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## Top Story

### *Dassault Systèmes Acquires Intercim*

17 March 2011

Dassault Systèmes and Intercim LLC, a market leader in manufacturing and production operations management software solutions for advanced and highly regulated industries, announced that Dassault Systèmes has acquired Intercim for an enterprise value base of \$36.5 million.

Product innovation requires production innovation. With the addition of Intercim, DELMIA's virtual production platform now enables customers to demonstrate what they have built was exactly what they had planned to build, and use this conformity information for certification purposes. Doing so, Dassault Systèmes defines a new step for PLM, delivering digital continuity from engineering to the real factory operations.

Each unit produced is "built right" the first time, in full conformity with the engineering intent, and is certified to operate. This certification aspect of the DELMIA new offering makes it especially relevant for the aerospace and life sciences industries where safety is a major challenge in and beyond the manufacturing process.

John Todd, CEO, Intercim comments: "Engineers are now empowered with real-time visibility into

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manufacturing operations to ensure their designs are compliant with their organization's layout and capabilities. Conversely, manufacturing personnel are provided with an opportunity to diagnose problems they encounter and present them to engineering".

Globalization is a major industry trend. Global production systems require a properly balanced production network combining highly sophisticated manufacturing processes with lower manufacturing cost. DELMIA's digital modeling, simulation and online execution of global production systems enables the virtual validation of new manufacturing concepts while running production systems at their peak performance.

The combining values of DELMIA and Intercim bring together the factory communities with the manufacturing and product engineers, for an immediate common understanding of the products being built with their potential non-conformance and deviations. This translates for customers into faster turn-around time to correct issues, improved product quality and higher production efficiency.

"We are pleased to see Dassault Systèmes taking this step to extend its PLM product offering to include Manufacturing Execution capability," said Nancy Bailey, Vice President of Product Systems for Boeing. "As one of our large key suppliers, we anticipate greater company stability in support of the Velocity system used by the 787 program and look forward to additional innovations in this area."

"This announcement supports Dassault Systèmes' PLM strategy, by extending DELMIA's footprint in Digital Manufacturing & Production to reach a large community of new users on the shop floor," adds Philippe Charlès, CEO, DELMIA, Dassault Systèmes. "Leading aerospace customers like Embraer have chosen DELMIA and Intercim to plan and run their global manufacturing operations and this acquisition demonstrates our continued commitment to this industry."

Dassault Systèmes' investment in Intercim, a partner since 2004, follows a June 2008 Memorandum of Understanding to provide the aerospace and defense industry with Intercim's web-based manufacturing operations management solution integrated with Dassault Systèmes' V6 platform, a 2009 minority investment and a 2010 Master Reseller Agreement.

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## Acquisitions

### ***Lawson Software, Inc. Confirms Receipt of Unsolicited Proposal from Infor and Golden Gate Capital***

11 March 2011

[Lawson Software, Inc.](#) confirmed that it received an unsolicited, non-binding proposal from Infor and Golden Gate Capital to acquire all of the company's outstanding common stock at a price of \$11.25 per share in cash. The parties are engaged in discussions regarding this proposal; however, there can be no assurance that any agreement will be reached.

Following receipt of the unsolicited proposal, the company's board of directors retained Barclays Capital, Inc. as its financial advisor to assist in evaluating the proposal, as well as other possible strategic alternatives. Lawson's board has not made any determination to sell the company or engage in any other strategic transaction, and there can be no assurance that the unsolicited proposal or the evaluation of strategic alternatives will result in any sale or other transaction, whether with Infor and Golden Gate or any other party.

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Unless and until the board makes a determination to sell the company or engage in another strategic transaction, the company remains fully committed to its current strategic plan. The board believes that the company is well-positioned to continue executing its strategic plan through organic growth in targeted verticals and disciplined acquisitions.

The company does not intend to comment further regarding this matter unless and until an agreement is reached, discussions with Infor and Golden Gate have been terminated or the board concludes its strategic review.

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## Company News

### ***Altair Engineering Will Open Office in Madrid to Serve Spain and Portugal***

15 March 2011

[Altair Engineering, Inc.](#) announced that this month it will open its first office in Spain. The Madrid location will provide regional enterprise support services to major aerospace, automotive and energy companies and offer software to those business sectors in collaboration with its distributor DSP, located in Tarragona, Spain.

Operating through a newly formed subsidiary, Altair Software and Services, engineers in the Madrid office will work directly with clients to design and carry out computer simulation projects using Altair's [HyperWorks](#) suite of computer-aided engineering software tools. The staff will be led by Stefano Deiana, managing director of Spain for Altair.

The new office will be staffed with simulation experts to support the region's advanced manufacturing community. This will include major aerospace companies where Altair engineers will employ HyperWorks and collaborate with client engineering teams to develop lightweight, high-performance aircraft systems. Altair's optimization and solver technologies, such as OptiStruct and RADIOSS, will be deeply integrated as part of the process to create designs incorporating less or lighter material for components while retaining the strength, durability and performance of conventional designs.

"Altair has worked in the aerospace, automotive and energy industries across Europe for many years," said Deiana. "Now, the mounting demand for HyperWorks software and for a direct presence to provide enterprise services within those sectors, particularly aerospace, have prompted us to develop a Madrid office that will serve companies in both Spain and Portugal."

The Spain site extends Altair's presence in Europe, where it also operates offices in the France, Germany, Italy, Sweden, and the UK. Globally, Altair has offices throughout North America, South America, Europe and Asia/Pacific.

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### ***Aras Welcomes John Sperling as Director of Product Management for Engineering Applications***

16 March 2011

[Aras®](#) announced that John Sperling has joined the Aras team as Director of Product Management for Engineering Applications. Sperling will lead the expansion of the Aras Solution Suite, focusing on advanced applications such as Systems Engineering, Requirements Management, Mechatronics,

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Simulation Lifecycle Management, and Maintenance Repair and Overhaul (MRO).

A results-oriented leader with in-depth knowledge of PLM project and program management, software implementation and customization, and user interface design and usability, John Sperling brings over 25 years of experience in engineering and enterprise software development to his role at Aras.

Most recently, Sperling was Director of Product Management for Engineering Collaboration and Enterprise Visualization at Oracle, where he drove strategic product vision, and managed a global development team and network of integration partners to multi-million dollar growth across his product portfolio. Previously, Sperling developed engineering systems, solutions and processes at Boeing and Rockwell International for the Space Shuttle, Space Station, Delta rockets, GPS satellites and a wide range of experimental vehicles.

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## ***Autodesk Names Tata Technologies Top Manufacturing Partner***

17 March 2011

[Tata Technologies](#) announced that [Autodesk Inc.](#) inducted the Company into its 2011 Autodesk® Platinum Club earlier this month at Autodesk's annual global channel partner event, One Team Conference in Las Vegas.

Companies selected by Autodesk for this recognition demonstrated strong sales performance and commitment to customer service during the 2011 fiscal year, according to the Autodesk announcement.

Tata Technologies was honored as the Top North American Reseller in Overall Manufacturing Sales Growth.

"I'm proud to have been able to accept this honor on behalf of the Tata Technologies team," said Tom Short, Tata Technologies Business Development Manager – PLM Solutions. "I think it's a testament to our dedication to our roles within the Company, a testament to the position of Tata Technologies within the industry overall. I anticipate even better performance in fiscal year 2012!"

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## ***EOS Innovations Becomes a Value-Added Reseller for Autodesk***

16 March 2011

EOS Innovations announced it has become an Autodesk authorized value-added reseller (VAR). EOS Innovations will provide software solutions, training, application engineering support and software customization for the Manufacturing suite of products from Autodesk.

"The addition of Autodesk to our software portfolio presents a unique opportunity for EOS Innovations to be a one-stop shop for all our customers engaged in 2D and 3D engineering design. Autodesk compliments sales of our other software and allows us to bundle software packages and solutions to our customer base," said Jean-Pierre Rasaiah, VP of EOS Innovations.

Based in Rochester, Michigan, EOS Innovations serves the automotive, aerospace, medical, energy and defense industries.

Autodesk carefully selects value-added resellers to help ensure a strong partner network capable of superior, responsive service. Today, there are more than 1900 resellers serving more than 10 million

# CIMdata PLM Industry Summary

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Autodesk users worldwide with exemplary proficiency in the demonstration, installation and support of Autodesk products. Authorized Autodesk VARs gain a dependable partner in Autodesk, receiving incentives, marketing support, training for sales and technical representatives, and business planning and management guidance.

## **About EOS Innovations**

As a leading software and service provider, EOS works with a number of Fortune 500 companies in North America to help them realize their vision. For more information contact EOS Innovations at 800-380-9165, or online at <http://www.3eos.com>.

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## ***i GET IT Offers 'Fundamentals of Vehicle Design and Packaging***

16 March 2011

i GET IT® announced that “The Fundamentals of Vehicle Design and Packaging” is now available in its exclusive portfolio of online self-paced training for engineers.

“H-Point – The Fundamentals of Car Design and Packaging,” by Stuart Macey, is the definitive reference guide for car designers and automotive engineers, presenting a process for developing vehicles that is underpinned by logic and creativity; organizing packaging standards that apply to automobile and truck design. The material is now available within i GET IT, as a fully self-paced training course, for \$50. Macey himself adapted the material from the original reference guide for the web-based format.

“H-Point was written for automotive design students and industry specialists, to provide them with an insight into the advance concept vehicle development process,” said Macey. “With the auto industry in the midst of a technology revolution, starting a concept from a clean sheet has never been more important. This unique material, in this new format, takes the reader through a generic step by step process, starting with product planning, concept ideation and competitive product benchmarking, through to system selection and component packaging.”

Also included, Macey added, is a brief look back in history at the major milestones in vehicle architecture. Viewing the industry from this perspective helps us to understand what drives change and the direction that automotive design may take in the future.”

“Offering this industry-leading training course is part of the overall strategy of expanding the i GET IT library to address all of the engineer’s needs.” said Dan Miles, Vice President iPRODUCTS. “Beyond training and skills enhancement, i GET IT offers engineering professionals a full portfolio of courses and engineering support to keep individuals and organizations at the leading edge of industry advancements.”

i GET IT provides engineers in more than 60 countries with a user experience including online training, online technical assistance, and engineering industry news. To preview the new course, visit:

<http://www.mygetit.com/vehicle-design>

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## ***Impact of Japanese Earthquake upon the Zuken Group***

14 March 2011

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Given the recent devastating earthquake in Japan on March 11th, 2011, we would like to express our heartfelt sympathies to all the sufferers involved.

We are currently assessing the potential damage to our own operations within the region, but can confirm that all our facilities in Yokohama remain unaffected and all staff remain unharmed. There has been some damage in our sales branch in Aoba-ku, Sendai city, the extent of which is currently under investigation.

The impact, if any, to the Zuken Group performance will be communicated as soon as possible.

- Listed company name: Zuken Inc.
- Representative Name: Representative Director President: Makoto Kaneko
- Stock Code: 6947 – Level 1 Tokyo Stock Exchange

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## ***PTC® Continues Collaboration with FIRST® to Launch the FIRST® Tech Challenge (FTC®) Robotics Competition in China***

17 March 2011

PTC announced that it will work closely with **FIRST®** to pilot a **FIRST® Tech Challenge (FTC®)** competition in 2011 to be held in Shanghai, April 23, at the Shanghai American School, Pudong campus. In the 2011 pilot year, PTC will mentor up to eight FTC teams from the top international schools in Shanghai and run the pilot event in collaboration with Semia, the logistics partner in China. In calendar year 2012, Chinese schools will then compete and cooperate side by side with the international schools for the next competition year and beyond, as FTC spreads to schools throughout China.

FIRST (For Inspiration and Recognition of Science and Technology) was founded by inventor Dean Kamen in 1989 to "transform our culture by creating a world where science and technology are celebrated and where young people dream of becoming science and technology leaders."

Reaching more than 250,000 students worldwide annually, FIRST has designed accessible, innovative, mentor-based programs that give students the opportunity to apply science and technology concepts learned in the classroom to 'real-world' engineering problems. Students work on open-ended challenges and create their own solutions, while developing teamwork, presentation and business skills.

Liu Tong Long, PTC Sales Senior Vice President for North Rim China and Hong Kong, recognizes the critical importance of this program. "Companies worldwide support FIRST robotics because they believe this is a 'real-world' engineering challenge where students engage with engineering and business mentors who work with students from around the world," he noted. "This competition involves exactly the type of skills, experience and innovative thinking that companies must have to remain competitive in a global world."

As a Crown Supplier to the FIRST® Robotics Competition (FRC®), one of four programs operated by FIRST for students K-12, and the official CAD and Collaboration Sponsor to the FIRST Tech Challenge for the past three years, PTC provides its complete suite of product design software free to all teams.

James Heppelmann, PTC President and CEO, and a member of the FIRST National Executive Advisory Board, believes that, "PTC is bullish about FIRST and what it represents for our collective future. The way the students work together to pool their resources and skills and help each and every team compete

# CIMdata PLM Industry Summary

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to their best ability is inspiring. FIRST is an exemplary program in that it creates shared value for the students and for PTC."

This year, team software donations from PTC included "Creo™ Elements/Pro™ engineering software, Mathcad® mathematical calculations software, Windchill® collaboration and data management software, and Creo™ Elements/View visual collaboration software to help participating teams design faster and better.

In addition to a software donation, PTC provides training on all its software through eLearning solutions and hands-on workshops. PTC employees volunteer their time to mentor teams using industry-best practices. PTC also is working closely with other FIRST Affiliate Partners worldwide to bring pilot FTC programs to India, Asia and Europe.

"We are pleased to partner with PTC to launch FIRST Tech Challenge in China," said Ken Johnson, Director, FIRST Tech Challenge. "PTC has a successful track record of bringing together the key ingredients of implementing a successful FTC international launch. This includes world-class customers, universities, schools and PTC employees to volunteer and manage a pilot and then a roll-out in China."

This year's FTC game, GET OVER IT!™, is a sports-type competition involving rolling goals, mountain-like obstacles, balancing and sensors. In addition to scoring points, winners must demonstrate critical thinking, strategy, and oral and written communication skills, as well as the ability to work as part of a community. Top teams from around the world will be selected to compete in the FTC World Championship in St. Louis, Mo., April 27-30, 2011.

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## ***Sopheon Appoints Former Intuit Technology Executive to Lead Product Development Organization***

14 March 2011

Sopheon, announced that it has appointed Don Sarno, a former technology executive with Intuit Inc., to head its product development organization. Mr. Sarno will serve in the role of vice president of product development. His responsibilities will focus on leading and evolving the company's product development, product management and product support organizations.

Mr. Sarno was most recently director of product management for Activant Solutions, a supplier of enterprise supply chain and manufacturing software. He previously was with Intuit, the \$3.5B producer of financial and tax preparation software, where he was product leader within the office of the general manager for Intuit's distribution management solution (IDMS).

"Our product development efforts have advanced in parallel with the continued growth and maturation of our business," said Andy Michuda, chief executive officer of Sopheon. "In fewer than five years, we have moved from one product offering to three. During that same period, deployment scenarios have become more expansive and more complex. Many of our customers have worldwide operations and an increasing number are looking to extend the value of our solutions by implementing them on a global scale. Don Sarno is a proven product development leader with exceptional technical and business acumen. At Intuit, he learned the lessons of enterprise solutions development from some of the most sophisticated and accomplished application strategists and technology visionaries in the world. He has a strong customer orientation and an impressive track record of creating successful enterprise applications in high-growth markets. His presence will enhance our ability to anticipate the requirements of our global customers, and shape our solutions to match their special needs."

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Manufacturers across a range of industries use Sopheon's software to increase revenues and profits from new products. The company's Accolade® solution is recognized as a market leader in providing portfolio-management decision support across the product lifecycle. The software enables end-to-end governance of the innovation process, including strategic roadmapping, idea development, and gated-process execution. Among Sopheon's current customers are such well-known global manufacturers as BASF, ConAgra, Electrolux, Heinz, Honeywell, Lockheed Martin, Northrop Grumman, Owens Corning, Parker Hannifin, PepsiCo, SABMiller and Total.

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## Events News

### ***ASCON Held Partnership Meeting and Seminar in Germany***

18 March 2011

ASCON Group held its KOMPAS Seminar intended for partners and resellers from European countries.

The event took place in Lindau, Germany, where specialists from ASCON presented an overview of MCAD market in Europe and place of ASCON' solutions in it, focused on the theme of KOMPAS customers and ability of better marketing and PR promotions of the software, and discussed advancement of company's educational and partnership programs. The day was finished with the rewarding ceremony— all the partners and resellers received KOMPAS Sales and Marketing Techniques Certificates.

The next three days were totally dedicated to Advanced KOMPAS Technical Training. During an intensive training period ASCON partners from Austria, France, Germany, Poland, Switzerland were acquainted with special features for parametric 3D modelling, 2D drafting and design, as well as for surface modelling, sheet metal design and many others abilities of KOMPAS-3D V12. As is the tradition participants were awarded with KOMPAS-3D Professional Certificates.

For more information on attendance at the next KOMPAS-3D Training Seminars, please send an email to [contact@ascon.net](mailto:contact@ascon.net)

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### ***assyst and Human Solutions Present the New Generation of their Product and Service Portfolio for Fashion at Texprocess***

15 March 2011

assyst and Human Solutions will present their new product and service portfolio at the Texprocess in Frankfurt, from 24th May, 2011. The portfolio offers innovations ranging from CAD and PLM to 3D body scanning and 3D simulation. The innovations include a reference process, CAD integration with PLM GoLive, smart.label technology in cad.assyst and the automated optimization of tables of sizes in iSize.

“Since the takeover of assyst eighteen months ago, we've been working on groundbreaking innovations to continue pushing the technological envelope as a leader in this field. Thanks to the merger of the two companies, we now have the opportunity to give the textile world a completely seamless process, from target group-specific sizes tables and automatic construction alterations to actual visualization in 3D.

# CIMdata PLM Industry Summary

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The changes in our technology are truly revolutionary - and the same applies to the changes which can consequently be implemented into fashion. Our 20.11 generation brings something new to every area of product development. Its common theme is our customers' need for seamless information and processes, user-friendly operation and labor-saving procedures. And we'll also be presenting many innovations at the Texprocess - innovations that will take our branch forwards into the future”, says Dr. Andreas Seidl, Managing Partner of assyst GmbH and Human Solutions GmbH.

Here is the new 20.11 product and service generation in detail:

## **CAD & Grading**

assyst supports its customers by means of innovations in CAD management, while cad.assyst 20.11 enables remote access on the road and the centralized management of the software, which will also become much simpler.

The module “easy-2-install” enables customers' IT teams to carry out upgrades and support much more easily.

One of the highlights among the many new functions is our smart.label technology, which assigns typical design properties to construction elements. This technology combines several lines into a seam (which then behaves like a seam within the construction).

There are new, user-friendly user interfaces for cad.assyst, lay.assyst and plot.entry.

The automation software smart.pattern has been expanded to include new macros and macro commands. This enables e.g. routine adaptation in data conversion or the matching of linings/interlinings.

## **Product Life Cycle Management**

PLM GoLive will revolutionize the product development process with new prices, new modules and a completely new concept. The new assyst software is based on a complete development process. This makes the software more economical - and companies can immediately work with it “out-of-the box”. In cases where the given process path is not suitable, individual customization can be carried out (as in the previous release). Existing customers who wish to integrate new modules into their systems will also benefit from the new PLM concept. And PLM GoLive has a lot more to offer here too - on the management level, for example, PLM GoLive has been expanded to include comprehensive framework collection planning and intensive management reporting. And cad.assyst is now fully integrated to provide optimal continuity in collection development. This enables design data to be optimally managed - and the workflows of design construction can also be controlled via PLM.

## **Laying individual pieces and preparing for production**

With Generation 20.11, automarker and autocost are now integrated into the automarker.com service portal. The automarker program has also something new to offer - comprehensive functionality for structured laying, e.g. of simple and complex pattern repeats, in quality zones and for laying bundle by bundle or laying fixing blocks. The autocost program has also been given brand-new functions, including the transmission of material requirements in ERP systems, flexible order structuring and more depth of information about capacity planning, query parameters and evaluation.

## **Sizing & Fitting**

iSize facilitates the selection and the optimization of tables of sizes - and then passes on the results for immediate use in cad.assyst's CAD construction program. Here tables can also be displayed as Scanatars in 3D – either in iSize's Preview or as a download in vidya.

## 3D visualization & simulation

A realistic drape increases simulation quality for complex designs in vidya. Now approximately two-thirds of all collection designs can be optimally simulated - and this opens the door for process innovations, like the digital try-on at the store in the “Virtual Mirror”. And vidya now has more movement too! The virtual model can now take up any target pose, like sitting, taking a step or stretching out his or her arms. And the interaction between 2D and 3D has also received a new lease of life... the smart.label technology in cad.assyst now simplifies the transfer of individual constructions to vidya.

## 3D Body Scanning and MtM

The SizeGERMANY serial measurement program showed just how valuable exact dimensions can be - but the program also proved how vital comprehensive data on body volume and posture is for product development.

The acquisition of measurements by means of scanners is also an important engine for innovative processes. Take the Virtual Mirror, for example - the digital try-on at the point of sales which Human Solutions will present for the first time at the Texprocess.

## Interiors

With cad.assyst, plan.assyst and automarker, assyst offers seamless support for product development in the manufacture of furniture and in vehicle interior fitting. Visitors to the Texprocess can experience assyst technology being used first-hand for the prestigious manufacturer Koinor and find out more about the 20.11 technology strategy for interiors.

Visit assyst and Human Solutions from the 24th thru the 27th of May at the Texprocess – in **Hall 4.0, Booth B61**

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## *Autodesk Extends Invitation to Join Webinar on Manufacturing Business Segment*

18 March 2011

**What:** Autodesk, Inc. will host a webinar to discuss its Manufacturing business segment. Robert “Buzz” Kross, senior vice president, Manufacturing Industry Group at Autodesk will conduct a brief slide presentation followed by a question and answer session.

**When:** Thursday, March 24, 2011, at 8:00 a.m. Pacific Time/11:00 a.m. Eastern Time.

**How:** Autodesk will host a live webcast call at <http://www.autodesk.com/investors>. Audio for the webcast will be available at 866-700-6067 (toll-free) or 617-213-8834. Passcode for the live call is 83274158. A replay of the event will be available after 12:00 p.m. Pacific Time on their website at <http://www.autodesk.com/investors>.

**Contact:** For more information, please call Autodesk Investor Relations at 415-507-6705.

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## *Call for Papers: CD-adapco's STAR American Conference 2011*

17 March 2011

# CIMdata PLM Industry Summary

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On June 28-29, 2011 in Chicago, Illinois, CD-adapco will hold a technology conference centered around the growth and application of simulation. The theme of the STAR American Conference is "Engineering Success." This theme explores the techniques, support and technology that will empower engineers to revolutionize their CAE process, ultimately making them more successful both personally and in achieving their organization's objectives.

This conference will explore the latest developments in engineering simulation technology and discuss the ways in which it can be deployed to solve industrial problems, reduce costs and empower innovation. Applications and demonstrations will include, aerospace & defense, automotive, electronics, turbomachinery, building, oil & gas, and marine examples.

If you would like to submit a paper, please send a presentation title and brief description (100-200 words) by March 31, 2011 to [CD-adapco](http://www.cd-adapco.com). A final presentation\* is required no later than June 3, 2011.

For more information or to submit an abstract, please contact Prashanth Shankara at [prashanth.shankara@us.cd-adapco.com](mailto:prashanth.shankara@us.cd-adapco.com).

\*No formal written paper is required. Acceptance is not automatic. Accepted presenters will be notified during the first week of April, if not before.

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## ***Camstar Announces Paul Nunes as Keynote for Global Customer Conference***

15 March 2011

Camstar Systems, Inc. announced that Paul Nunes, co-author of the acclaimed book "Jumping the S-Curve: How to Beat the Growth Cycle, Get on Top and Stay There" (Harvard Business Press 2011) and Executive Director of Research at the Accenture Institute for High Performance, will deliver the keynote address at the Camstar Customer Conference 2011.

Mr. Nunes' research has focused on business and marketing strategy, with particular attention paid to the evolution of consumer behavior and its effect on how businesses operate. His keynote address will reveal how leading companies perpetually out-perform their peers by growing revenue and increasing profitability - even across economic and market disruptions. The address will be insightful and motivational for the conference attendees of executives and managers that represent some of the most successful global manufacturers and leading innovators across a variety of industries.

The Camstar Customer Conference 2011 is themed "Advancing Product Quality across the Supply Chain." From Design to Sourcing to Process Planning to Manufacturing to Field Use, the conference will look at the entire product lifecycle and the implications of a closed-loop continuous improvement environment on advancing product quality across all areas. Sessions delivered by customers, partners, Camstar and industry experts will explore state-of-the-art approaches for achieving top quality, accelerating innovation, and achieving operational excellence, plus the enabling technologies and services solutions that ensure success.

The global event will be held May 9-12, 2011 at the Hotel del Coronado in San Diego, California. To learn more about the event and register, visit <http://conference2011.camstar.com/>

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# CIMdata PLM Industry Summary

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## *Cimatron to Showcase Die Design Enhancements at INTERMOLD KOREA*

15 March 2011

Cimatron Limited announced that it will showcase new enhancements for die making at the INTERMOLD KOREA Tradeshow for the Die and Mold Industry.

CimatronE's Die Design solution has received a very positive reception in Korea since its release five years ago. Last month, Cimatron announced that many of Samsung's tier one manufacturers significantly shortened their delivery times using CimatronE's 3D Die Design solution. Additionally, Cimatron Korea achieved its highest revenue to date in 2010, largely as a result of its success with the CimatronE Die Design solution.

CimatronE's integrated 3D CAD/CAM solution for die design and manufacturing allows users to visualize the vertical axis from the outset, avoiding interference and other errors in the early stages of design. This eliminates most of the expensive, time-heavy "trial and error" work in the finishing stages of projects, allowing die shops to cut their delivery times dramatically.

New enhancements to the Die Design solution offer a far more flexible strip design process. Among the enhancements that simplify the process is the new "insert forming shape" feature, which allows users to insert additional forming shapes at any point during design, while maintaining complete associativity.

There are also enhancements in die tool design, with faster, more automated trimming punch creation. CimatronE's trimming punch feature, which allows users to design trimming punches in one click, can now create multiple trimming punches in the same operation. Additionally the system now supports split matrixes (used to simplify the manufacturing process) and several new types of fasteners.

Intermold will take place in Seoul, March 16 th-20th. Cimatron will demonstrate CimatronE's latest Mold, Die and NC Programming solutions, as well as GibbsCAM's solution for Production, in **Booth 334**.

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## *Extensible CAD Technologies' InspectionXpert for CATIA V5 Fills Gap Left by Discontinuation of Rand Worldwide's Inspection Tools*

15 March 2011

In response to [Rand Worldwide's](#) recent announcement that it will no longer sell or support its Functional Tolerance and Annotation (FT&A) and First Article Inspection (FAI) tools, [Extensible CAD Technologies](#) announces support for [Dassault Systèmes' CATIA V5](#) users needing automated inspection tools. Extensible CAD Technologies' InspectionXpert for CATIA V5 automates the ballooning of both 2D drawings and 3D models in CATIA as well as the creation of quality inspection forms, such as first-article inspection forms, in-process inspection forms, AS9102 forms and PPAP forms for quality control inspections.

The latest version of InspectionXpert for CATIA V5, released in January, features a redesigned user interface; greatly enhanced support for AS9102 Forms 1, 2 and 3; single window integration with CATIA; the ability to save product data for easy updates to inspection projects; better control over the order and placement of balloons in CATIA drawings or models; direct publish to Net-Inspect; support for mapping CATIA user parameters to inspection report forms; and the ability to treat dimensions that are entered as notes as dimensions and extract them. InspectionXpert now supports CATIA V5 R18,

R19, and R20.

On Wednesday, March 30<sup>th</sup>, from 2:00-3:00 PM EST, Extensible CAD Technologies will be offering a free webinar that will show CATIA users how they can save 90% of the time it takes to create inspection drawings and report forms using InspectionXpert for CATIA V5. Those interested can register for the webinar at <https://www2.gotomeeting.com/register/507023139>. If you cannot attend, you can find additional information at <http://www.inspectionxpert.com/Products/ForCATIA/tabid/80/language/en-US/Default.aspx>, or by calling 800.379.0322.

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## ***GibbsCAM 2011 to be Previewed at AeroDef Manufacturing Exposition***

15 March 2011

Gibbs and Associates announced that the latest 5-axis machining features and many other features planned for release within GibbsCAM 2011, will be demonstrated at the forthcoming **AeroDef Manufacturing Exposition and Conference, in Booth #1324**. The event will be held from April 5-7, 2011, at the Anaheim Convention Center in Anaheim, CA.

The Society of Manufacturing Engineers is producing AeroDef, with backing from the largest American aerospace manufacturers and the National Center for Defense Manufacturing and Machining. The event will showcase the latest in advanced manufacturing processes, from enabling technologies through advanced integrated systems. Keynote speakers from Boeing, the Office of the Secretary of Defense, and NASA's Glenn Research Center will kick off daily conference sessions.

“This industry show and conference is an exciting opportunity to demonstrate the superiority of our CAM software in driving the complex machine tools that challenge aerospace and defense,” said Bill Gibbs, president and founder of Gibbs and Associates. “Engineers and programmers across the aerospace and defense supply chain will be able to see how GibbsCAM features such as MTM and 5-axis programming, plus toolpath verification and multi-axis machine simulation, can help them to eliminate scrap, increase shop-floor safety, reduce cycle times and maximize profits.”

### **New GibbsCAM Features Highlighted at AeroDef**

At AeroDef, Gibbs and Associates will highlight additions and enhancements planned for the GibbsCAM 2011 release, including new MTM and 5-axis CNC programming features that serve the complex machining requirements of aerospace and defense suppliers. Among these are:

**5-Axis Hole-Making** – A new routine for 5-axis hole-making operations, aided by enhancements to GibbsCAM's automatic feature recognition, hole manager and hole wizard, makes programming 5-axis drill cycles much easier and much more efficient. Programming drill cycles at off-axis orientations will be very easy and will take a fraction of the time taken by other methods.

**5-Axis Toolpath Conversion** – A new Operation Modifier allows converting 2.5- and 3-axis toolpaths for machining in 5-axis, which enables use of shorter tools to achieve smoother toolpaths at certain surface intersections and other geometric conditions.

**5-Axis Machining Styles** – Additional swarf cutting capabilities have been added, as well as a new 5-axis trimming (wireframe) strategy.

**5-Axis Milling on Turning Machines** – Support for B-axis (tilting live tooling) enables programming of 5-axis milling with Y-axis offsets on lathes and multi-task machines equipped with a live-tooling B-

axis.

**MTM Thread Whirling** – GibbsCAM support of thread whirling attachments is a key addition for multi-task machines with multiple axes (typically running with 5-axis simultaneous motion). Thread whirling attachments provide the rigidity and rotary tools to make screws of high length-to-diameter ratio, such as ball screws, worm shafts, feedscrews and acme screws.

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## ***Icona Solutions to Run Workshop on Perceived Quality at Interior Motives China Conference 2011***

18 March 2011

[Icona Solutions](#), the developer of the perceived quality simulation and visualization software solution, aesthetica, will run a workshop entitled “Perceived Quality in a Digital World” during the Interior Motives China Conference being held in Shanghai on 17 & 18 April, 2011. (Full details at: <http://china.interiormotivesconference.com>).

The workshop will review and explain precisely what perceived quality is all about and will provide ideas and practical guidance on ways in which automotive design and manufacturing companies can improve the perceived quality of their vehicles at the same time as reducing development costs.

Using aesthetica to demonstrate real-world examples of the ways in which the software is used in setting achievable perceived quality targets early in the vehicle development process and to then simulating and visualizing, in real-time, the results of subsequent design and perceived quality reviews, the workshop will also outline some of the benefits to be gained from improved perceived quality in terms of customer appeal.

“Perceived quality – or PQ - is all about the impression of quality that a potential customer gets about a product when first viewing it, without regard to its functionality. It is an essential element of brand management today”, stated Tim Illingworth, chief executive, Icona Solutions.

“Every product that is manufactured is subject to variation”, he explained. “So the ability to use today’s software technologies to simulate and to visualize the full effects of this variation and deformation on the form, fit and finish of components and assemblies is a crucial aspect of the design process and to achieving high perceived quality. This directly translates into a customer’s perception of the quality of a vehicle, or any other product”.

“The workshop that we are running at the Interior Motives China Conference, together with global expert on perceived quality of interiors, Steven Madge of MGX Madge Group, is designed to explain and to demonstrate this new technology to the expanding Chinese automotive industry,” he concluded.

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## ***Learn How to Reduce Product Development Costs With SpaceClaim 3D Direct Modeling***

16 March 2011

[SpaceClaim](#), will host a [half day event on March 24](#) focused on sharing techniques and strategies designed to leverage 3D direct modeling to lower product development costs. Customers will share how they are using SpaceClaim to grow revenue, eliminate waste and to reduce time-to-market. Applications to be discussed include bid modeling, concept modeling, CAE analysis and manufacturing model

preparation.

**Speakers will include:**

- Jayeson Fougner, General Dynamics Land Systems
- Matt Thomas, Navistar
- Don Mekkes, Modern Tool
- Steve Costello, VP of Americas Sales, SpaceClaim
- Blake Courter, Co-Founder, SpaceClaim
- John Graham, Application Engineer, SpaceClaim

**Details:**

- March 24, 2011, 8:30 a.m. - 1:00 p.m.
- Embassy Suites Troy, 850 Tower Drive, Troy Michigan
- Complimentary Breakfast and Lunch to be served

**To Register**

To register please go to <http://www.spaceclaim.com/en/Mkting/SpaceClaim-March-Detroit-Event.aspx> or call 978-482-2206.

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***Lectra to Present Importance of Color in Fashion, Apparel Design at AATCC's 2011 International Conference***

17 March 2011

Lectra will exhibit at the AATCC's International Conference later this month. Lectra's Color Expert, Don Beck will also present on the topic of "Minimum Fuss, Maximum Organization: Optimizing Color Managed Print Processing in Design for High Volume Output" on Wednesday, March 23rd at 9:15 am.

The event, March 22nd through 24th, in Charleston South Carolina, features a traditional exhibition hall with industry leaders, as well as a 3 track educational session covering Concept to Consumer, Chemical Applications and Materials. Lectra's Color Expert and PhD, Don Beck will present in the "Concept to Consumer Track" and will discuss how the apparel industry can design and develop products in a faster, more productive way while reducing costs. He will also explore the advantages that can be obtained by using techniques and best practices applied to areas such as color management and color processes, as well as printing and communication workflows.

[Lectra](#) will also be present in the **exhibition hall (booth 16)**, illustrating how to manage design and color processes with up-to-date fashion, textile and color specific solutions and tools. As well, Lectra will demonstrate how the integration of X-Rite and PANTONE® technologies into Lectra's professional textile and fashion design platform, Kaledo®, create a seamless process and allows for the use of a variety of color options in the creation of original concepts of prints, weaves and knits.

"Color is critical in design and it can be a major source of loss in regards to time and money for

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companies when trying to get the right color for a season's collection," stated Don Beck. "Lectra is pleased to participate in an educational arena like AATCC's International Conference and share the importance of processes and tools available to facilitate color communication and ensure color accuracy."

The American Association of Textile Chemists and Colorists, AATCC, is the world's leading not-for-profit association serving textile professionals since 1921. AATCC is headquartered in Research Triangle Park, N.C., USA, providing test method development, quality control materials, and professional networking for thousands of members in 60 countries throughout the world.

For more information on the 2011 AATCC International Conference, visit <http://www.aatcc.org>

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## ***LMS to Attend 2011 Modelica Conference***

16 March 2011

LMS International will take part in the 2011 Modelica Conference in Dresden, Germany from March 20-22, 2011. At this community event, LMS will present two research papers and experts will be on hand at the LMS booth to share and discuss the latest Modelica developments on the LMS Imagine.Lab AMESim system simulation platform.

Since the 2009 conference, LMS has expanded in the Modelica project via the acquisition of Emmeskay and large internal investments. Emmeskay is highly involved in the Modelica community and its projects, including sponsorships and memberships to the Modelica Design Group, the Modelica Association and Open Source Modelica. LMS plans to continue this level of involvement.

LMS Modelica experts will present two topics: Strong Coupling of Modelica System-Level Models with Detailed CFD Models for Transient Simulation of Hydraulic Components in their Surrounding Environment on Monday, March 21, 2011 and Enforcing Reliability of Discrete-Time Models in Modelica on Tuesday, March 22, 2011.

Antoine Viel, Senior Expert Co-Simulation & Multi-physics Modeling at LMS Imagine.Lab AMESim will present the first topic that describes an efficient way to couple a Modelica system-level model with a Computational Fluid Dynamics (CFD) model to simulate hydraulic components within a hydraulic circuit. The presentation will explain the methodology and associated technology required to establish co-simulation between a Modelica model, simulated with an ODE/DAE solver like the one found in LMS Imagine.Lab AMESim, and a 3D flow model computed by CFD software. A test case will be discussed.

Sebastien Furic, Senior Expert Symbolic Analysis on the Solver & Interface Team at LMS Imagine.Lab AMESim will present the second topic that analyzes Modelica models involving discrete-time aspects. In this paper, LMS will present simple examples of models that give unexpected or surprising results, explain the general causes of such behavior and propose the notion of "a clock" in the language to solve these types of issues.

In addition to the 2011 conference, LMS continues to support the establishment of Modelica as the industrial reference for system modeling through several European research projects, including MODELISAR and OPENPROD. MODELISAR examines system design and embedded software in vehicles to develop a functional mock-up interface for simplified model exchange between design environments. OPENPROD seeks to provide a whole-product model-driven rapid system development,

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modeling and simulation environment for industrial modeling and simulation tools.

“2011 will be a proactive year in terms of Modelica at LMS. With our continued investment and commitment to open-source Modelica-based tools, we are looking forward to working with all the members of the community to advance the code and standardize the language to ensure Modelica becomes the future simulation standard. Introducing a flexible and open-source simulation standard that bridges software tools and technologies will ultimately serve the greater engineering community and the products they develop,” stated Stefaan Goossens, Vice-President, Simulation Division, LMS International.

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## ***MSC.Software Technology Day Cleveland, OH, Nonlinear and Motion Technology Day Workshops***

15 March 2011

Join the MSC.Software Technology Day Workshops and receive FREE introductory hands-on Marc and Adams training.

In addition, you will receive a FREE trial package of Marc and Adams just for attending.

The workshops are designed to give analysts and design engineers practical CAE training to help accelerate productivity and quickly apply the use of nonlinear and mechanical systems simulation to various design projects as soon as you get back to the office.

**Dates** Apr 13: [Marc/Nonlinear Workshop](#)

**Apr 14:** [Adams/Motion Workshop](#)

**Time:** 9:00am - 4:00pm

**Location:** Cleveland, OH

The agenda is set-up so that you can pick and choose the date/topic that best suits your needs. Click one of the workshops above to view the agenda.

### **Who Should Attend?**

These workshops are for new users interested in learning how to perform engineering analysis with Adams (Motion) and Marc (NonLinear). The workshops will provide an overview of the solutions, introductory hands-on exercises, and new product demonstrations highlighting key application areas for using the technology today. Existing users are welcome to attend but may find the material too introductory.

By attending these free one-day workshops, you will receive:

- Free admission
- Full day of introductory Marc and Adams hands-on training
- Lunch provided
  - Access to nonlinear/motion experts and trainers
- Demonstrations showcasing MSC technologies
- FREE trial license including take-home training exercises

## [REGISTER TODAY!](#)

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### ***Oracle Announces Oracle OpenWorld 2011 Call for Papers***

15 March 2011

#### **News Facts**

The [Oracle OpenWorld 2011](#) call for papers is now open. Oracle customers and partners are encouraged to submit proposals to present at this year's Oracle OpenWorld conference, which will be held October 2-6, 2011 at the Moscone Center in San Francisco.

Oracle welcomes proposals for presentations on a wide variety of topics, with content targeted at all levels of attendees from beginner to expert. Attendees come from around the world representing thousands of Oracle customers and partners. At this time Oracle is also accepting proposals for Oracle Develop content.

This year Oracle again welcomes the [MySQL](#) community and has added a dedicated MySQL track under the Database stream.

Details and submission guidelines are available on the [Oracle OpenWorld Call for Papers](#) web site.

Registration for Oracle OpenWorld 2011 is open. Super Saver [Registration](#), which offers the deepest discount on the regular conference price, ends April 1, 2011.

#### Supporting Quote

“From C-level executives to developers, Oracle OpenWorld is a venue for customers and partners to share their ideas, experiences, and accomplishments regarding Oracle products and solutions. This year we look forward to receiving thousands of presentation proposals to help us deliver a unique experience to a diverse global audience,” said Tania Weidick, vice president, Oracle Corporate Event Marketing. “We’re also excited to welcome the MySQL community in a dedicated track designed to provide MySQL users with practical tips and best practices from the vibrant ecosystems of the MySQL community, customers, partners and Oracle’s MySQL engineers.”

#### Supporting Resources

[Oracle OpenWorld 2011](#)

[Oracle OpenWorld 2011 Call for Papers](#)

[Oracle OpenWorld Blog](#)

[Oracle OpenWorld on Oracle Mix](#)

[Oracle OpenWorld on Twitter](#)

[Oracle OpenWorld on Facebook](#)

[Oracle OpenWorld on LinkedIn](#)

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## ***PACE Automotive Design Lab to Open at McMaster University***

14 March 2011

Representatives from General Motors, Autodesk, HP, Siemens PLM Software, Oracle, Partners for the Advancement of Collaborative Engineering Education (PACE), and McMaster University will officially open the university's PACE Lab for automotive engineering and design on Thursday, March 17, 2011.

**What:** Opening of the PACE Lab for automotive design and engineering at McMaster.

Student demonstration of a PACE Vehicle Collaboration project.

**When:** Thursday, March 17, 2011

11:20 a.m. – 12:15 p.m.

Media Availability will follow formal remarks.

**Where:** McMaster University, Engineering Technology Building (ETB), Room 234

1280 Main Street West, Hamilton

<http://www.mcmaster.ca/welcome/findus.cfm>

A ribbon-cutting ceremony will begin at 11:20 a.m. in the Engineering Technology Building, room 234.

McMaster engineering students will demonstrate a collaborative project with the University of Cincinnati to develop a next-generation sustainable urban transport vehicle.

Media are also welcome to attend remarks by all partner members from 10:00–11:15 a.m. in room 125 of the Engineering Technology Building.

The PACE Lab provides students with access to state-of-the-art computer hardware and software used by the automotive industry for product development, planning, engineering, analysis, and data management. It better prepares students for careers in the international world of automotive engineering and design. (<http://www.pacepartners.org>)

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## ***Registration Now Open for SmartGeometry 2011 Conference Taking Place April 1-2 in Copenhagen***

14 March 2011

Bentley Systems, Incorporated announced that registration is now open for the [SmartGeometry 2011 Conference](#). This conference is focused on computational and parametric design tools, technologies, and methodologies that allow and encourage new forms of architectural and structural expression. The conference takes place April 1-2, 2011, in Copenhagen, Denmark, and carries the theme “Building the Invisible: Informing Digital Design With Real-World Data.” Among the many preeminent authorities on advanced 3D design presenting this year are Ben van Berkel, UNStudio; Usman Haque, Haque Design + Research; Billie Faircloth, KieranTimberlake; Craig Schwitter and Gijs Libourel, Buro Happold and Adaptive Building Initiative; Lisa Amini, IBM’s Smarter City Lab, Dublin; and Mette Ramsgard Thomsen, Center for Information Technology and Architecture (CITA). For additional information about the conference and to register, visit <http://www.SmartGeometryConference.com/2011>.

The SmartGeometry 2011 Conference includes:

**“Talkshop” Day, April 1** – On this interactive first day, tutors and participants in the SmartGeometry

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2011 Workshop companion event present and discuss their advanced design work of the previous four days in a series of panel sessions. The hands-on workshop is being held March 28-31, 2011, at the Royal Danish Academy of Fine Arts School of Architecture, and hosted by CITA. It enables architectural and engineering professionals, academics, and students to explore and realize design through the innovative use of data and digital fabrication employing GenerativeComponents – Bentley’s generative design software.

**“Symposium” Day, April 2** – Day two includes insightful presentations by renowned experts on the theory and practice of computational and parametric design approaches. The speakers will showcase major projects around the globe that exemplify the way in which data informs design.

**Reception, April 2** – The conference ends with a social gathering celebrating the innovation, creativity, and leadership of the generative design community. It also provides an opportunity to view the work developed during the four-day workshop.

Commenting on this year’s conference agenda, Shane Burger, head of the Computational Design Unit, Grimshaw Architects, said, “As digital designers, our challenge is to harness and direct the power of computation to inform our design process. Through parametric design, architects and engineers can collect, manage, and analyze a great deal of information about the environment in order to enable an array of design options for exploration. The goal is to use this information as meaningful inputs to help make better-informed design decisions. The SmartGeometry 2011 Conference, along with the workshop event, enables professionals and academics, designers and researchers to work together and explore the best use of technology-enabled methodologies. We are excited to again have Bentley as our premier sponsor and the use of Bentley’s [GenerativeComponents](#) as the primary software for the workshop.”

For additional information about the SmartGeometry 2011 Conference and to register, visit <http://www.SmartGeometryConference.com/2011>.

## About the SmartGeometry Group

The directors of the SmartGeometry Group include Shane Burger, head of Computational Design Unit, Grimshaw Architects; Xavier De Kestelier, associate partner, Foster+Partners; Lars Hesselgren, PLP/Architecture; Hugh Whitehead, Foster + Partners; and J Parrish, ArupSport. For additional information, visit <http://www.SmartGeometry.org>.

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## *Sescoi to Launch new Automated Implantology Module at IDS*

17 March 2011

Two new products from [Sescoi](#) complementing the capabilities of the company’s open [WorkNC Dental CAD/CAM software](#) will be launched at the International Dental Show (IDS) in Cologne, on booth F051 in Halle 11.1.

The new, automated WorkNC Dental Implantology module will make it easy to machine bridges and align them to implant fixings irrespective of their orientation, while the new WorkNC Dental Automation module will automatically manage machining jobs and monitor machine operations.

Partnering SESCOI at the show will be DentalWings, Willemin Macodel, Datron, Witech, Charlyrobot and Roland. Additionally, there will be live machining demonstrations on the SESCOI booth, running on a Datron machining center.

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WorkNC Dental enables scanned dental casts to be manipulated and machined with virtually one mouse click. Machining wizards consider the material being cut and the kinematics of the machine tool, optimizing the toolpath methodology for individual materials including titanium, chrome cobalt, zirconia, lithium disilicate, E-max and PMMA.

The new WorkNC Dental automated implantology module detects the 3D orientation of each implant in the patient's jaw, as well as the geometry of the prosthetic bridge or crown and the position of the margin line. The automatic and accurate 5-axis machining of the digitized information with WorkNC Dental ensures a very high quality fit for the finished prosthesis. Perfect alignment to the supporting abutments or implants makes the bridge easy to install, and will result in reliability, durability and customer satisfaction.

Sescoi's new WorkNC Dental Automation module provides automatic pallet handling, project management and scheduling that queues a series of jobs, and allocates them according to pallet availability through direct connection to the machine tool controller, turning prosthesis manufacture into a virtually continuous and unmanned operation. Visitors to IDS will be able to see simulations of WorkNC Dental Automation on the Willemin Macodel booth (L020/M021).

Sescoi specializes in creating automated CAD/CAM software, so this has naturally been a key design principle in its development of WorkNC Dental CAD/CAM software. Dental technicians do not need to have CNC machining experience and can rely entirely on the intelligence built into the software to produce safe, collision free toolpaths dedicated to each specific type of dental restoration and material.

The range of collaborative partners working with SESCOI reflects the true spirit of an open system, allowing dental professionals to choose equipment which is technically matched to their requirements and which is cost effective.

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## Financial News

### ***Apache Design Solutions, Inc. Files Registration Statement for Proposed Initial Public Offering***

14 March 2011

Apache Design Solutions, Inc. announced that it has filed a registration statement on Form S-1 with the Securities and Exchange Commission (SEC) for a proposed initial public offering of its common stock to be sold by the company and certain of its stockholders. The number of shares to be offered and the price range for the offering have not yet been determined.

Deutsche Bank Securities is acting as the sole book-running manager for the offering. Needham & Company, LLC, Canaccord Genuity, ThinkEquity LLC and D.A. Davidson & Co. are the co-managers of the offering.

The offering will be made only by means of a prospectus. When available, copies of the preliminary prospectus relating to the offering may be obtained from Deutsche Bank Securities Inc., Attention: Prospectus Department, Harborside Financial Center, 100 Plaza One, Jersey City, New Jersey, 07311-3988, telephone (800) 503-4611, or by e-mailing [prospectus.cpdg@db.com](mailto:prospectus.cpdg@db.com).

A registration statement relating to shares of the common stock of Apache Design Solutions, Inc. has been filed with the SEC but has not yet become effective. These shares may not be sold nor may offers

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to buy be accepted prior to the time the registration statement becomes effective. This press release shall not constitute an offer to sell or a solicitation of an offer to buy, nor shall there be any sale of these securities in any state or jurisdiction in which such an offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

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## **ESI Group: Buoyant Growth in 2010/11 Annual Revenue: €84.2 Million (+12.1%)**

14 March 2011

- Strong growth in activity in the 4th quarter (+16%)
- Increase in the installed base (+11%) and surge in New Business (+32%) over the year
- Strengthening of key accounts
- Positive exchange rate effects
- Alain de Rouvray, ESI Group's Chairman and CEO, declares: *"I am especially pleased with this outstanding 4<sup>th</sup> quarter both in terms of Licenses activity and Services activity. Especially, and as we had already seen in previous quarters, New Business continued to improve, to the extent that a growth of more than 30% was achieved over the year. At the same time, our overseas expansion is continuing. The surge in our activity within BRIC countries, and emerging economies in particular, shows the success of our solutions amongst large clients who are facing strong competition and who therefore need to quickly establish themselves on local and global markets. This increase in activity, which has continued to improve for the last three quarters, allows us to anticipate a significant improvement in our annual results compared to those published for 2009/10."*

### **4<sup>th</sup> quarter and annual revenues**

Click [HERE](#) for financial tables.

### **4<sup>th</sup> quarter revenue**

- Revenue for the 4<sup>th</sup> quarter of 2010/11 totalled 34.9 million euros, up +15.9% in actual terms and +10.4% at constant currency rates compared to the 4<sup>th</sup> quarter of the previous fiscal year. Reflecting the substantial seasonal effect of the Group's Licenses activity, the 4<sup>th</sup> quarter accounted for 41% of overall annual activity.
- The positive momentum recorded by Licenses activity since the start of the 2<sup>nd</sup> quarter of 2010/11 was reaffirmed in the 4<sup>th</sup> quarter, with Licenses revenue totalling 28.5 million euros, up +14.5% in actual terms and +9.2% at constant currency rates. This growth was driven by both increased business in the installed base, which rose by +13.9% to 26.1 million euros and demonstrated the high rate of 95% repeat, and the surge in New Business, which grew by +20.1% to 5.5 million euros.

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- Services revenue was up +22.8% in actual terms and +16.3% at constant currency rates, totalling 6.5 million euros over the 4<sup>th</sup> quarter. This strong growth, which contrasts with the more uncertain Services activity seen at the start of the fiscal year, was notably associated with the resurgence in orders, and in particular the marketing of high value-added Services related to our End-to-End Virtual Prototyping solution Licenses.
- **Annual revenue**
- **Buoyant growth in activity**
- The Group's annual revenue totalled 84.2 million euros (+12.1% in actual terms and +6.2% at constant currency rates).
- The evolution of the product mix reflects the strategic alignment of our activities and the steady climbing of Licenses activity, which accounted for 73.5% of total Group revenue over the fiscal year, compared to 72.1% the previous year.
- Over the year as a whole, Licenses revenue totalled 61.9 million euros, up +14.4% in actual terms and +8.1% at constant currency rates. Business with the installed base increased by +11.2% to 49.6 million euros with a repeat business rate of 91%, compared to 85% in 2009/10. All of the Group's solutions contributed to this growth in Licenses activity, with a good balance between Virtual Performance and Virtual Manufacturing solutions.
- Despite a difficult start to the year, Services revenue rallied and ended up growing by +6.2% in actual terms and +1.4% at constant currency rates, reaching 22.3 million euros over the year as a whole.
- **Buoyant increase in New Business**
- New Business recorded buoyant growth of +31.7% to 13.1 million euros, compared to a fall of 7% the previous year. This reflects the intensification in marketing efforts, with the arrival of new clients and sales of new products to existing clients.
- **Surge in revenue from Asia and emerging countries**
- The geographical split in activity was as follows: Europe 42%, Asia 36% and the Americas 22% in 2010/2011, versus 45%, 33% and 22% respectively the previous year. This evolution notably reflects the growing success of the solutions marketed by ESI Group in Asia. Activity in emerging countries also recorded very satisfactory growth, with BRIC countries (Brazil, Russia, India and China) now representing 10.2% of revenue (versus 8.6% in FY09). This underlying trend reflects ESI Group's solid establishment in these fast-growing countries and its ability to accompany major clients through their international expansion and domestic players through their innovation-based development.
- **Strengthening of key accounts and signing of multiyear contracts**
- ESI Group has continued to increase its presence amongst key accounts by deploying new solutions and enhancing the solutions already installed. ESI Group's top 25 clients thus accounted for 44% of total Group revenue in 2010/2011, compared to 41% the previous year.

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- In particular, at the end of the fiscal year, ESI Group signed two major multiyear contracts – including one renewal – with major European car manufacturers. With visibility of the economic situation still limited, signing of this type of contract, with validity for a number of years, bears witness to the increasing value of virtual prototyping as a source of strategic advantages in the current competitive environment.

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### ***Icona Solutions Secures New Investment through North East Technology Fund and IP Group to Help Fund Expansion***

14 March 2011

Icona Solutions, the developer of the quality simulation and visualization software solution, aesthetica, has secured an additional investment through Funds managed by IP Group plc to enable it to open new offices in the north east of England. The new investment completes a £550,000 financing round, cornerstoned by the Finance for Business North East Technology Fund, one of the Funds managed by IP Group plc, in addition to existing shareholders including the North West Equity Fund.

Icona Solutions will open new offices in the north east of England to house a new consulting and services team to support its growing number of customers in the automotive and other manufacturing industry sectors.

Tim Illingworth, chief executive, Icona Solutions, said, “Our expanding consultancy and services division will be based in the North East and we are confident that IP Group, whose team helped us hone our thinking in order to achieve this new investment while supporting us in the ways we need as a small business, will continue to do what they can to help us succeed”.

Among Icona’s existing customers in the north east of England is Nissan, which used aesthetica extensively in the design and development of the Qashqai. Paul Garside, director, Nissan Design Europe, said, “In such a competitive industry it is vital for us to continually improve the concept-to-market cycle with “right first time” design. Products such as aesthetica are key contributors to Nissan’s quality, cost and delivery objectives.”

“Icona Solutions is at an exciting stage in its development as aesthetica becomes increasingly sought after and we look at industries other than the automotive industry that could benefit from it”, stated Illingworth. “The automotive industry worldwide has certainly recognized the advantages it can bring, as Nissan’s use of it demonstrates, and we have just opened up distribution in China and are concentrating on developing our channels in the USA”.

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### ***SofTech Announces New Management Team***

14 March 2011

SofTech, Inc. announced the appointment of a new management team and Board of Directors led by the Company’s former CEO, Joe Mullaney. As part of this reorganization, the new team has raised approximately \$420,000 of new equity in exchange for approximately 7.7 million shares of unregistered common stock, a \$2.9 million term loan and a \$300,000 line of credit from One Conant Capital, LLC, a subsidiary of Danversbank.

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The new team has negotiated an agreement with Greenleaf Capital, the Company's largest shareholder and sole debt provider to accept a payment of \$2.75 million in cash at the closing and a subordinated note for \$250,000 in full satisfaction of its indebtedness of approximately \$10.6 million. Upon payment, all Greenleaf Capital debt facilities (except for the \$250,000 subordinated note) with the Company will be terminated. Greenleaf Capital will retain its 5.4 million shares of SofTech stock although its ownership will be diluted to approximately 27% as a result of the new shares issued to the new investor team. Greenleaf Capital has given the SofTech Directors voting proxy over its shares for the three year period following the close of the transaction which took place on March 11, 2011.

"SofTech is a tremendously resilient company with solid, long term customer relationships built on a foundation of exceptional customer service and products that work. The employees, many of whom have been with the Company for 15+ years, believe deeply in the technologies we offer and strive every day to exceed customer expectations. This is a fantastic opportunity to reposition SofTech for profitable growth with a healthy balance sheet, reduced debt service and, above all, an experienced, technology-focused management team and Board of Directors whose financial interests are directly aligned with the interests of the shareholders," said Joe Mullaney.

## **The New Team**

Upon completion of the transaction, Joe Mullaney, Bob Anthonyson, Phil Cooper and Hank Nelson were appointed to the Board of Directors. Ronald A. Elenbaas, Frederick A. Lake and Timothy L. Tyler resigned as Directors. A brief description of the background of each of the new Directors and their role with SofTech going forward follows:

Joe Mullaney re-joins the Company as CEO and as a Director. Joe served as CEO from June 2001 through December 2006. He developed and implemented the turnaround strategy that ended three consecutive years of negative cash flow totaling almost \$10 million and has resulted in almost ten years of positive cash flow. After SofTech he joined Boston Communications Group, Inc. as CEO and CFO and repositioned that troubled entity for a successful sale at double its then current market value. Over the last three years he has been active as a management consultant to established entities in the technology and renewable energy areas, while also participating as a principal with a start up focused on e-Commerce. Joe has a BS from Stonehill College and an MBA from Northeastern University.

Bob Anthonyson joins the Company as Vice President of Business Development and Director. Bob is a founder of AVID Systems, a developer of RFID-based technology that allows automated payment when entering or exiting parking garages (sold to Amtech Corp.), co-founder of Dynamics Associates (sold to Interactive Data Corp. then owned by Chase), a patent holder, and technologist. He currently serves as a Director of FireStar Software. Bob has a BS and MS from MIT and an MBA from Stanford University.

Phil Cooper joins the Company as a Director. He will Chair the Audit and Compensation Committees. Phil is the former Vice Chairman, EVP, and CFO of Charles River Associates and has held numerous CEO positions at several technology companies. Currently, Phil is a member of Boston Harbor Angels, a member of the Board of Advisors of The Capital Network, a member of MIT's Venture Mentoring Service and serves as a Director or Advisor for three technology companies. Phil has a B.Com from the University of Toronto and a Ph.D. from MIT.

Hank Nelson joins the Company as a Director. Hank is the founder and principal of Monadnock Advisors LLC, a business advisory and investment banking firm focused on the small to mid-sized markets in technology, health care and business services markets. He is the former CEO of Clearstory Systems, CEO of INSCI Corporation, COO of Vitalworks (sold to InfoCure) and COO of InterQual

(sold to Access Health). Hank has a BS from Northeastern University.

In the near term, the new management team will seek to complete the audit for the fiscal year ended May 31, 2010 and release financial information for that period and for the fiscal year 2011 quarters that have been completed. The Company has agreed to register the 7.7 million shares purchased in this transaction within 90 days. This registration document will serve as the trigger for the Company to resume filing its annual and quarterly results with the Securities and Exchange Commission.

The Company plans on providing financial results prior to the filing of the registration document as the independent accountants complete their audit of fiscal year 2010 results and review procedures for the first three quarters of fiscal 2011.

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## Implementation Investments

### ***Aker Solutions Enters Into an Agreement with Intergraph® Smart 3D Technology***

17 March 2011

[Aker Solutions](#) has entered into a contract with [Intergraph](#) using Intergraph's Smart 3D technology. A multiyear contract, which includes SmartMarine® 3D, was signed in Oslo, Norway, this month with the first project deployment expected during the second half of 2011.

"Intergraph's Smart 3D Technology will help Aker Solutions to continuously work to improve productivity and quality through standardization and knowledge-based engineering. In order to be successful, we need tools that enable us to benefit from lessons learned and best practices, while increasing our overall engineering capacity through automation. The objective is to deliver better products to our customers," said Jann Kare Slettebakk, Chief Information Officer in Aker Solutions' field development businesses.

Gerhard Sallinger, Intergraph Process, Power & Marine president, said: "Aker Solutions is among a growing number of industry leaders that are adopting Intergraph Smart 3D technology as its next-generation engineering platform, because of the unique abilities it provides. I am proud that Aker Solutions, a leading player in the oil and gas industry, has chosen our technology for future engineering projects. Intergraph is looking forward to working with Aker Solutions and their input to future product direction. Intergraph believes that Aker Solutions' industry knowledge will help to drive further productivity improvements in Smart 3D technology."

SmartMarine 3D is an advanced 3D system for offshore and ship design, employing a breakthrough approach that is based on rules and automation. It enables optimized design and productivity while shortening project schedules. The software is providing companies with the capabilities needed to gain an edge in a highly competitive industry.

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### ***Autodesk Names RND Automation & Engineering as Inventor of the Year for 2010***

17 March 2011

Autodesk, Inc. has named [RND Automation & Engineering LLC](#) as the Autodesk Inventor of the Year for 2010.

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Members of the Autodesk manufacturing community from around the world chose the Sarasota, Fla.–based company by voting on the [community website](#). RND Automation designs customized automation solutions for a wide range of customers, including manufacturers of hydraulic valves, contact lenses and insulated beverage containers. The company was originally named [Inventor of the Month](#) in March 2010 for its [Digital Prototyping](#) work with clients to help manufacture and assemble products more efficiently and with less waste.

“Autodesk’s products give us an advantage over our competition in terms of time to market, ability to illustrate concepts to our customers and the flexibility to quickly change design parameters,” said Sean Dotson, president of RND. “My relationship with Autodesk goes back more than 13 years to the first days of Inventor Release 1. It’s quite an honor to receive this award and to be recognized for our work.”

## Digital Prototyping Simplifies Challenging Projects

With the assistance of Tampa-based Autodesk reseller [Tata Technologies](#), RND has successfully used Autodesk Inventor software since its first release on a wide range of projects, tapping almost every area of the software’s functionality in the process:

For a hydraulic valve manufacturer, RND created an automated assembly machine that was 22 feet long and eight feet wide, with 16 assembly stations and four articulated robot arms. RND designed, visualized and simulated the entire machine using Inventor, enabling them to fully analyze operation of each assembly station, all before any materials were purchased.

To create a machine that manufactures disposable contact lenses, RND needed a design mechanism capable of rapidly raising and lowering heavy weights. RND used the finite element analysis (FEA) functionality in Inventor to analyze the forces placed on the linkages to help ensure the overall design was strong enough to withstand the pressures of daily operation.

RND is also using Digital Prototyping to help Tervis Tumbler, the leading manufacturer of insulated beverage containers for hot and cold drinks. RND used Inventor software’s animation capabilities early in the design phase to show Tervis how each assembly station would function and at what precise location the fully assembled product would exit the machine.

## 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).

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## ***BAE Systems Composite Structures Selects VISTAGY's FiberSIM® to Design and Manufacture Aircraft Parts***

15 March 2011

[VISTAGY, Inc.](#) announced that [BAE Systems Composite Structures Inc.](#) has purchased FiberSIM® software to design and manufacture parts for commercial aircraft programs, including an auxiliary power unit plenum. BAE Systems Composite Structures has worked with VISTAGY for over a decade and has used FiberSIM on programs for Rolls Royce, Bell Helicopter, and Raytheon.

BAE Systems Composite Structures uses FiberSIM to compress product development cycle times and

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reduce costs by eliminating the laborious processes for manually developing plies, creating templates, and digitizing flat patterns. Further, FiberSIM-driven, state-of-the-art manufacturing processes enable BAE Systems Composite Structures to reduce layup time and improve repeatability.

"The aerospace industry is very deadline-driven and FiberSIM helps us meet deadlines in a variety of ways," said Tim Stewart, manager of Manufacturing Engineering for U.S. Combat Systems at BAE Systems Composite Structures. "For instance, when an engineer begins a project, he really doesn't know what he is going to be up against. Thanks to FiberSIM's dependable and robust simulation capabilities, we know if there is going to be a problem well before a part hits the manufacturing floor, and that saves us a lot of time. Further, in the past, we had to wait for tooling to arrive before we could create flat patterns. That could take 12 to 16 weeks. With [FiberSIM](#), we can create the flat patterns even before we see the tool so when it comes in, we're ready to go."

"BAE Systems Composite Structures works on a number of cutting edge aircraft so we appreciate the opportunity to work with them," said John O'Connor, director of product and market strategy for VISTAGY. "The long-term relationship that we have with BAE Systems Composite Structures, as well as with many other industry leaders, demonstrates the confidence in our expertise and commitment to continuing to provide innovative solutions for the aerospace industry."

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## ***Chico's FAS, Inc. Selects PTC Windchill® FlexPLM® for Enterprise PLM***

15 March 2011

PTC announced that Chico's FAS, Inc. has selected PTC® [Windchill® FlexPLM®](#) Product Lifecycle Management (PLM) software to harmonize operations across category, brand, and departments. By choosing Windchill FlexPLM across all of its brands, including Chico's, White House|Black Market and Soma Intimates, the company is demonstrating a commitment to increase operational and inventory efficiency and reduce development time and production cost.

"When evaluating PLM vendors, we wanted software that was not only going to help us drive productivity and reduce costs, but we wanted a solution that was going to be easy to use," said Krissy Blakeway, senior vice president of Chico's design and product development. "As the technology leader, PTC was the unanimous choice of our user community. We believe that as we move forward and standardize on Windchill FlexPLM, our ability to be first to market with the latest fashion will be enhanced."

The retail industry is currently facing a number of hurdles, some of the most challenging being margin management/reduced product cost, inventory efficiency and productivity. By implementing Windchill FlexPLM, Chico's expects to realize reductions in materials costs, cycle times and product development costs.

"PTC fully understands the retail industry pain points and we work closely with our customers to not only help them overcome those existing challenges, but to look ahead, anticipate needs and innovate," said Kathleen Mitford, vice president, market strategy, PTC. "Chico's FAS, Inc. is already a leader and by standardizing on Windchill, the company will be able to continue to expand its position by realizing the benefits of margin improvement, cycle reduction time and personal productivity gains."

### **About Chico's FAS, Inc.**

The Company is a women's specialty retailer of private branded, sophisticated, casual-to-dressy

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clothing, intimates, complementary accessories, and other non-clothing gift items. The Company operates 1,152 specialty stores, including stores in 48 states, the District of Columbia, the U.S. Virgin Islands and Puerto Rico.

The Chico's brand currently operates 596 boutique and 65 outlet stores, publishes a catalog during key shopping periods throughout the year, and conducts e-commerce at [www.chicos.com](http://www.chicos.com).

White House | Black Market currently operates 342 boutique and 21 outlet stores, publishes a catalog highlighting its latest fashions and conducts e-commerce at [www.whbm.com](http://www.whbm.com).

Soma Intimates is the Company's developing concept with 120 boutique and 21 outlet stores today. Soma Intimates also publishes a catalog for its customers and conducts e-commerce at [www.soma.com](http://www.soma.com).

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## ***Cimatron Powers Global Clean Energy Leader***

14 March 2011

Cimatron Limited announced that its customer Dongfang Turbine Company has purchased additional licenses of CimatronE and GibbsCAM for the production of turbine blades.

Founded 30 years ago, Dongfang Turbine Co., a subsidiary of Dongfang Electric Company, is today one of the largest and most renowned manufactures of turbine blades in China, with an annual output of 25 million kilowatts. The company manufactures turbine blades for a wide range of renewable and non-renewable energy production facilities, including gas, nuclear, wind, thermal and hydroelectric turbines.

Recently the company has been noted as a major producer of the world's wind turbines. Dongfang is the third largest wind turbine supplier in China and one of the top ten wind turbine suppliers globally. Last year, Dongfang, in partnership with American Superconductor (AMSC), announced the joint development of 5 Megawatt full conversion wind power turbines for the worldwide offshore market. These are among the most powerful turbines in the industry and are expected to be ready in 2012.

Dongfang's recent success in the market comes despite the devastating 2008 Sichuan earthquake that cost the lives of talented engineers and severely damaged the blade production plant, threatening all of Dongfang's renewable and non-renewable energy equipment production.

When Cimatron China staff at the Chengdu office learned about the tragedy, they immediately mobilized and proposed to help the company. Cimatron China worked closely with Dongfang, providing significant technical resources, manpower and software without condition. Dongfang appreciated the ease of use that Cimatron solutions offered. With a need to train many engineers completely from scratch, it was crucial that they be able to start work as quickly as possible. Additionally, because CimatronE is an integrated CAD/CAM solution, it offered extremely powerful CAD capabilities in the CAM environment. The flexibility to perform various surface and solid modeling operations simplified the NC programming process when dealing with the root, shroud and hub of the blades.

So began the relationship between Cimatron and Dongfang, and Dongfang successfully supplied 800 wind turbines in 2008 despite the earthquake.

By the end of 2008, the company deployed CimatronE and GibbsCAM in its blade production facility, enjoying CimatronE's 5-Axis capabilities and GibbsCAM's lathe and MTM solutions.

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## ***CLAAS Boosts Innovation with V6 Solutions from Dassault Systèmes***

15 March 2011

Dassault Systèmes has announced that CLAAS, one of the world's leading manufacturers of agricultural equipment and products, has committed to shaping its entire product creation process worldwide – from design, construction and simulation to system validation and production planning – with CATIA V6, ENOVIA V6, DELMIA V6, and SIMULIA V6.

By harnessing these solutions, CLAAS intends to improve its development and validation processes in order to launch high-quality, complex products more quickly and more efficiently onto the market. CLAAS will gradually replace its existing PDM solution that the company has been using since 1998, which is based on ENOVIA VPM and ENOVIA 3DCOM, with ENOVIA V6. CLAAS will go live at the first site in 2012 and roll the system out gradually to its offices worldwide.

“V6 offers us the advantage that, in future, we'll be able to operate our entire systems engineering process, including assembly planning, on a single IP platform worldwide,” says Andreas Mähler, head of computer aided applications at CLAAS. “We anticipate that its use will allow us to better manage complex engineering tasks through 3D-based, interdisciplinary collaboration. This is made possible thanks to the global availability of uniform data and the standardization of development, procurement and production workflows within our partner network. The integration of ENOVIA V6 and our ERP system for process and bill-of-material management will also play a key role in this.”

The decision to switch to ENOVIA V6 and CATIA V6 was made as part of the “New PDM system @ CLAAS” benchmark following a long and careful validation of the company's systems, infrastructure, data migration, functionality and methods. “ENOVIA V6 and CATIA V6 offer us completely new opportunities to put the customer at the center of our product development process,” says Gerd-Dietmar Pokraka, head of R&D at CLAAS. “The scope of functions, the scalability and the openness of the V6 solutions from Dassault Systèmes have impressed us all greatly.”

The V6 platform supports CLAAS in its efforts to offer its systems engineers, designers and mechanical engineers an interdisciplinary product creation environment that is as lifelike as possible, as well as opportunities to make the best possible use of working together in 3D regardless of the location through online Web technologies. This also includes a simulation of operating behavior that is as realistic as possible and validating manufacturing processes with Dassault Systèmes Digital Factory solutions.

“With the introduction of V6, we will be standardizing our PLM IT system landscape, gaining robust and transparent processes that will continue to allow high product quality and cost control while at the same time being able to efficiently manage the high number of variants in production,” says Dr. Hermann Garbers, director of Technology and Quality, CLAAS.

“We regard CLAAS's decision in favor of V6 as a strong recognition of our ongoing efforts to support the competitiveness of our industrial products clients through innovative open PLM applications and practices, and as an incentive for the future of our strategic partnership of many years' standing,” says Jörg Schiebel, vice president, Central & Eastern Europe, Dassault Systèmes.

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## ***Customer Case Study: E2i and Radan Provide Streamlined Efficiency for Hydrum***

17 March 2011

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Hydrum Sheet Metalwork uses Radan, from [Planit Software](#), to program and drive Trumpf and Finn-Power punch machines, a Trumpf combination punch/laser and three Bystronic lasers, along with two Bystronic and five Amada press brakes.

“We’ve always embraced new ideas and invested in people, machines and state-of-the-art software, with an eye to the future,” says systems and technical manager Andrew Jordan. “With both flatbed and tube laser cutting, together with CNC punching, folding, machining, robot welding, powder coating and assembly, we’re widely regarded as a one-stop-shop for the sheet metal marketplace.”

Operating out of a 70,000 square foot factory in County Durham, Hydrum produces components for many UK manufacturing sectors, including construction, electrical and electronics, shopfitting and display, defence, public transport, aviation and earthmoving equipment. Hydrum’s customers include Bosch and BAE, and their work can be seen in Marks & Spencer, Tesco, Royal Mail and on projects including the Royal Opera House, Heathrow Terminal 5 and in Boeing 737 aircraft.

Manufacturing diverse components in a variety of ways for many different sectors, Hydrum needs to be flexible and responsive. “Having used Radan since 1989, it has become a completely integral part of our manufacturing process and is now absolutely key to our flexibility and efficiency,” says Andrew Jordan.

“Undoubtedly, Radan has saved Hydrum money, from the benefits of the integrated programming system across our machine tools through to efficient nesting and time saved with offline programming. The levels of automation in Radan make our programming tasks more straightforward and less prone to human error. It’s difficult to know how we’d manage without it now.”

Radan gives Hydrum the option of switching from one process to another, or from one machine to another. Whether to punch or laser a part depends on several different considerations, such as the shape, the edge finish required and even how many are in the batch. “More regular shapes – mainly rectangular components with rectangular slots or holes, or a lot of holes – lend themselves to punching. But for components with irregular shapes, large radii, fewer holes, or the need to have a perfect edge finish, we’d go to laser cutting. Also, larger batch sizes can be processed more efficiently by punching, while smaller runs, including prototyping and proving designs, are better carried out on the laser.”

He says [Radan](#) is also invaluable when breakdowns occur. “When we have a machine breakdown or a broken tool, we need to transfer the job extremely quickly; Radan gives us the high degree of flexibility and efficiency we need to achieve this. If there are any special tools involved and a tool is being used on another machine, then we need to substitute several smaller tools. Radan does that brilliantly.”

Programmers Kevin Mullen and Neil Aldworth work full time on programming the laser and punch machines. Andrew Jordan says the fact that Radan enables them to use the same programming environment to program different machine tools is a massive benefit. “There’s a big saving in training and a big saving in time as parts can be programmed for more than one machine without an export/import cycle.”

Radan’s nesting capabilities are another major plus. “Given the volatile cost of sheet metal, our programmers are under instruction to ensure they achieve as high a level of material utilisation as possible. We’re confident we’re making the best possible use of our raw material all the time. Radan’s Nest Projects interface streamlines the whole nesting process, meaning we can be more productive.”

With Hydrum working on increasingly more complex metalwork assemblies, the company now employ a team of four who work full time on improving designs and producing manufacturing drawings using Autodesk Inventor. Inventor produces their flat blank developments from 3D computer models, which

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are imported into Radan for programming with just two mouse clicks. “The process from design to program is very slick indeed.”

Very often, before a new part is cleared for production, it has been created on the press brakes using Radbend to ensure that it can be produced with existing tools. If it can't, the production team use the information to make the decision to produce new tooling. “Radbend also gives us a central database for keeping all the programs together in one place. Before we started using it, our programs were on floppy disks.”

## **The Benefits of e2i**

Helping Hydrum to maintain efficiency throughout the whole business is Radan e2i. “As the name suggests, this literally runs our whole process from estimating through to invoicing. It provides the sales team with current status data, and gives our management team all the information they need to make decisions.”

Having seen the developments of Radan and e2i going hand in hand, Hydrum now makes full use of Quote Nesting. This links the two systems, giving the company a streamlined and highly efficient process. It begins with all estimating and quotations being created using e2i. “With Quote Nesting our estimators have direct access to Radan's powerful nesting engine, ensuring we can quote quickly and competitively.” Once the customer places an order, e2i creates the acknowledgement and all the route cards for production.

The goods-in module ensures that each delivery of raw material is given a traceable bar-coded ID, updates stock levels and tracks the status of the purchase order. Operators use Shop Floor Data Capture to record work from start to finish, which provides an accurate report of current order status. This information is used to prioritise and schedule work going through the factory, which is particularly valuable for large assemblies, as all the components are tracked, ensuring no processes are held up.

Shop Floor Data Capture is also linked to Stock Control. “We can monitor live stock levels as materials are used, so our purchasing team can forecast stock levels. As this supply and demand information is ‘live’ it ensures we don't run out of material and are able to reorder on a just-in-time basis.”

Finished parts are booked into e2i and are then available for delivery. Andrew Jordan says: “e2i ensures our whole process from estimate to invoice is seamlessly integrated.”

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## ***Delcam's FeatureCAM Gives H&R Precision Success from the Start***

15 March 2011

Programming its machines with Delcam's FeatureCAM feature-based CAM system has helped H&R Precision to achieve continued expansion over its four-year life, despite opening just before the recession. Few other American machine shops that started up in 2006 have seen 50% continued year-on-year growth.

H&R Precision owners Hector (Stanley) Renderos and Ron McReynolds founded their business after Moog Inc., the global designer, manufacturer and integrator of precision motion control products and systems, decided to close its in-house machine shop in Salt Lake City. The two partners asked if they could purchase the assets from Moog and open a business that would support the company's machining requirements.

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“The company said ‘yes’, and we opened for business as H&R Precision,” remembered Mr. McReynolds. Success wasn’t guaranteed, however. While Moog knew of the partners’ capabilities as employees from their combined fifty years of service, the company needed to see how the two operated as a business entity before committing to a significant volume of work.

“It evidently went well,” Mr. McReynolds said, “because we continue to expand the business we do with Moog exponentially. Now, H&R not only does work for the Salt Lake City facility but also for Moog’s California and New York operations. We have recently taken on a substantial amount of R&D and tooling work through the Moog model shop.”

Business couldn’t be better for the young manufacturing entity. The company has nearly doubled the size of its facility, with more than 10,000 square feet of capacity, and it runs three shifts. H&R now employs seventeen staff; almost all are former Moog employees.

“One of the key contributors to our success is FeatureCAM,” Mr. McReynolds claimed. “Moog did an extensive software evaluation on competitive CAM solutions while I was employed there and the company settled on FeatureCAM. Everyone involved in the purchasing decision felt that FeatureCAM was superior to other machine shop software solutions for two main reasons: ease of use and cost.”

Moog then trained its machine operators to program with FeatureCAM. Mr. McReynolds stated that “the FeatureCAM software is so user-friendly; it was easy for the machinists to pick it up.”

When the partners decided to open their own business, there was no question that they would use anything other than FeatureCAM. “We were comfortable with the software and we knew it was a superior package,” Mr. McReynolds said. What surprised the start-up entity was how flexible FeatureCAM was with helping them to get started. “We just didn’t expect that Delcam would really work with us to get the software we needed.”

“The service and support we get from Blaine Duke, our FeatureCAM sales engineer, is outstanding,” Mr. McReynolds added. “He knows his product line inside and out, he spends time teaching us and he is so patient. Blaine and the rest of the FeatureCAM team are just great to work with.”

Mr. McReynolds now programs hundreds of parts per week using FeatureCAM. “The software allows us to make amazing parts,” he claimed. “FeatureCAM takes the average machinist and makes him or her into a superior machinist and programmer. For example, I am not a trained lathe person but, with FeatureCAM, I am now able to do NC lathe work.”

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### ***IFS Applications is Selected by Brookfield Asset Management***

16 March 2011

IFS North America announced a contract with [Brookfield Asset Management](#), a Toronto-based global asset manager focused on property, renewable power and infrastructure assets with over \$100 billion of assets under management.

Brookfield’s holdings include equity investments in commercial and residential real estate, pulp and paper mills, rail and port facilities, electric utilities and energy companies in virtually every country in the world.

Brookfield will implement IFS Applications to streamline its business processes worldwide. With Brookfield Renewable Power having already implemented IFS Applications, their success was

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something the parent company and its various other divisions wanted to emulate. The company is licensing a broad suite of enterprise resource planning (ERP) and enterprise asset management (EAM) functionality including IFS Financials, Distribution, Maintenance, Project Management, Document Management and Human Resources.

“Our affiliate, Brookfield Renewable Power, which had selected IFS for their ERP requirements, along with our own independent evaluation of available providers, led us in selecting IFS as our preferred strategic partner for an ERP platform for standardizing our global operations,” Brookfield Corporate Operations Vice President of Global Strategic Sourcing Roman Kruczaj said. “Furthermore, their comprehensive financial management, strong projects functionality, and broad asset management features have the capabilities to meet our global requirements. IFS will provide us best-in-class applications to manage the diverse set of businesses we operate around the globe, including those that manage financial assets, ports, construction projects, power generation assets, and office properties.”

“Brookfield is an excellent example of the type of complex enterprise that IFS Applications is designed for,” IFS North America President Cindy Jaudon said. “They are now able to move off of a legacy system that required them to operate on separate databases for more than 600 legal entities. Now, Brookfield will be able to run all of these businesses on a single instance of IFS Applications, on a common database. This drives efficiencies and greatly reduces IT infrastructure cost and complexity.”

The asset management, construction, contracting and infrastructure industry is an IFS targeted vertical market. The company offers a complete and integrated business solution that manages the entire asset lifecycle -design, procure, manufacture, build, construct and install, commission, maintain and service, spares and supply chain, repair, refurbish, and disposal.

IFS Applications™ includes functionality for contract and project management, risk management, project budgeting and forecasting, finance and project accounting, resource planning, scheduling and optimization, asset and service management, spares management, mobile solutions for site work, call and case management including SLA, all fully integrated with human resources and document management. IFS customers include Hertel, Debut Services, Babcock Group, Grenland Group, MITIE, Heerema Fabrication Group, Clancy Docwra, Seadrill, Anticimex, Eltel Networks, Infratek, Gilbarco Autotank and Tomra Systems.

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## ***ITRI Adopts Synopsys' TCAD Sentaurus for Silicon Carbide Technology Development***

16 March 2011

Synopsys, Inc. announced that the Industrial Technology Research Institute of Taiwan (ITRI) has adopted Synopsys' TCAD Sentaurus simulation software to support its research and development of silicon carbide (SiC) semiconductor devices. TCAD Sentaurus' accurate modeling enables ITRI to speed up the development of SiC power devices with detailed simulations of their electrical and thermal behavior.

SiC is a wide bandgap semiconductor with superior electrical and thermal properties for power devices. Over the past decade, SiC Schottky barrier diodes have become commercially available, resulting in the development of a new generation of SiC devices targeting applications in hybrid and electric vehicles, smart grid and other innovative power systems. ITRI is researching a wide range of power devices to serve emerging market needs for electric vehicles and solar arrays.

## CIMdata PLM Industry Summary

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"The market for SiC devices is growing rapidly because of the need for more energy-efficient power switches in major application segments like automotive and energy distribution," said Dr. Ming-Jer Kao, EOL deputy general director of ITRI. "The Synopsys TCAD Sentaurus software allows us to simulate the electrical and thermal performance of our devices in a very realistic way. This capability is essential for understanding the behavior of our new devices and is used to optimize the device characteristics to meet market requirements."

The TCAD Sentaurus product family comprises 2D and 3D process and device simulation tools for exploring and optimizing silicon and compound semiconductor technologies. The TCAD Sentaurus tools implement models specific to SiC simulation.

"Power devices are a fast-moving segment of the semiconductor market, with innovation through new device structures and materials addressing increasingly complex and challenging applications. TCAD simulation can help accelerate the commercial deployment of SiC by supporting the design and optimization of new devices," said Howard Ko, senior vice president and general manager of the Silicon Engineering Group at Synopsys. "As a leader in semiconductor research and development, ITRI's adoption validates the value Synopsys TCAD simulation brings to SiC power device development."

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### ***Kyushu Institute of Technology Selects Intergraph® SmartMarine® 3D for Research and Education***

16 March 2011

Kyushu Institute of Technology ([Kyutech](#)), one of Japan's top science and research universities, has selected Intergraph® SmartMarine® 3D design and engineering software for use in its Department of Creative Informatics to use in shipbuilding design research.

Kyutech researchers have been working with major shipbuilders in Japan to build knowledge models that can collect design and engineering expertise of experienced engineers. The combination of the Kyutech knowledge model with Intergraph SmartMarine 3D will help to advance shipbuilding design, and improve quality and productivity. Researchers and students in the Department of Creative Informatics can receive firsthand SmartMarine 3D operational training and practice to create ship structure models and export the ship design data for review in the Kyutech knowledge model.

SmartMarine 3D is a key component of Intergraph's multi-discipline SmartMarine Enterprise portfolio, which provides all the capabilities needed to design and build offshore devices or ships from design to fabrication to operations and maintenance – all in a single, integrated environment. It is a data-centric, rules-driven solution that enables users to share data globally, automate design and build safety into vessels and structures early in the design process, and efficiently construct and manage the engineering design basis throughout the lifecycle of an asset.

Masanobu Umeda, associate professor at Kyutech, said, "We take great pride in our commitment to academic excellence with competence in engineering and strive to provide the best research and educational tools available. Intergraph's SmartMarine 3D is aligned with Kyutech's academic goals and enables us to use advanced technology to produce a leading-edge software that can be used for hull structure design review with relevance in the marine industry."

"Intergraph places great value on innovation and constantly strives to build on our expertise and experience to positively impact current and future generations," said Gerhard Sallinger, president of Intergraph Process, Power & Marine. "It is an honor to have Kyutech select SmartMarine 3D for

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integration into its research and education projects. Kyutech's choice of Intergraph validates our position as an industry leader in shipbuilding designs solutions and an important step in the continued expansion of Intergraph's marine presence in Japan."

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## ***MD Adams and LifeMOD Used to Assess Musculoskeletal Disorder Risk During Automotive Assembly Tasks***

15 March 2011

MSC Software announced that The Center for Occupational Health in Automotive Manufacturing (COHAM) at [Ohio State University](#) has fully implemented **MD Adams** and **LifeMOD** in its recent study of Musculoskeletal Disorder Risk during automotive assembly tasks.

Musculoskeletal Disorders (MSDs) have become a prominent, prevalent, and costly problem, especially in the manufacturing sector and the auto industry in particular. The Biodynamics Laboratory and Center for Occupational Health in Automotive Manufacturing (COHAM) are interested in quantifying the motions and forces to which the human body is exposed while doing work.

MD Adams was used in tandem with LifeMOD's biomechanical plugin to simulate the dynamic loads on the human body due to spinal or back muscle loads or awkward postures. The software allowed COHAM to estimate the spinal forces as well as any stresses that were exerted on several of the back, shoulder, and other proximity muscles for the aforementioned cases.

"We have been quite pleased with the ability that Adams affords us to model different types of exertions and examine different structures in the body in more detail," said Gregory Knapik, Senior Researcher for the Biodynamics Laboratory at The Ohio State University. "We have also combined **MD Nastran** and **Patran** with Adams to develop a higher-fidelity model of the human spine. Most recently, we have started looking at the biomechanical consequences of different types of surgery as discussed in "Motion Preservation Surgery of the Spine: Advanced Techniques and Controversies" in the chapter titled "The Development of a Personalized Hybrid EMG-Assisted/Finite Element Biomechanical Model to Assess Surgical Options."

"The biomedical and biomechanics industry has witnessed dramatic benefits in using computer modeling and analysis methods over the past five years," said Leslie Rickey, Director Global Marketing at MSC Software. It is continuously inspiring to see MSC's simulation products and services increasingly used as a means to improve the quality of life for humans. We can't wait to see where the technology is applied next."

### **About LifeModeler, Inc.**

The LifeModeler, Inc. (LMI) is a world-class provider of complete solutions to commercial and research institutions interested in the physics behind biomechanical motion. LMI develops biomechanics software solutions built on an industrial-grade physics engine, Adams. The company's flagship family of products, known collectively as LifeMOD™ is industrial standard for orthopedics, clinical research, gait, injury, sports equipment/performance, ergonomics, rehabilitation, and more. LMI also offers comprehensive consulting services and training. To learn more about the LifeModeler, Inc., visit [www.lifemodeler.com](http://www.lifemodeler.com).

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## ***Mentor Graphics Tessent YieldInsight Demonstrates Faster IC Failure and Yield Analysis at Fujitsu***

18 March 2011

Mentor Graphics Corporation announced evaluation results at Fujitsu Semiconductor Ltd. that shows the Tessent® YieldInsight® diagnosis-driven yield analysis tool can help cut the time required to determine the cause of IC yield loss. By correlating production test results and physical design information, the product reduces the time to pinpoint yield loss mechanisms without requiring intimate knowledge of the manufacturing process. The Tessent YieldInsight tool can help accelerate customers' ramp to production volume, quickly resolve yield excursions, and improve their mature yield, leading to increased profitability, lower defects-per-million (DPM) rates, and higher customer satisfaction.

According to Takahiro Fujimi, Manager of the Product Engineering Department, Product Technology Division, Fujitsu Semiconductor Limited, "We evaluated Mentor's yield analysis technology on a 15 million gate design manufactured on a 65 nm process. When used together with Mentor's Tessent TestKompress® ATPG product, we found Tessent YieldInsight to be very effective in quickly and accurately identifying the actual physical locations of many IC failures. The product's intuitive graphical interface is consistent with traditional yield analysis techniques and enables product engineers to be more effective in identifying yield problems and determining the cause of systematic defects."

"Tessent YieldInsight is exciting new technology because it addresses time-to-market and manufacturing cost issues, both critical factors in the profitability of IC products," said Joseph Sawicki, Vice President and General Manager of Mentor's Design to Silicon division. "Customers can use the product to easily resolve problems with ramping production volume for new products, and they can use it to maximize mature product yield. Tessent YieldInsight represents an innovative new use of test data that already exists in our customers' production flows."

### **About Tessent YieldInsight**

The Mentor Graphics Tessent solution combines the automated scan test failure collection and diagnosis capabilities in the Tessent Diagnosis tool with advanced statistical analysis and data mining techniques in the Tessent YieldInsight product. The Tessent YieldInsight tool uses design-correlated analysis methods that supplement traditional fab-centric yield management systems. In a manner consistent with yield and failure analysis tools, it steps the user through the process of selecting and filtering populations of failing die, grouping die that are failing for similar reasons, and analyzing various aspects of these populations to identify and locate systematic yield loss mechanisms.

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## ***Novacem Uses Autodesk Design Software to Produce Zero-Carbon Cement***

15 March 2011

Autodesk, Inc. announced that Novacem, the carbon-negative cement company based in London, is using its [AutoCAD Plant 3D](#) software to optimize its plant design and production process, enabling it to develop a new magnesium silicate-based cement that will offer carbon-negative production.

Enabling start-ups like Novacem to better design products and processes, the [Autodesk Clean Tech Partner Program](#) provides software for emerging clean tech companies in North America, Europe and Japan. The Clean Tech Partner Program offers [Digital Prototyping](#) software licenses to clean technology companies, helping them innovate more rapidly.

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“Being able to develop the process using state of the art layout design tools allows Novacem to effectively and efficiently scale up the technology,” said Howard Simons, Novacem vice president of engineering. “This approach enabled us to explore different concepts by giving our design team more freedom to be creative, while pioneering new and innovative production techniques. This helps Novacem optimize the process design of its plant technology, as well as provide vital information associated with costing and visualizing the technology for investors. We value the opportunity to be part of the Autodesk Clean Tech Partner Program.”

## **Constructing Carbon-Neutral Cement with Novacem**

Novacem developed a new generation of carbon-negative cement that will offer cost and performance parity with the most common type of cement, Portland cement. The cement is based on magnesium oxide produced from magnesium silicates and is a scalable, transformational alternative to current carbon-intensive cement production. Current technology creates an average of 800 kilograms of carbon dioxide per metric ton of cement. Novacem can go beyond eliminating all of these emissions and can achieve up to 50 kilograms net absorption of carbon dioxide per metric ton of cement.

To help increase production and improve efficiency in its pilot plant, Novacem is using AutoCAD Plant 3D software to digitally design and visualize the performance of the plant’s planned automated control systems under simulated real-world conditions, all before the systems are physically built and installed. AutoCAD Plant 3D brings modern 3D design to plant designers and engineers to help streamline the placement of piping, equipment and support structures, reduce complexity and enable them to evaluate designs quickly and easily.

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

The Autodesk Clean Tech Partner Program supports early-stage clean technology companies by providing design and engineering software that accelerates their development of solutions. Clean tech companies in North America, Europe and Japan that can benefit from Autodesk solutions for Digital Prototyping are invited to apply to receive up to \$150,000\* worth of software for only \$50. Access to a collection of Autodesk software applications includes up to five licenses of AutoCAD Inventor Professional Suite, Autodesk Showcase, Autodesk Vault Professional, Autodesk Revit Architecture, Autodesk Alias Design, Autodesk Algor Simulation and Autodesk Inventor Publisher software. For additional information, visit <http://www.autodesk.com/cleantech>.

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## ***Synopsys Mixed-signal Verification Solution Delivers 5X Speed-up at Amlogic***

15 March 2011

Synopsys, Inc. announced that [Amlogic](#), a leading fabless supplier of video, audio and image processing chips, has selected Synopsys' CustomSim™ solution for mixed-signal verification of its high-performance multimedia system-on-chips (SoCs). Using CustomSim and VCS®, Amlogic observed a 5X improvement in verification throughput compared with competitive solutions, helping to reduce the typical SoC verification cycle from five days to 21 hours.

"Amlogic's new AML8726-M multimedia SoC combines our proprietary HD multimedia processing engine with ARM® Cortex™-A9 MPCore CPU and Mali™-400MP GPU cores, setting a new standard for high-performance SoCs," said Mike Yip, vice president of Engineering at Amlogic. "Synopsys enabled us to meet aggressive tapeout schedules by reducing our chip-level mixed-signal verification

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time by more than 5X with CustomSim and VCS while ensuring high-quality verification."

CustomSim, an integral part of Synopsys' Discovery™ Verification Platform, unifies the best-in-class NanoSim®, HSI™ and XA FastSPICE technologies with added multi-threading capabilities for high-capacity, high-performance circuit simulation. For full-chip mixed-signal verification, CustomSim is tightly coupled to the VCS functional verification solution through Direct Kernel Integration and is integrated into a unified analog/mixed-signal (AMS) verification environment, simplifying usability through a common set of inputs, outputs and device models.

"Designers have consistently ranked mixed-signal SoC verification throughput as one of their top areas to improve," said Bijan Kiani, vice president of product marketing at Synopsys. "The combination of CustomSim and VCS delivers the performance and capacity needed to run full-chip mixed-signal verification of multi-million-gate designs, allowing our customers to shorten tapeout schedules and increase confidence in verification quality."

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## ***Tech CAD/CAM Helps Double M Engineering to Improve the Productivity of its Machines by 30%***

14 March 2011

The GibbsCAM system at Double M Engineering in High Wycombe has enabled the company to produce CNC programs in 10 minutes instead of an hour or more, according to Managing Director Mark Phillips.

Double M Engineering manufactures precision parts for F1 racing teams, marine, oil and gas, and aerospace industries. Typical components include valve bodies, brake and fuel hose connectors, and critical parts for Martin-Baker ejection seats. The company has considerable experience in working with titanium, stainless steel and exotic alloys, and is ISO 9001 registered. Some of the materials are supplied by its customers, so manufacture has to be right first time. The GibbsCAM system plays a key role in achieving this, and has enabled Double M Engineering to build close relationships with its clients.

The ease of use of the GibbsCAM system and advice from Tech CAD/CAM led Mark Phillips to select the software. "We looked at a lot of systems, but GibbsCAM was by far the easiest to use. It is predictive, making useful assumptions about what we want to do next. We are also able to quickly move and edit operations in response to what is happening on the shop floor, enabling us to optimize our machining processes." The company receives both paper drawings and CAD models, so the Parasolid modelling capability in GibbsCAM helps the company to create and manipulate its customers designs ready for production. Models created in CATIA V5, NX 5, Pro/Engineer and SolidWorks can all be imported directly into the software ensuring its compatibility with all Double M Engineering's clients. Mark Phillips adds, "We can produce a CNC programme in 10 to 15 minutes, which enables us to meet the delivery demands of our F1 customers, which can be as short as 4 hours."

Double M Engineering has three Hardinge Quest lathes with C-axis and sub-spindle, two Hardinge Conquest T42 lathes, two Miyano lathes, two Hurco VMX 5-axis machining centres and a Hardinge VMC600 4-axis machining centre. Programming the different axes is simple in GibbsCAM. The software generates a plane to match the axis requirements of each part of the job, automatically extracting the profile that needs to be machined. Mark Phillips says, "For C-axis and sub-spindle work it makes it easy to visualize the cutting process and avoid collisions. The software also takes account of the reversed Z-axis when working on the sub-spindle, eliminating the possibility of error. For the valve bodies we machine, we can quickly get the compound angles we need to cut different faces of the part."

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The visualization allows us to examine the methods we have chosen so that, for example, we can see if we are drilling across an existing hole, which can cause inaccuracies in the finished part, and take corrective action.”

Fast and reliable programming has enabled Double M Engineering to machine much more complex parts than was previously possible. Mark Phillips says, “We can evaluate the job more effectively and allow ourselves plenty of time to order special tools and develop the most effective cutting methods. The downtime on the machines through programming is much reduced, and productivity has improved by around 30%. The complex components and tough materials which we can now cut with ease are more profitable, enabling us to build improved partnerships with our customers.”

“Technical support has been excellent,” says Mark Phillips. “When we have a query, we usually get an answer within 30 minutes. GibbsCAM is very important to us, as it is the first stage of the process, and every part we produce goes through it.” Tech CAD/CAM tailored the postprocessors to suit Double M Engineering’s working methods and machines, ensuring the reliability and accuracy of the CNC code. Mark Phillips continues, “We trust the results it produces completely. It has enabled us to maintain our high quality standards, achieve shorter delivery times and react quickly to urgent requests from our customers. We thought that 5-axis machining would be difficult when we first introduced it, but it is easy with GibbsCAM, which has given us the confidence to invest in new machinery this year in response to an anticipated growth in our business.”

## About Tech CAD/CAM Ltd and GibbsCAM

Tech CAD/CAM is the UK reseller for GibbsCAM. The software is written and developed by Gibbs and Associates, a Cimatron Company.

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## Product News

### ***Accept360™ Achieves Oracle® Validated Integration With Oracle CRM OnDemand***

15 March 2011

Accept Corporation announced that it has achieved Oracle Validated Integration of Accept360 Ideas with Oracle CRM On Demand Release 18 through the Oracle PartnerNetwork (OPN).

The combination of Oracle CRM On Demand for PRM with the Accept360 platform creates a unified solution within a familiar Oracle interface that complete the 360 degree view of the customer by providing product development teams with actionable product enhancement data from customers and partners.

This integration extends the capabilities of Oracle CRM On Demand for Partner Relationship Management (PRM) with Accept360 Ideas functionality that enables users to create internal and external social communities where customers and partners can collaborate, vote on and prioritize product, campaign, services, and opportunity innovation ideas. The integration incorporates ideation into the customer's CRM profile and delivers the information to product management and development teams to make real time data-based decisions on product strategy, releases and roadmaps. The result is a complete 360 degree view of the customer or partner, integrated throughout the application with contextual relevance.

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"The integration of Accept360 into our comprehensive CRM On Demand and CRM On Demand for PRM platform will add valuable social collaboration-based ideation to provide deeper visibility into market needs and create a single repository of ideas and product requirements," said Steve Fioretti, Vice President, Oracle CRM Strategy & Product Management. "This will allow enterprises to capture and streamline market, customer and partner feedback on their product needs and wants in context with key CRM objects like campaigns, accounts and contacts."

Ideation for Oracle CRM On Demand for PRM, based on Accept360 Ideas, is a tab in the Oracle solution. Configurable to meet unique user requirements, the widget supports the ability to create and edit ideas, flexible reporting, search for similar ideas, categorize and group ideas, monitor the collaboration on specific or group of ideas and associate ideas with specific customers and partners.

"We are delighted to work with Oracle to create a unique synergy between CRM, PRM, and product innovation that empowers companies to quickly map their innovation strategies with customer needs across all customer touch points," said Bryan Plug, President and CEO, Accept Corporation. "Listening to customers better is not only crucial to marketable product innovation, but is key to increasing customer satisfaction and lifetime value. Combining the management of customer relationships with product innovation makes a measureable impact on a company's ability to grow its offerings and build a loyal customer base."

Accept Corporation is a Platinum level member of Oracle PartnerNetwork.

## Supporting Resources

- Oracle CRM On Demand product information at <http://www.oracle.com/us/products/ondemand/collateral/index.html>
- Oracle PRM On Demand product information at <http://www.oracle.com/us/products/applications/siebel/partner-relationship/index.html>
- Ideation for Oracle CRM On Demand product information at <http://www.accept360.com/solutions/accept360-Oracle-CRM/>
- Accept Corporation information at <http://www.accept360.com>
- Accept360 product information at <http://www.accept360.com/solutions>

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## ***Browzwear Vstitcher, Vstyler & VViewer Version 4.8 Released***

8 February 2011

Browzwear 4.8 version presents a new capability that allows creation and simulation of total outfit. These abilities permit endless garment combination possibilities, better control and creativity burst.

This advanced version broadens the support of garment types and provides additional marketing and presentation possibilities. New measuring tools and other features that make the software more user friendly, mark another significant progress for the Browzwear application family

### ***What's new in version 4.8:***

#### **Total outfit simulation**

Combine 2 or more garments into one outfit. Control the interaction between the different garments of the outfit. For example, shirt inside pants, jackets and more...

All components of the outfit can be manipulated as needed.

- Garments combined by the outfit keep all their color ways, fabrics, stitches and clusters.
- Add or remove each garment at anytime
- Select total outfits color ways
- Switch color ways of the individual garments

## **Simulation**

The new simulation version 41 is further improved

- It is faster by an average of 5%
- Collision is improved.
- Has an improved and smoother mechanism of shrink and force multiplier depth

## **Face and Back textures**

The new option of displaying separate face and back fabric, edges and attachments images, which was introduced in version 4.7, is now supplemented with the ability to link both sides when the separation is not needed.

- New fabrics, edges or attachments face and back images are initially linked.
- Link or unlink them as needed.
- These actions may be reversed quickly at any time.

## **New measuring tools**

A new set of dynamic measuring tools is available in version 4.8.

- Keep measurements visible or hidden
- Measurement lines may be attached to existing points and move with them
- Measurements are updated dynamically and displayed in 2D
- Measurement lines are saved with the garment file

## **New internal stitch option**

A new internal stitch option is now available.

Up to now all internal stitches were following the carved edge shape. It is now possible to choose between this behavior and forcing the edge to be stitched in a straight line between the two points.

## **Garment related pose**

In addition to the available garment related avatar (where a reference to the last used avatar is saved with the garment file) new garments saved with version 4.8 also remember the pose of this avatar.

Recalling the garment related avatar for such garments will load it using the pose that was current when the file was saved.

## **New Environment: Gradient**

A new environment is available with version 4.8.

The new Gradient environment is a soft, neutral environment which leaves the focus on the avatar and the outfit.

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## ***Cadence Enhances Unified Custom/Analog Flow to Boost Productivity at Nodes Down to 20nm***

14 March 2011

Cadence Design Systems, Inc. announced major enhancements to its Virtuoso®-based custom/analog flow, boosting productivity across the entire flow from initial design specification to final GDSII and for process nodes down to 20 nanometers. The expanded custom/analog flow--spanning design, implementation, and verification--includes methodology improvements to help designers manage design [parasitics](#), a [DFM capability](#) integrated within the Virtuoso environment, and the integrated [Virtuoso Power System](#), which provides a signoff-accurate way to manage power and signal integrity issues. These enhancements, and many more, are aimed at boosting designer productivity across all process nodes.

“We needed to make a choice between continuing with point tools or embracing a connected methodology,” said Dave Smith, director of engineering at Wolfson Microelectronics. “We chose the unified custom/analog flow from Cadence because we felt it was the best connected and most streamlined methodology. Teaming with an EDA leader not only gives us state-of-the-art tooling but gives us access to expert knowledge in the field, which are essential elements in support of our continued growth.”

The unified custom/analog flow offers enhancements including in-design DFM capabilities integrated within the Virtuoso environment that automatically locate and fix potential DFM violations concurrently during the design process, enabling design teams to confidently address manufacturing variability. Another significant element of the flow is the introduction of the new Cadence® Virtuoso Power System. The Virtuoso Power System provides an integrated, comprehensive, and signoff-accurate way to manage power and signal integrity issues in-design – including IR drop and electromigration caused issues such as shorts and hotspots. And parasitic-aware design features provide early exploration of implementation effects—such as interconnect and device parasitics, electromigration and IR drop, well proximity effects, and litho-induced variability—thus limiting costly late-stage iterations.

Critical new editing, estimation, and automation features help deliver unified intent, abstraction and convergence throughout the flow, essential for optimal [Silicon Realization](#). Such new capabilities in the Virtuoso v6.1 environment enable even greater layout productivity, enhanced data-sharing around the globe, and seamless technology integration.

A new waveform viewer—tuned for handling large transient simulation databases—eliminates the need for design teams to buy and integrate a similar third-party tool. Other enhancements include automated constraint checking; a new design-rule editing engine designed to handle the complexity of advanced node rule sets; and an interactive short locator that guides the designer through a find-and-fix process for difficult layout-versus-schematic errors.

Finally, the Virtuoso Accelerated Parallel Simulator’s new distributed SPICE capabilities extend designers’ productivity for realizing design intent from specification within the Virtuoso Analog Design

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Environment to foundry-qualified SPICE models by harnessing the power of the latest hardware available at our customers.

“A unified custom/analog flow enables our customers to achieve a faster path to silicon success than patching together point tools,” said David Desharnais, group director, product management at Cadence. “With the bold enhancements we’ve made to our Virtuoso flow, users can expect the utmost in productivity and predictability for their complex custom, analog and mixed-signal designs.”

The unified custom/analog flow, available immediately, embodies the tenets of the [EDA360](#) vision and delivers on the unique Cadence end-to-end approach to Silicon Realization through pervasive design intent, abstraction and convergence.

The flow brings a truly holistic approach to analog, custom digital, RF, silicon/package co-design, and mixed-signal design, implementation and verification. Key elements of unique intent, abstraction, and convergence in the flow include:

## **Intent**

Built-in publishing and design checking software facilitates maintaining design intent in a globalized work force

Support of the Common Power Format ensures design intent is maintained across analog/digital domains

## **Abstraction**

Analysis of pre-extraction parasitics helps model the potentially detrimental parasitic effects and guards against them

Simultaneous top down and bottom up full-custom floorplanning enabling advanced high altitude visualization and increasing custom layout productivity

Use of fully integrated VerilogA, VerilogAMS and Wreal models for mixed-signal simulation enabling higher performance at all levels of validation

## **Convergence**

Uses signoff-proven engines within the Virtuoso environment, enabling a more efficient “correct-by-construction” design methodology that eliminates lengthy signoff iterations

New automation to enable automated and concurrent find-and-fix methodologies for LVS, DRC, and DFM optimization in-design

Virtuoso-based Silicon Realization custom/analog flow delivers significant productivity boosts, with customers consistently reporting gains of 25 to 30 percent over the use of point tools. The flow includes Virtuoso Schematic Editor, Virtuoso Analog Design Environment, Virtuoso Multi-Mode Simulation technologies, Virtuoso Layout Suite, Virtuoso Power System, and Virtuoso DFM.

The enhancements to the Cadence custom/analog flow come on the heels of the Jan. 31 announcement of a [unified digital flow](#).

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## ***GEOMATE Announces Design Calculation Suite***

14 March 2011

# CIMdata PLM Industry Summary

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GEOMATE Company released InventBetter© Suite 2011 that enables users to solve a wide range of design and engineering challenges. That is possible because InventBetter Suite 2011 incorporates groundbreaking graphical calculation technology that virtually eliminates mathematical calculations and equation solving from the engineering design process.

InventBetter Suite 2011 includes three applications

1. GrafiCalc Standard 2011 enables users to simulate, solve, and backsolve design challenges while making informed decisions.
2. ToleranceCalc 4.0 makes 1D and 2D tolerance analysis of parts and assemblies in any CAD application as easy as spell checking.
3. SectionCalc 4.0 enables users to calculate 14 vital cross-section properties of any CAD section using just a few mouse clicks.

InventBetter Suite 2011 is expected to enable users to reduce design time and costs while significantly improving their chances of developing products that work as expected very first time.

Inventbetter Suite 2011 price: \$199

**Availability:** Immediate

**More information:** <http://www.inventbetter.com>

Contact: [info@inventbetter.com](mailto:info@inventbetter.com)



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## ***Geometric Releases eDrawings Professional for Solid Edge Version 8.0***

15 March 2011

Geometric Limited announced the release of eDrawings Professional for Solid Edge version 8.0 with support for Solid Edge ST3 and eDrawings 2011.

eDrawings is the first email enabled collaboration tool designed to ease the sharing and interpretation of 2D and 3D product design data.

The new version of eDrawings Professional for Solid Edge includes:

- Support for Solid Edge ST3
- Enhancement of Stamp feature with additional support for PNG and TIFF file format
- eDrawings viewer version upgraded to eDrawings 2011
- Triad to Move/Constrain component movement to a coordinate axis or plane, or to rotate components about a coordinate axis
- Search or Filter component names from the components tree

For a free 15-day trial, please visit <http://edrawings.geometricglobal.com>. For pricing and purchase options please contact [ed.sales@geometricglobal.com](mailto:ed.sales@geometricglobal.com).

eDrawings Publishers are also available for Pro/ENGINEER®, CATIA V5®, NX®, Autodesk

# CIMdata PLM Industry Summary

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Inventor®, Google SketchUp®, as well as for STEP/IGES/STL/OBJ/RHINO/DGN and DWG/DXF files.

With eDrawings Publishers you can:

- Generate ultra compact eDrawings (up to 95% compressed) for sharing over email
- Share and receive feedback on product designs with review-enabled eDrawings and collaborate with unlimited number of recipients
- Manage, track, and merge comments from different team members
- Measure part, assembly and drawing geometry
- Use Dynamic Cross Sectioning and Hide/Show/Move components for understanding assembly structure
- Visualize drawings effectively with 3D Data, Layouts and 3D Pointer tool
- Insert Stamps, Password Protect and Disable Measurement for protecting sensitive design data

For more information on eDrawings, please visit <http://edrawings.geometricglobal.com>.

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## ***Geometric Releases eDrawings Professional for Google SketchUp Version 8.0***

17 March 2011

Geometric Limited announced the release of eDrawings Professional for Google SketchUp version 8.0 with support for Google SketchUp 8.0 and [eDrawings](#) 2011. eDrawings is the first email enabled collaboration tool designed to ease the sharing and interpretation of 2D and 3D product design data.

The new version of eDrawings Professional for Google SketchUp includes:

- Support for Google SketchUp 8.0
- eDrawings viewer version upgraded to eDrawings 2011
- Triad to Move/Constrain component movement to a coordinate axis or plane, or to rotate components about a coordinate axis
- Search or Filter component names from the components tree

For a free 15-day trial, please visit <http://edrawings.geometricglobal.com>. For pricing and purchase options please contact [ed.sales@geometricglobal.com](mailto:ed.sales@geometricglobal.com)

eDrawings Publishers are also available for Pro/ENGINEER®, CATIA V5®, NX®, Autodesk Inventor®, SolidEdge®, as well as for STEP/IGES/STL/OBJ/RHINO/DGN and DWG/DXF files.

With eDrawings Publishers you can:

- Generate ultra compact eDrawings (up to 95% compressed) for sharing over email
- Share and receive feedback on product designs with review-enabled eDrawings

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and collaborate with unlimited number of recipients

- Manage, track, and merge comments from different team members
- Measure part, assembly and drawing geometry
- Dynamic Cross Sectioning and Hide/Show/Move components for understanding assembly structure
- Visualize drawings effectively with 3D Data, Layouts and 3D Pointer tool
- Insert Stamps, Password Protect and Disable Measurement for protecting sensitive design data

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## ***How to Use CMPRO for PLM***

March 2011

Using CMPRO for Product Lifecycle Management will integrate all of your product data with interacting modules.

Product Lifecycle Management in CMPRO is accomplished using several integrated modules that provide the means for various departments and work specialties to function. How these modules interact is the product lifecycle management process in CMPRO. This series will go over the process of using CMPRO for PLM and cover:

- [Contracts and Contract Tasks](#)
- [Projects and Tasks](#)
- [Drawings, Documents and Software Release Repositories](#)
- Baselines / Product Definitions - Part Trees / BOMs
- Configuration Status Accounting (CSA)
- Work Orders & Work Instructions
- Non-Conformance
- Inventory
- Requisitions
- As-Built
- IT Asset Tracking

## **Using CMPRO's Repositories for PLM**

The essential building blocks of any product are the documentation that describes the processes, requirements, parts and software required in the construction of physical items. With CMPRO's repository functions, all of the documentation as well as the necessary review/approval processes are available to satisfy the requirements for creating and tracking product documentation baselines. CMPRO has three different repositories for storing this information:

The Drawing Repository provides centralized storage for engineering drawings and revision control and

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feeds the Parts List, Part Master, and Product Definition modules in CMPRO to manage the creation and revision of drawings and parts lists (also known as Bills of Material (BOMs)) to provide data that is useful for the building and maintenance of end items and assemblies.

The Document Repository provides centralized storage and revision control for documents, and the metadata and electronic files supporting the documents.

The Software Repository is used to record and track software release records as they apply to the hardware configuration, documentation, and product baselines.

When all three of these repositories are used, and items are related to a system, the product lifecycle management (PLM) process allows people to pull all of the necessary information together to create Part Lists, Part Masters, and Product Definitions. [Read More.](#)

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## ***ICAM Ships CAM-POST V19 to its Users***

15 March 2011

CAM Technologies Corporation (ICAM) announced the shipping of CAM-POST® V19, the latest version of its NC post-processing development software, to its user community. In addition, version 19 of ICAM\_s Integrated PSE (Post-processing, Simulation & Emulation) product suite is also being shipped.

CAM-POST V19 is an interactive NC post-processing development and management software that interfaces with the most popular CAD / CAM / PLM systems, CNC controllers and machine tools.

Inside a single software platform, Integrated PSE includes CAM-POST®, Virtual Machine® and Control Emulator\_ and provides an environment for Post-processing, Simulation and Emulation to verify G-code.

Integrated PSE provides the means to compute in-process stock geometry to identify, list and display surface gouges, excess material, inaccessible areas and rapid-motion collisions at any time during the post-processing and verification phase.

Building on its advanced \_forward-looking\_ features such as path planning and rotary axes pre-positioning / winding, developed to enhance the machining process while avoiding dwell marks, over-traveling and rotary repositioning, Integrated PSE V19 offers an array of new features to its end-users including:

- \_ Mill / Turn Simulation with Material Removal
- \_ Built-in support for Mill / Turn sub-spindle or back spindle
- \_ Probing Simulation
- \_ RTCP and LCS Support
- \_ New flexible GENER & CeRun user interface layout
- \_ Windows XP, Vista and 7 compliant installation and operation

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## *Mentor Graphics Delivers First Multimedia Platform for Hardware Emulation of 3D TV Products*

14 March 2011

Mentor Graphics Corp. announced a Multimedia platform to accelerate the verification of 3D TV-based products. This platform enables designers to develop and test their software against multiple 3D TV formats on their systems-on-chip (SoC) before silicon is available. The solution includes a High-Definition Multimedia Interface (HDMI) and employs 3D TV analysis tools early in the development cycle—delivering verification at thousands of times faster than software simulation. The platform consists of the Veloce® family of emulators and the iSolve™ Multimedia product for HTDV and HDMI 3D applications, which provides a cost-effective and efficient solution, delivering a dynamic and accurate verification environment.

3D TV equipment is now widely available from several manufacturers, and 3D content is increasingly important for cinema and home applications. Additionally, over the next few years, the expectation is that 3D equipment will also expand from TV into mobile markets, where smartphones, hand-held game consoles, tablet PCs, notebook PCs and portable media players will become another big factor to drive 3D technology.

With the world's largest processor vendors, consumer electronics, and PC OEMs supporting these standards, it is critical that there are solutions available to accurately and quickly verify their 3D-based SoC designs.

### **3D TV Multimedia Verification Platform**

The Mentor® 3D TV Multimedia Verification platform is used as an essential part of the strategy for verifying 3D TV chips, where full software applications can be validated against a SoC prior to silicon being available, while analyzing several different 3D formats. Additionally, the platform provides direct visualizations of the 3D pictures and frames, rather than the limited signal-level displays of traditional simulation tools. This delivers a more effective and productive debug environment to develop new and leading-edge 3D TV products, without compromising delivery schedules.

“Mentor has led the way for many years in the accelerated verification of Digital TV designs, now including the first 3D TV emulation solution with our iSolve Multimedia product, which is successfully deployed at world-leading consumer electronics companies,” said Eric Selosse, vice president and general manager, Mentor Emulation Division. “With the addition of 3D, Mentor strengthens its position as the premier vendor for hardware emulation solutions for Digital TV applications.”

The Mentor 3D TV platform supports the latest HDMI and other digital TV standards, and includes state-of-the-art debug and analysis tools for video and audio content, automatic generators for data streaming, and remote access client software to support users in worldwide organizations.

The platform can be used with a traditional In-Circuit Emulation as well as a high-performance Transaction-Based Acceleration mode of operation. The ability to mix and match traditional ICE capabilities with high-performance Transaction-Based Acceleration facilitates the smooth transition from simulation centric use models to In-Circuit Emulation.

### **Product Availability**

The solution is available for deployment at customer sites, effective immediately.

For product information on Mentor's multimedia verification platform, contact your Mentor Graphics sales representative, call 800-547-3000, or visit the website at <http://www.mentor.com/med>.

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## **Synopsys' CODE V Enhances Aspheric Lens System Design**

15 March 2011

Available from Synopsys as part of its acquisition of Optical Research Associates, CODE V Version 10.3 is now generally available

### **Highlights:**

- Support for Q-type aspheric surfaces that deliver superior cost control and manufacturing benefits
- Enhanced surface conversion capabilities
- Efficient new algorithm for automatic determination of optimum locations for aspheric surfaces in the lens system
- Built-in aspheric constraints to control slope and sag during design optimization
- Synopsys, Inc. announced the availability of enhancements to its CODE V® optical design and analysis software. CODE V 10.3 delivers new design and analysis capabilities that enable optical designers to more easily take advantage of the unique image quality and cost benefits that aspheres offer.

Aspheric surface shapes are used to help reduce or eliminate imperfect or blurred images in optical systems. While surfaces with spherical shapes are easier to make, many more spherical surfaces are generally needed to reduce image blurring compared to aspheric surfaces. This means that an aspheric lens can be used to replace multiple spherical lenses, thereby creating a device that is smaller, lighter and potentially less expensive.

"Developments in optical fabrication and metrology are making the use of aspheres in optical design more cost effective," said George Bayz, vice president and general manager of the Optical Solutions Group at Synopsys. "A key to achieving these cost savings is ensuring during initial design phases that the aspheres can be manufactured as designed. CODE V 10.3 delivers capabilities that help designers add aspheres to a system with the confidence that their designs will be both manufacturable and within budget."

"The new aspheric design tools in CODE V helped me simplify an existing design while maintaining the required image quality," said Jim Cornell, senior optical designer, Corning Advanced Optics. "In particular, the program's fast, efficient surface conversion and optimization capabilities resulted in an improved system with fewer aspheric elements."

### **Support for Q-type Aspheric Surfaces**

CODE V 10.3 adds support for new native aspheric surfaces based on mathematical formulations recently published by Dr. G.W. Forbes of QED Technologies. These Q-type aspheric surfaces offer many advantages over traditional polynomial-based aspheres for lens design optimization and tolerancing. For example, the Q-type surfaces can be more easily constrained during optimization to improve manufacturability and reduce cost. In addition, CODE V's fast wavefront differential tolerancing feature supports tolerancing on Q-type polynomial coefficients, which is useful for evaluating system performance and manufacturability.

### **Enhanced Surface Conversion Capabilities**

CODE V's enhanced surface conversion capabilities make it easy to switch back and forth between the Q-type formulations and traditional aspheric surface representations. This allows designers to harness the power of the new formulations while maintaining compatibility with established fabrication processes.

## **Asphere Expert Tool**

CODE V's Asphere Expert tool saves users time and effort by automatically finding optimal asphere locations in the lens system. The tool uses a unique, highly efficient algorithm that takes into account both aspheric slope departure limits and weighted constraints when computing recommended aspheric surface locations. Users have the option to convert selected surfaces to aspheres and optimize the resulting system for best final performance.

## **Built-in Aspheric Constraints for Design Optimization**

New built-in optimization constraints in CODE V allow users to directly control the sag or slope variations of Q-type aspheres to maintain manufacturability of the lens system. For example, these constraints give users the ability to prevent the production of designs where the sag of the aspheric parts is too large for interferometric testing, and to ensure that designs do not require removal of an excessive amount of material during polishing phases. In addition, a new macro function allows aspheric surfaces to be evaluated and optimized for testability using ZYGO's VeriFire Asphere interferometer metrology system.

## **Availability**

The CODE V 10.3 release is available now and can be obtained by emailing [info@opticalres.com](mailto:info@opticalres.com).

## **About CODE V**

Formerly an Optical Research Associates (ORA®) product, CODE V is an optical engineering and design software solution that supports the optimization, analysis and tolerancing of image-forming optical systems and free-space photonic devices. ORA is now part of Synopsys, Inc. For more information visit <http://www.synopsys.com/Tools/OpticalDesign>.

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