit **ESPRIT booth No. 722**, where knowledgeable DP representatives will be available to discuss vital upgrades and perform demonstrations of how those upgrades will work for you.

ESPRIT 2010 includes 13 new FreeForm 3- and 5-axis machining cycles that are available for milling, mill-turn and Swiss-turn machine tools. These high-speed, multi-axis machining cycles offer a wide variety of new choices and capabilities for ESPRIT customers who are performing 3D machining. Additions for 3-axis include a new roughing cycle that can also be used for rest-machining, seven new finishing cycles and three specialized cycles — 3D contouring, pencil tracing and corner machining. Two new specialized 5-axis machining cycles are also included within this release, swarf machining and impeller machining.

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## ***47th Design Automation Conference Announces User Track Program Offering Presentations for Designers, by Designers***

29 April 2010

The [47th Design Automation Conference \(DAC\)](#) announced its User Track program, which will run for three days as a parallel track to the DAC technical program. The [User Track](#) program enables designers to sharpen their skills by hearing how other expert, experienced designers have used tools and overcome significant challenges. The 47th DAC takes place from June 13-18.

The DAC User Track includes presentations from EDA users, application engineers, and vendor-customer teams. The presentations address tool use for integrated-circuit (IC) design at all levels of abstraction and across all application domains, with the focus on how specific solutions have been successfully used. The full DAC User Track program is available now at <http://www2.dac.com/>. This year's User Track highlights include:

- over 110 presentations by expert designers from AMD, Freescale, IBM, Intel, Samsung, TI, Toshiba, Qualcomm, and many other leading companies;
- presentations that provide tips and tricks on effective design flows, methods, and tool usage, allowing designers to quickly improve their “design IQ”; and
- topics that include low-power design (at the system-level, RT-level and during place-and-route); dealing with variability at 32nm and below; variation-robust methods to quickly converge on a chip that yields; front- and back-end timing closure; innovative ways to partition, budget and retime; timing-driven optimization methods; and more.

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## ***Intergraph® CADWorx® Reseller ECE Design to Conduct an Intergraph CADWorx® Plant Webinar on May 14 Discussing 2D Isometric Drawings and PLANTMO-CAD***

26 April 2010

Intergraph dealer ECE Design will conduct an Intergraph CADWorx Plant webinar on May 14, 2010, at 11:30 a.m. CDT, during which the leader will demonstrate how to produce 2D isometric drawings with CADWorx Plant and how to use the PLANTMO-CAD utility to produce 2D isometric drawings with standard attributed title blocks. The webinar will cover how to renumber drawings automatically, how to set up a title block with attributes, how to generate isometric drawings using ISOGENOUT and ISOBATCH, and how to perform batch revision and title block updates from PLANTMO-CAD.

For information about the webinar and a link to the registration form, visit <http://coade.typepad.com/coadeinsider/2010/03/cadworx-plant-webinar-series.html>. For more information about Intergraph CADWorx and Analysis Solutions, visit <http://www.coade.com>.

### **About Intergraph CADWorx & Analysis Solutions**

With the January 2010 acquisition of COADE, Inc., Intergraph has extended its offerings with plant design solutions for AutoCAD-based projects and design groups and for the broader engineering community. The aims of the Intergraph CADWorx and Analysis Solutions group are that design and engineering share relevant information, thereby maintaining accuracy and improving efficiency. These products continue to conform to those goals and include: CADWorx Plant Design Suite for intelligent plant design modeling, process schematics and automatic production of plant design deliverables;

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CAESAR II, for pipe stress analysis software; PV Elite for pressure vessel and heat exchanger design and analysis; and TANK for the design and analysis of oil storage tanks. For information on the acquisition, visit <http://www.intergraph.com/ppm/coade.aspx>.

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## ***KOMPAS-3D V11 Presented with a Great Success at Hannover Fair 2010***

29 April 2010

KOMPAS-3D, Mechanical CAD solution from ASCON, was highly appreciated at Hannover Fair 2010 from 19 through 23 April.

This year, despite of all natural cataclysms in the world, the **KOMPAS-3D** stand in Hall 17 **Booth B58** had high level of attendance. Visitors to the fair – designers, engineers, students, professors, editors, journalists familiarized and tried the rich feature set of this professional, cost-effective MCAD solution. The stand was located in the Digital Factory Hall marketplace. The specialists from SATTLER media & datasystems, ASCON's partner in Germany, held dozens of showcases, tutorials and demonstration of software solutions for MCAD — KOMPAS-3D and KOMPAS-Graphic, enabled visitors to compare functional ability of the system with their current solutions. They also gave free CDs with Light and Demo versions of the solution, as well as supported CAD users with special offers for KOMPAS-3D Professional and Educational Licenses.

KOMPAS-3D and KOMPAS-Graphic are high-performance, modern MCAD software solutions for professional, high quality 3D and 2D design. The systems allow users to improve their design projects, to reduce time for product releases and as a result to achieve ROI quickly.

Download full-functional version of KOMPAS-3D V11 Professional for FREE 30-days trialing at <http://ascon.net/download/kompas/>

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## ***Register for COE's May Ask the Experts Webcast: Ready -Set - Migrate***

April 2010

Join Dr. Andreas Schreiber, president, PROSTEP and Paul W. Downing, vice president, PROSTEP, as they present, [\*\*\*"Ready - Set - Migrate" PDM and Engineering Data Migration Strategies for Success\*\*\*](#) in a live, interactive Webcast on Tuesday, May 4 at 11:00 a.m. EDT.

Is the thought of migrating or consolidating PDM systems keeping you up?

PROSTEP's research shows that this is one of the biggest obstacles facing IT and engineering managers today with respect to streamlining operations. Too many systems, too many ways of working, entrenched organizations and turf wars are all contributing to lost productivity.

Heterogeneous engineering infrastructures present many challenges, especially in the field of product data management. This situation often results in vastly different representations of the same information. Harmonizing these views in order to consolidate systems is a daunting task.

# CIMdata PLM Industry Summary

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This presentation outlines some of the pitfalls of large-scale migration projects and offers practical suggestions on how to approach this challenge. The presentation will explore "big bang" migrations, "incremental" migrations and "hybrid" approaches for success. Join this Webcast where real world customer use cases will be explored and where possible customers will be co-presenting.

## About the speakers

Dr. Schreiber has been with PROSTEP for 12 years. He was most recently in charge of the PROSTEP PDM Competency Center which is responsible for the deployment of OpenPDM (PROSTEP's PDM Integration Platform) for customers including Airbus, VW/Audi, Ford, Delphi, Bosch and others. Mr. Schreiber relocated to the U.S. full-time in 2006 as president of PROSTEP Inc.

Mr. Downing brings more than 20 years of IT knowledge and related experience in a variety of industries, including automotive, aerospace and high-tech manufacturing. Mr. Downing joined PROSTEP, Inc. in 2006 as vice president in order to establish PROSTEP's subsidiary office in North America (located in the greater Detroit area).

[Register](#) for *Ready - Set - Migrate*

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## ***SAP Reveals Solutions and Strategies to Drive Customer Business Growth at SAPHIRE® NOW in Frankfurt and Florida***

26 April 2010

[SAPHIRE® NOW](#) promises to be an event to remember. [SAP AG](#) will host its annual conference simultaneously in Frankfurt, Germany, and Orlando, Florida, from May 17-19, 2010. Here, the company, its customers and its partners will gather together to share and experience solutions running on premise, on demand or on device to enable real-time decision-making. Offering a peek into the future, attendees will also be given an advance look at SAP solutions to come.

## **Industry Luminaries Speak on Innovation, Leadership**

The first day of SAPHIRE NOW begins with a presentation from Sir Richard Branson, the founder and president of Virgin Group. The best-selling author will speak from his experience as an entrepreneur and business innovator. Speaking on the topic of Leadership: Taking Charge, General Colin L. Powell, USA (Ret.) and Secretary of State (2001-2005) will give the special keynote presentation at the general session of ASUG, the Americas' SAP Users' Group, co-located in Orlando with the SAP customer conference from May 16-19, 2010.

## **SAP Executives Showcase the Changing Needs of the New Enterprise**

SAP Co-CEOs Bill McDermott and Jim Hagemann Snabe will each deliver keynote presentations that will focus on the changing needs of the new enterprise, highlighting the changing requirements of the CEO, the business requirements of line-of-business executives, the role of the CIO in driving down costs to fund innovation, and how companies are adapting to the new realities to be best-run businesses. Chairman of the SAP Supervisory Board Hasso Plattner and Member of the SAP Executive Board

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Vishal Sikka will take the stage to deliver keynote presentations on future technology and trends, and the innovation SAP will bring to customers to capitalize on these trends.

In a new format this year, SAPPHIRE NOW introduces a broadcast center on the show floor at both event locations. Hosted by two established news anchors, the broadcast center will feature pre- and post-keynote shows, as well as shows focused on the future of technology, best-run businesses, external market forces, leveraging technology to gain a competitive advantage and much more. The Frankfurt broadcast center will be anchored by Conny Czymoch, who anchored for such shows as Face of Phoenix, DW-TV, SAT1 and CNN. Czymoch will be joined by Matt Frei, a 23-year broadcast news veteran who currently anchors on BBC World News America. The Orlando broadcast center will be anchored by Miles O'Brien, a 26-year broadcast veteran from such news channels as CNN, FoxNews and PBS. O'Brien will be joined by Veronica De La Cruz, a former CNN and NBC news anchor.

The events are expected to bring together more than 16,000 current and prospective SAP customers, partners, users and employees in Frankfurt and Orlando. The events will use real-time connected sessions between Frankfurt and Orlando to help attendees at either physical location to share customer successes, product innovations and industry trends in 1200 presentations, at more than 200 interactive demo stations and with 300 exhibiting partners on the conference floors.

## **SAP Customers and Partners Share Insights**

SAP customers round out the SAPPHIRE NOW agenda with presentations and demos about various topics, including business transformation, industry solutions, creating greater efficiencies and leveraging new technologies. SAPPHIRE NOW attendees can also see presentations and demos by partners in mobile devices, cloud-based technologies and complementary software solutions and services. Anchors at the broadcast center will be interviewing partners on how the SAP ecosystem helps fuel innovation, delivers on-premise and on-demand solutions, and helps customers extend their SAP solutions throughout the enterprise and to the broader community.

## **World-Class Talent Tops SAPPHIRE NOW**

Attendees at SAPPHIRE NOW in Frankfurt will celebrate with DURAN DURAN. With a total of over 70 million records sold, 18 American hit singles and 30 UK top 30 tunes, DURAN DURAN have a global presence that draws huge concert audiences on five continents.

Attendees at SAPPHIRE NOW in Orlando will celebrate to the sound of Santana, the legendary Rock and Roll Hall of Fame group led by Carlos Santana, the GRAMMY® Award-winning guitarist extraordinaire named by *Rolling Stone* as one of the “100 Greatest Guitarists Of All Time.”

## **SAPPHIRE NOW Promises a New Kind of Event**

SAPPHIRE NOW, the annual conference has evolved into an enhanced, real-time event that connects attendees on site with global participants through a newly designed online experience, incorporating the latest social media and community functionality. Attendees will have faster access to more information than ever before, with information delivered via the latest interactive technologies on large-screen kiosks. Similarly, media will gain faster access to news, video, photos, coverage and commentary

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around the event on the soon-to-be-launched SAPPHIRE NOW Social Newsroom. Visit the [SAP Newsroom](#) for more details.

To register for SAPPHIRE NOW in Frankfurt, please visit [www.sap.com/sapphire/emea](http://www.sap.com/sapphire/emea). To register for SAPPHIRE NOW in Orlando, please visit [www.sapandasug.com](http://www.sapandasug.com). Join the SAPPHIRE conversation via Twitter at [@SAPPHIRENOW](#).

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## ***Tribold Raises the Bar for Enterprise Product Management at Management World 2010***

27 April 2010

At Management World this year Tribold continues to lead the way for Enterprise Product Management (EPM) for Communication Service Providers. Throughout the show Tribold will be discussing the rapid adoption of Enterprise Product Management with Tribold executives and customers speaking in the conference program, demonstrating the capabilities of Tribold EPM in their booth, and Tribold presenting as part of the Catalyst Program showcase in Forumville. TM Forum Management World 2010 takes place in Nice between the 18th and 20th May 2010.

### **Tribold Conference Speaking**

Catherine Michel, Tribold's CTO, will be speaking alongside Ingrid Cronin-Knight, Business Delivery Manager, Gen-i, Telecom Corporation of New Zealand on the subject: Growth through Next Generation Business Models Leveraging Enterprise Product Management (EPM) to Support New Business Models on Wednesday 16:00 - 17:30. Catherine will also be chairing the session Managing & Making Money from New Content on Thursday 9:00 - 10:30.

### **Tribold's Participation in Forumville Catalysts**

Service Model - Cloud 9 - As part of Tribold's involvement in the TM Forum's Catalyst Program, Qwest, Cisco, Comptel, Progress Software, Tribold and Verecloud will demonstrate how Qwest are able to quickly deliver bundles of communication products and equipment which their Small to Medium-sized business (SMB) customers require to operate their businesses.

Dynamic Content Delivery (WAVES) - Tribold's involvement in the TM Forum's Catalyst Program continues with a project in conjunction with Microsoft to define a multi-industry reference architecture enabling consumers to access and view content over any available network connection using any convenient device at the time of their choosing.

### **Microsoft Dynamics Integration**

Together with Logica and Microsoft, Tribold will be demonstrating the new Tribold EPM/ Microsoft Dynamics accelerator. Bringing together the full benefits of a pre-integrated CRM and Enterprise Product Management (EPM) solution for CSPs, this demonstration will show the communication between a centralized product catalog and the customer order creation and care processes.

Tribold will be exhibiting at their booth (#7) on the show floor as well as meeting with show attendees in their customer suite (#17) in the main conference area. To prearrange a meeting with Tribold please email [marketing@tribold.com](mailto:marketing@tribold.com)

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## ***Xerox, Lear and other Leading Companies to Present on Enterprise Open Source PLM at Aras Community Event***

28 April 2010

Aras® announced additional speakers and sessions at the International Aras Community Event (ACE) 2010. Held May 10-11 and hosted by Motorola at the Motorola Innovation Center in Schaumburg, IL (USA), ACE 2010 will feature Aras PLM software users from industry-leading companies including Lear Corporation, Xerox, MiTek Corporation and Basic Research.

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).

**Date:** May 10 - 11, 2010

**Location:** Motorola - Schaumburg, IL (close to Chicago USA)

**Cost:** Free to Attend - No Fee (Space is Limited - Registration Required)

**Details, Agenda and Registration:** <http://www.aras.com/ACE2010>

ACE 2010 brings together business and IT professionals from around the world to connect and collaborate on the advanced PLM solutions from Aras and the many benefits of the enterprise open source approach. The two-day Community event will feature an array of corporate user presentations, breakout sessions and group discussions on a wide range of business and technical topics.

### **New in 2010: Community Solution Showcase**

An exciting new addition to this year's ACE 2010 agenda is the Community Solution Showcase which provides an opportunity for Aras Community Members to see and share open source solutions, innovative add-ons, interesting customizations and ideas for the future. Presenters include Aras partners, customers and open users from around the world.

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## Financial News

### ***Arena Kicks Off 2010 With 25% Growth in Subscription Sales***

29 April 2010

[Arena Solutions](#) announced that the company saw strong growth in subscription sales for the first quarter ending March 31, 2010, with an increase of 25% over the same period one year earlier. Sales to new customers nearly doubled, compared to the same period one year earlier, while existing customers showed continued commitment to Arena -- and an ongoing aversion to the hazards of spreadsheet-based [bill of materials \(BOM\)](#) and [change management](#) -- by renewing and expanding their Arena subscriptions at a net renewal rate of 109%.

With the manufacturing sector recovering, Arena BOM and change management software is a clear choice for manufacturers looking to the future and preparing for growth. Whether they're designing new products, expecting more orders or already ramping back up production, Arena customers recognize the

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value of having their product data in order. The recession has left holes in most of their supply chains, and they need to make sure they have complete, accurate BOMs to share with new suppliers and contract manufacturers. Many also need to make design changes -- whether to slot in new suppliers or just adjust their product for a changing market -- and for them, Arena provides a controlled system for managing the engineering change order (ECO) process.

With the functional benefits it provides and the ability to get started [in less than 5 days](#) at a very low upfront cost, Arena continues to be the choice of companies in a variety of industries, including high-tech electronics, [medical device](#), consumer products and industrial equipment. A number of companies in the [clean technology sector](#) -- building products like electric engines, energy monitoring solutions, solar power systems and more -- selected Arena in Q1 2010 as well.

"The outlook is good for 2010, and we're thrilled to see the year get off to such a strong start," said Craig Livingston, chief executive officer of Arena Solutions. "Manufacturing is leading the economic recovery, and our customers are both contributing to and benefiting from this growth. At Arena, we're also preparing for growth. We're seeing the payoff from a series of recent strategic investments focused on making Arena even easier to deploy, learn and use. In the coming year, we'll be hiring more people, while also continuing to invest in the kinds of improvements that make Arena the best way for small and mid-size manufacturers to manage BOMs, control the engineering change process and share information with their partners and suppliers."

Among the customers who selected Arena in Q1 2010 are:

- **Digital Power**, which designs and manufactures flexible power supply solutions for the telecom, medical, industrial and military markets.
- **Network Equipment Technologies**, which delivers high-performance networking equipment, optimized for real-time communications, to governments and enterprises around the world.
- **Picarro**, which makes high-precision, easy-to-use gas analyzers that measure and identify molecules of interest for researchers and companies in the fields of food, water and biomaterials.
- **Powerhouse Dynamics**, provider of the eMonitor™, the world's first affordable total home energy management system that tells consumers where energy is being used (and wasted) and what they can do about it.
- **RoboteX**, which develops and manufactures the Avatar® robotic platforms for personal, academic, industrial and government use.
- **Rupert Neve Designs**, founded by a pioneer in audio circuit design and now crafting professional audio gear that combines classic design concepts with modern innovations.
- **Spinal Modulation**, which is developing a next-generation spinal cord stimulator system to treat chronic intractable pain.
- **WaferGen Biosystems**, a leading developer of systems used by the life science and pharmaceutical industries for gene expression, genotyping, stem cell research and cell biology.

Also in Q1 2010:

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- Arena went live with its Spring '10 update release, which added a multitude of usability enhancements that make Arena even easier to use and help expert and novice users alike be both more efficient and more productive. The release also enhanced the collaborative capabilities of Arena with comprehensive application help in simplified Chinese to help customers' Chinese-speaking contract manufacturers (CMs) get up and running more quickly and reduce the kinds of communication errors that lead to costly manufacturing mistakes.
- Arena was issued a broad patent on its innovative multi-tenant BOM management technology, in which individual customers control access to their own information while benefiting from the reliability and scalability of a true multi-user, software-as-a-service (SaaS) platform. The patent gives Arena protection for the SaaS model for BOM and change management and means that another company would have to license the technology from Arena in order to legally introduce a comparable system.
- Arena surpassed its 99.5 percent service level agreement for the 16th consecutive quarter, with 99.98 percent uptime in Q1 2010 and a continued focus on delivering the most secure and reliable collaborative BOM and change management solution available.

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## ***Aspen Technology Announces Date of Third-Quarter Fiscal 2010 Financial Results Release, Conference Call and Webcast***

28 April 2010

Aspen Technology, Inc. announced that it will release financial results for its third-quarter fiscal 2010, ended March 31, 2010, on Thursday, May 6, 2010.

In conjunction with this announcement, AspenTech will host a conference call and webcast on May 6, 2010, at 5:00 p.m. (Eastern Time) to discuss the company's financial results, business outlook, and related corporate and financial matters.

The live dial-in number is (877) 245-0126, conference ID code 70000573. Interested parties may also listen to a live webcast of the call by logging on to the Investor Relations section of AspenTech's website, <http://www.aspentech.com/corporate/investor.cfm>, and clicking on the "webcast" link. A replay of the call will be archived on AspenTech's website and will also be available via telephone at (800) 642-1687 or (706) 645-9291, conference ID code 70000573 through May 13, 2010.

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## ***Cadence Reports Q1 2010 Financial Results***

28 April 2010

### **[Q1 2010 Financial Schedules.](#)**

Cadence Design Systems, Inc. announced results for the first quarter of fiscal year 2010.

Cadence reported first quarter 2010 revenue of \$222 million, compared to revenue of \$206 million reported for the same period in 2009. On a GAAP basis, Cadence recognized a net loss of \$12 million, or \$(0.04) per share on a diluted basis, in the first quarter of 2010, compared to a net loss of \$63 million,

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or \$(0.25) per share on a diluted basis in the same period in 2009.

Using Cadence's non-GAAP measure, net income in the first quarter of 2010 was \$6 million, or \$0.02 per share on a diluted basis, as compared to a net loss of \$25 million, or \$(0.10) per share on a diluted basis, in the same period in 2009.

“Cadence is off to a good start in 2010. The team executed across the board and our focus on customer engagement continues to yield success,” said Lip-Bu Tan, president and chief executive officer.

“Business improved in all geographies with strength in Asia and North America, and in all platform areas, especially verification, custom and digital design.”

“We put up another consistent operating performance in the first quarter with our key operating metrics meeting or exceeding our expectations,” said Kevin S. Palatnik, senior vice president and chief financial officer.

In addition to using GAAP results to evaluate Cadence's business, management believes it is useful to measure results using a non-GAAP measure of net income or net loss, which excludes, as applicable, amortization of intangible assets, stock-based compensation expense, integration and acquisition-related costs, gains or losses and expenses or credits related to non-qualified deferred compensation plan assets, restructuring charges and credits, amortization of discount on convertible notes, equity in losses or income from investments, write-down of investments, and gains or losses on the sale of investments. Non-GAAP net income or net loss is adjusted by the amount of additional taxes or tax benefit that the company would accrue if it used non-GAAP results instead of GAAP results to calculate the company's tax liability. See "GAAP to non-GAAP Reconciliation" below for further information on the non-GAAP measure.

The following statements are based on current expectations. These statements are forward-looking, and actual results may differ materially.

## **Business Outlook**

For the second quarter of 2010, the company expects total revenue in the range of \$215 million to \$225 million. Second quarter GAAP net loss per diluted share is expected to be in the range of \$(0.05) to \$(0.03). Net income per diluted share using the non-GAAP measure defined below is expected to be in the range of \$0.02 to \$0.04.

For the full year 2010, the company expects total revenue in the range of \$865 million to \$900 million. On a GAAP basis, net loss per diluted share for fiscal 2010 is expected to be in the range of \$(0.23) to \$(0.13). Using the non-GAAP measure defined below, net income per diluted share for fiscal 2010 is expected to be in the range of \$0.05 to \$0.15.

A schedule showing a reconciliation of the business outlook from GAAP net loss and diluted net loss per share to non-GAAP net income and diluted net income per share is included with this release.

## **Audio Webcast Scheduled**

Lip-Bu Tan, Cadence's President and Chief Executive Officer, and Kevin S. Palatnik, Cadence's Senior Vice President and Chief Financial Officer, will host a first quarter of fiscal year 2010 financial results audio webcast today, April 28, 2010, at 2 p.m. (Pacific) / 5 p.m. (Eastern). An archive of the webcast will be available starting April 28, 2010 at 5 p.m. (Pacific) and ending May 12, 2010 at 5 p.m. (Pacific). Webcast access is available at [www.cadence.com/cadence/investor\\_relations](http://www.cadence.com/cadence/investor_relations).

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	Q1 2010	Q1 2009	Change in cc*	Q1 2010	Q1 2009	Change in cc*
Total Revenue	311.9	309.7	1%	312.0	310.7	1%
Software Revenue	279.7	271.8	4%	279.8	272.8	3%
Services and other Revenue	32.2	37.9	(14%)	32.2	37.9	(14%)
PLM software Revenue	208.8	200.7	4%	208.9	201.7	4%
Mainstream 3D software Revenue	70.9	71.1	1%	70.9	71.1	1%
Americas	91.7	97.4	(0%)	91.8	97.8	(0%)
Europe	140.9	137.6	2%	140.9	137.7	2%
Asia	79.3	74.7	2%	79.3	75.2	1%

\*In constant currencies.

First quarter financial results were slightly above the Company's objectives. New licenses revenue increased 19% in constant currencies. As anticipated, periodic license, maintenance and product development revenue and services revenue were slightly lower, leading to non-IFRS total software and non-IFRS total revenue growth of 3% and 1%, respectively in constant currencies.

- IFRS and non-IFRS new licenses revenue increased 18% on a reported basis and increased 19% in constant currencies to €76.1 million.
- The growth in new licenses revenue was broad-based with the Company's largest software applications, including CATIA, ENOVIA, and SolidWorks, all showing double-digit new license revenue growth.
- Year-over-year growth in new business activity was reported in each of the Company's three sales channels, led by its PLM channel for the SMB market.
- IFRS and non-IFRS recurring software revenue, representing 73% of total software revenue in the first quarter, was lower by 1% in constant currencies in comparison to the year-ago quarter.
- The IFRS operating margin was 15.9%, expanding 290 basis points. The non-IFRS operating margin expanded 270 basis points to 22.1% compared to 19.4% in the year-ago period reflecting a decrease in expenses due to the ongoing benefits from the Company's cost and efficiency programs, as well as the favorable impact of currencies. For the year, the Company is targeting to expand its non-IFRS operating margin by approximately 100 basis points.
- IFRS earnings per diluted share increased 33% to €0.32 up from €0.24. Non-IFRS earnings per diluted share increased 16% to €0.43 compared to €0.37 in the year-ago period on operating margin expansion and the favorable impact of currencies.
- The Company completed the acquisition of IBM PLM sales and customer support operations, encompassing DS' PLM software application portfolio on March 31, 2010. The purchase price was US\$600 million less assumed liabilities. In early April the Company entered into a loan

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facility in Japan for JPY 14.5 billion (the equivalent of 160 million US\$), in order to finance a portion of the acquisition of IBM PLM.

## Cash Flow and Other Financial Highlights

IFRS net operating cash flow was €133 million for the 2010 first quarter.

Cash, cash equivalents and short-term investments totaled €904.6 million at March 31, 2010 compared to €1,058.0 million at December 31, 2009. Long-term debt was €200 million at March 31, 2010.

## Annual Shareholders' Meeting Date and Cash Dividend Recommendation

The Annual Shareholders' Meeting has been scheduled for May 27, 2010. The Board of Directors has recommended an annual cash dividend equivalent to €0.46 per share, representing about €54 million in the aggregate, for the fiscal year ended December 31, 2009, stable with the prior year's dividend per share. The dividend is subject to approval by shareholders at the Annual Shareholders' Meeting.

## Key Business and Corporate Highlights

**Dassault Systèmes and IBM Complete Transaction to Integrate IBM PLM Sales Operation into DS.** Dassault Systèmes and IBM completed the transaction for IBM PLM's sales and client support operations, encompassing DS's PLM software application portfolio. The transaction helps fuel IBM's focus on PLM integration through middleware, business transformation and application services and dynamic infrastructure. Dassault Systèmes PLM clients will benefit from a strong, unified go-to-market model encompassing the entire DS portfolio and providing a complete PLM value proposition under one umbrella. Fully integrated R&D, sales and support teams will bring DS closer to its customers. This move will streamline customer engagements, improving their overall experience.

### VF Corporation Selects Dassault Systèmes' V6 PLM Solution.

VF Corporation, a global leader in branded lifestyle apparel, has selected DS' ENOVIA V6 PLM solution as its platform for global apparel development and sourcing. DS ENOVIA was chosen after a competitive review of leading PLM vendors and specialist apparel technology providers. VF sought a proven solution that would enhance collaboration while accommodating the company's diverse product portfolio, global presence and growth plans.

**Meyer Werft Selects Dassault Systèmes V6 PLM Solution.** MEYER WERFT, one of the world's leading cruise ship builders, has selected DS' V6 PLM platform for collaborative product development. Building cruise ships requires design and production logistics to manage more than 10 million different parts, putting exceptionally high requirements on the features and performance of a PLM system. IBM Global Business Services will provide transformation consulting, implementation and integration services to improve time, quality and cost in the yard's engineering and manufacturing processes.

**Dong Fang Boiler Selects Dassault Systèmes for First-of-a-kind PLM Solution to Support Global Collaboration.** Dong Fang Boiler Group CO., LTD. (DBC), one of the largest power station boiler suppliers in China, has selected DS' ENOVIA V6 solution to build the first collaborative data management platform in China's power station boiler industry. The solution will enable DBC to perform collaborative data management throughout its product processes, from design and construction to customer services and improve its overall design and production efficiency.

**InnerPulse to Utilize Realistic Simulation from Dassault Systèmes to Accelerate Medical Device Innovation.** InnerPulse, a medical device company pioneering a novel technology for those patients with cardiac rhythm disorders, has selected Abaqus finite element analysis (FEA) software from SIMULIA to assist in the development of their technology designed in SolidWorks CAD software.

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## Other Corporate Information

On April 1, 2010, Dassault Systèmes filed its 2009 *Document de référence* with the French “*Autorité des marchés financiers*”. The 2009 *Document de référence* as well as an English language translation of this document are available on the Company’s website.

## Business Outlook

Thibault de Tersant, Senior Executive Vice President and CFO, commented, “*The first quarter was a rewarding period as we completed the acquisition of IBM PLM, and welcomed our new colleagues to DS offices in 27 countries. Thanks to strong execution and focus on our customers, we did this without disruption to our sales activity, enabling DS to achieve first quarter results well in line with our objectives.*”

“*While we observed some further encouraging indicators in the quarter, including double-digit growth in our new licenses revenue, the overall environment confirmed our views that the economic recovery will be a progressive one. Within this framework, nonetheless, we were able to deliver operating margin leverage and earnings per share growth. During the first quarter our non-IFRS operating margin expanded 270 basis points and non-IFRS earnings per share grew 16%.*”

“*Based upon this performance and our outlook, we are reconfirming our 2010 non-IFRS revenue growth objective in constant currencies and our operating margin objective. We are increasing our 2010 non-IFRS earnings per share objective range to about €2.19 to €2.28, representing growth of about 18% to 23%, reflecting a more favorable currency environment.*”

The Company’s current objectives are the following:

- Second quarter 2010 non-IFRS total revenue objective of about €360 to €370 million, non-IFRS operating margin of about 23% and non-IFRS EPS of about €0.46 to €0.50;
- Reconfirming 2010 non-IFRS revenue growth objective range of about 15% to 17% in constant currencies; (€1.455 to €1.475 billion based upon the 2010 currency exchange rate assumptions below from €1.410 to €1.440 billion previously);
- Reconfirming 2010 non-IFRS operating margin of about 26%;
- Increasing 2010 non-IFRS EPS range on change in currency assumptions to about €2.19 to €2.28, representing growth of about 18% to 23%; (previous range €2.09 to €2.19)
- Objectives are based upon exchange rate assumptions for the 2010 second quarter of US\$1.40 per €1.00 and JPY125 per €1.00 and a full year average of US\$1.40 per €1.00 and JPY130 per €1.00.

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

The non-IFRS objectives set forth above do not take into account the following accounting elements and are estimated based upon the 2010 currency exchange rates above: deferred revenue write-downs estimated at approximately €40 million for 2010; share-based compensation expense estimated at approximately €15 million for 2010 and amortization of acquired intangibles estimated at approximately €62 million for 2010. The above objectives do not include any impact from other operating income and expense, net principally comprised of, acquisition (IBM PLM acquisition costs estimated at €12 million), integration and restructuring expenses. These estimates do not include any new stock option or share grants, or any new acquisitions or restructurings

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completed after April 29, 2010. The above adjustments take into account the current estimated impact of the IBM PLM acquisition. The accounting will be finalized in the Company's second quarter earnings announcement.

## Webcast and Conference Call Information

Dassault Systèmes will host a webcast and a conference call today, Thursday, April 29, 2010. Management will host a webcast at 8:30 AM London time/9:30 AM CET time and will then host the conference call at 2:00 PM London time/3:00 PM CET/ 9:00 AM New York time. The webcast and conference call will be available via the Internet by accessing <http://www.3ds.com/company/finance/>. The webcast and conference call will be archived for 30 days.

Additional investor information can be accessed at <http://www.3ds.com/company/finance/> or by calling Dassault Systèmes' Investor Relations at 33.1.61.62.69.24.

## Non-IFRS Financial Information

Readers are cautioned that the supplemental non-IFRS (previously referred to as "adjusted IFRS") information presented in this press release is subject to inherent limitations. It is not based on any comprehensive set of accounting rules or principles and should not be considered as a substitute for IFRS measurements. Also, the Company's supplemental non-IFRS financial information may not be comparable to similarly titled non-IFRS measures used by other companies. Further specific limitations for individual non-IFRS measures, and the reasons for presenting non-IFRS financial information, are set forth in the Company's annual report for the year ended December 31, 2009 included in the Company's 2009 *Document de référence* filed with the AMF on April 1, 2010.

Visit the Company investor website where it sets forth its supplemental non-IFRS figures for revenue, operating income, operating margin, net income and diluted earnings per share, which exclude the effect of adjusting the carrying value of acquired companies' deferred revenue, stock-based compensation expense, the expenses for the amortization of acquired intangible assets and other income and expense, net (in each case, as explained respectively in the Company's 2009 *Document de référence* filed with the AMF on April 1, 2010) and the income tax effect of the non-IFRS adjustments. The tables also set forth the most comparable IFRS financial measure and reconciliations of this information with non-IFRS information.

## Information in Constant Currencies

When the Company believes it would be helpful for understanding trends in its business, the Company provides percentage increases or decreases in its revenue (in both IFRS as well as non-IFRS) to eliminate the effect of changes in currency values, particularly the U.S. dollar and the Japanese yen, relative to the euro. When trend information is expressed herein "in constant currencies", the results of the "current" period have first been recalculated using the average exchange rates of the comparable period in the preceding year, and then compared with the results of the comparable period in the preceding year.

This press release constitutes the quarterly financial information required by article L.451-1-2 IV of the French Monetary and Financial Code (Code Monétaire et Financier).

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## ***Geometric FY10 Net Increases 578% to INR 466.6 Mn***

26 April 2010

[Geometric Ltd.](#) announced its Q4 and annual results for FY 2009-2010.

Business Highlights for financial year ended March 31, 2010:

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- FY10 EPS of Rs.7.51 against Rs. 0.55 in FY09
- Recommended dividend of 55% (including a special dividend @ 15% to mark of 15 years of incorporation), by the board of directors
- Debt free position on a consolidated basis
- FY10 net profits increased exponentially by 578% to INR 466.61 Mn from INR 68.83 Mn in FY09
- FY10 operating profits increased 11.9% to INR 586.17 Mn from INR 524.04 Mn in FY09 FY10 revenues declined 14.5% to INR 5115.62 Mn (USD 108.12 Mn) from INR 5980.79 Mn (USD 129.47 Mn) in FY09
- New customers addition at 37 for the fiscal Recognized as an IT Innovator by Nasscom for the third year in a row

## Highlights for Q4 FY10

- The company recorded operating revenues of INR 1,271.71 Mn (USD 27.84 Mn) for the quarter ended March 31, 2010, compared to revenues of INR 1,268.75 Mn (USD 27.13 Mn) in Q3FY10.
- Revenues remained flat on a Q-o-Q basis in rupee terms on account of appreciation of the rupee; but increased by 2.6% Q-o-Q in dollar terms over the previous quarter.
- The profit after tax was INR 118.36 Mn for the quarter, compared to INR 162.41 Mn in the previous quarter.
- Offshore leverage (in revenues terms) was maintained at 65%, same as the previous quarter.
- On a yearly basis, the company has registered significant improvements in operational efficiencies with offshore leverage (in revenue terms) increasing from 56.3% in FY09 to 64.6% in FY10; and increased utilization from 87.2% in FY09 to 90.3% in FY10. The company had total employee strength of 2956 employees as of March 31, 2010, including its subsidiaries.

On declaring the results, Mr. Ravishankar G., Managing Director & CEO said, “During the last one year, we’ve focused on streamlining the operations of the company, consolidating businesses, exiting non-profitable projects, driving operational efficiencies through increased offshore leverage and higher utilization, and creating a leaner, more customer oriented organization, resulting in an improved bottom-line for the company. I believe we are now well placed to leverage opportunities that are expected to open up in the market, over the next two years.”

## Key Wins and additional business highlights for Q4 FY10

The Company added 7 new customers during Q4, and 37 new customers during the year; taking the total number of active customers to 100. Some of the significant wins in this quarter are:

- A multi-million dollar engagement with a global agricultural and equipment major for a new business offering in engineering services
- A multi-million dollar deal with a global auto OEM for product data management

# CIMdata PLM Industry Summary

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- A multi-million dollar project with a global Tier 1 auto OEM for product design and analysis services
- An engagement with a global oil & gas equipment manufacturer, for a PLM application upgrade
- A deal with a global aerospace systems manufacturer for PLM application maintenance and support
- An engagement with a European aerospace systems manufacturer for upgrading their PLM applications An engagement with a global agricultural and equipment manufacturer for providing services in the area of supplier collaboration
- A project with a global industrial major for product design services

An important product highlight for the quarter included:

- Release of [DFMPro version 2.1](#) for SolidWorks and Pro/Engineer, [CAMWorks 2010](#), [NestLib® 2010 R1](#), and [eDrawings Professional version 7.1](#)

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## ***LECTRA : Q1 2010 Financial Results Clearly Exceed Expectations***

29 April 2010

- Orders for new systems: €17.3 million (+68%)
- Revenues: €43 million (+15%)(\*)
- Income from operations: €2.3 million
- Net income: €1.2 million
- Free Cash Flow: €5 million

(\*) like-for-like

(in millions of euros)	January 1- March 31 2010	January 1- March 31 2009
Revenues	43,0	37,6
Change like-for-like (%)	+15%	
(1)		
Income (loss) from operations	2,3	(3,2)
Change like-for-like (€M)	+5,7	
(1)		

## CIMdata PLM Industry Summary

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Net income (loss)	1,2	(3,2)
Free cash flow(2)	5,0	11,6
Equity(3)	25,6	24,7
Net financial  borrowing(3)	43,1	47,8

(1) Like-for-like: 2010 figures restated at 2009 exchange rates

(2) Q1 2010 free cash flow does not include the early repayment of the (French) research tax credit in respect of 2009 (€6.2 million), not yet received; in Q1 2009, it included the advance repayment of €14.1 million corresponding to the research tax credits for the years 2005 through 2008

(3) At March 31, 2010 and at December 31, 2009

Paris, April 29, 2010. Today, Lectra's Board of Directors, chaired by André Harari, reviewed the unaudited consolidated financial statements for the first quarter of 2010.

(Detailed comparisons between 2010 and 2009 are like-for-like. A comparison with figures for 2007, the last year before the onset of the economic and financial crisis, has been added in order to better gauge the impact on sales activity.)

### Orders Recover Strongly

2010 has opened with positive signs, with sales activity, income from operations, and free cash flow all rising sharply relative to Q1 2009, and reaching levels clearly beyond the company's expectations.

After seven consecutive quarters of steep declines resulting from the economic crisis, Q1 2010 confirmed the rebound in sales activity registered in Q4 2009. At a total of €17.3 million, orders for new software licenses and CAD/CAM equipment were up 68% compared to Q1 2009 (€10.4 million).

It should be noted, however, that orders for Q1 2009, which were severely affected by the crisis, fell 58% relative to Q1 2007. As a result, and despite rising sharply, orders for Q1 2010 were still down 31% compared to Q1 2007, evidence of the continuing effects of the crisis.

Sales of spare parts and consumables (€ million) rose 32% relative to Q1 2009, equalizing with their Q1 2007 level. These had registered a steep decline since Q4 2008—a first in the company's history. This sharp rebound is confirmation of the recovery in production volumes at Lectra's customer firms.

### Revenues and Earnings Up Sharply

Q1 2010 revenues totaled €43 million overall, up 15% relative to Q1 2009. Revenues from new systems sales (€17.9 million) were up 31%. Recurring revenues (€25.1 million) rose by 6%.

Thanks to cost-cutting measures implemented in 2009, fixed overheads costs and allowances (€25.6 million) are down €3 million (-10%).

Income from operations was €2.3 million. Like-for-like, it was up €5.7 million relative to the loss from operations (€3.2 million) in Q1 2009. The margin on operations (5.3%) increased by 14.2 percentage points compared to the negative margin on operations (-8.5%) in Q1 2009.

In its management discussion published on February 11, 2010, the company stated that it expected

# CIMdata PLM Industry Summary

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income from operations to be slightly negative or close to breakeven. The better-than-anticipated financial results stem from a better-than-anticipated rebound in sales of spare parts and consumables, higher gross profit margins, overhead costs slightly lower than those budgeted, and more favorable exchange rates. Billings for new systems were in line with expectations, the additional orders booked being registered in the order backlog at March 31, 2010 (€15.2 million), which increased by €2.3 million relative to December 31, 2009.

The company registered a net income of €1.2 million, an increase of €4.4 million at actual exchange rates, compared to a net loss of €3.2 million in Q1 2009.

## Free Cash Flow Highly Positive - Decrease in Net Financial Borrowings

Free cash flow in Q1 2010 was €5 million. Beyond the impact of the rise in earnings, this robust free cash flow performance can be attributed to a further reduction in the working capital requirement.

Consequently, net financial borrowings decreased by €4.7 million compared to December 31, 2009.

## Business Trends and Outlook

The first signs of a recovery in sales activity observed at the end of 2009 were confirmed in Q1 2010. This was demonstrated by the clear rebound in orders for new software licenses and CAD/CAM equipment, and also in sales of spare parts and consumables, even though sales of new systems remain far behind their pre-crisis level.

While the macroeconomic outlook brightened in the first quarter of 2010, the situations in different regions and market sectors remain highly disparate. It will not be until a few quarters have passed that the company will know whether the improvement in macroeconomic conditions is to last or if a further deterioration in the situation is possible. Persistently weak visibility calls for the utmost vigilance.

As stated on February 11, 2010, the two immediate imperatives are to safeguard the company's financial condition in the short term and to limit its exposure to risks.

The main uncertainty for the remainder of fiscal 2010 concerns the level of revenues from new systems sales. Although orders grew significantly in the first quarter, part of this rebound may be the result of a catch-up investment phenomenon, and it is too early to draw any lessons for the coming quarters or for the full year.

Ongoing fulfillment of the parameters of the 2010 plan, the vigorous order flow in Q1, and growth in the order backlog at March 31, 2010, all combine to reinforce expectations of a positive income from operations and net income for the second quarter and the full year, barring any further brutal deterioration in the economy.

The Annual Shareholders' Meeting will take place on April 30, 2010. First half earnings for 2010 will be published on July 29, 2010.

The Management Discussion and Analysis of Financial Condition and Results of Operations and the financial statements for Q1 2010 are available on <http://www.lectra.com>

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## ***Open Text Reports Third Quarter Fiscal 2010 Financial Results***

29 April 2010

# CIMdata PLM Industry Summary

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Open Text™ Corporation announced unaudited financial results for its third quarter ended March 31, 2010.

Total revenue for the third quarter of Fiscal 2010 was \$212.8 million, up 11% compared to \$192.0 million for the same period in the prior fiscal year. License revenue in the third quarter was \$49.5 million, down 5% compared to \$51.9 million for the same period in the prior fiscal year.

Adjusted net income in the quarter was \$40.3 million or \$0.70 per share on a diluted basis, up 28% compared to \$31.4 million or \$0.59 per share on a diluted basis for the same period in the prior fiscal year. Net income in accordance with U.S. generally accepted accounting principles ("US GAAP") was \$13.1 million or \$0.23 per share on a diluted basis, compared to \$22.0 million or \$0.41 per share on a diluted basis for the same period in the prior fiscal year. (2)

The cash and cash equivalents balance as of March 31, 2010 was \$321.3 million, compared to \$275.8 million as of June 30, 2009. During the nine months ended March 31, 2010, the net cash paid for the Vignette acquisition was \$90.6 million. Net accounts receivable as of March 31, 2010, totaled \$122.6 million, compared to \$115.8 million as of June 30, 2009, and Days Sales Outstanding (DSO) remained stable at 52 days in both the third quarter of Fiscal 2010, and in the same period in the prior fiscal year. Operating cash flow in the third quarter of Fiscal 2010 was \$78.0 million.

"I am pleased that we maintained our margin targets and met our profit goals", said John Shackleton, President and Chief Executive Officer of Open Text. "We experienced greater seasonality than in previous years, however I'm confident that Fiscal 2010 is tracking to plan. With the addition of Nstein's analytics-based search technology and a number of new product releases, we are delivering additional powerful solutions that will help our customers gain greater value from their content."

Please see note (2) below for a reconciliation of non-US GAAP based financial measures used in this press release, to US GAAP based financial measures.

## **Teleconference Call**

Open Text will host a conference call on April 29, 2010 at 5:00 p.m. ET to discuss the financial results of its third quarter.

A replay of the call will be available beginning April 29, 2010 at 7:00 p.m. ET through 11:59 p.m. on May 13, 2010 and can be accessed by dialing 416-640-1917 and using pass code 4282062 followed by the number sign.

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

[http://www.opentext.com/2/ex\\_event.html?evtype=events&id=701200000003U3hAAE](http://www.opentext.com/2/ex_event.html?evtype=events&id=701200000003U3hAAE)

Click [here](#) for the unabbreviated press release with financial tables.

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## ***PTC Announces Q2 Results, Initiates Q3 Guidance and Updates FY'10 Targets***

27 April 2010

PTC reported results for its second fiscal quarter ended April 3, 2010.

### **Highlights**

- Q2 Results: Revenue of \$240.6 million and non-GAAP EPS of \$0.20; GAAP EPS of \$0.08

# CIMdata PLM Industry Summary

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- Non-GAAP operating margin of 13.6%; GAAP operating margin of 4.8%
- Relative to Q2 guidance, currency was unfavorable to revenue by \$3.1 million and favorable to non-GAAP expenses by \$1.6 million and to GAAP expenses by \$1.9 million
- Q3 Guidance: Revenue of \$235 to \$245 million and non-GAAP EPS of \$0.14 to \$0.20
  - GAAP EPS of \$0.02 to \$0.07
  - Assumes \$1.36 USD / EURO, down from \$1.46 assumption in previous guidance, a \$7 million negative impact to revenue in Q3
- FY 2010 Targets: Maintaining revenue target of \$1,015 million and non-GAAP EPS of \$1.00
  - GAAP EPS of \$0.50
  - Increasing license revenue growth target to 35% to 40% year-over-year growth, up from previous target of 30% growth
  - Non-GAAP operating margin of 16%; GAAP operating margin of 7.5%
  - Assumes \$1.36 USD / EURO, down from \$1.46 assumption in previous guidance, a \$14 million negative impact to revenue in H2'10

The Q2 non-GAAP results exclude \$12.3 million of stock-based compensation expense, \$8.9 million of acquisition-related intangible asset amortization and \$6.7 million of income tax adjustments. The Q2 results include a non-GAAP tax rate of 27% and a GAAP tax rate of 18%.

## **Results Commentary**

C. Richard Harrison, chairman and chief executive officer, commented, “Q2 was another solid quarter for PTC with total revenue up 7% year-over-year and license revenue up 54%. Adjusting for FX impact relative to guidance, our revenue performance was at the high-end of our expectations, driven primarily by continued strength of our PLM business.” On a constant currency basis total Q2 revenue was up 3% and license revenue was up 48% compared to the year ago period.

“Our PLM license revenue in Q2 was \$30 million, up 107% year-over-year, continuing to highlight our leadership position in a large and growing segment of the enterprise software market,” continued Harrison. “Our pipeline for new business opportunities with new and existing customers remains strong. During the quarter we recognized revenue from leading organizations such as BAE Systems, EADS, Huawei Technologies, NASA, the United States Navy, and Vestas Wind Systems.”

James Heppelmann, president and chief operating officer added, “We believe there is a lot of momentum in the PLM market and that PTC is gaining share and becoming recognized as the industry leader for both our technology and product development process expertise. We secured 2 additional strategically important ‘domino’ account wins during Q2, bringing the total number of domino account wins to 13. We are also engaged in more than 200 other opportunities world-wide where companies are looking to replace their existing PLM solution to help improve their competitive position in their own markets.”

## CIMdata PLM Industry Summary

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“We are very optimistic about the long-term opportunity for PTC and are committed to achieve our goal of a 20% non-GAAP EPS CAGR over the next 5 years,” continued Heppelmann. “In order to enable us to achieve this goal, we are investing to extend our technology leadership position and expand our high caliber, solutions oriented sales teams. We expect to add up to 30 more sales teams through the end of FY’10, which will significantly increase capacity as we enter FY’11. As of Q2’10, we are well positioned to achieve at least 20% non-GAAP EPS growth in FY’10.”

Neil Moses, chief financial officer, commented, “Our strong license revenue and solid maintenance revenue performance was partly offset by a year-over-year decline in our services revenue as we continue to work through the impact of soft license sales in 2009. Our CAD and SMB businesses are showing signs of recovery, as both businesses delivered sequential license revenue growth. Our balance sheet remains solid with \$223 million of cash. During Q2 we repurchased \$40 million worth of stock and repaid \$20 million of our outstanding debt; leaving a balance of \$34 million outstanding on our revolving credit facility.”

### **Outlook Commentary**

“Looking forward to the remainder of FY’10, despite FX movements we are maintaining our full-year revenue target of \$1,015 million and non-GAAP EPS target of \$1.00,” continued Moses. “We have lowered our currency assumption from \$1.46 USD/EURO to \$1.36 USD/EURO, which negatively impacts revenue by approximately \$18 million for FY’10 and which makes achieving these full year targets more challenging. We are increasing our license revenue growth expectations to 35% to 40% year over year, with our maintenance and services businesses now expected to be down modestly on a year-over-year basis.”

“We are maintaining our non-GAAP operating margin target of 16%,” continued Moses, “as we intend to continue to invest in our business to leverage our technology leadership position and capitalize on our long-term growth opportunity. We expect to pay down the remaining \$34 million on our revolving credit facility and repurchase an additional \$15 million worth of our stock during the remainder of FY’10.” For FY’10 the GAAP operating margin target is 7.5% and the GAAP EPS target is \$0.50.

The FY’10 targets assume a non-GAAP tax rate of 25%, a GAAP tax rate of 17% and 120 million diluted shares outstanding. The FY’10 non-GAAP guidance excludes approximately \$49 million of stock-based compensation expense, \$34 million of acquisition-related intangible asset amortization and \$27 million of related income tax effects.

“For Q3 we are initiating guidance of \$235 to \$245 million in revenue with non-GAAP EPS of \$0.14 to \$0.20,” Moses added. “We are expecting approximately 30% year-over-year growth in our license revenue in Q3 and 7% year-over-year growth in total revenue.” The Q3 GAAP EPS target is \$0.02 - \$0.07.

The Q3 guidance assumes a non-GAAP tax rate of 23%, a GAAP tax rate of 15% and 120 million diluted shares outstanding. The Q3 non-GAAP guidance excludes approximately \$12 million of stock-based compensation expense, \$9 million of acquisition-related intangible asset amortization expense and \$6 million of related income tax effects.

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

Prepared remarks for the conference call have been posted to the investor relations section of our website. The prepared remarks will not be read live; the call will be primarily Q&A.

**What:** PTC Fiscal Q2 Conference Call and Webcast

# CIMdata PLM Industry Summary

**When:** Wednesday, April 28, 2010 at 8:30 a.m. Eastern Time

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

Call Leader: Richard Harrison

Passcode: PTC

**Webcast:** [www.ptc.com/for/investors.htm](http://www.ptc.com/for/investors.htm)

**Replay:** The audio replay of this event will be archived for public replay until 4:00 pm (CT) on May 3, 2010 at 1-800-333-1825 or 402-220-0203. To access the replay via webcast, please visit [www.ptc.com/for/investors.htm](http://www.ptc.com/for/investors.htm).

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## ***PTC Q2 Fiscal 2010 Prepared Remarks***

27 April 2010

To read prepared remarks on PTC's long-term financial goals, their strategy, highlights of this quarter, and their Outlook for Q3 and FY'10, please access:

[http://www.ptc.com/WCMS/files/111045/en/Q2\\_10\\_PTC\\_Prepared\\_Remarks\\_FINAL.pdf](http://www.ptc.com/WCMS/files/111045/en/Q2_10_PTC_Prepared_Remarks_FINAL.pdf)

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## ***SAP Reports Double-Digit Growth in Software and Software-Related Service Revenues for the First Quarter 2010***

28 April 2010

SAP AG announced its preliminary financial results for the first quarter ended March 31, 2010.

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

[Presentation](#) (PDF)

## **FINANCIAL HIGHLIGHTS – First Quarter 2010**

€million, unless stated otherwise	First Quarter 2010 <sup>1)</sup>						
	IFRS			Non-IFRS <sup>2)</sup>			
	Q1 2010	Q1 2009	% change	Q1 2010	Q1 2009	% change	% change constant currency <sup>3)</sup>
Software revenues	464	418	11%	464	418	11%	7%
Software and software-related service revenue	1,947	1,741	12%	1,947	1,752	11%	10%

# CIMdata PLM Industry Summary

Total revenue	2,509	2,397	5%	2,509	2,408	4%	3%
Total operating expenses	-1,952	-2,090	-7%	-1,897	-2,012	-6%	-6%
–thereof restructuring charges	0	-166	-100%	0	-160	-100%	-
Operating profit	557	307	81%	612	396	55%	47%
Operating margin (%)	22.2	12.8	9.4pp	24.4	16.4	8.0pp	7.2pp
Profit after tax	387	196	97%	435	263	65%	
Basic earnings per share (€)	0.33	0.17	94%	0.37	0.22	68%	

1) All figures are preliminary and unaudited.

2) Adjustments in the revenue line items are for support revenue that an entity acquired by SAP would have recognized had it remained a stand-alone entity but that SAP is not permitted to recognize as revenue under IFRS as a result of business combination accounting rules. Adjustments in the operating expense line items are for acquisition-related charges and discontinued activities. See *Explanations of Non-IFRS Measures* in the [appendix](#) for details.

3) Constant currency revenue and operating profit figures are calculated by translating revenue and operating profit of the current period using the average exchange rates from the previous year's respective period instead of the current period. Constant currency period-over-period changes are calculated by comparing the current year's non-IFRS constant currency numbers with the non-IFRS number of the previous year's respective period. See *Explanations of Non-IFRS Measures* in the [appendix](#) for details.

## Revenues

- IFRS software and software-related service revenues were €1.95 billion (2009: €1.74 billion), an increase of 12%. Non-IFRS software and software-related service revenues were €1.95 billion (2009: €1.75 billion), an increase of 11% (10% at constant currencies).
  - IFRS software revenues were €464 million (2009: €418 million), an increase of 11% (7% at constant currencies).
  - IFRS total revenues were €2.51 billion (2009: €2.40 billion), an increase of 5%. Non-IFRS total revenues were €2.51 billion (2009: €2.41 billion), an increase of 4% (3% at constant currencies).
- First quarter 2009 Non-IFRS revenue figures exclude a deferred support revenue write-down from the acquisition of Business Objects of €11 million*

## Income

- IFRS operating profit was €557 million (2009: €307 million), an increase of 81%. Non-IFRS operating profit was €612 million (2009: €396 million), an increase of 55% (47% at constant currencies). In the first quarter of 2009, the IFRS operating income was impacted by restructuring charges of €166 million (Non-IFRS: €160 million) resulting from a reduction of positions.

# CIMdata PLM Industry Summary

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- IFRS operating margin was 22.2% (2009: 12.8%), an increase of 9.4 percentage points. Non-IFRS operating margin was 24.4% (2009: 16.4%), or 23.6% at constant currencies, an increase of 8.0 percentage points (7.2 percentage points at constant currencies). In contrast to the respective quarter in 2009, the first quarter 2010 was not impacted by restructuring expenses which had, in the first quarter of 2009, negatively impacted the IFRS and Non-IFRS operating margin by 6.9 percentage points and 6.6 percentage points, respectively. However, reorganizations in the first quarter 2010 resulted in severance expenses of €27 million and unused lease space expenses of €9 million, which negatively impacted the IFRS and Non-IFRS operating margin by 1.4 percentage points.
- IFRS profit after tax was €387 million (2009: €196 million), an increase of 97%. Non-IFRS profit after tax was €435 million (2009: €263 million), an increase of 65%. IFRS basic earnings per share were €0.33 (2009: €0.17), an increase of 94%. Non-IFRS basic earnings per share were €0.37 (2009: €0.22), an increase of 68%. The impact, net of tax, of the severance and unused lease space expenses incurred in the first quarter 2010 on the first quarter 2010 IFRS and Non-IFRS basic earnings per share was €0.02. The impact, net of tax, of the restructuring expenses incurred in the first quarter 2009 on the first quarter of 2009 IFRS and Non-IFRS basic earnings per share was €0.09. First quarter 2010 IFRS and Non-IFRS profit after tax and IFRS and Non-IFRS basic earnings per share were also impacted by a lower IFRS and Non-IFRS effective tax rate in the first quarter of 2010 compared to the first quarter of 2009.

*First Quarter 2010 Non-IFRS operating profit excludes acquisition-related charges and discontinued activities totaling €54 million (2009: €78 million). First quarter 2010 Non-IFRS profit after tax and Non-IFRS basic earnings per share exclude acquisition-related charges and discontinued activities totaling €48 million net of tax (2009: €67 million).*

“We are excited by our strong momentum and our return to growth in the first quarter,” said Werner Brandt, CFO of SAP. “A solid top-line performance in combination with an increasing operating margin puts us on track to achieve our financial objective of profitable growth over the long term.”

Bill McDermott, co-CEO of SAP added, “The first quarter growth was made possible by all around solid execution in both our large, well established markets and our fast growing emerging markets. We saw strong results from the rapidly expanding demand for SAP BusinessObjects solutions, as well as in our small and midsized enterprise business. We were also pleased by the strong performance in our focus industries as our customers are turning to SAP to help their businesses run better.”

“As the environment improves and customers begin to invest for growth again, SAP is extremely well-positioned because of our broad and consistently integrated portfolio of products supporting business processes and enabling business insight through analytics,” said Jim Hagemann Snabe, co-CEO of SAP. “We have the outstanding ability to innovate technology and solutions that work seamlessly together regardless of whether they are delivered on premise, on demand, or on device.”

## Cash Flow

Operating cash flow was €772 million (2009: €1.39 billion), a decrease of 44%. Operating cash flow in the first quarter 2010 was below the prior year comparison, mainly due to our decision to delay billing our customers for the 2010 support fees until customers had communicated whether they chose SAP Enterprise Support or SAP Standard Support – an option offered under the introduction of SAP’s two-tiered support model. Free cash flow was €715 million (2009: €1.34 billion), a decrease of 46%. Free cash flow was 28% of total revenues (2009: 56%). At March 31, 2010, SAP had a total group liquidity of €3.00 billion (December 31, 2009: €2.28 billion), which includes cash and cash equivalents, restricted cash and short term investments. At March 31, 2010, net liquidity, defined as total group liquidity less

# CIMdata PLM Industry Summary

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bank liabilities, was €2.30 billion.

## Business Outlook

SAP is providing the following outlook for the full-year 2010, which is unchanged from the outlook issued on January 27, 2010:

- The Company expects full-year 2010 non-IFRS software and software-related service revenue to increase in a range of 4% to 8% at constant currencies (2009: €8.2 billion).
- The Company expects its full-year 2010 non-IFRS operating margin to be in a range of 30% to 31% at constant currencies (2009: 27.4%).
- The Company projects an effective tax rate of 27.5% to 28.5% (based on IFRS) for 2010 (2009: 28.1%).

## Major Customer Wins

In the first quarter of 2010, SAP closed major contracts in key regions. **In EMEA:** Boots UK Limited, Daimler AG, Gazprom OAO, Kronos AG, VESTAS WIND SYSTEMS A/S; **In the Americas:** Cooper Tire & Rubber Co., Dole Food Company, Inc., El Palacio de Hierro, Jabil Circuit, Inc., McCain Foods Limited, ConAgra Foods Inc.; **In Asia Pacific/Japan:** A-DATA Technology Co., Ltd., Hong Tu-San Bao Hi-Tech Co., Ltd., Industry And Commercial Bank of China, Nissha Printing Co., Ltd., Shaanxi Electric Power Corp.

## Webcast / Supplementary Financial Information

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

[Appendix](#) – Financial Information to Follow

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## Implementation Investments

### *Autodesk Inventor Helps Utility Scale Solar, Inc. Save Capital, Speed Development*

30 April 2010

[Utility Scale Solar, Inc.](#) (USS) is successfully using [Autodesk Inventor](#) software to accelerate development of its sun-tracking systems, while saving millions of dollars in capital investment.

USS credits Autodesk, Inc.'s [Clean Tech Partner Program](#), which provides software grants for emerging clean tech companies in North America, and Autodesk reseller KETIV Technologies for introducing the company to [Digital Prototyping](#) with Inventor and helping it reach its product development milestones so efficiently.

“The ability to use digital prototypes has significantly streamlined design and engineering here at Utility Scale Solar,” said Peter Childers, president and CEO of USS. “With just one or two engineers using Inventor, we can accomplish the same amount of work in three months that it would have taken 10 engineers twice as long to accomplish.”

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While most solar companies have focused on designing better surfaces to collect solar energy, USS has focused on optimizing the performance of the sun-tracking equipment itself. This effort has resulted in the development of the company's Megahelion trackers and heliostats based on this new type of solar drive system. USS' drive system, whether in single-axis or dual-axis configuration, allows any type of solar application — whether it's a photovoltaic array, thin film modules or a mirror reflector — to smoothly and accurately follow the sun or reflect the sun onto a receiver, at lower cost and with better performance than existing mechanisms.

Since heliostat costs represent 30–50 percent of the initial capital investment for solar projects, cost-effective heliostats like the Megahelion are essential to making solar power scalable and economically competitive with other forms of power, such as coal or nuclear.

USS estimates that the efficiencies it has derived from Inventor software — specifically, being able to go from initial product development phases to ready-to-manufacture in such a short time — has allowed it to maintain business momentum and conserve two to three million dollars in capital. For example, the company uses Inventor to perform finite element analysis (FEA) simulation to test product performance and help prevent part failure, and has taken advantage of the sheet metal analysis capabilities to reduce component waste. USS uses [Autodesk Vault Manufacturing](#) data management software to securely control and distribute information among its engineers. USS also uses [Autodesk Showcase](#) software to more effectively communicate and market its solar energy collection products with photorealistic visuals.

“The result of our team using Inventor and its suite of tools,” said Childers, “is that our core product has been fully designed and FEA test-driven under multiple operating stress scenarios, and is now ready to be manufactured.”

## **About the Clean Tech Partner Program**

The Autodesk Clean Tech Partner Program grants software to early-stage clean technology companies to help them innovate more rapidly and get to market faster and at lower cost. Each Autodesk Clean Tech Grant recipient receives up to \$150,000 of design software, including up to five licenses of AutoCAD Inventor Professional Suite, Autodesk Showcase Professional, Autodesk Vault Manufacturing, Autodesk Navisworks Manage, Autodesk Revit Architecture and Autodesk Alias Design. For more information, visit [www.autodesk.com/cleantech](http://www.autodesk.com/cleantech)

## **About KETIV Technologies**

KETIV Technologies is a leading Autodesk solutions provider with 25 years of experience delivering CAD software and services in California, Arizona, Nevada, Oregon and Washington.

An interview with Utility Scale Solar is available on the Autodesk YouTube Channel at <http://www.youtube.com/watch?v=HTBJmRFb4Vc>.

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## ***Autodesk Inventor Powers Development of Small Wind Turbines for Home Market***

29 April 2010

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[Autodesk, Inc.](#) has named Vindby, a Danish supplier of renewable energy solutions, as the Autodesk Inventor of the Month for April. Vindby used [Autodesk Inventor](#) software to develop the Vindby 1A, the first wind turbine approved for home use in Denmark. Easily assembled and installed, the Vindby 1A makes it simple for homeowners to generate clean, renewable energy and lessen their environmental impact.

“The rapid development of the Vindby 1A was possible only because we were able to form a complete [Digital Prototyping](#) workflow with Inventor software,” said Ole Jonsson, a director at Vindby. “It was the deciding factor in quickly getting the approval process under way and gaining a head start on the competition. It also led to a whole raft of concrete optimizations in design and construction.”

Denmark’s regulations for wind turbines require that all turbines — even small ones like Vindby’s that have a footprint of less than five square meters — undergo a rigorous six-month test period, three of which must be winter months. Working with Autodesk Authorized Reseller [CDLIGHT](#), Vindby incorporated Inventor software into its design process and took the necessary steps to prepare its wind turbine for testing.

## **Digital Prototyping Optimizes Design in Less Time**

By designing, visualizing and simulating the performance of its wind turbine in Inventor, Vindby was able to reduce the number of physical prototypes required and speed up the development process — gaining a six-month time advantage over the competition. As a result, Vindby became the first company to reach the Danish market with an approved wind turbine for private home use and has subsequently expanded sales to Norway and Sweden.

To read more about Autodesk Solutions for Sustainable Design visit [Manufacturing Sustainable Design Center](#).

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

For more information about Autodesk Inventor of the Month, contact us at [IOM@autodesk.com](mailto:IOM@autodesk.com).

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## ***Jerry Leigh Implements NGC’s e-PLM® Software Following Successful Rollout of e-SPS®***

27 April 2010

[NGC](#)® (New Generation Computing®) announced that Jerry Leigh, a design-driven apparel company that develops licensed products for the nation’s top retailers, has successfully implemented NGC’s e-PLM® software for Product Lifecycle Management.

Jerry Leigh selected e-PLM following a successful rollout of NGC’s e-SPS software for Global Sourcing and Visibility. The apparel company uses e-SPS to control all facets of production – including P.O. management, production tracking, quality, and inbound tracking and visibility – for thousands of licensed products in four different divisions. The combination of e-PLM and e-SPS provides Jerry Leigh with a single, integrated solution that covers every step of the product lifecycle, from design concept through sourcing to receipt at the DC. The web-based solution centralizes information, improves collaboration, and streamlines workflows, for faster speed to market and enhanced communication throughout the global supply chain.

“Jerry Leigh selected e-PLM based on our success with the e-SPS rollout and the excellent support that we have received,” said Jeff Silver, vice president and CFO, Jerry Leigh. “NGC’s West Coast support

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team proved to be very responsive, and NGC worked closely with our users to incorporate suggested modifications into the base software.”

“Some of the e-PLM features that were particularly attractive to us included version control on spec packs and a central repository for images and component masters,” Silver added. “In addition, having visibility to styles when they’re in development will allow for early costing to ensure that we meet our profit goals for each style.”

Other benefits of e-PLM and e-SPS include the following:

- \* **Faster speed to market.** e-SPS is already helping Jerry Leigh improve production turnaround time, and e-PLM further extends productivity gains to the concept and design phases. e-PLM and e-SPS automatically generate triggers and alerts, to ensure that critical deadlines are met and that design and production problems are quickly resolved.

- \* **Streamlined communications.** e-PLM and e-SPS provide Jerry Leigh with a single, web-based platform that allows the company to instantly exchange and update information with supply chain partners around the world. All communications are tied to specific styles or purchase orders, which greatly enhances collaboration. Centralized data ensures that everyone views “a single version of the truth” throughout the supply chain at all times.

- \* **Enhanced customer service.** Jerry Leigh has built its business on superior customer service, and NGC’s software will help the apparel company continue to respond to its customers’ needs. “Jerry Leigh designs and develops merchandise for many of the world’s most recognized brands and retailers, so quality and timing are critical to our success,” Silver added.

## About Jerry Leigh

Founded by [Jerry Leigh](#) in 1962, the company has evolved into a multi-faceted organization that serves the nation’s top retailers. With headquarters in Van Nuys, CA and satellite offices in New York City, Bentonville, Orlando, Guatemala and Shanghai, Jerry Leigh’s 650+ associates are focused on serving the needs of the company’s brand and retail partners. Jerry Leigh is a design-driven company that prides itself on its dedicated divisional teams and its focus on superior artwork and design, manufactured in facilities in Asia and Central America.

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## ***KOMPAS-3D Helps Emergency Services to Save Lives***

27 April 2010

Russian engineering center of emergency services - Fire systems Co. Ltd., introduces new unique fire-fighter truck, designed in KOMPAS-3D from ASCON. Fire systems Co. Ltd. developed vehicles, engines and other fire extinguishing equipment for many years. The new track is designed to make the difficult work of rescues as safe and effective as possible to be able quickly to help people in emergency situations.

In March 2010 Engineering center of Fire systems Co. Ltd. brought a new product to the market – the fire and rescue engine. The new track was developed under requests of The Russian Ministry of Emergency Situations and fire services department. Such kind of technical equipment is aimed at fire extinguishing in the high-rise buildings and industrial objects, including objects of the petrochemical industry. A special feature of the fire and rescue track is a newest extension ladder with cradle and crane

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capacity of three tons, AL 34, fully designed in Mechanical CAD solution, KOMPAS-3D. The Crane arm is able to disassemble debris, to remove obstacles from the road to get to the place of emergency and to pull different vehicles with the winch. “This new fire-fighter truck has much more compact size and ergonomic design than currently existing models. Another one big advantage - the price of the engine is several time lower as all the similar ones on the market”, - mentioned technical director of Engineering center of Fire systems Co. Ltd., Alexander Cheremahin.

After evaluating several CAD software solutions, existing on the market, Engineering center of Fire systems Co. Ltd. chose ASCON company as a partner. The implementation of KOMPAS-3D professional solutions from ASCON began in 2005. Currently the center uses the latest version of the solution – KOMPAS-3D V11 with the newest add-ons. Each new product created in the engineering center now contains the complete virtual 3D model, made in KOMPAS-3D. The solution allows designers and engineers to develop very complicated models, consisting of many thousands of parts, with minimum number of staff. The extension ladder AL 34 contains 8 820 parts. The entire project was completed by a team of just seven people, including a young specialist - last year graduate of the Technical University.

Through the use of modern and professional MCAD software solutions the designing and production' cycles, as well as costly errors were reduced considerably. That is especially important in today's economy and high level market competition. Now the team of the Engineering center is able to develop new technical equipment in 4-9 months, which is much faster than before. “The design of the project from the first steps was made in KOMPAS-3D. That allowed us already at the conceptual design stage to evaluate the assembling of the project, to define dimensions, to estimate mass and centering characteristics, load, to calculate strength and stability, as well as considerably to reduce time of designing and number of errors”, - said designers of the project, Alexander Shalamov and Oleg Besov.

Thanks to KOMPAS-3D, in less than five years the Engineering center has completely automated key processes of products design and manufacturing, has achieved the highest level of visibility and collaboration across entire design team. In addition, the company has reduced design errors that previously led to costly delays and high volume of wasted materials. With ASCON solutions Fire systems Co. Ltd. is not only modelling products much faster, it is reusing designs groundworks to maximize its return on investment. Engineers use the software to create 3D models that completely correspond to their design intentions, making the fitting and rendering tests easy, as well as eliminating omissions and errors. The new fire-fighting and rescue track from Fire Systems Co. Ltd now successfully serves as reliable mate for emergency services and allows quickly to help and save more people's lives.

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## ***Major Chinese Companies Gain Substantial Productivity Improvements With WorkNC CAM Software***

26 April 2010

**Sescoi**'s expansion in the Chinese market continues apace with the installation of **WorkNC CAM** software in a number of Chinese toolrooms. Two typical WorkNC users are Changzhou Xingyu Automotive Lighting Systems and Shanghai Sharp Mold and Manufacturing System Co. Ltd. (SSMC).

**Changzhou Xingyu** specializes in the design, development and manufacture of automotive lighting, and has the capacity to produce 10 million units each year. Major automotive companies including FAW,

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DFAC, Shanghai Volkswagen and Shanghai GM all rely on supplies of parts from the Changzhou based company.

By contrast, **SSMC**, which is a joint venture between two Japanese companies, the Sharp Group and Tensho Electric Industries Co Ltd, designs and manufactures plastic injection tools for the automotive and domestic appliance industries. SSMC has around US\$ 7.5 million of invested capital and, like Changzhou Xingyu, prides itself in the quality of its products delivered on time and at a competitive cost.

Both companies particularly value the automated CNC programming in **WorkNC**. Changzhou Xingyu uses the template capabilities of the software where a series of standard tool set-ups and machining operations can be automatically applied to similar parts. Using this methodology, programming takes a few seconds and the results are consistent, error free and reliable.

Mr Zhu Zhenghua, Changzhou Xingyu's CAD/CAM Manager, says, "We often use the same machining strategies, tools and cutting parameters for similar parts. Before we had WorkNC, manual input of these repetitive operations could easily result in machining errors. Now, with the automation in WorkNC, when we program families of lamps parts these problems have become a thing of the past."

Jie Han, Production Manager at SSMC declared, "All our engineers agree that WorkNC's automated toolpaths are simple to use and very reliable. It substantially reduces the amount of manual finishing required, and provides us with collision free and safe toolpaths for our high speed machining centers, which cannot be matched by any other software we have evaluated."

Changzhou Xingyu has seen some major productivity improvements thanks to WorkNC CAM software. Mr Zhu Zhenghua comments, "We particularly appreciate and have full confidence in the security and reliability of WorkNC. Its automatic functions are very efficient and we have achieved overall productivity gains of 20-30% while the preparation of roughing programs takes between a quarter and a fifth of the time it used to take with our old CAD/CAM system."

For SSMC, WorkNC has proved to be invaluable in the face of intense competition in the domestic appliance market. Jie Han comments, "The cycle time from design to production of a mold tool for a large LCD TV would normally be two months. WorkNC has enabled us to virtually halve production times, enabling us to achieve completion in 35 days. The quality and speed of delivery we can achieve with the software are, without doubt, critical factors in preserving our position as a leader in our industry."

Technology within the machining algorithms in WorkNC CNC software contribute to its reliability and speed. Trochoidal toolpaths cope with excessive material in corners enabling cutting forces to be kept low and constant, avoiding damage to tooling and the machine itself. Feature recognition automatically finds and machines holes and pockets which are common features on mold tools, while Auto 5, WorkNC's automated 5-axis CNC machining, enables organic shapes to be cut efficiently and without the complexity normally associated with 5-axis programming.

Han from SSMC concludes, "The adoption of WorkNC plays a crucial role in shortening our production cycle times and we are delighted to have found a programming system that suits our requirements so well. By collaborating with SESCOI we will ensure that we remain leaders in our industry, thanks to the continuous productivity enhancements we get in each WorkNC upgrade."

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## ***Martek Power Goes Live on Oracle® E-Business Suite 12.1 Using Oracle Business Accelerators***

28 April 2010

Martek Power implemented the Oracle® E-Business Suite 12.1 using Oracle Business Accelerators as well as Oracle's Agile Product Lifecycle Management and Oracle Hyperion in less than five months. By deploying financials, supply chain management and discrete manufacturing applications within the Oracle E-Business Suite 12.1, Martek was able to consolidate three company entities, including a facility in Mexico, into a single system. Their legacy systems did not provide the foundation to scale their business and enable business process transformation in order for them to be competitive in today's economy.

Martek leveraged the services of DAZ Systems, a Platinum Partner in the Oracle® PartnerNetwork (OPN), who provided valuable industry knowledge around Aerospace and Defense. Oracle offers over 2000 industry business flows that are offered out of the box from their applications. Martek Power's Chief Financial Officer, David Melendez stated that, "DAZ provided the expertise and track record necessary for Martek to make this important business process transformation. The DAZ personnel were very knowledgeable in both our industry and Oracle Applications and this knowledge base enabled us to be successful."

Martek Power designs and manufactures standard, modified-standard, and custom power supplies and power converters. With design and manufacturing centers in Europe, North America, North Africa and Asia, Martek Power is qualified to satisfy customers in worldwide markets with local technical and customer service support. Martek Power has over 40 years of experience supporting OEMs engaged in Medical, Networking, Telecom, Data Storage, Transportation, Computing, Military and other Industrial applications.

### **About DAZ Systems, Inc.**

[DAZ Systems, Inc.](#) is a Platinum partner in the Oracle PartnerNetwork. With more than 350 implementations, including the Oracle E-Business Suite, Oracle On Demand, Oracle Transportation Management, Oracle Business Intelligence Suite, Enterprise Edition, and Oracle's Demantra, Oracle's Agile PLM and Siebel, DAZ Systems, Inc. brings a new perspective to mission critical business systems and consulting services. DAZ has delivered over 300 Oracle based solutions to Fortune 1000 and medium sized enterprises. In addition, DAZ has adopted the Oracle Accelerate solution and is certified on Oracle Business Accelerator for High Tech Manufacturing, Clean Energy, Apparel and Footwear, CPG (Consumer Product Goods), Software, Life Sciences, Process Manufacturing, Agile, Multi-Channel (Retail, Direct Marketing, B2C) and Distribution.

### **About the Oracle PartnerNetwork**

Oracle PartnerNetwork ([OPN](#)) Specialized is the latest version of Oracle's partner program that provides partners with tools to better develop, sell and implement Oracle solutions. OPN Specialized offers resources to train and support specialized knowledge of Oracle products and solutions and has evolved to recognize Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to differentiate through Specializations. Specializations are achieved through competency development, business results, expertise and proven success.

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## *PARTsolutions Continues Momentum by Signing Five New Manufacturers*

28 April 2010

[PARTsolutions](#) LLC announced it has acquired five new customers. [Anderson Instrument Company](#), [Milwaukee Cylinder](#), [Milwaukee Valve](#), [U.S. Tsubaki](#) and [RWM Casters](#) are the latest manufacturers leveraging PARTsolutions' 3D part catalog technology to enable on-line product sales configuration and CAD-native download of products to enhance their brands.

"We are thrilled to have [Anderson Instrument Company](#), [Milwaukee Cylinder](#), [Milwaukee Valve](#), [U.S. Tsubaki](#) and RWM Casters join our customer roster," said Rob Zesch, president of PARTsolutions. "We look forward to providing these five leading manufacturers with the industry's best solution for producing qualified sales leads and to helping them save significant resources, enhance sales and improve customer loyalty that will impact their bottom lines."

The newly signed manufacturers will be providing industry leading CAD native product data on their websites, with several of them adding embedded and custom sales configurators to improve their customers' experiences with their websites. Each company expects to increase qualified sales leads, improve customer retention, eliminate product configuration and ordering anomalies and reduce engineering resource requirements to support presales activities in their respective industries:

Anderson Instrument Company designs and manufactures a broad line of sanitary process instrumentation for customers in fluid food & beverage, dairy, and the biopharmaceutical industries.

RWM Casters manufactures casters and wheels.

Milwaukee Cylinder produces hydraulic and pneumatic actuation products.

Milwaukee Valve Company is one of the largest valve suppliers in the industry.

U.S. Tsubaki manufactures and sells power transmission and motion control products including precision roller chains, engineering class chains, and sprockets.

PARTcatalog is a standalone 3D catalog development environment that produces CAD-Native product data, allowing products to be configured and delivered in over 85 CAD and graphic formats and versions. As a result, CAD-native part catalogs will enable [Milwaukee Valve](#), [Milwaukee Cylinder](#), [Anderson Instrument Company](#), [U.S. Tsubaki](#) and [RWM Caster](#) to deliver the same high quality CAD models to all of their potential customers, regardless of which CAD system they use for design. In addition, CAD-native product configuration helps avoid data loss and inconsistency attributed to translating data to different CAD formats.

In addition, the PARTcatalog platform offers:

**Sales Lead Dashboard:** Product and marketing executives and managers can gather critical marketing information like top customers, top products, total downloads, and geographic distribution, along with individual statistics for each user who downloads products.

**Single Source Master Catalog:** The PARTcatalog single digital master can be reused to master paper catalogs, web product pages, or marketing CDs (or other digital media) of digital product catalogs. Catalogs are also included in PARTenterprise, which is in use behind customer firewalls at major corporations worldwide such as The Boeing Company, Airbus, KUKA, Volkswagen, and many more.

**Global Catalog Placement:** PARTsolutions is the only provider that delivers global catalog placement of PARTcatalog to captive audiences around the world on CAD portals like Autodesk and

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Machine Design, and Engineering CAD Communities like Connect Press for all of the major CAD systems.

**Expert Catalog Development:** PARTsolutions utilizes its in-house professional catalog development teams, providing dedicated project management and on-line quality assurance tools.

**Mobile Technology & Social Media:** PARTsolutions recently introduced mobile search functions for mobile phone browsers, Quick Response (QR) Codes for quick links to specific products in social media applications and marketing promotional capabilities such as 3D parts control with Wii controller, augmented reality technology and 3D part displays (via 3D glasses) that help its supplier customers to create excitement at trade shows and for field sales operations.

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## ***PetroVietnam Marine Shipyard Company Selects Intergraph® SmartMarine® 3D***

27 April 2010

PetroVietnam Marine Shipyard Joint Stock Co. (PV Shipyard) has selected [Intergraph® SmartMarine®](#) 3D engineering and design software to increase productivity and accelerate the completion of offshore projects.

To enhance its competitiveness in a bid for an offshore jack-up rig, PV Shipyard needed next-generation technology to assist in the design, construction and production of its current and future complex platforms. PV Shipyard also wanted engineering software from a stable and proven vendor that could ensure quality, accuracy and automated processes in producing the deliverables required for a number of other offshore contracts. After an intensive evaluation, PV Shipyard selected Intergraph for its comprehensive solutions suite, advanced technology, commitment to customers, proven track record and local distributor support from Intergraph's partner in Vietnam, Credent Technology.

SmartMarine 3D is the only next-generation 3D system which provides all the capabilities needed to design and build offshore devices from design to fabrication to operations and maintenance - all in a single, integrated environment. It is a rule-driven, data-centric, solution for streamlining processes while making it more useable over the operation, maintenance and modification life cycle of the device.

"We at PV Shipyard have been exploring the market for a industry-leading partner and solution to assist us in our plans to establish design, procurement, construction and management capabilities for building offshore facilities," said Phan Tu Giang, managing director for PV Shipyard. "Given the strong track record of the solutions and the commitment from the Intergraph and Credent team, we are confident that the solutions will prove to be invaluable to us at PV Shipyard."

### **About PetroVietnam**

PetroVietnam Marine Shipyard Joint Stock Company (PV Shipyard) was established in 2007. The main shareholders are Vietnam National Oil and Gas Group (Petro Vietnam), Vietnam Shipbuilding Industry Corporation (VINASHIN), Vietnam Machinery Erection Corporation (LILAMA), and the Bank for Investment and Development of Vietnam (BIDV) with a goal of implementing the policy of the Government to develop the manufacturing of oil and gas drilling rigs in Vietnam.

With the aim of crating technical solutions with international standards, completing the progress of projects with high quality and the competitive price, PV Shipyard expects the Vietnam mechanical manufacturing field to reach a higher position with the industrialization and modernization of the Party

and State in the near future.

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## Product News

### ***Affordable New Software Subscription for Infrastructure Professionals Enables Upgrade to Dynamic Collaboration Best Practices***

28 April 2010

Bentley Systems, Incorporated announced the immediate availability of the Navigator Passport Subscription. Bentley's Passport Subscriptions offer named users an affordable alternative to perpetual license purchases. For a single annual fee, the Navigator Passport Subscription provides access to the full range of software, training, and content practitioners need for collaborative workflows. Through this "professional upgrade" in software toolset and skills, individual practitioners make their work more valuable. The additional value created is passed on to constituents in the form of higher-quality projects delivered in less time and at lower costs.

The Navigator Passport Subscription makes available the right balance of software for collaborating dynamically among infrastructure project teams. It includes ProjectWise Passport, ProjectWise Navigator V8i, ProjectWise i-model Composer V8i, ProjectWise InterPlot Organizer V8i, ProjectWise Schedule Simulation Visa, ProjectWise Clash Resolution Visa, and the i-model plug-in for Revit.

Joe Croser, Bentley global marketing director, said, "Our Navigator Passport Subscription allows individual practitioners to employ the same dynamic collaboration best practices that give larger firms and other organizations a competitive edge by enabling them to interactively view, analyze, and augment project information. This immediately advances the value of their work and opens the door to new project opportunities. And the cost of this Passport Subscription, which provides access to thousands of dollars in software and training, is less than one hundred dollars a month."

Bentley Passport Subscriptions offer:

- An affordable alternative to purchasing combinations of multiple software products (some used relatively infrequently), separate training, and content, thus eliminating cost and budget obstacles, and accelerating economic returns;
- A wide selection of conveniently configured application suites corresponding to common professional work roles, in each case increasing competitive edge and enabling high-quality project contributions;
- Unlimited access to LIVE Training – via virtual classroom – and OnDemand eLearning, speeding time-to-productivity, reducing time out of office, and eliminating travel costs;
- Self-service or assisted support 24x7x365 from Bentley software experts committed to helping users maintain productivity and keep projects on schedule;
- Unlimited access to software updates based on project needs throughout the subscription term.

For additional information about Bentley's Navigator Passport Subscription, visit [www.bentley.com/navigatorpassport](http://www.bentley.com/navigatorpassport). For additional information about all of Bentley's Passport Subscriptions, along with its other subscription offerings, visit [www.bentley.com/subscriptions](http://www.bentley.com/subscriptions).

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## *Altair Adds FTire by cosin scientific software to the HyperWorks Partner Alliance*

27 April 2010

[Altair](#) announced the addition of FTire to its HyperWorks Partner Alliance (HWP). FTire, a full 3D nonlinear tire simulation model, is developed by cosin scientific software and interfaces with Altair's MotionSolve, a mechanical systems simulation solver, which enables realistic, full vehicle model simulations to improve durability and vehicle ride comfort. HyperWorks users can now download the latest version of FTire from the HWP website at [www.hyperworksalliance.com](http://www.hyperworksalliance.com) and use it at no incremental cost through their existing HyperWorks software license system. To date, over 340 companies worldwide have joined the HyperWorks Partner Alliance.

FTire is used by engineers in the vehicle and tire industry worldwide for vehicle durability and ride comfort analysis. FTire supports industry standard road input data files for analytical and discretized road surfaces. Coupled with HyperWorks MotionSolve Multi-Body Dynamics (MBD) technology, HyperWorks Partner Alliance users can employ FTire's highly sophisticated tire simulation capabilities for 2D and 3D road surfaces, enabling efficient and accurate system level simulation of on-road vehicles. 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.

"The on-demand availability of FTire in the HWP brings together the benefits of high end tire modeling with MotionSolve MBD technology in a convenient and flexible way," said Gerald Hofmann, Partner at cosin scientific software. "FTire has established its position as the leading higher-frequency and short-wavelength tire model over the last years. Today, almost every important OEM in the automotive industry is using FTire for critical road loads, ride comfort and vehicle durability simulations. The reduced administrative overhead obtained by using the HyperWorks licensing scheme allows both the end user and cosin to focus on development and application rather than on software and license availability issues."

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

"Here again, [Altair](#) has teamed up with one of its strategic partners to offer our users a fully integrated solution accessible under one simple licensing model," said Martin Nichols, Altair Executive Vice President of Global Alliances and Operations. "The integration of HyperWorks MotionSolve and cosin's FTire provides a comprehensive full vehicle mechanical systems simulation tool. Vehicle and tire manufacturers can easily test and implement this technology to significantly improve their tire dynamics predictions. Best in class technology and cost-efficient delivery are the main drivers behind the success of the HyperWorks Partner Alliance."

The partnership with cosin scientific software brings the total number of applications available under the HyperWorks platform to 57 including 32 third-party software applications such as FTire. These applications enable users to maximize their current investment in HyperWorks licenses by giving their

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engineers and designers flexible access to a growing pool of leading technology solutions.

## About cosin scientific software

[cosin scientific software](#) was founded in 2009 to develop and market the leading higher-frequency and short-wavelength tire simulation model FTire, which is used by vehicle dynamics engineers worldwide. cosin provides full range support from tire data and road surface measurement to tire modeling method development and software integration. The key product FTire is completed by a comprehensive toolbox for tire and road data processing and parameter identification.

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## *Altair Smashes Full-Vehicle Crash Simulation Time Barrier: CAD-to-Results in Less Than 24 Hours*

27 April 2010

In a breakthrough that, for advanced manufacturing, ranks with the efficiencies gained by shifting from drafting tables to CAD stations, Michigan-headquartered Altair Engineering has succeeded in compressing the time required to mesh, assemble and simulate a full-vehicle crash finite-element model - directly from OEM native CAD data - to just 24 hours. This milestone achievement represents a two-to-four-week reduction in turn-around time that is typically required for this type of analysis.

Never before has this level of automation been successfully demonstrated. The implications are enormous for all industries developing products that require complex virtual prototype testing to address and improve crashworthiness, consumer safety, reliability and quality.

Ford Motor Company, which has earned more five-star vehicle safety ratings than any other auto company, supported Altair's ambitious project by supplying representative CAD data for the proof-of-concept effort.

The record time follows on the heels of Altair's November 2009 announcement that RADIOSS, the solver in the Altair [HyperWorks](#) CAE software suite, was the first in the industry to solve a full-vehicle crash model in less than five minutes. The model contained more than 1 million elements and was successfully executed using the latest Intel® software tools and compilers to optimize communications schemes and extract the best performance using an Intel cluster.

This new milestone extends the five-minute analysis achievement to address the entire crash analysis process, from CAD importation to results post-processing. Altair leveraged the pre-processing power of its modeling tool, HyperMesh, along with the automotive-specific model setup capabilities of HyperCrash and tailored automations to cut the time required to get the run-ready model to RADIOSS for analysis. Altair's job management portal, PBS Catalyst, was then used with the computing resource management strength of PBS Professional to simplify and accelerate the analysis process. Upon job completion, automated results post-processing was performed using HyperView, yielding a custom auto report and Microsoft Office presentations ready for engineer review.

The accomplishment was executed at [Altair](#) Engineering's world headquarters in Troy, Mich., from 7 p.m. April 19 until 7 p.m. April 20. The simulation entailed the use of 64 CPUs in Altair's compute center. The "CAD2CRASH24" initiative was announced today during Altair's opening keynote address at the 2010 Americas HyperWorks Technology Conference taking place April 27-29 at the Rock Financial Showplace in Novi, Mich.

"With this kind of speed, engineers gain more time to carry out more investigative studies and explore

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more alternatives relating to weight, materials and performance, while still accelerating the time to market of the final product," said Dr. Uwe Schramm, chief technical officer for HyperWorks. "These types of turn-around times now provide the opportunity to perform statistical and stochastic studies in the crash domain to further improve for the performance and robustness of designs."

Altair's CAD2CRASH24 process can be customized and implemented for manufacturers globally, offering weeks of additional simulation time annually to meet program objectives and product safety requirements. The process extends to any industry that must ensure the soundness of its products, including the execution of drop tests of cell phones, bird strikes on airplanes or fatigue analysis of implantable medical devices.

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## ***Autodesk Launches Easy-to-Use, Low-Cost Drawing Software***

26 April 2010

Autodesk, Inc. announced the availability of [AutoCAD Freestyle](#) software, a new, easy-to-use application for 2D drawing and sketching that specialty contractors and do-it-yourselfers can use to create professional-looking drawings, layouts and plans.

"Many people—from do-it-yourselfers to home contractors to landscape designers—still use pen and paper or software that does not enable accuracy and is hard to use," said Amar Hanspal, senior vice president, Autodesk Platform Solutions and Emerging Business. "AutoCAD Freestyle has been created to meet the needs of these users and anybody else who needs to generate quick, accurate and professional-looking designs without the need for or learning curve of industrial-strength CAD software."

Designed for any task that requires the creation of accurate plans, such as home renovations, gardening or landscape design, AutoCAD Freestyle is simple enough for use by home owners and do-it-yourselfers as well as specialty contractors such as plumbers, electricians and carpenters to create plans and construction documentation. AutoCAD Freestyle is also intended for non-CAD employees who work with architects and engineers, enabling markup and annotation of designs created in [AutoCAD](#) software that can be sent back for incorporation into the AutoCAD file with complete DWG compatibility, which helps reduce rework.

"As an electrical contractor, I've found AutoCAD Freestyle to be a useful tool for project layouts, markups of existing drawings, and revisions," said James Ogonoski, Service Manager, Contract Service Enterprises, Inc. "The intuitive interface made it easy to get started and ramp up to productivity—and it plugs right into our workflow."

Built on the AutoCAD platform, AutoCAD Freestyle is a low-cost application that makes it easier to create accurate, professional-looking drawings and sketches. The software makes design simple and intuitive with a toolset for creating standard shapes (lines, arcs, circles, rectangles), annotating drawings (dimension, text, fills), sketching, doodling and inserting images and symbols. The grid on the drawing surface helps users understand spatial dimensions, such as proportion and distance, so they can easily solve design challenges and create accurate sketches — like drawing on graph paper. A full library of predrawn, commonly used symbols — such as doors and windows — is also included to help save time. In addition, the product provides the ability to insert and trace over a photograph or one of the many

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sample drawings provided in the software or downloaded from the AutoCAD Freestyle community, simplifying the creation of precise drawings with real-world dimensions.

“My colleagues do most of the design work on my projects, so my main need is to review and mark up designs quickly and efficiently,” said Steve Nichols, President, Cat Cay Yachts International. “This product is a home run for peripheral users of AutoCAD.”

AutoCAD Freestyle is engineered to take full advantage of Windows 7 support for multitouch, including panning, zooming, rotation and flick functionality, an easier way to be productive away from the office.

“AutoCAD Freestyle is refreshingly simple to use—especially compared to other solutions,” said Chris Pugrud, Engineer, Radiance Technologies. “If you’re looking for a simple, low-cost 2D drawing and sketching application, you can’t go wrong with AutoCAD Freestyle.”

## **Availability**

Previously available on [Autodesk Labs](#) as a technology preview known as Project Cooper, AutoCAD Freestyle is now available for download from the Autodesk eStore at [www.autodesk.com/estore](http://www.autodesk.com/estore). AutoCAD Freestyle will soon be available from other leading online retailers. Visit the Autodesk eStore for pricing options and promotional offers.

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## ***Avatech Solutions Releases Avatech AutoOffset for Civil Engineers and Surveyors***

28 April 2010

Avatech Solutions, Inc. announced the retail release of Avatech AutoOffset™. Designed to enhance the AutoCAD® Civil 3D® experience for users worldwide, this software application is the most recent commercially available product developed and distributed by Avatech Solutions.

“The development of Avatech AutoOffset demonstrates our continued ability to create products that add real value to our customers’ bottom lines, as well as that of the broader commercial marketplace,” says George Davis, CEO, Avatech Solutions. “In fact, our software development team has released ten innovative products in the last eight years in direct response to customers’ demands.”

“In just minutes, AutoOffset helps us complete work that previously took hours,” says Joe Kidd, CAD Coordinator with Orchard Hiltz McCliment Engineering. “With a single project containing hundreds and even thousands of points to annotate, AutoOffset is an indispensable timesaver for our firm. We originally used it exclusively for road design, but because it’s so flexible and easy to customize, we’re finding new and unexpected beneficial applications.”

Avatech AutoOffset enhances the productivity of civil engineers and surveyors working with AutoCAD Civil 3D by eliminating manual tasks and saving valuable time. Developed for those who create linear designs like roads, railways, and sewer lines, AutoOffset takes survey data and automates location calculations and the labelling of land features such as trees, buildings, and utility poles.

## **Availability and Pricing**

Avatech AutoOffset retails for \$395, but is available free of charge to companies with an active Autodesk Subscription through Avatech. The software can be downloaded directly from Avatech. For more information on Avatech AutoOffset, visit [www.avatech.com/AutoOffset](http://www.avatech.com/AutoOffset).

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## ***Cadence Debuts Verification Computing Platform, Accelerating Time and Improving Quality of System Development***

26 April 2010

[Cadence Design Systems, Inc.](#) announced the first fully integrated high-performance verification computing platform, called Palladium XP, that unifies simulation, acceleration and emulation into a single verification environment. Developed to support next-generation designs, the highly scalable Palladium XP verification computing platform lets design and verification teams bring up their hardware/software environment faster and produce better quality embedded systems in a shorter time.

Cadence® Palladium® XP supports design configurations up to 2 billion gates, delivering performance up to 4MHz and supporting up to 512 users simultaneously. The platform also provides system-level solutions, including low-power analysis and metric-driven verification.

“Our system integration challenges require us to improve our tools and methodologies continuously. Cadence has kept pace with our requirements and provided us with an excellent verification computing platform,” said Narendra Konda, director of engineering, NVIDIA. “Cadence Palladium XP helps us design, verify and integrate the hardware and software components of our advanced graphics processing unit (GPU) better than ever to stay at the top of our game.”

The Palladium XP verification computing platform provides developers a high-fidelity representation of their design so they can locate and fix bugs, resulting in better-quality IP, subsystems, SoCs and system. Design teams can “hot swap” simulation with acceleration and emulation in a scalable verification environment as needed, which speeds the verification process and enables early access to testing embedded software and evaluating performance implications of different IP and/or system architectures.

“With the introduction of multicore IP platforms, ARM and our customers are facing new design requirements to integrate and run complex CPU sub-systems with software,” said Dr. John Goodenough, worldwide director of design technology at ARM. “Like its predecessor, the Palladium XP verification computing platform will be a valuable validation tool for these advanced designs. Our initial trials have shown that the Palladium XP runs current ARM workloads out of the box, with the additional ability to trade off domain utilization for higher performance”

“The verification and hardware-software integration challenges of new system designs in the wireless, multimedia and networking markets are growing in complexity,” said Ran Avinun, product management group director for system design and verification at Cadence. “By bringing together the best in Cadence simulation, acceleration and emulation technologies, we are delivering a unique platform that excels in bring-up time, ease of use, scalability and turnaround time.”

The Palladium XP verification computing platform is available now worldwide. It is offered in two configurations, XL for design teams, and GXL for enterprise-class global teams.

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## ***Cadence Issues Blueprint to Battle ‘Profitability Gap’; Counters Semiconductor Industry’s Greatest Threat***

27 April 2010

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Cadence Design Systems, Inc. laid out a new vision for the semiconductor industry, EDA360. In outlining an application-driven approach to system design and development, Cadence issued a challenge to the semiconductor and electronic design automation (EDA) communities to address the growing “profitability gap” that threatens the vitality of the electronics industry.

According to the EDA360 vision, released this evening during an event at The Tech Museum in San Jose, systems and semiconductor companies are undergoing a disruptive transformation so profound that even the best-known companies will be impacted. The EDA industry now stands at a crossroads where it must change in order to continue as a successful, independent market. Without this change, EDA will struggle to solve the increasingly complex problems customers are facing now and in the future.

To download a full copy of the EDA360 vision paper visit [www.eda360.com](http://www.eda360.com).

## **The Need for Change**

Despite staggering consumer demand for advanced mobile computing devices and other compelling electronics devices, development practices are choking the innovation today’s technology makes possible. In a traditional disaggregated development approach, hardware is developed first and the operating system (OS) and applications are added later. While the hardware and OS are fully integrated, applications are confined to the underlying hardware/software platforms.

In addition, established electronics companies are increasingly being challenged by game-changing new entrants that focus their innovation and differentiation on applications or “apps.” These new entrants are now requiring semiconductor providers to supply “application-ready” platforms with hardware and software for a given application such as mobile computing. Directly addressing this shift in the ecosystem, EDA360 outlines an application-driven development model where hardware is designed and developed to dynamically meet the needs of the application.

“As founder of an organization that is transforming the economics and technology of an industry so that we can improve opportunity for millions, I am constantly watching what others are doing,” said Nicholas Negroponte, founder and chairman, One Laptop per Child. “Cadence has a vision and model with the potential to transform the economics and performance of the microprocessor industry and, by extension, devices every consumer takes for granted. The EDA360 manifesto outlines a vision that bears watching.”

## **Action Now: Cadence Introduces Expanded Collaboration, New Products in Support of EDA360**

In support of this industry vision, Cadence also announced its initial actions to bring EDA360 to life – an expanded technical collaboration and new product family that will enable the adoption of this approach in the design and development of new, innovative electronic devices. These actions include:

### **An Ecosystem Approach to System Realization**

Because application-driven system design will enable customers to address extremely complex and difficult tasks, no one company can provide all the tools needed to fully integrate a system’s hardware and software elements. A key tenet of the EDA360 vision is the need for an ecosystem that works to the benefit and profit of customers facing the challenges of today and tomorrow’s market imperatives. As an initial step targeted at delivering on the promise of “system realization” in EDA360 terms, Cadence and Wind River today announced a technical collaboration that aims to integrate the Cadence® Incisive® Software Extensions and Wind River’s Simics virtual platform. This joint approach is expected to allow engineers to develop electronic designs on a virtual platform well in advance of hardware availability and improves the productivity of system engineers with planning, management, stimulus, checking and

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monitoring of unique hardware/software use cases. This level of cooperation is essential for improving system-level schedule predictability while reducing risk, and marks the first of many upcoming collaborative ventures in the Cadence system realization ecosystem.

“The electronics industry needs to adapt if it is to continue the tremendous innovations it has brought over the past 30 years,” said Vincent Rerolle, general manager of the Simics Division and chief strategy officer at Wind River. “A collaborative ecosystem approach, that allows design teams to pick and choose the components best suited for their specific needs, is a necessary requirement in enabling open, standards-based solutions that can address costs and maximize profits. The integration of Cadence’s systems-based offerings with Simics provides a true virtual platform for all aspects of system development.”

## **Cadence Verification Computing Platform**

On Monday, the company announced the industry’s first fully integrated, high-performance verification computing platform, called Palladium® XP, that unifies simulation, acceleration and emulation into a single verification environment. Developed to support next-generation designs, the highly scalable Palladium XP verification computing platform lets design and verification teams bring up their hardware/software environment faster and produce better quality embedded systems in a shorter time.

Cadence Palladium XP supports design configurations up to 2 billion gates, delivering performance up to 4MHz and supporting up to 512 users simultaneously. The platform also provides unique system-level solutions, including low-power analysis and metric-driven verification.

The Palladium XP verification computing platform provides developers a high-fidelity representation of their design so they can quickly and confidently locate and fix bugs, resulting in better quality IP, subsystems, SoCs and systems. Design teams can “hot swap” simulation with acceleration and emulation in a scalable verification environment as needed, which speeds the verification process and enables early access to testing embedded software and evaluating performance implications of different IP and/or system architectures.

“Today, semiconductor companies need to excel at both hardware and software and those that are not able to expand beyond traditional, Moore’s Law-driven innovation will be significantly impacted,” said Lip-Bu Tan, president and chief executive officer, Cadence. “EDA360 is a call to action for the entire industry. Our customers are facing unfamiliar, extremely complex challenges and we must collaborate to deliver the advanced technology and solutions that enable success. In response, Cadence will execute an EDA360 strategy based on deep customer partnerships that solve the hard problems challenging our industry.”

More information about EDA360 is available at [www.eda360.com](http://www.eda360.com) or by following EDA\_360 on twitter.

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## ***Delcam’s FeatureCAM Certified for Autodesk Inventor 2011***

29 April 2010

Delcam announced that its FeatureCAM range of feature-based CAM software products has been certified by the Autodesk Inventor Certified Application Program for Autodesk Inventor 2011 mechanical design and engineering software. This program certifies that FeatureCAM software applications have been tested by Autodesk engineers to ensure that they meet the highest standards set for robustness, quality and interoperability with the latest version of Inventor. A demonstration showing

how the two programs work together can be seen on Delcam TV at [www.delcam.tv/inventor2011](http://www.delcam.tv/inventor2011).

“Inventor helps foster stronger collaboration among manufacturing teams to allow designers, engineers, marketers and end customers to work together with a single digital prototype from concept to production,” said Tim Gray, director of Inventor product management at Autodesk. “A key part of this process for our manufacturing customers is enabling manufacturing programs like FeatureCAM to interact successfully with Inventor.”

“One of our aims with Inventor 2011 was to dramatically accelerate design times, so that our customers can turn their designs into manufactured products as quickly as possible,” he continued. “The latest version of FeatureCAM supports the latest hardware developments, including multi-threading to speed up toolpath calculations, which shortens overall product development times.”

FeatureCAM incorporates a combination of feature-based and knowledge-based functionality that makes programming faster and easier than any other CAM system. The software family offers a comprehensive range of programs for milling, turning, wire EDM and mill-turn, all with the same easy-to-use interface style to minimise training times.

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## ***ESPRIT CAM by DP Technology Receives Autodesk Inventor 2011 Certification***

23 April 2010

[DP Technology](#) announced that ESPRIT CAM has been certified for Autodesk Inventor 2011 mechanical design and engineering software.

Digital Prototyping with Autodesk Inventor software enables manufacturers to digitally design, visualize and simulate how a product will work under real world conditions before it is built, which helps reduce cost and speed time to market.

“We have certified that ESPRIT, because of its interoperability and overall quality, meets the high standards established by Autodesk,” said Tim Gray, director of Inventor product management at Autodesk. “A benefit of the FX technology in ESPRIT is that it allows Autodesk Inventor users to see the Inventor history tree — giving them associativity between Inventor and ESPRIT.”

In ESPRIT, the ESPRIT FX™ feature tree supports multiple CAD models and assemblies. This associative technology is fully integrated into the ESPRIT FX feature tree, linking design features built inside the CAD system with manufacturing features built inside ESPRIT.

With ESPRIT, users are able to open native Autodesk Inventor files, thereby ensuring a high-quality, seamless transition from CAD to CAM software that’s built to maintain the integrity of any design. The ease of interoperability between ESPRIT and Autodesk Inventor paves the way for accurate design and engineering data transfers that ultimately translate to accuracy and ease in manufacturing.

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## ***IBM Makes Buildings Smarter With Drawbase Software***

29 April 2010

IBM announced it has signed an agreement with Drawbase Software\* to enhance its capabilities around smarter buildings management. As part of the agreement, IBM will license Drawbase software code to

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add space management and space planning capabilities into its software portfolio of offerings.

The agreement with Drawbase accelerates IBM's ability to help customers move from facilities maintenance to facilities management - analyzing critical building and operational information to make informed business decisions, improve efficiencies and reduce costs. The new Drawbase space management capabilities round out IBM's intelligent facilities management solutions that help customers efficiently design, operate and maintain facilities and data centers.

Property is the second largest organizational expense - typically right behind labor - with operational expense responsible for half of a building's lifecycle cost\*\*. Organizations often lack the ability to see across their facilities and apply analytics to improve operations and efficiencies.

By licensing Drawbase code, IBM is extending its intelligent facilities solution to also include space planning capabilities such as move management, space utilization, occupancy tracking, capacity planning, and lock and key management. The integration of Drawbase technology into the IBM portfolio also allows organizations to visualize vital information across the enterprise to accurately and efficiently maintain business operations.

IBM helps customers manage all of their critical assets across the enterprise - from facilities, to the data center, transportation, production and communications assets. Delivering space management capabilities as part of its facilities portfolio further strengthens IBM's smart, green, sustainable solutions for cities and buildings announced in February.

"Better management of buildings and facilities are an untapped source of efficiency for businesses in every industry," said Bill Sawyer, vice president, IBM Software. "With the new space management capabilities from the Drawbase code, IBM can now help clients comprehensively manage the layout, space usage, maintenance, operations and assets of their facilities intelligently and in line with broader business objectives."

Drawbase is computer aided facilities management software that helps enable building managers to make the most out of every square foot of space. When integrated with IBM Maximo Software, the solution maps and dynamically tracks all the mechanical, electrical, telecom, plumbing, gas lines and electrical data. With applied analytics capabilities, organizations can take the information gathered and make informed business decisions to improve operations and control costs.

Specifically, with Drawbase and IBM software, managers can:

- speed office and people moves by creating work orders from drawings
- properly allocate space for occupants in space design and utilization or department moves
- manage the IT infrastructure in line with occupant and building infrastructure needs
- manage local area network and telecommunications information, as well as mechanical, electrical and plumbing to better ensure business continuity and safety
- provide floor plan and rack elevation views in the data center, making it easy to drill down to asset detail and get a graphical view of

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real-time rack availability

- provide real-time reporting on rack content, interconnections, heat and power loads from third party monitoring tools, as well as track critical data from electrical circuits, available RU's, BTU's, component interconnections and installation dates
- deliver chargeback capabilities to be able to bill divisions of the company for their asset and resource usage
- provide lock and key management, for improved processes around the distribution and tracking of keys for better safety and security

As an IBM Business Partner for more than a decade, Drawbase has worked closely with IBM to ensure the close integration of Drawbase with IBM's enterprise asset management and facilities management software.

"For the past 24 years, Drawbase Software has supplied global customers with building design and facility management information systems," said Evan Kontos, CEO of Drawbase. "Our relationship with IBM has helped to enrich our offering and grow our customer base. With Drawbase technology serving as a critical component of its facilities management portfolio, IBM is helping organizations design, manage and maintain some of the Greenest, cost-minded and operationally efficient buildings and facilities in the world."

IBM is committed to creating smarter buildings that integrate and optimize the physical and digital infrastructure of buildings and groups of buildings to create facilities that are cost effective for owners, operationally efficient, comfortable and productive for occupants, safer and more secure, and environmentally responsible for the planet.

For more information about IBM Smart Building solutions, please visit:

[http://www.ibm.com/smarterplanet/us/en/green\\_buildings/ideas/index.html](http://www.ibm.com/smarterplanet/us/en/green_buildings/ideas/index.html)

For more information about Drawbase Software, please visit: [www.drawbase.com](http://www.drawbase.com)

\* IBM signed the agreement with Com Tek Workplace Solutions LLC, the entity that does business as Drawbase Software.

\*\* Driving an Aggressive Occupancy Cost Reduction Program: A White Paper for Corporate Real Estate, CB Richard Ellis, January 2009

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## ***Lattice Technology Releases XVL Web Master ver. 8.2; Update Enhances Automation of 3D Manufacturing Data into HTML***

27 April 2010

Lattice Technology® Inc. announced the release of XVL Web Master ver. 8.2 - the latest update to its application for automatically creating 3D manufacturing data in HTML. The updated application is available now for customers.

XVL Web Master allows the immediate and automated processing of 3D data with integrated mBOMs,

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sBOMs, process and work instructions, illustrations and animations. These are arranged onto pre-defined templates and delivered in HTML files that can be quickly used across an intra- or internet for use downstream.

The application delivers a deceptively simple interface to a set of powerful automated tools that allow the display and use of the data to be quickly customized to specific requirements.

XVL Web Master ver. 8.2 now supports Windows 7 operating systems, and has been enhanced to support SVG illustrations using the Lattice3D SVG Viewer in the HTML display. These illustrations interact visually with the list data to show the part being studied or the process being described to increase clarity for the end-user. XVL Web Master has improved options and controls to ensure that only valid processes are published from the process tree into the web pages. Illustration processing options have been expanded to allow automated creation of vectors and outlines into the HTML display, and for more automated removal of 'noise' from illustrations.

You can watch a video demonstration of creating 3D mBOMs/sBOMs in both Excel spreadsheets (using Lattice3D Reporter) and HTML using XVL Web Master at:

[http://www.lattice3d.com/solutions/work2\\_demo.html](http://www.lattice3d.com/solutions/work2_demo.html)

Lattice Technology Solutions deliver digital mock up (DMU) and technical documentation direct from 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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## ***Mentor Graphics and Lauterbach Collaborate to Deliver a Hardware-accelerated, Software Development and Debug Platform for SoC Verification***

27 April 2010

Mentor Graphics Corp. and Lauterbach GmbH, the world's largest supplier of hardware-assisted embedded debug tools, announced they have collaborated to deliver a hardware-accelerated, software-development and debug platform for the verification of Systems-on-Chip (SoCs) and embedded systems.

The combination of Mentor's [Veloce® hardware emulation technology](#) with Lauterbach's integrated debug and development tools delivers a high-performance and productive environment for handling concurrent hardware-software verification of embedded systems. The goal of both companies is to help bring complex SoC designs to market on schedule, without compromising verification accuracy or performance.

Lauterbach is established as the world's technology and market leader of microprocessor development

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tools for embedded systems applications, with over 80,000 development seats installed across the globe by the end of 2008. The Lauterbach tools provide a quick and efficient environment for the testing of embedded systems, which is critical for the verification of next-generation SoC designs.

“As the market leader in the development and delivery of integrated software environments for embedded system applications, Lauterbach is committed to providing the best possible verification solutions for our customers. By combining with Mentor and their Veloce emulator, we can show our customers a high-speed platform that allows them to perform concurrent hardware-software integration many weeks or months before they are committed to real silicon, increasing their verification productivity and improving their time-to-market,” said Norbert Weiss, International Sales & Marketing Manager, Lauterbach GmbH. “Our customers can now access a virtual hardware environment, that mimics the functionality of their real silicon, to debug their software at high-speeds using our standard toolsets.”

Veloce is a fast dual-mode accelerator/emulator, providing MHz performance for both transaction-based verification and traditional in-circuit emulation (ICE). With an extensive portfolio of vertical market solutions, the Veloce product is the platform of choice for embedded systems, multimedia, wireless, and networking applications.

“We worked closely with Lauterbach to implement this high-performance solution for embedded software debug.” said Jim Kenney, Mentor Emulation Division (MED) director of marketing. “By teaming with Lauterbach we’ve ensured a solid software debug environment for our joint customers so they effectively validate the hardware-software interface of their System-on-Chip.”

## About Lauterbach

[Lauterbach](#) is a global manufacturer of complete, modular microprocessor development tools with 30 years’ experience in the field of embedded designs. It is an international, well established company with blue chip customers in every corner of the globe and has a close working relationship with all semiconductor manufacturers. Besides the Headquarters in Hoehenkirchen, Germany, the company has its own branch offices in United Kingdom, Italy, France, on the east and west coasts of the United States, Japan and China. Highly qualified sales and support engineers are also available in many other countries.

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## ***Mentor Graphics Selected as a Key Freescale Commercial Linux Strategic Partner for QorIQ and PowerQUICC Processors***

26 April 2010

Mentor Graphics Corporation announced that it has signed a multi-year strategic partnership agreement with Freescale Semiconductor, Inc. naming Mentor Graphics as a key Freescale strategic commercial Linux partner. Under the agreement, the Mentor Graphics Embedded Software Division will provide commercial, Linux-based software products supporting the Freescale QorIQ™ and PowerQUICC® processors for the networking, telecommunications, military/aerospace, industrial, printing and imaging application markets. The Mentor solutions will offer broad portfolio coverage and be available at, or near, first silicon. Mentor and Freescale will also closely collaborate on product, technology and go-to-market activities.

“We chose Mentor Graphics as a key strategic Linux partner based on their exceptional embedded Linux

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technology and ongoing investments and commitment to innovate in creating highly-competitive commercial solutions in the open source arena,” said Raja Tabet, Vice President of Software and Systems for Freescale's Networking and Multimedia Group. “We are confident that our deep collaboration with Mentor will result in an exceptional design experience for our joint customers.”

Freescale’s partnership with Mentor Graphics is ground breaking in terms of engineering collaboration and methodology, as Freescale expects to standardize on Mentor Graphics technology for managing open source software as the foundation for Freescale’s internal Linux development efforts. This approach is expected to create a seamless transition from no-cost Linux evaluation versions to commercial editions.

The partnership with Mentor will allow Freescale customers to use the same base code throughout the design process with seamless software and tool integration, helping to minimize product performance risks. Building on 25 years of experience, Mentor Graphics provides embedded software IP, tools, and services for Linux and the [Nucleus® RTOS](#) for multi-OS on multicore development, optimized for Power Architecture® processors.

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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## ***MSC.Software Releases Marc 2010; Significant Performance and Functionality Enhancements Give Users Broader Range of Nonlinear and Multiphysics Simulations***

26 April 2010

MSC.Software announced that **Marc 2010** is released and ready for download. This new release of Marc delivers significant advancements in performance and functionality.

### **Performance Improvements**

#### **New Parallel Solvers Deliver Better Performance for **Nonlinear** Problems**

Users can now take full advantage of multi-core machines for parallelization. Significant benefits in performance are obtained at no additional software costs. The Marc multi-frontal solver now utilizes multi-threading on Windows and Linux based shared memory architectures. The Pardiso solver utilizes parallelism in a shared memory Windows and Linux environment and the MUMPS solver may be used in both a shared or distributed memory Windows and Linux environments. This provides cost effective solutions for large simulations.

"Using the Domain Decompositions Method (DDM) in combination with the new parallel solver capabilities, we have seen excellent scalability in a distributed multi-processor environment. A 300,000 DOF thermo-mechanical creep analysis of a ball grid array is analyzed 7.1 times faster with DDM on a 32-core system compared to a single CPU run, while 700,000 DOF model is run 13.6 times faster," said Sanjay Choudhry, VP Product & Release Management at MSC.Software. "This greatly improves throughput and allows an increase in the number of designs that can be evaluated."

### **Functionality Improvements**

## **Contact Enhancements Improve Accuracy**

A new procedure for contact based on segment-to-segment and surface-to-surface is now available. These methods provide efficiencies for assembly modeling and interference fit problems. Users can expect to see more accurate and smoother results especially near contact boundaries.

## **New Material Models Help You Simulate New Classes of Materials**

Two new material models are added in this release to increase the accuracy of simulations. The exponential cap model may be used to model granular materials like powder metals, ceramics, and soils. The 5th order Mooney model may be used for rubber analysis. These models have applications in several industries including automotive, packaging, energy, biomedical industries, and civil engineering.

## **Large Deformation Enhancements Improve Convergence**

Updated Lagrange analysis is improved to handle large shell and beam rotations more accurately and with improved convergence. This enhancement is beneficial for Marc users who deal with large deformation and large rotation problems.

## **Fracture Mechanics Enhancements Provide More Control**

Enhancements have been made in the VCCT capabilities which may be used to predict both crack onset and crack propagation. Two user subroutines are also added to give users more control on simulating delamination in composite parts.

## **Global Adaptive Meshing Increases Efficiency**

Global adaptive meshing now works with two additional features, global-local analysis and the Exclude option. Users can now make better use of global remeshing in complex contact situations. Another significant enhancement is support for DDM, giving users the ability to solve larger models that undergo large deformation and need remeshing for better results, like in 3-D seals and metal forming.

## **Wear Improvements Speed Solution**

Users will now see more accurate calculation of wear especially for deformable-deformable contact. Benefits include a faster solution, more accurate results, and the ability to associate wear with contact bodies.

## **Multiphysics Enhancements for Evaluating More Designs**

Marc has extended its **multiphysics** capabilities to solve coupled magnetostatic-thermal and magnetostatic-structural problems along with the ability to simulate electrical windings and thin laminations of thin magnetic sheets. Check out the on-demand webcast below for more details.

For more information about new features in Marc 2010, listen to the ***On-Demand webinar*** at [http://www.mscsoftware.com/events/Webcasts/Marc/Whats\\_New\\_2010/marc\\_2010.html](http://www.mscsoftware.com/events/Webcasts/Marc/Whats_New_2010/marc_2010.html)

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## ***New Synopsys Universal DDR Controllers Improve Performance and Reduce Cost of Embedded DRAM Interfaces***

28 April 2010

Synopsys, Inc. announced the availability of the high-performance DesignWare® Universal DDR Protocol and Memory Controllers, both supporting the DDR2, DDR3, Mobile DDR and LPDDR2

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SDRAM standards. The DesignWare Universal Memory Controller helps reduce both the latency and silicon area by up to 50 percent compared to Synopsys' previous generations of DDR memory controllers thus improving the DRAM interface performance and reducing overall chip costs. The DesignWare Universal Protocol Controller provides efficient DDR control and protocol translation for applications without the need for a multi-ported memory controller. Both controllers deliver memory system performance of up to 2133 Mbps, the maximum data rate of the DDR3 standard, and offer a broadly utilized DFI 2.1-compliant interface to the DDR PHY. Furthermore, the Universal DDR Memory and Protocol Controllers enable designers to easily integrate multiple DDR interfaces into one design servicing a range of products spanning applications such as consumer electronics, mobile, network computing and automotive with less risk and improved time-to-market.

The multi-port DesignWare Universal DDR Memory Controller accepts memory access requests from up to 32 application-side host ports, each of which can be configured independently to be synchronous or asynchronous to the controller clock. In addition, the DesignWare Universal DDR Memory Controller provides high memory bandwidth utilization through transaction reordering, bandwidth allocation per port, and quality-of-service (QoS) based arbitration for latency-sensitive and/or high-bandwidth traffic.

Complementing the DesignWare DDR Universal Memory Controller, the unique single-port DesignWare Universal DDR Protocol Controller is designed to optimize memory channel bandwidth utilization with reduced latency, allowing designers to implement a custom memory scheduler that is optimized for specific DRAM traffic patterns. The DesignWare Universal DDR Protocol Controller supports 1:1 or 1:2 clock frequency ratios between the controller and memory channel, enabling low latency in high-speed, general purpose process technologies and ease of timing closure in low power process technologies.

"As a fabless semiconductor company that pushes the limits of general purpose multicore processing to the highest performance per watt per silicon area, we need an established IP vendor that would enable us to optimize the throughput and latency of high-end DDR memory solutions," said Peleg Aviely, CTO at Plurality Ltd. "After evaluating different IP vendors, we selected Synopsys based on their track record of delivering high-quality, silicon-proven DesignWare DDR IP solutions that are backed by a knowledgeable technical support team."

The DesignWare Universal DDR protocol and memory controllers are part of Synopsys' comprehensive DesignWare DDR IP offering that consists of digital controllers and PHY IP supporting DDR, DDR2, DDR3, Mobile DDR and LPDDR2. The DesignWare DDR IP supports leading 130-nm, 90-nm, 65-nm, 55-nm and 45/40-nm technologies. Synopsys helps lower integration risk by providing high-quality DDR IP solutions that have been implemented in hundreds of applications and are shipping in volume production.

## **Availability**

The DesignWare Universal DDR protocol and memory controllers as well as the complementary PHYs are available now. For more product information and video demonstrations of DesignWare DDR IP, visit: <http://www.synopsys.com/ddr>

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