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## Top Story

### ***Siemens PLM Software Unveils Technology Framework to Reinvent Product Lifecycle Decision Making***

20 May 2010

[Siemens PLM Software](#) announced the High Definition PLM (HD-PLM) technology framework, which will enable decision makers throughout the product lifecycle to make better informed decisions more efficiently and with a higher level of confidence.

Unveiled at The World Exposition Shanghai China 2010 (Expo 2010), HD-PLM will reinvent cross-domain decision making by uniting users with the people, tools and precise product-related information they need to intelligently evaluate decision alternatives. The users' experience – delivered through a wide variety of supported devices – will be personalized by actively placing them into the digital context appropriate to their role. HD-PLM will proactively assist users in collaborative decision making, and information will be clarified and turned into knowledge through a highly intuitive visual presentation. Finally, HD-PLM will help users validate decisions against company best practices appropriate for the task at hand.

#### **Harness data; add meaning; create knowledge; facilitate understanding**

In today's highly connected and competitive global environment, pressure is intensifying on companies to deliver more innovative, high-quality new products to market faster. This requires hundreds or even thousands of critical decisions to be made throughout the entire product lifecycle by different individuals from different disciplines all along the value chain. The quality and speed of these decisions can have a

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profound impact on the market success of a product. Yet each decision may be based on a vast and constantly expanding universe of distributed digital data stored in a wide variety of formats and originating from multiple disparate sources. Compounding this overwhelming challenge is the fact that many product related decisions rely on multiple areas of expertise that may be distributed across the globe.

The HD-PLM technology framework is designed to efficiently turn this massive, widely distributed and heterogeneous collection of data into knowledge, through a tightly integrated set of solutions that will permeate Siemens PLM Software's entire suite of enterprise applications. These solutions will significantly enhance decision making throughout the product lifecycle by taking users into the realm of advanced data interaction that actively applies meaning to data and intuitively presents rich information in a way that facilitates understanding.

## **High definition decision making**

HD-PLM is based on four basic tenets that define how the technology framework will help users make better decisions faster so they can spend more time innovating.

**Personalize** – Personalize the users' experience by recognizing who they are and actively presenting them with only the information they need to perform their tasks.

**Assist** – Assist users proactively to make collaborative decisions, by aggregating, analyzing and monitoring information, notifying them when action is required and suggesting collaborators to aid in their decision making.

**Clarify** – Clarify the users' understanding by presenting "rich" information in the most intuitive way and enabling them to navigate to associated data from different disciplines and sources.

**Validate** – Validate user decisions against best practices, by applying analytical techniques to assess alternatives and capturing decision-making best practices for future reference.

An HD-PLM enabled system will, for example, recognize a given user as not just a CAD operator, but also a powertrain engineer or airfoil designer and automatically personalize the workspace to put that individual in the right context for the tasks being performed. The system will then proactively assist the user in accomplishing tasks by informing him or her of issues to be addressed, seeking out pertinent information to consider and individuals to collaborate with based on the activity being performed. Throughout the process, HD-PLM will help clarify information by presenting it in a visually intuitive way and making it easy to access further detail from a variety of disciplines. Finally, through analytic techniques as well as evaluations based on domain, company and industry best practices, decisions can be validated by leveraging available knowledge. As a result, users will not only formulate more intelligent decisions, but they will make those decisions with a significantly greater degree of efficiency and confidence.

All of the pertinent information necessary to this process will be instantly delivered to the right people regardless of location via a wide variety of supported devices including smart phones and tablet computers. By intelligently navigating, integrating and applying meaning to broadly dispersed stores of heterogeneous data, and then leveraging state-of-the-art technology to efficiently act on and distribute this information in a visually compelling way, HD-PLM will help build shared knowledge within an organization and enable "high definition" decision making.

## **Building on a strong technical foundation**

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HD-PLM builds on Siemens PLM Software's strong technical foundation established through more than 30 years of software innovations. HD-PLM will expand on this foundation to deliver a consistent in-context decision support environment throughout a seamlessly integrated set of PLM solutions.

Upcoming releases of [NX™ software](#) for digital product development, [Teamcenter® software](#) for digital lifecycle management and [Tecnomatix® software](#) for digital manufacturing will establish a cohesive and intuitive decision support environment throughout the product lifecycle and across the extended global enterprise. Users of these integrated enterprise solutions will have a network of cross-domain information to make decisions that are not only relevant to their work, but that take into account the impact on the other domains both upstream and downstream.

In a [separate announcement](#) also being made today, Siemens PLM Software highlights how its latest release of NX works with Teamcenter to leverage the HD-PLM framework.

“The HD-PLM technology framework builds on our legacy of breakthrough solutions while expanding on state-of-the-art innovations and leveraging emerging software, hardware and connectivity technology,” said Chuck Grindstaff, executive vice president of Products and Chief Technology Officer, Siemens PLM Software. “HD-PLM provides a technology foundation enabling our global collaborative product development team to produce a common set of integrated software tools that will identify, capture and collate the massive amount of information available both inside and outside of manufacturing enterprises, and then apply meaning to that data using a consistent, compelling and intuitive visual environment. The result is knowledge made instantly available to the right people, at the right place and in the right context to support rapid and intelligent decision making – or what we call high definition decision making.”

## HD-PLM Public Introduction

Siemens PLM Software is providing an overview of HD-PLM functionality today at EXPO 2010 in Shanghai and again next month at the Siemens PLM Connection Americas User Conference in Dallas, Texas. For more information on HD-PLM, please visit <http://www.siemens.com/plm/hdplm>.

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## Company News

### ***Bentley Institute's New 'Learning Qualification' Program Helps Users Gain Recognition for Professional Development***

20 May 2010

Bentley Systems, Incorporated announced the launch of an important new initiative from Bentley Institute. The innovative Learning Qualification program helps Bentley users gain recognition for milestones in professional learning and skills development. It builds on existing Bentley Institute programs, including Bentley LEARN, that empower infrastructure professionals to advance their careers and infrastructure organizations to secure new work. Among these programs are:

- Learning Paths, curriculum plans that guide users in prioritizing training;
- Learning Units, to measure time invested in improving knowledge and skills;
- Learning History, an online transcript of skills improvement over time.

The new Learning Qualification program acknowledges the skills development Bentley users achieve by

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successfully completing required training courses on a Bentley Learning Path. To showcase their new skills, Qualified Learners receive a certificate suitable for framing and the right to display each Qualification on business cards, in email footers, and in association with their avatar on Bentley's Be Communities.

Peter Huftalen, vice president, Bentley Institute, said, "We've always maintained cumulative Learning Histories for every Bentley Institute learner - from the Institute's inception over 15 years ago - and we recently introduced Learning Paths to help guide training plans among our wealth of courses. Having laid this groundwork, it's fitting that we are now awarding Learning Qualifications for our users who complete a Learning Path."

Huftalen continued, "Likewise, our Learning Qualification program helps firms and other organizations identify individuals with the skill sets they need for maximum impact on the world's infrastructure projects."

Todd Lanphear, CADD manager, Traffic Planning and Design, Inc., said, "The new Bentley Institute Learning Qualification program should prove useful when we are competing for work. It's a way to acknowledge and promote the software skill sets of our teams - which can be a deal-maker!"

Bentley Institute learners are encouraged to review their Learning History transcripts at <http://www.bentley.com/MyLearningHistory>. To explore Bentley Institute's training courses and Learning Paths, or to locate LIVE Training in a Virtual Classroom online, visit <http://www.bentley.com/FindCourses>.

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## ***Expanded Global Strategic Alliance Includes Reseller Agreement and Integration of EMC Technologies With SAP Software***

May 17 2010

SAP AG and EMC Corporation announced an expansion of their global strategic alliance, which includes a reseller relationship, deeper technology integrations and joint sales and marketing activities designed to benefit financial services customers worldwide.

Under the agreement, SAP will resell newly developed solutions – leveraging EMC Documentum enterprise content management, EMC Captiva intelligent enterprise capture and EMC Document Sciences customer communications management – beginning with the SAP Insurance Broker Statement Processing application by EMC. The solution extension is planned to be available in the third quarter of 2010 and will be offered to the insurance industry. Additional solutions for the banking industry are planned to be available in quick succession. As a result, financial services customers worldwide can accelerate their business processes, improve information sharing, reduce transaction costs and enhance compliance.

Financial institutions are experienced in delivering automated, straight-through processing of data-intensive business processes. However, many real-world processes, such as loan and mortgage origination or claims handling, are content-intensive and require efficient, enterprise-class systems to automate document capture, content management and correspondence management. Banks and insurers can further improve process efficiency, cost control and customer loyalty by integrating with other systems to collect existing structured and unstructured data, capturing paper-based content digitally and delivering a rich, highly personalized customer experience.

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"It is welcome news that SAP and EMC are committing to deeper product integrations," said Ken Casey, executive vice president, Major Initiatives at ATB Financial, a full-service financial institution headquartered in Edmonton, Alberta, Canada. "As a customer of both companies, this expanded partnership will deliver tremendous value by enabling a higher degree of automation to our loan origination process. This will further improve productivity and efficiencies so we can better serve our customers."

SAP and EMC will collaborate on building solutions to provide a new avenue for financial firms to solve many of their process-based challenges by adding capabilities to support the most effective use of all enterprise information resources. One example is to eliminate the manual effort traditionally required for the insurance broker reconciliation process. By providing the digital capture of broker documents, e-mails and faxes into the reconciliation process, insurance brokers can increase their productivity and reduce the cost of errors and manual workarounds. Another example is to address the problem of time-consuming paper handling and manual-intensive processes required to manage a loan. The incorporation of document processes into business processes is not a new challenge to banks, just one that has not been tackled successfully through a standard approach. By digitizing content early and creating digitized loan folders, banks can accelerate and potentially increase their loan sales production and closure rates, as well as enhance customer communications throughout the loan lifecycle.

"SAP has a long-standing commitment to help financial services customers transform their business and IT models," said Kevin Ichhpurani, senior vice president, ISV and Technology Partners, Global Ecosystem and Partner Group, SAP AG. "Today's announcement with EMC allows us to deepen our focus on fulfilling financial services customer requirements by delivering a comprehensive range of solutions that contributes towards meeting the evolving needs of banks and insurers."

"Our mutual customers have expressed a need for enhanced integration between SAP applications and EMC's technologies for intelligent enterprise capture, enterprise content management, information governance and document output," said Mark Lewis, president of Information Intelligence Group,\*\* a division of EMC. "Together with SAP, we will develop new and innovative solutions to enable financial institutions to deliver unrivaled levels of service and agility while dramatically reducing operational costs and organizational risk."

SAP and EMC have worked together since 1997 and have engaged in a number of joint technology and marketing initiatives, including projects at SAP's Global Solution Center in Newtown Square, Pennsylvania, and EMC's technical center at SAP headquarters in Germany. SAP is an EMC Global Alliance Partner and EMC is an SAP global technology partner. The two companies have formal maintenance and technical support agreements to provide mutual customers with the highest level of service and support.

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## ***Open Text, In Partnership with SAP, Delivers Breakthrough Results for Customers***

May 17 2010

Open Text Corporation announced that its strategic relationship with SAP AG has been embraced by a broad cross section of leading enterprises and government agencies around the world.

Under the highly successful partnership between the two companies, SAP resells Open Text ECM software as solution extensions that integrate with SAP(R) software and provide functionality for regulatory compliance and e-discovery, managing digital media assets, or content-enabling SAP

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solution-based business processes. Currently, SAP resells a total of six solution extensions that are powered by Open Text solutions - SAP Digital Asset Management, SAP Extended ECM, SAP Archiving, SAP Document Access, and SAP Invoice Management applications by Open Text - making Open Text solutions among the most strategic and widely licensed by customers in 2009.

Facing growing volumes of unstructured content - estimated at 75 to 80 percent of all enterprise information - such as email, documents or videos and photos, enterprises are turning to ECM solutions to gain control over this content. Enterprises see breakthrough results when they can link this content to SAP transactions and data, while giving users the ability to directly access content from the SAP user interface or through the SAP NetWeaver Portal.

Open Text and SAP have been working together for over 20 years, and more than 3,000 customers are currently using Open Text software to manage their SAP content more efficiently. All SAP solution extensions go through a rigorous testing process to ensure they deliver the highest levels of quality and integration with SAP software. In most cases, the point where SAP software ends and Open Text software begins is transparent to the user.

An example of how the [Open Text](#) software has been embraced by customers is MLP AG, a leading financial services and wealth management consulting company, which recently expanded its use of the Open Text ECM Suite to include customer information management capabilities and self-service portals for more than 4,000 users.

"Of the options we explored, Open Text clearly demonstrated the deepest integration and closest partnership with SAP, along with more successful customer references," said Klaus Strumberger, MLP CIO. "The outstanding scalability of Open Text solutions was an added benefit, as was the company's impressive product roadmap."

Northrop Grumman Corporation, a global defense and technology company, uses Vendor Invoice Management to optimize and simplify the process of creating, managing, monitoring, and routing purchase orders and invoices for AP personnel and others. Fully integrated with the SAP ERP application, the VIM solution resides inside the SAP software environment and provides a high level of reliability and security.

## **Strategic Partnership**

The first reselling agreement between SAP and Open Text was announced in May 2007 for archiving and document access. Since then the agreements have been extended multiple times to include vendor invoice management, extended ECM and digital asset management.

## **Major Presence at SAPHIRE NOW - Orlando and Frankfurt**

SAP solution extensions by Open Text, including the latest SAP Extended ECM application by Open Text, will be available for customers to experience at the SAPHIRE(R) NOW customer conference and networking event, being held simultaneously in Orlando, Fla., and Frankfurt, Germany, May 17-19.

Attendees in Orlando will also be able to learn how Open Text partners such as Deloitte can help them deploy powerful business solutions across the enterprise.

"We are seeing strong demand from global enterprises for full lifecycle implementation of ECM solutions," said Barbara Venneman, Information Management Partner at Deloitte. "By assisting our customers in implementing Open Text ECM solutions, we are able to help our clients across multiple industry segments derive significantly more value from their investments in SAP solutions and their

information assets."

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## ***Open Text Awarded 2010 SAP(R) Pinnacle Award***

May 19 2010

Open Text Corporation announced that it has been awarded a 2010 SAP(R) Pinnacle Award in the category Global Software Solutions Partner of the Year. Pinnacle Awards are granted to leading SAP partners that have excelled in enhancing the customer experience, addressing critical issues such as accelerating co-innovation and improving return on investment. Winners were selected based on over 230 nominations in 27 categories received from partners and SAP employees. Open Text received the award at a special awards ceremony held on the eve of SAPPHIRE(R) NOW, SAP's international customer conference being held in Orlando, Fla. May 16 - 19.

"The SAP Pinnacle Awards reflect the strong success we are seeing globally in helping customers in a wide range of sectors from energy to financial services to government agencies connect their content with SAP solutions," said Patrick Barnert, Vice President, SAP Solutions at Open Text. "The fact that we've now won an SAP Pinnacle Award three years running underscores that this is a highly effective partnership and that Open Text is committed to bringing real business results to customers. We look forward to even greater success in the coming year."

Open Text is an industry leader in ECM solutions for use with SAP applications, building on two decades of partnership and co-development, and expertise gained from delivering solutions to more than 3,000 SAP customer sites around the world. SAP has had great success reselling a number of Open Text solutions for document access, archiving and invoice management, among others, and the companies announced in February of this year an expansion of the agreement that enables SAP to resell Open Text Digital Asset Management as the SAP Digital Asset Management application by SAP (<http://www.sap.com/about/newsroom/press.epx?PressID=12738>).

Open Text's solutions for use with SAP applications are offered as part of the Open Text ECM Suite, which brings together the broad range of content management capabilities organizations need to securely and safely manage all types of enterprise information, documents, vital records, Web content, video, images, email, forms and reports across many different enterprise systems and applications.

### **More Information**

To learn more about how ECM solutions deliver results, listen to World Kitchen's Vice President of Information Technology Randy Peterson discuss the integration of solutions from SAP and Open Text in a new Open Text News Podcast: <http://podcast.opentext.com/public/channel/html/ot-ecm-news.htm>. Headquartered in Chicago, World Kitchen manufactures consumer products in the housewares market, including the manufacture and sale of pots and pans, dinnerware, kitchen gadgets and cutlery. Major brands from World Kitchen include CorningWare, Pyrex, Corelle, EKCO and Chicago Cutlery.

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## ***SAP Equips Partners with Tools and Engagement Support for SAP Business ByDesign On-Demand Partner Ecosystem to Help Customers Gain Additional Features, Functions and Services***

May 17 2010

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SAP AG announced its plans to accelerate the creation of a partner ecosystem around SAP® Business ByDesign™, the comprehensive, fully integrated on-demand suite dedicated to companies in the small and midsize enterprise (SME) market. As it gears up for volume business, the company aims to establish the on-demand software as a foundation for solution and services partners to offer additional features and industry expertise that address the specific needs of a broader group of customers. The plans also foresee new opportunities for reselling partners to better position, sell and deploy SAP Business ByDesign. The announcement was made at SAPHIRE® NOW, being held simultaneously in Frankfurt, Germany, and Orlando, Florida, May 17-19, 2010.

For its established portfolio of SME solutions, SAP already has a strong existing partner ecosystem of about 9,700 companies with proven expertise in delivering, enhancing and deploying solutions. Partners represent a core element of both the go-to-market strategy and the plans with SAP Business ByDesign. SAP has already been working with a group of approximately 80 partners that have closely followed customer projects or enhanced the solution with additional features, functions and services (see "Partners Further Enrich SME On-Demand Solution SAP Business ByDesign With Next Round of Complementary Solutions").

## **New Business Model Opens New Opportunities for Partners**

The on-demand market represents an entirely new business model as well as new opportunities for solution providers, solution resellers and technology partners. With the on-demand solution, partners can focus resources on creating innovation and enabling customers rather than maintaining infrastructure. They also benefit from shortened innovation cycles, accelerated time-to-market and immediate access to constantly updated technology.

For SAP Business ByDesign, SAP aims to offer a variety of engagement opportunities for solution resellers or solution partners. Partners may play one or multiple roles depending on which option is best suited and most sustainable for their specific business model.

The company's plans also foresee enabling solution partners to develop business extensions such as forms and reports, or even comprehensive industry-specific functionality, to further maximize customers' successes. SAP and select partners are currently testing early versions of a development environment for partners to create and deploy such extensions.

In addition to developing solution extensions for SAP Business ByDesign, partners can also enhance the SAP on-demand offering by integrating mash-up technology such as Google, Hoover's and MapQuest.com (see "NAVTEQ Map24, MapQuest And Others Enhance User Experience for SAP Business ByDesign Customers"), or services such as payroll. These solutions are connected and pre-integrated into SAP Business ByDesign and can be easily configured by customers. Furthermore, co-innovation with technology partners such as Intel and Microsoft contribute to SAP's expanded reach and continued success and innovation of SAP Business ByDesign.

SAP plans to offer future reselling partners a unique opportunity in the on-demand space: a defined value proposition and economic model that allows them to own the relationships and contracts directly with customers. The business model is designed so that such partners not only sell and deploy SAP Business ByDesign but also offer their own additional services, such as back-office services, consulting, change management or data migration, to supplement the service offering.

SAP will focus its on-demand ecosystem efforts on key countries including the United States, Germany, France and the United Kingdom, and will later extend the program to China and India. SAP will also explore the possibility of additional partnering opportunities including referral partners who refer leads

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to SAP.

"Partners have always played a key role in the success of SAP's mainstay business, and we're taking a page from our own playbook as we expand into the on-demand market," said Doug Merritt, executive vice president, On-Demand Solutions, SAP. "A diverse, thriving ecosystem is critical to ensuring fast time-to-value for customers in an on-demand world, with partners serving as trusted advisors, providing industry expertise and developing additional services. As we take this significant first step in the on-demand market, we are committed to empowering our partners with the opportunities and tools they need to ensure customer success."

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## ***Swedish Company - Eurostep wins Logica's Global Innovation Venture Partner Programme 2010***

20 May 2010

[Logica](#) announced [Eurostep](#), a Product Lifecycle Management (PLM) collaboration company headquartered in Sweden, as this year's winner of the Global Innovation Venture Partner ([GIVP](#)) Programme. Eurostep won the award for their Share-A-space® product which enables networks of organizations to effectively share information from disparate systems and platforms, enabling them to collaborate across domains and organisation borders. Collaboration partners can follow their internal processes and IT systems while connecting to other networks. This is the second consecutive year that a Swedish company has won the global award - last year's winner was [Appear Networks](#) also from Sweden.

Share-A-space® provides a standards based collaboration hub that, minimises start up efforts and enables companies to collaboratively work on consistent change management, quality control and analysis of product data throughout a product's lifecycle. Share-A-space® also provides a high level of security in the collaboration hub. With this, organizations that compete in the market can collaborate on joint projects, sharing only data that is relevant for the collaboration while protecting their respective IPR.

The GIVP Programme was run across nine countries – UK, Sweden, Denmark, Finland, France, Netherlands, Portugal, USA and India. The programme is part of Logica's client intimacy strategy that revolves around collaborative innovation and partnership for the benefit of clients. All winners will get the opportunity to partner Logica in a country specific go to market strategy but Logica will work with Eurostep on a global strategy that will touch key markets and clients primarily across Europe.

Delighted with the win, Håkan Kårdén, CEO, Eurostep, said, "It is indeed an honour to be this year's winner. Today's product development and innovation performance is a complex and continuous process in which networks of suppliers and knowledge teams interact and share information. The same needs exist throughout the complete life cycle of products including the need to link closer to the end user's business. This win clearly reiterates the importance of our solution in today's business environment. With this award, we will be able to leverage Logica's technology and business acumen as well as marketing reach. We really look forward to building a long term and mutually beneficial partnership."

Congratulating Eurostep on their achievement, GBS Bindra, Global Innovation Director, Logica, said, "Eurostep's product addresses the information management challenge that clients face today. They have a product that is both innovative and collaborative in nature. At Logica we have always believed that we are part of an ecosystem and the only way we can bring real benefit to our clients is by leveraging the strength of partners and technologies. By working together with Eurostep, we will be able to offer

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clients an improved service and solution that would not have been possible otherwise.”

The country winners will work with the local Logica teams on a local go to market strategy. The teams will work together and market the solution in the region and to Logica’s clients in country. Details of the eight 2010 country winners as below:

Portugal – [ISA](#) - Intelligent Sensing Anywhere, a leader in remote monitoring solutions applied to the areas of Energy, Environment, Safety, Mobility and Health, won the award for their solution to monitor energy consumption and increase energy efficiency.

UK – [AVEVA](#) - AVEVA won the award for innovative engineering technology. Employing a highly flexible data model, the AVEVA NET solution enables complex engineering projects and operational lifecycle management to be carried out efficiently in a collaborative environment that delivers consistent and accurate information. AVEVA Solutions are helping organisations improve information quality, reduce risk, and control costs in the plant, production and marine industries worldwide

France - [Normind](#) - won the award for their solution Intègre, a solution that supports professionals to support their expertise during decision making, special documents’ edition, operations planning or complex scenarios’ simulation.

Denmark - [ABC Softwork](#) - won the award for their innovative approach on how to collect and work with complex data. Their solution is open and easily adaptable – and provides a unique visual overview in real time of extremely complex procurement problems, helping companies to optimise their business.

North America – [DataRaker](#), the North America Country winner, applies analytics to the terabytes of data generated by Smart Meters to rapidly extract the value and present it within a business framework.

Finland - [MHG Systems Oy](#) - won the award for a biomass supply chain management and quality control solution for coal-fired power stations. The solution can help power stations plan and organize their bio mass sourcing more efficiently and greatly reduce the amount of residual moisture in it significantly lowering transportation costs.

India – [ConnectM Technology Solutions](#) – won the award for their Energy Management Solution that delivers savings in electricity bills, fuel consumption, and overall optimisation of energy operations. The solution effectively leverages wireless technology for retrofit solutions and provides for energy management services remotely

Netherlands – [Total Immersion](#) - won the award for a proprietary Augmented Reality Technology platform. This technology integrates 3D objects into live video. Total Immersion is currently providing various Augmented reality solutions to more than 500 clients.

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## ***Think3 launches the PDP Certified Consultant and Service Provider Program***

May 17 2010

think3, Inc launches its WW PDP Certified Consultant and Service Provider Program for its existing and potential partners. Supporting the newest platform TD PLM – that think3 released last year - the program is announced globally and is open to all System Integrators and Service Providers who are interested in partnering with think3. Think3’s existing collaboration with some prominent System Integrators and Service Providers such as Mahindra & Mahindra India, EniT India, Syspo France, Innovia, Genesis and First Solution in Italy have brought excellent mutual benefits and think3’s partners

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are very excited about the newly launched certification program and are looking forward to getting enrolled. The certification program is based on the existing product line PDP Solutions (Product Development Process Solutions) and the Consultants and Service Providers will gain exciting business openings.

The PDP Consultant and Service Provider Program Certification Program will be available in 4 stages, the first two phases will be traditional class room sessions where one will get trained on Product knowledge and Pre-Sales orientation. The 3rd phase will include training on Standard Customization tools once the software is sold to the customer and finally the 4th phase will be on the job training where the partners will have the possibility to work with think3 PSO (Professional Service Organization) team on implementation projects for TD PLM accounts. The partners will benefit from Partner Certification, Brand visibility on the think3 website and Marketing Collaterals, Full fledged training on our products , Demo Licenses, Exchange of potential opportunities, wider presence in the global market that think3 operates in, Strong Pricing Policy, Sales, Marketing and Technical support and more.

All interested partners can enroll directly on think3 web sites where more information and the application form are available.

“This program will bring in lots of opportunities and growth for our partners and think3, with this strategic marketing initiative we intend to tap the new markets and penetrate in the existing target segments” states Mr Silvano Joly – Think3 Executive VP. He further adds “partnering with System Integrators and Service Providers will give us an extra mileage as we could cater to the same target group with innovative solutions to our customers”.

TD-PLM suite is a customer-driven solution which understands user’s needs and offers them tools to address their challenges. TD-PLM is the best solution for managing the entire lifecycle of a product from its conception, through design and manufacture, to service and disposal. It integrates people, data, processes and business systems and provides a product information backbone for companies and their extended enterprise. The product covers all PLM master requirements and doesn’t impact the existing organization or IT. It ensures rapid and complete implementation: customers go live in less than 6 months, with 24/7 support and on line training. It’s extremely well integrated with other CAD products at GUI Level.

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## ***WorkNC and WorkNCDental Get New Resellers in Europe***

19 May 2010

Sescoi has appointed two new resellers in Europe. Didelon Machines Outils located in Le Poiré sur Vie, in the west of France, will be distributing the company’s WorkNC CAM software, while Orion Integración SL, San Sebastian, Spain, will be offering its customers WorkNC®Dental, SESCOI’s new dental CAD/CAM system.

WorkNC can program CNC machines up to 5-axis, so Didelon Machines Outils will now be able to offer its customers a powerful solution for their CNC programming needs when they purchase one of its range of new or used machining centers from its 11,000 m2 showroom. Thierry Didelon, anticipates that it will provide a valuable addition to his business. 'WorkNC CAM software is very well known in France, and is perceived as the premier CAD/CAM system for machining applications. We carry out feasibility trials for our customers at our showroom, so the speed, efficiency and security of the toolpaths it creates will help us to provide our customers with the optimum solution by combining the

best in machinery, tooling and software.'

Orion Integración specializes in providing scanning, modeling, and machining products for dental and medical applications. Adding WorkNC Dental 2 to 5-axis CAD/CAM to its portfolio bridges the gap between scanning and the machining of dental prostheses. SESCOI's dental CAD/CAM software has been designed for ease of use and allows dental professionals to automatically produce a CNC program without the need for expertise in machining techniques. Routines within the software generate cutterpaths and machining sequences optimized for zirconia, chrome cobalt or titanium ensuring perfect results.

Sr. Jaime Muñoz, Manager at Orion Integración says, ' Digital techniques are becoming commonplace in dentistry, and our goal is to provide Spanish dental technicians with the tools to achieve perfectly fitted crowns and bridges as simply and quickly as possible. SESCOI's involvement in the European Prodentec dental project, and its history of CAD/CAM innovation, gives us absolute confidence in the power and capabilities of WorkNC Dental. It is destined to become a key component of the solutions we offer our customers '.

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## Events News

### *Aras PLM Software Community Event Draws Global Companies and International Attendees*

May 19 2010

Aras announced record international turnout at the Aras Community Event 2010 (ACE 2010). The success of the international Aras Community Event, which was expanded in 2010, demonstrates the rapidly growing global interest and adoption of enterprise open source PLM in the market. Details at: <http://www.aras.com/ACE2010>

At the Motorola Innovation Center, ACE 2010 brought together Aras open users, customers and partners from 17 countries around the world to share ideas, best practices and successes using Aras Innovator.

ACE 2010 speakers included:

- Carestream Health, who explained how and why they selected Aras for their enterprise-wide PLM backbone to replace a global deployment of a legacy PLM system that lacked the ability to keep pace with their evolving needs.
- Lear Corporation, who shared their success in replacing a major legacy PLM system with Aras Innovator to manage Product Development across 18 countries worldwide.
- Xerox, who described how Aras is unifying Product Information, Engineering Change and Environmental Compliance of RoHS & REACH to reduce costs and improve profitability.
- Basic Research, who provided insight on using Aras for Recipe Management, Product Development and Quality on cosmetics, skin care, and other consumer formulations.
- MiTek Corporation, who showed that a multi-site corporate-wide PLM solution can be implemented as an open user without any outside assistance or cost.

The ACE 2010 agenda also featured a series of technical sessions and workshops including Data Federation, Distributed & Replicated Architectures, SharePoint PLM and more.

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“During this global recession companies everywhere are looking hard at how they operate and focusing on ways to improve their competitive position,” said Peter Schroer, president of Aras. “It’s great to see such a diverse group of international companies adopting Aras and the enterprise open source PLM model, and participating so actively in the Aras Community. Having businesses from around the world share best practices and business process innovations is very powerful, and we’re glad that Aras can make that possible.”

ACE 2010 summary and slides available at: <http://www.aras.com/ACE2010>

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## ***Bentley Users Give Thumbs Up to V8i Updates for MicroStation, ProjectWise, and Navigator During Test Drives at 'Be Together Conference'***

20 May 2010

Architects, engineers, constructors, geospatial professionals, and CAD managers gathered in Philadelphia this week to connect, communicate, and learn from each other at this interactive user event sponsored by Bentley Systems, Incorporated. They also came to get hands-on experience with the newest offerings in Bentley's software portfolio, including the V8i (SELECTseries 2) versions of MicroStation, ProjectWise, and Navigator. V8i (SELECTseries 2) supports and extends the resilience of today's practitioners, empowering them to move up to information-modeling levels. Bentley's SELECTseries approach to software updates, new to V8i, facilitates such work process improvements without the disruption, cost, and risk of competitors' mandated upgrade policies.

In particular, V8i SELECTseries updates:

- assure compatibility with and across all V8i products and prior SELECTseries updates, easing software administration;
- apply and leverage new horizontal technologies (such as SharePoint 2010 and touch screens) for infrastructure practitioners;
- serve to mainstream once-specialist technologies (such as Luxology for rendering and Pointools for referencing point cloud datasets) for widespread adoption.

Commenting on V8i (SELECTseries 2), Bhupinder Singh, senior vice president, Bentley Software, said, "With V8i (SELECTseries 2) updates for MicroStation, ProjectWise, and Navigator, our SELECTseries approach is really hitting its stride by delivering valuable innovations to users across all disciplines and project types while streamlining adoption. To take advantage of new computing environments, V8i (SELECTseries 2) provides users with supported implementations for Windows 7 and SharePoint 2010, and is "Citrix Ready" for application virtualization. And, with V8i (SELECTseries 2), our platform now incorporates, for all applications and users, state-of-the-art licensed technologies - introducing the Pointools Vortex engine for referencing point clouds, significant Luxology visualization enhancements, and RealDWG 2010 libraries for increased interoperability."

As attendees at Be Together filled the demo workshops and "LIVE Zone" test drive areas, they quickly discovered that V8i (SELECTseries 2) has much to offer.

Designers working in the context of existing conditions benefit from new point cloud capabilities in MicroStation V8i (SELECTseries 2). Point cloud datasets captured by 3D laser scanning and comprising billions of points can be referenced and manipulated at super-fast speeds inside Bentley design

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applications. This means time need no longer be wasted modeling context.

Designers can also take advantage of the new Clash Resolution Visa, applicable to both MicroStation and Navigator, to identify and resolve conflicts in the design phase, before construction starts. This is essential to avoiding costly on-site errors, which requires not merely finding and viewing interferences, but also making and tracking the appropriate design changes.

Project reviewers can now immerse themselves in the virtual model for iterative project review inside Bentley's Navigator. V8i (SELECTseries 2) enables bi-directional dynamic scheduling, so teams can edit the project schedule in either the original scheduling software or Navigator - with changes automatically updated in both environments. And thanks to the step-change performance gains in Navigator V8i (SELECTseries 2), users now enjoy a more "game-like" experience.

Projects with mixed software needs can now apply ProjectWise for data and standards management to Revit models. This solves the big-Revit-file problem faced when changes must be saved over the WAN to the central Revit model in "work-sharing" mode.

Project managers responsible for defining and tracking project requirements can, for the first time, create and manage dependencies between different disciplines and content through the new ProjectWise Dependency Service visual interface. This improves the quality of decisions, mitigates risks associated with change propagation, and reduces the cost of change.

By taking advantage of the SharePoint 2010 integration with ProjectWise, IT directors can connect platforms for business collaboration and AEC project team collaboration. This provides federated search access and streamlines project delivery processes.

IT and CAD managers responsible for software delivery and maintenance will benefit from an Automatic SELECTseries Update Service, announced this week at the conference, that will be available in the near future. This will offer non-disruptive incremental SELECTseries installations that will ensure users always have access to the latest innovations from Bentley.

During the conference's technology keynote, infrastructure practitioners saw innovations from Bentley that will transform their information modeling experience. Shown first was model documentation, which leverages dynamic views to place annotated drawings in real-world locations within models for interactive navigation. To directly connect the user with his or her work, by supplanting the mouse and keyboard with human touch, Bentley previewed this groundbreaking technology in a Windows 7 Multi-Touch environment, truly delivering immersive project review.

For the construction managers tasked with on-time and on-budget project delivery, V8i (SELECTseries 2) offerings deliver enormous advantage. Radhika Menon, CIO, DPR Construction, Inc., ranked in the top 50 general contractors in the United States over the last 10 years, had this to say about the new capabilities included in the latest version of ProjectWise V8i: "We currently utilize ProjectWise in 32 projects, across more than 1,300 users, representing \$3 billion in construction costs alone. As most of the design data we currently manage is Revit based, ProjectWise V8i (SELECTseries 2) with Revit integration, as well as Delta File Transfer, will further enhance our Revit community by incorporating their workflows with supercharged network performance. ProjectWise has been tremendous in helping us collaborate with our business partners."

Laura Handler, director of Virtual Design and Construction, Tocci Building Corporation, a leader in virtual design and construction and integrated project delivery, said, "We are so impressed with the capability and potential of ProjectWise Navigator V8i (SELECTseries 2) that we compare its value-add

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to sophisticated model authoring tools, rather than other reviewing tools. It is the collaborative software we need to push our next generation of BIM and integrated project delivery projects."

For additional information about V8i (SELECTseries 2) software, visit <http://www.bentley.com/products>

## **About Be Together: The Be Communities LIVE Conference**

Be Together: The Be Communities LIVE Conference, taking place this week at the Pennsylvania Convention Center in Philadelphia, enables the architects, engineers, constructors, geospatial professionals, and CAD managers who regularly exchange ideas virtually on the Be Communities professional networking site to connect, communicate, and learn from each other in person. In addition, guided by Bentley product experts, attendees acquire knowledge critical to the adoption of an information-modeling level of practice as they earn Bentley Institute Learning Units to track time invested in professional development. The conference hosts nine sub-conferences: Roads and Bridges, Structural, Water, Geospatial, Utilities and Communications, Buildings, Plant, Applied Research Seminar, and MicroStation and ProjectWise. For additional information about the conference, visit <http://www.bentley.com/BeTogether>.

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## ***Cimatron Reveals Micro-Milling Secrets at Medical Industry Manufacturing Seminar***

May 17, 2010

[Cimatron Limited](#) announced the successful completion of a Medical Micro Milling Seminar, for representatives of over 20 manufacturing companies.

RD Support-a mold maker that specializes in very small parts and a Cimatron customer-hosted the seminar, which focused on the manufacture of plastic parts with very small and miniature details.

At the seminar, Cimatron's service provider in Denmark, NTI CADcenter, presented expert insight into optimal Micro-Milling techniques and strategies. NTI partnered with Bailling Machines, the Danish reseller of Makino Machines, and OSG Scandinavia, to showcase the machines, tools and CAD/CAM software needed to manufacture extremely accurate details on miniature parts.

CimatronE's Micro-Milling Solution enables safe and efficient machining with very small tools and working at very tight tolerances, in order to achieve an extremely high level of accuracy and surface quality. Performing this kind of machining, with cutters that have diameters as small as 0.2mm, can only be done with a completely rounded toolpath. This type of machining also requires a very accurate "micro-stock", so that the system can calculate the optimal toolpath and machine safely, while avoiding air cutting.

Several parts, machined especially for the event, were on display, including a 10 mm button, on which a set of tiny pyramid structures, cut with a 0.2mm tool, lay. Seminar participants were invited to inspect results with a microscope, to evaluate the surface quality achieved and the level of detail.

A larger part was also cut from aluminum with OSG Nano Blades, with a mono crystalline diamond cutting end, to achieve an extremely high, mirror surface quality with no need for polishing.

"We very much enjoyed working with RD Support, Makino and OSG to showcase CimatronE's Micro-Milling and standard milling capabilities," said Niels Riis, CimatronE product chief at NTI. "As demand for effective Micro-Milling increases, both in the medical industry and in other industries, we are proud

to offer our customers a dedicated solution with proven results."

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## ***CimatronE Enhancements for 5-Axis Milling to be Showcased at EASTEC***

21 May 2010

[Cimatron Limited](#) announced that it will showcase enhancements to 5-Axis machining in the latest version of CimatronE at EASTEC.

Newly released enhancements maintain CimatronE's record for short machining times, while enabling an even higher surface quality.

The CimatronE Impellor Roughing Application is designed to meet the aerospace industry's most challenging demands on complexity, while minimizing cycle times as well as calculation times. New enhancements to the impellor roughing application provide better orientation and control for any tool, including tapered cutters. Additional features provide the option to smooth the toolpath orientation and easily define depth cuts. Stock consideration allows the application to minimize air cutting, optimize links and apply transformations to shorten calculation time.

In the latest version of CimatronE, the Machine Simulator uses a more advanced method to accurately and reliably verify the machining process. The simulator displays material removal within the machine environment for both 3-Axis and 5-Axis machines.

Additional improvements include shorter calculation times for Tilting. Tilting uses simultaneous 5-Axis milling to allow short robust tools to reach all required areas while avoiding collisions between the part and the shank or holder. CimatronE's Tilting is very easy to use; there is no need to define guiding contours.

"At Eastec, we will demonstrate both of Cimatron's product lines, CimatronE and GibbsCAM, catering to every sector of the manufacturing industry," said Bill Gibbs, President of Cimatron Technologies, USA. "Cimatron's offerings at EASTEC will include powerful solutions for tool design, as well as solu EASTEC trade show will take place in West Springfield, Mass., USA from May 25th through May 27th. **CimatronE** will be displayed in **Booth 5433**, and **GibbsCAM** in **Booth 5429**.

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## ***CoCreate Modeling: Conceptual Design and Beyond Live Webinar***

May 2010

[Join PTC for a live webinar](#) on May 27th and learn how to leverage concept designs in a multi-CAD environment, exchange designs with downstream teams and achieve fast results.

This webinar will feature live demonstrations and explain why explicit modeling is the ideal approach for conceptual design:

- Explore design options quickly with direct geometry interaction
- Recognize and protect valuable IP
- Encourage valuable input and new ideas

- Reduce design iterations

[May 27th at 2pm EST – Conceptual Design Live Webinar - Register Now](#)

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## ***Delcam to Show Orthotic and Orthopaedic Software at Foothealth***

20 May 2010

[Delcam](#) will demonstrate the latest versions of the company's software for the design and manufacture of orthotics and orthopaedic footwear at the Foothealth event to be held in Kettering on 22nd and 23rd June. The company's iQube 3D scanner, to capture data for the design of orthotics will also be on show at the exhibition.

The 2010 versions of the OrthoModel and OrthoMill software for, respectively, the design and manufacture of custom orthotic insoles, include enhancements that will enable the design of a broader range of orthotics and more efficient manufacture of those designs. Within OrthoModel, more functions have been added to adapt for individual patients the range of standard base models supplied with the software. The extra shaping tools allow whole-model editing of the standard designs so that the desired modifications can be completed quickly and easily.

The most significant addition in OrthoMill is the ability to "batch" machining calculations. This allows the operator to input designs for a number of orthotics, either to be cut from a single block or from several pieces of material. The software can then generate all the required toolpaths in a continuous series of calculations. The process can even be carried out overnight, to give maximum productivity for the programmer.

Also on show will be the special versions for the creation of orthopaedic footwear of Delcam's programs for mass-produced footwear. A common condition, not previously accommodated by the software, requires the last design to be curved to match the curvature of the patient's foot. New functionality has now 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 iQube scanner can be used for the production of custom-made orthotics for either diabetic or rheumatoid patients, or for the correction of abnormalities caused by a biomechanical miss-alignment of the musco-skeletal system. Like the company's software, the scanner has been developed in association with Delcam's panel of orthopaedic, podiatric and orthotics experts to ensure that it provides a suitable solution for foot-care specialists and their patients.

The key attribute of the new scanner is its versatility. It can be used to capture data directly from the patient's foot, either in weight-on, weight-off or semi-weight-bearing modes. The scanner weighs only 14kg, making it easily portable so it can be taken to any patients whose movement is restricted.

Alternatively, the iQube can be used to scan casts or foam-box impressions. The data can then be emailed to the laboratory that will manufacture the orthotic, along with the patient's details, so eliminating the costs and time delays associated with delivering casts or foam boxes around the country.

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The iQube is fast and accurate. It is based on scanning technology developed for the aerospace industry, which allows high quality, full colour, 3D images to be produced in approximately three seconds. The data collected is accurate to within 0.4mm. This ensures that the laboratory can produce a right-first-time orthotic that will put the patient on the recovery path as quickly as possible.

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## ***Delcam to support DMG/Mori Seiki Innovation Days***

May 19 2010

[Delcam](#) is supporting the DMG/Mori Seiki Innovation Days to be held at the companies' new joint North American headquarters in Hoffman Estates, Illinois, from 24th to 26th May. 29 live machining demonstrations will be featured at the event to showcase the broad range of equipment on offer from the two companies. Full details can be found on <http://www.idays2010.com>.

One of the novel techniques to be demonstrated will be pinch milling, a method for machining long, slender components, such as propellers or turbine blades. This uses milling cutters in both the upper and lower spindle heads to machine the opposite sides of the part at the same time. The toolpaths for the two cutting tools are programmed in Delcam's PowerMILL CAM system so that the forces they put on the part are in balance. This gives greater accuracy by reducing the tendency of the component to bend away from the required alignment.

Pinch milling results in two significant opportunities to improve the overall manufacturing time. Of course, the ability to cut with two tools simultaneously means that machining times will be reduced. For example, it might be possible to run a semi-finishing toolpath with one tool and a finishing toolpath with a second tool at the same time. Furthermore, because the forces applied by the two cutters are in opposition, the depth of cut, or the feed rate, can be increased for both operations, without excessive deflection of the part.

Another part to be programmed with PowerMILL will be a titanium knee joint. This will be machined on the Mori Seiki NMV 3000 five-axis machine. It will provide a great example of the power and flexibility of the five-axis strategies in PowerMILL.

The choice of a medical part is also very timely as Delcam is currently seeing strong demand for its software from the healthcare industry. The companies are experiencing the same pressures from their customers for faster delivery and reduced costs that have persuaded large numbers of engineering firms to switch to Delcam software.

Other highlights of the Innovation Days will be the chance to win tickets for the Indianapolis 500 as guests of Andretti Autosport, and presentations by Douglas Woods, President on the Association of Manufacturing Technology, and William A. Strauss, Senior Economist at the Federal Reserve Bank of Chicago, on the state of North American manufacturing economy.

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

21 May 2010

Delcam will demonstrate its complete range of CAM systems at the MTA Vietnam metalworking exhibition to be held in Ho Chi Minh City from 6th to 9th July. The complete range of Delcam

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machining software comprises PowerMILL for high-speed and five-axis machining, FeatureCAM for feature-based programming, PartMaker for Swiss-type lathes and turn-mill equipment, and ArtCAM for engraving and routing. Together, these programs comprise a most comprehensive range of CAM software from a single supplier. This broad coverage is one of the reasons why Delcam has been declared the world's leading specialist supplier of NC software and services for the last ten years by US analysts CIMdata.

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 Vietnam, with new versions of all the Delcam programs being demonstrated.

PowerMILL 2010 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 new 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 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 2010 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

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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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## ***Gerber Technology to Showcase Innovation at SPESA EXPO 2010***

May 19 2010

Gerber Technology showcases its newest additions to their longstanding line of Gerber products for the apparel and other sewn products industries at SPESA EXPO 2010 in Atlanta.

Gerber Technology will demonstrate, a number of new products for the first time in North America, including YuniquePLM™ 3.0, AccuMark® 8.4, GERBERplotter™ XLP95 and GERBERcutter® DCS2600 with Pivex® as well as newly integrated Virtek Laser systems for the technical textile and apparel industries. In addition, Gerber Service will present GERBERconnect, their next generation service model.

Gerber's booth will be an expression of its theme: "Protect your future" which reflects not only Gerber's commitment to their customers but also the value and security that comes with owning Gerber Technology products.

"Given what has transpired these past few years, we felt that it was appropriate to reinforce to our customers and the markets we serve that Gerber is a brand you can trust and a company you can depend on," explains Bill Brewster, President, Gerber Software Solutions, Gerber Technology. "We are excited to share our newest innovations and anticipate that these enhancements will strengthen our position and provide our customers with greater control over their entire production process," adds Brewster.

### **Products Featured at SPESA EXPO 2010:**

**YuniquePLM™ 3.0** - Features extended line and merchandise planning tools, at-a-glance management visibility dashboards, enhanced user and supplier home pages, and numerous other productivity tools that enhance the user experience. YuniquePLM is an innovative Product Lifecycle Management solution that delivers a full range of functionality needed by today's fast-paced apparel, footwear and soft goods industries.

**AccuMark® 8.4** - A leading pattern design, grading and marker-making software solution. AccuMark contains the most comprehensive set of pattern development tools in the industry to meet the ever-changing needs of today's technical designers. AccuMark 8.4 key enhancements enable users to improve communication, collaboration and efficiency.

**Virtek Laser Systems** – In cooperation with Gerber's subsidiary, Virtek Vision International, several new and innovative products will be showcased with GERBERcutters. LaserKit, LaserID and LaserQC are the first suite of products to be integrated with automated cutting equipment. They are designed to enhance productivity, quality and ease-of-use for most any cutting room operation.

**GERBERcutter® DSC2600 with Pivex®** - A high-speed, low-ply cutting system designed to cut a wide selection of complex materials with high precision. Utilizing Gerber's Pivex cutting technology,

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the DCS2600 produces a high-frequency oscillating cutting motion that is capable of cutting the most intricate of material weaves with minimal disturbance to fiber integrity and orientation. The DCS2600 provides ultimate precision, throughput, and cut quality.

**GERBERplotter™ XLp95** – Gerber’s newest line of Plotters, the XLp50 & 95 integrate value with state-of-the-art inkjet technology, offering competitive pricing and low cost of ownership without sacrificing productivity or performance. The intuitive LCD display panel and software interface allow for reduced operator learning curves and increased ease-of-use.

**GERBERconnect™** – A proactive support package to help customers maximize uptime and productivity. A secure remote connection between your system and Gerber Service provides interactive real-time diagnostics for improved system visibility, enhanced preventative maintenance and a faster system recovery. As the next generation service model, GERBERconnect adds to Gerber’s long standing reputation as the industry leading service provider.

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## ***Intergraph® 2010 to be Held Aug. 30-Sept. 2 in Las Vegas***

21 May 2010

Intergraph® 2010, the international conference for users of the industry's leading engineering and geospatial software, will be held Aug. 30-Sept. 2 at the new, spectacular ARIA Resort at CityCenter™ in Las Vegas.

The conference will feature nearly 200 focused sessions led by industry authorities and customers from around the world who convene to share experiences and best practices while gaining practical skills through hands-on training. In addition, the conference agenda includes thought-provoking keynotes on industry and corporate trends as well as structured networking opportunities.

Intergraph 2010 will be held at the recently opened 61-story ARIA Resort at the 67-acre CityCenter, an extraordinary urban resort destination featuring premium dining, shopping, entertainment and recreation. Intergraph chose this location after a national search for a venue that met its conference specifications and the necessary level of quality and service its customers have come to expect.

Intergraph was forced to reschedule Intergraph 2010, originally scheduled for June 14-17 at the Gaylord Opryland Resort in Nashville, Tennessee, due to unprecedented flooding.

"The swift rescheduling of Intergraph 2010 underscores Intergraph's unwavering commitment to its customers globally and to delivering a conference of outstanding quality and value," said Intergraph Chief Operating Officer Reid French. "Every effort is being made to ensure a seamless transition for our attendees whom we thank for their patience as we transition to Las Vegas from our original conference venue."

Early conference registration savings are available through July 23 and room rates at ARIA are just \$139 per room per night plus taxes. To register and for more information, please visit the Intergraph 2010 [Web site](#).

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## *Lectra Presents the New V2R2 Version of Lectra Fashion PLM at SPESA Expo 2010*

May 18 2010

Lectra, announced that the new version of its fashion-specific product lifecycle management solution, Lectra Fashion PLM V2R2, will be available in early July.

Lectra Fashion PLM pushes back the limits of product lifecycle management by covering all the necessary steps for the creation of collections and bringing together role-based applications for product design, pattern-making, and physical and 3D virtual prototyping with tools for the planning and management of collections (line planning, product specification, costing, strategic sourcing, and flexible workflow management). Modular and scalable, Lectra Fashion PLM meets the needs of medium-sized companies just as well as of large international groups.

"Lectra Fashion PLM V2R2 is a major technological leap forward -- we have drawn on best practices developed with customers to profoundly improve upon all the processes the solution covers, making a real difference to the entire value chain. For our customers this means better collaboration, time and costs savings, and, ultimately, increased competitiveness," says Daniel Harari, Lectra CEO.

Lectra Fashion PLM V2R2 provides simplified, automated costing capacities, right down to the level of individual items created in all sizes. This unique, flexible costing module covers the entire process from initial simulation to final size/color cost calculation. It thus helps companies control margins throughout the development cycle, enabling managers to check the profitability of designs earlier in the development phase, and facilitates the decision-making process.

A new ordering module facilitates order progress monitoring by allowing for mass updates to be made. Records of all sample orders placed can be kept within the system, and reports can be generated quickly and simply. Centralized order tracking eliminates data re-entry tasks, saving time and money on laborious, repetitive tasks. Helping users monitor orders more closely ultimately enables them to anticipate delays due to late deliveries, resolving problems before they become bottlenecks.

In Lectra Fashion PLM V2R2, the snapshot management feature becomes a key collaborative tool that allows users to generate a contextual report -- it is, quite literally, a "snapshot" of the collection in progress at a given moment. This enables users to go back and see on the basis of which information decisions were taken, improving communication and collaboration along the entire value chain.

To accelerate the migration of data and thus facilitate the implementation of Lectra Fashion PLM, the data load capacity through Microsoft Office Excel has been enhanced. A user-friendly tool allows companies to fill spreadsheets with data to be loaded into the system; users can also fill through queries on external systems. This is a highly flexible way of gathering data and allows for a large range of information to be loaded (libraries, pick lists, materials, trims, etc.). Simple and rapid migration contributes to speedy return on investment.

Lastly, Lectra Fashion PLM V2R2 will be made available in Chinese and Japanese in order to better serve the Far Eastern markets and facilitate exchange between Europe, the Americas and Asia.

By aligning individual processes with wider priorities, Lectra Fashion PLM supports companies as they seek to deliver cost-effective, on-trend collections in a timely manner, season after season. In these tough times, bringing the right product to market at the right time is crucial to staying ahead of the field. Consumers now have more choice than ever about what, where and how they buy, so a key differentiating factor between brands is their design. Brands that can create something original and different set rather than follow trends and have a huge competitive advantage.

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Lectra Fashion PLM's design tools represent a shift in fashion design solutions by enhancing the creative aspects of the profession and reducing repetitive, administrative and labor-intensive tasks. Created specifically for fashion professionals, Lectra Fashion PLM offers a collaborative design space to maximize the expertise pooled, eliminate outdated versions and potential errors, speed up processes, and secure information, which ultimately improves designs. Concept validation is also considerably faster, as everyone has visibility into the process -- this accelerates time-to-market.

This flexible, shared collection development space also optimizes the interactive and iterative processes of product development, including the development of technical instructions, 3D virtual prototyping, sample creation, fitting and quality testing. Lectra Fashion PLM has been designed with the knowledge that the development stages of collection creation are cyclical rather than linear. It provides powerful, structured tools that facilitate and improve all the steps in the product development process.

"With its solution for streamlining the complex business of collection management, Lectra is the ideal technology partner for fashion companies looking to enhance their productivity and their competitiveness," said Mario Boselli, Director of the National Chamber of Italian Fashion.

Lectra's Easy Start offer is designed to ensure that software is installed and users are operational within a single fashion season. Pre-packaged software, tools and services, along with clear guides for project management best practices and process-based training, ensure deployment is smooth and seamless. On the other hand, for customers with more specific needs whose user profiles and processes differ significantly from the structures offered by the Lectra Fashion PLM Easy Start solution, Lectra is able to offer a variety of levels of personalization to make sure that every customer finds the perfect fit.

With this modular and scalable solution, a project that begins with a simple Easy Start implementation can grow and take on a much more tailored approach, customized for the user company's specific needs. This flexible system allows fashion companies to integrate their own best practices into the system and adapt it to their own methods. Change management is thus accelerated and users are quickly at ease and efficient with the system.

For more information about Lectra Fashion PLM: [http://www.lectra.com/en/fashion\\_plm](http://www.lectra.com/en/fashion_plm)

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## ***ProSTEP iViP Symposium 2010 with Full Speed Ahead***

21 May 2010

Things are improving. Certainly, if the 13th ProSTEP iViP Symposium – which was sponsored by Daimler and Siemens PLM Software and took place on April 28th and 29th, 2010 for the fourth time in Berlin and for the third time in the Ludwig Erhard Haus – is perceived as a signal. The event attracted 350 visitors – which was not the record high from 2008, but already up 18 percent compared to 2009. The participants and referees of the all in all 43 lectures came from 12 different countries. And with 19 vendors from IT and services the accompanying exhibition did also grow again, as stated in the welcoming speech by Ulrich Ahle, Siemens IT Solutions and Services and member of the ProSTEP iViP board.

One of the association's most important strength lies in connecting research and industry and in the vendors of IT and services for product creation. This strength was demonstrated particularly well in this year's event. The three fields proposed ground-breaking ideas and solution approaches. From keynotes, workshops and parallel lecture sessions, over to the newly introduced Scientific Track.

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The keynotes at the beginning set the tone for the motto of the event, Smarter Solutions for New Products, and this from all three sides: Prof. Dr. Bharat Balasubramanian, Director Research and Pre-Development, Product Innovation and Process Technology at Daimler, described clearly, how much the industry is currently challenged, to integrate a lot of useful information technology into their products. Modern vehicles are complex systems consisting of mechanics, electronics and software. Systems Engineering has therefore long become a practical requirement.

Accordingly, the vendors of standard software for product creation are working on expanding and upgrading their systems. Siemens PLM Software is going even one step beyond engineering – what was emphasized by the keynote of Chuck Grindstaff, Executive Vice President Products and Chief Technology Officer. Their developers are not only working on the supporting of an interdisciplinary function modelling across the entire product creation. Siemens has also put an eye on the continuity when it comes to production, automation, implementing and controlling, a continuous management of product- and product life cycle.

Prof. Dr. Dieter Kranzlmüller, Ludwig Maximilians University Munich, was the third keynote speaker and drew an impressive picture of the bridges that science is building between today's state of technology and the enormous future demand, which is becoming apparent. Science demonstrates first, what commercial vendors are starting to market as Cloud Computing: the integration of huge computer networks worldwide, this time at 260 locations in 55 countries. 200 virtual organizations with more than 14.000 users are managing around 330.000 jobs per day. Jobs like the read-out of data from the CERN: at a single detector 40 terabyte per second.

Two major topics – apart from numerous lectures on the core topic PLM and process restructuring - were building the central theme of the entire program: on the one hand the controlling of mechatronics and interdisciplinary product development through new methods and tools; and on the other hand the useful standards supporting this process like JT, which is since fall 2009 on its way to becoming an ISO standard - not least due to the intensive activities of the ProSTEP iViP Association in cooperation with the working group PLM of the German Automobile Association (VDA).

Only a few days prior to the event a memorandum of understanding between Siemens PLM Software and the ProSTEP iViP association was announced, attaching particular importance to the input of the vendors joined in the association for the further development of the neutral data format JT. As was incidentally also practiced in the case of a possible standardization of another format developed by Siemens PLM for the exchange of meta data with regards to production and the following processes: PLM XML.

An impressive plea for the importance of another standard promoted by the association was held by James DeLaPorte, PLM Project Manager at Gulfstream Aerospace. What do aerospace manufacturers have to do in order to ensure, conforming to the law, that their product data will still be readable 50 years after its creation? He will save it in neutral STEP format. Each night a complete backup will be run, with each file receiving an encoded signature. It has to be identical with the one of the day before. If discrepancies appear during this monitoring, immediate action will be taken to restore consistency. DeLaPorte: „Why data is going to be safe that way even in 50 years from now? Because we are dealing with pure data only, independent of any program and its proprietary format. “

The Scientific Track of the second day presented many projects, in which research and teachings are trying to close the gap between the industry's demand and the products offered by the standard software producers. Three examples: the only functional models able to represent data from any system, existing at this time are a result from a research project at the Fraunhofer IGD in Darmstadt, which was

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presented by André Stork. The Fraunhofer IPK in Berlin is working under the direction of Prof. Dr. Rainer Stark in the consortial project ISYPROM on a continuous process integration through visual exchange of system models for the PLM integration of systems engineering. As in this case, the modeling speech used by Prof. Dr. Kristina Shea at the Technical University in Munich is SysML. This way, a sort of design catalogue will be developed in Munich, aimed at providing engineers in the conception phase with predefined components and elements for the creation of functional models.

Rarely has technological progress been addressed as comprehensively as on the occasion of this year's Symposium. And rarely were research projects and firsthand reports so specific and close to the burning issues of industrial practice. The interest in the event, which went up considerably compared to last year, and the intensive discussions during the accompanying exhibition underline what current studies show as well: that Germany as a location for industry is working itself out of the crisis with new ideas and products. The Symposium proved impressively that the support of the association is an important element in this process.

## **About the ProSTEP iViP Association**

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

A concept based on a coherent, cross-organizational and cross-domain view of data, processes and systems provides a solid foundation for meeting these challenges. The Association's five main areas of focus reflect this approach: process management, system integration, product data standardization, engineering collaboration and knowledge transfer.

The ProSTEP iViP Association is headquartered in Darmstadt, Germany, and was founded in October 1993 by 38 industrial companies and a number of system vendors as part of the German STEP initiative. Members of the ProSTEP iViP Association currently include about 200 companies and organizations from 17 nations.

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## Financial News

### ***Autodesk Reports Strong Financial Results in First Quarter Fiscal 2011***

19 May 2010

[Autodesk, Inc.](#) reported financial results for the first quarter of fiscal 2011.

Revenue was \$475 million, an increase of 4 percent sequentially and 11 percent compared to the first quarter of fiscal 2010.

GAAP operating margin was 11 percent, a decrease from 12 percent in the fourth quarter of fiscal 2010 and an increase from negative 5 percent in the first quarter last year.

Non-GAAP operating margin was 20 percent, a slight increase from the fourth quarter of fiscal 2010 and an increase from 13 percent in the first quarter last year. A reconciliation of GAAP and non-GAAP results is provided in the accompanying tables.

On a GAAP basis, diluted earnings per share were \$0.16, compared to diluted earnings per share of

## CIMdata PLM Industry Summary

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\$0.21 in the fourth quarter of fiscal 2010, and diluted loss per share of \$0.14 in the first quarter of fiscal 2010.

On a non-GAAP basis, diluted earnings per share were \$0.29, compared to non-GAAP diluted earnings per share of \$0.30 in the fourth quarter of fiscal 2010, and non-GAAP diluted earnings per share of \$0.18 in the first quarter of fiscal 2010.

Cash flow from operations was \$139 million, an increase of 11 percent sequentially and 411 percent compared to the first quarter of fiscal 2010.

"Our strong first quarter results reflect the continued improvement in the demand environment for our products and robust revenue growth in our international geographies," said Carl Bass, Autodesk president and CEO. "Over the past several quarters we have been positioning the company to participate in the eventual global recovery. Our results reflect the work we've done to drive revenue, control costs and improve our profitability. We continue to be optimistic about delivering margin expansion this year, tempered with appropriate concern regarding the uncertainty of the European economy."

Autodesk experienced strong year-over-year growth in several key areas including maintenance billings, revenue from commercial new licenses, and cash flow from operations. Growth in total revenue, coupled with a continued focus on cost containment and improving operational efficiencies led to significant year-over-year improvement to Autodesk's operating margin, cash flow from operations, and profitability.

First quarter results included a one-time benefit of approximately \$15 million in upgrade revenue related to a promotion that was run in advance of an increase in upgrade pricing.

### **Operational Overview**

All constant currency calculations remove the impact of foreign currency fluctuations and the impact from our hedging program.

EMEA revenue increased 6 percent sequentially as reported and 9 percent on a constant currency basis to \$199 million. EMEA revenue increased 19 percent compared to the first quarter of fiscal 2010 as reported and 10 percent on a constant currency basis.

Revenue in the Americas decreased 4 percent sequentially to \$161 million and decreased 1 percent compared to the first quarter of fiscal 2010.

Revenue in Asia Pacific was \$115 million, an increase of 14 percent sequentially as reported and 15 percent on a constant currency basis. Revenue in Asia Pacific increased 21 percent compared to the first quarter of fiscal 2010 as reported and increased 15 percent on a constant currency basis.

Revenue from emerging economies was \$68 million, a decrease of 7 percent sequentially as reported and 4 percent on a constant currency basis. Revenue from emerging economies increased 16 percent compared to the first quarter of fiscal 2010 as reported and 13 percent on a constant currency basis. Revenue from emerging economies represented 14 percent of total revenue in the first quarter.

Combined revenue from Autodesk's model-based design solutions (previously known as 3D model-based design) was \$138 million, an increase of 3 percent sequentially and 13 percent compared to the first quarter of fiscal 2010. Combined revenue from horizontal design products (previously known as 2D horizontal) and vertical design products (previously known as 2D vertical) was \$240 million, a 12 percent increase sequentially and 17 percent compared to the first quarter of fiscal 2010. Combined revenue from our AutoCAD and AutoCAD LT products increased 19 percent sequentially and 20

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percent compared to the fiscal first quarter last year.

Operating margins improved significantly in the first quarter compared to the first quarter last year. The 16 percentage point improvement in GAAP operating margin in the first quarter compared to the first quarter last year was driven primarily by the lack of impairment charges, and lower restructuring costs. The 7 percentage point sequential improvement in non-GAAP operating margin was driven primarily by higher revenue.

Cash flow from operations was \$139 million in the fiscal first quarter bringing the cash and investments balance to over \$1.2 billion, or cash and investments of approximately \$5.40 per share of common stock outstanding.

## **Business Outlook**

The following statements are forward-looking statements which are based on current expectations and which involve risks and uncertainties some of which are set forth below. Autodesk is only providing revenue and earnings per share guidance for its fiscal second quarter of 2011 at this time.

## **Second Quarter Fiscal 2011**

Net revenue for the second quarter of fiscal 2011 is expected to be in the range of \$435 million and \$460 million. On a GAAP basis, earnings per diluted share are expected to be in the range of \$0.12 and \$0.17. On a non-GAAP basis, earnings per diluted share are expected to be in the range of \$0.23 and \$0.28, excluding \$0.06 related to stock-based compensation expense, \$0.04 for amortization of acquisition related intangibles, and \$0.01 related to restructuring charges.

Second quarter outlook assumes an effective tax rate of 26 percent for our GAAP results and an effective tax rate of 27 percent for our non-GAAP results.

## **Full Year Fiscal 2011**

Autodesk is not providing specific revenue or EPS guidance for fiscal 2011 at this time. However, GAAP operating margin for the full year fiscal 2011 is expected to increase significantly compared to fiscal 2010. Autodesk anticipates non-GAAP operating margin to increase approximately 300 basis points for full year fiscal 2011 compared to fiscal 2010. Non-GAAP operating margin excludes stock-based compensation expense, amortization of acquisition related intangibles, and restructuring charges.

## **Earnings Conference Call and Webcast**

Autodesk will host its first quarter conference call today at 5:00 p.m. EDT. A replay of the broadcast will be available at 7:00 pm EDT at <http://www.autodesk.com/investors>. This replay will be maintained on our website for at least twelve months.

An unabbreviated press release with full financials is available. Click [here](#).

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## ***Avatech Third Quarter Financials Report Strong Growth in Revenues and Bottom Line***

May 18 2010

Avatech Solutions, Inc. announced financial results for its third fiscal quarter and for the nine months ended March 31, 2010.

Avatech reported that its total revenues increased 5%, to \$8.4 million, when compared to the third

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quarter of the prior fiscal year—the first year-over-year increase since June 2008. Leading this increase were product sales and commission revenues, which saw increases of 10.5% and 24.9% respectively over the levels reported in the third quarter of last fiscal year. Due to a favorable revenue mix and the achievement of sales rebates from its principal supplier, the Company earned an overall gross margin of 58.4% compared with 50.0% for the quarter ended March 31, 2009. Operating expenses as a percentage of revenues were down when compared to those of the prior quarter and when compared to the same quarter in the prior fiscal year. As a result, for the third quarter of fiscal 2010, the Company reported net income of \$592,000, or \$0.03 per fully diluted share, as compared with a net loss of \$(146,000), or \$(0.01) per fully diluted share, for the quarter ended March 31, 2009. Adjusted EBITDA (as defined) was \$1,154,000, compared with \$106,000 in the prior year period.

For the nine months ended March 31, 2010, total revenues were \$23.9 million, compared to \$28.2 million in the prior-year period. The Company's overall gross margin percentage increased to 54.7% from 45.7% for the same nine months in the prior fiscal year. Operating income increased 90% to \$2.1 million and Adjusted EBITDA (as defined) for the nine month period ended March 31, 2010 was \$2,640,000, compared with \$401,000 in the prior year period.

"We are very pleased that these outstanding results reflect not only the continued progress of the recovery of the overall economy, but also the steps that we have taken in response to changes in our business levels. This is the third consecutive quarter of profitability and each quarter's results have been better than the prior quarter, with this period 23% higher than our December quarter," commented Lawrence Rychlak, President and Chief Financial Officer of Avatech Solutions. "The resulting cash flows enabled us to complete the redemption of the remaining outstanding Series F Preferred stock while still increasing our available cash to \$3.6 million giving Avatech an even stronger financial position."

"We enter our fourth quarter with continued optimism about our markets and our ability to provide solutions to our customers that enable them to grow and prosper, while at the same time providing an appropriate level of return for our shareholders," concluded Rychlak.

George Davis, Chief Executive Officer added, "These strong results validate the path that we have chosen and the tactics and strategies that we have implemented and will help us maintain our leadership position in the markets in which we operate. Our recent history of net income and good cash flows, along with our healthy balance sheet, provides us a solid foundation for pursuing our future strategies and may open up new opportunities for us. We remain focused and committed to fully serving the needs of our customers, ensuring a vibrant and rewarding experience for all of Avatech's employees, and pursuing strategies that enhance shareholder value."

### **Conference Call Information**

Avatech Solutions will hold a conference call to discuss its fiscal 2010 third quarter results at 10 a.m. ET on May 17, 2010. A replay of the call will also be available through May 24, 2010, and can be accessed by dialing (888) 286-8010 (domestic) or (617) 801-6888 (international), and then entering the passcode 93175819.

A live Webcast of the conference call will be available to all investors in the Investor Relations section of the Company's website, <http://www.avatech.com>. For those who cannot listen to the live broadcast, an audio replay of the call will also be available on the Company's site for a limited time.

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## ***Bentley Publishes May 2010 Annual Report***

May 18 2010

Be Together: The Be Communities LIVE Conference -- At this gathering of infrastructure professionals, Bentley Systems, Incorporated announced the availability of its May 2010 Annual Report at <http://www.bentley.com/annualreport>. The report emphasizes the company's financial resilience -- as 2009 GAAP revenues of over \$450 million represented subscription growth, average compounded annual growth of 10 percent over the past decade, and gains in market share.

Bentley's internally-funded investment program continued, supplementing its 20 percent R&D funding commitment with strategic acquisitions. Major 2009 acquisitions included gINT, market leader in geotechnical data management; BridgeMaster for bridge production in China; and 9SQ in Korea for specialized plant applications. Subsequently, Bentley accelerated its AssetWise platform initiative for infrastructure operations through the major acquisitions of Exor, market leader in linear networked assets such as roadways, and eB, market leader in configuration and records management of mission-critical operations such as nuclear plants. Since 1999 Bentley has invested over \$1 billion in R&D and acquisitions, while maintaining a conservative capital structure and minimal net debt.

The report highlights company achievements for the past year, including:

- value-creative innovations in information modeling software, including V8i (SELECTseries 1) versions of MicroStation, ProjectWise, and Navigator; OpenPlant products based on the ISO 15926 standard; breakthrough 3D GIS capabilities for intelligent city modeling; Bentley Substation V8i for comprehensive schematic and physical substation design; the Integrated Structural Modeling methodology; and the i-model, a container for open infrastructure information exchange;
- developments in support of initiatives introduced in its May 2009 Annual Report: Sustaining Water, Sustaining Transportation Infrastructure, High-Performance Buildings, Generative Design, and Construction Simulation;
- representative projects and milestones relating to Bentley's solution offerings in Buildings and Campuses, Roads, Bridges, Rail and Transit, Utilities, Power Generation, Water and Wastewater, Process Manufacturing, Mining and Metals, Government, and Communications;
- the deployment of Bentley's full portfolio across all disciplines for what may be the world's most "integrated project" (and Europe's largest): the Crossrail surface and underground railway across and beyond Greater London;
- commercially innovative Passport Subscriptions that provide infrastructure practitioners economical "software and services" access to the full range of software products, applicable Bentley LEARN training, and digital content appropriate to their roles;
- the "tipping point" adoption of Bentley Institute's Live Virtual Classrooms, offered through Bentley LEARN subscriptions to more effectively sustain the infrastructure professions.

CEO Greg Bentley said, "We and our users are collectively poised for a 'triple play' as we stand astride the intersection of the three imperatives I foresee driving global economic progress throughout this new decade: first, infrastructure offers compellingly superior returns on investment and opportunities abound, both in the developed world and emerging markets; second, international engagement is vital, and we and our users are mutually well qualified to lead and benefit from strategies for expanded free trade, maximizing our users' 'return on talent' while improving lives everywhere; and third, innovation is inexhaustible -- in the case of Bentley Systems, the innovation potential of our continuous stream of

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technologies is compounded when creative professionals and farsighted owners leverage these tools to improve the delivery and performance of infrastructure."

To view a copy of Bentley's May 2010 Annual Report online, visit

<http://www.bentley.com/annualreport>.

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## ***HP Reports Second Quarter 2010 Results***

May 19 2010

- Second quarter net revenue of \$30.8 billion, up 13%, or \$3.5 billion, from a year earlier
- Second quarter GAAP operating profit up 25% to \$2.9 billion; GAAP diluted earnings per share of \$0.91, up 28% from \$0.71 a year earlier
- Second quarter non-GAAP operating profit up 22% to \$3.5 billion; non-GAAP diluted earnings per share of \$1.09, up 27% from \$0.86 a year earlier
- Broad-based year-over-year growth driven by ESS at 31%, PSG at 21%, and IPG at 8%
- Delivered 31% year-over-year organic growth in HP Networking
- Double-digit year-over-year growth across all regions
- Raises full-year outlook

HP announced financial results for its second fiscal quarter ended April 30, 2010, with net revenue of \$30.8 billion, up 13% from a year earlier including a favorable currency benefit of four percentage points.

In the second quarter, GAAP diluted earnings per share (EPS) was \$0.91, up from \$0.71 in the prior-year period. Non-GAAP diluted EPS was \$1.09, up from \$0.86 in the prior-year period. Non-GAAP financial information excludes after-tax costs of approximately \$0.18 per share and \$0.15 per share in the second quarter of fiscal 2010 and 2009, respectively, related primarily to the amortization of purchased intangibles, restructuring charges and acquisition-related charges.

"HP had an exceptional quarter with strong performance across every region," said Mark Hurd, HP chairman and chief executive officer. "We've built the best portfolio in the industry, and our customers are responding. We're winning in the marketplace, investing for the future and confident in the enormous opportunity that lies ahead."

Information about HP's use of non-GAAP financial information is provided under "Use of non-GAAP financial information" below. Unless otherwise noted, all growth rates included in the narrative below reflect year-over-year comparisons.

Second quarter revenue was up 11% in the Americas to \$13.5 billion. Revenue was up 11% in Europe, the Middle East and Africa and up 19% in Asia Pacific to \$11.8 billion and \$5.5 billion, respectively. When adjusted for the effects of currency, revenue was up 9% in the Americas, up 7% in Europe, the Middle East and Africa and up 10% in Asia Pacific. Revenue from outside of the United States in the second quarter accounted for 66% of total HP revenue, with revenue in the BRIC countries (Brazil, Russia, India and China) increasing 25% while accounting for 10% of total HP revenue.

"HP drove double-digit revenue growth and improving profits, contributing to our twentieth consecutive

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quarter of year-over-year operating margin expansion,” said Cathie Lesjak, HP executive vice president and chief financial officer. “With the improving demand environment, we are accelerating investments for growth while raising our full-year outlook.”

## Services

Services revenue increased 2% to \$8.7 billion. Infrastructure Technology Outsourcing revenue increased 6%, while revenue in Technology Services and Business Process Outsourcing were roughly flat year over year. Application Services revenue was down 2% versus the prior-year period. Operating profit was \$1.4 billion, or 15.9% of revenue, up from \$1.2 billion, or 13.8% of revenue, in the prior-year period.

## Enterprise Storage and Servers

Enterprise Storage and Servers (ESS) reported total revenue of \$4.5 billion, up 31%. Industry Standard Server revenue increased 54%, while Storage revenue increased 16% with the midrange EVA product line up 3%. Business Critical Systems revenue declined 17%, while ESS blade revenue was up 45%. Operating profit was \$571 million, or 12.6% of revenue, up from \$250 million, or 7.2% of revenue, in the prior-year period.

## HP Software

HP Software revenue declined 1% to \$871 million. Business Technology Optimization revenue increased 3%, and Other Software revenue decreased 8%. Operating profit was \$162 million, or 18.6% of revenue, up from \$157 million, or 17.8% of revenue, in the prior-year period.

## Personal Systems Group

Personal Systems Group (PSG) posted a 20% increase in unit shipments and maintained the leading market share position in PCs worldwide. PSG revenue increased 21% to \$10.0 billion. Notebook revenue for the quarter was up 17%, while Desktop revenue increased 27%. Commercial client revenue was up 19%, while Consumer client revenue increased 25%. Operating profit was \$465 million, or 4.7% of revenue, up from \$378 million, or 4.6% of revenue, in the prior-year period.

## Imaging and Printing Group

Imaging and Printing Group (IPG) revenue increased 8% to \$6.4 billion. Supplies revenue was up 6%, while Commercial hardware revenue and Consumer hardware revenue increased 13% and 16%, respectively. Printer unit shipments increased 9%, with Commercial printer hardware units down 8% and Consumer printer hardware units up 15%. Operating profit was \$1.1 billion, or 17.2% of revenue, versus \$1.1 billion, or 18.2% of revenue, in the prior-year period.

## Corporate Investments

ProCurve revenue increased 31%, and HP Networking overall increased 58% year-over-year including the impact of the 3Com acquisition.

## HP Financial Services

HP Financial Services (HPFS) revenue increased 18% to \$755 million. Financing volume increased 20%, and net portfolio assets increased 21%. Operating margin was 9.1%, up from 7.2% in the prior-year period.

## Asset management

HP generated \$3.1 billion in cash flow from operations for the second quarter. Inventory ended the

## CIMdata PLM Industry Summary

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quarter at \$6.4 billion, flat year over year in days of inventory. Accounts receivable of \$14.8 billion was down 5 days year-over-year. Accounts payable ended the quarter at \$13.4 billion, up 2 days over the prior-year period. HP's dividend payment of \$0.08 per share in the second quarter resulted in cash usage of \$196 million. HP also utilized \$1.8 billion of cash during the quarter to repurchase approximately 35 million shares of common stock in the open market. HP exited the quarter with \$14.3 billion in gross cash.

### **Outlook**

For the third quarter of fiscal 2010, HP estimates revenue of approximately \$29.7 billion to \$30.0 billion, GAAP diluted EPS in the range of \$0.87 to \$0.89, and non-GAAP diluted EPS in the range of \$1.05 to \$1.07. Third quarter fiscal 2010 non-GAAP diluted EPS estimates exclude after-tax costs of approximately \$0.18 per share, related primarily to the amortization of purchased intangibles, restructuring charges and acquisition-related charges.

HP expects full year fiscal 2010 revenue growth of approximately eight to nine percent. HP expects full year fiscal 2010 GAAP diluted EPS to be in the range of \$3.76 to \$3.81, down from its previous estimate of \$3.79 to \$3.86, and non-GAAP diluted EPS to be in the range of \$4.45 to \$4.50, up from its previous estimate of \$4.37 to \$4.44. Full year fiscal 2010 non-GAAP diluted EPS estimates exclude after-tax costs of approximately \$0.69 per share, related primarily to the amortization of purchased intangibles, restructuring charges and acquisition-related charges.

The non-GAAP diluted EPS estimates for both the third quarter and the full year fiscal 2010 include the expected dilution associated with the proposed acquisition of Palm, Inc. that HP announced on April 28, 2010. However, HP has not included any revenue associated with the Palm acquisition in its revenue outlook for either the third quarter or the full year fiscal 2010.

More information on HP's quarterly earnings, including additional financial analysis and an earnings overview presentation, is available on HP's Investor Relations website at <http://www.hp.com/investor/home>.

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### ***Mentor Graphics Corporation to Release Fiscal Q1 2011 Financial Results May 28, 2010***

20 May 2010

Mentor Graphics Corporation announced they will release financial results for the company's first fiscal quarter, ended April 30, 2010, on Friday, May 28, 2010 at approximately 5:00 am Pacific.

- Live audio webcast at [http://www.mentor.com/company/investor\\_relations](http://www.mentor.com/company/investor_relations). Please register at this website prior to the scheduled call time of 5:30 am Pacific.
- Conference call replay: Begins May 28, 2010 (7:30 am Pacific); Ends June 4, 2010 (11:59 pm Pacific). USA 800-475-6701; International 320-365-3844; Access code: 157838

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### ***Synopsys Posts Financial Results for Second Quarter Fiscal Year 2010***

19 May 2010

Synopsys, Inc. reported results for its second quarter of fiscal year 2010.

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For the second quarter of fiscal 2010, Synopsys reported revenue of \$338.1 million compared to \$336.8 million for the second quarter of fiscal 2009.

"Synopsys again delivered solid results this quarter," said Aart de Geus, chairman and CEO of Synopsys. "While the customer backdrop remains cautious, we continue to execute well on our strategy to address customer needs ranging from mainstream to the most advanced silicon design flows, all the way to the rapidly growing IP and systems space. This quarter we made particular progress in the latter, where we believe we have an especially promising outlook."

## **GAAP Results**

On a generally accepted accounting principles (GAAP) basis, net income for the second quarter of fiscal 2010 was \$39.5 million, or \$0.26 per share, compared to \$48.3 million, or \$0.33 per share, for the second quarter of fiscal 2009.

## **Non-GAAP Results**

On a non-GAAP basis, net income for the second quarter of fiscal 2010 was \$61.9 million, or \$0.41 per share, compared to non-GAAP net income of \$65.9 million, or \$0.45 per share, for the second quarter of fiscal 2009.

## **Financial Targets**

Synopsys also provided its financial targets for the third quarter and full fiscal year 2010. These targets do not include future acquisition-related expenses that may be incurred in fiscal 2010. These targets constitute forward-looking information and are based on current expectations. For a discussion of factors that could cause actual results to differ materially from these targets, see "Forward-Looking Statements" below.

### Third Quarter of Fiscal Year 2010 Targets:

- Revenue: \$330 million - \$338 million
- GAAP expenses: \$275 million - \$292 million
- Non-GAAP expenses: \$251 million - \$261 million
- Other income and expense: \$0 - \$3 million
- Tax rate applied in non-GAAP net income calculations: approximately 27 percent
- Fully diluted outstanding shares: 149 million - 154 million
- GAAP earnings per share: \$0.21 - \$0.27
- Non-GAAP earnings per share: \$0.36 - \$0.38
- Revenue from backlog: greater than 90 percent

### Full-Year Fiscal Year 2010 Targets:

## CIMdata PLM Industry Summary

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- Revenue: \$1.340 billion - \$1.355 billion
- Other income and expense: \$4 million - \$8 million
- Tax rate applied in non-GAAP net income calculations: approximately 27 percent
- Fully diluted outstanding shares: 149 million - 154 million
- GAAP earnings per share: \$1.56 - \$1.75
- Non-GAAP earnings per share: \$1.52 - \$1.62
- Cash flow from operations: \$205 million - \$225 million

### Reconciliation of Second Quarter Fiscal Year 2010 Results

The following tables reconcile the specific items excluded from GAAP in the calculation of non-GAAP net income and earnings per share for the periods indicated below.

#### **Earnings Call Open to Investors**

Synopsys will hold a conference call for financial analysts and investors today at 2:00 p.m., Pacific Time. A live webcast of the call will be available at Synopsys' corporate website at <http://www.synopsys.com/> A recording of the call will be available by calling +1-800-475-6701 (+1-320-365-3844 for international callers), access code 156545, beginning at 4:00 p.m. Pacific Time today. A webcast replay will also be available on the website from approximately 5:30 p.m. Pacific Time today through the time Synopsys announces its results for the third quarter fiscal 2010 in August 2010. Synopsys will post copies of the prepared remarks of Aart de Geus, chairman and chief executive officer, and Brian Beattie, chief financial officer, on its website following the call. In addition, Synopsys makes additional financial information available in a financial supplement also posted on the corporate website.

#### **Availability of Final Financial Statements**

Synopsys will include final financial statements for the second quarter fiscal 2010 in its quarterly report on Form 10-Q to be filed by June 10, 2010.

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## Implementation Investments

### *Afton Chemical Sparks “Passion for Solutions” with Sopheon’s Idea Lab™*

May 18 2010

Sopheon announced that Afton Chemical, a global leader in the manufacture of lubricant and fuel additives, has selected Sopheon's Accolade® Idea Lab idea development solution to enhance the company's product innovation processes. Already a user of Sopheon's software for innovation process automation, portfolio management and resource planning, Afton Chemical will deploy Idea Lab to generate, nurture and develop new product ideas. Initial implementation will provide access to the solution for all Afton Chemical employees in the company's EMEAI (Europe, Middle East, Africa and India) region.

# CIMdata PLM Industry Summary

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Innovation is an important area of strategic focus for many of today's chemical manufacturers. In a recent PricewaterhouseCoopers survey, 65 percent of the participating chemical company CEO's said they plan to increase their investments in research and development over the next three years. That was more than any other sector except entertainment and media. A separate study determined that the top innovators will gain an edge over their peers from two factors: successful management of their product portfolios and strong idea management.

For Afton Chemical, the quest to improve ideation sprang directly from its growth strategies. "Our business goals are ambitious and challenging," said Alan Cotter, senior product manager for Afton Chemical's EMEAI region. "They are built around providing customer-based solutions within our existing markets. We have an excellent record of new product development, but saw a need to develop an enhanced approach to generating and capturing new ideas across the organization."

As a start to crafting that approach, a cross-functional team was formed to define the organization's ideation requirements. Emphasis was placed on key process features, with ease-of-use and administrative simplicity ranking high on the list. When it came to support for workflows of ideas, a telephone-based system was considered, as were several software solutions. According to Cotter, Sopheon's Idea Lab was chosen "because of its robust functionality, user friendliness and minimal administrative support requirements."

Idea Lab provides Afton with a comprehensive set of consistent, sustainable methods for successful ideation. It can be used to launch and manage campaigns, publicize and motivate participation, and establish communities of innovators within which ideas can be solicited and shared. The software supports scoring and filtering of ideas and provides a commons where users can converge, exchange thoughts and enhance concepts. Afton Chemical expects that, in addition to helping generate more high-value ideas, Sopheon's Idea Lab will encourage greater employee involvement and collaboration in innovation activities.

"Our company has a history of innovation," said Mike Lewis, vice president for Afton Chemical's EMEAI region. "Sopheon's idea development solution is intended to support us in our drive to establish 'Passion for Solutions' at the heart of our business."

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## ***Apache Design Solution's Power and Noise Products Adopted by MoSys for IP Validation and Sign-offs***

20 May 2010

Apache Design Solutions announced that MoSys, Inc., a leading provider of differentiated, high-density memory and high-speed interface (I/O) intellectual property (IP), has adopted Apache's power and noise solutions, including RedHawk for SoC power integrity, Totem for custom IP validation and model generation, Sentinel for package design optimization, and PathFinder for electrostatic discharge (ESD) verification. MoSys is using Apache's products in both their IP and their SoC businesses, allowing them to supply accurate and high performance models to their customers and deliver quality products to the market on time.

In February 2010, MoSys announced the broadening of its business from designing and delivering high-speed interface IP and high density memory IP to include the Bandwidth Engine™ family of ICs, which will combine MoSys' patented 1T-SRAM® high-density embedded memory with its ultra high-speed 10 Gbps SerDes interface technology. MoSys uses Totem to perform accurate transistor-level

# CIMdata PLM Industry Summary

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power/ground noise analysis and to create Custom Macro Model (CMM) for SoC integration and validation. CMM enables hierarchical dynamic verification methodology and provides IP protection for delivery. In addition, RedHawk and Sentinel are used for chip-level power integrity, including integrated CMM and package parasitics. At the full-chip level, MoSys uses Apache's latest product PathFinder, the ESD integrity solution, to ensure the robustness of their chip's ESD protection mechanisms.

“Approximately one year ago, MoSys acquired Prism Circuits, a provider of world class, high-speed SerDes IP. Given that high-speed I/O interfaces are highly sensitive to power noise, we recognized that the traditional methods of using SPICE with scripts were inadequate,” said Sundari Mitra, executive vice-president of engineering at MoSys. “Using Totem, our team was able to quickly identify, and therefore resolve, real design issue in our SerDes circuit. The adoption of Apache's products has helped MoSys sustain its leadership in IP and strengthen its competitiveness in the serial chip-to-chip communications markets.”

“[MoSys](#)' patented 1T-SRAM IP is well-known in the industry for its quality,” said Dian Yang, senior vice president and general manager at Apache. “As MoSys broadens its product strategy, I am pleased that our solutions will contribute to their continued delivery of high quality IPs.”

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## ***Delcam CAD/CAM Aids Diversification at Cimarron***

May 17 2010

Adding design and machining software from Delcam has enabled Cimarron Lofting to open up entire lines of products that the company could not make easily before, including cabinet parts, vent covers, grills, electrical cover plates, front-door panels and more. This diversification has helped owner, Bill Amaya, to stay afloat in these economically challenging times.

Mr. Amaya started Cimarron Lofting Inc. in Hailey, Idaho, in the spring of 1999, after decades working as a cabinetmaker and carpenter for himself and for other companies. He saw an opportunity in architectural woodworking, for example in fabricating stairways and other specialty items. From the start, his competitive strategy was to have better technology and to be proficient with it.

At first, Mr. Amaya carved his stairways by hand. The quest for a better method led him to purchase a CNC router with a very simple program to drive it. “As we got proficient with this new way of working, it became apparent that better software would be needed,” remembered Mr. Amaya. “With the help of Ben Gowers from Delcam, I selected a powerful modeling program called Delcam Designer, coupled with the FeatureCAM feature-based CAM system to drive the router. Both have been easy to learn, thanks to his incredible support.”

“Delcam Designer is just a great 3D modeling program,” commented Mr. Amaya. “I have used it to revolutionize completely how we produce some of our hand-rail pieces. I use its built-in drafting module to communicate clearly with my team of craftsman the specifics of each product. I have also used the software to show clients their stairway prior to fabrication. In fact, I have been paid to produce 3D drawings for a number of clients.”

“FeatureCAM, with its superior tool paths, has allowed us to efficiently produce those parts,” he continued. “The way it is set up means that we can modify the G-code output quickly and easily to adjust for fixturing challenges and design errors. The part documentation and printing abilities enable very clear communication among team members, and ensure repeatability. That repeatability is critical

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when there can be a time span of several months between repeat orders.”

“The automatic tool selection in FeatureCAM, and the feed rate and spindle speed calculations save an incredible amount of time,” he added. “The roughing and finishing tool paths let us produce some really nice parts really quickly.”

“Finally, the team at Delcam has been competent, patient, professional and just really good people. They have worked with me on a number of challenges and have always come through. The support people have sent me videos and printed information, and have even walked me through processes step by step.”

Mr. Amaya promises his customers “If you can dream it, we can build it.” With his Delcam software, he can keep that promise.

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## ***IFS Applications Selected by Leading European Food and Beverage Company***

May 19 2010

IFS has received an order from a leading European food and beverage company to provide IFS Applications licenses, services and maintenance & support with a value of over 3,6 million EUR.

The company will implement a full enterprise suite including components for financials, manufacturing, supply chain, maintenance, pricing & promotions, document management and business intelligence. The goal is to improve business processes by having a single integrated solution across multiple countries and to have complete visibility of the global position in terms of supply chain and financial analysis.

The process industry is one of IFS’ targeted markets. IFS provides industry-specific functionality for enterprises in food and beverage, chemicals, pulp and paper and metals. IFS Applications for the food & beverage industry provides support for all critical business processes, including catch weight, multiple units of measure, recipe management, quality management, promotions & rebates and demand planning. The application suite also includes solutions for enterprise asset management, product lifecycle management, customer relationship management, finance and human resource management.

IFS customers in the food & beverage industry include Pepsi, PFX Pet Foods, Heaven Hill Distilleries Inc, Natures Path, Chingford Fruit, Bridor, Cloetta-Fazer and Kettle Foods. Other IFS process industry customers include DuPont, Jotun, Flint Group, Imerys, Willamette Valley Company, Akzo Nobel, Becker Industrial Coatings, Dyrup, SSAB, Hutmen, Nucor Corp, Holmen Paper and SCA Graphics.

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## ***Knoxville Utilities Board Upgrades Infrastructure with Intergraph Smart Grid Technology***

May 18 2010

Knoxville Utilities Board (KUB), an electric, gas, water and wastewater service provider, will upgrade and enhance its existing network infrastructure with smart grid technology from Intergraph. With the Intergraph Smart Grid Operations Command-and-Control Center, KUB will consolidate and streamline network operations, leading to increased accuracy, efficiency and reliability.

The new smart grid solution will integrate Intergraph outage management system (OMS) and mobile

# CIMdata PLM Industry Summary

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workforce management (MWFM) technology with SCADA and alarm functionality to simplify the presentation of complex data and improve situational awareness for grid operators. It will be used to manage and control the electric distribution network, as well as dispatch work orders for the utility's natural gas and water systems.

"As an existing user of Intergraph's InService technology for outage and mobile workforce management, we had already experienced firsthand the efficiency benefits that can be achieved through the company's geospatially-powered utilities solutions," said Barry Jones, representative for KUB's outage and mobile workforce system. "By upgrading to Intergraph's InService 8.2, we will be adding smart grid functionality to our command-and-control infrastructure to more easily pinpoint problem areas on our network and remediate potential outages before they occur."

In addition to integrating SCADA and alarm functionality into its grid, KUB will also work with Intergraph to develop a wall board display of its full electric distribution system that will dynamically depict outage information and additional network data. By incorporating all of these functions into a single user interface, KUB's system operators will no longer have to rely on multiple displays to accomplish their tasks and keep the network up and running. The system will also prevent information overload during major storm situations.

"Intergraph is a leader in enabling utilities to quickly visualize the operational state of their networks, including abnormal device conditions and outage types and locations, and respond accordingly to eliminate outages and reduce outage time," said Jay Stinson, vice president of Utilities & Communications at Intergraph. "By consolidating key grid functions into a single user interface, utilities like KUB can stay a step ahead of outages, work more efficiently and provide safer, more reliable service to customers."

Further information on Intergraph's Smart Grid Operations Command-and-Control Center can be found at: <http://www.intergraph.com/utilities/oms.aspx>.

## About KUB

KUB is a municipal utility that provides electric, gas, water and wastewater services to more than 439,000 customers in the Knoxville, Tennessee area. More details can be found at <http://www.kub.org>.

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## ***Magma's Titan Mixed-Signal Platform Supports TSMC's 65- and 40-nm Interoperable Process Design Kits (iPDKs)***

17 May 2010

Magma Design Automation Inc. announced that TSMC has qualified Magma's [Titan](#)<sup>™</sup> mixed-signal platform to support the interoperability and accuracy requirements of the TSMC 40-nanometer (nm) Interoperable Process Design Kit (iPDK). Titan was qualified to support the TSMC 65-nm iPDK in 2009. iPDKs eliminate the need to develop and use multiple proprietary PDKs and design databases, enabling full reuse of design data. The combination of Titan's advanced capabilities and the accurate process models and process data provided in the iPDK provides designers with the fastest path to 65- and 40-nm mixed-signal silicon.

In addition to Titan support for 65-nm and 40-nm iPDKs, a number of key Magma products were previously qualified to support TSMC's interoperable electronic design automation (EDA) technology files. Quartz<sup>™</sup> RC is qualified for the 65-, 45- and 40-nm interoperable interconnect extraction (iRCX)

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format, QuickCap™ NX is qualified for TSMC's 40-nm iRCX, and Quartz LVS is qualified for TSMC's 40-nm interoperable layout-versus-schematic (iLVS) formats.

"The unmatched level of collaboration between TSMC and EDA vendors demonstrates mutual commitment to helping customers achieve first-time silicon success," said Tom Quan, deputy director of design service marketing at TSMC. "Magma has played an important role in validating interoperability and the quality of the iPDKs and we're pleased to certify that Titan meets TSMC's iPDK quality standards."

"Mixed-signal system-on-chip (SoC) designs allow designers to incorporate significantly more functionality onto a single chip, but are much more difficult to implement than a strictly digital or analog chip," said Anirudh Devgan, general manager of Magma's Custom Design Business Unit. "By working together to validate the iPDK with Titan, Magma and TSMC make it much easier for designers to adopt best-in-class tools and to accelerate the mixed-signal SoC design flow without any loss of accuracy or performance."

## **Titan: Fastest Path to Mixed-Signal Silicon**

Titan is the first truly unified, open platform that enables integration of digital standard-cell design with analog circuit design. Titan natively supports OpenAccess API and emerging industry standards such as the iPDK. The Titan platform offers schematic and layout editors with the full set of features required for full-custom design.

Titan ADX, an integral part of Magma's Titan Mixed-Signal Design Platform, focuses on solving analog/mixed-signal design, optimization and porting challenges. Its new, model-based approach allows circuit optimization and porting in a fraction of the time required by traditional simulation-based techniques. Titan ADX takes the guesswork out of analog design, while reducing power and area up to 50 percent. ADX technology enables product groups to push the design envelope for extreme performance, to center the design for multiple process, voltage and temperature (PVT) corner cases, and to reduce power and jitter.

Titan Layout Editor provides fast access and edit times, and the ability to view and modify the digital placed-and-routed data. Coupled with a fast, shape-based, analog-aware router, Titan Layout Editor gives designers options that range from full custom to full automation to meet specific circuit requirements. These features make Titan an ideal environment for full-custom design as well as chip-level planning, assembly and finishing.

## **Availability**

Starting with the April 2010 release, Magma's [Titan Mixed-Signal Design Platform](#) fully supports the TSMC 40-nm and 65-nm iPDKs.

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## ***Manufacturing SMBs Select RapidStart PLM from Omnify Software***

May 18 2010

Omnify Software, announces that Small and Mid-size Manufacturing Businesses (SMBs) are selecting the Empower RapidStart PLM Suite for their Product Lifecycle Management solution and realizing its benefits. The Empower RapidStart PLM Suite offers SMBs an opportunity to access a PLM solution at a fraction of the implementation time and cost of conventional PLM products.

# CIMdata PLM Industry Summary

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Successfully growing SMBs such as IntegenX, Inc. and DataSoft Corporation know the advantage of implementing Product Lifecycle Management software early on to support efficient product design and development processes, and have selected RapidStart PLM due to its fit for smaller companies. "We chose the Omnify Empower RapidStart PLM solution because we needed a reliable application for bill of material management and change control that could be implemented quickly," stated Peggy Beam, sr. business system analyst/document specialist for IntegenX. "With RapidStart, we were able to quickly set up a test environment and when satisfied with the results, could then copy it into our production environment. In less than five weeks, our production environment was live."

Starting at six thousand dollars, the Empower RapidStart PLM Suite provides an affordable PLM solution with key features for improving product development including: complete product data management, Bill of Material (BOM) management, Engineering Change/ECO management, Document management, Compliance management, and integration with engineering environments.

"After surveying a number of Product Lifecycle Management tools, DataSoft selected the Omnify Empower RapidStart PLM product because it is well-suited to our smaller company's fast-paced hardware development process," stated Rod Kronschnabel, principal systems engineer for DataSoft. "RapidStart is integrated with other engineering-based tools that we are already using, such as Cadence OrCAD Capture for schematic entry and SolidWorks for 3D modeling so we did not have to displace our existing environments. RapidStart also gives us the configuration management control we need today, yet is flexible enough to allow our process to evolve as we grow."

"The [Omnify](#) Empower PLM system is a business-ready, scalable solution designed to meet the needs of companies from start-ups to multi-million dollar manufacturers," stated David Solimini, vice president of sales for Omnify Software. "For smaller to mid-size manufacturers, a significant benefit of Empower RapidStart PLM is that as these companies grow and their business needs change, the RapidStart solution can easily scale while maintaining its ease of use and low cost."

Both IntegenX and DataSoft deliver innovative technologies and services to their respective markets. IntegenX designs, manufactures and markets automation systems enabling reliable microsample preparation and analysis for the life sciences. DataSoft Corporation is a provider of hardware and software products, custom electronics, software design, and prototyping services for wireless communications based on Software Defined Radio technology.

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## ***MSC.Software Partners With École Polytechnique to Develop a Spine Surgery Simulator to Correct Scoliosis***

May 17 2010

MSC.Software announced its partnership with [École Polytechnique](#), the top engineering university in Canada.

Through this partnership, École Polytechnique will use MSC Adams software to create a surgeon-friendly "spine surgery simulator" for the assessment of scoliosis instrumentation configuration strategies, and develop an optimization approach to find the best solution for the patient. This optimization approach shows potential to become a practical everyday tool for surgical correction predictions, to test different instrumentation configurations, and to build more efficient (rationalized) instrumentation design.

# CIMdata PLM Industry Summary

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"Scoliosis is a complex deformity that affects millions of children worldwide. At MSC.Software, we strive to create solutions that improve the lives of people, and this partnership is a great example. I am pleased to support École Polytechnique as they advance the technology available to surgeons and help them more effectively relieve patient suffering from scoliosis," said John Janevic, Vice President of Strategic Operations at MSC.Software.

Professor Carl-Eric Aubin, Ph.D., Professional Engineer at École Polytechnique and Researcher at Sainte-Justine University Hospital Center, agreed. "Adams is a unique software package that allows the students using the Adams platform to easily learn, develop, and test their biomechanical models and surgery simulations. When validated, the models are transferred to the surgery simulator platform using developer's tools. Adams is a powerful research and development tool."

To see more CAE related research and university success stories at MSC Software, please visit <http://www.mscsoftware.com/Solutions/Success-Stories/Default.aspx>

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## ***Poznan Municipal Transport Company to Improve Efficiency and Profitability with IFS Applications***

20 May 2010

IFS Poland and system integrator Sygnity S. A. have signed a contract with Poznan Municipal Transport Company Ltd (Miejskie Przedsiębiorstwo Komunikacyjne w Poznaniu Sp. z o.o. , MPK Poznan) for the implementation of IFS Applications. The new integrated enterprise system will increase the efficiency of MPK Poznan's business processes and the overall availability of its services. The value of the contract is approximately €1.6 million. The system will have 300 users, and the implementation will start in May 2010.

IFS Applications will support all MPK Poznan's key business processes, including project management and accounting, financials and controlling, purchasing and logistics, maintenance, document management, human resources and payroll management. The business software will also enable work time registration (RCP) based on input from personal chip cards. The solution will assure real-time access to key enterprise information, the automation of business processes and decrease the need of paper documentation.

"Public transport companies are characterized by a complex structure, with an operation and service levels that depend on the proper maintenance and upkeep of equipment. IFS Applications provides support for all these processes, enabling better utilization of available resources such as personnel, vehicles, workshops and spare parts. This has a positive impact on service quality and contributes to budgetary savings," said Marcin Taranek, President of IFS CEE.

IFS Poland has successfully delivered similar solutions to public transport companies in Cracow and Łódz.

"This solution, which includes IFS Applications and the RCP system, will replace diverse systems that had been in use till now in MPK Poznan. I am sure that both MPK Poznan and the citizens of Poznan will benefit, from the better management of the public transport fleet," said Jacek Kujawa, Vice President of Sygnity S.A.

Sygnity A.S. has previously delivered implementation and services for MPK Poznan's electronic ticket system KOMKARTA.

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## About Miejskie Przedsiębiorstwo Komunikacyjne w Poznaniu Sp. z o.o.

[Miejskie Przedsiębiorstwo Komunikacyjne w Poznaniu Sp. z o.o.](#) is a sole proprietorship of the Poznan district and was established on July 28 2000. MPK Poznan Sp. z o.o. offers urban and suburban transport, passenger and freight transport, transport by narrow-gauge Park Railway, “Maltanka”, leading production and renovation-repair activity including production and repair of cars and trams as well as the production and repair of components for cars and trams, realization of roadworks, renovations and repair of surface of road, tram track and additional infrastructure – other construction works, management of the authorized MAN and Solaris bus service Station, management of the District Vehicle Control Station, carrying out technical research and analysis in the tachograph laboratory as well as car and tram vehicle expert reports, car wash maintenance and management, professional trainings for tram drivers and drivers of all categories, rental of the space in transportation vehicles and infrastructure elements for advertising purposes, advertising and tourist services.

## About Sygnity S.A.

[Sygnity S.A.](#) arose from the merger of ComputerLand and Emax. The company offers a full range of services from consulting through realization, to outsourcing of IT projects for large and medium-sized enterprises in the most important sectors of the economy as well as public administrations. At present the Group consists of 12 companies in Poland and abroad, with the most important ones being Aram, dealing with projects for central and regional administration; Polsoft Banking Projects, a producer of programming for the banking and financial sector as well as testing at its dedicated center; WINUEL, which produces and delivers solutions for the energy sector; and Max Elektronik, a producer of IT systems.

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## ***Sescoi Consultancy Enables WorkNC Feature Recognition to Speed Up Hole Programming by 90% at Walker Tool and Die***

May 17 2010

For Walker Tool and Die, based in Grand Rapids, Michigan, the Feature Recognition in SESCOI's WorkNC CAD/CAM software and the consultancy services supplied by the company to optimize the operation of the system have made an enormous difference to the manufacturing time of its progressive and transfer dies. Specializing in structural automotive parts, including shock towers, air bag housings and instrument panel assemblies, as well as components for the appliance industry such as inner door panels and brackets, the company has been producing stamping dies for more than 50 years.

Walker Tool and Die first replaced its existing CAM software with WorkNC in the mid 1990s, to perform CNC programming to produce programs to cut the complex 3D shapes required in the tooling it produces. Ed Busman, CNC Manager says, “Our old CAM software required a considerable amount of manual intervention to achieve the 3D forms we wanted. WorkNC was able to generate these toolpaths automatically, finding and applying safe and efficient cutterpaths based on parameters input in a toolpath.”

However, the real boost in 2D productivity came with the introduction of WorkNC's Feature Recognition module for automatic hole drilling, in 2008. This revolutionized how the company operated. Each die component can have up to 200 or more holes, depending on its complexity, and these have to match up to the other components in the tool to ensure that the completed assembly will fit together correctly. Ed Busman had seen the technology at another company, so he could see the

# CIMdata PLM Industry Summary

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advantages right away. “Previously we had to manually program each hole from a list of coordinates provided by our CAD department. Not only was this extremely slow, but each time we transposed the data from the design to the list, and from the list to the machine, we were leaving ourselves vulnerable to human error.”

The implementation of feature recognition into their CNC programming required a change in working practices from design right through to manufacture. SESCOI provided local support and consultancy to help the company achieve its goals. Ed Busman adds, “The SESCOI Regional Manager used his practical experience of installing and running WorkNC Feature Recognition systems to take us through the necessary steps. His knowledge was invaluable, and gave us the confidence and skill necessary to apply the software to our own business.” The key to the successful implementation was the level of CAM software support supplied by SESCOI. It helped Walker Tool to develop and implement disciplined design processes to fit in with its existing CNC programming working methods, so that holes are now consistently and completely defined. It then showed the company how to match these to tried and tested WorkNC machining operations ensuring reliable and automated hole cutting. An extensive technology transfer program has supplied Walker Tool’s engineers with the skills required to operate and develop the system, guaranteeing its effectiveness for the future.

Ron Francis, CNC Programmer, explains how it works. “In our CAD system we define each hole by diameter, depth and color. The color tells us the type of hole we need, for example, whether it is counterbored, tapped or drilled. The CAD data is transferred directly into the WorkNC Feature Recognition module, where the information is automatically processed. WorkNC then produces a series of CNC cutterpaths suited to each type of hole, using the correct tools and a predefined sequence of machining strategies. CNC code and a complete list of the necessary tooling are sent to the machine, eliminating any possibility of error, producing a foolproof system.”

The time saved with WorkNC CAM software has been huge, with a 90% reduction in the hours required for CNC hole programming. Ed Busman says, “The return on investment was immediate. Not only has it saved us many hours of work, it has also made our machine shop more productive and cut out many of the sources of error, greatly increasing the accuracy of our finished tools.” Manual entry of CNC data and manual programming into the machine tools used to result in considerable down time in addition to the possibility of error. Automatically generated CNC code from WorkNC is ready for use instantly, allowing the machinery to start cutting without delay. Ron Francis says, “Machining productivity is up by 75% thanks to WorkNC. Machine down time has been eliminated and problems caused by inconsistent manufacturing methods, incorrect tooling and hole positioning errors are a thing of the past.”

Ed Busman emphasizes the importance of the training and consultancy services it got with the Feature Recognition implementation, “The support we got and continue to get on our WorkNC CAM Software investment from SESCOI has been a crucial element of our success. They turned theory into practical reality. We would be lost without WorkNC Feature Recognition, the difference it has made to us is like night and day.”

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***SolidWorks Helps Ohio State Students Focus on Creativity and Innovation***

May 18 2010

The world is full of great ideas that never turn into reality. [SolidWorks](#)® Education Edition software is

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helping more than 1,000 engineering and industrial design students at The Ohio State University get great ideas out of their heads and onto the computer screen, where they can become great designs.

SolidWorks is the Ohio State mechanical engineering department's primary design software and is also woven through the design department's industrial design curriculum. Students and faculty say that the software's primary benefit is that it enables students to express their ideas quickly, easily, and accurately, without struggling through long learning curves or wasting time on routine manual tasks.

"SolidWorks does a good job of getting out of the way and letting the students focus on innovating," said Lisa Abrams, an assistant professor of mechanical engineering at Ohio State. "They're able to focus more on design and creativity and less on learning the software. With SolidWorks, it's not as much about learning the software as about learning modeling, which is the real objective."

SolidWorks software helps students learn everything from rendering basic shapes to designing equipment such as capping machines for regionally headquartered companies like Procter & Gamble. Students in Ohio State's industrial design program use SolidWorks to design parts for consumer goods and refine products such as radios and housewares for ergonomics. The software's automation and intuitive interface let students concentrate on developing their ideas instead of learning how to use their tools, according to Ohio State educators.

In addition to high performance software, the university wanted a provider that acted like a partner rather than a vendor. Gary Kinzel, a mechanical engineering professor who participated in the decision to bring in SolidWorks software, said Dassault Systèmes SolidWorks (DS SolidWorks) and authorized reseller 3DVision Technologies have acted as much like "friends" as technology providers in responding to the university's needs.

"We were looking for a company that would work with us when we wanted to do something unusual with the software," Kinzel said. "We didn't want to be in a situation where we had a complex problem we needed advice on, then were handed to first-level support. We deal directly with the reseller, and it's obvious that they have a close relationship with DS SolidWorks. That works for us."

The ability to translate unformed ideas into models on a screen gives Ohio State students an edge in the job market after they graduate. Fifth-year mechanical engineering student Michael Amendola had co-op jobs designing quality-control gauges for a division of Crown Cork & Seal and robotic arms at Rimrock Corporation as part of his studies. Both companies used SolidWorks, which meant Amendola could get to work right away instead of taking time to learn new design software.

"SolidWorks makes it easy to get ideas from my head into the computer," he said. "The interface isn't distracting and the features are easy to use. If I want to draw a cube, I can do it in seconds. At Rimrock, I often had multiple ideas I wanted to express to my boss. When I presented them to him in SolidWorks, it was easy to switch configurations and add some animation to help communicate those complex concepts in a simple, understandable way."

Major engineering schools all over the world, including Dartmouth, Cambridge University, the Indian Institute of Technology, Polytechnic Institute of Turin, TU Dresden, and the University of Chicago use SolidWorks software to teach design principles. The SolidWorks Education Edition license grants students easy access to the software on their own computers, which helps students master skills that will help them in the job market.

"It's mandatory to have CAD skills in the professional world, and SolidWorks seems more popular than ever," said Jim Arnold, a professor of design at Ohio State. "We never get any complaints about

teaching SolidWorks.”

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## Product News

### ***Affordable New Software Subscription for Structural Engineers Enables Upgrade to Information-Modeling Level of Practice for Plant Design***

19 May 2010

Bentley Systems, Incorporated announced the immediate availability of the Structural Engineer for Plant Design Passport Subscription. Bentley’s Passport Subscriptions offer named users an affordable alternative to perpetual license purchases. For a single annual fee, a discipline-specific Passport Subscription provides access to the full range of software, training, and content the practitioner’s project mix requires. Through this “professional upgrade” in software toolset and skills, individual practitioners quickly 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 Structural Engineer for Plant Design Passport Subscription makes available the right balance of software for analyzing, designing, documenting, and detailing industrial plant models. It includes STAAD.Pro V8i, STAAD.Pro Advanced Analysis Module, STAAD.Foundation, ProSteel Professional V8i, RAM Connection V8i, ProjectWise Passport, ProjectWise Navigator V8i, Structural Synchronizer V8i, and Structural Dashboard V8i.

Joe Croser, Bentley global marketing director, said, “Our Structural Engineer for Plant Design Passport Subscription allows individual practitioners to employ the same world-class information modeling best practices that give larger firms and other organizations a competitive edge. These capabilities, which include highly flexible modeling, advanced analysis and design, and the ability to fully participate in multidisciplinary, integrated project workflows, immediately advance the value of their work and open the door to new project opportunities. And the cost of this Passport Subscription, which provides access to tens of thousands of dollars in software and training, is only a few 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, whose commitment is to help maintain productivity and to keep projects on schedule;
- unlimited access to software updates based on project needs throughout the subscription term.

For additional information about Bentley’s Structural Engineer for Plant Design Passport Subscription, visit <http://www.bentley.com/structuralengineerforplantdesignpassport>. For additional information about all of Bentley’s Passport Subscriptions, along with its other subscription offerings, visit

<http://www.bentley.com/subscriptions>.

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## ***Agilent Technologies' Latest 3D EM Simulation Software Accelerates High-Frequency, High-Speed Design***

20 May 2010

Agilent Technologies Inc. announced [Electromagnetic Professional \(EMPro\) 2010](#), a new release of its 3D electromagnetic (EM) modeling and simulation software for analyzing the 3D EM effects of IC packages, connectors, antennas and other RF components. Used in the development of high-frequency and high-speed electronic devices, the new release features significant improvements in simulation speed and design efficiency.

Some of the new capabilities now available in EMPro 2010 include:

- faster finite element method (FEM) simulations through meshing improvements and use of symmetry planes;
- built-in acceleration of finite difference time domain (FDTD) simulations utilizing graphics processor unit (GPU) hardware;
- enhanced FEM accuracy through the use of new sheet ports and material property models;
- improved design efficiency with a new bondwire component, ODB++ file support for printed-circuit-board designs, and several other new user interface features; and
- Microsoft Windows<sup>®</sup> 7 support in addition to Microsoft Windows XP, Vista and Linux support.

More information about EMPro 2010 and Agilent's 3D EM design flow is available in a new [five-minute video](#) on YouTube.

See Agilent Technologies' latest design [and test innovations for advanced RF and microwave research, development and manufacturing at the 2010 IEEE MTT-S International Microwave Symposium](#), May 25-27, at the Anaheim Convention & Exhibition Center, Booth 924.

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## ***Gerber Technology Raises the Bar for PLM Innovation with YuniquePLM™ 3.0***

18 May 2010

Gerber Technology is unveiling Version 3.0 of its YuniquePLM software at the SPESA EXPO 2010 trade show in Atlanta. The new release features extended line and merchandise planning tools, at-a-glance management visibility dashboards, enhanced user and supplier home pages, and numerous other productivity tools that enhance the user experience.

YuniquePLM 3.0 includes significant new and improved functionality, including:

**Merchandise and Line Planning:** Extended and more flexible line planning options accommodate a variety of planning methods. Merchandise setup at the product group level is automatically rolled-up to

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division and collection levels. New plans show side-by-side comparisons of the number of styles, fabrics, colorways, and silhouettes with the previous season. A grid view displays all planned items as well as placeholders for new products. Financial planning includes provisions for the number of units, markup factor, target retail, wholesale, FOB, gross margin calculations, and more. Range planning enables planners to break down the plan into individual deliveries, while color, material, and silhouette tabs are used to further identify specific components of planned products.

**Management Dashboards:** Managers and executives gain visibility through these easy-to-use and highly visual dashboards. Chart and graph views of the most popular business metrics come pre-configured in the system. Examples include seasonal style summary by type, vendor sample submit scorecard, color approval status, and material testing status. Users can drill-down on specific information to analyze in greater detail. Dashboards can also be viewed on mobile internet devices such as the iPhone® or iPad™.

**User Dashboard:** The user home page has been redesigned to provide an immediate view of key to-do, late tasks, and newly added items of specific importance to individual users. This display helps users stay focused on the highest priority tasks throughout their work day.

**Local Language Support:** System headers and labels can now be dynamically displayed in the user's local language based on individual login.

**Supplier Report Access:** Online vendors and agents now have access to the reports folder that enables them to self-generate relevant reports in real-time directly from the system.

**Multi-Cloth:** Users can quickly and easily create multiple products based on the same body type, while also assigning different raw materials and colorways to each. Users can also use batch update tools to change material types for an entire list of products in a single action.

**Quality Assurance:** Expanded capabilities enable users to view status, evaluate, and approve fit for multiple sample garments in various sizes on a single page.

**Multi-Image Sample Management:** Users can now upload multiple images (i.e. digital pictures, construction details, etc.) in a single action during the sample evaluation process.

**Line List:** Line lists are enhanced to show style "where-used" information. Users can also add any style in the system to an existing line list.

**Collection Grid:** A convenient grid format allows users to designate quantities for each color and collection through a single, big picture grid view.

For more information on additional YuniquePLM features and benefits, visit <http://www.yuniqueplm.com>.

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## ***Lattice Technology Releases XVL Kernel ver. 7.2***

19 May 2010

Lattice Technology® Inc. announced the release of XVL Kernel ver. 7.2 - the latest update to its core application that allows developers to create applications using XVL. The updated technology is available now to existing customers.

XVL Kernel delivers access at the geometry level to harness the power of XVL in custom 3D

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applications, so that XVL data can be natively created within other software. XVL Kernel is used by developers worldwide as part of integrated CAD, AEC, and custom applications requiring very compressed but very accurate 3D data.

The XVL format is a lightweight 3D format, with no loss of accuracy of the 3D data, enabling 3D CAD data to be rapidly and easily used for enterprise-wide 3D data use, downstream technical documentation, Electronic Parts Catalog (EPC) systems, and digital mock up.

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 into PDF. Other tools from Lattice Technology allow integration and automation of the DMU and technical documentation functions into enterprise IT, ERP and PLM 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:

<http://www.lattice3d.com>.

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## ***Magma Launches Titan ALX and Titan AVP - Dramatic Layout Productivity Improvement for Analog/Mixed-Signal Designs***

17 May 2010

Magma® Design Automation Inc. announced Titan™ Analog Layout Accelerator (ALX) and Titan Analog Virtual Prototyper (AVP), new tools that accelerate the creation and optimization of new analog design layouts, and automate the reuse of existing analog layouts in new processes and technologies.

Augmenting the comprehensive [Titan Mixed-Signal Design Platform](#), Titan ALX and Titan AVP are part of a unique set of plug-and-play analog design solutions known as the Titan accelerators. Based on analog design technology, and featuring dramatic new capabilities and compatibility with existing analog tool flows, the Titan accelerators deliver an order-of-magnitude productivity improvement for analog/mixed-signal layout designers.

[Titan ALX](#) automatically migrates an existing analog layout to a new target technology without any DRC violations while preserving analog design intent. Titan AVP creates fast and accurate device-level prototypes and captures layout-dependent proximity effects early in the circuit design phase. Early visibility into parasitic R and C, as well as proximity effects such as shallow trench isolation (STI) stress, well proximity effect (WPE), oxide definition to oxide definition (OD-OD) spacing and poly to poly spacing accelerate schematic-layout convergence. [Titan AVP](#) also includes a detailed device placement engine that produces a high-quality, DRC-clean layout. The capabilities delivered in these two new Titan accelerators dramatically reduce analog layout creation time.

"The number of chips that use both digital and analog components is increasing. As a result, there's growing demand for a methodology for creating reusable and portable analog designs," said Anirudh Devgan, general manager of Magma's Custom Design Business Unit. "With the addition of Titan ALX

and Titan AVP to the Titan family, Magma provides high-productivity analog design layout tools that allow chipmakers to build differentiated analog products faster, accelerate the adoption of newer process technologies – and ultimately achieve a higher return on design investment."

## **Titan: Automating and Accelerating Analog Design and Reuse**

Titan ALX and Titan AVP are the latest additions to the Titan family of accelerators. These targeted solutions enable analog IP reuse and rapid design exploration, and automate layout creation and process porting. Titan accelerators provide new options to analog designers facing increasingly complex challenges in custom circuit design. Each product can be used to augment an existing design flow, or combined with the Titan Mixed-Signal Design Platform to create a comprehensive mixed-signal design solution.

The Titan platform includes the following:

- Titan ADX Analog Design Accelerator: Model-based analog design and optimization solution that enables reuse of analog blocks. It is available with pre-built FlexCell libraries of analog building blocks.
- Titan AVP Analog Virtual Prototyper: Layout-aware schematic design tool that enables simultaneous electrical and physical co-design.
- Titan SBR Shape-Based Router: Automates difficult routing tasks including analog routing, clock/DDR routing and chip-level assembly routing, providing a 10x improvement in productivity.
- Titan ALX Analog Layout Accelerator: Automatically migrates analog cell layouts to new processes while preserving design intent.
- Titan Mixed-Signal Design Platform: The industry's first true mixed-signal design platform, it integrates implementation and verification while delivering first-time-correct, predictable mixed-signal designs. The Titan Mixed-Signal Design Platform includes a schematic editor, a complete analog simulation environment and a schematic-driven layout capability that works with the layout editor. The Titan platform is tightly integrated with the Talus® digital implementation tools and provides a chip finishing flow to deliver a comprehensive mixed-signal design solution.

## **Availability**

Titan ALX and Titan AVP will be in production release in June 2010.

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## ***Mentor Graphics and NetLogic Microsystems Establish Strategic Multi-Core Collaboration for Embedded Linux***

May 19 2010

Mentor Graphics Corporation announced a collaborative agreement with NetLogic Microsystems, Inc., a leader in high-performance intelligent semiconductor solutions for next-generation Internet networks. Under the agreement, Mentor Graphics Embedded Software Division will provide its Linux® technology on NetLogic Microsystems' XLP™, XLR® and XLS® multi-core, multi-threaded

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processors. This collaboration furthers the recent announcement of both NetLogic Microsystems and Mentor Graphics as founding members of the eNsemble™ Multi-Core Alliance, an industry organization aimed at driving best-in-class innovations in multi-core parallel processing platforms and software development.

NetLogic Microsystems will provide the Mentor-developed Linux solution to multi-core developers to enable them to create applications for high-performance multi-core processors targeted at next-generation enterprise, telecom and data center networks. Mentor's independent approach to embedded Linux will provide NetLogic Microsystems' customers with flexibility and access to the latest open source technologies, as well as the seamless methodology and tool integration required for optimum productivity.

Mentor Graphics was selected as a founding member of the eNsemble Multi-Core Alliance based on its 25 years of global experience in embedded software IP, tools, and services for Linux and the Nucleus® RTOS for multi-OS on multi-core development.

“We are excited to enter into this strategic collaboration agreement with Mentor to bring to market a highly-optimized solution that includes Mentor's Linux operating system and our best-in-class multi-core, multi-threaded processors that deliver unprecedented performance and scalability across a broad spectrum of embedded applications,” said Behrooz Abdi, executive vice president and general manager at NetLogic Microsystems. “Our mission of establishing an open programming platform based on highly-innovative technologies from leading companies like Mentor will enable customers to develop highly-differentiated networking equipment using the most advanced multi-core, multi-threaded processors.”

Mentor has been a long-standing contributor to the open source community, including Eclipse, Linux, Open Embedded and Android. The company's expertise in embedded Linux for multi-core applications, and its award-winning service, has helped leading equipment manufacturers develop commercial multi-core software products.

“We are excited to collaborate with NetLogic Microsystems to optimize our Linux products on NetLogic Microsystems' market-leading XLP/XLR/XLS multi-core processors. Our commitment as an independent embedded software solutions provider to silicon partners like NetLogic Microsystems provides our mutual customers with the flexibility and selection to develop best-in-class, high-performance multi-core devices for their specific application requirements,” said Glenn Perry, general manager, Mentor Graphics Embedded Software Division. “We foresee great advancements in embedded software solutions for the networking segment where multi-core is most prevalent.”

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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***Mentor Graphics Announces New FPGA Synthesis Innovation in Precision Synthesis 2010a Release***  
20 May 2010

Mentor Graphics Corporation (announced its [Precision® Synthesis 2010a](#) product that provides a variety

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of enhancements, including new capabilities for mil-aero and safety-critical applications, integration with other Mentor tools, major Quality-of-Results (QoR) improvements, synthesis for lower power, and encryption based on the IEEE P1735 standard.

The Precision Synthesis 2010a product has introduced several feature and flow innovations targeting mil-aero and safety-critical applications. Because design assurance processes such as DO-254 often require extensive verification of the synthesized netlist, Precision 2010a introduces “assured synthesis mode” to avoid synthesis/simulation mismatches and ensure all performed optimizations are formally verifiable. For design processes that demand requirements tracking, the Precision product now integrates with Mentor Graphics ReqTracer™ to trace requirements from original specification through synthesis and place-and-route.

“Precision Synthesis 2010a is our most significant FPGA synthesis release in years,” stated Daniel Platzker, Mentor Graphics FPGA product line director, Design Creation and Synthesis Division. “We worked closely with FPGA vendors and key customers to deliver a high-performance solution and technology innovation to address the requirements for a variety of industry applications.”

The new 2010a release also improves its integration within Mentor Graphics FPGA flow to offer a comprehensive design environment. It tightens its integration between Precision Synthesis and FormalPro™ equivalence checking, the I/O Designer™ tool for FPGA-PCB design, the Catapult® C high level synthesis tool, HDL Designer™ tool for design creation and reuse, the ModelSim® and Questa® tools for simulation, and the new ReqTracer requirements tracking tool.

“System houses continue to demand more complete and integrated solutions for their FPGA development,” says Gary Smith, principal of Gary Smith EDA. “Precision’s integration within Mentor’s FPGA flow is important in creating such a comprehensive design environment.”

Additional features in the Precision 2010a product include:

**Quality-of-Results (QoR):** Precision 2010a delivers significant QoR improvements, overcoming a major bottleneck in achieving design closure. Performance improvement is 12% on average and up to 30% for some device families.

**Low Power Synthesis:** Power efficiency is a high priority as FPGAs move into mobile and hand-held applications. Low power synthesis can reduce overall dynamic power by applying optimizations such as reduction of switching activity in clock routes, power-efficient memory access, and power-aware retiming.

**Precise-Encrypt:** Design security is another concern among developers and IP providers. Precision 2010a introduces Precise-Encrypt, an FPGA vendor-independent encryption flow based on the IEEE P1735 draft. Precise-Encrypt allows encrypted HDL to be shared with project teams, development partners, and IP vendors without disclosing proprietary content. When used with the Mentor ModelSim or Questa tool, designers can use the same encrypted HDL for both simulation and synthesis, thereby ensuring consistency between the verification and implementation flows.

**Precise-IP™:** Mentor’s FPGA vendor-independent IP platform has been further enhanced with additional Mentor cores and third-party cores from new partners. Precise-IP partners currently include ARM®, AeroFlex, CAST, EnSilica, Eureka Technology, Helion, IPextreme®, Innovative Logic, OptNgn, and Sital.

## Pricing and Availability

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The Precision Synthesis product line is available now with a starting price of approximately \$21,000. Consult your Mentor Graphics sales office for specific pricing. For more information on the Precision Synthesis product line and other FPGA solutions from Mentor Graphics, visit the company website at: <http://www.mentor.com/precision>.

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## ***PLMplus Announces Launch of Beta Product for Medical Device Manufacturers***

May 17 2010

PLMplus Inc. announced the beta release of PLMplus for medical device manufacturers, an on-demand, subscription based solution that combines QMS and PLM features into a single, integrated, ready to use solution.

PLMplus provides a combined Quality and Product Lifecycle Management application that enables small & mid-size manufacturers to meet compliance requirements, while providing them with the necessary tools to manage their product development. For medical device manufacturers this means reduced operational costs and faster time-to-market.

“Taking a medical device from concept to production is a challenging process”, said Guy Alroy, CEO of PLMplus “To support that process, PLMplus integrated the key features commonly found among multiple systems into a single, affordable solution, geared towards SMBs.” Alroy added “We are very excited with the release; when comparing feature by feature, capability by capability PLMplus provides the mid-size medical manufacturer superior value.”

PLMplus is scalable, easy-to-use and affordable solution delivered in an on-demand manner. As a cloud based (SaaS) solution, PLMplus provides mid-size manufacturer significant advantages including; no software costs, no implementation expenses, minimum training and no hardware equipment to purchase. Cloud based also means that collaboration with contract manufacturers, suppliers, and others is done online and in real-time from anywhere.

PLMplus uses leading edge technology to enhance usability and enable high grade performance: from data visualization, to the handling of heavy sized data transfer over the web. Developed in state-of-the-art Microsoft Silverlight technology, PLMplus provides a rich user experience over a standard browser.

PLMplus is currently accepting selected candidates for its private beta. Interested applicants can register for the PLMplus beta at [http://www.plmplus.com/category/Join\\_Beta](http://www.plmplus.com/category/Join_Beta)

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## ***Purple Platypus Launches the First Fully-Assembled, Color 3-Dimensional Printer Priced Under \$4,000***

May 18 2009

Purple Platypus, a leading Southern California distributor of 3D printing systems, launched the BFB 3000 Panther, the first fully-assembled, color 3-dimensional printer available in the United States under \$4,000.

Manufactured by Bits from Bytes Ltd. of North Somerset, United Kingdom, the BFB 3000 Panther enables businesses, industrial designers, architects, manufacturing firms, and hobbyists to purchase

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affordable rapid prototyping equipment for the first time. The BFB 3000 Panther prints quick and affordable models and parts from computer aided design (CAD) files. The printer is standalone, uses an SD card, and requires no computer connection.

"The BFB 3000 Panther is the first and only commercially-available 3D printer of its kind," stated David Cox, president of Purple Platypus. "Budget-conscious businesses and consumers will finally be able to design and manufacture new products in-house without breaking their budget."

"We wanted to develop a 3D printing solution that is both affordable to buy and affordable to run, so businesses can take advantage of this previously expensive technology," stated Bits from Bytes Sales Director Andy MacLaren. "With the BFB 3000 Panther, businesses can get their products into consumers' hands quickly and affordably."

## About Purple Platypus

Purple Platypus markets, sells, and services 3-dimensional printing systems and supplies. Established in 2007, the company provides a full line of 3D printing solutions -- from Objet Geometries' award-winning Connex500 to the budget-friendly BFB 3000 Panther by manufacturer Bits from Bytes. Based in Orange County, California, the company is the exclusive Southern California, Arizona and southern Nevada distributor of Objet 3D printers, and the exclusive U.S. commercial distributor of Bits from Bytes' BFB 3000 Panther 3D printer.

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## ***Siemens PLM Software Redefines CAD/CAM/CAE Productivity and Product Development Decision Support with NX 7 Software***

20 May 2010

[Siemens PLM Software](#) announced the latest enhancements added to [NX™ software](#), the company's integrated computer-aided design, manufacturing and engineering analysis (CAD/CAM/CAE) solution.

Presented at The World Exposition Shanghai China 2010 (Expo 2010), the latest enhancements to NX 7 include significant new functionality throughout all aspects of the software. In addition, NX, together with [Teamcenter® software](#), Siemens PLM Software's digital lifecycle management system, are the first products to support Siemens PLM Software's new High Definition PLM (HD-PLM) technology framework, unveiled today in a [separate announcement](#).

"Our new HD-PLM technology framework, delivers a visually intuitive environment in NX to enhance the decision making process throughout product development and create significant value for our customers and our industry," said Joan Hirsch, vice president of Product Design Solutions, Siemens PLM Software. "The value of this release is further magnified not only by the strength of its many enhancements, but also for the balanced level of new functionality added throughout the software's various product design, analysis and part manufacturing modules, which can produce end user productivity gains of as much as 80 percent."

## **High definition decision making in product development**

With the launch of the high definition 3D (HD3D) environment announced last year and enhanced in the latest release of NX, Siemens PLM Software begins to execute on its vision to instill HD-PLM technology into all of its enterprise solutions. HD3D unites the powers of NX and Teamcenter under the HD-PLM technology framework to visually and intuitively deliver the information necessary to

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understand, collaborate, and make decisions in a globally distributed product development environment.

HD3D delivers on the four tenets of HD-PLM with a product development decision support and analytics solution that personalizes the user's experience by placing them in the proper context, assists proactively with task accomplishment to help make collaborative decisions, clarifies the user's experience by presenting information intuitively and validates user decisions against established rationale. An efficient alternative to navigating and processing lists of attribute data and manually correlating them to 3D product models, HD3D enables the user to visually comprehend PLM data with interactive navigation, and to drill down to details as needed. Viewing a product's 3D representation, users can easily get into the right context to instantly answer questions about project status, design changes, team responsibilities, issues, problems, cost, suppliers and other attributes. Color-coding, on-screen tagging and legends enable fast visual assessment and interpretation of product development issues and decision criteria.

HD3D also works with NX validation checking tools, providing direct visual interaction that accelerates the validation of product designs against requirements. Visually rich feedback allows the user to monitor critical functional requirements throughout development, supporting rapid decision making with a high level of confidence to ensure and maximize product quality.

“Siemens PLM Software has shifted up a gear with this release and is extending the HD-PLM concept with integration of HD3D across a wider spread of its product range,” said Al Dean, Editor-in-Chief and Co-Founder, DEVELOP3D Magazine. “The ability to use NX and Teamcenter to visualize data often hidden inside a database in a graphically and contextually rich manner enables rapid assessment of a wide variety of product development issues and potential bottlenecks. That, in turn, allows everyone involved in the process to make informed decisions with a higher degree of confidence and much greater efficiency. This should result in a big productivity boost for their customers.”

## **Redefining product design productivity**

In addition to its support of HD-PLM, NX 7 contains a wealth of new features and enhancements to redefine product development productivity. Enhancements to NX 7 within its tightly integrated CAD applications include rapid design tools such as streamlined sketch creation, extension of synchronous technology to transform freeform modeling and new DraftingPlus tools to dramatically enhance 2D design and drafting.

- New rapid design tools accelerate 2D profile creation and positioning, automatically inferring constraints and modeling intent. As result, the time needed to create models from scratch can be reduced by up to 50 percent.
- The integration of groundbreaking synchronous technology with NX freeform modeling dramatically alters the advanced shaping process by making it easy to work with any geometry, including imported models. Users can start with simple prismatic or analytic geometry and use advanced shaping tools to form complex organic models in significantly less time.
- Additional extensions of synchronous technology offer enhancements to patterned features, assemblies, thin-walled geometry, blends, chamfers, and streamlined methods for geometry re-use.
- NX DraftingPlus is a new set of design tools that further enhance the 2D functionality in NX and its integration with 3D models. A role-based interface puts the user in the right context for 2D

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design work, and robust functionality such as powerful curve creation and modification tools along with the ability to generate 3D geometry from 2D curves, eliminates steps and streamlines the product design process. NX DraftingPlus enables full, single-system integration of 2D and 3D design workflows, eliminating any need to use separate 2D CAD software.

## **Redefining product analysis and simulation productivity**

The NX design and analysis environment has already been proven to dramatically reduce the amount of time engineers spend validating product performance as the design evolves. The latest release of NX delivers the largest number of enhancements ever made to its CAE functionality. These enhancements redefine CAE productivity by further improving integration with product design, extending NX CAE leadership in multi-physics solutions and launching new offerings that correlate digital simulation models with measured test data. As a result, engineers can make better decisions in less time to create superior products.

- Integrated design and CAE productivity is further enhanced in NX 7 with new model preparation workflows that assist users working with complex geometry, meshing thin-walled parts, enhancing beam and bolt modeling, and much more. Many enhancements streamline the flow of data between design and analysis including significant improvements to laminate composite analysis workflows. Through its intuitive approach to the finite element modeling of assemblies, NX simplifies the way analysts work with large complex models and allows engineers to work with systems models that update as design fidelity increases.
- NX CAE expands its outstanding integration with the broadest set of solver technologies by adding new integrated multi-physics solutions that include durability and motion analysis with flexible bodies, as well as more solutions for structural, thermal and flow analyses. Analyzing part flexibility in mechanisms is important because it can affect the geometry and lead to serious design issues. With NX 7, engineers can validate designs using higher fidelity models that combine elastic deformation and rigid body motion to evaluate the effect of component flexibility on mechanism performance and durability.
- NX 7 introduces two new CAE products, NX Finite Element (FE) Model Correlation and NX FE Model Updating. These new offerings represent an analysis-oriented system, with an intuitive user interface that is tailored to the needs of the CAE analyst. They provide a complete, integrated system for modal analysis, pre-test planning, test-analysis correlation and model updating.

“When analysis results demand design changes, we can apply these efficiently using synchronous technology,” said Jerry Baffa, Project Engineer, Research Department, Damen Shipyards. “Re-meshing is effortless and results in very short design cycles.”

## **Redefining part manufacturing productivity**

The combination of the integrated CAM and CMM capabilities in NX represent one of the world’s most sophisticated software solutions for part manufacturing. NX 7 further redefines part manufacturing productivity with the introduction of two new applications that put the user in the context of a specific programming task, dramatically reducing the time needed to program complex turbo-machinery components, and maximizing the efficiency of offline coordinate measuring machine (CMM) programming.

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- NX Turbomachinery Milling accelerates the NC programming process for complex 5-axis multi-bladed rotational parts. This integrated NX CAM application for blisk and impeller machining offers a set of automated, context-specific functions that greatly simplify the task of creating the smart tool paths necessary for these complex parts. The new capability is supported by a wide range of existing functions in NX CAM such as machining simulation that is driven directly from the post processor output, helping to validate NC programming decisions. NX Turbomachinery Milling can help produce higher-quality results in half the time of ordinary milling software.
- NX CMM Inspection Programming works in the context of a 3D solid model environment that includes the coordinate measuring machine and the part. Driven by automation, inspection features and probing paths are generated directly and automatically from the PMI (product and manufacturing information) data attached to the 3D design model, producing potential reductions in inspection programming time as high as 80 percent. This integrated application is complete with simulation and collision avoidance to help validate CMM programming decisions, and machine and probe library content to significantly improve CMM programming efficiency.

“NX Turbomachinery Milling offers a significant productivity advantage for the NC programmer with an application designed especially for blisk and impeller programming, while the highly automated NX CMM functionality makes inspection programming an integral part of the PLM process,” said Dr. Charles Clarke, noted CAD/CAM consultant and writer. “This latest release of NX takes Siemens PLM Software into a new level of part manufacturing productivity.”

Siemens PLM Software is providing an overview of NX 7 today at EXPO 2010 in Shanghai and again next month at the Siemens PLM Connection Americas User Conference in Dallas, Texas. For more information on NX 7, please visit <http://www.siemens.com/plm/nx7>.

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## ***Vero USA Announces the Release of VISI 18***

18 May 2010

Vero Software announced the upcoming release of VISI 18 later this year, a substantial release with many new features in all areas of the product with a continued focus on tool design and manufacture.

VISI Modeling is the base platform for all VISI products and version 18 delivers an updated GUI with graphic sliders that allow the user to dynamically interact with the working area to push or pull features and apply other system commands. One major CAD development is the introduction of geometry deformation tools that provide a technical leap forward and deliver exciting new features such as complex spring back deformation, draft application and organic shape editing. These new features will greatly benefit existing users who have to adapt customer data and also support more aesthetic markets such as product design or cosmetics.

VISI Machining has been updated with a number of tools to further enhance the automated Compass Technology including a new method to manage the smallest distance between two or more sides of a geometric feature. This distance can be used to identify the smallest tool diameter for a pocket or define other machining variables. Other CAM developments include improved 3D constant step over, an improved 3D combi-finishing routine, updated rapid management and improved drilling cycles with a new wizard application for the construction of complex multi-operation cycles.

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Sheet metal development has been significantly improved with dynamic animation of the forming process and a batch procedure for developing multiple components simultaneously with a report for each piece. When working with imported geometry, fillet radii is often missing but required for blank development or step-by-step unfolding. VISI 18 introduces a new tool to automatically apply blend radii to inner and outer sharp edges. Other developments include new options for body interference checking and also a new tool to automatically create the hard inserts for die plates and apply relief holes to the corners. Finally, Vero has extended their partnership with CADENAS and has integrated PartSolutions V9 into the tooling suite, VISI Mold and VISI Progress.

VISI 18 completes the full integration of VISI Flow and now the plastic injection analysis and simulation can be launched and calculated from directly within VISI, eliminating the need of model preparation for analysis. Importantly, the calculation results are also visible within the same CAD environment providing the perfect toolset for comparing the original model against the warped prediction data after the molding process. VISI Flow also includes the ability to work with shell models and introduces a virtual resin laboratory that allows users to create and test different kinds of resin grades. The 'Virtual Laboratory' is based on intelligence included within the VISI Flow material database and works by following an interactive iterated approximation. The application is able to put together data coming from different databases and different grades by following a wizard based on user instructions such as polymer family, density and MFI.

Also included is the first release of VISI PEPS-Wire. After Vero's acquisition of Camtek Limited, VISI PEPS-Wire represents over 2 years of development and combines the class-leading technology of PEPS Wire with Vero's Parasolid based geometry-engine. The first release of VISI PEPS-Wire will introduce automated 2 and 4 axis feature recognition, dramatically improved geometry tools and combined Milling and Wire EDM cutting strategies.

Gerard O'Driscoll, R&D Director for Vero explains, "Using VISI as a development platform will allow PEPS customers to introduce further productivity tools such as modeling, progression tool design, mold tool design, and multi-axis machining. While there will be a new user-interface to learn, the machining technology and core PEPS product will still be very familiar to existing users."

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## ***Vision 2000 International Releases New Version of VisualPLM.net***

May 19 2010

Montreal-based Vision 2000 International Inc. -- a developer of end-to-end software solutions for apparel, footwear and accessories applications -- has released version 3.10 of its VisualPLM.net® product lifecycle management (PLM) software for fashion and softgoods retailers, brands, manufacturers and suppliers. The updated software has advanced change management capabilities, which, according to Vision 2000, improve system usability, increase productivity and offer time savings to merchandising and product development teams along with their vendor partners.

Version 3.10 offers features including improved data migration tools that facilitate the import of product information; Cost Factor Loading, which enables import of company-specific costing factors or rules used to calculate product costs; integration of the Crystal Reports® Engine within VisualPLM.net; Mass Update tools, which allow one or more data fields to be instantly updated; Cross Block Cascading, which refines choices presented in drop-down lists; Multi-Level Spec Fit, which enables users to efficiently manage different fit sessions; Grid Data Management, which enhances users' control over

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information displayed in a grid format; Tech Pack Tab Management, which enables users to show, hide or reorder templates in a tech pack; and Collapsible Headers and Tabs, which gives users improved visibility of working components.

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