

## Contents

<b>CIMdata News</b>	<b>2</b>
Autodesk's Focus on Enabling Industry Machinery Manufacturers (CIMdata Commentary)	2
"Autodesk's Evolution as a PLM Solution Supplier" A New Program Review from CIMdata	5
<b>Company News</b>	<b>7</b>
Agilent Technologies Announces YouTube Channel for Agilent EEsof EDA	7
Autodesk Manufacturing Community Kicks Off Voting for 2009 Inventor of the Year	7
Autodesk Renews Commitment to Clean Tech Partner Program	9
Delcam Appoints FeatureCAM Sales Representative for Texas	11
EMC Documentum Records Manager Achieves Latest U.S. Department of Defense 5015.2 Certification	11
Joe Walsh Launches intrinSIM	12
Karlheinz Peters Joins intrinSIM to Run International Business Development	12
Microsoft Names Susan Hauser to Lead Worldwide Industry Sectors and Global Accounts	12
New Channel Lead Kevin Gilroy Joins SAP America	13
Razorleaf Joins Aras Partner Program	14
SAP and Hasso Plattner Ventures Announce Joint Strategic Investment in RIB Software	14
Siemens PLM Software's Technology Used in 90 Percent of the Vehicles on Display at the North American International Auto Show	15
Sustainable Minds and IDSA Partner to Advance Greener Product Design Knowledge and Practice	16
Synopsys VLSI Design Curriculum Adopted at Five Regional Centers of Excellence in India	17
Zuken Announces E <sup>3</sup> .WireWorks Reseller in U.S. for New England and Mid-Atlantic	19
<b>Events News</b>	<b>20</b>
Agilent Technologies to Showcase Latest High-Speed Digital Design Techniques at DesignCon 2010	20
CNC Software, Inc. Unveils Mastercam® X4 for SolidWorks® at SolidWorks World 2010	21
COE 2010 Annual PLM Conference & TechniFair Technical, Hands-on Education	21
Delcam's SEACAM to Show Latest Dental Developments in Brazil	22
Innovation with WorkNC®DENTAL CAD/CAM software at Dental Forum 2010	24
Magma Announces Dates and Locations for Worldwide MUSIC User Conferences, Issues Call for Papers --	
New Contest Lets Users Define Agenda	24
Omnify Software to Showcase SolidWorks Interface at SolidWorks World 2010	25
ProSTEP iViP Symposium 2010 - Program Has Just Been Released	25
Roland and MecSoft Demonstrate Seamless Design-to-Model Workflow at SolidWorks World	26
SPESA EXPO 2010 Attendee Registration Opens Online	27
TraceParts 3D Catalogs to be Presented at the SolidWorks World 2010 Conference	28
<b>Financial News</b>	<b>29</b>
ANSYS To Release Fourth Quarter and Year-to-Date 2009 Earnings on February 25, 2010	29
Apache Design Solutions Closes 2009 with Record Quarter and Record Year	29
Dassault Systemes Schedules Fourth Quarter and Full Year 2009 Results Webcast and Conference Call for February 11, 2010	30
IBM Reports 2009 Fourth-Quarter and Full-Year Results	30
<b>Implementation Investments</b>	<b>34</b>
AgustaWestland Selects MSC.Software to Improve Helicopter Design	34
Apache's Power and Noise Solutions for Chip-Package-System Convergence Adopted by Sigma Designs for Digital Media SoCs	35
Calhoun Sportswear Selects Visual 2000 End-2-End Solutions	36

# CIMdata PLM Industry Summary

---

CENIT Claims First CATIA V6 Order	36
Delcam's ArtCAM Express Used to Create Moon Beam Mandolins	37
Elfa International AB Makes a Big Investment in Online Services for Their Customers	37
Equipois Lends Gravity-Defying Hand to Manufacturers, with Boost from SolidWorks	39
Erik Buell Racing Selects ThinkDesign to Lead Sportbike Innovation	39
Symetrics Industries Purchases Valor's Automated DFM Verification Software	40
TEHAMA Signs onto WFX Web PLM	41
WorleyParsons Significantly Increases Usage of AVEVA Plant Solutions	42
<b>Product News</b>	<b>42</b>
Avatech Solutions Releases Commercial Version of 'Avatech Utilities for Revit	42
AVEVA Announces Stronger Partnership with Z+F	43
Blue Ridge Numerics Announces CFdesign 2010 Fully Supports NX 7	44
CD-adapco Unveils Latest Version of Industry Leading Engine Simulation Toolkit	44
GibbsCAM 2010 Ships With Multiple Enhancements; Includes New Plunge Roughing, Additions to 5-axis and Advanced 3D Machining, Plus 64-bit Implementation	45
Informative Graphics Corporation Releases Brava! 6.2 for Open Text Content Server	47
Linx/AS Announces Release of Best Practices Solution for SAP Recipe Management	48
Localized Version of Vectorworks 2010 Now Available in Japan	48
Multi CAD 3D Visualization Data Access Now Available for Enterprise Applications	49
NRX Drives Business Process Compliance with Latest Release of Visual Information for Plants (VIP)	50
PTC And Sener Partner to Offer Integrated Shipbuilding Solutions	50
Reglera Becomes a PTC Strategic Service Partner to Optimize Efficiencies of Integrated Product Lifecycle Management (PLM) and Quality Management System (QMS) Solutions for the Regulated Life Sciences / Medical Device Industry	51
Revolutionizing SAP PLM-based Process Management; New cenitCONNECT solution helps avoid unnecessary costs	53
Sage Announces Availability of Sage ERP X3 Version 6, a World Class Solution for Mid-Sized and Larger Businesses	53
Tecnomatix 9.1 Highlights	55
TopSolid 2010 on its Way	56

## CIMdata News

### *Autodesk's Focus on Enabling Industry Machinery Manufacturers (CIMdata Commentary)*

21 January 2010

Industrial machinery (IM) is one of the broadest and most diverse industry segments in the PLM industry. IM is both a market unto itself and a major component of other industry sectors. Industrial machines have a strong presence within many other industries, i.e., process industries. Some of the other industry sectors are built using industrial machinery. Examples of industrial machinery include:

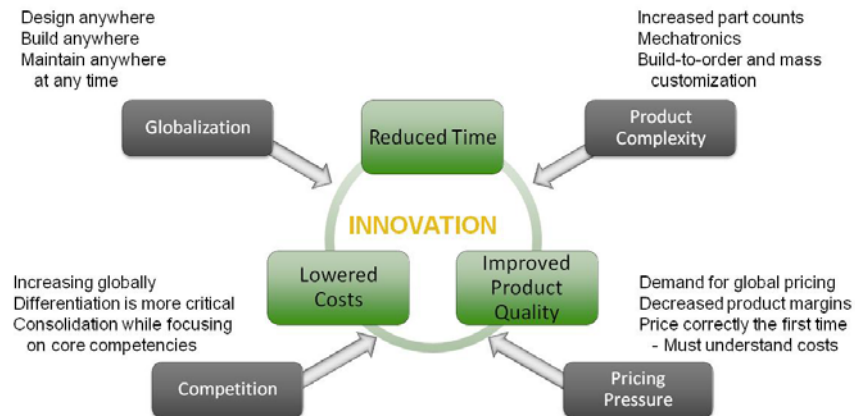
- Specialty process equipment (e.g., food handling or material handling equipment)
- Mechanical drives and power transmission, engines and turbines
- Industrial heating, cooling and environment controls
- Machine tools and high tech machinery and equipment
- Industrial electrical and electronic equipment
- Mining, agricultural and construction equipment

# CIMdata PLM Industry Summary

- Others

Because of the wide use of various types of industrial machines, we see a significant overlap between the IM sector and others, particularly in their manufacturing operations. This CIMdata Commentary looks at the IM market and Autodesk's position as a supplier of solutions for that industry.

As shown in the following figure, IM designers and engineers are facing the same pressures as their counterparts in other industrial sectors: deliver more innovative products faster, with continually better quality and a lower cost and now with sustainable, eco-friendly environmental design.



A key characteristic of the IM market sector is the increasing complexity of machines and machine tools. This is being driven by the need for companies to have more flexible operating and production (as well as manufacturing) environments so that they can quickly reconfigure machinery and respond to market demands. Increased machine complexity is putting pressure on the ability to design, validate, produce, and deploy those machines more effectively. Companies need not only get more innovative products to market faster; they are under pressure to continually improve the quality of those products as well as ensure that they comply with regulatory requirements and green design initiatives.

Another characteristic is the need to improve the productivity of designers and engineers. In order to develop better innovative industrial machine products, designers need to be able to develop and analyze complex designs more and more quickly. They need to be able to evaluate multiple design options and make better informed design decisions. This requires having more robust and more comprehensive design tools, including integrated analysis and simulation capabilities. Today's designers and engineers must be multi-discipline-enabled so that they can come up to speed on a given project as quickly as possible. Companies need to have staff that can be easily deployed across projects and work in multiple disciplines to better leverage their engineering resources for maximum productivity. Additionally, industrial machinery equipment suppliers are starting to realize the

# CIMdata PLM Industry Summary

---

benefits of sharing designs with their customers to integrate their equipment and machinery into their customer's larger scale plans.

Autodesk has had a major presence within the IM industry for many years. Historically, AutoCAD (and various modules) was the primary tool used by many of the companies designing and manufacturing industrial machines, particularly in small- to medium-sized companies. While AutoCAD continues to be used extensively, Autodesk Inventor is now being adopted within IM manufacturers throughout the world. We estimate that Autodesk's direct revenues from industrial machinery are approximately 40% of their Manufacturing Solution revenues. Because of its historical position within SMBs and other IM manufacturers, Autodesk continues to be a leader in providing tools and now solutions to the IM industry.

Today, Autodesk Inventor and other competing tools are being rapidly adopted within the IM design community as companies migrate from 2-D drawing systems to 3-D modeling and design solutions. Its tools and solutions are used by a wide range of companies from very small ones or two-person shops to large enterprises. Autodesk's publicly-stated strategy is to bring its concept of Digital Prototyping to the IM industry with a focus on three areas: attainability, scalability, and cost-effectiveness.

These attributes are important for companies in the IM market as they strive to acquire new solutions that will help drive more affordable innovation and better enable them to remain competitive. The industrial machinery market as described earlier is very diverse, crosses multiple industries and a wide range of companies, each having different business and market needs. Rather than developing tools for a specific set of customers (e.g., large or small), Autodesk's stated strategy is to deliver a range of products that are suitable for any IM business.

As a leading supplier to the IM market, Autodesk has been continually improving the tools and solutions they provide. Traditionally Autodesk has been perceived as a supplier of applications focused on individual productivity to multiple segments of the PLM market, but not as a supplier of full PLM platform environments or solutions. Though Inventor is Autodesk's flagship product for IM, Autodesk has integrated multiple products to provide more comprehensive domain solutions.

Autodesk is also beginning to focus its efforts on the Digital Factory to deliver expanded solutions for the IM market. One of their major efforts is to support manufacturing operations with tools to outline manufacturing layout using Navisworks for Manufacturing. Additionally, Autodesk is now providing capabilities to allow Digital Prototyping solutions to communicate more effectively with the Building Information Modeling process and the Revit product family. According to Autodesk, Inventor is now able to generate simplified intelligent models for use in Revit, allowing architects, engineers, builders, and facilities managers to coordinate how industrial machinery can be installed, commissioned, and operated within the facilities, plants, and buildings where it often resides. For the Digital Factory, this integration can help provide expanded capabilities for IM companies by enabling them to integrate factory, facility infrastructure and production line design with tool and

# CIMdata PLM Industry Summary

---

machinery design.

More recently, Autodesk has been combining multiple tools to create solution suites focused on specific industries. These solutions integrate multiple domains, e.g., mechanical CAD design and simulation and analysis by embedding key capabilities from specialized applications into their design tool solutions. This expanded breadth and depth of Autodesk's suite of manufacturing offerings has been supported by both acquisition of new technologies and applications and integration of other Autodesk products such as Revit into their suite of manufacturing offerings. Autodesk's states they are shifting from providing individual tools to solutions that should help their users be more effective and productive.

For its acquisitions, Autodesk is following a program of embracing the newly-acquired technologies and determining how to simplify and repackage them to be effective within the Autodesk suite of products. Their goal is to make the acquired technology available to as wide an audience as possible and they refer to this process of simplification and repackaging as "democratization" of the technologies. To Autodesk, democratization means to take niche and/or advanced technologies and products that are typically used by specialists and embed their functionality within Autodesk's solutions such as Inventor in order to provide solutions that more fully encompass the development lifecycle and make these capabilities more usable and affordable. Democratization is intended to help designers and engineers work within their standard environment, yet have the ability to perform tasks that would normally have been passed to a specialist or require launching another application and be able to evaluate designs faster and make more informed design decisions. This can help shorten product development times and reduce the cost of development.

Autodesk has done this in a variety of ways. One example is integrating and embedding simulation and analysis technologies obtained through acquisitions into Inventor. Another is integrating Navisworks with Inventor to help manufacturers better visualize complete manufacturing facilities including industrial machinery, factory floor models, and production lines.

The Industrial Machinery market is, and will continue to be a major PLM industry sector. Its impact on other sectors has continued to grow, therefore increasing the importance of improving IM product design and engineering. As with other industrial sectors, in order to be successful, IM manufacturers must better leverage their valuable engineering resources to develop and deliver innovative products faster than their global competition. Autodesk is working to provide more comprehensive solutions for the IM industry by integrating Inventor with its other products. Companies in the IM industry who are evaluating technology solutions should include Autodesk in their evaluation.

 [Click here to return to Contents](#)

***“Autodesk's Evolution as a PLM Solution Supplier” A New Program Review from CIMdata***

19 January 2010

# CIMdata PLM Industry Summary

---

CIMdata, the leading global Product Lifecycle Management (PLM) consulting and research firm released a new Program Review entitled “Autodesk’s Evolution as a PLM Solution Supplier.” This Review provides CIMdata’s perspective on the transition that Autodesk is executing to transform itself from a supplier of individual PLM-focused point solutions to a supplier of industry-focused solutions that can be the fundamental platform for a company’s overall PLM strategy. As examples, CIMdata describes the experiences of a number of Autodesk’s customers and their perceptions after having worked with Autodesk through this transition.

In this market environment, CIMdata views Autodesk as a company undergoing a significant transition in terms of its approach to the market and its resulting market position. Autodesk has been one of the largest suppliers of PLM applications for many years. However, Autodesk has traditionally been, and has been perceived as a supplier of applications focused on individual productivity to multiple segments of the PLM market, but not as a supplier of full PLM platform environments or solutions. Their family of tools has grown over the years, but Autodesk’s position has been a provider of those tools as individual point solutions. More recently, Autodesk has been combining multiple tools into an integrated suite of offerings that are provided as full solutions focused on specific industry problems. As part of this integration, Autodesk is embedding key capabilities from specialized applications (e.g., analysis tasks) into their design tool solutions so that users can perform those tasks without leaving their primary application. Autodesk’s Digital Prototyping theme is representative of this transition and focus on broader solutions.

Autodesk’s transition has been supported by the significantly expanded breadth and depth of their suite of manufacturing offerings. As an example, the more recent inclusion of Autodesk’s Revit into their suite of manufacturing offerings has extended this solution set even more. This makes the overall offering much more comprehensive and valuable for customers. This transition from providing a collection of interesting features and functions to delivering industry-oriented “solutions” is critical for Autodesk’s overall evolution. This program review presents CIMdata’s view of Autodesk’s evolution and transition to the role of a full PLM solution supplier. Copies of the “Autodesk’s Evolution as a PLM Solution Supplier” CIMdata review are available [here](#) at no cost.

## **About CIMdata**

CIMdata, a leading independent worldwide firm, provides strategic consulting to maximize an enterprise’s ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding more than 25 years ago, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM enabling technologies.

CIMdata works with both industrial organizations and suppliers of technologies and services seeking competitive advantage in the global economy. CIMdata helps industrial organizations establish effective PLM strategies, assists in the identification of requirements and selection of PLM technologies, helps organizations optimize their operational structure and processes to implement solutions, and assists in the deployment of these solutions. For PLM solution suppliers, CIMdata helps define business and market strategies, delivers worldwide market information and analyses, provides education and support for internal sales and marketing teams, as well as overall support at all stages of business and product programs to make them optimally effective in their markets.

In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world

# CIMdata PLM Industry Summary

---

from offices in North America, Europe, and Asia Pacific.

To learn more about CIMdata's services, visit our website at [www.CIMdata.com](http://www.CIMdata.com) or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 (734) 668-9922. Fax: +1 (734) 668-1957; or at Siriusdreef 17-27, 2132 WT Hoofddorp, The Netherlands. Tel: +31 (0)23 568-9385. Fax: +31 (0)23 568-9111.

 [Click here to return to Contents](#)

## Company News

### ***Agilent Technologies Announces YouTube Channel for Agilent EEsof EDA***

19 January 2010

Agilent Technologies Inc. announced the launch of the [Agilent EEsof EDA channel on YouTube](#). The channel features more than 100 informational videos with subtitles in 50 different languages. The videos offer detailed application information on the Advanced Design System, Genesys, SystemVue, and other electronic design automation software from Agilent EEsof. The channel is designed to provide tutorial information to Agilent's large installed base of users, or to anyone wanting to learn more about Agilent EEsof's design software and high-frequency design applications.

"As today's preeminent video-sharing Web site, YouTube provides an excellent centralized location for our many informational videos that we have produced over the past decade," said Kirt Kisling, marcom manager with Agilent's EEsof EDA organization. "Agilent EEsof is a global organization with a presence in more than 100 countries. By hosting our videos on YouTube, our worldwide customers can access our videos in a modern format and, using YouTube's translator, view these videos subtitled in their own language."

The Agilent EEsof YouTube channel is accessed through links on the [Agilent EEsof Web site](#). Product and application information is organized into playlists. For example, an [X-parameter\\* playlist](#) takes customers to videos featuring Agilent's X-parameter technology -- a new category of nonlinear network parameters for high-frequency design. Customers can choose this playlist or others to get tips on applying Agilent EEsof's products to their own specific application. Customers also can rate the videos they watch, leave comments and sign up to receive e-mail notification of new videos.

 [Click here to return to Contents](#)

### ***Autodesk Manufacturing Community Kicks Off Voting for 2009 Inventor of the Year***

19 January 2010

[Autodesk, Inc.](#) has announced the beginning of the official Inventor of the Year voting process.

The company is encouraging members of the manufacturing community to visit the Autodesk community website at <http://mfgcommunity.autodesk.com> to choose which of the 2009 [Inventor of the Month](#) recipients should be named Inventor of the Year.

The Inventor of the Month program recognizes the most innovative design and engineering advancements made by the extensive community using [Autodesk Inventor](#) software -- which takes manufacturers beyond 3D to Digital Prototyping. A digital prototype helps users design, visualize and simulate a product before it is built, reducing reliance on constructing multiple physical prototypes.

# CIMdata PLM Industry Summary

---

The Inventor of the Year is chosen from the monthly award winners for 2009. The monthly winner with the highest rating selected by community members will be named Inventor of the Year. The voting begins January 19 and closes February 19 at 5 p.m. ET.

Inventor of the Month winners for 2009 are as follows:

**January 2009:** [Ponderosa Roasting](#) is a specialty provider of coffee roasting machines. Ponderosa used Autodesk Inventor software to design and manufacture machines that give greater control over various aspects of the roasting process.

**February 2009:** [Cochlear BAS](#) engages in the research and development, manufacturing and marketing of bone conduction hearing solutions. Cochlear successfully used Inventor software to develop a digital prototype of the Baha bone conduction hearing solution.

**March 2009:** [Dynamic Structures](#) is one of the world's premier providers of dynamic, complex structures. The company is using Inventor software to accelerate design of the Thirty Meter Telescope, the ground-based astronomical observatory that will house a 20-story, 1,700-ton telescope.

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

**May 2009:** [Ulysse Nardin](#) is one of the world's premier watch manufacturers. Since 1846, Ulysse Nardin has received 4,300-plus awards in watchmaking as well as the greatest number of patents in mechanical watchmaking. Using Inventor software, Ulysse Nardin cut development time for a new watch in half.

**June 2009:** [Syncromatics](#) is a provider of transit ITS solutions, specializing in bus tracking, automated passenger counting, passenger information systems and route analytics. Bus riders know when the next bus will arrive and how many passengers are riding thanks to Syncromatics' solar-powered transit signs, developed using Inventor software.

**July 2009:** Australia-based design consultancy [Urban Art Projects](#) uses Inventor software to deliver large-scale, high-quality art and design works in a wide range of architectural and landscape projects. Inventor software helps UAP complete a digital prototype of each project, drastically reducing development time.

**August 2009:** [The A.T. Ferrell Company Inc.](#) designs and builds equipment used to process, condition and convey grains, feeds, chemicals, minerals, seeds, spices and other powder and bulk materials. It relies on Inventor software for the design and engineering of its roller mills and other industrial food processing machines.

**September 2009:** [MagnaFlow](#) is a leading manufacturer of performance exhaust systems and catalytic converters for trucks, SUVs, and American muscle, diesel and sport compact vehicles. MagnaFlow uses Inventor software to develop automotive components that not only help engines operate more efficiently and consume less fuel, but also reduce the amount of toxic emissions.

**October 2009:** [Icelandic Hydrogen](#) is a leading manufacturer of hydrogen gas generators and a developer of future energy infrastructure solutions in the renewable energy sector. Icelandic Hydrogen used Inventor products to design a complete on-board hydrogen energy system that powers the auxiliary

# CIMdata PLM Industry Summary

---

engine for one of Iceland's largest whale-watching vessels, enabling it to generate electricity on board with clean, sustainable energy rather than oil.

**November 2009:** [R-Design Studio Ltd.](#) is a design and engineering firm located in Budapest, Hungary. Its Nimrod Racing division uses Inventor software to create customized radio-controlled cars — many of them 1:10 scale models of classic vintage cars — for customers worldwide.

**December 2009:** [LEMO USA Inc.](#) uses Inventor products to design and customize high-quality precision connectors for a variety of applications focused on medical, instrumentation, military, automotive and broadcast markets.

## About the Autodesk Inventor of the Month Program

Each month, Autodesk selects an Inventor of the Month from the users of Autodesk Inventor software, which takes manufacturers beyond 3D to Digital Prototyping. Winners are chosen for engineering excellence and groundbreaking innovation. For more information about Autodesk Inventor of the Month, contact [IOM@autodesk.com](mailto:IOM@autodesk.com).

 [Click here to return to Contents](#)

## *Autodesk Renews Commitment to Clean Tech Partner Program*

21 January 2010

[Autodesk Inc.](#) announced at the Clean-Tech Investors Summit, a renewed commitment to providing clean tech companies with software grants through the [Autodesk Clean Tech Partner Program](#). Launched in July, the program was formed to help clean tech companies design and manufacture more sustainably.

“With Autodesk solutions, clean tech companies can use Digital Prototyping software to better understand the things they are going to build, allowing them to get their products to market faster, cheaper and with less risk,” said Carl Bass, CEO of Autodesk. “In addition, Digital Prototyping helps companies gain valuable insights into critical information such as total lifecycle costs and performance, return on energy, and other sustainability parameters.”

The following are recent examples of new Autodesk clean tech partners benefitting from the program:

- [Micromidas](#) is using [Autodesk Inventor software](#) to see the big picture and work more sustainably. The company uses bacteria to convert the waste from water treatment plants into biodegradable plastics. “Autodesk plays a key role in our development, allowing us to digitally prototype the dynamic flow processes central to the technology we are bringing to market,” said John Bissell, CEO of Micromidas. “Visualizing new products and complex ideas allows prospective investors and customers to better understand what they are getting.”
- [Springboard Biodiesel](#) is using Autodesk Inventor and [AutoCAD Electrical software](#) to save time and money. The company manufactures small-scale, biodiesel processors that enable local, profitable biodiesel production. “Interoperability between applications, quick generation of parts lists, the ability to create flat patterns, and intuitive file management features are among the many benefits helping us work more efficiently and effectively,” said Mark Roberts, CEO of Springboard Biodiesel.

# CIMdata PLM Industry Summary

---

- [Fiberforge](#) develops lightweight technologies to improve the fuel efficiency of automobiles, aircraft and other transportation vehicles. The company uses Autodesk's suite of [3D modeling applications](#) to take their ideas from design through engineering, manufacturing and marketing. "Autodesk allows us to speed up and improve our product development, machine design, plant design, and electrical engineering," said David Cramer, COO of Fiberforge.
- [Utility Scale Solar, Inc.](#) (USS) develops next-generation trackers, heliostats and drives for solar power plants. The USS product team uses [Autodesk Inventor Professional](#) to design their core standard products, as well as rapid prototyping to adapt specific drive versions for different solar plant requirements. "Autodesk Inventor has made it possible to make our core product lines ready for mass manufacturing in far less time than would otherwise have been possible. The Inventor suite also enables creation of custom OEM drive and tracker solutions, including great visualization and accurate BOM costs, within days instead of weeks," said Jonathan Blitz, CTO of USS. "Our customers cannot obtain that kind of turnaround anywhere else."

Additionally, Autodesk told investors at the [Clean-Tech Investors Summit](#) that as part of the company's renewed commitment to the partner program, it would begin working with more established clean tech companies such as [Enerdel](#) and [Tesla Motors](#). Enerdel is an advanced lithium-ion battery maker currently working with the U.S. Army and other major contractors. Tesla is a provider of high-performance electric vehicles. Enerdel will utilize Autodesk software solutions to create a [Digital Prototyping](#) process for the development of its next-generation lithium-ion batteries, while Tesla Motors will use Autodesk's 2D & 3D design software to design and style all-electric vehicles.

"Tesla Motors has been using [Autodesk Alias](#) to optimize and visualize our vehicle designs for some time," said Franz von Holzhausen, chief designer. "We look forward to expanding our partnership with Autodesk to rapidly accelerate our innovation, performance and time to market as we expand our all-electric portfolio."

Bass also said that beyond extending the program to 100 more grantees in North America this year, Autodesk will also be rolling out versions of the program worldwide to China and Europe later this spring.

## About The Clean Tech Partner Program

The Autodesk Clean Tech Partner Program grants software to early-stage clean technology companies to help them innovate more rapidly and get to market faster and at lower cost. Each Autodesk Clean Tech Grant recipient receives up to \$150,000 of design software including up to five licenses of:

- [AutoCAD Inventor Professional Suite](#)
- [Autodesk Showcase Professional](#)
- [Autodesk Vault Manufacturing](#)
- [Autodesk Navisworks Manage](#)
- [Autodesk Revit Architecture](#)
- [Autodesk Alias Design](#)

For more information, please visit [www.autodesk.com/cleantech](http://www.autodesk.com/cleantech)

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## ***Delcam Appoints FeatureCAM Sales Representative for Texas***

21 January 2010

CADCAM developer Delcam has expanded its North American sales team with the appointment of Jan Johnson as FeatureCAM Sales Representative for Texas. In his new post, Jan will be managing pre- and post-sales activity for FeatureCAM, Delcam's feature-based CAM system for milling, turning and wire EDM that combines cutting-edge technology with unsurpassed ease of use and programming speed.

"Jan has over 30 years of experience working with CNC manufacturers in Texas," said Blaine Duke, Delcam's Regional Manager for South Central USA. "Jan has proved in his previous sales positions that his experience in providing machining solutions for CNC machine shops, plus his relationships with people, will make him very successful. I'm excited to see the FeatureCAM growth that will take place following his appointment."

Prior to joining Delcam, Jan was employed at AmTTech in Houston, Texas, as a Sales Engineer where he was responsible for selling Doosan Infracore Machine Tools in the city and surrounding areas.

For more information contact:

Delcam

275 East South Temple Ste. 305

Salt Lake City, UT 84111

877 335 2261

 [Click here to return to Contents](#)

## ***EMC Documentum Records Manager Achieves Latest U.S. Department of Defense 5015.2 Certification***

21 January 2010

EMC® Corporation announced that EMC Documentum® Records Manager 6.5 has achieved Department of Defense (DoD) 5015.2-STD version 3 certification for both standard and classified records. In addition, EMC has extended the certification beyond electronic records management through the pairing of Records Manager with EMC SourceOne™ Email Management and EMC Centera® content addressed storage system to provide customers with a certified e-mail records management solution.

DoD 5015.2 is the de facto software standard which provides implementation and procedural guidance on the management of records in the Department of Defense. It sets forth mandatory baseline functional requirements for records management application (RMA) software used by the DoD components in implementing their records management programs; defines required system interfaces and search criteria that RMAs shall support; and describes the minimum records management requirements that must be met based on current National Archives and Records Administration (NARA) regulations.

"Achieving DoD 5015.2 version 3 certification for Documentum Records Manager is a testament of our commitment to make information governance actionable for our customers," said Jeff Bettencourt, Vice President and General Manager of Information Governance Product Group, Content Management and Archiving Division at EMC. "EMC's information governance solutions provide archiving, e-discovery and records management of electronic and physical content, including e-mail. The certified pairing of

# CIMdata PLM Industry Summary

---

Records Manager with SourceOne Email Management and Centera means that customers can consistently enforce retention and disposition policies against all content in a secure repository and preserved on the industry's leading storage system to meet legal and regulatory standards."

Records Manager is certified as compliant with several other standards in the U.S. and Australia as well as supports international records management guidelines such as ISO 15489. [EMC](#) plans to apply for MoReq2 certification this year to address European customer requirements.

 [Click here to return to Contents](#)

## ***Joe Walsh Launches intrinSIM***

January 2010

Joe Walsh founded [intrinSIM](#) in late 2009 with the intention of enabling rapid next generation application development based on more than 30 years of experience and expertise in the CAE, CAD, interoperability and component software industries.

Joe Walsh was most recently the VP Business Development for Simmetrix where he was responsible for sales, marketing and business relationships. Before joining Simmetrix he was VP of Worldwide Sales for IronCAD LLC, VP of North American Sales for Spatial Corp., partner and founder of New Renaissance, President/CEO and co-founder of FECS Inc. the North American subsidiary of FECS, Ltd. of Cambridge UK, President/CEO of PAFEC Inc. the North American subsidiary of PAFEC Ltd. of Nottingham UK, Director of Engineering Applications for Clevenger Corporation and 8+ years in engineering analysis positions specializing in CAD/CAE integration, CAE automation, and design optimization.

 [Click here to return to Contents](#)

## ***Karlheinz Peters Joins intrinSIM to Run International Business Development***

January 2010

Karlheinz Peters has been involved with engineering software for more than 25 years. He has held positions in general and sales management as well as product and industry marketing. Before joining [intrinSIM](#), Karlheinz was Sr. Director Emerging Technologies at MSC.Software. He was President of pioneerSOLUTIONS, a Simulation Based Design company, and was instrumental in the acquisition of this start-up by MSC. Before Pioneer he held positions as President and COO at ESI CFD Inc., a subsidiary of ESI-Group, Paris, France; Sr. VP Product Operations at CFDRC, technology leader in multi-physics CFD and Sr. VP Worldwide Sales at Spatial Technology. Karlheinz holds an Electrical Engineering degree from the University for Applied Sciences in Gelsenkirchen, Germany.

 [Click here to return to Contents](#)

## ***Microsoft Names Susan Hauser to Lead Worldwide Industry Sectors and Global Accounts***

19 January 2010

Microsoft Corp. announced Susan Hauser's promotion to vice president of Worldwide Industry and Global Accounts. She replaces Brian Scott, who has assumed his new role as general manager of the Health & Life Sciences Industry. Hauser will continue to lead the Worldwide Financial Services Group as the search continues for her successor.

# CIMdata PLM Industry Summary

---

In her new role, Hauser will lead and have accountability for Microsoft's Worldwide Commercial Industry Sectors, including Worldwide Financial Services, Worldwide Distribution and Services, Worldwide Manufacturing and Resources, and the Global Accounts Organization. She will oversee the industry strategies, marketing, solution development, partner development, thought leadership and executive relations, ensuring the full extent of Microsoft's industry visions and value propositions are realized globally. Hauser brings over 20 years of deep customer, vertical technology, sales and management experience to this role.

"I'm excited by the challenge of leading a very strong Worldwide Industry and Global Accounts team in helping our enterprise customers and partners respond to the 'new normal,'" said Susan Hauser, vice president of Worldwide Industry and Global Accounts. "Our No. 1 priority continues to be to ensure that our customers and partners realize the most business value from their relationships with Microsoft. I look to meeting this challenge by leveraging the combined strength of our Worldwide Industry and Global Accounts organizations to ensure that our industry solutions are tightly aligned to the needs of our top accounts and other enterprise customers."

Among her considerable accomplishments, Hauser was responsible for creating Microsoft's first Financial Services organization with the goal of developing a deeper understanding of Microsoft's financial services industry customers and aligning the company's efforts to better meet their business needs.

Hauser is a board member for the nonprofit organization NPower in New York and has been recognized as a noteworthy role model by Exploring Posts and LISNET for her contributions to the community, youth and women. Hauser currently lives in Westchester County, N.Y., with her husband and two sons. She will be relocating to Redmond in the near future.

 [Click here to return to Contents](#)

## ***New Channel Lead Kevin Gilroy Joins SAP America***

19 January 2010

Kevin Gilroy has joined SAP AG as a vice president responsible for leading the channel and business development functions within the SAP small and midsize business organization in North America. Gilroy is tasked to drive indirect revenue through key SAP partners and develop new business opportunities by extending the SAP channel partner ecosystem and alternate channels.

Prior to joining SAP, Gilroy was president for its Enterprise Computing Solutions division of Arrow Electronics, where one function of his responsibilities included the launch of a small and midsize business division. He also served as president and CEO of OnForce, an online marketplace for buyers and sellers of IT services. Gilroy spent 24 years of his professional career at HP, where he held various positions including his most recent position as senior vice president of HP's worldwide small and medium business segment.

Gilroy will report directly to Tom Cooper, senior vice president, SME United States, SAP North America.

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## ***Razorleaf Joins Aras Partner Program***

21 January 2010

Aras® announced that Razorleaf Corporation, a consulting services provider for PLM, PDM/TDM, Enterprise Portals, and Design Automation, has joined the Aras Partner Program.

[Razorleaf](#) specializes in process analysis, implementation, training and support of enterprise technologies including Product Lifecycle Management, Product Data Management / Technical Data Management, Enterprise Portal, and Design Automation solutions to help companies become market leaders through the measured application of technology and best practices to existing business processes.

“Aras is a very powerful enterprise PLM software solution suite that fits well into both large global companies as well as small and mid-sized businesses,” said Eric Doubell, President of Razorleaf. “The fact that Aras has gotten rid of all of the PLM license costs makes enterprise-wide PLM truly economical for the first time, and the advanced Web services technology means that Aras can be easily connected to existing systems for cross functional collaboration and seamless data exchange.”

“[Aras](#) is proud to welcome Razorleaf to the corporate community and the partner program,” said Peter Schroer, President of Aras. “Razorleaf’s extensive enterprise PLM deployment experience means that companies of all sizes throughout the US have a go-to provider with deep knowledge of PLM best practices and a proven track record.”

 [Click here to return to Contents](#)

## ***SAP and Hasso Plattner Ventures Announce Joint Strategic Investment in RIB Software***

21 January 2010

SAP AG and Hasso Plattner Ventures announced they have made a minority co-investment in RIB Software AG (RIB), a leading technology company in the construction industry. The investment underscores SAP’s commitment to fuel the development of innovative solutions built on the integration of RIB iTWO and SAP® software.

The construction industry is one of the most important worldwide industrial segments, and exhibits excellent growth potential for RIB and SAP. Due to the increasing industrialization and digitalization of construction processes, there is a rapidly growing demand for new software applications that integrate project and enterprise resource planning (ERP) processes on the basis of digital construction models. RIB and SAP will cooperate to offer model-based editing of project and ERP processes. The solutions are intended to improve efficiency and to increase value creation in executing and monitoring construction and business processes.

"As part of the [SAP](#) ecosystem, our solutions integrated with business processes using the SAP infrastructure will significantly help advance our global market share and generate international growth," said Michael Sauer, executive board member, RIB Software AG. "Working together with SAP, we plan to deliver a thoroughly industrialized and digitalized platform for handling construction processes. By using these technologies, a reduction in total construction costs of up to 30 percent may occur, based on what was experienced by other industries, such as the automotive and aerospace industries."

RIB offers solutions that cover the entire value creation chain in the construction, plant engineering and infrastructure sectors. With over 12,000 customers worldwide, RIB is a leading software provider for the

# CIMdata PLM Industry Summary

---

construction industry. At the same time, RIB software forms the link between computer-aided design applications (CAD) and ERP.

"We're pleased to make this investment in RIB, and look forward to co-innovating with them to deliver benefits to the entire construction industry," said Kevin Ichhpurani, senior vice president, SAP AG. "Customers may benefit from the delivery of innovative, powerful, modular and integrated solutions that help them handle their projects, potentially leading to increased efficiencies, improved business processes and reduced costs. RIB and SAP together can offer an integrated solution for the construction industry, as well as industries with similar processes, such as leveraging CAD information to estimate costs and execution processes."

"Hasso Plattner Ventures has a clear vision in its goal to help promising IT and Cleantech companies pave their way to becoming global leaders," said Eran Davidson, CEO of Hasso Plattner Ventures. "We are confident that with our experience, RIB will further strengthen its leading position in the construction industries on a global scale within the next years."

## **Hasso Plattner Ventures At a Glance**

Hasso Plattner Ventures was founded in July 2005 in Potsdam near Berlin, Germany. As a venture capital company, Hasso Plattner Ventures takes a minority stake in start-up businesses and supports them in accessing international markets. The main emphasis lies in investing in the segment of information technology. In 2008 a second fund was created, which has widened the focus to include Cleantech, as well as firmly established companies. SAP Co-Founder Prof. Dr. h. c. Hasso Plattner supplies the lion's share of investment capital, followed by InvestitionsBank Brandenburg, CMEA Capital, Shai Agassi and Arnon Katz. The portfolio companies benefit not only from the financial support but also from the know-how and highly qualified team. More information is available at [www.hp-ventures.com](http://www.hp-ventures.com).

## **About RIB**

RIB is one of the leading software providers for process and cost management solutions. At the same time, RIB software forms the link between computer-aided design applications (CAD) and enterprise resource planning systems (ERP). The RIB solutions cover the entire value creation chain in the construction, plant engineering, and infrastructure sectors. For more information, visit [www.rib-software.com](http://www.rib-software.com)

 [Click here to return to Contents](#)

## ***Siemens PLM Software's Technology Used in 90 Percent of the Vehicles on Display at the North American International Auto Show***

18 January 2010

Siemens PLM Software announced that its technology enabled the development of more than 90 percent of the vehicles that top selling automakers are exhibiting at the North American International Auto Show.

Siemens PLM Software's technology was used to plan, evaluate and coordinate the development and manufacturing engineering of these vehicles. Siemens PLM Software satisfies the needs of leading automotive original equipment manufacturers (OEM's) for managed collaboration across complex engineering functions and throughout the extended supply chain. By breaking down barriers between engineering functions, providing real-time access to information and performing analysis and

# CIMdata PLM Industry Summary

---

simulation, [Siemens PLM Software](#) has delivered double digit efficiency improvements.

In 2008, there were 68+ million cars produced globally by the top 50 Organization of Motor Vehicle Manufacturers and of those vehicles, Siemens PLM Software's technology was used in 64+ million. Industry analysts project that 2009 totals are even greater than 2008.

"Of the 16 OEMs producing more than one million vehicles annually, 15 use Siemens PLM Software's technology in the development and manufacturing of their vehicles," said Chuck Grindstaff, Executive Vice President, Products and Chief Technology Officer, Siemens PLM Software. "Overall, of the top 30 OEMs, 26 use Siemens PLM Software's technology in the development and manufacturing of their vehicles – more than any of Siemens PLM Software's competitors."

 [Click here to return to Contents](#)

## ***Sustainable Minds and IDSA Partner to Advance Greener Product Design Knowledge and Practice***

11 January 2010

Sustainable Minds, a greener product design software and information company, announced a partnership with the Industrial Design Society of America (IDSA), the leading organization representing product, interaction, experience and service design, to advance the adoption and integration of ecodesign and sustainability practices in product design. The partnership will bring together software and information to educate, inspire, and ensure that product development organizations have the knowledge, tools, and value systems in place to support greener product design practices.

Greener product design means designing the whole product system from a life cycle perspective. Understanding what this means and how to design this way is the first step – and Sustainable Minds Life Cycle Assessment (LCA) software helps bridge this information gap. The software enables rapid iteration and comparison of new product concepts, and provides quantified environmental performance information during the design process to help make design and manufacturing trade-off decisions.

"It's the optimal partnership to catalyze meaningful change," stated Terry Swack, CEO and co-founder of Sustainable Minds. "Our mission is to bring environmental sustainability to mainstream product development and manufacturing in an accessible, empowering, and credible way. Designers have the opportunity and responsibility to change organizations and culture through the products we value and use. Our partnership with IDSA allows us to deliver our ecodesign and life cycle assessment software directly to this community, enabling them to develop new knowledge, skills, and competencies to integrate environmental sustainability into their standard product design processes. We are excited about our partnership with IDSA, and will be offering training and discounted subscriptions to all types of IDSA members – professionals, educators and students – to help make this happen."

"At IDSA, our goal is to help prepare our members for the challenges that lie ahead, especially in the area of sustainability and ecodesign," stated Clive Roux, executive director of IDSA. "We are excited to now have a more effective tool in place to help designers plan for sustainability and environmental impact assessment. Together, with Sustainable Minds, we can work to advance the understanding and practice of whole systems and life cycle thinking in product design processes. We look forward to working with Sustainable Minds to help us deliver greener product design education to our membership."

Sustainable Minds' life cycle impact assessment methodology contains a next generation dataset based originally on the Okala 2007 impact factors, a module in the Okala curriculum guide. The guide was

# CIMdata PLM Industry Summary

---

developed under the auspices of IDSA, through financial support from the U.S. Environmental Protection Agency Design for the Environment Program, Eastman Chemical Company and the Whirlpool Corporation. Okala has proven to be a valuable resource used by design schools across the world, as well as individual design firms and corporations. For more information on the Okala curriculum guide, visit: <http://idsa.org/whatsnew/sections/ecosection/index.html>.

## About IDSA

The Industrial Designers Society of America (IDSA) is the world's oldest, largest, member-driven society for product design, industrial design, interaction design, human factors, ergonomics, design research, design management, universal design and related design fields. IDSA's core purpose is to advance the profession of industrial design through education, information, community and advocacy. IDSA organizes the International Design Excellence Award (IDEA) competition annually; hosts the International Design Conference and five regional conferences each year; and publishes Innovation, a quarterly on design, and designBytes, a weekly e-newsletter highlighting the latest headlines in the design world. IDSA's charitable arm, the Design Foundation, supports the dissemination of undergraduate scholarships annually to further industrial design education. The Society has an international presence with 27 local chapters in 27 different locations, providing opportunities to meet other designers, learn and get inspired. For more information, visit <http://www.idsa.org>.

## About Sustainable Minds

Sustainable Minds, LLC is a greener product design software and information company dedicated to bringing environmentally sustainable product design into mainstream design and manufacturing in an understandable, empowering and credible way. The company has deep knowledge of product design, life cycle assessment and environmental systems design, Web-based business, software design and customer experience. Sustainable Minds is the first on-demand, early-stage design decision support software and information service that estimates a product's potential life cycle environmental and human health impacts in a collaborative, learning work space. Customers include Yakima, Celestica, Whirlpool, Motorola, LUNAR, IDEO, Farm Design, Smart Design, Frog Design, MOTO Development Group, Pratt Institute and UCLA. In a Premium Strategic Relationship, Autodesk and Sustainable Minds are empowering companies to make more sustainable design decisions. With Inventor software for Digital Prototyping, Autodesk is helping take designers and engineers beyond 3D to address the most challenging environmental issues. More information about Sustainable Minds, founded in 2007 and headquartered in Cambridge Massachusetts, can be found at <http://www.sustainableminds.com>.

 [Click here to return to Contents](#)

## ***Synopsys VLSI Design Curriculum Adopted at Five Regional Centers of Excellence in India***

16 January 2010

Synopsys, Inc. announced the adoption of its comprehensive VLSI design curriculum in five regional centers of excellence across India: Visvesvaraya Technological University (VTU) in the State of Karnataka; Jawaharlal Nehru Technological University (JNTU) Hyderabad in the State of Andhra Pradesh; North East Technical Education Society (NETES) serving the State of Assam and eight other North East states; Bhubaneswar Institute of Technology (BIT) in the State of Orissa; and Chitkara University in the States of Punjab and Himachal Pradesh, where a Masters program in microelectronics was announced earlier.

Offered in collaboration with Seer Akademi, the program features a state-of-the-art computing

# CIMdata PLM Industry Summary

---

environment, use of Synopsys software tools and IC design flow, and access to experienced faculty. The curriculum will be used in classroom instruction, training and research to help advance the circuit design and fabrication knowledge of India's engineering graduates. Courses will be conducted via interactive online webinars, social networking media and live sessions with academic and industry experts. New programs in embedded systems, alternate energy, electronics entrepreneurship and smart grid technology will also be created. Courses are planned to be available starting fall 2010.

Developed by the Synopsys Armenia Education Department (SAED), the curriculum is part of the Synopsys Worldwide University Program. This educational model of university-industry cooperation was successfully implemented in Armenia, Russia and China before being adopted by universities in India. The program is aimed at training specialists to meet the complex design requirements of semiconductor industry companies. The goal is to provide a qualified workforce that has the knowledge and skills necessary to be quickly productive in the industry. Working with Seer Akademi, SAED will also provide the regional centers of excellence with the industry experts and academic faculty to supervise Master theses and PhD dissertations.

The centers of excellence in Punjab, Himachal Pradesh, Karnataka, Andhra Pradesh and the North Eastern Region are leading the way to implement critical educational programs to provide highly qualified engineers for India's growing high tech economy.

"Working with these regional centers of excellence is a key foundational step in enabling the developing Indian semiconductor industry by providing a skilled work force. Together, we intend to become an important source of [this key resource](#)," said [Rich Goldman, vice president of corporate marketing and strategic alliances at Synopsys](#).

"With the growth of the electronics in India, we need to establish new ways to create a workforce skilled in using the latest advanced technologies or we may not be able to keep up with the opportunities that come our way," said Prof. Srikanth Jadcherla, chairman and CEO of Seer Akademi. "This initiative is powerful because it combines advanced education and research to build an entrepreneurial ecosystem in the region. This ecosystem can play an important role in fostering the technology talent India will need. Synopsys has been successful in establishing practices to help develop a highly qualified workforce in several other countries. We want to bring this success to the Indian students."

"Karnataka is home to most of the prominent IT companies and multi-nationals of India," said Vice-chancellor Prof. H.P.Khincha at VTU. "We are pleased that Reva Institute in Karnataka is initiating a collaboration with Synopsys, the EDA industry leader, and Seer Akademi, to bring VLSI education to our students. We hope many more colleges benefit from this program in the future."

"We see areas such as solar, wind and smart grids shaping the Indian landscape in the coming years," said Prof. Lalkishore, rector of JNTU Hyderabad. "We have hence initiated this collaboration with Synopsys and Seer Akademi to make this happen. Our graduates are sought the world over due to various such programs undertaken by JNTU Hyderabad."

"In the northeastern region of India, except for Assam, there was hardly any facility for technical education and advanced research until about five years back. Besides the governments, now the private engineering colleges are coming up with a mission and vision to initiate serious research and training facilities. NITS Mirza, under North East Technical Education Society is one such establishment that has forged ahead with generous support from Synopsys and Seer Akademi for training the engineering students for better employability," said Dr. A. K. Gogoi, president of NETES. "We have severe problems of communication in the region, coupled with getting qualified technical personnel. In this

# CIMdata PLM Industry Summary

---

regard, Seer Akademi has helped us bridge the gaps, with Synopsys bringing us close to the international standards of training and research.”

“Bhubaneswar Institute of Technology in Orissa has been founded by eminent academicians from the USA to offer world-class technical education and research. The VLSI-embedded systems program offered by the Synopsys University Program and Seer Akademi aligns well with the core expertise of the founding members of BIT and its original roadmap,” said Prof. Rabi Mahapatra, chairman and founder of BIT. “This synergistic relationship will significantly foster the growth of electronics education and help enable development of electronics companies in India that compete globally.”

## About Seer Akademi

Seer Akademi is a pioneer in electronics education helping Indian colleges and universities achieve world-class programs in VLSI and embedded systems. Its methodology focuses on a combination of local and online faculty with skill-matrix-based learning. Seer is an educational content provider for Synopsys University Programs. Visit Seer Akademi online at <http://www.seerakademi.com>

 [Click here to return to Contents](#)

## ***Zuken Announces E<sup>3</sup>.WireWorks Reseller in U.S. for New England and Mid-Atlantic***

21 January 2010

Zuken has announced that CADD Edge, Inc. has joined its E<sup>3</sup>.WireWorks reseller network in the U.S. With this solution in their portfolio, CADD Edge, a leading SolidWorks reseller, will be able to address a longstanding need shared by many of their customers – the ability to perform electrical design in collaboration with 3D mechanical design. Zuken’s E<sup>3</sup>.WireWorks closely integrates with SolidWorks Premium Routing and PDM Enterprise solutions, providing a complete design solution from design concept through physical realization and manufacturing output.

Most products and systems today have both mechanical and electrical content. SolidWorks handles mechanical design efficiently and accurately, but the electrical content increasingly requires a specialized tool such as E<sup>3</sup>.WireWorks. Having the ability to use E<sup>3</sup>.WireWorks in conjunction with SolidWorks allows mechanical and electrical designers to work together in the virtual 3D world. This shift toward greater collaboration in the design process saves time and reduces errors in their design projects.

Marcel Matte, COO CADD Edge, Inc., commented, "E<sup>3</sup>.WireWorks is an important addition to our SolidWorks engineering and business solutions. It will allow us to displace older, inefficient electrical design systems that many of our users struggle with today. It will also strengthen our relationship with our customers by providing them with another essential element in their design flow."

"As one of the premier resellers of SolidWorks in North America, we are pleased to have CADD Edge join our channel partner network," said Tony Cadwell, Worldwide Reseller Manager for Zuken EAS.

"Their knowledge and expertise enable them to provide top-level service and support for our joint customers."

For more information on E<sup>3</sup>.WireWorks please visit [www.zuken.com/e3wireworks](http://www.zuken.com/e3wireworks).

For further details about CADD Edge, Inc. visit [www.caddedge.com](http://www.caddedge.com)

 [Click here to return to Contents](#)

## Events News

### *Agilent Technologies to Showcase Latest High-Speed Digital Design Techniques at DesignCon 2010*

19 January 2010

Agilent Technologies Inc. will demonstrate how its wide array of high-speed digital tools can address multi-gigabit design challenges in the areas of measurement and simulation. Attendees can connect with Agilent experts at [DesignCon](#), Booth 301, from Feb. 1-4, 2010 at the Santa Clara Convention Center.

Agilent's high-speed digital solutions address high-performance probing, signal integrity, high-speed interconnect analysis/simulation, jitter analysis, FPGA debug, FBD/DDR memory analysis, Serial-ATA analysis, PCI Express<sup>®</sup> analysis, HDMI 1.3, DisplayPort, Gigabit Ethernet and Fibre Channel. Agilent will demonstrate how its tools provide views into the time and frequency domains and can reveal underlying problems and enable improvements in multi-gigabit designs.

An Agilent sponsored event at DesignCon 2010 is a presentation by Dr. Eric Bogatin, president of Bogatin Enterprises titled "Practical Magic: Signal Integrity Problems Disappear Using the Right Tools." [A 1-minute preview is available on YouTube.](#)

Agilent will demonstrate the following at DesignCon 2010.

"Getting the Right Answers Fast with [Agilent ADS](#)". Signal integrity engineers who face the multi-gigabit/s barrier, look to ADS for to address [high-speed effects such as distortion, mismatch and crosstalk](#). The ADS Stereo Viewer with NVIDIA 3D Vision allows users to actually see current density and EM fields in 3D. Agilent's ADS DDR3 Compliance Design Kit is a [2010 DesignVision Finalist](#);

"Simplify De-embedding with Breakthrough Calibration Technology [Using the Agilent N1930B-5xP Physical Layer Test System \(PLTS\) Advanced Calibration Software](#)". The demonstration uses state-of-the-art calibration algorithms to exploit symmetric fixture geometry to easily extract s-parameters of test fixture;

"[Debug Your Toughest High-Speed Serial Interconnect Designs with the Agilent E5071C ENA Vector Network Analyzer](#)". This new one-box solution provides simultaneous analysis in both time and frequency domains and significantly exceeds what was possible with traditional solutions;

"Achieve Comprehensive PDN (Power Distribution Network) Component Measurements with [Agilent's E5061B LF-RF ENA Network Analyzer](#)". The E5061B LF-RF ENA features 5 Hz to 3 GHz in one box, accurate milliohm measurements, DC-DC converter loop analysis, and a built-in DC bias source for capacitor measurements;

"Get measurements of high-speed differential clock jitter up to 7GHz or 12 GHz with Agilent's new [U1818A/B Active Differential Probes](#) with the [E5052B Signal Source Analyzer](#)";

"Get Unmatched Real-Time Measurement Accuracy with Agilent's Real-Time Scopes". The [Infiniium DSA/DSO90000A Series scopes](#) deliver superior signal integrity, barrier-breaking memory depth, and unmatched signal analysis and debugging. See how the newly introduced InfiniSim application, probe de-embedding and virtual probe position transformations, give the 90000A family more accuracy and flexibility in measuring the "real" signal of interest;

"The Highest Accuracy in Waveform Analysis with Agilent's [86100C/86108A Scope](#)". This scope measures high-performance devices more accurately than any scope in the world and performs jitter analysis on long patterns, such as PRBS31; and,

# CIMdata PLM Industry Summary

---

“Simplified Receiver Tolerance Testing for USB 3.0 and SATA”. [Agilent’s new J-BERT N4903B](#), a [2010 DesignVision Finalist](#), delivers accurate receiver characterization and compliance testing with new analysis capabilities of retimed and coded data and second-channel option.

DesignCon is the definitive event for electronic design experts spanning chip, package, board, and system domains, addressing common issues in signal integrity, power management, interconnection, and design verification.

Agilent experts also will offer various technical presentations. For more information and a free pass to the event, visit [www.agilent.com/find/DesignCon](http://www.agilent.com/find/DesignCon). Since 1998, Agilent has been a sponsor of DesignCon in partnership with the International Engineering Consortium (IEC).

 [Click here to return to Contents](#)

## ***CNC Software, Inc. Unveils Mastercam® X4 for SolidWorks® at SolidWorks World 2010***

January 2010

SolidWorks World 2010 will feature the latest in the line of Mastercam machining software. Stop by booth # 414 at the Anaheim Convention Center, Anaheim, CA, January 31 - February 3, for a look at *Mastercam X4 for SolidWorks*, a fully integrated CAM application that runs in SolidWorks. SolidWorks users can now program their parts directly within SolidWorks using Mastercam’s toolpaths and machining strategies.

*Mastercam for SolidWorks* provides a full suite of cutting strategies, including Feature Based Machining (FBM) and 3D High Speed Machining (HSM) toolpaths. *Mastercam for SolidWorks* also delivers a powerful set of automated cleanup toolpaths, letting you get parts off the machine faster and with little or no handwork.

*Mastercam for SolidWorks* offers many benefits to both the Mastercam and SolidWorks communities alike. It relies on familiar, shop-tested parameter screens and processes, and presents a machining tree that provides quick access to any point in the machining process.

In addition to conventional 2D programming such as pocketing and contouring, *Mastercam for SolidWorks* offers a range of high power machining functions:

**Dynamic Milling** creates a constantly adapting toolpath that delivers more consistent cutting conditions and allows use of the entire tool flute length.

**High Speed Machining** can deliver a faster turnaround and a superior finish.

**Peel Milling** assures efficient constant climb milling between two selected contours or along a single contour. When cutting hardened material, the peel mill toolpath allows you to use the full flute depth of the cutter and avoid taking many shallow cuts.

There are many more toolpaths in *Mastercam for SolidWorks*. For more information, please visit [www.mastercamforsolidworks.com](http://www.mastercamforsolidworks.com).

 [Click here to return to Contents](#)

## ***COE 2010 Annual PLM Conference & TechniFair Technical, Hands-on Education***

January 2010

# CIMdata PLM Industry Summary

---

High-caliber education, technical training, networking and more are offered at the [COE 2010 Annual PLM Conference & TechniFair](#), held April 18-21, 2010 at the Rio All-Suite Hotel in Las Vegas. Immediately-applicable education, efficient implementation processes and industry best practices will be presented by and for users of the Dassault Systèmes PLM solutions – CATIA®, ENOVIA®, DELMIA®, SIMULIA® and 3DVIA®.

**Just Released** – Explore 100+ user-driven, technical, hands-on education and training opportunities presented by leading industry experts at the COE 2010 Annual PLM Conference.

All sessions are arranged into [tracks](#), making it easier for you to customize your learning experience by selecting the curriculum that best meets your professional needs. Click on any link below to view technical sessions within the track.

[Product Definition](#)

[Manufacturing](#)

[Information Management](#)

[Engineering Analysis and Simulation](#)

[Infrastructure, Development, Deploy and Admin](#)

[Industry Solutions](#)

[Education & Training](#)

[COE University](#)

## **Registration:**

**February 19:** Early-registration cut-off. Save \$300 by [registering](#) on or before this date.

**March 22:** Hotel discount cut-off. Achieve the convenience of staying at the [host hotel](#) for the COE 2010 Annual PLM Conference & TechniFair at a low nightly rate

## **COE Members-only Even**

To attend the COE 2010 Annual PLM Conference & TechniFair, you must be a COE member in good standing (2010 dues paid). If you have not attended a COE event in the past or are unsure of your membership status, contact COE HQ at [coe@coe.org](mailto:coe@coe.org).

 [Click here to return to Contents](#)

## **Delcam's SEACAM to Show Latest Dental Developments in Brazil**

22 January 2010

Delcam's Brazilian reseller SEACAM will demonstrate the latest versions of the DentCAD dental design software and the DentMILL dental machining system at the CIOSP exhibition in Sao Paulo from 31st January to 3rd February. Also on display will be the PartMaker software for the manufacture of dental screws and instruments, plus the Imetric dental scanner.

This event will be part of a growing emphasis on the healthcare industry at SEACAM during 2010. Like Delcam itself, SEACAM will use its many years of experience with CAD/CAM to help medical

# CIMdata PLM Industry Summary

---

companies in Brazil to increase productivity, reduce lead times and cut costs, and so provide a higher-quality service to their patients.

The 2010 version of DentCAD includes a completely new interface, an integrated data management module, an expanded library of standard tooth designs and improved STL file output for rapid prototyping equipment, as well as a number of enhancements to the design options, while the new DentMILL has additional five-axis machining options.

The improved DentCAD interface features a reduced number of toolbars to allow the maximum screen space for design, while the icons have been made bolder and clearer. Even dental technicians with limited experience of computer-aided design will find the software easy to learn and to use.

The new data management module makes it easier to record the details of the patient and dentist, and the restoration and material type etc. It enables a smooth process flow between the scanner used to collect the initial data, DentCAD and DentMILL.

Among the design enhancements is the automatic creation of a prep-line as soon as the restoration design is started in DentCAD. The prep-line is the most critical area of the design as it marks the border between the tooth and the gum, and so determines the accuracy of the fit of the restoration. The automatically-generated line can be edited by the user if required.

To reduce the chances of failure of the restoration in manufacture or, even worse, after fitting, DentCAD now lists any areas where the thickness of teeth fall below a chosen set of minimum parameters. The text description of any problem areas is reinforced by a colour map which highlights all the surfaces that fall below the specified requirements.

The extra five-axis machining options in DentMILL will make it easier to program the manufacture of dental bars, implant bridges and customised abutments. In addition, the previous options for the production of copings, bridges and abutments in ceramics and titanium have been enhanced. In particular, the ability to use multithreading technology has reduced calculation times for users with multi-processor computers.

As well as broadening the range of dental restorations that can be produced, the use of five-axis machining helps to reduce material wastage, minimise hand-finishing operations by removing undercut regions, and give more flexibility when machining difficult parts and materials such as hard-state Zirconia.

PartMaker is Delcam's dedicated machining software for the programming of turn-mill equipment and Swiss-type lathes. Using PartMaker rather than manual programming helps to reduce set-up times, while the unique synchronisation options keep cycle times to a minimum. The machines are used extensively in the dental and medical industries for the manufacture of items including dental screws, prosthesis and operating equipment.

The Imetric scanner uses state of the art white-light scanning technology for unparalleled measurement accuracy and, therefore, outstanding fit in the finished restoration. The equipment is simple to use and includes many advanced features such as multi-die scanning, which allows the user to start the design process on the first item while the remaining models are still scanning.

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## ***Innovation with WorkNC®DENTAL CAD/CAM software at Dental Forum 2010***

19 January 2010

Running from 4-6 February, Dental Forum 2010 in Paris is the ideal venue for dental professionals to view the latest innovations within their industry. SESCOI will be demonstrating its WorkNC®DENTAL automatic CAD/CAM software for the machining of prostheses on stand D85 and in collaboration with partners Dental Wings (Euromax), Willemin Macodel, Yenadent and Witech.

Using a complete and open solution from specialist partner suppliers, prosthetists can scan, model, program and machine crowns and bridges in zirconia, chrome cobalt or titanium, cost effectively. SESCOI, a key player in the Prodentec project aimed at developing technologically advanced methods of prosthesis manufacture and traceability, has created a highly automatic and easy to use dental CAD/CAM system that is well within the capabilities of dental technicians unfamiliar with CNC machining techniques.

In acknowledgement of the potential of the WorkNC Dental automatic CAD/CAM software and the skill of the developers behind it, SESCOI has been classified as an innovative company by OSEO, an organization dedicated to providing technology transfer and financial support to small and medium sized businesses in France.

Within the automated programming provided by WorkNC Dental automatic CAD/CAM software, CAD data produced from a 3D scan is nested to optimize the utilization of the zirconia or hard metal blanks. Support pins are then defined to locate the caps and bridges during manufacture. Automated margin line definition makes it easy to define this crucial area of the prosthesis while cutting wizards tailored to suit each type of material produce optimized 5-axis toolpaths with just one click, including the automated drilling of compound angled holes for abutments.

High quality prosthetics produced by these methods can be manufactured quickly and accurately without specialist machining knowledge. With a combination of dental scanning and modeling, WorkNC Dental automatic CAD/CAM software CNC programming and the right dental milling machine, practitioners now have an easy and affordable way of providing digital prosthesis manufacture to their clients at a very competitive cost.

 [Click here to return to Contents](#)

## ***Magma Announces Dates and Locations for Worldwide MUSIC User Conferences, Issues Call for Papers -- New Contest Lets Users Define Agenda***

19 January 2010

Magma Design Automation Inc. announced dates and locations for the 2010 Magma Users Summit on Integrated Circuits (MUSIC) user conferences. MUSIC Silicon Valley will be conducted at the Doubletree Hotel in San Jose on March 10, MUSIC China will be March 23 at the Shanghai Hotel in Shanghai and MUSIC India will be March 30 at the Taj Residency in Bangalore.

A call for papers has been issued encouraging submissions from Magma users on a wide range of analog and digital design topics. In a new offering for the 2010 MUSIC events, Magma is soliciting additional topics from users. Users whose suggested topics are added to the agenda will win a Dell Inspiron Mini netbook.

"The increasing complexity of system-on-chip design brings out the best in engineering creativity," said

# CIMdata PLM Industry Summary

---

Rajeev Madhavan, Magma chief executive officer. "We're continually amazed at the novel and innovative ways our customers use Magma's software to solve these tough problems. The MUSIC conferences provide users an opportunity to share and learn how to fully leverage the Magma software on their next-generation designs. And attendees can look forward to Magma's launch of several next-generation EDA solutions to conquer the growing gap between Moore's law and the cost of silicon design."

## **MUSIC: Forum for Ideas**

An annual event held in key semiconductor hubs, MUSIC provides a forum for Magma users to exchange ideas, discuss common problems and to explore solutions related to the design and manufacturing of integrated circuits, as well as offers users an opportunity to meet with Magma R&D staff and product experts. The MUSIC program covers key elements of analog and mixed-signal semiconductor implementation from system-level design to tape-out for systems on chips, ASICs and ASSPs. Sessions headed by senior Magma staff provide users an opportunity to learn about the latest products, features and enhancements in the Magma software and to provide feedback for further development of Magma products.

For more information, to submit a topic idea or paper and to register, visit [www.magma-da.com/MUSIC](http://www.magma-da.com/MUSIC).

 [Click here to return to Contents](#)

## ***Omnify Software to Showcase SolidWorks Interface at SolidWorks World 2010***

19 January 2010

[Omnify Software](#) announced that it will demonstrate its SolidWorks interface at the [SolidWorks World 2010 Conference](#), being held from January 31-February 3, 2010 in Anaheim, CA. The 12th annual SolidWorks World Conference brings together designers, engineers, managers, and partners to discuss ideas, trends, and the technology shaping the future of product design. Show attendees will see how [OmnifyEmpower PLM](#) and SolidWorks® software allows customers to create a more efficient mechanical design and documentation process.

As a [SolidWorks Solution Partner](#), Omnify is recognized as a best-in-class solution that integrates directly with SolidWorks software. This integration provides SolidWorks users with the ability to utilize the Omnify PLM system to store and manage released Bill of Materials (BOMs) and associated files, automatically create BOMs from 3D assembly drawings, and gain access to an enhanced data set such as costs, status, availability, and vendor information. A demonstration will be given in kiosk 717B.

"Many of our customers use SolidWorks for their mechanical design and by leveraging this integration they are able to simplify and streamline their mechanical design process," stated Chuck Cimalore, CTO for Omnify Software. "We are very excited to participate in SolidWorks World 2010 in order to demonstrate our solution to the SolidWorks user community."

 [Click here to return to Contents](#)

## ***ProSTEP iViP Symposium 2010 - Program Has Just Been Released***

January 2010

The ProSTEP iViP association together with the sponsors Daimler AG and Siemens PLM extend an invitation to the next ProSTEP iViP Symposium. The event will be held under the motto „Smarter

# CIMdata PLM Industry Summary

---

Solutions for New Products“ on April 28th and 29th, 2010 in the Ludwig Erhard Haus in Berlin.

The program for the 2010 ProSTEP iViP Symposium features a wide variety of topics.

In 4 keynotes, 39 lectures and 3 workshops the program will offer manifold concepts and solutions for the current challenges in the product creation process.

Keynote speakers: are Mr. Chuck Grindstaff from Siemens PLM Software and Mr. James DeLaPort from Gulfstream.

This year the program will include two improvements:

- For the first time a Scientific Track will be featuring a whole series of interesting lectures from science and research.
- The time schedule is expanded in order to provide in addition to the lecture more opportunity for interesting and exciting discussions with your referees.

More detailed information on the program and registration is available at

<http://www.prostep.org/en/events/symposium-2010.html>

The early bird discount entrance fee has been extended until February 12th, 2010 a 10% discount.

 [Click here to return to Contents](#)

## ***Roland and MecSoft Demonstrate Seamless Design-to-Model Workflow at SolidWorks World***

19 January 2010

Roland DGA Corporation and MecSoft, the developer of VisualMILL for SolidWorks® and other computer aided manufacturing (CAM) software solutions, will demonstrate a new, subtractive rapid prototyping (SRP) workflow at the upcoming SolidWorks World show in Anaheim, California.

Located in Booth # 110, [MecSoft](#) will showcase its new 64-bit version of VisualMILL for SolidWorks, which enables designers to machine larger, more complex parts which were previously cumbersome or impossible to handle due to the memory limitations of 32-bit systems. Throughout the show, MecSoft will produce prototypes and parts on Roland's MDX-40A 3D milling machine which features the company's SRP technology. Roland's MDX series provides integration with VisualMILL for SolidWorks, and unlike additive prototyping systems, produces parts from non-proprietary materials including aluminum, ABS, Acetal, Nylon, acrylic, polycarbonate and a variety of woods, plaster and styrene. Roland's MDX-540 series will be on display in the Roland DGA exhibit, Booth # 743.

"With the new 64-bit version of VisualMILL, more complex files are handled with ease and MDX series tool paths are updated automatically for a seamless workflow from design to finished part," said Pedro Gonzalez, product manager for Roland. "This new solution fully integrates SolidWorks design and manufacturing processes and produces parts in materials that meet the requirements of finished parts and products."

"MecSoft Corporation's partnerships with SolidWorks and Roland bring together state-of-the-art design and machining software with one of the best-performing desktop machines in the industry," said Anita Anand, vice president, sales and marketing at MecSoft. "VisualMILL for SolidWorks, together with SolidWorks and the MDX series, offer a complete, powerful, easy-to-use and affordable design and manufacturing solution for the prototyping industry."

## **VisualMILL for SolidWorks**

VisualMILL for SolidWorks is based on MecSoft's VisualMILL CAM software that has over a decade of production testing and thousands of installations worldwide. VisualMILL has a powerful feature set that allows the user to generate 2-1/2, 3, 4 and 5 axis tool paths for producing SolidWorks 3D models. It comes with hundreds of free posts as well as the ability to generate new posts as needed. Compared to a stand-alone CAM system, VisualMILL for SolidWorks saves users countless hours by automatically updating tool paths as models change. The new 64-bit version of VisualMILL, when running on 64-bit Windows operating systems, can handle even larger, more complex files without the disk paging and memory thrashing typical of 32-bit systems running memory intensive applications.

## **Roland Subtractive Rapid Prototyping Technology**

Roland MDX 3D milling machines are based on the company's SRP technology which offers several advantages over additive rapid prototyping devices, also called 3D printers. SRP devices cost significantly less to own and operate while producing prototypes from a wider variety materials including aluminum, ABS, Acetal, Nylon, acrylic, polycarbonate and a variety of woods, plaster and styrene. With SRP, professionals can design prototypes using materials that closely match the substrate of the final product so that the integrity and mechanical attributes of the design are more accurately reflected. SRP achieves high repeat accuracy, produces tight tolerances and generates smooth surface finishes to exact specifications, without the fillers, sanding and coatings that can change the accuracy of the finished part. The Roland MDX line includes the MDX-540, a fast, accurate prototyping device, and the more compact, affordable MDX-40A.

## **Roland DGA Corporation**

Roland DGA Corporation and affiliated companies are pioneers in the development of digital technology for creative professionals. From its inception as part of Roland Music, Roland DGA Corp. has introduced a product line that continues to set new standards for precision, reliability and performance. Professionals worldwide rely on Roland solutions everyday in the sign, grand-format, sublimation, UV inkjet, digital graphics, vehicle graphics, fine art, photography, flexo, label, engraving and 3D modeling industries.

Headquartered in Irvine, CA, Roland DGA Corporation serves as the U.S.-based marketing, distribution and sales arm of Roland DG Corporation in Hamamatsu, Japan. Affiliated companies include Roland Corporation US in Los Angeles, CA and Rodgers Instruments LLC in Hillsboro, OR. Roland DG Corporation is listed on the Tokyo Stock Exchange.

 [Click here to return to Contents](#)

## ***SPESA EXPO 2010 Attendee Registration Opens Online***

19 January 2010

The Sewn Products Equipment & Suppliers of the Americas (SPESA) announced that free attendee registration for SPESA EXPO 2010 is now available online at <http://www.spesaexpo.com>. Executives and professionals from every business segment and functional department of the diverse fashion and sewn products industry can now register to attend this comprehensive industry event to be held on May 18-20 in Atlanta, Georgia (USA). As an integral part of Textile and Sewn Products Industry Week, SPESA EXPO attendees will need to register only once to gain entrance to all three co-located trade events, including Techtexil North America and ATME-I/Megatex.

# CIMdata PLM Industry Summary

---

In addition to show registration, the newly launched registration site also enables registrants to purchase discounted advance registration in the thirty industry issue workshops and seminars offered in the SPESA EXPO Forum. Other valuable tools available to attendees at the site include event schedules, local hotel information, business visa information and invitation letters for international travelers, and other important event and local area information.

“The SPESA EXPO registration site has been redesigned to make registering for the 2010 event easier while providing more information than ever before,” noted SPESA President Benton Gardner. “By registering in advance, attendees can also save money through discounts and package pricing on our comprehensive educational programs. Of course, the fact that a single badge gives attendees access to three major industry events is the ultimate convenience.”

## **About SPESA EXPO**

SPESA EXPO is a comprehensive exhibition and seminar event for the sewn products industry. It comprises all segments of the sewn products market, including apparel and fashion, auto and transportation interiors, footwear and accessories, home furnishings and upholstery, safety and protective gear, luggage and leather goods, and other technical and industrial textiles; and covers the entire concept-to-delivery sewn products lifecycle including design, development, production, and distribution. In 2010, SPESA EXPO will co-locate with Techtexil North America and ATME-I/Megatex on May 18-20 to form “Textile and Sewn Products Industry Week” in Atlanta, Georgia. SPESA EXPO is solely owned by SPESA. For more information, visit <http://www.spesaexpo.com>.

## **About SPESA**

Formed in 1990, the Sewn Products Equipment & Suppliers of the Americas (SPESA) is an industry association dedicated to suppliers (manufacturers and distributors of machinery, equipment, related parts and supplies, systems, technology, supply chain solutions, and other products and services for the development, manufacture, or distribution of sewn products) to the sewn products industries (apparel, upholstered furniture, home textiles, transportation interiors, leather goods, footwear, and technical/industrial textiles). SPESA speaks with a representative voice on matters that affect its member companies and provides a forum to advance its members’ interests in the global marketplace. SPESA promotes and coordinates business and social interaction and provides opportunities for the sharing of industry-specific and general business information for its members and their customers.

 [Click here to return to Contents](#)

## ***TraceParts 3D Catalogs to be Presented at the SolidWorks World 2010 Conference***

20 January 2010

As a member of the Trace Software Group, TraceParts ([www.traceparts.com](http://www.traceparts.com)) will join the 2010 SolidWorks World Conference being held in Anaheim, California, from Jan. 31-Feb. 3. The productivity benefits of the TraceParts 3D library of supplier's catalogs and its seamless integration with **elecworks**<sup>TM</sup> will be demonstrated in the Partner Pavilion, booth #109. TraceParts has been a SolidWorks Solution Partner since 1998 and it was the first to supply its catalogs on 3DContentCentral® as a content partner.

Time is precious and designers have better things to do than model off-the-shelf components for their projects. With over 100 million native 3D CAD models for SolidWorks, the [tracepartsonline.net](http://tracepartsonline.net) portal completely eliminates the time consuming process of finding and modeling international standard and manufacturers' components. The time saved in this way allows the designer to spend more time on the

critical stages of the design process.

TraceParts leveraged the SolidWorks openness to develop an extensive library of standard SolidWorks-native 3D parts. Designers from all industries, and especially those involved in Industrial Machinery, Tooling, Automotive and Aerospace design, benefit from all the most commonly used components from the largest names of the mechanical and electrical industries: Advantech, Asco Numatics, Bosch Rexroth, Cepex, CGI, Contrinex, Dirak, Euchner, Facom, Ganter, GGB, Halder, IFM, Igus, INA/FAG, Kabelschlepp, Legrand, Legris, Madler, Misumi, Nozag, Schmalz, Schmersal, Schneider Electric, Sherex, SNR, Stauffenberg, TEA, Trelleborg, Vanel and more.

 [Click here to return to Contents](#)

## Financial News

### ***ANSYS To Release Fourth Quarter and Year-to-Date 2009 Earnings on February 25, 2010***

20 January 2010

ANSYS, Inc. announced it expects to release its fourth quarter and year-to-date 2009 earnings on Thursday, February 25, 2010. The Company will hold a conference call conducted by James E. Cashman III, president and chief executive officer, and Maria T. Shields, chief financial officer, at 10:30 a.m. Eastern Time to discuss fourth quarter results and future outlook.

#### **Conference Call Information:**

**What:** ANSYS Fourth Quarter and Year-to-Date 2009 Earnings Conference Call

**When:** 2/25/2010 at 10:30 a.m. Eastern Time

**Where:** <http://investors.ansys.com>

The conference call dial-in numbers are (800) 860-2442 (US), (866) 605-3852 (CAN), or (412) 858-4600 (INT'L)

**Passcode:** ANSYS

The call will be recorded with replay available within two hours after the call at <http://investors.ansys.com> or at (877) 344-7529 (US) or (412) 317-0088 (CAN and INT'L)

**Passcode:** ANSYS

 [Click here to return to Contents](#)

### ***Apache Design Solutions Closes 2009 with Record Quarter and Record Year***

21 January 2010

Apache Design Solutions announced that the company has achieved record bookings and revenue in Q4, while maintaining profitability. In addition, the company had double digit growth from 2008 to 2009 and became the market share leader in power analysis, with over 65% of the total market.

In 2009, the company introduced Totem, the industry's first integrated power and noise integrity platform for analog and mixed-signal designs. Additionally, the company acquired Sequence Design Systems, which expanded their power and noise technology leadership to RTL designs. With these additions to the company's product portfolio, Apache offers comprehensive power and noise

# CIMdata PLM Industry Summary

---

methodologies from RTL to silicon, digital to analog, and chip to package and system.

“Apache’s continued investment in delivering first-in-class and best-in-class products has enabled us to demonstrate value to our customers in system cost reduction and risk mitigation, even during challenging economic times,” said Andrew Yang, CEO of Apache. “Our proactive customer support with unique domain knowledge also plays a critical role in our execution.”

 [Click here to return to Contents](#)

## ***Dassault Systemes Schedules Fourth Quarter and Full Year 2009 Results Webcast and Conference Call for February 11, 2010***

20 January 2010

Dassault Systèmes (DS) will host a webcast and a conference call on Thursday, February 11, 2010, to discuss its operating performance for the fourth quarter and full year 2009 ended December 31, 2009.

The management of Dassault Systèmes will host the webcast at 10:00 AM London Time - 11:00 AM Paris Time and will then also host the conference call at 2:00 PM London Time - 3:00 PM Paris Time - 9:00 AM New York Time.

Both the webcast and the conference call will be available via the Internet by accessing Dassault Systèmes’ website at <http://www.3ds.com/company/finance/>.

Follow the directions on the main page to link to the audio.

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

 [Click here to return to Contents](#)

## ***IBM Reports 2009 Fourth-Quarter and Full-Year Results***

19 January 2010

### **Full-Year 2009:**

- Record diluted earnings per share of \$10.01, up 13 percent; 7<sup>th</sup> consecutive year of double-digit EPS growth;
- Record net income of \$13.4 billion, up 9 percent;
- Gross profit margin of 45.7 percent, 6<sup>th</sup> consecutive year of increase;
- Record free cash flow of \$15.1 billion, up \$0.8 billion.

### **Full-Year 2010:**

- Earnings-per-share expectations of at least \$11.00.

### **Fourth-Quarter 2009:**

## CIMdata PLM Industry Summary

---

- Earnings of \$3.59 per share, up 10 percent;
- Revenue of \$27.2 billion, up 1 percent, down 5 percent adjusting for currency;
- Net income of \$4.8 billion, up 9 percent;
- Gross profit margin of 48.3 percent, up 0.4 points; up 21 of last 22 quarters;
- Pre-tax income of \$6.4 billion, up 10 percent;
- Pre-tax margin of 23.4 percent, up 1.9 points;
- Services signings of \$18.8 billion, up 9 percent;
- Global Services revenue up 2 percent, pre-tax income up 7 percent;
- Software revenue up 2 percent, pre-tax income up 10 percent;
- Systems and Technology revenue down 4 percent, pre-tax income up 15 percent;
- Growth markets revenue up 14 percent.

IBM announced fourth-quarter 2009 diluted earnings of \$3.59 per share compared with diluted earnings of \$3.27 per share in the fourth quarter of 2008, an increase of 10 percent.

Fourth-quarter net income was \$4.8 billion compared with \$4.4 billion in the fourth quarter of 2008, an increase of 9 percent. Total revenues for the fourth quarter of 2009 of \$27.2 billion increased 1 percent (down 5 percent, adjusting for currency) from the fourth quarter of 2008.

"We concluded a strong year with a solid performance in the fourth quarter in which we again delivered growth in margins, profit and earnings," said Samuel J. Palmisano, IBM chairman, president and chief executive officer. "IBM continued to benefit from our strategic transformation, offerings that our clients value in this economy, and our commitment to developing countries around the world.

"In 2009, we invested in opportunities such as Smarter Planet solutions, cloud computing and advanced analytics. These new capabilities position IBM to grow as the economy recovers. The increased operational leverage we have established by creating a globally integrated enterprise will enable us to drive greater profits as revenue growth returns. We are confident about 2010 and our ability to achieve the high end of our long-term roadmap."

The company said it expects full-year 2010 diluted earnings-per-share expectations of at least \$11.00.

From a geographic perspective, the Americas' fourth-quarter revenues were \$11.1 billion, a decrease of 3 percent (6 percent, adjusting for currency) from the 2008 period. Revenues from Europe/Middle East/Africa were \$9.7 billion, up 2 percent (down 7 percent, adjusting for currency). Asia-Pacific revenues increased 6 percent (down 3 percent, adjusting for currency) to \$5.8 billion. OEM revenues were \$648 million, up 5 percent compared with the 2008 fourth quarter. Revenues from the company's growth markets organization increased 14 percent (2 percent, adjusting for currency) and represented 20 percent of geographic revenues.

## CIMdata PLM Industry Summary

---

Total Global Services revenues increased 2 percent (down 5 percent, adjusting for currency); pre-tax income increased 7 percent. Global Technology Services segment revenues increased 4 percent (down 3 percent, adjusting for currency) to \$10.1 billion. Global Business Services segment revenues decreased 3 percent (9 percent, adjusting for currency) to \$4.6 billion.

IBM signed services contracts totaling \$18.8 billion, at actual rates, an increase of 9 percent (2 percent, adjusting for currency), including 22 contracts greater than \$100 million.

Signings in Consulting and Systems Integration and in Integrated Technology Services were \$7.4 billion, an increase of 1 percent (down 6 percent, adjusting for currency). Total outsourcing signings increased 15 percent (8 percent, adjusting for currency) to \$11.4 billion. The estimated services backlog at December 31 was \$137 billion at actual rates compared with \$134 billion at September 30, 2009, and compared with \$130 billion at year-end 2008.

Revenues from the Software segment were \$6.6 billion, an increase of 2 percent (down 4 percent, adjusting for currency) compared with the fourth quarter of 2008. Revenues from IBM's key middleware products, which include WebSphere, Information Management, Tivoli, Lotus and Rational products, were \$4.1 billion, an increase of 6 percent (flat, adjusting for currency) versus the fourth quarter of 2008. Operating systems revenues of \$621 million was flat (down 1 percent, adjusting for currency) compared with the prior-year quarter.

Revenues from the WebSphere family of software products, which facilitate customers' ability to manage a wide variety of business processes using open standards to interconnect applications, data and operating systems, increased 13 percent year over year. Revenues from Information Management software, which enables clients to leverage information on demand, increased 7 percent. Revenues from Tivoli software, infrastructure software that enables clients to centrally manage networks including security and storage capability, increased 7 percent, and revenues from Lotus software, which allows collaborating and messaging by clients in real-time communication and knowledge management, decreased 5 percent. Revenues from Rational software, integrated tools to improve the processes of software development, decreased 4 percent.

Revenues from the Systems and Technology segment totaled \$5.2 billion for the quarter, down 4 percent (9 percent, adjusting for currency) from the fourth quarter of 2008 -- but an improvement in the year-to-year revenue growth rate compared with the third quarter of 2009. Systems revenues decreased 5 percent (10 percent, adjusting for currency). Revenues from the System x servers increased 37 percent. Revenues from the converged System p products decreased 14 percent compared with the 2008 period. Revenues from System z mainframe server products decreased 27 percent compared with the year-ago period. Total delivery of System z computing power, which is measured in MIPS (millions of instructions per second), decreased 19 percent. Revenues from System Storage increased 1 percent, and revenues from Retail Store Solutions decreased 5 percent. Revenues from Microelectronics OEM increased 2 percent.

Global Financing segment revenues decreased 6 percent (12 percent, adjusting for currency) in the fourth quarter to \$621 million.

The company's total gross profit margin was 48.3 percent in the 2009 fourth quarter compared with 47.9 percent in the 2008 fourth-quarter period, led by improving margins in both services segments and Systems and Technology. Overall gross profit margins improved year to year for the 21<sup>st</sup> time in the last 22 quarters; total services gross profit margins improved year to year for the 19<sup>th</sup> time in the last 20 quarters.

## CIMdata PLM Industry Summary

---

Total expense and other income decreased 5 percent to \$6.8 billion compared with the prior-year period. SG&A expense decreased 5 percent to \$5.6 billion. RD&E expense of \$1.5 billion decreased 4 percent compared with the year-ago period. Intellectual property and custom development income decreased to \$313 million compared with \$328 million a year ago. Other (income) and expense was income of \$24 million compared with income of \$97 million from a year ago. Interest expense decreased to \$81 million compared with \$192 million in the prior year.

IBM's tax rate in the fourth-quarter 2009 was 24.6 percent compared with 23.8 percent in the fourth quarter of 2008 that included utilization of tax credits and a retroactive benefit from the U.S. research tax credit. The full-year 2009 tax rate was 26 percent, and IBM expects its full-year 2010 tax rate to be in that same range -- approximately 26 to 26.5 percent.

The weighted-average number of diluted common shares outstanding in the fourth-quarter 2009 was 1.34 billion compared with 1.35 billion shares in the same period of 2008.

### Full-Year 2009 Results

Net income for the year ended December 31, 2009 was \$13.4 billion compared with \$12.3 billion in the year-ago period, an increase of 9 percent. Diluted earnings were \$10.01 per share compared with \$8.89 per diluted share in 2008, an increase of 13 percent. Revenues for 2009 totaled \$95.8 billion, a decrease of 8 percent (5 percent, adjusting for currency), compared with \$103.6 billion in 2008.

From a geographic perspective, the Americas' full-year revenues were \$40.2 billion, a decrease of 6 percent (5 percent, adjusting for currency) from the 2008 period. Revenues from Europe/Middle East/Africa were \$32.6 billion, a decrease of 12 percent (6 percent, adjusting for currency). Asia-Pacific revenues decreased 2 percent (4 percent, adjusting for currency) to \$20.7 billion. OEM revenues were \$2.3 billion, down 15 percent compared with 2008. Revenues from the company's growth markets organization decreased 3 percent (up 1 percent, adjusting for currency) and represented 19 percent of geographic revenues.

Revenues from the Global Technology Services segment totaled \$37.3 billion, a decrease of 5 percent (2 percent, adjusting for currency) compared with 2008. Revenues from the Global Business Services segment were \$17.7 billion, down 10 percent (8 percent, adjusting for currency). Total services signings were \$57.1 billion. Software segment revenues in 2009 totaled \$21.4 billion, a decrease of 3 percent (1 percent, adjusting for currency). Pre-tax income for the total global services segment and software each exceeded \$8 billion. Systems and Technology segment revenues were \$16.2 billion, a decrease of 16 percent (15 percent, adjusting for currency). Global Financing segment revenues totaled \$2.3 billion, a decrease of 10 percent (7 percent, adjusting for currency).

The company's total gross profit margin was 45.7 percent in 2009 compared with 44.1 percent in 2008, led by improving margins in both services segments and software. Overall gross profit margins improved year over year for the 6<sup>th</sup> consecutive year.

The weighted-average number of diluted common shares outstanding in 2009 was 1.34 billion compared with 1.39 billion shares in 2008. As of December 31, 2009, there were 1.31 billion basic common shares outstanding.

Debt, including Global Financing, totaled \$26.1 billion, compared with \$33.9 billion at year-end 2008. From a management segment view, Global Financing debt totaled \$22.4 billion versus \$24.4 billion at year-end 2008, resulting in a debt-to-equity ratio of 7.1 to 1. Non-global financing debt totaled \$3.7 billion, a decrease of \$5.8 billion since year-end 2008, resulting in a debt-to-capitalization ratio of 16.0

# CIMdata PLM Industry Summary

---

percent from 48.7 percent.

IBM ended 2009 with \$14.0 billion of cash on hand and generated free cash flow of \$15.1 billion, up more than \$800 million year over year. The company returned \$10.3 billion to shareholders through \$2.9 billion in dividends and \$7.4 billion of share repurchases. The balance sheet remains strong, and the company is well positioned to take advantage of opportunities.

## Presentation of Information in this Press Release

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

### IBM Results

- presenting non-Global Financing debt-to-capitalization ratio;
- adjusting for free cash flow;
- adjusting for currency (i.e., at constant currency).

The rationale for management's use of non-GAAP measures is included as part of the supplementary materials presented within the fourth-quarter earnings materials. These materials are available on the IBM investor relations Web site at [www.ibm.com/investor](http://www.ibm.com/investor) and are being included in Attachment II ("Non-GAAP Supplementary Materials") to the Form 8-K that includes this press release and is being submitted today to the SEC.

## Conference Call and Webcast

IBM's regular quarterly earnings conference call is scheduled to begin at 4:30 p.m. EST, today. Investors may participate by viewing the Webcast at [www.ibm.com/investor/4q09](http://www.ibm.com/investor/4q09). Presentation charts will be available on the Web site prior to the Webcast.

Unabridged financials are available [here](#).

 [Click here to return to Contents](#)

## Implementation Investments

### *AgustaWestland Selects MSC.Software to Improve Helicopter Design*

19 January 2010

MSC.Software announced that AgustaWestland, a Finmeccanica Company and leading manufacturer in the global helicopter industry, has chosen MSC.Software [CAE tools](#) and [simulation management technologies](#) to power its "Advanced Simulation and Process management (ASaP)" project following a two-year evaluation.

The ASaP Project is a multi-year initiative to deliver optimally performing products faster while maintaining high reliability and quality. The cornerstone of the project is the "Helicopter Portal," a process management environment for simulation and Virtual Product Validation. Leveraging state-of-the-art engineering simulation technology, engineering knowledge, and AgustaWestland best practices,

# CIMdata PLM Industry Summary

---

ASaP will deliver system level multidiscipline simulation capabilities in a standardized Virtual Build and Test system. The completed system will be a key part of AgustaWestland's extended PLM environment, integrating CAE-based and test-based engineering activities across geographies, preserving intellectual property, and automating simulation tasks.

"MSC.Software is excited to be helping Finmeccanica companies with our next generation simulation technologies," said Dominic Gallelo, CEO of MSC.Software. "Their deep two-year evaluation shows that our continued commitment to core CAE technology and simulation process and data management is resulting in new levels of technical and business value for global aerospace leaders."

## About AgustaWestland

AgustaWestland, a Finmeccanica company, is one of the largest helicopter companies in the world. The company offers an unrivalled range of helicopters, training and support solutions to satisfy the requirements of civil and military customers. AgustaWestland has its primary operations in Italy, the United Kingdom and the United States of America.

 [Click here to return to Contents](#)

## *Apache's Power and Noise Solutions for Chip-Package-System Convergence Adopted by Sigma Designs for Digital Media SoCs*

20 January 2010

Apache Design Solutions announced that [Sigma Designs, Inc.](#), a leader in digital media processing system-on-chip (SoC) solutions for consumer electronics, has adopted Apache's RTL to sign-off power and noise integrity products. [PowerArtist-XP™](#) provides a complete RTL power optimization platform with fully-integrated advanced analysis and automatic reduction. [RedHawk™](#) enables full-chip dynamic power analysis from early-stage design to sign-off.

In September 2009, [Apache acquired Sequence Design](#), expanding the company's product offerings from the earliest stages of RTL design all the way to the physical signoff level. Sigma Designs chose Apache to analyze power as early in the design flow as possible, for maximum impact on cost control and chip power.

"Power is always a concern for our end users. Many of our chips go into systems with little to no cooling capability and battery life is important for portable media," said Jacques Martinella, Vice President of Engineering at Sigma Design. "We need to keep delivering the same power levels at 40nm designs, even as speeds increase by 50%. Apache's ability to analyze power early, and show us where power is wasted and where it will peak, was key to our choice of PowerArtist and RedHawk."

Sigma's early results from two blocks analyzed during evaluation showed that PowerArtist-XP was able to exactly point to where, when and why power was consumed. Utilizing both the power reduction techniques in the tool and the advanced visual environment, Sigma Designs was able to quickly reduce power. A key capability in PowerArtist-XP identifies critical peak power cycles across multiple simulations for RedHawk dynamic voltage drop analysis, which will help Sigma reduce the risk of peak power-related chip failures.

"Sigma is a leader in high-performance digital media processing SoCs," said Vic Kulkarni, senior vice president and general manager of the RTL business unit at Apache. "We are pleased to be able to meet their power needs at smaller geometries with Apache's new range of platforms."

 [Click here to return to Contents](#)

## ***Calhoun Sportswear Selects Visual 2000 End-2-End Solutions***

8 January 2010

Visual 2000 International, a leader in End-2-End software solutions for the Apparel, Footwear and Accessories industry, has announced that Calhoun Sportswear has selected Visual 2000 ERP Suite as their Enterprise Management Software.

### **News Facts**

The management team has selected Visual 2000 following a thorough review and evaluation process. [Visual 2000](#) has demonstrated that its product suite fulfills the complex needs of Calhoun Sportswear. From Design PDM, to CRM, EDI, and production, Visual 2000 and Calhoun will deploy an integrated solution to ensure timely data flow from department to department, Calhoun's Customer centric product development approach, depends on precise and just in time information. Calhoun Sportswear will deploy the full suite of Visual 2000 software solution.

 [Click here to return to Contents](#)

## ***CENIT Claims First CATIA V6 Order***

14 January 2010

The company Dipl.-Ing. Hölscher Stahlbau – Leichtmetallbau, based in Kleve, needed less than a month to make their decision in favor of the groundbreaking V6 software technology and the consulting services provided by CENIT. Hölscher manufactures, delivers and mounts window, facade and door installations made of light metals and steel. Now the company's specialists can rely on the latest development by the French software maker Dassault Systèmes when planning customized facade constructions. This is the very first CATIA V6 sale to be realized by a Value Added Reseller (VAR) in Germany, Austria or Switzerland. The longtime Dassault Systèmes VAR and product lifecycle management (PLM) specialist CENIT only announced its accreditation for the new CATIA version in mid-December.

Kurt Bengel, CEO of CENIT AG, emphasizes that “the agreement with Hölscher clearly illustrates the advantages of the new CATIA V6 technology. It's not only the large manufacturers that benefit from holistic design and development processes – smaller enterprises from any number of sectors are also turning to efficient and standardized processes. The extremely short sales cycle for this project underlines the innovative power of the new V6 platform.”

The PLM consulting and software provider CENIT offers the broadest product portfolio of all VAR partners in Germany, Austria and Switzerland. It includes the solutions CATIA V6 High End and PLM Express, as well as CATIA V4/V5, ENOVIA MatrixOne, ENOVIA VPLM, ENOVIA SmarTeam, ENOVIA V6, SIMULIA (ATH/ANL), Dymola, 3Dlive, 3DVia, and DELMIA.

More information on CATIA V6 at [www.cenit.de/catiav6](http://www.cenit.de/catiav6)

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## *Delcam's ArtCAM Express Used to Create Moon Beam Mandolins*

20 January 2010

Moon Beam Mandolins uses [Delcam](#)'s ArtCAM Express CAD/CAM software in almost every stage of the design and manufacturing process of its mandolins and other stringed instruments, from the initial phase of creating the overall shape to the development of sound holes and decorative inlays for the headstocks, and even making the jigs to hold the pieces in place while they cool.

The company started thirteen years ago in the Ozark Hills of Missouri, when owner Glenn Robertson was in desperate need of a professional-quality instrument while studying how to play the mandolin at the College of the Ozarks. "My parents wanted to help out, but couldn't afford the price of a fine musical instrument," recalled Mr. Robertson. "With my limited carpentry experience and my father's familiarity with woodworking skills, plus many hours of work and study, the first Moon Beam Mandolin was created."

Soon after starting Moon Beam Mandolins in partnership with his wife Bobbie, Mr. Robertson decided to enter into the realm of CNC machining and purchased his first machine to rough out some of the pieces of the instruments. Then, the partners began looking for a program that could convert bitmap files to vectors. "When we received information about ArtCAM Express and its features, we were really excited," remembered Mr. Robertson. "The deciding factor was the price. It was so affordable that we could not refuse."

"Assembling mandolins, with their drastic curves and small pieces, can prove to be very trying, making precision an absolute must," explained Mr. Robertson. "This makes it crucial to have accurate jigs and side blocks to hold the musical instrument together. By using ArtCAM Express, we get a perfect fit every time."

Another benefit is that ArtCAM Express allows parts from previous projects to be used as a starting point to generate new, unique instruments. Mr. Robertson believes that, "When designing a new instrument, a learning curve is required but the process seems effortless with ArtCAM Express. Once the toolpaths are created and pieces are cut, we can rely on the accuracy of the software."

For all of Moon Beam Mandolins' pieces, the partners inlay their logo into the headstock of the instrument. ArtCAM Express has completely changed the way they approach the inlay process. "In the past, we always used pearl inlay in our headstocks, but with ArtCAM Express we have derived a simple way to use wood instead," said Mr. Robertson. "We can take a picture of our logo and make usable vectors at the push of a button. The pieces are mirrored and offset slightly. The software means we don't have to use any filler. The pieces fit so precisely that we just need a dab of glue."

With the aid of ArtCAM Express, Moon Beam Mandolins has broadened its range to include a greater variety of mandolin styles and other string instruments, as well as accepting custom orders. These instruments are also created in ArtCAM Express and hand-tuned and graduated with precise detail. The emphasis on quality shows they are all built for musicians by musicians.

 [Click here to return to Contents](#)

## *Elfa International AB Makes a Big Investment in Online Services for Their Customers*

21 January 2010

Elfa International AB's upcoming interactive e-commerce solution is designed to support customers

# CIMdata PLM Industry Summary

---

throughout the buying process, from inspiration to planning, ordering, and delivery. Customers can create their own storage solution based on their needs and style requirements with support from inspiring guides, selection help, and visualization in 3D.

The complete solution is delivered by Fiwe and is based on IBM's e-commerce solution WebSphere Commerce, the sales tool Tacton Configurator from Tacton Systems, a planning tool with real-time 3D from Animech Technologies, and user interface design by Deasign AB. Adobe Scene7 is also built into the solution to provide the dynamic environment image display.

"The choice of Fiwe, IBM, [Tacton](#), [Animech Technologies](#) and Deasign is no coincidence. They are all specialists who quickly understood our complex issues and spoke our language. Their quality products and professional behavior attracted us and they offered possible solutions that no one else could." says CIO Anette Alsteryd at ELFA International.

[Elfa](#) has developed into one of the world's leading suppliers in the segment of Storage, with products inspired by Scandinavian design and made from carefully selected materials. The range consists mainly of three flexible product lines: drawer systems, shelving systems, and sliding doors. These are combined into storage solutions both for home and public settings. Elfa now aim to significantly improve their online services with this project, and their vision is to be the most attractive and functional provider of storage solutions.

"Elfa's visions and demands for simplifying product selection is timely, and the use of the Internet as a channel in combination with innovative 3D visualization techniques to reach customers will give us unprecedented opportunities to provide buying experiences that attract both consumers and professional customers and stimulate increased sales," says Per von Mentzer, CEO of the Elfa Group.

The customer's needs determine the possible selections of components. Accordingly, one of the most central parts of the solution is to provide a web-based planning tool integrated with the e-commerce solution, whereby the configurator guides the customer to a tailor-made solution which is dynamically visualized and significantly simplifies the customer's purchase decision.

"As a result of a close collaboration between the solution providers with strong niche expertise, we are able to provide an exciting new interactive e-commerce solution that successfully manages customers' increasingly advanced requirements, and which opens up a new market." says Anna Carlsson, Sales Manager for [IBM](#) WebSphere at IBM Sweden.

"Today's customers place increasingly demanding functional requirements on IT solutions, making it impossible for a single vendor to meet the entire range of specifications. The mission from Elfa is a good example of this. Through our partnership, in which our different specialties are used in an optimal way, we can offer a solution that meets all of the customers' advanced demands and needs," concludes Ralf Seimertz, CEO at [Fiwe](#).

## About Deasign AB

Deasign is a web agency with a focus on strategy, creation and user experience. The company has 35 employees in Sweden and Finland. Deasign are working with, among others, 3, Beckers, Boxer, Siemens, BRIS, La Redoute, MSN, Nokia, OKQ8 and Unilever.

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## ***Equipois Lends Gravity-Defying Hand to Manufacturers, with Boost from SolidWorks***

19 January 2010

Prolonged and repetitive use of heavy power tools costs workers their health and companies their profitability. [Equipois Inc.](#) of Los Angeles is using [SolidWorks](#)<sup>®</sup> CAD software to provide an ingenious remedy by literally defying gravity.

Equipois's *zeroG*<sup>®</sup> human-assist arms help workers maneuver payloads of up to 36 pounds as if weightless, but with complete freedom of motion. *zeroG* arms are reducing manufacturing-related injuries and bottlenecks, and improving quality, for some of the world's top manufacturing companies, as well as the U.S. military.

"Equipois uses SolidWorks to design all of our products, produce production-ready drawings, and close sales by providing dramatic renderings of *zeroG* products in prospect settings," said Eric Golden, CEO of Equipois. "Design simulations that would otherwise be outsourced for up to \$6,000 and take four weeks each can now be completed in house in less than a day. With SolidWorks, we've compressed our design cycle to nine months and can communicate seamlessly with our East Coast office."

*zeroG* boosts productivity by letting workers use more powerful tools longer with less fatigue. It reduces injuries and related costs by letting workers guide rather than lift tools, virtually eliminating overexertion and repetitive stress. It improves quality by allowing workers to exercise their fine motor skills even on the most demanding tasks.

Equipois customers have seen significant reductions of injury risk; task time reductions of up to 75 percent; better utilization of the workforce (e.g., older or smaller workers safely maneuvering heavy tools); and tangible product quality improvements.

One of the top automotive companies in the world, for example, uses *zeroG* to eliminate injuries on an assembly line with perennial injury issues. And Mercury Marine, the world leader in recreational boat engines, deployed *zeroG* for a propeller grinding operation, solving a 30-year ergonomic problem.

SolidWorks was pivotal in supporting *zeroG* development and pilot projects, as well as Equipois's launch of two new arm products, a family of gimbals to hold tools, and a universal mounting system to adapt the technology to a wide range of manufacturing environments.

"SolidWorks is an indispensable tool in our company's success," said Golden. "The software is the backbone of our engineering effort, enabling R&D, manufacturing, and applications engineering to work intuitively, efficiently, and to the highest standards. Innovation is a core value of our company, and SolidWorks software is our tool of choice to facilitate it."

Equipois relies on authorized SolidWorks resellers [GoEngineer](#) and [Prism Engineering](#) for ongoing software training, implementation, and support.

 [Click here to return to Contents](#)

## ***Erik Buell Racing Selects ThinkDesign to Lead Sportbike Innovation***

21 January 2010

Erik Buell Racing of East Troy, Wisconsin – the new company founded by Erik Buell after the recent closing of Buell Motorcycle Company – announced that it would be using [think3](#)'s ThinkDesign (CAD) and ThinkPLM (PDM) to optimize its product development process.

## CIMdata PLM Industry Summary

---

Buell Motorcycle Company had been using think3's CAD and PDM solutions since 1998. In 2007, for the creation of the new 1125R sportbike, Buell Motorcycle Company extended the partnership with think3 and adopted ThinkDesign, think3's styling solution, for ensuring maximum design creativity. Erik Buell, Chairman of Erik Buell Racing and his engineering team were so pleased with the power, ease of use and results attained with think3 that they wanted to continue its use at Erik Buell Racing.

"I'm a huge fan of think3's solutions," stated Mr. Buell. "It's a very powerful product, and can handle the kind of complex designs and design modifications we do daily with lots of ease and lots of speed. ThinkDesign was an invaluable tool for us at Buell Motorcycle Company and we'll take advantage of this tool again at Erik Buell Racing."

Erik Buell Racing is devoted to the research and development of racing motorcycles and specializes in the manufacture and supply of race parts (powertrains, brakes, suspensions, bodyworks, chassis, etc.). It offers turnkey new Buell 1125-based race motorcycles – including the 1125RR models. Erik Buell Racing will also be engaged in various racing circuits, especially in competitive AMA Pro Racing, and offers technical support to customers for these competitions.

"We are developing a number of interesting projects related to the upcoming races" – states Mr. Buell – "and this is important because it means a lot to continue to see our bikes run and win in the specialty in which they are engaged, not only in 2010 but beyond."

Erik Buell Racing has selected think3's ThinkDesign for its 3D Surface and Solids Design Capabilities and for the flexibility and scalability which allows full customization.

"ThinkDesign's Global Shape Modeling (GSM3) technology" – adds Buell – "allows us to carry out accurate changes in a quick and automated way, at different stages of the product development process, while preserving the original design intent and reducing production time. With ThinkDesign we can meet our objectives within the planned timeframe, presenting sportbikes with a unique design that combines American style with excellent performance."

"The multi-year cooperation between think3 and Erik Buell is a testament to the value and innovation provided by think3's solutions," states Silvano Joly, Vice President Sales and Worldwide Marketing, think3. "Erik Buell Racing and think3 are now true partners, and think3 will help the team to develop their business and find success fast".

Erik Buell Racing's partnership with think3 will be supported by think3's newly-formed International VAR Organization, which is tasked with supporting think3 customers and cultivating new sales throughout the world. Look for more news on the International VAR Organization coming soon.

For more info about Erik Buell Racing: [www.erikbuellracing.com](http://www.erikbuellracing.com)

See also Erik Buell video on <http://www.youtube.com>

 [Click here to return to Contents](#)

### ***Symetrics Industries Purchases Valor's Automated DFM Verification Software***

20 January 2010

Valor Computerized Systems, Inc. announced Symetrics Industries' purchase of its Trilogy 5000 design-for-manufacturing (DFM) analysis software.

Symetrics Industries, headquartered in Melbourne, Fla., purchased the Trilogy 5000 DFM from Valor

# CIMdata PLM Industry Summary

---

who is represented in Florida by Technical Resources Corporation (TRC) with offices in Tampa, Melbourne, and Boca Raton. Valor's DFM (Design for Manufacturing) software brings designers and the manufacturing supply chain together. It rationalizes the requirements of the design engineer and manufacturers who need to build products at a rapid pace and with the highest quality. Valor DFM is comprised of more than 700 design checks, covering all stages of the design process.

"At Symetrics Industries, we build to our own designs and we also do a lot of build-to-print. In the past, we have found that we were slowed down by problems that we wished had been caught earlier in the design process. We felt that getting a good DFM capability would benefit our design engineers and facilitate their process. This would result in fewer production slowdowns by being able to identify problems very early in the process and work them out with the customer, resulting in more business and quicker turnarounds. Once we found Valor, it was an easy decision. The features and capabilities of the DFM software cannot be matched," said Peter Volkert, Director of Operations at Symetrics Industries.

"We are very pleased to have Symetrics Industries, a dynamic and forward looking defense and aerospace company, as our latest customer. Valor recognizes the need to provide targeted solutions that can deliver real value to meet the requirements of all market segments in electronics manufacturing. To meet our goal of becoming the market leader of PCB Assembly software, we are bringing solutions that are flexible, modular and affordable," said Dan Weitzman, President of the Americas.

A unique benefit of the Trilogy solution is the Valor Parts Library (VPL), containing over 35 million commercial electronic component part numbers and their dimensioned package models containing accurate graphical contour, pin contact areas and positions, and dimensional tolerances. The VPL also supports the full virtual "prototyping" of products. This provides for fast off-line simulations to validate physical design characteristics against assembly and test constraints even before a first article or pilot run. With the "as-built" dimensionally accurate package data, Valor users can validate critical manufacturing processes in advance, such as solder-joint formation, test-point accessibility, pick-and-place constraints, rework accessibility, and much more.

The Valor software also features a "sharelist" that allows precise feedback to the design engineer. The sharelist captures selected DFM analysis results and packages them in an open document format for effective engineering collaboration. Combining graphical, text, and numerical data records, the sharelist also includes user comments and suggestions. Output formats include HTML, XML and formatted ASCII.

Symetrics is a privately-held Florida corporation that specializes in the design, manufacture and testing of electronic systems for the Department of Defense, NASA, and prime contractors. The company continues to expand its engineering software capabilities to address the needs of customers in the design and integration of products into their specific airborne or ground platforms.

 [Click here to return to Contents](#)

## ***TEHAMA Signs onto WFX Web PLM***

18 January 2010

[TEHAMA](#), one of the fastest growing sportswear and luxury lifestyle brands in the US, signed on to WFX Web PLM. This premiere line of men's and women's sportswear uses unique colour combinations and creative use of technical fabrics which has made them a leading fashion sportswear brand in the resort clothing industry.

# CIMdata PLM Industry Summary

---

TEHAMA signs on to WFX Web PLM in order to collaborate and communicate more efficiently with their worldwide development teams.

“WFX provides us with the real-time information necessary to keep everyone in the loop, no matter where or when they may be looking at the information. This allows us to better manage the production process, from the early stages of product development right through to final inspection and delivery.”  
Gord Peters, President of TEHAMA.

WFX is a leader in On-Demand Product Development Software – Web PLM and Web PDM – for the Fashion and Apparel Industry. Low cost subscription based pricing plans and fanatical support ensures customers get the quickest return on their investment. More information is available at <http://www.wfxondemand.com>

 [Click here to return to Contents](#)

## ***WorleyParsons Significantly Increases Usage of AVEVA Plant Solutions***

21 January 2010

AVEVA Group plc announced that WorleyParsons, a global provider of technical, project and operational support services; recently signed a contract to significantly increase the company's usage of AVEVA Plant solutions.

This new contract supplements a 2-year global contract for AVEVA Plant solutions placed by WorleyParsons' Kuala Lumpur office in mid-2008. With both contracts, AVEVA Plant solutions will be used in WorleyParsons centres in Singapore, Brunei, Jakarta, Bangkok, Abu Dhabi, Lagos, Perth, Melbourne, Chile, Trinidad, Houston, Beijing and London.

Peter Finch, President of AVEVA Asia Pacific said:

"The increase in usage of AVEVA Plant is proof that our products are able to meet the demands brought about by large-scale and highly complex projects especially for our global account customers such as WorleyParsons. AVEVA Plant allows multi-site collaborative working and this allows global companies to have project teams that are distributed around the world working together. In addition, the recent releases of AVEVA Plant bring many major enhancements, illustrating the way that AVEVA is meeting its customers' needs in today's economic condition."

About AVEVA's global accounts

AVEVA Group's global account clients include leading plant owner operators and engineering contractors such as Alstom, AMEC, AREVA, BP, Chevron, ExxonMobil, Foster Wheeler Power Group, Shell, Uhde, and WorleyParsons.

 [Click here to return to Contents](#)

## Product News

### ***Avatech Solutions Releases Commercial Version of 'Avatech Utilities for Revit***

19 January 2010

[Avatech Solutions, Inc.](#) announced that the Autodesk Revit software utilities application suite has now been upgraded and released as a commercial product called Avatech Utilities for Revit. This is the first

# CIMdata PLM Industry Summary

---

time that this enhanced application suite has been offered for sale and it will continue to be free for Avatech's Autodesk Subscription clients.

“Our goal was to develop a product of high value, while at the same time creating a loyal user base,” says George Davis, CEO, Avatech Solutions. “Entering the market initially with a free product download allowed us to quickly generate traction in the design community throughout the U.S. and beyond.”

Over 5,000 companies in more than 125 countries have downloaded the utilities suite since its launch in 2007. The downloadable tools were developed by Avatech's Software Development Group in conjunction with resident Revit experts and are designed to improve performance for Revit users on a daily basis.

“Our talented software development team has engineered innovative products that have been successfully utilized by Autodesk customers worldwide,” adds Larry Rychlak, President and CFO, Avatech Solutions. “Avatech Utilities for Revit demonstrates yet again the special skills and talents our people bring to the marketplace and the added value we provide to our Autodesk Subscription clients who have free access to the utilities through Avatech's Client Portal.”

Avatech Utilities for Revit includes eight indispensable programs designed to increase productivity and efficiency for any Revit user. Each one of these productivity-enhancing tools saves time by automating repetitive tasks and eliminating manual re-work.

## **Availability and Pricing**

The full version of Avatech Utilities for Revit is available for \$395 directly from Avatech and, as previously mentioned, is free to those having Autodesk Subscription through Avatech. For more information, visit [www.avatech.com/revitutilities](http://www.avatech.com/revitutilities).

## **Get More Information at the Upcoming Minicast**

For a quick product tour, sign up for the 30-minute “Avatech Utilities for Revit” Webcast on January 19 at 10:00am or 2:00pm ET. To register, visit [www.avatech.com/events](http://www.avatech.com/events).

 [Click here to return to Contents](#)

## ***AVEVA Announces Stronger Partnership with Z+F***

18 January 2010

AVEVA and Z+F are announced a stronger technical and commercial partnership, focused on delivering new levels of integration and productivity between laser scanning, detailed design and asset management.

Z+F specializes in 3D laser scanning and was one of the first companies to release a phase based laser scanner and subsequently invented the world's 1st stand alone 3D laser scanner.

AVEVA's stronger technical partnership with Z+F will enable AVEVA and Z+F to transform the efficiency of producing intelligent 3D CAD models from laser data, drastically reducing the time and cost of producing intelligent AVEVA PDMS 3D models.

Working together will also allow high definition, photo-realistic laser images to be hot-spotted, linked to other plant data and accessed over the web in AVEVA's asset information management solution AVEVA NET.

# CIMdata PLM Industry Summary

---

Derek Middlemas, Group Operations Director of AVEVA, comments: "We are delighted to strengthen our relationship with Z+F. Owner Operators are always looking for ways to better manage their assets. 'As-is' 3D models are becoming a popular method of achieving this aim, however for many this is still not viable due to the time and costs involved creating 'as-is' 3D models. Working with Z+F, AVEVA will offer a solution which significantly reduces the time and cost of producing 'as-is' 3D models, making 3D models accessible to all asset management programs."

## **SPAR 2010**

Z+F and AVEVA will be exhibiting at the SPAR 2010 conference, which aims to provide professionals with fresh information and insights about the 3D imaging industry. To find out more about how Z+F and AVEVA will be working together why not visit them at the SPAR 2010 conference to be held in Houston during February 8 - 10 2010?

 [Click here to return to Contents](#)

## ***Blue Ridge Numerics Announces CFdesign 2010 Fully Supports NX 7***

21 January 2010

Blue Ridge Numerics, Inc. announced that the recent Winter release of CFdesign 2010 fully supports NX 7. NX users are able to conduct computational fluid dynamic (CFD) studies seamlessly from the NX 7 environment. The Winter release of CFdesign 2010 leverages the synchronous modeling tools found within NX 7 and provides even tighter integration with CFdesign's multi-scenario design study environment. CFdesign provides a straightforward flexible workflow with full associativity with the NX 7 CAD platform. NX customers can begin a fluid flow or heat transfer design study without having to export their geometry making the process seamless.

"The CFdesign 2010 support of NX 7 continues to provide NX users the value of working in their CAD-familiar environment and being able to efficiently run fluid flow and heat transfer simulations," explains Derrek Cooper, product manager, Blue Ridge Numerics. "CFdesign 2010 enables engineers to quickly create and compare multiple designs and make important design decisions early in the development process."

Learn more at <http://www.cfdesign.com>.

 [Click here to return to Contents](#)

## ***CD-adapco Unveils Latest Version of Industry Leading Engine Simulation Toolkit***

11 January 2010

CD-adapco announced the release of new versions of STAR-CD and es-ice.

"With an ever-increasing emphasis on emissions and energy sustainability – from legislators and consumers alike – challenges for Powertrain teams continue to grow, Whether it's a new fuel, new combustion model or a new lightweight material, realistic simulation is an integral tool in successfully bringing new technologies to market" said CD-adapco's Director for the Automotive Industry Dr Richard Johns. "As the long-time leading provider of CFD technology to the automotive industry, with over two decades of intake-to-tailpipe industrial know-how, CD-adapco is fully dedicated to helping our customers to meet these challenges."

## STAR-CD V4.12

STAR-CD is replete with physics models specifically developed for efficiently simulating combustion, multiphase sprays and liquid films, heat and mass transfer, transient and turbulence effects, and moving boundaries.

Principle new ICE related features of STAR-CD V4.12 include:

- Extension of liquid property database for fuels and liquids.
- Introduction of Continuous Multi-Component (CMC) approach for modelling multi-component fuel sprays.
- A new sub-grid-scale spray induced turbulence model for LES simulations.
- The ability to use pure oxygenated fuels such Ethanol with ECFM and ECFM-3Z.
- AKTIM ignition model for ECFM-CLEH for ECFM and ECFM-3Z.
- Improved G-equation combustion model.
- Consolidated TIF combustion model.

## es-ice V2.16

es-ice automates setting up and running the sophisticated moving-mesh technology required for engine simulation. It automatically produces a parameterized meshed template that can be altered for specific engine configurations.

Enhancements to es-ice V2.16 include:

- Improvements to the meshing engine – including better cell trimming and prism layer definition for the ports of mapped models.
- Added ability to graph the input all 1D input parameters including: initialization, boundary conditions, rpm, piston motion, etc.
- Introduction of apparent heat release (AHR) to es-ice post processing.
- And many others...

“es-ice provides a dedicated environment to set-up and run ICE calculations, encapsulating the process and best-practices that CD-adapco has developed in over 30 years of industry experience,” said Gerald Schmidt, Product Manager for es-ice. “es-ice V2.16 empowers our users to produce the highest quality results in the shortest turnaround time, by automating the simulation process, ensuring consistency and repeatability.”

## Availability

STAR-CD V4.12 and es-ice V2.16 are now available from CD-adapco’s [User Services site](#), or from your local CD-adapco office.

 [Click here to return to Contents](#)

***GibbsCAM 2010 Ships With Multiple Enhancements; Includes New Plunge Roughing, Additions to 5-axis and Advanced 3D Machining, Plus 64-bit Implementation***

20 January 2010

# CIMdata PLM Industry Summary

---

Gibbs and Associates announced that it is now shipping GibbsCAM 2010. This new release includes multiple new features, additions, enhancements, and productivity tools.

“We have been working very hard to provide customers new functionality across the GibbsCAM product family,” says Bill Gibbs, founder and president of Gibbs and Associates. “We added many capabilities to make programming and machining easier and more efficient, especially with new features in 5-axis and solids machining. We also implemented 64-bit operation to enable faster processing of long programs and complex parts, added support for new tools and tool holders, extended functionality within various modules, and extended and updated interoperability with various CAD systems,” he adds. “All this is in addition to the recent integration of VoluMill™ and making GibbsCAM compatible with the Windows® 7 operating system.”

GibbsCAM 2010 began shipping to new customers and maintenance customers in January 2010.

## **Key GibbsCAM 5-axis Enhancements**

These include more spiral machining options, new gouge check projection options, a new lead in/lead out “flip” option, a new axial shift damp option for trimming applications, and support for countersink and keyway cutters. More specific additions are the following.

**Geometry Creation** – A Surface Tools plug-in has been added to create surfaces for repairing or improving machinability of surfaces from solids.

**Adaptive Cuts** – This new option enables regulating the distance between paths based upon the angle of the surface to be machined to provide a consistent surface finish, regardless of surface angle.

**Impeller Roughing** – Has been enhanced with functionality that covers more contingencies, especially useful when roughing near and around splitter blades.

**Tool Retraction** – A new option, Retract Through Tube Center, enables retracting cutting tools from angled pockets while avoiding walls, especially useful for machining cylinder head ports and similar geometry.

## **Key Enhancements to Solids Machining**

**New, More Capable Plunge Roughing** – No longer a plug-in, it is a tile in the CAM palette, with the ability to calculate material removal strategies that accommodate carbide-inserted drills, which require special motion for no-drag retractions, while avoiding collision in tight or narrow areas.

**Enhancements to Advanced 3D Machining** – These include the addition of Hit Flats with specified tools for Pocketing, the ability to specify flatness tolerance in Flats Cut to ensure all desired “flat” areas are machined, locking high feed rate for Shortest Route and Minimal Vertical retract styles, addition of Trim to Ramp Advance as a Contour option for waterline cuts, specifying surface finish with step-over distance or scallop height parameters, and using Stock Bounding Box as an additional machining boundary.

**Addition of Option for Stock** – Facet bodies, generated from a previous machining process, or brought in through a data file, can now be used as initial stock in solid pocketing.

## **64-bit Implementation**

A significant development, the 64-bit implementation allows taking advantage of the more powerful, multi-processor PCs equipped with 4GB or more of RAM. This provides tighter interoperability with 64-bit CAD systems that are co-resident with GibbsCAM on a PC. Also, 64-bit operation reduces

# CIMdata PLM Industry Summary

---

computation time when processing extremely long programs or working with complex geometry. It will also enable users to take advantage of system enhancements when running under the Windows 7 operating system.

## **Even More Enhancements**

GibbsCAM 2010 includes many more features, some for ease of use, and others to extend functionality, including enhancements to the user interface and for the Milling, MTM (multi-task machining) and Wire EDM modules, as well as new add-ins for data exchange to support Inventor 2010, SolidWorks 2010, and additional CAD file import and translation. Furthermore, the Macros menu was enhanced with changes for easy access, uninterrupted operation, and support for 5-axis and Advanced 3D processes and calls to plug-ins.

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

 [Click here to return to Contents](#)

## ***Informative Graphics Corporation Releases Brava! 6.2 for Open Text Content Server***

19 January 2010

Informative Graphics Corporation (IGC), an Open Text Global Alliance Partner since 2001, announced the newest version of its Brava!® 6.2 web-based viewing and collaboration tool for Open Text Content Server. This latest release of Brava includes new redaction features, additional language support and the new zero footprint Brava Flash Viewer. Ideal for securely sharing documents, Brava for Open Text Content Server makes it easy to view, annotate and collaborate on virtually any file, including office and PDF documents, CAD drawings, and image files such as TIFF and JPG.

"We are committed to providing our Open Text customers tools that truly enhance efficiency and content security," said Gary Heath, President and CEO of IGC. "With Brava 6.2, we expanded our language support, added some great redaction tools, and created a Content Server workflow step to make it even easier to protect sensitive information."

A significant enhancement to the new version is the Brava Flash Viewer, which allows users to access documents using any browser or Flash-enabled device and requires no files to be transferred or installed on the client. The new version also features redaction enhancements including the ability to redact a list of people's names, create a log of all redaction reasons used in a document, and find and redact all text between specified words or phrases.

Other enhancements in Brava 6.2 for Open Text Content Server include:

- The Redaction Workflow Map Object can be configured, added as a workflow step, and routed with attributes and instructions.
- View compound documents in multi-file mode.
- Turn on and off various menu items to reduce clutter of unused items.
- User machines automatically install the appropriate localized Brava viewer for German, French, Spanish, Korean, Simplified Chinese, and Japanese operating systems.

# CIMdata PLM Industry Summary

---

- Cut and paste annotations between Brava windows.
- Markup text can be entered both right to left and left to right.
- There are new publishing options for color and DWG line weights.

For more information about Brava for Open Text Content Server visit [www.infograph.com/opentext](http://www.infograph.com/opentext).

 [Click here to return to Contents](#)

## ***Linx/AS Announces Release of Best Practices Solution for SAP Recipe Management***

13 January 2010

Linx/AS LLC ([www.linxas.com](http://www.linxas.com)), a consulting and software development firm specializing in product lifecycle management (PLM) and regulatory & compliance, has announced the release of its Best Practices for SAP Recipe Management—industry-targeted solutions that include project analysis and planning models; industry-standard business process flows, configuration templates for the SAP Recipe Management module; and a suite of technical accelerators, such as role-based web GUI packages and mass data management tools.

"No SAP Recipe Management implementation is the same; however, there is a common baseline all projects must work from," states Matthew Duka, director of marketing at Linx/AS. "Our best practices provide a significant head start for customers, while providing flexibility to accommodate the special requirements of the individual business."

The Best Practices for SAP Recipe Management solution is designed to optimize the business benefits of a well-designed SAP Recipe Management solution. These include improvement in speed to market; mitigation of product compliance and recall risks; enhanced traceability and visibility capabilities; and cost reduction in systems required for maintaining product data.

Duka continues, "Expertise in process-industry PLM is the heart of our organization. What we've been able to do with our best-practice offering is embed over 10 years of our domain expertise into a cost-effective package for our customers."

The initial offering from Linx/AS is designed for consumer products companies. Versions for chemical and life sciences industries are scheduled for release in the second quarter of 2010.

### **About Linx/AS**

Linx/AS LLC is a leading product lifecycle management (PLM) and regulatory & compliance consulting firm that provides: strategic planning through a proprietary Vision™ Methodology; expert SAP integration services; SAP-certified product innovations; and hands-on training. Linx/AS has successfully helped small- to mid-sized businesses up to Global 2000 companies accelerate product speed to market while effectively reducing regulatory and compliance challenges. Linx/AS experience spans verticals, helping chemical, consumer products, high-tech, oil & gas, and life sciences companies maximize their ROI in SAP technology and lower the TCO for IT organizations.

 [Click here to return to Contents](#)

## ***Localized Version of Vectorworks 2010 Now Available in Japan***

15 January 2010

# CIMdata PLM Industry Summary

---

Nemetschek North America announced that A&A Co., Ltd., its distribution partner in Japan, has released its localized version of Vectorworks® 2010 line of software including: Designer, Architect, Fundamentals, and Renderworks.

"We are proud to release Vectorworks 2010 software with even stronger 3D modeling capability and as a pioneer of design BIM," says Kazuko Uchida, CEO of A&A Co., Ltd. "Sean Flaherty's keynote and customer case studies presentation during our Vectorworks solution day last year made a big impact on major construction companies and small architect offices in Japan," Uchida adds.

For more information about Vectorworks in Japan, visit <http://www.AandA.co.jp>

The English-language versions of the Vectorworks 2010 product line were released in the U.S., Canada, U.K., Australia, New Zealand, and other international markets on September 15, 2009. Localized versions have also been released in a number of European and South American markets, including Germany, Italy, Belgium, Switzerland, France, Brazil, Portugal, and Mexico.

"Making Change Easy" is the theme for the Vectorworks 2010 product line. Building upon the integration of the Parasolid® 3D modeling core in 2009, version 2010 is making change easy with the addition of bi-directional associativity features and an intuitive, easy-to-approach 3D modeling environment. These capabilities ensure that changes are intelligently reflected throughout the entire design which is a cornerstone for information modeling workflows in the building industry and beyond.

There are more than 80 new features in version 2010. For a look at all of the new features by product, as well as feature movies, please visit <http://www.vectorworks2010.net>

To find a distributor of a localized version, please visit <http://www.nemetschek.net/international>

 [Click here to return to Contents](#)

## ***Multi CAD 3D Visualization Data Access Now Available for Enterprise Applications***

12 January 2010

CCE announced the immediate availability of a new version of Oceans SDK, its software development toolkit to enable Multi CAD data access for enterprise applications like ERP, MRP and PLM systems. A key feature of the new version is support for 3D visualization data from CATIA V5, SolidWorks, Unigraphics and JT formats. Support for visualization data from Pro/ENGINEER & Solid Edge formats will be added shortly. Data export to commonly used 3D visualization formats including JT and 3D PDF are under development.

A key value of enterprise applications is to enable integration between multidisciplinary & geographically dispersed teams which include product development, manufacturing, quality control, purchasing and the extended supply chain. With OEMs increasingly making the 3D CAD model the product master, it is vital that enterprise applications have access to the rich 3D CAD data. Further, the visualization information embedded in the CAD data is critical to facilitate collaboration between the dispersed teams. Oceans SDK is a CAD-independent middleware component technology, that provides enterprise applications the ability to provide this key product information without significant programming and integration investment.

Oceans SDK provides a single API, and a non-royalty based solution to access product data from all major CAD systems including CATIA V4, CATIA V5, Unigraphics, SolidWorks, Solid Edge, Pro/ENGINEER and Autodesk Inventor, thus providing enterprise application vendors a significant

competitive advantage.

For additional information, please visit <http://www.cadcam-e.com/development-tools/oceans-sdk.aspx>.

 [Click here to return to Contents](#)

## ***NRX Drives Business Process Compliance with Latest Release of Visual Information for Plants (VIP)***

13 January 2010

NRX Global Inc. has released the most recent version of SAP Visual Information for Plants (VIP) by NRX, version 4.6. VIP 4.6 incorporates a new best in class framework upon which customers, working with NRX, can build business process wizards for common maintenance management and materials management work processes. Improved business process compliance and user adoption ensures critical data is captured that will help to improve asset performance and reduce maintenance and MRO supply chain costs.

VIP 4.6 has added support for three additional languages (Dutch, French, and German) in support of NRX's ongoing global growth. Other improvements include improved navigation in Work Closeout, the widely anticipated support for mass actions in the Work Order Operation iView, and simplified IT deployment.

"VIP 4.6 continues to support our customer's goals of improving effectiveness and reducing the cost and risk of maintenance and MRO supply chain business processes in their operations. The enhanced business process compliance driven through VIP 4.6 is also a valuable platform from which to further improve EH&S regulatory compliance," said Jeff Bonnell, NRX's Vice President of Services and Product Strategy.

 [Click here to return to Contents](#)

## ***PTC And Sener Partner to Offer Integrated Shipbuilding Solutions***

20 January 2010

[PTC](#) and [SENER](#) announced plans to strengthen their alliance to deliver an integration between Sener's FORAN system and PTC's Windchill® PLM software. The integration will enable Sener's shipbuilding customers to leverage Windchill's enterprise PLM capabilities while managing FORAN CAD data within the same PLM platform ideally suited for complex, distributed, and large-scale product development.

FORAN is Sener's integrated CAD/CAM/CAE technology solution for the complete design of commercial and naval ships and offshore units, including forms definition, naval architecture calculations, hull structure, machinery, outfitting, electrical and accommodation design and manufacturing.

"With the integration to PTC's Windchill, we are satisfying a repeated market demand and reinforcing the position of FORAN as a major player in the field of ship design and production software," said Luis García, executive vice president, Marine-Sener. "We look forward to continuing our work with PTC convinced that the FORAN-Windchill integration is an important asset for the Shipbuilding Market."

Shipbuilders today face a multitude of challenges including the globalization of product development and product support, increasing product complexity and product development processes, and heightened

# CIMdata PLM Industry Summary

---

requirements for information security in accordance with ITAR and Export Control requirements.

"In addition to the continued development of our own CADD5 solution, we are providing more options for shipbuilders through this integration to Sener's FORAN," said Will Kohler, senior vice president product management, PTC. "The integration between Windchill and Sener's FORAN supports PTC's commitment to delivering optimal PLM solutions to shipbuilding customers."

## About Sener

SENER is an engineering, consultancy and systems integration company which is an international reference in the areas of Aerospace, Civil Engineering and Architecture, Marine Engineering and Power and Processes. It has a workforce of more than 2,500 employees and a turnover of more than 385 million Euros. It currently has offices in Abu Dhabi, Algiers, Barcelona, Bilbao, Buenos Aires, Lisbon, Madrid, Mexico City, Okayama (Japan), San Francisco, Seville, Valencia and Warsaw. SENER Ingeniería y Sistemas is part of the SENER Engineering Group, which employs over 5,700 people and has a turnover of more than 829 million Euro. For more information on SENER, please visit: <http://www.sener.es>.

 [Click here to return to Contents](#)

## ***Reglera Becomes a PTC Strategic Service Partner to Optimize Efficiencies of Integrated Product Lifecycle Management (PLM) and Quality Management System (QMS) Solutions for the Regulated Life Sciences / Medical Device Industry***

15 January 2010

Reglera, LLC ([www.reglera.com](http://www.reglera.com)), one of the world's leading Regulatory Compliance and Quality Assurance consulting and outsourcing companies for Medical Device and Tissue Bank organizations, announced it has become a PTC Strategic Services Partner (SSP). Reglera will offer configuration, implementation and training for PTC's integrated Product Life Cycle (PLM) and Quality Management System (QMS) solutions sold in the Medical Device industry.

As a SSP, Reglera will leverage its regulatory and QMS expertise and integration / validation experience with PTC's Windchill and NetRegulus software solutions to deliver clients best-practices PLM/QMS configurations. Having the capability to align client needs with a menu of Reglera's "best-practice" configurations will significantly reduce implementation time and ensure clients the most cost-effective, validated solution compliant with FDA regulations 21 CFR parts 820, 1271 and 11 and applicable ISO standards.

## **Leveraging Reglera's 13 Years Experience in Regulatory and Quality Consulting into PTC PLM/QMS Offerings to Reduce Clients Total Cost of Ownership (TCO)**

According to Clay Anselmo, Reglera's President and CEO, "In evaluating the Medical Device marketplace, regulated companies have consistently told us that in the arena of software/systems, one of their ongoing problems is that software companies typically utilize implementation resources with technical software knowledge but with very little, or no, regulatory compliance or quality assurance domain expertise. Without exception, this translates into long and/or failed implementations, inefficiently configured systems, increased costs, and possible quality problems leading to increased regulatory risks."

Anselmo continued, "Having the capability to integrate Reglera's regulatory and quality domain experience with PTC's PLM/QMS configurations addresses clients' needs and is valuable for all stakeholders." Windchill and NetRegulus configurations cover all mission critical PLM/QMS elements

# CIMdata PLM Industry Summary

---

in the profile below with the added capability of flexible and sophisticated customization and integration with other enterprise systems.

- Document and Change Control
- CAPA (Corrective & Preventive Actions)
- Nonconformance
- Complaints
- Adverse Event Management and Filing
- Management Review
- Internal Audit
- Design Control / Product Realization
- Supplier Quality Assurance / Purchasing Controls
- Configuration Management
- Employee Training
- Advisory Notices and Recalls
- DHR Review and Product Release
- Process / Software Validation
- Records Management
- Equipment Maintenance and Calibration

\* Represents only a partial list of available PLM/QMS elements

Anselmo continued, “Embedding Reglera’s regulatory and quality IP into PTC’s PLM/QMS configurations will streamline the critical path for implementing software solutions that meet FDA’s regulatory requirements. In addition to reducing the implementation elements in the total cost of ownership (TCO), this will also have a dramatic affect on reducing cost of utilization (production use and efficiencies once implemented).” Anselmo added, “This is important, as we estimate that cost of utilization can be as much as 70% to 90% of total TCO.”

## **Use of PTC’s Windchill and NetRegulus Solutions with Reglera’s Existing Outsourced Solutions**

With an estimated introduction of Q1 in 2010, Reglera will configure PTC’s software with Reglera’s regulatory and quality IP and offer Reglera clients a turn-key, validated, web-based, QMS solution with an outsource support option. The configured software and outsourced solution (in which Reglera resources perform assigned ongoing activities for the client) will be an additional option offered to Reglera clients. Reglera originally built and offered an industry first web-based outsourced solution in 2002. Remaining today as the only truly outsourced QMS solution in the market with numerous satisfied clients, Reglera will also continue to offer and support its original solution. Typical client internal cost reductions with Reglera’s team performing outsourcing activities are between 40% and 70%.

Anselmo concluded, “While our existing outsourced solutions meet or exceed many clients’ expectations, there are some who desire a higher level of features and capabilities. PTC’s Windchill and NetRegulus are the perfect match for delivering added value to our clients.”

## **About Reglera LLC**

Based in Lakewood, Colorado, Reglera provides regulatory and quality assurance consulting and outsourcing services to both the medical device and human cellular tissue industries. Whether developing a new product, improving an existing product, seeking assistance with the FDA or simply trying to comply with the myriad of regulation and standards, Reglera's products and services accelerate success and profitability. With over 100 consultants, technical experts world-wide, an office in Israel and a unique offering of Quality System Outsourced Solutions, Reglera is positioned to effectively service clients from small start-ups to national and worldwide corporations. For more information regarding Reglera visit [www.reglera.com](http://www.reglera.com) or contact Tim Anschutz at 1.800.341.4255 or [info@reglera.com](mailto:info@reglera.com).

 [Click here to return to Contents](#)

## ***Revolutionizing SAP PLM-based Process Management; New cenitCONNECT solution helps avoid unnecessary costs***

20 January 2010

Now available: cenitCONNECT, the new, intelligent process solution for integrated product development. cenitCONNECT optimizes decision-making and safeguard processes, helps cut unnecessary costs, and supports the design of leaner business processes. Building on the modular design of SAP's generic process platform, cenitCONNECT offers perfect support for phased implementation concepts. Quick startup, effortless management of department-specific processes, and expansion into a cross-enterprise process platform – cenitCONNECT is the scalable solution with built-in investment security.

The standard version of cenitCONNECT offers quick successes thanks to pre-defined scenarios for change management and the product evolution process, and it combines these strengths with the long-term perspective of a cross-board SAP process solution that relies on the latest SAP technology.

One of cenitCONNECT's most important building blocks is CENIT's Advisor Technology. This module's approaches allow users to reclaim valuable engineering time when setting up new projects, because they can leave a wide range of time-consuming tasks fully in the hands of the system. System support significantly reduces the amount of time spent on searching for project-relevant SAP objects, evaluating them and calculating key performance indicators (KPIs).

The Advisor also frees up capacity by automatically processing routine jobs such as document versioning, adaptation of material masters, etc. [cenitCONNECT](#) also features CENIT Dashboard Technology, a new type of project control tool that provides users with information on project progress – instantaneously, at any time. The sophisticated treatment and display of information in numerical and graphic form permits early intervention to assure project success.

The intuitive CENIT Process Workbench is pure innovation. The system is designed to be so user-friendly that processes can be set up directly by the engineering departments – without any need for IT-side programming. In addition to the simple adaptation of use cases for flexible process management, processes can also be defined ad hoc at any time to adjust standards to requirements as they arise.

Visual decision-making aids for holistic, media break-free business processes are the realm of CENIT's Visual Process Management. All process information required for a particular task is made available to the process participants in the correct process context and in the formats they require for direct downstream processing in their respective departments. cenitCONNECT boosts the quality and transparency of business processes, focuses on value-adding tasks, and maximizes the benefits of your SAP investment.

CENIT's rapid adaptation of the new PLM 7 technology has also delighted SAP: "We're very happy that CENIT AG was able to react so quickly to the increased market demand for integrations with PLM 7, and is now able to provide our joint customers with an innovative process solution," says Hans Thalbauer, Vice President, PLM Solution Management.

 [Click here to return to Contents](#)

***Sage Announces Availability of Sage ERP X3 Version 6, a World Class Solution for Mid-Sized and***

# CIMdata PLM Industry Summary

---

## *Larger Businesses*

20 January 2010

The Sage Group plc announced the availability of a new major release of [Sage ERP X3](#), their flagship global ERP solution for mid-sized and larger businesses.

[Christophe Letellier](#), General Manager, Sage ERP X3 world-wide said: "Midmarket companies looking for an easy to use, rapid to implement and cost effective, world class ERP solution can take advantage of this new major release. Sage ERP X3 operates at a fraction of typical Tier 1 ERP costs and is adopted by users in as much as half the time without compromising on functional coverage. Our ambition is to be recognised as a leader in the midmarket globally, with Sage ERP X3 already having 2,700 customers in more than 50 countries, with 150,000 users and 150 business partners.

[Sage ERP X3 V6](#) represents an evolution towards the new generation of integrated user-centric business solutions allowing all users of the extended enterprise to be active stakeholders in accelerated and collaborative business processes, either via the desktop or over the web.

During his keynote address [Emmanuel Obadia](#), Senior Vice-President, Sage ERP X3, presented a breakthrough innovation with [Netvibes](#) the soon to be released Sage Enterprise Webtop(TM). This enables enterprises to instantly develop powerful widget dashboard web applications to automate communications and collaboration within and outside of the enterprise, build stronger customer relationships and experience, and create personalised workforce tools.

Emmanuel Obadia said, "This major release reinforces our ability to support change management with innovations such as Sage Visual Processes(TM). It helps CFOs of global businesses to get real-time visibility of their entire business and control over multi-legislation and multi charts of accounts. The solution also offers REST web services to better integrate cloud computing and SaaS based complementary solutions to Sage ERP X3."

[Sage ERP X3 V6](#) offers 583 enhancements and new features focusing on:

- Saving time & Reducing Costs
  - Financials Span & Cost Control with multi-legislation, multi charts of account in one referential folder and integration of finance specialist features such as Fixed asset management, Credit Management, Consolidation & Reporting, Treasury and SEPA compliance
  - Process optimisation and agility with sub-contracting, enhanced Quality Management, Distribution costs, Preparation Orders optimisation, Engineer To Order. Preactor, Ortems alliances for APS; Assetium, Lascom for PLM; DIMO, AXEL for CMMS, Osys for MES; to provide a full SCM/MES system very strong in both process and discrete manufacturing industries.
- Interoperate across dispersed teams
  - International development with new countries covered and a unified repository for all financials globally
  - Collaboration & Coordination with LDAP directory, MS Office 2007 and Outlook 2007 integration, Enhanced Workflow Agent, Sage Visual Processes(TM) V2
- Improve customer experience
  - SAFE X3 Web app server, running on Tomcat/Apache, allowing web facing ERP applications

# CIMdata PLM Industry Summary

---

-- Sage Enterprise Webtop(TM) (to be released in the next point release of V6 due second half of 2010) for personalised dashboards for all extended enterprise users

-- Alliance with Docubase (ECM) and Readsoft (Document Processing Automation - DPA) allowing for invoice automated processing

Sage ERP X3 V6 operates in 64 bits for Microsoft Windows Server 2008, RedHat Linux 5, IBM AIX 5.3, Microsoft SQL Server 2008 and Oracle(R) Database 11g R2 with Real Application Clusters and EXADATA compliance.

## Availability:

-----  
France, Germany, Spain, Switzerland,

Australia, French Speaking Africa                      Q1

-----  
USA & Canada, UK, China, South

Africa, English speaking Africa                              Q2

-----  
Portugal, Italy, Middle East,

Singapore, Poland, Russia, ROW                              Q3

-----  
 [Click here to return to Contents](#)

## ***Tecnomatix 9.1 Highlights***

18 January 2010

### **New Supported Workflows and Cross-Industry Coverage**

New supported planning workflows and extended capabilities enable increased productivity in planning and manufacturing. Below are the highlights of the new version.

#### **Automotive Body-in-White (BIW) Planning on Teamcenter**

Start BIW planning directly in Teamcenter. Use the weld point creation wizard to create new weld points and assign them to parts via drag & drop. Automatically connect welds to parts based on spatial proximity.

Search for and find required weld points in a configured part structure. Teamcenter provides a dedicated search list including relevant weld point information. Simply drag & drop from this list to assign weld points to parts.

The Excel Live integration allows additional management and control of weld points via Microsoft Excel.

Open Process Simulate directly from Teamcenter to assign weld points to operations and these operations to the relevant robots within a 3D environment based on the open JT format. Find the correct

weld guns and optimize the positions of the relevant robots.

## **Quality Management Further Streamlines Analysis and Improves Usability Across Industries**

New capabilities improve analysis, streamline change, and span industries for a clearer focus on quality.

Define measurement features, as required, from dimensions to pressure, voltage, torque, speed, to virtually any other shop floor measurement. New reports bridge the gap between execution and quality control by increasing visibility into conformance with easily understood representations of real-time production.

New features for variation analysis streamline simulation efforts and provide better control of end results.

## **Assembly Planning on Teamcenter**

The new Gantt chart enables sequencing of operations and defining the interdependencies between them in a graphical way.

The Time Data Card enables easy to define operation times based on the Methods-Time Measurement (MTM) standard or the user's own time values.

## **Jack and Jill Around the World**

New Chinese Anthropometric data enables the quick scaling of the Jack and Jill human models for the assessment of operations based in China.

New forced influenced postures allow the user to accurately analyze situations which require push or pull operations.

Assembly situations, which require stair climbing (e.g., for heavy equipment or aircraft) can now be analyzed easily.

## **Interested In This Solution?**

Contact Siemens PLM Software for additional information such as brochures, pricing, etc.

 [Click here to return to Contents](#)

## ***TopSolid 2010 on its Way***

January 2010

TopSolid 2010 will be launched next month. Here is a quick preview of some of what's in store in the latest version of TopSolid 2010.

## **Management of symmetrical parts**

In mechanical engineering it is fairly common to have to produce a right and left hand part. It is evident that the operator does not want to reprogram the left hand part when he has already programmed the right hand part. However, it is not enough to make the machining operations symmetrical. The user needs to ensure he is using climbing cutting (as opposed to conventional cutting) on the right hand and left hand part. TopSolid'Cam's functions to create symmetrical parts ensure that the correct cutting direction is maintained.

## **Changing cutting conditions**

# CIMdata PLM Industry Summary

---

TopSolid'Cam 2010 manages the modification, in 1 click, of the cutting conditions of several operations, notably rotation speeds and feed speeds. Thus the user can edit the cutting conditions after the event without having to edit the cutting operations themselves or without necessarily having detailed knowledge of TopSolid'Cam programming.

## **Faster and more efficient**

Thanks to the possibility to carry out parallel calculations with the new multi-core processors TopSolid'Cam 2010 offers reduced calculation times (a reduction of 50-75% depending on the number of cores) notably in 3-5 axis operations which require a lot of power.

## **Advanced simulation**

A new control during the simulation process now permits swiss turning machines to be better managed. Users can now also navigate backwards from the last NC program line simulated. Many other improvements have also been generated via this new control.

## **Data recovery**

Import and export to and from several CAD solution to improve the communication and collaboration with CATIA®, IGES, DXF, STEP, SAT, Parasolid.

 [Click here to return to Contents](#)