

Contents

CIMdata News	2
Altair: Supporting Business Innovation through an Innovative Business Model (CIMdata Commentary)	2
CIMdata Inc. Announces Next PLM Certificate Program	5
New Poll on Purchase of CAx Software and User Support	5
Percentage of Mechanical Product Designs in 3D CAD and What is Considered to be Master Product Data in Your Organization (Poll Results)	5
The Increasing Value of SOA-Based Architectures for PLM; A New White Paper from CIMdata	6
Welcome to "The PLM Economy" Blog	7
Company News	8
Altair Engineering Will Open Huntsville, Ala., Office for Aerospace Industry	8
Concepts NREC Signs PD Solutions as New Channel Partner	8
ecVision Appoints PLM and Supply Chain Executive to VP Sales	9
Geomagic Announces Expanded Technical Support Resources	10
Lantek Celebrates 25 Years at the Forefront of Technology in the Sheet Metal and Fabrication Industry	11
New White Paper on Modern Nesting	12
Pilgrim Software and QPharma Agree to Collaborative Alliance to Help Life Science Organizations Improve Operational Excellence	13
Sopheon Taps Business Leader and Product Development Executive Gert Staal to Head European Operations	13
Women in the SolidWorks Community Reflect on their Start in Engineering	14
Events News	16
Agilent Technologies' Advanced Design System 2011 EDA Platform to Debut via YouTube and Webcast	16
Aras to Present at NATO Configuration Management Symposium	17
Be Together: The Bentley User Conference Registration Now Open	18
Cadence to Showcase Advanced Verification at DVCon 2011	19
CGTech to Feature VERICUT 7.1 at Midlands Design and Manufacturing	20
Delcam Displays Latest PartMaker Technology at PMTS 2011	21
GibbsCAM to be Exhibited at National, Four-Day Manufacturing for Growth Forum; Produced by AMT, AMTDA, NTMA & PMA	22
GibbsCAM to be Featured at Haas Open House, HaasTec 2011	23
How the Department of Energy-Biomass Cogeneration Facility Generated ROI Designing a New Plant in 3D (Webinar)	23
Latest Developments in WorkNC Dental Automated CAD/CAM at LMT Lab Day, Chicago	24
Majenta PLM Announces 2011 Training Schedule	25
MCAD Smackdown! Direct Modeling vs. Parametric Modeling	25
Nemetschek Vectorworks and Architect François Lévy Present Three-Part BIM Webinar Series	26
Planit's Decision to Support Southern Manufacturing at FIVE, Farnborough, was Reflected in the Four Brands at the Show 16-17 February 2011	27
SAP Showcases Business "Here and Now" at CeBIT 2011	28
The Business Value of an Integrated PLM System at Red Bull Racing (Free Webinar)	29
WorkNC Dental & DentalWings Draw 180 Delegates to Japanese Dental CAD/CAM Seminars	29
Unlock Your Potential By Registering for PlanetPTC Live in Las Vegas	30
Financial News	31
ANSYS Reports Record Revenue and Earnings for Fourth Quarter and Fiscal Year 2010	31

CIMdata PLM Industry Summary

Autodesk Reports 16 Percent Fourth Quarter Revenue Growth	33
Centric Software Secures \$7.5 Million in Series C Financing	36
IFS Year-End Report Q4 2010	37
Magma Reports \$34.8 Million Third-Quarter Revenue, Exceeding Guidance	39
Mentor Graphics Reports Annual and Fiscal Fourth Quarter Results	42
Mentor Graphics Confirms Receipt of Unsolicited Conditional Proposal from the Icahn Group; Shareholders Need to Take No Action at this Time	46
Implementation Investments	46
Ares Provides Oracle PLM for Network Security Company Lanner	46
Broadcom Expands Use of Cadence Verification Computing Platform to Tackle System Realization	47
Cimatron Helps Samsung Tier-1 Suppliers Speed-Up LCD Production	48
Creating Playground Rides That Are Safe and Fun with Autodesk Inventor Software	48
Delcam's FeatureCAM Helps Renishaw Turn Designers into Machinists	49
Dong-eui University Opens New Educational Center and Features Intergraph® SmartPlant® and SmartMarine® Enterprise Technology	50
Engineering Supplier FLSmidth to Use Intergraph® SmartPlant® Enterprise Solutions Worldwide	51
IMS CHIPS Standardizes on Cadence Silicon Realization Product Line for Advanced Gate Array Design	52
Internet Solutions Selects Tribold EPM for Product and Service Catalog Program	53
Jaguar Land Rover and Dassault Systemes Agree New Strategic Partnership	53
Land 'N Sea Chooses NGC for PLM and Global Sourcing	54
Lockheed Martin Expands Use of Dassault Systèmes Solutions; Upgrades DELMIA Robotics Implementation	55
Manufacturers Leverage PARTsolutions to Secure \$25 Billion in Component Sales	56
MSC.Software and Defiance Technologies Partner to Deliver Advanced Engineering Software and Services	57
Women's Luxury Brand Magaschoni to Implement FashionManager ERP/PLM	58
WorkNC Dental CAD/CAM Cuts it for Cosmetic Dentistry Experts Migros Dental	58
Product News	60
Autodesk Expands AutoCAD WS, Adds Support for Multiple Languages and Inventor DWG	60
Cadac Organice Introduces a Full Product Suite Update	60
CCE Announces Release of ConfigLink 2011	61
Dassault Systèmes' No-Cost 2D CAD Product DraftSight Now Available for General Release	62
Firehole Releases Helios:MCT Version 4.0	63
KeyCreator 2011 Released with Faster, More Accurate File Importing, 64-Bit Option and Improved Dynamic Editing	63
Latest Free 2D/3D CAD Release – MEDUSA4 Personal Version 5	64
Mentor Graphics Underscores Comprehensive Support for UVM 1.0	65
Oracle Announces Oracle Application Integration Architecture Release 3.1	66
Right Hemisphere and Digabit Partner to Deliver Integrated, Secure, Web Enabled 3D Content Solutions	68
Roland Introduces Advanced DWX-50 5-axis Dental Milling Machine	69
Synopsys Announces Immediate Availability of Silicon-Proven DesignWare Data Converter IP in SMIC 65-nm LL Process Technology	70

CIMdata News

Altair: Supporting Business Innovation through an Innovative Business Model (CIMdata Commentary)

22 February 2011

CIMdata PLM Industry Summary

Engineers generally think of the suppliers of engineering analysis or CAE (also known as simulation and analysis) solutions as engineering software tools for developers and marketers. Based on CIMdata's many years of experience working with CAE suppliers and users, we recognize that this is not the case with Altair Engineering (<http://www.altair.com/>) headquartered in Troy, Michigan.

Founded in 1985, Altair is privately held and has offices throughout North America, South America, Europe and Asia/Pacific. Since its early years, the company has been an important provider of products and services in the areas of product design, advanced engineering software, grid computing technologies and enterprise analytics solutions. The company began life as an engineering services provider, a business it continues to maintain, and introduced its first commercial CAE product, HyperMesh, in 1990. Its 1,300 plus employees deliver these solutions to companies in many industries including automotive, aerospace, government and defense, heavy equipment, consumer products, life and earth sciences, oil and gas, and others.

From its modest beginnings, Altair has developed an innovative business model that is based on a strong suite of CAE solutions, but also includes key internal capabilities for the use of their tools to support real engineering work and even extends to internal product development and innovation, external product development consulting services, and prototype construction of highly engineered products.

Altair's corporate vision: "*Altair strengthens client innovation and decision-making through technology that optimizes the analysis, management and visualization of business and engineering information.*" is well supported by this strategy. In fact, the company started in the 1980s as engineering services firm. They have several groups that participate in various product design activities for industrial clients.

Altair's ProductDesign group employs over 500 engineers worldwide. This group's role is to provide full, end-to-end product design support and optimization as well as specialist services within their customer's design teams. These engineers use Altair's CAE products (the HyperWorks family), business intelligence and analytics products (HiQube), industrial design products (solidThinking), and grid and high-performance computing services (PBS Works) to facilitate their work.

An impressive group of companies from many industries use Altair design services. They list customers in automotive (BMW, Ford, Honda, etc.), aerospace (BAE Systems, Boeing, EADS, and more), defense (General Dynamics, Northrop Grumman, Pratt & Whitney, etc.), heavy equipment (Caterpillar, John Deere, Oshkosh Truck, and others), and consumer products (Bose, Fisher Price, Harley Davidson, Kohler...). Some of their work is supported by labs, located inside Altair's headquarters, where they conduct CAE simulation and physical testing as well as execute industrial designs for customers.

CIMdata believes that another aspect of Altair's business model is unique in the CAE supplier industry; their internal facilities and labs that allow them to design, build, and test large and complex products. Currently, they are working on a full-size commuter bus that was completely designed and simulated within Altair. This bus uses an Altair-designed hybrid diesel-hydraulic power system. The structure of the bus has been analyzed and optimized to reduce weight and improve fuel efficiency.

Interestingly, some internal designs have been commercialized through spin-off businesses. One of these, ilumisys, makes and sells solid-state lighting products. These directly replace fluorescent light tubes with light-emitting diode (LED) lamps. Keeping with the theme of using its own products, the proprietary lighting technology was developed inside Altair.

Another theme at Altair that is unusual among CAE vendors is their development of cloud computing as an accessible resource for their customers. Altair has created its own hosted cloud of high speed computing servers and licenses this to their customers using the same token scheme they use for their

CIMdata PLM Industry Summary

simulation and analysis solutions. This service provides great flexibility and allows companies to have access to superior computing resources; especially companies that can't afford to develop their own clouds.

Especially noteworthy is how well respected the Altair organization is among their customers as well as competitors. This is largely due to their sustainable long term market focus on CAE for over 25 years. This focus has been enabled in part by their steady and knowledgeable execution as a profitable privately held company without public shareholders who, as for many suppliers, most likely would have forced them to forever be expanding for the sake of revenue growth—and occasionally oscillating—among many technology markets.

Altair is a rare case of a software and services provider that has consistently executed a combination of market and financial discipline to grow without diluting their market focus, which happens often when technology companies take on investment or equity partners who may have conflicting objectives. Recent examples of this concentrated focus on core markets and competencies are Altair's acquisitions of SimLab, a specialty provider of automated, tailored finite element modeling solutions for powertrain systems within the automotive and heavy equipment industries and of ACUSIM, developers of a general purpose CFD solver (AcuSolve™) which is finite-element based, allowing it to be integrated with other FEA-based technologies to solve fluid-structure interactions and similar multi-physics problems. SimLab and ACUSIM are just two of a number of self-funded technology acquisitions over the years that have provided Altair with increasing depth and breadth in its core simulation and engineering services markets. Other company or product acquisitions have included Radioss, PBS Professional, and solidThinking, the latter giving Altair insight into how industrial design plays a key role further upstream in the product design business. These acquisitions are not random events; each was undertaken as part of corporate strategy to bring intellectual property and proprietary software to the market to provide the foundation for their customers' innovation initiatives.

The value of all this to Altair customers is multi-faceted. First, Altair has a built-in team of CAE and product design specialists who are everyday CAE users of the Altair product suite and who help design and test Altair's own products and services in production use. Altair's software developers have direct access to a large, internal user community. Second, because they have product design experts in-house, they are positioned to understand the needs and processes employed by customers who are pursuing simulation-based design activities. Third, their use of Altair's CAE products leads to extended testing and validation of the products in a "real-world" environment.

The resulting business continuity in Altair's core mission, market vision, and management leadership over many years has also given them the prized rare gift of sustained entrepreneurial freedom to experiment and innovate in more than just their product and service offerings, but also in their core business and customer engagement models. Examples of this innovation can be found in their unique software licensing and pricing models, their global open HyperWorks partner alliance, and their business ethos of walking-the-talk with their own expert engineering services practicing simulation driven design. When all these separate innovations are combined, a strong CAE supplier of a distinctive class resulted that evolved along a substantially different path due to the freedom to make many small and large innovative decisions as they grew.

About CIMdata

CIMdata, an independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM). CIMdata provides world-class knowledge, expertise, and best-

CIMdata PLM Industry Summary

practice methods on PLM. CIMdata also offers research, subscription services, publications, and education through international conferences. Visit <http://www.CIMdata.com> for more information.

 [Click here to return to Contents](#)

CIMdata Inc. Announces Next PLM Certificate Program

22 February 2011

CIMdata, Inc., the leading global PLM consulting and research firm announces that the next session of its PLM Certificate Program is to be held in Andover, Massachusetts from June 20-24, 2011. CIMdata's PLM Certificate Program is the flagship offering of CIMdata PLM Leadership—the PLM industry's most comprehensive non-biased education and training offering for today's PLM professionals.

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

According to Mr. Peter Bilello, CIMdata's President, "The response to this year's announced classes has been stronger than originally anticipated. As a result, we have decided to formally announce the opening of the registration period for the Andover class early. It has been exciting to see the financial rebound of the PLM industry throughout 2010. Industry spending on PLM software is clearly up and so is the need for well trained PLM professionals."

[PLM Certificate Program](#) participants can register [online](#) for either the 3-day or complete 5-day program. This certificate program is available to industrial companies who are considering or implementing PLM, and to PLM technology and service solution supplier personnel. The CIMdata PLM Certificate Program is built on CIMdata's more than 25 years of extensive worldwide experience guiding industrial companies in successfully defining and implementing best-in-class PLM strategies and tactics.

 [Click here to return to Contents](#)

New Poll on Purchase of CAx Software and User Support

25 February 2011

CIMdata is seeking input on where you most often purchase CAx software and user support. Please take a moment to provide your feedback and vote [HERE](#)

 [Click here to return to Contents](#)

Percentage of Mechanical Product Designs in 3D CAD and What is Considered to be Master Product Data in Your Organization (Poll Results)

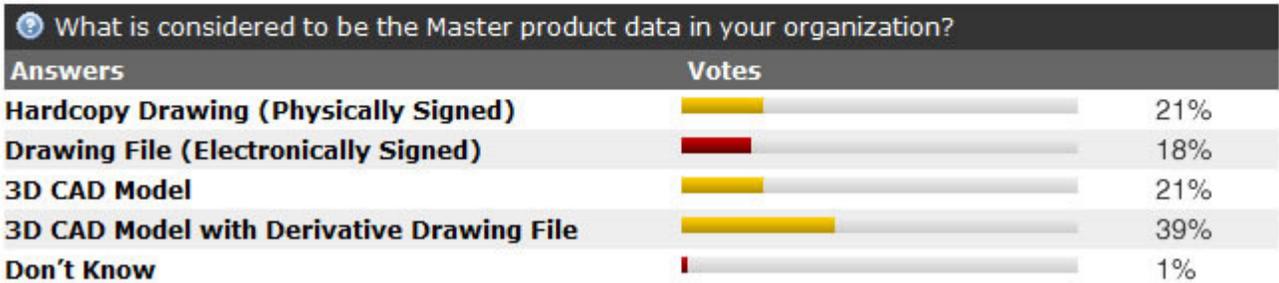
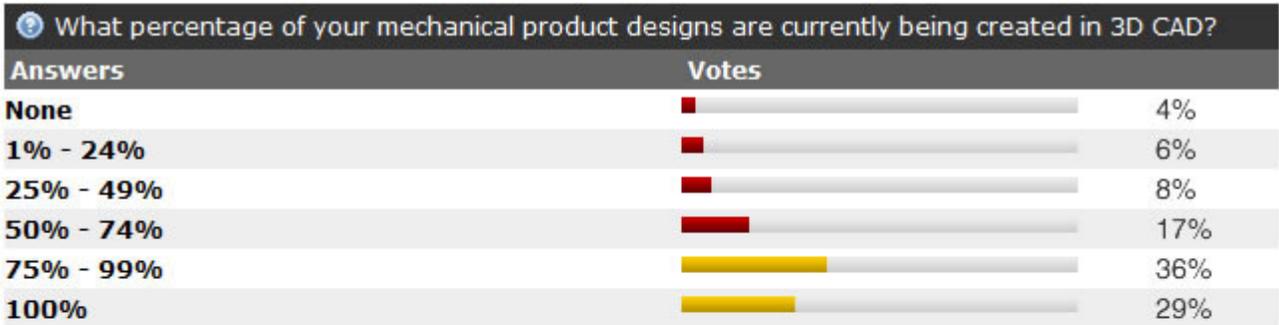
25 February 2011

It is very encouraging to see that of those companies who responded the majority (over 63%) execute over 75% of their designs in 3D CAD. However, there are still a substantial number of technological

CIMdata PLM Industry Summary

followers: fully 18% of respondents still work mostly in 2D. Certainly, 2D is appropriate for some product design work, such as simple turned parts. However, when these parts are used in more complex assemblies and products it remains preferable to design them in 3D so that they can be analyzed for things such as weight and clash.

The results on the question of master data are interesting from the standpoint that clearly companies are moving away from drawings as the master. This shows a maturing process where 3D is used for design and then maintained as the master that supports future work. 60% of respondents now use 3D as the master or as the master along with a drawing derived from 3D. Of the 39% who continue to use drawings as the master, one has to wonder how many are required to do so by some regulatory organization (such as US FDA) and how many do this to satisfy their company's historical practices.



NOTE: The results of these polls are anecdotal, not scientific.

If you have a suggestion for a poll you'd like to see contact us at info@cimdata.com.

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

The Increasing Value of SOA-Based Architectures for PLM; A New White Paper from CIMdata

23 February 2011

CIMdata, Inc., the leading global PLM consulting and research firm announces the availability of “The Increasing Value of SOA-Based Architectures for PLM.” Today’s manufacturing industries are under continuous pressure to deliver competitive products faster and are implementing PLM solutions to help address this issue. As PLM environments expand to encompass the complete product lifecycle, they are becoming increasingly complex with more and more functional applications being used. One of the key problems is that the number of application-to-application integrations is also increasing significantly. Additional resources, both human and financial, have to be committed to maintain and upgrade the overall environment. Simplifying the PLM environment, while providing more information and capabilities to the individual worker, is an important factor in the overall success of PLM programs.

CIMdata PLM Industry Summary

To address these issues, companies desire to deploy their PLM environment by using applications and solutions built on common technologies, with common data models and importantly, having a common user interaction paradigm. One approach to this problem has been the selection of unified PLM solutions suites built on a Service-Oriented Architecture (SOA) provided by a core PLM solution provider. SOA-based unified PLM architectures provide the ability to expand the level of functionality available, improve the users' experience even as more and more diverse users work within the PLM solution set, and reduce the overall cost of maintenance, support, and enhancement.

This paper presents the challenges that companies are currently facing, defines a SOA-based unified PLM architecture approach, describes the benefits that it can deliver, discusses the factors companies should consider in evaluating whether to transition to a unified architecture, and describes approaches to such a transition. This paper is not a review of any specific architecture. Rather it is intended to provide an overview of such architectures, their potential value, and issues to consider in making a transition decision.

Copies of this CIMdata white paper are available [here](#) at no cost.

About CIMdata

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

CIMdata works with both industrial organizations and suppliers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia Pacific. To learn more about CIMdata's services, visit our website at <http://www.CIMdata.com> or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 (734) 668-9922. Fax: +1 (734) 668-1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0)495 533 666.

 [Click here to return to Contents](#)

Welcome to "The PLM Economy" Blog

22 February 2011

We are happy to introduce the CIMdata blog, titled "The PLM Economy," available at <http://www.cimdata.com/blog/>.

By the "PLM Economy," we refer to the extended ecosystem of firms that offer software, hardware, content, services and other intellectual property to help end user companies be successful with their PLM strategies. It has been CIMdata's great privilege to be a member in good standing of this community since our founding in 1983, and to pursue a mission to expand and enhance this economy through our consulting, research and education programs. We see this Blog as yet another channel to communicate directly with this ecosystem.

Enjoy and let us hear from you!

 [Click here to return to Contents](#)

Company News

Altair Engineering Will Open Huntsville, Ala., Office for Aerospace Industry

22 February 2011

[Altair Engineering, Inc.](#) announced that it will expand its presence in Huntsville, Ala. by opening a field office and launching Aero Academy training programs for local aerospace engineers.

Altair's office in Huntsville will open this month at 7501 South Memorial Parkway, just minutes from NASA's Marshall Space Center, the U.S. Army Director of Aviation Engineering and many other Altair customers among the nation's major aerospace designers and integrators. The site will support Altair's growing business with aerospace, defense and related industry sectors in the Tennessee Valley.

"Altair's new office represents not only an investment in the Huntsville area, as we plan to add positions locally, but also an investment in the greater aerospace industry as we provide engineering technologies and services to enhance the nation's war-fighter capabilities and support the space program," said Joe Sorovetz, managing director for Altair Engineering. "In addition, Altair's Aero Academy will provide free training courses over the next year to Huntsville-area aerospace engineers who use our HyperWorks computer-aided engineering tools."

Altair will conduct its Aero Academy at the Huntsville office beginning March 16. Available at no cost to all local aerospace engineers, the classes will provide training in the latest versions of [HyperWorks](#) software, including [HyperMesh](#) for advanced, solver-neutral finite element modeling; [OptiStruct](#) for developing high-performance, minimum-weight designs for all material types, including composites; [HyperStudy](#) for studying and optimizing product and system-level performance; and Altair's [RADIOSS](#) multi-disciplinary finite element solver, recognized for its computation speed, scalability, quality and reliability. The program will be scheduled in three tracks that will run through December, 2011. Engineers will have the opportunity to complete the three to four classes per track at convenient times throughout the year and can register for free by visiting the [Altair HyperWorks training website](#).

Altair's Huntsville office is expected to serve as a resource for many major aerospace companies and their suppliers in the Tennessee Valley, as well as for NASA itself. The office currently offers fulltime application engineering and Altair will also place technical sales and services support in Huntsville to provide full service to customers locally.

Aerospace companies across North America and Europe rely on HyperWorks tools to create and analyze computer simulations that reduce development time for aerospace structures and engines and improve the accuracy of their design.

 [Click here to return to Contents](#)

Concepts NREC Signs PD Solutions as New Channel Partner

21 February 2011

[Concepts NREC](#) announced it has entered into an agreement with [PD Solutions Pte Ltd.](#) (PD Solutions), making PD Solutions a Concepts Channel Partner (CCP) providing software, support, and training in Southeast Asia. Original equipment manufacturers and engineering organizations in the region will

CIMdata PLM Industry Summary

benefit from PD Solutions' extensive engineering expertise and local market knowledge combined with Concepts NREC's products and services.

For Concepts NREC, Southeast Asia is the geographic cornerstone to its expansion throughout Asia. PD Solutions' specific territory in Southeast Asia includes Singapore, Malaysia, Indonesia, Vietnam, Thailand, Cambodia, and Laos.

PD Solutions provides CAD/CAM/CAE and product lifecycle management (PLM) software and services to companies in the design and manufacturing industries. As a CCP, PD Solutions will help customers capitalize on computational fluid dynamics (CFD) capabilities for easy and accurate design simulations and analyses that eliminate product design errors, reduce costs, and optimize overall product quality.

"Under the management of industry veteran David Byrne, PD Solutions' decades-long experience in the region is unmatched, making them strategically important to Concepts NREC as we expand our presence there," said Mike Dergance, Concepts NREC Global Sales Director. "The combination of our industry-leading CAE/CAM and CFD technology with PD Solutions' regional and technical expertise will enable our customers to develop optimal and innovative products."

"Representing Concepts NREC's turbomachinery engineering, design, manufacturing services, and software in Southeast Asia enables us to provide our customers with the industry's best solutions," said David Byrne, Manager, Simulation Products for PD Solutions Pte Ltd. "The addition of these offerings means that our customers will benefit from improved efficiencies and shorter time-to-market with greater accuracy."

PD Solutions now sells Concepts NREC's entire products and services portfolio, including TurboMatch™, COMPAL®, PUMPAL®, FANPAL®, RITAL®, AXIAL™, AxCent®, Pushbutton CFD®, STRESSPREP™ and AXISTRESS™ for CAE turbomachinery design and MAX-PAC™ (MAX-5™, MAX-AB™ and MAX-SI™).

About PD Solutions

PD Solutions is a leading provider of CAD/CAM/CAE and PLM (Product Lifecycle Management) software and services for all stages of the product development process, with a special focus and experience in the areas of Data Management, Simulation, and Visualization. The company has offices and certified training centers in Singapore, Kuala Lumpur, and Penang in Malaysia. You can find more information about PD Solutions by visiting <http://www.pdsol.com>, phone +65.6732.9818, or by email: marketing@pdsol.com.

 [Click here to return to Contents](#)

ecVision Appoints PLM and Supply Chain Executive to VP Sales

23 February 2011

ecVision announced the appointment of Erik Carr to Vice President, Sales Americas. In his new position, he will oversee the sales team's strategy and execution as the company continues to respond to the growing demand from the retail market for its supply chain collaboration platform, ecVision® B2B Portal.

Erik brings 27 years of enterprise software sales and management experience to the ecVision team. Most recently he was the VP of Sales at PARTsolutions. Prior to PARTsolutions, he was RM/VP Sales at

CIMdata PLM Industry Summary

Oracle, Agile Software and Prodika (North American Strategic Accounts - PLM for Process). At Prodika, his team's sales efforts contributed to two acquisitions -- first by Agile and then by Oracle. Erik has also worked for Siemens PLM/UGS/SDRC where he held various sales and sales management roles including Regional Country Manager for Australia, New Zealand and Singapore.

 [Click here to return to Contents](#)

Geomagic Announces Expanded Technical Support Resources

22 February 2011

Geomagic® announces the launch of the company's new Technical Support Tutorial Video resources, designed to give customers even more access to information in formats they prefer at the Geomagic Technical Support portal.

The first release of the technical support videos allows customers to see and review visual instructions on hot topics such as setting license keys, software installation and targeted product functions. With 50 videos already available, the amount will rapidly increase across the next few months, and will deal primarily with the most frequently asked questions by customers.

“We constantly drive to increase quality for our customers and as a result, last year, we consistently scored at least 9.1 out of 10 for our technical support in customer surveys,” said Steven Perkins, Technical Support Manager, Geomagic. “But we know that we have to work harder to deliver technical support in the formats that our customers want, so the videos are part of a strategic move to deliver greater online support that can be accessed 24 hours a day.”

The video tutorials are located at Geomagic's Technical Support site [<http://support.geomagic.com>], and also include links to related videos and written instructions across the knowledge-base that customers can browse.

“We are committed to giving our customers the best support possible, and these videos are the latest milestone in a plan that has included investing in a new technical support infrastructure, adding a new comprehensive self-help knowledgebase, and expanding our in-person support worldwide,” said Karl Matthews, VP of Product Management, Geomagic. “In addition to helping existing customers, the videos help prospective customers effectively evaluate Geomagic technology, alongside the free trial download software available at our web site.”

Geomagic delivers online knowledge-base articles, videos and other tutorials through its technical support portal. Customers who subscribe to Geomagic Maintenance can also access live support and software upgrades. Find out more at [Geomagic's Maintenance page](#).

[Geomagic Technical Support Help and Videos Channel](#), articles and other items can be located at the Geomagic website.

Geomagic Wrap, Geomagic Studio and Geomagic Qualify are all available as 30-day free trial downloads. To register, visit <http://www.geomagic.com/>.

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Lantek Celebrates 25 Years at the Forefront of Technology in the Sheet Metal and Fabrication Industry

22 February 2011

Lantek will celebrate 25 years of innovation and leadership in CAD/CAM and ERP solutions for the sheet metal market during 2011.

Formed in 1986, the company has its headquarters in Miñano (Álava), Spain. Originally, Lantek worked on developing a range of software products, before specializing in CAD/CAM and ERP systems for sheet metal applications, designed to bring an integrated and innovative range of products and services to its customers.

Over the last 25 years, Lantek has grown to become one of the leading suppliers of integrated CAD/CAM and ERP solutions in its sector, both in Spain and globally, where it has 25 subsidiaries in 17 different countries, as well as an extensive network of partners, enabling it to rapidly deploy its expertise in emerging markets. With over 11,000 customers in 100 countries worldwide, this network has enabled Lantek to offer high quality service and support. Its customers include prestigious names such as Liebherr, Hyundai, JCB, Iveco-Pergaso, Danobat and Marcopolo.

Lantek's international sales and marketing strategy commenced in 1991 with its first overseas office in France, followed by Germany in 1996 and the USA the year after. South Korean and Japanese offices marked Lantek's expansion into Asia in 2001, while in 2004 it opened an overseas research and development centre in India, followed by a second in Poland in 2006. The Polish office was also designated as a support centre, offering the first international software support facilities, outside Spain, for Lantek's customers and partners. 2006 also saw the inauguration of the company's first Chinese office. Since then a further three subsidiaries have been formed within that country.

The policy of offering its products in a global marketplace has been very successful for Lantek, which now derives 80% of its turnover outside Spain. The company is currently working on consolidating its presence in international markets, with the objective of building closer relationships with its customers through offering local support in native languages, and increasing the returns and benefits that can be expected from investing in the software.

Research and development and innovation have been a cornerstone to Lantek's success. The company has consistently invested at least 18% of its turnover into R&D&I. Advances in technology generated by the efforts of its development team have ensured that its Lantek Expert CAD/CAM software is a leading product for driving sheet metal cutting and punching machines. The company has also pioneered management software solutions within the sheet metal industry with the introduction of its Lantek Integra ERP system, while its Lantek Flex3d software has simplified part design, the 3D bending of sheet metal components and tube and profile cutting.

Lantek is continually collaborating with leading machine tool manufacturers from around the world. This policy has led to several distribution agreements, where Lantek software is supplied as original equipment with the manufacturer's drilling, cutting or punching machines, further expanding Lantek's global user base.

Alberto Martínez, Managing Director of [Lantek SMS](#) says, "Lantek was created with the aim of establishing itself as the leading manufacturer of CAD/CAM/ERP solutions for the sheet metal processing and fabricating market. The company's entire team is energized by the challenge of producing innovative products and proud of the great achievements made. The exponential growth that

Lantek has maintained from the start, and our firm commitment to incorporating advanced technologies in the development of our solutions, is an excellent guarantee of quality and continuity for our customers.”

 [Click here to return to Contents](#)

New White Paper on Modern Nesting

25 February 2011

An authoritative new White Paper on modern nesting has been published by [Planit](#), the company that developed the sheet metal CAD/CAM software, Radan.

With the change in what nesting can now do for companies, manufacturers should ask themselves the following questions, revolving around where they want to be in five years time:

- Do I want to increase my output?
- Do I want to better utilise my staff?
- Do I want to increase automation?
- Do I want to make my resources go further?

If the answer to any of those questions is “Yes,” then the White Paper “Modern Nesting, Changing The Way You Think About Nesting” is vital reading, showing manufacturers how to select the nesting program that is absolutely right for their business.

It is available to download for free from Radan’s website, at <http://www.radan.com/modernnesting>

The White Paper looks at a variety of topics, including:

- Automatic nesting
- Nesting for the manufacturing industry
- Nesting solutions
- Multi-threaded code
- Future trends
- Integrating nesting with MRP / ERP.

The paper shows how nesting is moving away from its traditional roots and looks at its value as an integrated part of an overall ERP or process planning system, and why managers need to consider the effect a nest has downstream. For example, what tool changes do the machines need, and does minimising that save more on the time the operator takes, than would be saved on materials if the nest produces the best utilisation?

The right type of nesting is capable of so much more than it is generally being used for.

Nesting parts for today’s cost-conscious and time-conscious manufacturing industry has moved on from the original concept of nesting, which was simply the geometric problem of arranging parts on a sheet to minimise waste. Therefore, “Modern Nesting, Changing The Way You Think About Nesting” was written specifically by Planit Software to ensure that manufacturers can benefit from what modern nesting can give them, and look at the skills required of machine programmers and operators, so their

nester gives them a vital competitive edge.

 [Click here to return to Contents](#)

Pilgrim Software and QPharma Agree to Collaborative Alliance to Help Life Science Organizations Improve Operational Excellence

24 February 2011

[Pilgrim Software, Inc.](#) announced that QPharma, Inc., a Life Sciences industry's leader in FDA regulatory and compliance services, and Pilgrim have agreed to make QPharma's comprehensive set of validation, quality and regulatory compliance consulting services available to their customers in collaboration with Pilgrim's [SmartSolve®](#) suite of products.

Pilgrim offers integrated risk, compliance and quality management solutions that help highly regulated organizations remain compliant, recognize and preemptively address potential operational dangers, reduce costs, and operate more effectively. Through this alliance with Pilgrim, QPharma will leverage its Professional Services Business Unit for regulatory compliance spanning the product development lifecycle, from quality and validation solutions, to PDMA and fulfillment services.

This partnership will allow both companies to share resources, furthering each partner's vested interests in the [Life Sciences](#) industry, and will help organizations ensure that regulatory compliance efforts are addressed as part of a larger business process improvement initiative.

[QPharma](#)'s offerings address a broad range of quality services from simple audits to documentation development to enterprise-wide validation and compliance remediation programs. It also provides Engineering, PDMA Compliance, Sample Management, Fulfillment, Aggregate Spend, and Pharmacy Solutions to its clients through its three integrated business units and its FDA-compliant warehouse.

"Pilgrim and QPharma share a vision of executing successful software implementations, with knowledgeable consulting and support, that help organizations improve operational performance and ensure compliance with industry and regulatory standards," said Prashanth Rajendran, Chief Operating Officer for Pilgrim Software.

"QPharma's expertise in Life Sciences services, such as validation and quality systems, will help our highly regulated customers improve their processes and better prepare for automating their quality and compliance solutions." By leveraging QPharma's validation functionalities, and associated consulting services, Pilgrim is now able to provide its customers with more efficient and effective integrated ERCQM solutions."

Through its integrated Quality solutions, Pilgrim supports its customers with significant operational improvements including capacity improvement, flexibility, on-time delivery, cycle-time reductions, labor productivity and cost reduction. Pilgrim provides the means to simplify key quality processes: [Corrective/Preventive Action \(CAPA\)](#), [Customer Complaints](#), [Engineering Control & Collaboration](#), [Inspection Management](#), [Nonconformance/OOS Management](#), and [Supplier Quality Management](#). Other targeted solutions include [Audit Management](#), [Change Management](#), [Document Management](#), [Regulatory Reporting](#) and [Training Management](#), and [Process](#) and [Analytics](#).

 [Click here to return to Contents](#)

Sopheon Taps Business Leader and Product Development Executive Gert Staal to Head European

CIMdata PLM Industry Summary

Operations

24 February 2011

Sopheon announced today that it has appointed Gert Staal, a former senior product and marketing executive for Reed Elsevier, to manage its operations in Europe, the Middle East and Africa (EMEA). Mr. Staal is assuming the role of vice president for the EMEA region. His responsibilities will focus on guiding and supporting the continued growth of Sopheon's customer base throughout EMEA.

Mr. Staal was previously the vice president of pricing and director of sales and market development for Reed Elsevier's \$1.9B Science and Technology Division. Earlier experience included general management of a premier Dutch Internet company, general management roles with Wolters Kluwer, and senior business development responsibilities within SilverPlatter Information, Inc. In his new role, Mr. Staal will oversee Sopheon sales, services and partner development activities in the EMEA region.

Customers located in EMEA currently account for more than one-third of Sopheon's annual revenues. Sopheon has established bases in the United Kingdom and the Netherlands, as well as a reseller presence in other major European markets. One of its strategic priorities is to build on this infrastructure so that it can take advantage of burgeoning business opportunity in other parts of West and Central Europe and the Middle East.

"Our business development efforts in EMEA are at a tipping point," said Andy Michuda, chief executive officer of [Sopheon](#). "The momentum of our business and the size and number of customer opportunities available to us are accelerating rapidly. Gert combines the best qualities of a highly successful business leader with the hands-on perspective of one who has directed innovation strategies and executed product innovation processes within major corporations. He knows our market and the challenges facing our customers from the inside out. He is also a change agent who has led transformation of both established and beginning enterprises, guiding them through the adoption of new business models and through the challenges of expanding scale. Gert has the competencies, experience and track record to take our EMEA business to the next level."

Gert Staal's credentials include extensive involvement in professional associations supporting the advancement of product-development best practices and education. He is currently a member of the board of directors for Product Development and Management Association (PDMA) International. He previously co-founded and served as the first chair of the Dutch affiliate of PDMA. He is a certified new product development professional and registered education provider for PDMA in Europe and Asia.

"I am delighted to be able to join Sopheon at this stage in its growth," said Mr. Staal. "I have a passion for their mission of supporting product innovation. I have been aware for some time of the company's great reputation for delivering value, and I have recently seen first-hand how Sopheon's Accolade® solution is enabling end-users to achieve new levels of profitable innovation. When I view these capabilities through the lens of my experience in guiding product development strategy and innovation process execution, I couldn't be more excited. I believe that Sopheon faces extraordinary opportunity in European, Middle Eastern and African markets, and I'm looking forward to helping the company achieve that potential."

 [Click here to return to Contents](#)

Women in the SolidWorks Community Reflect on their Start in Engineering

24 February 2011

CIMdata PLM Industry Summary

What do the circular saw, Liquid Paper, the COBOL programming language, square-bottom paper bags, the dishwasher, the windshield wiper, and strong-as-steel Kevlar have in common? Women were integral in the invention or improvements of each of these.

That's worth honoring today—[Introduce a Girl to Engineering Day](#). Sponsored by the [National Engineering Week Foundation](#) to spotlight engineering as a career opportunity for women, this day dovetails with [Dassault Systèmes SolidWorks Corp.](#)'s efforts to make [SolidWorks® software](#) accessible to girls and women everywhere.

Ann Wettersten has been introducing girls to engineering for two years. She's the leader of the [Space Cookies](#), an all-girl FIRST Robotics team (and Girl Scout Troop) open to any high school girl in Silicon Valley.

"Our motto is 'Girls Engineering Tomorrow,'" says Wettersten, who has a mechanical engineering background herself. "This is about empowering girls and providing the opportunity to experience real-world engineering in a fun and challenging environment. We want to inspire girls to apply the science and math they are learning in school to creatively solve complex problems. This is the future generation of female technology leaders."

The Space Cookies, who are sponsored by the [NASA Robotics Alliance Project](#) and co-sponsored by DS SolidWorks, do everything it takes to make and launch a competitive robot, including CAD, electrical work, and software programming. "In addition to technical knowledge," says Wettersten, "they're learning leadership, team-building, time management and, through our industry partnerships, a wide range of career paths."

[Christine Longwell](#) is a manufacturing process engineer at [Proterra](#), maker of zero-emission commercial transit solutions. She began exploring her passion in college and hasn't looked back. "For the most part engineers are focused on creating and building things to solve problems," says Longwell, a SolidWorks user. "There are few jobs that offer the ability to see such tangible and rewarding results of your efforts. To this day, I love to look at cars that I helped bring to market and say, 'Hey, I worked on that.'"

"A lot of people think I came from a family where my father taught me to work on cars, but really the opposite was true," she says. "I didn't understand how an engine worked until I went to college, but I found a welcoming community there that happily taught me enough to graduate and become a powertrain design engineer. I work on my own cars, and I take a lot of satisfaction out of it. On the other hand, I am also Mom to a six-year-old boy who proudly tells anyone who will listen that "My mom is an engineer and she can fix anything!"

Read Christine Longwell's blog here: <http://www.longwellweb.com/>

[Anna Wood](#) is a design engineer for [Auer Precision](#), a leading global provider of engineered process solutions for the life sciences, medical, microfluidics, semiconductor, defense, automotive, and industrial markets.

"I have always been fascinated with how things are made and how they work," says Wood. "My curiosity led me to pursue a career in engineering. Engineers have a front row seat in creating designs for products and structures that we use every day. It is very cool to design a device or a tool from a blank piece of paper and watching it being manufactured. To be able to hold it in your hand, drive or fly in it, ride over that bridge you had a part in designing, or have a hand in creating a lifesaving device is immensely satisfying.

CIMdata PLM Industry Summary

“I would encourage all young women to pursue a career in engineering,” she continues. “The opportunities are boundless, and the emotional paycheck for doing good work is very rewarding.”

Read Anna Wood’s blog here: <http://www.solidmuse.com/>

Marie Planchard, DS SolidWorks’ director of world education markets, was introduced to engineering as soon as she was old enough to pitch in. “My father owned an auto repair garage and my grandfather owned a farm, so between the two you were always fixing stuff. It didn’t matter that you were a girl,” says Planchard, a teacher, author, and engineer. “I had Barbie dolls, but I was the kind of girl who tried to figure out how the joints worked or how they stamped Mattel into the plastic.”

As with Longwell, Wood, and the Space Cookies, Planchard’s gender hasn’t held her back. She was one of only three women in her [Rutgers University](#) mechanical engineering class of 205, and she was president of its [American Society of Mechanical Engineering](#) chapter. It wasn’t a case of affirmative action. “My father always told me that with education, I could do anything,” she says. “He was right.”

In line with old-school gender expectations, however, Planchard does note she is in a “helping” profession: “I help people by giving them great products or helping them create great products of their own.”

Her advice to girls:

When in doubt take more math.

Know that you can do it (because you can).

And as Apollo 13 Commander Capt. James Lovell Jr. said at SolidWorks World, success is the only option.

Read the SolidWorks Teacher blog here: <http://blogs.solidworks.com/teacher/>

Fact: Eighteen percent of undergrad engineering degrees went to women in 2009, according to the [American Society for Engineering Education](#). Undergraduate female enrollment in engineering ticked slightly higher for the second straight year, rising to 18.2 percent in fall 2009 from 17.5 percent in 2007.

 [Click here to return to Contents](#)

Events News

Agilent Technologies’ Advanced Design System 2011 EDA Platform to Debut via YouTube and Webcast

22 February 2011

Agilent Technologies Inc. announced the latest version of its flagship RF and microwave design and simulation platform, [Advanced Design System 2011](#). The new platform will debut on YouTube and in an “Innovations in EDA” webcast with Microwave Journal, scheduled for March 1.

Advanced Design System 2011 delivers exciting new features for new and existing Advanced Design System users, including electromagnetic technologies for faster, more accurate simulations; a new user model that makes electromagnetic simulation easy for all engineers; and layout improvements for easier physical design. Advanced Design System 2011 also features dozens of new capabilities and improvements designed to enhance the platform’s functionality and usability.

CIMdata PLM Industry Summary

Also being introduced today is a breakthrough capability in Advanced Design System 2011 for multi-technology co-design, like that inherent in RF modules and system-in-package designs. With this capability, Advanced Design System 2011 becomes the industry's first and only true multi-technology design environment. Using it, engineers can do the following:

Design individual RF and microwave integrated circuits with different technologies (e.g., GaAs, SiGe, GaN, and Silicon CMOS).

Assemble these integrated circuits in a package or on a laminate.

Simulate multiple integrated circuits, laminate and package with Agilent's industry-leading simulation technology (e.g., circuit simulators, Momentum and FEM electromagnetic simulators, and Ptolemy simulator with standards-compliant wireless libraries for performance verification).

Uncover 3-D electromagnetic interactions of bondwires, solder balls, packages, including traces and spiral inductors on the integrated circuits and laminates.

Designs that work when isolated may experience electromagnetic interactions when mounted, packaged, flipped, and placed on laminate or printed circuit board. That is when engineers often see, for the first time, the impact of spiral inductors' mutual inductance, non-ideal ground planes/paths, via placement, and complex trace-routing interactions.

Advanced Design System 2011 features capabilities that help uncover and resolve integration issues early in the design process, before fabrication of wireless components like power amplifiers and RF front-end modules. It also offers engineers the ability to design multiple RF and microwave integrated circuits (implemented with a variety of technologies), assemble them in a package or on a multilayer laminate, and simulate electrical and 3-D electromagnetic performance – all within a single platform. Together, these capabilities represent a significant breakthrough in electronic design automation. With Advanced Design System 2011, design verification no longer needs to stop at the boundary of a single integrated circuit's or module's technology.

Details regarding the key features available in Advanced Design System 2011 are available at the [Agilent EEsof EDA Advanced Design System 2011](#) website. Videos highlighting the new Advanced Design System 2011 capabilities are available on [Agilent EEsof's YouTube site](#). Additionally, Microwave Journal will present an "Innovations in EDA" webcast titled, "[Multi-Technology RF Design Using the New Advances in ADS 2011](#)," worldwide on March 1.

See Agilent's newest design and test innovations for advanced RF and microwave research, development and manufacturing at the [2011 IEEE MTT-S International Microwave Symposium](#), June 7-9, at the Baltimore Convention Center, Booth 813. Join Agilent and its solution partners on [Agilent Avenue](#) to connect expert to expert with leaders in the industry.

 [Click here to return to Contents](#)

Aras to Present at NATO Configuration Management Symposium

23 February 2011

Aras® announced that the company will present at the NATO Configuration Management Symposium. The goal of NATO Configuration Management Symposium is to raise awareness and provide insight into the application of Configuration & Change Management in NATO, the member Nations and supporting industries.

CIMdata PLM Industry Summary

The 2011 NATO Configuration Management Symposium takes place February 28th - March 2nd at the Management Centre Europe in Brussels, Belgium. Marc Lind from Aras will present on Monday, February 28, at 4:00pm CET. Mr. Lind will share best practices for using open collaboration to innovate and continuously adapt configuration management processes for organizational transformation in the 21st century.

The Symposium is a joint effort of The NATO Consultation, Command and Control Agency (NC3A), The NATO Air Command and Control System Management Agency (NACMA), NATO Headquarters C3 Staff (NHQC3S), and The Association for Communications, Electronics, Intelligence and Information Systems Professionals (AFCEA). For more information, please visit <http://www.afcea.org/europe/html/NATOCM.asp>

 [Click here to return to Contents](#)

Be Together: The Bentley User Conference Registration Now Open

23 February 2011

Bentley Systems, Incorporated, announced that registration for this year's *Be Together: The Bentley User Conference* is now open to all architects, engineers, constructors, geospatial professionals, and CAD managers. The conference takes place May 23-26, 2011, at the Pennsylvania Convention Center in Philadelphia, Pa., and carries the theme "Sharpen Your Edge." This highly interactive conference gives Bentley users the opportunity to advance their skills, increase their knowledge, network with their peers, and gain competitive advantage in the marketplace as they attend multidisciplinary sessions from nine conference tracks, including: Roads and Bridges, Building, Structural, Water, Geospatial, Utilities and Communications, Plant, AssetWise, and MicroStation and ProjectWise. By attending these information-packed sessions, they'll earn Bentley Institute Learning Units to establish their growing value to their respective organizations and advance their careers. Among the enhancements to this year's *Be Together* conference are a wider selection of hands-on workshops and extra time between sessions for networking. Users who register before April 1, 2011, receive an early bird rate. To register and download the complete *Be Together* conference agenda, visit www.bentley.com/betogether.

The information-packed, multidisciplinary *Be Together* conference features hundreds of sessions, including:

- interactive product tours and overviews of Bentley's product roadmaps,
- insider software tips, tricks, and techniques,
- hands-on workshops and product test drives,
- peer presentations of case studies featuring innovations in software use,
- keynotes by CEO Greg Bentley, SVP Bhupinder Singh, and other members of the Bentley Software team on available advances in Bentley's V8i SELECTseries software for the design, construction, and operations of infrastructure,
- roundtable and panel discussions on today's hottest technology issues.

Peter Huftalen, vice president, Bentley Institute, said, "The *Be Together* conference packs a lot of highly focused learning into a few days so attendees can quickly get up to speed on the latest innovations in our V8i SELECTseries software. Adding these new capabilities to practitioners' skill sets helps them

CIMdata PLM Industry Summary

advance their careers while enabling the organizations they work for to leverage *information modeling* through *integrated projects* for high-performing *intelligent infrastructure*.”

The LIVE Zone exhibit and demonstration area provides an interactive experience that brings people and technology together in a series of dynamic zones. Hardware and software experts from Bentley partner organizations will be co-located with teams of Bentley product and professional services specialists to demonstrate – in hands-on sessions – the combined value of Bentley, Bentley channel partner, Bentley technology partner, and third-party developer offerings for modeling and analysis, visualization, intelligent deliverables, operations, CAD management, technology futures, knowledge resources, and collaboration.

The current list of *Be Together* conference sponsors exhibiting in the LIVE Zone includes:

- Premier Level: HP and Microsoft
- Conference Level: Stagnito Media
- Associate Level: AMD Graphic Technologies, Axiom, Bluebeam, John Wiley & Sons, McGraw-Hill, Motion Computing, and Z Corporation
- Technology Level: Luxology and Pointools Ltd.

For additional information about sponsorship opportunities at the *Be Together* conference, contact Christine Byrne at christine.byrne@bentley.com or call +1 203 805 0432.

To register for the *Be Together* conference and download the agenda, visit www.bentley.com/betogether.

 [Click here to return to Contents](#)

Cadence to Showcase Advanced Verification at DVCon 2011

24 February 2011

Cadence Design Systems, Inc. will showcase its advanced verification technologies and methodologies at DVCon 2011.

When: Feb. 28 to March 3

Where: DoubleTree Hotel, San Jose, Calif.

What: Cadence will offer demos, deliver papers and participate on panels throughout the four-day DVCon 2011, a leading trade show focused on verification. Cadence experts will be available at Booth #1005 to discuss the latest technologies and methodologies supporting the [EDA360 vision](#).

Members of the Cadence team will participate in:

The Feb. 28 “UVM Workshop,” held 9 a.m. to 5 p.m. in the Pine/Cedar Ballroom

A March 1 panel discussion titled, “UVM—Final Answer or Phone a Friend?” from 2 p.m. to 3:30 p.m. in the Oak/Fir Ballroom

A March 3 Cadence-sponsored tutorial, from 8:30 a.m. to noon in the Siskiyou Ballroom, titled, “Good Fences Don’t Make Good Neighbors: A Comprehensive SoC and System Verification and Validation Tutorial”

CIMdata PLM Industry Summary

A March 3 luncheon panel, at noon in the Donner Ballroom, titled, “Mixed Signal is No Longer The Other Guy’s Problem”

Additional sessions with Cadence-contributed content are:

March 1

Session 2.4: Mixed-Signal Approaches in Assertion-based Verification: New Frontiers

Session 3.4: UVM-MS: Metrics-driven Verification of Mixed Signal Designs

Session 5.2: Transaction Based Acceleration – Strong Ammunition in Any Verification Arsenal

Poster Session 2p.2: Case Study: Power-aware IP and Mixed Signal Verification

Poster Session 2P.3: Case Study: Low-power Verification Success Depends on Positive Pessimism

March 2

Session 7.3: Optimizing Area and Power Using Formal Methods

Session 11.3: An Automatic Visual System Performance Stress Test for TLM Designs

Additional details are available at the [DVCon 2011](#) web site.

 [Click here to return to Contents](#)

CGTech to Feature VERICUT 7.1 at Midlands Design and Manufacturing

21 February 2011

[CGTech](#) will feature version 7.1 of VERICUT CNC Machine simulation software on **Stand 1647** at the Midlands Design and Engineering Show at NEC Birmingham on April 6th and 7th 2011.

VERICUT Product/Function Overview:

VERICUT is CNC machine simulation, verification and optimisation software that enables users to eliminate the process of manually proving-out NC programs. It reduces scrap loss and rework. The program also optimizes NC programs in order to both save time and produce higher quality surface finish. VERICUT simulates all types of CNC machine tools, including those from leading manufacturers such as Mori Seiki, Mazak, Makino, Matsuura, Hermle, DMG and Chiron. VERICUT runs standalone, but can also be integrated with leading CAM systems such as Catia V5, Siemens NX, Pro/E, MasterCAM, EdgeCAM, open Mind HyperMILL and Delcam PowerMill.

“VERICUT 7.1 builds on CGTech’s highly successful VERICUT 7.0 release and subsequent point releases that contained over 700 customer requests delivered throughout 2010,” said CGTech Ltd Managing Director, John Reed, “Version 7.1 contains nearly 200 customer requests and further improvements to VERICUT’s user interaction, simulation capabilities and analysis, cutting tool creation, and CAD/CAM integration.”

A few of the many features coming in VERICUT 7.1 include the ability to record and display cutting conditions, the addition of multiple turning orientations and specialty cutting methods, and improvements to simulating complex subroutines and advanced CNC control features in VERICUT. There has also been an emphasis placed on simplifying the creation of VERICUT reports. With the new VERICUT report enhancements, users can preview and customize their own reports to include features such as pictures, videos, links to files and WebPages. These reports have become increasingly valuable

CIMdata PLM Industry Summary

for VERICUT users to share CNC machining process information throughout their organization and supply chains.

A new feature in version 7.1 is the VERICUT reviewer. This allows a recorded animation file of the machining process to be played on any PC without requiring a VERICUT license to be present. In addition to playing the animation the user can use analysis features to examine the cut model and to zoom and pan around the display.

 [Click here to return to Contents](#)

Delcam Displays Latest PartMaker Technology at PMTS 2011

24 February 2011

Delcam will demonstrate the latest version of its PartMaker software for programming turn-mill centres and Swiss-type lathes at PMTS 2011 in Columbus, Ohio, from 19th to 21st April. Major highlights of PartMaker Version 2011 include more powerful milling functionality, more vivid set-up documentation, new specialist turning routines, a more flexible tooling library, improved simulation of unique machine tool architectures and a host of additional productivity enhancements.

Delcam's PartMaker Division will have the largest booth of any CAD/CAM vendor at PMTS. Other Delcam products on display will include PowerMILL, the industry leading CAM system for the manufacture of complex shapes, and PowerSHAPE, the preeminent 3D design tool for manufacture on the market today.

"With the recent recovery in the production machining market, manufacturers are looking to be more productive by staying abreast of latest technology," says PartMaker Division President, Hanan Fishman. "PartMaker 2011 allows our existing and prospective users to be more competitive by providing them with more functionality and more power, together with the same legendary ease of use they have come to expect from PartMaker."

"Since joining Delcam, the functionality, capability and power of the PartMaker CAM software suite has grown massively by taking advantage of Delcam's extensive development resources. Delcam's worldwide team of over 225 developers is the CAM software industry's largest development team. Multi-axis milling functionality that has taken Delcam many, many man years to develop is being added to PartMaker at a rapid pace and reduced cost, which provides a major benefit to the product's end users."

"PartMaker Version 2011 also has an optional module for 3D design, providing PartMaker users best in breed software for both CNC programming and addressing 'design for manufacturability' issues", added Mr. Fishman.

The PowerSHAPE Companion for PartMaker, an optional module to allow you to design 3D models, repair poor quality 3D data and modify 3D geometry to improve "Design for Manufacturability". This new optional module features the powerful "Solid Doctor" utility, allowing you to read and repair models from all sources and tackle the common problems that can be found when translating low-precision and incomplete 3D data by detecting and repairing faults in engineering models and generating a valid, high-precision solid model ready for programming in PartMaker.

PartMaker Version 2011 lets users manage their tool inventory in a new, more universal manner through the use of "Master Tools Databases." Master Tools Databases can be edited, manipulated and stored through external database programs like Microsoft Excel and individual tools can be quickly imported

CIMdata PLM Industry Summary

for specific jobs. This new approach makes programming more productive because it allows you to quickly choose tools created previously faster than before. It also allows you to reduce the size of a given tool library for a particular programming job. Tools can be interchanged between PartMaker's Tool Files and your Master Tools Database.

Bar-Fed Mills are a new breed of machine tool technology that is growing more popular for the production of small, complex parts for such applications as medical device, aerospace, fluid power and any other industry that requires complex small parts. In many ways, these machines represent the future of complex, low volume, small parts manufacturing. With Version 2011, PartMaker aims to establish itself as the market leading system for automating the programming of Bar-Fed Mills by introducing a number of new features for handling the unique programming issues presented by these machines. PartMaker Version 2011 simulates the unique architectures and machine kinematics of Bar-Fed mills in its 3D simulation module and supports the Bar-Fed mill offerings with robust post processors and vivid simulation of such machines from leading builders like Willemin-Macodel, Bumotec, Chiron, Mazak, Star and others.

A host of improvements to the PartMaker Documentation Wizard module have been added, including a number of new standard set-up sheet templates as well as the ability to automatically create "mid process" set-up sheets. "Mid process" set-up sheets display a picture of the part being machined at each step in the machining process as well as a graphical view of the tool used in that process. Such set-up sheets can be a great way to communicate to shop floor personnel exactly how a part should be processed and can thus speed-up setup time and reduce the possibility of errors.

PartMaker Version 2011 also includes a number of enhancements to the software's surface machining strategies. These improvements include the addition of a more powerful Surface Swarfing strategy which makes programming swarfing easier and more accurate. The new version also includes the addition of 4-axis Swarfing, which allows you to perform more sophisticated milling on machines only capable of 4-axis cutting, which includes most Swiss-type lathes on the market today.

 [Click here to return to Contents](#)

GibbsCAM to be Exhibited at National, Four-Day Manufacturing for Growth Forum; Produced by AMT, AMTDA, NTMA & PMA

24 February 2011

Gibbs and Associates announced its participation at the Manufacturing for Growth (MFG) Meeting, the first national, interactive forum jointly organized and produced by the Association for Manufacturing Technology (AMT), the American Machine Tool Distributors' Association (AMTDA), the National Tooling and Machining Association (NTMA) and the Precision Metalforming Association (PMA). To create this event, and provide a forum for business owners and executives to discuss and share ideas for building sustainable economic growth in the U.S., the four associations combined their annual meetings.

Gibbs and Associates, a supporting member of AMT, AMTDA and NTMA, will be presenting general information about GibbsCAM, its CNC programming software, and demonstrating key software features through pre-selected parts. An informal atmosphere will provide attendees convenient access to GibbsCAM and other exhibitors throughout the four days of the Manufacturing for Growth meeting, which will be held in Chandler, Arizona, from March 3-6, 2011.

Event organizers expect hundreds of association member and non-member business managers and executives from companies of all sizes, working in industries as diverse as aerospace, construction,

CIMdata PLM Industry Summary

energy, automotive and medical. The expected attendance is a cross-sectional representation of industries served by GibbsCAM, which is used in production machining across the manufacturing sector to generate, verify, simulate and post process NC programs for milling, turning and multi-task machining (MTM) CNCs of all configurations and complexity. Additional information about the Manufacturing for Growth meeting, together with registration information, is available from the event's web site, at <http://www.themfgmeeting.com>.

 [Click here to return to Contents](#)

GibbsCAM to be Featured at Haas Open House, HaasTec 2011

22 February 2011

Gibbs and Associates, developer of [GibbsCAM](#)® software for programming CNC machine tools and a Cimatron company, announced its participation at HaasTec 2011, the Haas Open House, in support of machine-tool builder Haas Automation. GibbsCAM supports the vertical and horizontal CNC machining centers, lathes, new multi-task machines, and 5-axis rotary tables and indexers that Haas manufactures. Easy-to-use CNC programming features include programming for 5-axis simultaneous machining, tombstone management, multi-task machining (MTM), toolpath verification, machine simulation and post processors. Haas will hold the HaasTec 2011 Open House at its manufacturing and headquarters facility at 2800 Sturgis Road, in Oxnard, California. The event will run daily, 10:00 A.M. to 4:00 P.M., from March 10-12, 2011.

“HaasTec is a great opportunity for displaying Haas and Gibbs technology in action,” says Bill Gibbs, Gibbs and Associates company founder and president. “We believe that GibbsCAM is the best software for programming MTMs, and we enjoy demonstrating our leadership in MTM and other categories, with easy-to-learn, easy-to-use software that takes advantage of the technology that a machine offers. GibbsCAM supports the latest and most capable MTM from Haas, the DS-30SSY, which is a dual-spindle, single-turret, Y-axis machine with live tooling. We look forward to showing Haas customers the superiority of GibbsCAM in programming their CNCs faster and maximizing profitability from them.”

All of the GibbsCAM features that support Haas machine tools will be available for demonstration at the Open House, where guests can visit with Gibbs and with vendors of tooling and probing equipment. The latest Haas CNC technology will be on live display, with twenty machines cutting metal. Haas will also provide guided tours of its 1,000,000 square-foot manufacturing and assembly facility, so that visitors can see, on the production floor and from above it, how and where Haas machines are built. After the guided tours, Haas will serve lunch “under the big tent.” Haas encourages advance registration, and provides additional information at the [HaasTec event page](#), together with a link to a registration form, although registrants may go directly to <http://www.HaasCNC.com/openday> to register.

 [Click here to return to Contents](#)

How the Department of Energy-Biomass Cogeneration Facility Generated ROI Designing a New Plant in 3D (Webinar)

February 2011

The upcoming Bentley and POWER magazine webinar is a presentation about the Department of Energy-Biomass Cogeneration Facility and the return on investment ESI, Inc. experienced using 3D modeling technology.

CIMdata PLM Industry Summary

On **Thursday, March 10**, Demetrius Franklin, CAD Manager at ESI, will drive a presentation on the goals of the project, the use of Bentley AutoPLANT, and the cost and time savings ESI experienced designing this advanced, energy-efficient biomass power generation plant.

ESI will take questions from the audience during this live, one-hour special Webinar.

[Register](#) today.

How ESI generated ROI designing a new biomass cogeneration plant in 3D

Presented by ESI's Demetrius Franklin, CAD Manager

Date: March 10, 2011

Time: 10:00 a.m. PST / 1:00 p.m. EST

Duration: 1 hour

 [Click here to return to Contents](#)

Latest Developments in WorkNC Dental Automated CAD/CAM at LMT Lab Day, Chicago

23 February 2011

[Sescoi](#) will be demonstrating its [WorkNC Dental CAD/CAM](#) software at this year's [LMT Lab Day](#) in Chicago on 25th and 26th February. The show and conference is the largest North American event for dental professionals, giving them the opportunity to evaluate and learn about the most recent developments in digital dentistry and hear from leading speakers in the sector.

WorkNC Dental CAD/CAM is part of the new wave of open systems which allow technicians to choose the most cost effective scanner, CAD system and milling machine for their individual laboratory. The ability to accept data from multiple sources and to machine a wide range of materials broadens the potential market for users, enabling them to serve many more customers irrespective of the equipment they are already using.

Sescoi has over 20 years of experience in automated machining, and it has integrated this technology and intelligence into its WorkNC Dental system to produce a software package that will generate dental optimized cutterpaths, up to 5-axis with virtually one mouse click.

Part density of copings and bridges will be improved with our specialized nesting and support features. WorkNC Dental offers automatic pin positioning to ensure that prostheses are well supported during cutting operations, and margin line detection to optimise the fit of the finished part. Machining wizards are dedicated to the individual material type, allowing technicians to offer a wide range of solutions to their customers, including parts made from zirconia, titanium, chrome cobalt, and PMMA. Tools and cutting strategies are tailored to suit the material and machine, and safe, collision free, toolpaths are ensured by consideration of the individual machine kinematics.

The simplicity of operation of WorkNC Dental makes it easy for dental professionals to produce highly accurate and safe milling toolpaths without journeyman CNC machining knowledge. At the same time, the software is flexible enough to allow for the development of innovative approaches to dental prosthesis manufacture. By exploiting the full power of the software, technicians can further increase their competitive advantage by offering unique services to their clients, securing their position in this evolving industry.

 [Click here to return to Contents](#)

Majenta PLM Announces 2011 Training Schedule

21 February 2011

Majenta PLM has announced a series of training events for Siemens NX, I-deas NX Series, Imageware, Teamcenter and Tecnomatix product solutions.

These leading training events are offered as scheduled classroom courses, which are delivered in Majenta PLM's comfortable and new air-conditioned training suite at Cranfield, Bedfordshire. Majenta PLM also offers client-site training events, which can be tailored to include a specialised mix of topics from our standard classes to address specific training objectives. Mobile classrooms are available to equip any customer facility with all the necessary hardware for a successful training class.

All training events are to be delivered by Siemens PLM accredited trainers, using Siemens PLM certified course materials. To view the training schedule and request further information, please follow this link:

<http://www.majentapl.com/plm/training-support/scheduled-training-2011/>

 [Click here to return to Contents](#)

MCAD Smackdown! Direct Modeling vs. Parametric Modeling

22 February 2011

What: On the Edge with Cadalyst, podcast#4: MCAD Smackdown! Going head to head: direct vs. parametric modeling.

On Thursday, February 24, 2011, some of the mechanical CAD industry's most knowledgeable (and opinionated) voices will assemble to debate one of today's existential technology questions: When, why and how do you use direct and/or parametric modeling to best support your business?

Moderated by Cadalyst contributing editor and CAD guru Bill Fane, an all-star panel will cut through the marketing hype to deliver some practical, expert insight about these two very different approaches to 3D modeling. Attendees can pose their own questions to the panel throughout the discussion.

The panel includes users and proponents as well as creators of the technologies:

- Mike Payne, co-founder of SpaceClaim, SolidWorks and PTC
- Ben Eadie, Blogger and SolidWorks Instructor, UsingSolidWorks.com
- Carl White, director, digital design product management, Autodesk
- John McCullough, vice president, product management, Kubotek
- John Buchowski, vice president, product management, PTC
- Dan Staples, director of Solid Edge product development, Siemens PLM Software

On the Edge with Cadalyst is a recurring series of discussions focused on the technological and business issues of manufacturing IT. Previous discussions are available for download at

<http://www.cadalystedge.com/> and in the iTunes® Store at <http://ax.itunes.apple.com/podcast/id397479171>.

CIMdata PLM Industry Summary

When: Thursday, February 24 at 12 p.m. ET, 9 a.m. PT, 17:00 GMT

Where: Register for this webcast at <http://www.cadalystedge.com/podcast>

Who Should Attend: Designers, engineers, project managers, CAD and PLM users, engineering managers and executives, and anyone else involved in product design and development and the business of manufacturing.

 [Click here to return to Contents](#)

Nemetschek Vectorworks and Architect François Lévy Present Three-Part BIM Webinar Series

24 February 2011

[Nemetschek Vectorworks, Inc.](#) and François Lévy, architect, author, BIM consultant and university lecturer, will present a series of three webinars focused on Building Information Modeling (BIM) for small- to medium-sized architecture firms. The first event, "Benefits and Best Practices of Implementing Building Information Modeling in Architectural Design," will be held March 9 at 2:00 p.m. EST (7:00 p.m. GMT), and webinar attendees will be eligible to receive one American Institute of Architects (AIA) learning unit hour.

Among "smart-sized" architectural firms, many designers still follow a process of segregating design from documentation. This is both inefficient and reinforces a hierarchy of designers and drafters, which is outmoded in today's workplace and economic environment. Lévy will present strategies for a successful transition to BIM, supported by real-world examples from his own work on successful BIM projects.

Design professionals participating in this distance learning webinar will:

Learn the primary technological benefits of BIM.

Become aware of the opportunities that BIM offers for a collaborative approach to design.

Discover the advantages of architectural BIM modeling over generic 3D sketch modeling.

Learn about presentation and visualization options available in stand-alone BIM applications.

Learn proven methods of transitioning from a CAD to BIM workflow.

To register for this webinar, visit <https://www2.gotomeeting.com/register/998868355>.

Part two of this three-part series, "Processes & Procedures for Effective Development of BIM with Vectorworks Architect 2011," will be held April 5 and part three, "Data Mining & Quantitative Analysis in BIM for High-Performance Architecture with Vectorworks Architect 2011," will be held May 3.

About François Lévy

François Lévy is a registered architect, university lecturer and researcher, CAD/BIM consultant and trainer. He holds an M.Arch as well as an M.S. in architectural engineering from the University of Texas at Austin; he has taught there in both Engineering and Architecture Schools, as well as at UT San Antonio and St. Edward's University. He has been practicing since 1993, and established his own firm in 1997. Lévy's architectural projects have been featured in Dwell Magazine and on HGTV. In addition to leading Vectorworks seminars for more than a decade, he has presented and lectured widely on CAD and BIM. His current areas of research interest are sustainable architecture, BIM, cooling through passive ventilation, and space architecture, on which he has presented at international conferences. For

CIMdata PLM Industry Summary

more information, visit <http://www.francoislevy.com>.

 [Click here to return to Contents](#)

Planit's Decision to Support Southern Manufacturing at FIVE, Farnborough, was Reflected in the Four Brands at the Show 16-17 February 2011

25 February 2011

Alphacam Edgcam Radan and Jobshop all reported great, steady attendance at the three stands they had; all four salesteams have leads, and appointments to attend from discussions on the stand.

With attendance at the show up by 26% on 2010 Mike Turner, Radan Area Manager said that he was particularly pleased to discuss the huge benefits and cost saving potential of Radan software with such a great number of prospects.

Jobshop attended showing the latest version of Javelin MRP software, and again the Area Manager Keith Breadmore reports great interest on their Stand in the production planning and control system. Edgcam Area Manager Clifford Ashwin said that Planit always enjoy attending Southern Manufacturing because it reaches so many companies in the engineering sector.

Planit is a leading developer of software products servicing the woodworking, stone and metal fabrication industries.

Their products help companies who design and manufacture goods such as casegoods and countertops for homes, offices, schools and hospitals, as well as metalworking industries, making aircraft, appliances, ships, and a wide variety of sheet metal products.

Alphacam, a brand within the Planit Group, provides CAD/CAM software for the engineering, woodworking and stone markets from 2D parts through to complex 5-Axis applications and offers a significant return on investment.

For further information visit <http://www.alphacam.com>

About Edgcam

Edgcam, a market leading computer aided manufacturing (CAM) system for NC part programming, offers a complete solution for milling, turning and mill-turn programming with ease of use and sophisticated toolpath generation. Edgcam is a brand within the Planit group – recently ranked by [CIMdata](#) as the world's fastest growing CAM vendor, with most industrial users.

For more information visit: <http://www.edgcam.com>

About Jobshop

Jobshop is an advanced production planning and control system which offers advanced functionality and value in the key areas of manufacturing and is a significant factor in enabling SME organisations to compete in the marketplace and economic climate through direct productivity improvements and lower IT infrastructure costs. Jobshop is a principal brand of the Planit group – recently ranked by [CIMdata](#) as the world's fastest growing CAM vendor, with most industrial users. For further information visit <http://www.planit.com/jobshop>

About Radan

Radan is sheet metal CAD/CAM software that helps customers increase their material utilisation and

CIMdata PLM Industry Summary

reduce inventory – and offers a significant return on investment. Radan is a principal brand of Planit Software – recently ranked by [CIMdata](#) as the world’s fastest growing CAM vendor, with most industrial users.

For further information visit <http://www.radan.com>

 [Click here to return to Contents](#)

SAP Showcases Business “Here and Now” at CeBIT 2011

22 February 2011

Together with customers and partners at [CeBIT 2011](#), being held in Hanover, Germany, March 1-5, [SAP AG](#) will present its business software solutions and newest advances in areas such as cloud computing, in-memory computing, mobility and business analytics. The company will present its [solutions for small and midsize enterprises \(SMEs\)](#) in Hall 5, joined by more than 25 partners. Solutions for public administration will be on display in the Public Sector Parc in Hall 9.

Under the banner of “Here and Now,” SAP underscores how it is empowering people with anytime, anywhere access to mission-critical processes and information on their mobile devices and delivering real-time technologies to help organizations run better. At the entrance of its main booth (**Hall 4, booth D04**), SAP will bring to life how customers run better with [SAP® software](#), showcasing business processes running on [SAP® Business Suite](#) applications, line-of-business and industry solutions; analyses, strategy and compliance with the [SAP® BusinessObjects™ portfolio](#); and the power of its technology platform. A common theme across all topics is in-memory computing – the newest technology for real-time data access and analysis. SAP will showcase applications based on this technology that are already delivering business value to customers. The [Hasso-Plattner-Institute](#) will demonstrate how in-memory computing will significantly and sustainably change the way businesses are managed in the future. In addition, exhibits by the [SAP Research organization](#) will offer a look into how current research projects may shape the future face of IT.

SAP for Small and Midsize Enterprises in Hall 5

In Hall 5, SAP devotes a booth specifically to SMEs (Booth A18). Here, small businesses and midsize companies can learn about the best-suited software from SAP and its partners to help them meet their specific industry needs, achieve their individual business goals and improve their competitive edge. The booth will prominently feature [SAP® Business ByDesign™](#), the integrated on-demand solution offering user-focused innovations such as support for mobile devices, real-time reports and analysis, and customizable user interfaces. As in past years, SAP experts, together with representatives from more than 25 partner companies, will be available to present the entire SAP solution portfolio for SMEs and discuss individual questions with visitors.

“As a visionary and leading event, CeBIT – like no other trade show – offers us a comprehensive opportunity to gauge the current pulse of IT within companies, establish new contacts and deepen our existing relationships with our customers, partners and the public,” said Michael Kleinemeier, regional president, Germany, Austria, Switzerland, and managing director, SAP Germany. “In addition to demonstrating our on-demand offerings, we’ll be underscoring the event’s theme of ‘live and work in the cloud’ with our latest advances in mobility and business analytics, designed for the way people and companies work today. I am convinced that we can offer our customers and the public a fascinating experience through the innovations that we will showcase at CeBIT, complete with very specific examples of how our customers employ SAP software.”

CIMdata PLM Industry Summary

For announcements, blog posts, videos and other coverage from SAP at CeBIT 2011, visit the [Events Newsroom](#) on [sap.com](#).

 [Click here to return to Contents](#)

The Business Value of an Integrated PLM System at Red Bull Racing (Free Webinar)

February 2011

Date: Wednesday, 9th March 2011

Time: 14:15 GMT (1 hour)

Jan Larsson, EMEA Marketing Director, Siemens PLM Software

Steve Nevey, Business Development Manager, Red Bull Technology

[Register your place here](#) to receive a copy of Red Bull Racing's PLM white paper

Webinar Themes:

PLM as part of a business change

Maximize the lifetime value of your business with PLM

Providing design & support with fingertip access to the RIGHT information

Design improvements driven by rapid product development

Increase efficiency, cost effectiveness AND competitiveness with PLM

Benefits of a single source of product and process knowledge

How PLM helps bring successful innovation into your products and processes.

Live chat and Q&A session

[Full webinar information here](#)

[Register your place here](#)

 [Click here to return to Contents](#)

WorkNC Dental & DentalWings Draw 180 Delegates to Japanese Dental CAD/CAM Seminars

21 February 2011

The advantage of using an open dental CAD/CAM system is clearly an important topic for Japanese dental professionals, judging by the success of two recent seminars in Nagoya and Tokyo. Organized by [WorkNC Dental](#) distributor, Data Design, and partner Dental Wings, the seminars attracted 180 delegates from Japanese dental milling companies.

Open dental CAD/CAM allows laboratories to choose the most appropriate milling machine, tooling and scanner. It also makes it possible to import scanned data from multiple sources, and allows the use of the latest materials and techniques within the industry, which may not be available in some closed systems. Additionally, it allows dental technicians to evolve innovative techniques for themselves, without relying on their system provider.

Prominent attendees and contributors included dental system suppliers such as 3M and Astratech; some

CIMdata PLM Industry Summary

major Japan milling centers; machine makers such as DMG/Mori Seiki, Roland, Modia, and Mitsubishi; and 3D printing service providers such as 3DSystems, EOS, and Objet. The sessions demonstrated the range of choices available to dental laboratories and clinics.

The first session of each event expanded on how the open dental CAD/CAM model is already operating successfully in the USA and Europe, where laboratories specializing in dental milling are selecting the most appropriate machine and CAD/CAM solution for their application. This was followed by a presentation from Dental Wings of its 3, 5 and i-Series scanners, and case studies of how the company has cooperated successfully with a number of partners.

Finally, Data Design demonstrated [WorkNC Dental CAD/CAM](#) software. This session showed how the manipulated CAD data could be imported into the system and nested in a blank, with appropriate support pins. The company then showed that one mouse click was all that was required to generate the CNC code for any make of machine tool. Machining wizards within the software then select the most appropriate tooling and processes for each material. This capability enables a full range of prostheses to be machined in a wide range of materials, including zirconia, wax, chrome cobalt, titanium and PMMA. Case studies showed how the techniques work in practice, and how the companies using them have been able to be innovative in their approach to prosthesis manufacture.

 [Click here to return to Contents](#)

Unlock Your Potential By Registering for PlanetPTC Live in Las Vegas

February 2011

[Online Registration Now](#) Available for PlanetPTC Live in Las Vegas, June 12-15, 2011

On June 12-15, 2011, Las Vegas will host the largest in-person gathering of PTC users in North America. [PlanetPTC Live](#) in Las Vegas will bring together PLM experts, product engineers and developers, managers, educators, PTC partners and customers, and PTC/USER members and leadership for four days of user-focused educational sessions, peer networking opportunities and shared problem-solving.

Make sure you [register now](#) to take advantage of this one-of-a-kind opportunity to resolve your technical challenges, hear how other customers are getting the most out of PTC solutions and form relationships with users just like you.

PlanetPTC Live in Las Vegas builds on the strong tradition of PTC/USER World Events ([read testimonials here](#)) and adds to the valuable features that have made that event successful. With more customer case studies and best practice sessions, additional full-day and two-hour PTC University training sessions and an even greater emphasis on relevant, role-specific content, PlanetPTC Live is squarely focused on helping you improve the way you work to drive the greatest value for your organization.

The PlanetPTC Live agenda also includes the ever-popular product update and roadmap sessions led by PTC product managers, hands-on learning labs and corporate vision and strategy updates. At PlanetPTC Live, you will also have the unique opportunity to use Creo live for the first time. Learn more about the [2011 program](#).

[Online registration](#) is now available. Register before April 8, 2011 to save \$75 off of the full registration fees. Greater savings are available for organizations that send three or more attendees.

 [Click here to return to Contents](#)

Financial News

ANSYS Reports Record Revenue and Earnings for Fourth Quarter and Fiscal Year 2010

24 February 2011

Highlights

- Fourth quarter and fiscal year 2010 revenue of \$166.6 million and \$580.2 million, respectively
- Fourth quarter and fiscal year 2010 non-GAAP diluted EPS of \$0.65 and \$2.13, respectively, and GAAP diluted EPS of \$0.52 and \$1.64, respectively
- Fourth quarter and fiscal year 2010 non-GAAP operating profit margin of 49.7% and 49.5%, respectively, and GAAP operating profit margin of 39.3% and 37.8%, respectively
- Fourth quarter and fiscal year 2010 operating cash flow of \$40.9 million and \$222.0 million, respectively, excluding net cash outflows associated with the Japan restructuring announced in the third quarter

ANSYS, Inc. reported fourth quarter and fiscal year 2010 results. Total non-GAAP revenue in 2010 increased 11% over 2009 for both the fourth quarter and the fiscal year. Non-GAAP net income for the 2010 fourth quarter and fiscal year increased 23.9% and 21.0%, respectively, as compared to the 2009 fourth quarter and fiscal year. Non-GAAP diluted earnings per share increased 22.6% and 19.7% in the fourth quarter and fiscal year of 2010, respectively, as compared to the comparable 2009 periods.

"We are pleased to close out 2010 with strong quarterly and annual performance that exceeded our initial commitments of a year ago. All aspects and regions of the business made solid contributions. Throughout the year, we heightened investment in our organization, our technology offerings and our infrastructure, while delivering profitable growth. We released ANSYS® 13.0 during the fourth quarter, which positioned us even better to drive top-line growth and extend our customer relationships through the broadest, deepest and most integrated product offerings in our 40 year history. Into 2011, all of the factors driving simulation remain in full force as companies strive to compete with next generation products, and with smarter products that are increasingly more energy efficient, productive and sustainable. Our long-term enthusiasm for the future remains intact," commented ANSYS president & CEO Jim Cashman.

ANSYS' fourth quarter and full year 2010 financial results are presented below. The non-GAAP results exclude the income statement effects of stock-based compensation, purchase accounting for deferred revenue and acquisition-related amortization of intangible assets. Non-GAAP and GAAP results reflect:

- Total non-GAAP revenue of \$166.6 million in the fourth quarter of 2010 as compared to \$150.6 million in the fourth quarter of 2009; total non-GAAP revenue of \$580.2 million in 2010 as compared to \$524.9 million in 2009; total GAAP revenue of \$166.6 million in the fourth quarter of 2010 as compared to \$150.4 million in the fourth quarter of 2009; total GAAP revenue of \$580.2 million in 2010 as compared to \$516.9 million in 2009;
- A non-GAAP operating profit margin of 49.7% in the fourth quarter of 2010 as compared to 51.5% in the fourth quarter of 2009; a non-GAAP operating profit margin of 49.5% in 2010 as compared to 48.9% in 2009; a GAAP operating profit margin of 39.3% in the fourth quarter of 2010 as compared to

CIMdata PLM Industry Summary

40.1% in the fourth quarter of 2009; a GAAP operating profit margin of 37.8% in 2010 as compared to 35.5% in 2009;

- Non-GAAP net income (see below) of \$60.6 million in the fourth quarter of 2010 as compared to \$48.9 million in the fourth quarter of 2009; non-GAAP net income of \$198.1 million in 2010 as compared to \$163.7 million in 2009; GAAP net income of \$49.1 million in the fourth quarter of 2010 as compared to GAAP net income of \$37.6 million in the fourth quarter of 2009; GAAP net income of \$153.1 million in 2010 as compared to GAAP net income of \$116.4 million in 2009; and

- Non-GAAP diluted earnings per share (see below) of \$0.65 in the fourth quarter of 2010 as compared to \$0.53 in the fourth quarter of 2009; non-GAAP diluted earnings per share of \$2.13 in 2010 as compared to \$1.78 in 2009; GAAP diluted earnings per share of \$0.52 in the fourth quarter of 2010 as compared to GAAP diluted earnings per share of \$0.41 in the fourth quarter of 2009; GAAP diluted earnings per share of \$1.64 in 2010 as compared to GAAP diluted earnings per share of \$1.27 in 2009.

- Operating cash flows of -\$25.3 million (cash outflows) in the fourth quarter of 2010 as compared to \$44.9 million (cash inflows) in the fourth quarter of 2009; operating cash flows of \$166.9 million for fiscal year 2010 as compared to \$173.7 million for fiscal year 2009. Operating cash flows included net incremental tax payments of \$66.1 million and \$55.1 million in the fourth quarter and fiscal year 2010, respectively, related to the restructuring of the Company's Japan subsidiaries that was disclosed with the Company's third quarter earnings announcement and Form 10-Q. Excluding these amounts, operating cash flows were \$40.9 million for the fourth quarter of 2010 and \$222.0 million for fiscal year 2010.

The GAAP and non-GAAP results discussed above include the following:

- Tax benefits of approximately \$2.1 million during the fourth quarter of 2010 related to the previously-announced restructuring of the Company's Japan subsidiaries;
- Restructuring charges of \$870,000 (\$560,000 after tax) and \$3.7 million (\$2.4 million after tax) during the fourth quarter and fiscal year 2009, respectively;
- Tax charges of \$2.0 million during the fourth quarter of 2009 related to the repatriation of cash from the Company's international subsidiaries; and
- Tax benefits of \$2.0 million during the second quarter of 2009 related to the settlement of tax years previously under audit; and

If these items were excluded from the non-GAAP results, the Company's fourth quarter and fiscal year 2010 non-GAAP diluted earnings per share would have been \$0.62 and \$2.10, respectively, and the Company's fourth quarter and fiscal year 2009 non-GAAP diluted earnings per share would have been \$0.56 and \$1.81, respectively.

The Company's GAAP results reflect stock-based compensation charges of approximately \$5.1 million (\$3.8 million after tax) or \$0.04 diluted earnings per share for the fourth quarter of 2010 and approximately \$19.0 million (\$14.8 million after tax) or \$0.16 diluted earnings per share for fiscal year 2010.

The non-GAAP financial results highlighted above, and the non-GAAP financial outlook for 2011 discussed below, represent non-GAAP financial measures. A reconciliation of these measures to the appropriate GAAP measures, for the three months and twelve months ended December 31, 2010 and 2009, and for the 2011 financial outlook, is included in the condensed financial information included in this release.

CIMdata PLM Industry Summary

Management's 2011 Financial Outlook

The Company's 2011 revenue and earnings per share guidance is provided below. The earnings per share guidance is provided on both a GAAP basis and a non-GAAP basis. Non-GAAP diluted earnings per share excludes charges for stock-based compensation and acquisition-related amortization of intangible assets.

First Quarter 2011 Guidance

The Company currently expects the following for the quarter ending March 31, 2011:

Revenue in the range of \$151.0 - \$157.0 million

GAAP diluted earnings per share of \$0.41 - \$0.44

Non-GAAP diluted earnings per share of \$0.53 - \$0.56

Fiscal Year 2011 Outlook

The Company currently expects the following for the fiscal year ending December 31, 2011:

Revenue in the range of \$640.0 - \$660.0 million

GAAP diluted earnings per share of \$1.77 - \$1.89

Non-GAAP diluted earnings per share of \$2.27 - \$2.35

The first quarter and fiscal year 2011 guidance reflected above includes the following estimated income tax benefits related to the previously announced restructuring of the Company's Japan subsidiaries:

First quarter 2011 estimated tax benefits: \$2.0 million - \$2.1 million

Fiscal year 2011 estimated tax benefits: \$8.0 million - \$8.4 million

Additionally, the Company expects that the restructuring of the Japan subsidiaries will positively impact 2011 cash flow operations by approximately \$45.0 - \$50.0 million by reducing required income tax payments.

These statements are forward-looking and actual results may differ materially. Non-GAAP diluted earnings per share is a supplemental financial measure and should not be considered as a substitute for, or superior to, diluted earnings per share determined in accordance with GAAP.

Conference Call Information

ANSYS will hold a conference call at 10:30 a.m. Eastern Time on February 24, 2011 to discuss fourth quarter and fiscal year 2010 results. The call will be recorded and a replay will be available approximately one hour after the call ends. The replay will be available for ten days by dialing 877-344-7529 (US), or 412-317-0088 (Canada and Int'l) and entering the passcode 447809. The archived webcast can be accessed, along with other financial information, on ANSYS' website at <http://investors.ansys.com>.

For unabridged press release with financial tables, please click [HERE](#).

 [Click here to return to Contents](#)

Autodesk Reports 16 Percent Fourth Quarter Revenue Growth

24 February 2011

CIMdata PLM Industry Summary

- Revenue was \$528 million, an increase of 16 percent compared to the fourth quarter of fiscal 2010 and 11 percent compared to the third quarter of fiscal 2011.
- GAAP operating margin was 14 percent, compared to 12 percent in the fourth quarter of fiscal 2010 and 15 percent in the third quarter of fiscal 2011.
- Non-GAAP operating margin was 20 percent, a 60 basis point increase compared to the fourth quarter last year, and a decrease compared to 21 percent in the third quarter of fiscal 2011. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables.
- GAAP diluted earnings per share were \$0.26, compared to \$0.21 in the fourth quarter of fiscal 2010 and \$0.23 in the third quarter of fiscal 2011.
- Non-GAAP diluted earnings per share were \$0.35, compared to \$0.30 in the fourth quarter of fiscal 2010, and \$0.32 in the third quarter of fiscal 2011.
- Cash flow from operating activities was \$176 million, an increase of 40 percent compared to the fourth quarter of fiscal 2010 and 54 percent compared to the third quarter of fiscal 2011.

“We closed the year with solid momentum and double-digit quarterly revenue growth in all of our geographies and all of our business segments,” said Carl Bass, Autodesk president and CEO. “We’re seeing a global increase in demand for 3D design, engineering, and entertainment tools. Demand for our Inventor software helped deliver record quarterly revenue in our Manufacturing segment, and record quarterly sales of our Revit family of products led to strong growth in our Architecture, Engineering and Construction segment.”

“Our fourth quarter results topped a solid year of growth for Autodesk,” said Mark Hawkins, Autodesk Executive Vice President, Chief Financial Officer. “In addition to diversified revenue growth in the quarter, we generated strong cash flow from operations, record maintenance billings, and ended the quarter with a record balance for deferred revenue. We achieved significant operating margin improvement for the fiscal year despite higher than expected performance-based compensation expense due to our over performance on revenue for the year. With close to \$1.5 billion in cash and marketable securities and no debt, our balance sheet is very strong.”

Fourth Quarter Operational Overview

EMEA revenue was \$212 million and increased 13 percent compared to the fourth quarter last year as reported and 22 percent on a constant currency basis. EMEA revenue increased 16 percent sequentially as reported and 14 percent on a constant currency basis.

Revenue in the Americas was \$193 million and increased 15 percent compared to the fourth quarter last year and 7 percent sequentially.

Revenue in Asia Pacific was \$123 million and increased 22 percent compared to the fourth quarter last year as reported and 20 percent on a constant currency basis. Revenue in Asia Pacific increased 7 percent sequentially as reported and 5 percent on a constant currency basis.

Revenue from emerging economies was \$85 million, an increase of 16 percent compared to the fourth quarter last year as reported and 20 percent on a constant currency basis. Revenue from emerging economies increased 11 percent sequentially as reported and 10 percent on a constant currency basis. Revenue from emerging economies represented 16 percent of total revenue in the fourth quarter.

All constant currency calculations remove the impact of foreign currency fluctuations and any gains or losses recorded to revenue within the current period as a result of Autodesk’s hedging program.

CIMdata PLM Industry Summary

Revenue from the Platform Solutions and Emerging Business segment was \$181 million, an increase of 10 percent compared to the fourth quarter last year and an increase of 5 percent sequentially. Revenue from the Architecture, Engineering and Construction business segment was \$162 million, an increase of 18 percent compared to the fourth quarter last year and 19 percent sequentially. Revenue from the Manufacturing business segment was a record \$133 million, an increase of 23 percent compared to the fourth quarter last year and 14 percent sequentially. Revenue from the Media and Entertainment business segment was \$52 million, an increase of 12 percent compared to the fourth quarter last year and 3 percent sequentially.

Cash flow from operating activities was \$176 million, compared to \$126 million in the fourth quarter last year, and \$114 million in the third quarter of fiscal 2011.

Full Year Fiscal 2011

- Revenue was \$1.95 billion, an increase of 14 percent compared to fiscal 2010.
- GAAP operating margin was 14 percent, compared to 4 percent in fiscal 2010.
- Non-GAAP operating margin was 21 percent, an increase of 480 basis points compared to 17 percent in fiscal 2010.
- GAAP diluted earnings per share were \$0.90, compared to diluted earnings per share of \$0.25 in fiscal 2010.
- Non-GAAP diluted earnings per share were \$1.32, compared to non-GAAP diluted earnings per share of \$0.99 in fiscal 2010.
- Cash flow from operations was \$541 million, an increase of 119 percent compared to fiscal 2010.

“After a challenging fiscal 2010, we experienced a healthy rebound in global demand for our software solutions in fiscal 2011,” continued Bass. “We made significant progress in growing our business and profitability, and our employees and partners are to be congratulated on their efforts. As we head into fiscal 2012, Autodesk is well positioned to build on the success of the past year and drive towards our 5-year targets.”

Business Outlook

The following statements are forward-looking statements that are based on current expectations and assumptions, and involve risks and uncertainties some of which are set forth below. Autodesk is not able to provide 5-year targets for GAAP operating margins at this time because of the difficulty of estimating excluded GAAP items that would affect our operating margin, including charges related to stock-based compensation expense and amortization of acquisition related intangibles.

First Quarter Fiscal 2012

Net revenue for the first quarter of fiscal 2012 is expected to be in the range of \$510 million and \$525 million. GAAP earnings per diluted share are expected to be in the range of \$0.21 and \$0.24. Non-GAAP earnings per diluted share are expected to be in the range of \$0.34 and \$0.37 and exclude \$0.08 related to stock-based compensation expense, and \$0.05 for the amortization of acquisition related intangibles, net of tax.

First quarter outlook includes the impact of the two recently announced acquisitions, which are expected to close in the quarter.

Full Year Fiscal 2012

CIMdata PLM Industry Summary

Net revenue for fiscal 2012 is expected to increase by approximately 10 percent compared to fiscal 2011. Autodesk anticipates fiscal 2012 GAAP operating margin to increase by approximately 220 basis points compared to fiscal 2011. Autodesk anticipates fiscal 2012 non-GAAP operating margin to increase by approximately 200 basis points compared to fiscal 2011. Non-GAAP operating margin excludes approximately 20 basis points of operating margin improvement consisting of 60 basis points of restructuring charges, 10 basis points of amortization of acquisition related intangibles, and negative 50 basis points of stock-based compensation expense. Operating margin growth is anticipated to return to typical linearity during the year. Autodesk is not providing specific EPS guidance for fiscal 2012 at this time.

Fiscal 2012 outlook includes the impact of the two recently announced acquisitions, which are expected to close in the first quarter of fiscal 2012. Outlook assumes effective tax rate of approximately 24 percent for GAAP results and approximately 26 percent for non-GAAP results.

Earnings Conference Call and Webcast

Autodesk will host its fourth quarter conference call today at 5:00 p.m. EST. A replay of the broadcast will be available at 7:00 pm EST at <http://www.autodesk.com/investors>. This replay will be maintained on Autodesk's website for at least 12 months.

For the unabridged press release with financial tables click [HERE](#).

 [Click here to return to Contents](#)

Centric Software Secures \$7.5 Million in Series C Financing

23 February 2011

[Centric Software](#) has closed on \$7.5 million in Series C venture capital financing.

Oak Investment Partners (Palo Alto, Calif.) led the funding round, with Masthead Venture Partners (Cambridge, Mass.) and ABS Ventures (Waltham, Mass.) also participating.

Centric will use the additional financing to fuel ongoing product and business development efforts, according to Chris Groves, president and CEO. Chief among these are the development of additional mobile apps for PLM, continued focus on the luxury fashion sector, and expansion of Centric's presence—through dedicated resources and subsidiaries—in the United Kingdom, France, Italy and New York.

Centric recently introduced the Centric 8 Collection Book for Fashion iPad App, an interactive, patent-pending mobile app to audiences in Paris and New York. The app replaces error-prone paper systems and directly links data from the Centric 8 PLM system to customers through an interactive mobile device, thereby allowing fashion houses and designers to present their collections to buyers significantly faster and more accurately.

The mobile app market, PLM market and luxury sector continue on a path of rapid growth, says Groves, and Centric has generated significant momentum in all three areas. "We are excited about the market opportunity to extend our PLM product leadership for fast moving consumer goods companies, and to expand our corporate presence in the luxury and fashion centers of North America and Europe."

"Centric has proven that its Centric 8 application suite is unique and compelling in the fashion and consumer goods markets," says Bandel Carano, managing partner at Oak Investment Partners. "The

CIMdata PLM Industry Summary

opportunity now to add more mobile applications to the Centric 8 PLM footprint represents an explosive growth opportunity—one which we at Oak find compelling."

 [Click here to return to Contents](#)

IFS Year-End Report Q4 2010

22 February 2011

Highlights and Outlook

Financial reports — Year end-report, January–December 2010

Strong earnings and cash flow in 2010

Financial and Operational Highlights

October–December 2010 (fourth quarter)

- Net revenue at SKr 729 million (Q4 '09: SKr 750 million) was 3% higher currency adjusted.
- EBIT at SKr 110 million (Q4 '09: SKr 116 million) was 3% lower currency adjusted.
- Cash and cash equivalents at the end of the period were SKr 445 million (Q4 '09: SKr 355 million).

January–December 2010 (full year)

- Net revenue at SKr 2,585 million ('09: SKr 2,605 million) was up 4% adjusted for currency.
- EBIT was SKr 221 million ('09: SKr 198 million), up 14% adjusted for currency.
- Cash flow after investments was SKr 234 million ('09: SKr 186 million).
- Earnings per share after full dilution amounted to SKr 4.96 ('09: SKr 4.57).
- Proposed dividend for 2010 amounting to SKr 3.00 per share (2009: SKr 2.00).

Outlook

IFS expects good organic growth in 2011, with stronger license sales and an improvement in EBIT.

[Download PDF](#)

Financial Overview

CIMdata PLM Industry Summary

SKr million	Q4 2010	Q4 2009	Full year 2010	Full year 2009
Net revenue	729	750	2 585	2 605
<i>whereof</i>				
License revenue	135	176	402	426
Maintenance and support revenue	206	204	811	789
Consulting revenue	383	366	1 357	1 373
Gross earnings	370	368	1 188	1 131
<i>whereof</i>				
Licenses	128	165	363	376
Maintenance and support	127	120	503	486
Consulting	113	82	316	263
EBIT	110	116	221	198
EBIT margin	15%	15%	9%	8%
Earnings before tax	101	118	189	168
Earnings for the period	69	90	134	123
Cash flow after investment operations	70	96	234	186

Chief Executive Summary

Continued strong profits and cash flow

We continue to execute on our communicated strategy by growing profit, improving cash flow, and performing acquisitions. As commented upon in previous reports during 2010, currency has had a marked effect on our reported numbers and it is therefore necessary to adjust for this when considering key results. In addition, exchange-rate differences negatively affected the valuation of assets and liabilities for the full year by SKr 26 million (14).

Market conditions continued to improve in all regions with the resulting EBIT increasing by 14% and net revenue growing by 4%, both adjusted for currency. A good number of new customers were signed by us during the year as we further strengthened our presence in our target markets.

The Aerospace and Defense market, while experiencing cut-backs in some geographies, e.g. United Kingdom, is in contrast seeing strong investment occurring in other regions such as the Middle East, India, and the Far East. We are well placed to benefit from this activity thanks to our strong market solution and established global partnerships. A number of high-profile and strongly-competed new customers were won including the U.S. Army, the U.S. Federal Aviation Administration, Sabreliner Corporation, and a European defense organization.

Building upon recent success in the specialist markets of Engineering, Procurement, Construction, and Installation (EPCI) as well as Offshore Marine, we have secured additional high-profile customers such as Technip Engineering, Semco Marine, and Huber SE. Also, we continue to sell well into our long-standing sectors of process and general manufacturing, with many new customers being signed during the year, including such names as William Grant & Sons Ltd.

Maintenance revenue increased by 7% adjusted for currency and the margin also improved. The customer base continued to grow by the winning of new customers, by existing customers extending their use with international deployments, and by customers contracting for additional components as they make deeper use of the expanding functionality in IFS Applications.

CIMdata PLM Industry Summary

Although there was strong demand for consulting services throughout 2010, the first half of the year saw delays in the launch of a number of large projects, resulting in a drop in consulting revenue. As predicted, this reduction was temporary, and consulting performed much better in the second half of the year, outperforming the corresponding period in 2009. Consulting revenue for the full year increased by 3% currency adjusted and the consulting margin, which continues to improve year on year, increased to 23% (19%). The consulting backlog and delivery continue strongly into 2011.

The acquisition of 360 Scheduling in October was a clear demonstration of IFS executing on its growth strategy. 360 Scheduling is a market-leading complementary product that further strengthens our offering to companies in the service-management sector. Thanks to our international sales coverage, this product now gets a far wider reach, and both customers and prospects have shown great interest in it. We will increase the pace of acquisitions in 2011, supported in this goal by the strong increase in cash flow after investments to SKr 234 million (186).

At a number of successful international customer summits during the second half of the year, we announced the launch of the next major release of IFS Applications—Version 8, which is scheduled to go to early adopters in 2011.

We are well positioned to benefit from this upturn thanks to our market strategy and world-class customers. Acquisitions will continue to be a high priority for us in 2011 and are expected to become an increasingly more significant activity within the business. Due to the market segments we are focused on, the timing of contracts and projects has a marked impact on our results as reported quarterly. Business that did not close in 2010 will likely benefit 2011. Also, we enter the year with a full order book of active projects, thereby favoring the consulting outlook. Currency exchange rates are expected to continue to influence the consolidated results of our global operations. The long-term target to achieve an EBIT margin of 15% in 2013 remains in place and we expect good organic growth in 2011, with stronger license sales and an improvement in EBIT.

 [Click here to return to Contents](#)

Magma Reports \$34.8 Million Third-Quarter Revenue, Exceeding Guidance

24 February 2011

Magma® Design Automation Inc. reported revenue of \$34.8 million for its fiscal 2011 third quarter ended Jan. 30, 2011, up 12 percent from the \$31.0 million reported in the year-ago third quarter.

"Financial performance was once again solid in Q3 – for the eighth consecutive quarter we met or exceeded all guidance targets and generated cash," said Rajeev Madhavan, Magma chairman and chief executive officer. "Magma products are performing well across the board. Our core digital platform Talus is the 28-nanometer plan of record at several leading-edge semiconductor companies and has been used to complete 28-nm production and 20-nm test chip tapeouts. In analog implementation, Titan continued its momentum with two new logos in Q3, and in circuit simulation FineSim continued to take share as we signed up more than 10 new FineSim logos – all companies that previously were not Magma customers."

Overall Magma added 14 new customer logos during the third quarter, including four new users of SiliconSmart ACE, Magma's library characterization product. In one of these accounts SiliconSmart replaced an incumbent product at a Top 20 semiconductor company.

CIMdata PLM Industry Summary

GAAP Results

In accordance with generally accepted accounting principles (GAAP), Magma reported net income of \$1.0 million, or \$0.01 per share (basic and diluted), for the third quarter, compared to a net loss of \$(2.6) million, or \$(0.05) per share (basic and diluted), for the year-ago third quarter.

Non-GAAP Results

Magma's non-GAAP net income was \$5.4 million for the quarter, or \$0.08 per share (basic and diluted), which compares to non-GAAP net income of \$2.0 million, or \$0.04 per share (basic and diluted), for the year-ago third quarter.

Non-GAAP net income for the third quarter of fiscal 2011 excludes the effects of amortization of developed technology, amortization of intangible assets, stock-based compensation, amortization of debt issuance costs and debt premium accretion, charges associated with equity and other investments, restructuring charges and the related provision for income taxes. Non-GAAP net income for the third quarter of fiscal 2010 excludes the effects of amortization of developed technology, amortization of intangible assets, stock-based compensation, amortization of debt issuance costs and debt discount/premium accretion, charges associated with equity and other investments, restructuring charges and the related provision for income taxes. A reconciliation of our GAAP results to non-GAAP results is included in this press release.

In the third quarter, Magma generated cash flow from operations of approximately \$6.8 million.

Business Outlook

For Magma's fiscal 2011 fourth quarter ending May 1, 2011, the company expects total revenue in the range of \$35.0 million to \$35.5 million. GAAP net loss per share is expected to be in the range of \$(0.04) to \$(0.03) and non-GAAP earnings per share (EPS) are expected to be in the range of \$0.07 to \$0.08.

A schedule showing a reconciliation of the projected GAAP net loss per share to non-GAAP EPS results is included in this release. A Financial Data Supplement containing additional fourth quarter and full fiscal year 2011 guidance, as well as detailed financial information intended to provide guidance and further insight into our business, is available online in the Investor Relations section of the Magma website.

GAAP Reconciliation

Magma provides non-GAAP financial information to assist investors in assessing its current and future operations in the way that Magma's management evaluates those operations. Magma believes that this non-GAAP information is useful to investors by excluding the effect of some expenses that are required to be recorded under GAAP but that Magma believes are not indicative of Magma's core operating results, or that are expected to be incurred over a limited period of time.

Magma's management evaluates and makes operating decisions about its business operations primarily based on bookings, revenue and the core costs of those business operations. Management believes that the amortization of developed technology and intangible assets, stock-based compensation, amortization of debt issuance costs and debt discount/premium accretion, fees for the conversion or extinguishment of debt, charges associated with equity and other investments, acquisition-related expenses, restructuring charges, the related provision for income taxes, and other significant unusual items are not operating costs of its core software and service business operations. Therefore, management presents non-GAAP

CIMdata PLM Industry Summary

financial measures, along with GAAP measures, in this earnings release by excluding these items from the period expenses. The income statement line items affected are as follows: (1) cost of revenue, licenses; (2) cost of revenue, bundled licenses and services; (3) cost of revenue, services; (4) operating expenses, research and development; (5) operating expenses, sales and marketing; (6) operating expenses, general and administrative; (7) operating expenses, amortization of intangible assets; (8) operating expenses, restructuring charges; (9) other income (expense), net; (10) provision for income taxes; and (11) net income (loss) per share.

For each such non-GAAP financial measure, the adjustment provides management with information about Magma's underlying operating performance that enables a more meaningful comparison of its financial results in different reporting periods. For example, since Magma does not acquire businesses on a predictable cycle, management excludes acquisition-related charges, such as amortization of intangible assets, to make more consistent and meaningful evaluations of Magma's operating expenses. Similarly, since Magma does not undertake significant restructuring or realignments on a predictable cycle, management would have difficulty evaluating Magma's profitability as measured by gross profit, operating profit, income before taxes and net income on a period-to-period basis unless it excluded these charges. Management also uses these measures to help make budgeting decisions between those expenses that affect operating expenses and operating margin (such as research and development, sales and marketing, and general and administrative expenses), and those expenses that affect cost of revenue and gross margin (such as product development expenses).

Further, the availability of non-GAAP financial information helps management track actual performance relative to financial targets, including both internal targets and publicly announced targets. Making this non-GAAP financial information available also helps investors compare Magma's performance with the announced operating results of its principal competitors, which regularly provide similar non-GAAP financial information.

Management recognizes that the use of these non-GAAP measures has limitations, including the fact that management must exercise judgment in determining whether some types of charges, such as stock-based compensation relating to stock grants and acquisition-related charges, should be excluded from non-GAAP financial measures. Management believes, however, that providing this non-GAAP financial information facilitates consistent comparison of Magma's financial performance over time. Magma has historically provided non-GAAP results to the investment community, not as an alternative but as a supplement to GAAP information, to enable investors to evaluate Magma's core operating performance in the way that management does.

Conference Call

Magma will discuss the financial results for the recently completed quarter, along with forward-looking guidance, during a live earnings call today at 1:30 p.m. PST, available live by both webcast and telephone.

Following completion of the call, a webcast replay of the call will be available at <http://investor.magma-da.com/medialist.cfm> through March 3, 2011. Those without Internet access may listen to a replay of the call by telephone until 11:59 p.m. PST on March 3, 2011 by calling:

U.S. & Canada: (800) 642-1687, code #41698290

Elsewhere: (706) 645-9291, code #41698290

For the unabridged press release with financial tables, please click [HERE](#).

 [Click here to return to Contents](#)

Mentor Graphics Reports Annual and Fiscal Fourth Quarter Results

24 February 2011

[Mentor Graphics Corporation](#) announced results for the fiscal fourth quarter and full year ending January 31, 2011. For the full year, the company reported revenues of \$914.8 million, up 14% from fiscal year 2010, non-GAAP earnings per share of \$.70, a 49% increase, and GAAP earnings per share of \$.25 compared to a GAAP loss per share of \$.23 the prior year. For the fiscal fourth quarter, the company reported revenues of \$307.3 million, up 30% from the fourth quarter of the prior year, non-GAAP earnings per share up 60% at \$.48, and GAAP earnings per share of \$.43, up 10% from the prior fourth quarter.

“Driven by over 40% year-over-year bookings growth in our core system design business, Mentor set an all-time revenue record this past year, growing the fastest of the ‘Big 3’ EDA companies,” said Walden C. Rhines, CEO and chairman of Mentor Graphics. “Mentor’s decade-long emphasis on investment in system design software has driven us to a near-50% market share in printed circuit board design (PCB) software and an operating margin percent for PCB software that is twice that of the overall company. We expect this momentum to continue in this fiscal year as we achieve over 9% growth in Mentor’s revenues and a much greater percentage growth in earnings.”

During the quarter, the company teamed up with ARM to provide an automated memory test and repair solution for ARM embedded memories and processor cores. Mentor also combined Veloce® hardware emulation technology with equipment from Rohde and Schwarz, the largest test and measurement supplier in Europe, to deliver a hardware-accelerated debug platform for wireless communication systems-on-chip. The company collaborated with IBM, GLOBALFOUNDRIES and Samsung to design a test chip for 32nm and 28nm IC manufacturing technologies, using the Mentor® Olympus-SoCTM place and route system and the Calibre® physical verification and design for manufacturing platform. Mentor’s leading-edge products continued to receive endorsements from customers such as Broadcom, Infineon, Siemens, Fujitsu and Cypress Semiconductor.

In December, the company announced the acquisition of assets of CodeSourcery, a leading provider of open source toolchains and services for advanced embedded systems development. CodeSourcery software enables customers to maximize the performance of hardware platforms ranging from embedded devices to supercomputers.

“Cost controls remain an intense focus at Mentor Graphics,” said Gregory K. Hinckley, president of Mentor Graphics. “We have reduced SG&A expense as a percent of revenue by five hundred basis points over the last two years, and are on track to reduce it another two hundred basis points this fiscal year. We are committed to continue to further reduce SG&A expense over the next several fiscal years.”

Outlook

For the fiscal first quarter ending April 30, 2011, the company expects revenue of about \$225 million, non-GAAP earnings per share of about \$.15 and GAAP earnings per share of about \$.06. For the full year fiscal 2012, the company expects revenues to be approximately \$1 billion, non-GAAP earnings per share of about \$1.00 and GAAP earnings per share of approximately \$.77. This represents a 9% growth in revenue, over 40% growth in non-GAAP earnings per share, and a non-GAAP operating margin of approximately 15%.

Fiscal Year Definition

CIMdata PLM Industry Summary

Mentor Graphics fiscal year runs from February 1 to January 31. The fiscal year is dated by the calendar year in which the fiscal year ends. As a result, the first three fiscal quarters of any fiscal year will be dated with the next calendar year, rather than the current calendar year.

Discussion of Non-GAAP Financial Measures

Mentor Graphics management evaluates and makes operating decisions using various performance measures. In addition to our GAAP results, we also consider adjusted gross margin, operating margin, net income (loss), and earnings (loss) per share which we refer to as non-GAAP gross margin, operating margin, net income (loss), and earnings (loss) per share, respectively. These non-GAAP measures are derived from the revenues of our product, maintenance, and services business operations and the costs directly related to the generation of those revenues, such as cost of revenue, research and development, sales and marketing, and general and administrative expenses, that management considers in evaluating our ongoing core operating performance. These non-GAAP measures exclude amortization of intangible assets, special charges, equity plan-related compensation expenses and charges, interest expense attributable to net retirement premiums or discounts on the early retirement of debt and associated debt issuance costs, interest expense associated with the amortization of debt discount and premium on convertible debt, impairment of long-lived assets, impairment of cost method investments, and the equity in income or losses of unconsolidated entities (except Frontline P.C.B Solutions Limited Partnership (Frontline)), which management does not consider reflective of our core operating business.

Identified intangible assets consist primarily of purchased technology, backlog, trade names, customer relationships, and employment agreements. Special charges primarily consist of costs incurred for employee terminations due to a reduction of personnel resources driven by modifications of business strategy or business emphasis. Special charges may also include expenses incurred related to potential acquisitions, abandonment of in-process research and development, excess facility costs, asset-related charges, post-acquisition rebalance costs and restructuring costs, including severance and benefits. Equity plan-related compensation expenses represent the fair value of all share-based payments to employees, including grants of employee stock options. For purposes of comparability across other periods and against other companies in our industry, non-GAAP net income (loss) is adjusted by the amount of additional tax expense or benefit that we would accrue using the normalized effective tax rate described below applied to the non-GAAP results.

Management excludes from our non-GAAP measures certain recurring items to facilitate its review of the comparability of our core operating performance on a period-to-period basis because such items are not related to our ongoing core operating performance as viewed by management. Management considers our core operating performance to be that which can be affected by our managers in any particular period through their management of the resources that affect our underlying revenue and profit generating operations during that period. Management uses this view of our operating performance for purposes of comparison with our business plan and individual operating budgets and allocation of resources. Additionally, when evaluating potential acquisitions, management excludes the items described above from its consideration of target performance and valuation. More specifically, management adjusts for the excluded items for the following reasons:

- Amortization charges for our intangible assets are excluded as they are inconsistent in amount and frequency and are significantly impacted by the timing and magnitude of our acquisition transactions. We therefore consider our operating results without these charges when evaluating our core performance. Generally, the most significant impact to inter-period comparability of our net income (loss) is in the first twelve months following an acquisition.

CIMdata PLM Industry Summary

- Special charges are incurred based on the particular facts and circumstances of acquisition and restructuring decisions and can vary in size and frequency. These charges are excluded as they are not ordinarily included in our annual operating plan and related budget due to the unpredictability of economic trends and the rapidly changing technology and competitive environment in our industry. We therefore exclude them when evaluating our managers' performance internally.
- We view equity plan-related compensation as a key element of our employee retention and long-term incentives, not as an expense that we use in evaluating core operations in any given period.
- Interest expense attributable to net retirement premiums or discounts on the early retirement of debt, the write-off of associated debt issuance costs and the amortization of the debt discount and premium on convertible debt are excluded. Management does not consider these charges as a part of our core operating performance. The early retirement of debt and the associated debt issuance costs are not included in our annual operating plan and related budget due to unpredictability of market conditions which could facilitate an early retirement of debt. We do not consider the amortization of the debt discount and premium on convertible debt to be a direct cost of operations.
- Impairment of cost method investments can occur when the fair value of the investment is less than its cost. This can occur when there is a significant deterioration in the investee's earnings performance, significant adverse changes in the general market conditions of the industry in which the investee operates, or indications that the investee may no longer be able to conduct business. These charges are inconsistent in amount and frequency. We therefore consider our operating results without these charges when evaluating our core performance.
- Equity in earnings or losses of unconsolidated subsidiaries, with the exception of our investment in Frontline, represents the net income (losses) in an investment accounted for under the equity method. The amounts represent our equity in the net income (losses) of a common stock investment. The carrying amount of our investment is adjusted for our share of earnings or losses of the investee. The amounts are excluded as we do not control the results of operations for these investments, we do not participate in regular and periodic operating activities and management does not consider these businesses a part of our core operating performance.
- In connection with the Company's acquisition of Valor on March 18, 2010, we also acquired Valor's 50% interest in Frontline, a joint venture. We report our equity in the earnings or losses of Frontline within operating income. We actively participate in regular and periodic activities such as budgeting, business planning, marketing and direction of research and development projects. Accordingly, we do not exclude our share of Frontline's earnings or losses from our non-GAAP results as management considers the joint venture to be core to our operating performance.
- Income tax expense (benefit) is adjusted by the amount of additional tax expense or benefit that we would accrue if we used non-GAAP results instead of GAAP results in the calculation of our tax liability, taking into consideration our long-term tax structure. We use a normalized effective tax rate of 17%, which reflects the weighted average tax rate applicable under the various jurisdictions in which we operate. This non-GAAP tax rate eliminates the effects of non-recurring and period specific items which are often attributable to acquisition decisions and can vary in size and frequency and considers our US loss carryforwards that have not been previously benefited. This rate is subject to change over time for various reasons, including changes in the geographic business mix and changes in statutory tax rates. Our GAAP tax rate for the fiscal year ended January 31, 2011 is 11%. The GAAP tax rate considers certain mandatory and other non-scalable tax costs which may adversely or beneficially affect our tax rate depending upon our level of profitability in various jurisdictions.

CIMdata PLM Industry Summary

In certain instances our GAAP results of operations may not be profitable when our corresponding non-GAAP results are profitable or vice versa. The number of shares on which our non-GAAP earnings per share is calculated may therefore differ from the GAAP presentation due to the anti-dilutive effect of stock options in a loss situation.

Non-GAAP gross margin, operating margin, and net income (loss) are supplemental measures of our performance that are not required by, or presented in accordance with, GAAP. Moreover, they should not be considered as an alternative to any performance measure derived in accordance with GAAP, or as an alternative to cash flow from operating activities as a measure of our liquidity. We present non-GAAP gross margin, operating margin, and net income (loss) because we consider them to be important supplemental measures of our operating performance and profitability trends, and because we believe they give investors useful information on period-to-period performance as evaluated by management. Non-GAAP net income (loss) also facilitates comparison with other companies in our industry, which use similar financial measures to supplement their GAAP results. Non-GAAP net income (loss) has limitations as an analytical tool, and therefore should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. In the future we expect to continue to incur expenses similar to the non-GAAP adjustments described above and exclusion of these items in our non-GAAP presentation should not be construed as an inference that these costs are unusual, infrequent or non-recurring. Some of the limitations in relying on non-GAAP net income (loss) are:

- Amortization of intangibles represents the loss in value as the technology in our industry evolves, is advanced, or is replaced over time. The expense associated with this loss in value is not included in the non-GAAP net income (loss) presentation and therefore does not reflect the full economic effect of the ongoing cost of maintaining our current technological position in our competitive industry, which is addressed through our research and development program.
- We regularly engage in acquisition and assimilation activities as part of our ongoing business and regularly evaluate our businesses to determine whether any operations should be eliminated or curtailed. We therefore will continue to experience special charges on a regular basis. These costs also directly impact our available funds.
- We perform impairment analyses on cost method investments when triggering events occur and adjust the carrying value of assets when we determine it to be necessary. Impairment charges could therefore be incurred in any period.
- Our stock option and stock purchase plans are important components of our incentive compensation arrangements and will be reflected as expenses in our GAAP results.
- Our income tax expense (benefit) will be ultimately based on our GAAP taxable income and actual tax rates in effect, which often differ significantly from the 17% rate assumed in our non-GAAP presentation. In addition, if we have a GAAP loss and non-GAAP net income, our non-GAAP results will not reflect any projected GAAP tax benefits. Similarly, in the event we were to have GAAP net income and a non-GAAP loss, our GAAP tax expense would be replaced by a credit in our non-GAAP presentation.
- Other companies, including other companies in our industry, calculate non-GAAP net income (loss) differently than we do, limiting its usefulness as a comparative measure.

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Mentor Graphics Confirms Receipt of Unsolicited Conditional Proposal from the Icahn Group; Shareholders Need to Take No Action at this Time

22 February 2011

Mentor Graphics Corp. confirmed that it has received an unsolicited conditional proposal from Carl Icahn and certain of his affiliated entities (the "Icahn Group") for all of the outstanding shares of the company other than those it already owns at a price of \$17 per share in cash.

The company's Board of Directors will review the Icahn Group's conditional proposal including any trade regulation limitations that may apply to alternate proposals and make a recommendation to shareholders in due course. Mentor Graphics shareholders are advised to take no action at this time pending the review of the proposal by the Mentor Graphics Board.

The company will release financial results for the fourth fiscal quarter, ended January 31, 2011, on Thursday, February 24, 2011 at approximately 4:15 p.m. Eastern time. A conference call with investors to discuss the financial results is scheduled for 5:00 p.m. Eastern time.

Webcast Participation

Live audio webcast at http://www.mentor.com/company/investor_relations. Please register at this website prior to the scheduled call time of 5:00 p.m. Eastern time.

Conference call replay: Begins February 24, 2011 7:00 p.m. Eastern time); Ends March 4, 2011 (3:00 AM Eastern time). USA 800-475-6701; International 320-365-3844; Access code: 192453

 [Click here to return to Contents](#)

Implementation Investments

Ares Provides Oracle PLM for Network Security Company Lanner

21 February 2011

Ares International Corp. recently helped Lanner Electronics Inc. to successfully introduced Oracle Agile PLM (Product Lifecycle Management) to improve Lanner's R&D management flow efficiency.

Transformed from provider of industrial PC (IPC) to network security platform vertical application, Lanner needs to construct a R&D flow and improve its R&D collaboration ability. As the key partner of Oracle in Taiwan and experienced in introducing Agile PLM to various Taiwan-based enterprises, Ares International Corp. was chosen by Lanner to implement Oracle Agile PLM.

The modules that Ares introduced for Lanner are PC (Product Collaboration) and AutoVue. PC provides product record, new/changed information, management, coordination and communications for the overall supply chain while enabling Lanner to define R&D and manage product changes, with functions such as product positioning, change coordination, copy management, manufacturer management, compound task system, product rotation, information security access control, smart work flow and automation change management.

Lanner can use AutoVue to enable employee, client and partner to use its digital asset, thereby pushing innovation, improving revenues and efficiency while maximizing productivity. The imbedded real-time collaboration function of AutoVue helps to connect global employees, saving manual input time and effort while achieving inspection, audit and digital file labeling. This helps to lower travel, energy and

CIMdata PLM Industry Summary

time costs while improving work efficiency. Additionally, the information security protection function of AutoVue helps Lanner to protect confidential documents and prevent intellectual property right damages.

Shuen-De, Tzeng (transliterated from Chinese), assistant vice president of Lanner, indicated Ares helped Lanner to integrate Oracle Agile PLM with existing systems such as ERP with concrete project goal, solid commitment from both parties and professional educational training.

After the system successfully went live, Lanner was impressed with the functions of Oracle Agile PLM and the services provided by Ares—Lanner sees its information security risk lowered, R&D data more correct, KM (knowledge management) successful as the management of its product lifecycles are strengthened and well controlled.

Founded in 1986 and publicly listed on the Taiwan Stock Exchange since 2003, Lanner Electronics Inc. is an ISO 9001-certified designer and manufacturer of reliable, frontline network security, network video and embedded computing platforms. The company now has R&D centers in Taipei and Beijing, China while marketing representative offices are set up in China and the US.

About Ares introducing Oracle Agile PLM: <http://www.ares.com.tw/en/products/plm.php>

Introduction of Ares

Ares International Corp. is the first Taiwan-based software company to be listed on the Taiwan Stock Exchange (TSE). Established for 30 years, Ares is a professional management information system software provider, with expertise in product R&D and system integration. Ares provides products and total solutions for e-enterprise, with service areas covering the financial, government and enterprise segments. Ares has received CMMI L3 certification, has outstanding project integration ability, quality guarantee ability, development and maintenance ability and the most complete professional consultancy team.

 [Click here to return to Contents](#)

Broadcom Expands Use of Cadence Verification Computing Platform to Tackle System Realization

22 February 2011

Cadence Design Systems, Inc. announced that Broadcom Corporation, a global leader in semiconductors for wired and wireless communications, is expanding its use of the Cadence® Verification Computing Platform, Palladium® XP, to help validate its complex system designs before committing them to silicon.

“Our system designs are among the most complex in the industry, and the Cadence technologies—both emulation and transaction-based acceleration—provide the user controllability and real-world verification environments we need for system-level integration and early hardware/software system validation,” said Neil Kim, executive vice president, Operations and Central Engineering, Broadcom Corporation. “The Palladium XP technology reduces time to market and improves quality.”

The Cadence Verification Computing Platform, Palladium XP, was introduced in April 2010 and is a fully integrated high-performance hardware/software validation platform, unifying simulation, acceleration and emulation into a single verification environment.

Broadcom is expanding its use of Palladium XP into several lines of business after evaluating the Cadence Ethernet, USB, Video and PCI Express SpeedBridge® Adapter technologies.

 [Click here to return to Contents](#)

Cimatron Helps Samsung Tier-1 Suppliers Speed-Up LCD Production

22 February 2011

[Cimatron Limited](#) announced that leading Korean industrial supplier ShinHeung Precision Co. Ltd., as well as four other major suppliers of Samsung, LG, Hyundai, Sony, Toshiba and other known brands, have successfully adopted CimatronE 3D technology for the design of their press tools.

For many years, ShinHeung Precision has mastered the use of 2D CAD systems for designing press tools and delivering LCD chassis for Samsung's PC and TV monitors at incredibly short lead times. Rapid product innovation cycles at Samsung and the need to reduce the time to market of their products have presented a challenge for ShinHeung Precision to deliver even faster.

The implementation of CimatronE's 3D Die Design CAD system enabled ShinHeung Precision to improve its overall engineering process, reduce lead time by over 20% and reduce the costs associated with trial runs and iterations of its press tools.

It was not long before the news spread amongst the four other leading OEM suppliers of Samsung-Dong-O, DongJin, HAEM and DK Industry- who have all adopted CimatronE die design, paving the way for CimatronE to become a new standard in the Korean industry for the design and production of advanced precision components.

"We have been using CimatronE for nearly two years now," said Jong-Ho Park, Senior Director of ShinHeung Precision. "Changing from our extremely rapid 2D design methods to CimatronE 3D system seemed cumbersome at first. However, we soon realized that CimatronE was not only a powerful design system for die makers like us, but also provided us with higher quality and more accurate design, resulting in reduced need for correction and iteration of the tools we produce. This enabled us to significantly improve the efficiency and productivity of our overall design to manufacturing cycle. Consequently, we now save costs and deliver faster, so our customers are happier and our business is happier."

 [Click here to return to Contents](#)

Creating Playground Rides That Are Safe and Fun with Autodesk Inventor Software

23 February 2011

Autodesk, Inc. has named Japanese playground equipment manufacturer Nitto Sangyo as Autodesk [Inventor of the Month](#) for February. Using [Autodesk Inventor](#) software, the company develops rideable toys that are safer and more durable than standard commercial playground equipment.

Nitto Sangyo designs and manufactures "Link Mini" rocking toys in the shapes of cartoon characters, airplanes, animals and other fun objects for children. Most rocking equipment relies on a large metal spring — which can be subject to structural fatigue — to induce rocking motion. With the Link Mini, the rideable portion is supported by an interior cylindrical pole that sways back and forth within a precisely calculated range of motion.

Since it relies on a solid inner structure rather than a metal spring, the riding portion of the Link Mini never falls to the ground, even if fatigue occurs — making the toy safer for children to use than spring-based rides. Since only a few parts need to be replaced when fatigue occurs — rather than the entire

product — the Link Mini is also superior not just for safety, but also in terms of cost and ease of maintenance.

A Single 3D Digital Prototype from Start to Finish

Working in conjunction with Autodesk reseller Otsuka Corporation, the Nitto Sangyo design team uses [Autodesk Alias Design](#) software to create the free-form curves of the Link Mini's rideable surfaces, ranging from dinosaurs to bunny rabbits. Importing this conceptual design data into Autodesk Inventor software enables the team to more easily carry out the next step of the process and perform structural analysis on the interior support structure. The team also performs simulations on the Inventor digital model to calculate the differing impact of varying body types of children, enabling the overall design of the ride to be modified until it meets or exceeds operational requirements.

“Using Autodesk [Digital Prototyping](#) software has been very beneficial to our product development processes,” said Taro Ogura, design manager at Nitto Sangyo. “We have successfully created the Link Mini faster and at lower cost, largely due to the smooth integration between Inventor and Alias software.”

Eliminating reliance on physical prototyping reduced the development time of the Link Mini by about two months, all while reducing overall costs by nearly US\$6,000 (500,000 yen) per product.

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 us at IOM@autodesk.com.

About Otsuka Corporation

Otsuka Corporation is a Japan-based company mainly engaged in the system integration business. The Company operates in two business segments. The System Integration segment is engaged in the development of systems, the manufacture and sale of ERP products, CAD/CAM/CAE solutions, as well as the electrical and local area network (LAN) construction businesses. The Service and Support segment provides data recovery services and other support services for network systems, as well as provides educational support services.

About Nitto Sangyo Co., Ltd

Founded in 1939, Japan-based Nitto Sangyo manufactures a comprehensive range of playground equipment for public facilities. For additional information, visit <http://www.nitto-sg.co.jp/>.

 [Click here to return to Contents](#)

Delcam's FeatureCAM Helps Renishaw Turn Designers into Machinists

23 February 2011

Metrology and healthcare specialist Renishaw has been able to improve greatly the productivity of its rapid prototyping department by turning its designers into machinists. The key to the transition was the introduction of Delcam's feature-based programming system, FeatureCAM, in place of the department's previous CAM software.

“It is important for designers to appreciate the manufacturing techniques and capabilities that are

CIMdata PLM Industry Summary

available to them; this helps facilitate good ‘Design for Manufacture’ as well as reducing any unnecessary delays during the prototyping stages of manufacture,” explained Senior CAM Development Engineer, Richard Turner. To achieve this, Renishaw has always encouraged designers to take a ‘hands on’ approach, even providing two Mazak Nexus machines for them to use for tooling and prototyping production.

“However, the designers, being occasional users, found our existing CAM software too difficult to use so they all passed the work over to our small batch department or sent their designs out for machining. At times, it was taking up to six weeks to produce prototypes, which was obviously having a negative effect on our product development process,” explained Development Engineer, Chay Allen.

The move to FeatureCAM began after another Development Engineer, Tristan Dover, visited the Delcam stand at the MACH 2008 exhibition. “I saw a five-minute demonstration, which made FeatureCAM look like the easiest CAM system I had ever seen. I downloaded the evaluation version and could remember enough from the demonstration to use it. Even without any training, I could program as quickly as an experienced user on our existing system in a head-to-head competition. I realised that FeatureCAM would be ideal for our designers and other casual CAM users.”

“Since we have adopted FeatureCAM, staff with little machining experience can be trained to use the software in a day,” claimed Mr. Turner. “Even more importantly, FeatureCAM is so intuitive that they can come back to the software after a two-month gap and are still able to use it.”

“We have set up FeatureCAM with the standard tooling package that we use on the Nexus machine tools and we have added in the speeds and feeds appropriate for our range of materials; this has made the system almost completely automatic,” explained Mr. Allen. “Some of our designers have no experience selecting tooling or feed rates, all things that come with experience, but with FeatureCAM that doesn’t matter as the software makes all the tooling choices for you,” added Mr. Turner.

After the success with FeatureCAM, Renishaw engineers began using Delcam’s PowerSHAPE CAD software for prototype tooling. “Most of the plastic parts are fairly small and we only need a few examples so we developed a system where new inserts could be used in the same tool assembly,” said Mr. Allen. “With PowerSHAPE, we can quickly develop the core and cavity from the part design and then machine the shapes into our standard inserts with FeatureCAM.”

The benefits to Renishaw have come from a shortening of the overall development cycle since prototype parts can now be produced in a day or two. The designers have more freedom to experiment because these shorter lead times mean novel ideas can be investigated more quickly. Furthermore, because the designers have to think about manufacturing at an earlier stage in the development cycle, it is easier to convert from prototype quantities to full-scale production.

The only problem has been for the rapid prototyping team. Whereas before the machine tools were usually available, the demand from the designers has now grown so much that the team’s own engineers often can’t get access to them.

 [Click here to return to Contents](#)

Dong-eui University Opens New Educational Center and Features Intergraph® SmartPlant® and SmartMarine® Enterprise Technology

24 February 2011

Dong-eui University ([DEU](#)) has opened Convergence of IT Devices Institute (CiDi) in Busan, South

CIMdata PLM Industry Summary

Korea, which is a new educational center for its naval architecture and ocean engineering students to provide them with specialized training for the marine and offshore industry through the use of Intergraph® technology.

DEU recognizes the importance of industry advancement through education for its university students and sought to collaborate with industry partners to build its academic curriculum. DEU selected Intergraph's enterprise engineering software for its new educational center in Busan, which is the main city for shipbuilding and chemical plants in South Korea. CiDi will incorporate Intergraph SmartPlant® and SmartMarine® Enterprise software into its training courses, ensuring its engineering students are well-equipped with the relevant tools and knowledge when they graduate and enter the marine and offshore industry workforce.

Intergraph's SmartPlant 3D and SmartMarine 3D (collectively known as Smart 3D) software is an advanced process, power, marine asset and ship design software, providing all the software capabilities needed to design and build onshore and offshore facilities. SmartPlant Enterprise is a comprehensive product suite offering increasing value from IT to improve project execution, safety, handover, and plant operational efficiency. Intergraph's innovative technology enables organizations to address long-term strategic engineering opportunities for plant design and operations at the enterprise level.

"As part of the prestigious Dong-eui University and the nation's only institute specialized in shipbuilding, we strive to provide our students with the best educational tools available," said Yun-Sik Yu, director of CiDi. "Intergraph technology will enable us to revitalize the local IT industry by providing value-added higher education with relevance to the marine and offshore industry."

"Intergraph is honored to partner with CiDi and privileged to play a role in positively impacting current and future generations of engineers," said Gerhard Sallinger, president of Intergraph Process, Power & Marine. "We are pleased that CiDi has chosen SmartPlant and SmartMarine Enterprise technology for integration into its education programs, enabling its graduates to take with them the knowledge and expertise for increased productivity and enhanced global competitiveness in the marine and offshore industry."

 [Click here to return to Contents](#)

Engineering Supplier FLSmidth to Use Intergraph® SmartPlant® Enterprise Solutions Worldwide

22 February 2011

FLSmidth, a global engineering supplier of equipment and services to the global cement and minerals industries, has selected Intergraph® SmartPlant® Enterprise to design cement and mineral processing facilities, in order to improve processes control and increase efficiency. This multiyear agreement, signed in Denmark, comprises a suite of high-end solutions, including among others SmartPlant 3D Materials Handling Edition, SmartPlant Foundation and SmartPlant P&ID. This will allow FLSmidth to better integrate work processes, as well as engineering disciplines, and to standardize project phases from proposal to handover to service more than 400 users globally.

"Being an organization with employees worldwide, we need a solution that supports global and concurrent work processes," said FLSmidth Vice President Per Mejnert Kristensen. "Aligning our work processes on a global scale enables us to work as one company, offering our customers the FLSmidth expertise from one source. Offering an integrated and object-oriented solution, Intergraph has made this possible."

CIMdata PLM Industry Summary

SmartPlant Enterprise is an integrated solutions suite that provides full design, construction, material handling and engineering data management capabilities needed for the creation, safe operation and maintenance of large-scale process projects. SmartPlant Enterprise solutions help lower project costs, compress schedules and improve risk management.

[FLSmith](#) General Manager Michael K. Nielsen said, "Together with strong design features such as clash detection and simulation of construction and erection, Intergraph's solution can handle large design measures, which is crucial when working with cement plant scales. Intergraph's commitment to continuously improve and develop its solutions has also been a determining factor. By choosing Intergraph as our supplier, we are confident that we will be working with the newest developments and technologies within the field".

 [Click here to return to Contents](#)

IMS CHIPS Standardizes on Cadence Silicon Realization Product Line for Advanced Gate Array Design

Cadence Design Systems, Inc. announced that IMS CHIPS has adopted [Cadence® Silicon Realization](#) technologies for its special mixed-signal gate array technology. IMS CHIPS plans to deploy Cadence end-to-end Virtuoso® custom and Encounter® digital technologies for its commercial research business in areas such as advanced silicon technology, customer-specific circuits, nanopatterning and image sensor technology.

IMS CHIPS supports small- and medium-sized companies in Germany with the development, manufacturing and application of microelectronic systems. At the same time, the Stuttgart-based institute is a respected research partner for innovative technologies and collaborates with international leading semiconductor companies and suppliers. An important consideration for IMS CHIPS was to establish and build an industry-leading, end-to-end design flow from a single source that would provide compatibility with its customers and foundries and could offer a comprehensive approach from initial design development to simulation, all the way to tape-out. Another important factor in the decision to standardize on Cadence Silicon Realization technologies was the ability to address complex routing requirements using only two layers of interconnects - a challenge that most existing and new routers on the market are not able to handle.

“We teamed with Cadence because there is no comparable product on the market that offered us a similar solution to tackle our complex mixed-signal gate array technologies,” said Professor Dr. Joachim Burghartz, director and chairman of the board of directors at IMS CHIPS. “Another important criterion to us was to use a proven solution with a long track record of silicon success, to help us avoid risk and time-consuming iterations. The excellent local support we received from Cadence's channel partner, FlowCAD, was a strong factor in our decision as well.”

The Cadence approach to mixed-signal design leverages an integrated mixed-signal methodology in which early design planning; front-end design, functional verification, physical implementation, and packaging are shared responsibilities between analog and digital teams. This is the driving force and unique advantage of Cadence Silicon Realization - providing a more deterministic path to silicon by driving pervasive design intent, abstraction, and convergence across the entire flow. IMS CHIPS will benefit from the interoperability between the Virtuoso and Encounter technologies, helping them to accelerate their development time. For IMS CHIPS with its focus on small- and medium-sized companies, this is critical to more effective business planning.

 [Click here to return to Contents](#)

Internet Solutions Selects Tribold EPM for Product and Service Catalog Program

22 February 2011

Internet Solutions (IS), a leading African Internet Protocol-based Communications Service Provider has selected [Tribold](#) for its Product and Service Catalog program.

Andrew Procter, IS CIO comments: "[Internet Solutions](#) is focused on improving the customer and sales experience and to do this we needed to ensure our front lines teams only sell supported, standardised products and services. We are looking to Tribold EPM to underpin our "Concept to Market" process and improve data quality across the BSS layer. We selected Tribold EPM for our program due to the product's maturity and usability and the added benefit of the deep domain experience delivered by the Tribold team in rolling out Product Management solutions to the enterprise sector."

Ernest Margitta, Tribold VP says: "Working with Internet Solutions we see a joint drive from both their Business and IT leadership on cycle time reduction, costs of operations, and bringing more fast track products into the market. These goals are directly aligned with where Tribold EPM can bring real value to our users. We look forward to working together with the Internet Solutions' team delivering these tangible improvements to their enterprise product range".

 [Click here to return to Contents](#)

Jaguar Land Rover and Dassault Systemes Agree New Strategic Partnership

23 February 2011

[Jaguar Land Rover](#) and [Dassault Systèmes](#) have today entered a strategic partnership that formalises future cooperation and collaboration between the two companies.

The agreement, signed by Dassault Systèmes President and CEO Bernard Charlès and Jaguar Land Rover CEO Dr. Ralf Speth, will see advanced digital 3D simulation and development tools transform Jaguar Land Rover's Product Development processes. The two companies will work together to jointly develop industry-leading product creation solutions.

Jaguar Land Rover will deploy Dassault Systèmes' V6 solutions for Product Lifecycle Management - the process which drives and controls all vehicle creation processes - to increase operational efficiency and reduce complexity through enhanced innovation and accelerated development capabilities.

Dassault Systèmes was chosen by Jaguar Land Rover as its preferred partner in the PLM field following an 18 month evaluation period that included a full analysis of the PMTI (Process, Method, Tools, Information) environment at Jaguar Land Rover.

In addition to supplying existing system programmes, development engineers from Dassault Systèmes and Jaguar Land Rover will work together on new processes and solutions that will provide the combination of simplification and specialization required to create new generations of premium vehicles. The focus on commonality, innovation and integration will have the dual benefit of significantly increasing efficiencies while reducing cost by a similar margin.

Jaguar Land Rover is leveraging the full range of Dassault Systèmes' V6 solutions from its brands, including ENOVIA, CATIA, DELMIA, SIMULIA, and 3DVIA PLM 2.0.

CIMdata PLM Industry Summary

Dassault Systèmes President and CEO Bernard Charlès commented: “The signing of this strategic cooperation contract will accelerate and reveal the power of collaborative innovation for intelligent vehicles. Integrating electronics and onboard software has become a critical element of differentiation for a great vehicle experience. PLM2 with Version 6 can only provide such simplification and elevation to Lifelike PLM with rapid ROI.”

Jaguar Land Rover Chief Executive Officer, Dr Ralf Speth, said: "We look to this association to bring significant technical and commercial benefits to Jaguar Land Rover. Dassault Systèmes will provide the processes and tools we need to more efficiently develop and create vehicles that exceed our customers' expectations in every respect and deliver the highest standards of quality."

About Jaguar Land Rover

Jaguar Land Rover is a business built around two iconic British car brands that designs, engineers and manufactures in the UK. With investment in product creation topping £1 billion a year, Jaguar Land Rover is at the centre of the UK automotive industry's drive to deliver technical innovation in all areas of vehicle development.

The Jaguar Land Rover business directly employs more than 18,000 people and supports approximately 130,000 jobs (through direct employment, dealers, suppliers and broader economy). Jaguar Land Rover exports annually generate almost £6 billion for the UK economy with 78 percent of Land Rovers exported to over 160 countries and 70 percent of Jaguars exported to over 60 countries.

Jaguar Cars Limited, founded in 1922, is one of the world's premier manufacturers of luxury saloons and sports cars. Since 1948 Land Rover has been manufacturing authentic 4x4s that define 'breadth of capability' in their segments. The Jaguar XF, XK and XJ models are manufactured at the company's Castle Bromwich plant in Birmingham. Land Rover's Defender, Discovery 4, Range Rover Sport and Range Rover models are all built at the Solihull plant. The Land Rover Freelander 2 is built at the Halewood plant in Liverpool.

 [Click here to return to Contents](#)

Land 'N Sea Chooses NGC for PLM and Global Sourcing

22 February 2011

NGC Software announced that Land 'N Sea, a private-label women and children's apparel manufacturer, has selected NGC's PLM and Global Sourcing software. NGC will help Land 'N Sea respond even faster to fashion trends, improve collaboration and efficiency throughout the product development and production process, and deliver extraordinary service to retailers, such as Walmart, J.C. Penney, T.J. Maxx and Kmart.

NGC's end-to-end solution for PLM and Global Sourcing goes far beyond the scope of standalone PLM solutions, encompassing every facet of the design and production process, including: Line Planning and Tech Pack Management; Material and Component Development; Artwork and Sample Management; Product Costing and Sourcing; Production and Logistics Management; Quality; and Product Testing and Compliance. Comprehensive, easy-to-use workflow calendars, alerts and exception management will help Land 'N Sea improve productivity and efficiency, which will reduce lead times, improve speed to market and increase full-price sales and profitability.

NGC's software also includes raw materials management, which will allow Land 'N Sea to closely manage the purchase and usage of all raw material inventories located around the world. With NGC's

CIMdata PLM Industry Summary

raw materials management capabilities, Land 'N Sea will be able to instantly access detailed information on raw materials in all locations worldwide at all times - a key to improving efficiency and controlling costs.

“NGC’s PLM and Global Sourcing software will enable us to significantly improve real-time collaboration with our retailers about production orders, while enabling us to quickly deliver high quality goods at controlled costs,” said Robert Sobel, Co-President, Land 'N Sea, Inc. “We believe that NGC's software will be a strategic investment in improving customer service.”

“[NGC](#) is excited to help bring higher levels of success and profitability to Land 'N Sea through our PLM and Global Sourcing tool,” said Mark Burstein, president of sales and marketing, NGC. “We look forward to helping Land 'N Sea roll out their new product lifecycle management system and will ensure that the company takes advantage of the many benefits of NGC’s software.”

 [Click here to return to Contents](#)

Lockheed Martin Expands Use of Dassault Systèmes Solutions; Upgrades DELMIA Robotics Implementation

24 February 2011

Dassault Systèmes announced that Lockheed Martin has migrated its F-35 Lightning II robotic painting workcells to Dassault Systèmes’ DELMIA Robotics. A long-time user of DELMIA manufacturing simulation solutions, Lockheed Martin’s new implementation of DELMIA Robotics has made the company’s manufacturing processes more efficient, leveraging a common interface across its CATIA design authoring and DELMIA digital manufacturing solutions.

Lockheed Martin uses simulations to verify that the robots will reach all the painting positions while avoiding any collisions. Automating the paint and coatings process provides significant time savings, as well as better process control. Additionally, protecting workers from potentially harmful paint fumes is an added benefit of robots. The company had already experienced success with the previous generation of DELMIA Robotics simulation.

Since they are already familiar with the CATIA interface, Lockheed Martin NC programmers easily move into robot support roles, pick up the software and produce programs.

Lockheed Martin currently employs the robotic solution in two different automated paint cells, both configured on moving rail systems. A three-robot cell is dedicated to painting the aircraft exterior and a two-robot cell is configured to handle a variety of F-35 components. Both the physical cell and the robot programming have been designed for flexibility through optimization and verification of the programs in the virtual DELMIA environment so that the company can paint different mixes of components at different times.

Enhancements within the DELMIA Cenit FASTSURF solution make it easier to modify existing robot programs for significant time gains. Previous solutions required extensive rework any time a component design changed. Now with FASTSURF, adapting to a part change can be as simple as plugging a new parameter in the setup strategy. Additionally, this solution allows Lockheed Martin to monitor the thickness of coatings—a critical factor in ensuring that aircraft meet design requirements—through a query option at any point in the application.

“Working with a visionary company such as Lockheed Martin has allowed Cenit to verify the value of our FASTSURF solution,” stated Cenit account manager, Niall Cullen. “Their in-depth experience in

CIMdata PLM Industry Summary

Robotic OLP was key in shaping a production-hardened solution with aerospace accuracy.”

“Lockheed Martin was quick to understand the benefits to be gained by having all engineers working with the same user interface paradigm across CATIA and DELMIA solutions,” said Steve Milliren, executive account manager, aerospace industry, DELMIA, Dassault Systèmes. “With the DELMIA Robotics solution, there is a common structure for easy communication and elimination of data translations for improved data integrity.”

In addition to the DELMIA Robotics solution, Lockheed Martin also uses Dassault Systemes Virtual Ergonomics and DPM Assembly solutions.

 [Click here to return to Contents](#)

Manufacturers Leverage PARTsolutions to Secure \$25 Billion in Component Sales

22 February 2011

[PARTsolutions](#) announces a record number of CAD downloads in 2010. 48 million 3D CAD product models -- or an average of 4 million per month -- were downloaded by designers and engineers across the globe from a vast number of web properties enabled by PARTsolutions' technology. Not only does this number mark a 27 percent increase in downloads over 2009, it also corresponds to a substantial amount of revenue in the global economy, resulting in the sale of more than \$25 billion in supplier components last year.

Designer Adoption Drives PARTsolutions Success

As a company, PARTsolutions experienced noteworthy growth in 2010, with companies of all sizes and industries leveraging [PARTcatalog](#) to host their configurable product catalogs on-line. New customers include [Anderson Instrument Company](#), Bimba Manufacturing Company, DMS, Hub City, Mead Manufacturing, [Milwaukee Cylinder](#), [Milwaukee Valve](#), RWM Casters, Sheffer Corporation, the Linear Motion business unit of SKF Group, [U.S. Tsubaki](#), TRD Manufacturing, Welker Engineered Products and others.

Suppliers Choose PARTsolutions 3D PARTcatalog Technology

PARTsolutions' PARTcatalog™ technology enables customers to host their product catalogs online, making it easier for customers and prospects to 'design in' those products into their designs. It is the only solution that delivers catalog parts in over 85 native and neutral CAD and graphic formats, including multiple CAD versions.

In 2010, customer feedback included:

"During the recent economic downturn, we were looking for a new and innovative way to leverage our technical expertise and provide a useful resource to the end-users of our attachment chain products," said George Basel, Director of Marketing, U.S. Tsubaki. "The Tsubaki Attachment Chain Configurator provides a service that none of our competitors have and helps to drive more traffic to our website, generate new inquiries, and ultimately grow our sales."

"We honestly didn't believe there was a technology provider with the technical aptitude to web-enable our massive, complicated product line. Yet the unavailability of our products online was causing us to lose business to competitors," said Bill Wilson, Anderson Instrument Co. "PARTsolutions really took the time to guide us and learn about our business and product line and the quality of their workmanship has exceeded our expectations. We are thrilled to launch our online catalog to our customers and expect

it to significantly enhance both our productivity and sales."

"The sales team is taking advantage of the leads produced by the PARTcatalog technology, and have realized the value of them. The percentage of these downloads that provide us with an introduction to a new customer is incredible," said Justin Alspaugh, Engineering Supervisor, RWM. "Working with PARTsolutions to deliver 3D Part Catalog Technology continues to benefit our business and bottom line."

In 2011, PARTsolutions will continue its growth by delivering strategic supplier initiatives that help companies find, reuse and control standard and supplier parts. The company is already helping customers -- including Man Truck and Bus, Bosch, Airbus and The Boeing Company -- save considerable time and money by enabling designers to more quickly and easily find the parts they need. Doing so also offers a significant benefit to manufacturers by allowing their parts to get specified in at the design stage by companies who might not readily have access to their parts.

 [Click here to return to Contents](#)

MSC.Software and Defiance Technologies Partner to Deliver Advanced Engineering Software and Services

24 February 2011

[MSC.Software Corporation](#) announced that Defiance Technologies in India has partnered with MSC.Software and will utilize its suite of multidiscipline engineering software solutions to help customers improve design development while minimizing software costs.

As a leading provider of high-end engineering services solutions, Defiance believes in proven engineering simulation tools that help exceed the expectations of its customers. Its engineering, testing and manufacturing services are offered globally. While traditional engineering services have been a key offering of the company, Defiance has moved up the value pyramid by offering advanced engineering consulting solutions and program management for global manufacturing customers dealing with increasingly complex problems.

"As a premier engineering solutions provider, we work with a varied customer base across industries. The company is set to play a significant role at the top of the value pyramid as a system integrator for sub-system and product development," said Mr. Subu D Subramanian, Managing Director & CEO at Defiance Technologies. "Our partnership with MSC.Software allows us to access industry-standard engineering analysis tools and provides more flexibility to respond to our customers' complex analyses requirements."

Today, companies are insisting on more ROI for their engineering software investments. MSC.Software and Defiance Technologies deliver against this imperative by empowering customers to leverage proven solutions that will reduce costs and drive employee productivity.

"The partnership with Defiance Technologies extends our commitment in the engineering consulting segment and offers customers unprecedented solutions from a leading provider of consulting services," said Mr. Eric Favre, Vice President at MSC.Software, Asia Pacific. "By combining MSC.Software tools and Defiance Technologies services, the partnership provides one of the strongest portfolios of engineering analysis solution offerings in India today."

About Defiance Technologies

CIMdata PLM Industry Summary

Defiance Technologies, a Hinduja Group Company, is a leading provider of Engineering, ERP and IT services to global customers leveraging the Global Delivery Model. Founded in 1976 in USA, Defiance was later acquired by the Hinduja Group and has a long history of serving top global companies with over 120 global clients including 30 of the Fortune 500 companies. Headquartered at Chennai, India, Defiance has world class development centers at Chennai and Bangalore in India, and state-of-the-art engineering and validation facilities at Troy and Westland, Michigan. Defiance has business offices in USA, Europe, Middle East, South Africa and India. For more information, please visit <http://www.defiance-tech.com>.

 [Click here to return to Contents](#)

Women's Luxury Brand Magaschoni to Implement FashionManager ERP/PLM

24 February 2011

RLM Apparel Software Systems Inc. (<http://www.ronlynn.com>) announces that women's luxury fashion brand Magaschoni (<http://www.magaschoni.com>) has begun implementation of the FashionManager™ enterprise software solution at its Manhattan headquarters. The 40-user system will replace multiple legacy financial, product lifecycle management (PLM), and enterprise resource planning (ERP) systems with a single, fully-integrated business solution. Magaschoni expects this streamlined and updated computing platform to support better informed, more timely business decisions by improving accessibility and visibility of information across the design, production, sales, retail, accounting, and management teams.

“Our existing systems were added independently over a period of 10-15 years,” explained Executive Vice President and Chief Financial Officer, Kevin Mogyoros. “The current lack of integration limits our ability to share information and track performance in a timely and accurate manner. In RLM, we found a technologically advanced system and company that meets and exceeds all our needs with a single, comprehensive solution. With FashionManager, we look forward to gaining more control and visibility across our entire company.”

In addition to an on-premise installation at its New York offices, Magaschoni will deploy FashionManager at its New Jersey warehouse operations. Global vendor partners will also gain access to the system, while integration with existing sales and e-commerce systems will extend benefits to the company's retail channel.

“In a project that touches every aspect of the business, we knew that we needed a partner that we could trust and depend on well into the future,” added Mogyoros. “We have this level of comfort with the RLM team and the technology that they deliver.”

“We are pleased with the opportunity to work with Magaschoni”, noted RLM Vice President of Development, Andy Lynn. “We applaud the work they have done to define their system requirements and business needs. We are confident that they will leverage the full power of FashionManager to support their impressive and growing operations.”

 [Click here to return to Contents](#)

WorkNC Dental CAD/CAM Cuts it for Cosmetic Dentistry Experts Migros Dental

24 February 2011

CIMdata PLM Industry Summary

[Migros Dental S.A.](#), based in Madrid, has been specializing in manufacturing high quality dental prostheses since 1959. It pioneered the production of gold ceramic bridges in Spain. It now offers other techniques for fixed prostheses and prostheses on implants to produce the most aesthetically pleasing results. The company started producing zirconia cemented caps in 2003, and in 2006 upgraded its capability to offer bridges secured with threaded implants in the same material. Zirconia offers superior strength and toughness but requires CAD CAM techniques to machine the complex shapes involved.

Migros has 7 years of experience in CNC machining and was looking for an open system to complement its advanced 3D CAD and enable it to produce 5-axis CNC toolpaths on its DMG machine. Mario Tébar of Migros says, “We are continuously innovating the technology we offer and always developing new manufacturing methods so that we can supply our customers with the most advanced products. Our objective has always been ‘aesthetics with ceramics’.

The company was searching for an automated solution. Mario Tébar adds, “We chose [WorkNC Dental CAD/CAM](#) for the way in which its machining wizards help us to rapidly generate reliable 5-axis CNC toolpaths. We can take CAD models from our 3D design system straight into WorkNC Dental. Its intuitive interface makes turning these into toolpaths very easy indeed.” For Migros, the speed and reliability of [WorkNC Dental](#) reduces production time significantly and makes it possible to cut the complete prosthesis in 5-axis in one setting. Collision avoidance considers the machine kinematics, automatically introducing flip and unwind movements, to facilitate manufacture. Within the wizards in the software, cutting strategies are optimized to suit each type of material. Migros cuts titanium, chrome cobalt and zirconia so, with WorkNC Dental, feeds, speeds tooling and methods are all automatically tailored to produce the best possible results for each, with virtually one mouse click.

As well as speeding up and optimizing production, the ease of use of WorkNC Dental allows technicians unfamiliar with CNC machining to operate the system successfully. Unusually for dental laboratories, Migros has significant experience in this area, however the rapid production of 5-axis toolpaths is a complex process and its automation in WorkNC Dental allows technicians to spend more time using their core dental reconstruction skills. Mario Tébar says, “The software enables us to machine customized titanium abutments very accurately from a homogeneous block of material. The precision possible with WorkNC Dental facilitates ceramic lamination, producing a long lasting and robust prosthesis.”

With the WorkNC Dental CAD CAM solution, technicians can work from scanned data, manipulate it in their chosen CAD package, and transfer it into CAM for machining on their individual machine tool. The open nature of WorkNC Dental allows users to select the most appropriate equipment for their needs and accept data from multiple sources, in formats such as STL, giving them the opportunity to evolve new ideas and utilize the latest materials. Mario Tébar says, “We can accept design data from virtually any CAD system, which considerably enhances our flexibility. The technology within WorkNC Dental has also enabled us to increase the range of products we can offer, including prostheses and bars on implants, titanium hybrid structures, and zirconia abutments.”

As well as chrome cobalt, titanium and zirconia, WorkNC Dental supports machining on the latest hypoallergenic materials such as PEEK, and has the ability to compensate for the shrinkage during the firing of sintered materials. 5-axis machining allows faster production and the ability to use shorter, smaller and more rigid cutters, while nesting and automatic location of support pins makes the best use of the material and ensures safe machining operations. Mario Tébar concludes, “WorkNC Dental fits well with our policy of developing new aesthetically advanced prostheses. Not only has it reduced the production time for zirconia products and optimized the performance of our DMG machine, but it has

also given us the ability to develop new techniques for the future.”

 [Click here to return to Contents](#)

Product News

Autodesk Expands AutoCAD WS, Adds Support for Multiple Languages and Inventor DWG

23 February 2011

What’s the News: Autodesk, Inc. announced updates to [AutoCAD WS](#), a free* web and mobile application that uses cloud computing technology to enable [AutoCAD](#) software users to view, edit and share their designs through web browsers and mobile devices. With more than 900,000 downloads, AutoCAD WS now supports viewing, editing and sharing of 2D Autodesk Inventor DWG files. Other improvements include top-requested multi-language support, with the addition of eight new languages, as well as improvements to enhance the mobile experience while working with editing and display tools.

What are the updates: Inventor users who publish their models to DWG files can now upload them to AutoCAD WS to easily share assembly drawings and schematics diagrams for production, presentation or review. Usability updates to the mobile app include support for DWG layouts, a new copy/paste tool and improved markup capabilities.

AutoCAD WS is now available in Japanese, Chinese, Korean, Spanish, Portuguese, French, German and Italian.

“AutoCAD WS is literally changing the way architects, engineers and designers work,” said Tal Weiss, R&D site manager, Autodesk. “We listen very carefully to our customers about what they would like to see in our updates — such as supporting our global community with additional languages — and strive to make improvements quickly based on their feedback.”

Availability: AutoCAD WS is currently available for free* download on the App Store and at <http://www.autocadws.com>.

**Free products and services are subject to the terms and conditions of the end-user license agreement that accompanies them.*

 [Click here to return to Contents](#)

Cadac Organice Introduces a Full Product Suite Update

24 February 2011

[Cadac Organice BV](#), Microsoft Partner Network member and developer of Cadac Organice (a SharePoint based engineering document management solution), introduces an update of the entire Cadac Organice product suite.

The updated product suite includes:

- Cadac Organice Explorer 2010 R2
- Cadac Organice Transmit 2010 R2
- Cadac Organice Workbox 2010 R2
- Cadac Organice Publish 2011

CIMdata PLM Industry Summary

- Cadac Organice Scan 2011

Cadac Organice Explorer is a smart client for Microsoft SharePoint and enhances SharePoint with functionality for engineering document management. Release 2010 R2 brings substantial performance improvements for bulk operations on documents in Microsoft SharePoint, such as import, check in or out, and metadata changes. In addition, search capabilities are extended with a new “Find” function allowing users to execute a full text search in the document grid of a SharePoint library, highlighting the keywords in the search results.

Cadac Organice Transmit is a solution for transmittal management in SharePoint. In release 2010 R2 the transmittal definition wizard is extended with a preview and users are able to define the document libraries to include in the package query. Further, transmittal tasks now include a date for the completion of the task by the recipient and a date for processing the response by the document controller.

The full Cadac Organice Product Suite, including Cadac Organice Workbox 2010 R2 (a solution for workflow management in SharePoint), Cadac Organice Publish 2011 (a solution for publishing and converting SharePoint documents), Cadac Organice Scan 2011 (a solution for scanning and indexing documents into SharePoint), and the Cadac Organice server solutions, such as the Site Provisioning Tool and Document Numbering Tool, now supports SharePoint 2010 (Server and Foundation) and Microsoft Office 2010 (32-bits).

The updated Cadac Organice product suite is available to customers from February 24, 2011.

For more information please contact:

Mr. Guus Weitzel

International Marketing Manager

+31 45 400 1010

gweitzel@organice.com



[Click here to return to Contents](#)

CCE Announces Release of ConfigLink 2011

22 February 2011

CCE announced the release of ConfigLink 2011. ConfigLink is a design automation tool that reduces time to generate custom designs for highly configurable product families.

ConfigLink is integrated within several major CAD systems including Pro/ENGINEER Wildfire 5.0, SolidWorks 2011, Autodesk Inventor 2011 and Solid Edge ST3 on both Windows 32-bit and 64-bit platforms.

Using ConfigLink, new design configurations can be created in a fraction of the time it would normally take for the engineering department to model the data. The result is a 3D model of the new design variant & an associated 2D drawing which is the key output of any Configure-To-Order (CTO) or Engineer-To-Order (ETO) process.

Engineering resources are expensive and their time is better leveraged by engaging them in innovation and new product design.” said Vinay Wagle, CCE’s VP of Sales & Marketing. “Once the base design is completed, ConfigLink can generate variants quickly to shorten time-to-market and simultaneously meet today’s ‘mass customization’ needs” added Vinay.

CIMdata PLM Industry Summary

To learn more about ConfigLink and to purchase a license, please visit <http://www.cadcam-e.com/products/configLink/>.

 [Click here to return to Contents](#)

Dassault Systèmes' No-Cost 2D CAD Product DraftSight Now Available for General Release

23 February 2011

Dassault Systèmes announced the general availability of DraftSight for Windows, a no-cost 2D CAD product for CAD professionals, students and educators. To date, more than 400,000 users have downloaded DraftSight. Originally launched in Beta version in June 2010, the general release for Windows includes many key enhancements and updates based on user feedback. DraftSight is available for download at <http://www.draftsight.com>.

DraftSight allows users to create, edit and view DWG files. DraftSight generally takes just a few minutes to download and runs on multiple operating systems, including Windows XP, Windows Vista, Windows 7 and Mac OS (in beta). In conjunction with DraftSight, Dassault Systèmes launched [an open online community](#), where users can access support and training resources, along with an environment to interact, ask questions and share their opinions. The DraftSight community is one of the first social networks designed by engineers for engineers, designers and architects. Based on user feedback generated within the community, enhancements and updates have been made to the general release of DraftSight for Windows.

The DraftSight community is based on Dassault Systèmes' SwYm online collaboration and social innovation platform. SwYm communities incorporate the best of Web 2.0 features such as: rich profiles, blogs, micro-blogging, "iQuestions", wikis, media sharing spaces (data, audio, video, and even 3D), status updates, and more all within a unified layout that optimizes the user experience and facilitates and accelerates collaboration.

"DraftSight has been overwhelmingly embraced by the CAD and engineering community since its launch in June 2010. A lot of hard work has gone into this product, including many enhancements made during the beta phase," said Aaron Kelly, senior director, DraftSight, Dassault Systèmes. "Users provided great feedback that enabled us to identify areas of improvement that we have implemented into the general release for Windows, increasing the overall performance and usability of DraftSight. It's important for our users to remain vocal about what they want to see in the product as we continue the development of DraftSight."

Specific updates include, but are not limited to:

API support (available for a fee) – Enables customers to write add-on programs for DraftSight in C++ and other supported programming languages

Localization of Help Files – Now available for users in multiple languages (English, German, French, Japanese, Simplified Chinese, Traditional Chinese, Spanish, Portuguese, Italian, Turkish, Korean, Polish, Russian, Czech)

Command Variables Enhancement – Enables users to set and change system variables directly from the command line

DraftSight users have a variety of support options to choose from, including no-cost Community Support, as well as fee-based Premium Services that offer telephone and email support, network

CIMdata PLM Industry Summary

licensing and access to DraftSight APIs. Specifically designed for educators, the Education Premium Service includes a Classroom and Campus Pack with curriculum materials, network licensing and telephone and email support.

“As an instructor, I always try to provide my students with the tools to create and succeed on their own,” said Thomas Mewerter, drafting instructor at South Central Louisiana Technical College. “DraftSight’s compatible structure and ability to work with DWG files gives students the freedom to download the product for free and work outside of class.”

For more information, visit <http://www.draftsight.com>. Also, follow DraftSight on [Facebook](#) and [Twitter](#).

 [Click here to return to Contents](#)

Firehole Releases Helius:MCT Version 4.0

22 February 2011

Firehole Composites (<http://www.firehole.com>) announced the launch of Helius:MCT v4.0, the newest edition of the finite element add-on built to significantly improve the accuracy and efficiency of composite structural analysis. Building on the strength of its multiscale and progressive failure technologies, version 4.0 now offers unique solutions to the challenges of delamination and FEA mesh dependency.

“Helius:MCT v4.0 is a great example of how Firehole listens to our customers,” said Firehole CEO, Jerad Stack. “Across the industries we serve – Commercial and Military Aircraft, Spacecraft, and Automotive – the two most requested features have been delamination simulation and reduction of mesh dependence. That is exactly what we are delivering with this release.”

The new cohesive functionality incorporated in Helius:MCT v4.0 extends the same technology that gives Helius:MCT a computational advantage in progressive failure to cohesive layers. With the release of Helius:MCT v4.0, Firehole Composites introduces a solution able to model the simultaneous evolution of composite material failure and delamination, offering a complete solution to the composite engineer.

A second analysis hurdle addressed by version 4.0 is the mesh-size dependency of an FE solution. Often an analyst may find considerable variability in their solution depending on the size of their mesh. Helius:MCT addresses this problem by incorporating an energy-based damage law that accounts for mesh size as it predicts damage evolution. More information is available at <http://www.firehole.com> and in an upcoming webinar introducing the features of Helius:MCT Version 4.0.

 [Click here to return to Contents](#)

KeyCreator 2011 Released with Faster, More Accurate File Importing, 64-Bit Option and Improved Dynamic Editing

24 February 2011

Kubotek USA has officially released its latest version of 3D Direct CAD software: KeyCreator 2011.

KeyCreator 2011 now supports 64-bit architecture, new and improved dynamic editing and a fully re-engineered IGES translator that imports files quicker and more accurately than previous KeyCreator

CIMdata PLM Industry Summary

versions, as well as in comparison to a widely used History-Based modeling program.

With the 64-bit version, KeyCreator 2011 can work easily with more data and larger files giving users even more productivity power, especially with today's complex assemblies. KeyCreator 2011 file size is only limited by the amount of memory available on the PC.

According to Don Bedwell, Thorncreek Engineer, LLC, "As a longtime Kubotek customer, we can honestly say the KeyCreator 2011 64-bit version has unleashed our equipment and imagination. We draw what we want to draw, we render what we want to render and we serve customers in the time frame that they should be served in. Equipment RAM is used to its fullest and software lag time is almost none."

"As Masters of Geometry, we believe that all geometry contained in customer files is valuable and our mission it to be able to help companies to use, reuse, validate and compare their geometry seamlessly. Our new IGES translator is an important step in achieving our vision," states Mark Parent, COO, Kubotek USA.

KeyCreator imports the most common CAD file types and works with them as if they were created within KeyCreator. Based on Kubotek's market surveys, IGES is one of the most widely used file formats for KeyCreator customers where non-native data is shared between companies. Updating the outdated IGES format, therefore, became high priority for Kubotek customers.

Importing IGES files gained significant speed thanks to new technology written solely by Kubotek USA. More importantly, however, the re-engineered IGES technology provides better overall accuracy and better stitching and healing to produce solids compared to other IGES products on the market. In addition to easily supporting IGES modeling, KeyCreator 2011 also provides IGES file detailing and Product Management Information (PMI), and even exports references as an assembly.

New dynamic editing features include Dynamic Free Array and Linear Array functions to quickly copy and locate components and features throughout a model or assembly. These tools add ultimate flexibility for model transformations.

More productivity and usability enhancements can be found in the [KeyCreator 2011 What's New document](#).

KeyCreator 2011 is available for customer download on the [Kubotek USA Customer Portal](#). Users interested in trying the software for the first time can also [request a trial version of KeyCreator 2011 online](#).

 [Click here to return to Contents](#)

Latest Free 2D/3D CAD Release – MEDUSA4 Personal Version 5

9 February 2011

Following the release of version 5 of its professional MEDUSA4 2D/3D mechanical CAD and design automation suite, CAD Schroer has just made version 5 of its free MEDUSA4 Personal™ software available for download.

At home, people use the free CAD package on non-commercial DIY projects, or for model engineering. Schools and universities increasingly use MEDUSA4 Personal as an introduction to CAD for the next generation. And thanks to the "pay per result" eSERVICES portal, even businesses can take advantage of the free software, merely paying a small fee to convert viable results for commercial use.

[Free Download: MEDUSA4 Personal Version 5 - 2D/3D CAD](#)

What's New in MEDUSA4 Personal 5.0?

Version 5.0 re-introduces the MEDUSA4 SHEET METAL DESIGN™ module, which allows users to work flexibly in 2D and 3D to create sheet metal parts. There's also a new skin with updated buttons, colours and dialogs to make the user interface even more intuitive. The DXF/DWG interface (which expertly converts AutoCAD® drawings up to version 2010) now also allows the mapping of dimension elements, and mapping of special characters has been further improved. A new raster tool allows users to invert the colours of any imported images incorporated in their design. Other usability enhancements include new printing options and layer selection tools, as well as additional options for handling info text on sheets. It is now even easier to create multi-sheet parts lists. There are also new dimensioning and line trimming options.

[Download free 2D/3D CAD: MEDUSA4 Personal v 5 for Windows or Linux](#)

Free for Private Use, with Pay-Per-Result Portal for Commercial Applications

Private, non-commercial use of MEDUSA4 Personal is completely free of charge. Those wishing to use the software for commercial purposes can do so on a pay-per-result basis. The CSG eSERVICES portal unlocks MEDUSA4 Personal drawings for unlimited commercial use. This means that businesses do not have to pay for the software, only for using the results once these are commercially viable.

[MEDUSA4 Personal eSERVICES portal for commercial users](#)

Windows and Linux

As well as supporting Windows XP, Vista and 7, MEDUSA4 Personal is released for five Linux distributions: CentOS, Fedora, RedHat, SuSE and Ubuntu.

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

Mentor Graphics Underscores Comprehensive Support for UVM 1.0

21 February 2011

[Mentor Graphics Corporation](#) announced comprehensive support for Accellera's Universal Verification Methodology (UVM) across a broad range of products. Key technologies that support UVM include the Questa® advanced [functional verification](#) platform, the [Questa](#) MVC Verification IP library, the [Veloce® emulation](#) platform and the Certe™ Testbench Studio tool.

UVM represents the culmination of Mentor Graphics' effort to drive the development of an open verification environment that would promote better tool interoperability and verification data portability that began with the release of the first open-source Advanced Verification Methodology (AVM). AVM became the foundation for initial industry collaboration and fostered the development of the Open Verification Methodology (OVM) upon which the UVM is based.

"Mentor recognized early that only an open source verification methodology would provide users the ability to write fully portable and reusable verification components," said John Lenyo, general manager, Design Verification Technology division at Mentor Graphics. "We are proud to see that the technology we first developed in AVM and refined in OVM now continues as the core of UVM."

The Questa advanced functional verification platform offers native support for UVM by virtue of its support of the IEEE Std 1800™ SystemVerilog standard on which UVM is based. This support includes

CIMdata PLM Industry Summary

comprehensive language feature support, native single-kernel simulation and full functional debug of SystemVerilog and UVM.

The Questa Verification IP library has added native support for UVM. This allows users of UVM access to a comprehensive verification IP (VIP) solution that supports a wide range of industry-standard protocols without the need for any manual conversion, interoperability, or wrapper layers. The Questa Verification IP library dramatically improves verification coverage and helps speed the functional verification of integrated circuits (ICs) using industry-standard protocols. As a result, users of the Questa Verification IP library components can expect to see an improved time to market and a higher quality product.

The Veloce emulation platform fully supports the UVM. The primary advantage to companies using both the UVM/OVM and the Veloce platform is the ability to use a single transaction-based testbench for both simulation and emulation -- two technologies that are critical to the functional verification of large, complex system-on-chip (SoC) designs.

The Certe Testbench Studio tool helps verification engineers harness the power of UVM by guiding the development of testbenches and registers that are correct-by-construction. The Certe Testbench Studio tool also delivers deep insight into the testbench construction and functionality via UVM testbench visualization, multiple class relationship views, full testbench object browsers, and register management. The Certe Testbench Studio tool enables rapid creation, complete understanding, and documentation of UVM testbenches for the most complex designs.

UVM Based on OVM

UVM 1.0 gains its leverage being based on OVM 2.1.1. OVM users will discover that great attention has been paid to backward compatibility to make it easier to migrate to UVM when ready. Conversion scripts take OVM 2.1.1-based code and convert it to UVM making it easy for current OVM users to adopt UVM at their own pace.

Availability

UVM is available from Accellera at www.accellera.org. OVM users can download the UVM kit from www.uvmovmworld.org where additional help and information specific to current OVM users can help them accelerate the adoption of UVM.

 [Click here to return to Contents](#)

Oracle Announces Oracle Application Integration Architecture Release 3.1

23 February 2011

News Facts

Demonstrating its commitment to provide value, flexibility and extensive industry-specific integrations for customer success, Oracle today announced Oracle Application Integration Architecture (AIA) Release 3.1, a comprehensive update with the first releases of AIA pre-built integrations based on and certified for industry-leading Oracle Fusion Middleware 11g.

Oracle AIA Release 3.1 includes nine cross-industry Process Integration Packs (PIP), eight vertical PIPs, and two direct integrations certified for Oracle Fusion Middleware 11g.

Debuting in Oracle AIA Release 3.1 are three new PIPs including Agile PLM for Process and Oracle

CIMdata PLM Industry Summary

Process Manufacturing, as well as Health Sciences industry specific PIPs: Oracle Clinical Trial Payments and Oracle Serialization and Tracking.

Oracle AIA Release 3.1 speeds time to value of the development of loosely coupled process integrations by harnessing the combined power of predefined application integration and Oracle Fusion Middleware 11g.

With AIA Release 3.1, Oracle continues to deliver on its promise of providing a predefined architecture that helps reduce complexity, accelerating delivery of enterprise-class integration solutions, and offering pre-built integrations across all major Oracle applications, including support for newer versions of these applications.

Oracle AIA Release 3.1 -- Pre-built integration Highlights Include:

The Oracle Serialization and Tracking Integration Pack combine the product serialization and pedigree management capabilities of Oracle Pedigree and Serialization Manager with the Oracle E-Business Suite's inventory, manufacturing and order management applications. This pre-built integration includes all required business process models, thereby lowering risk and complexity and shortening implementation timeframes for mass-serialization projects.

The Oracle Design-to-Release Integration Pack for Agile Product Lifecycle Management for Process and Oracle Process Manufacturing is a pre-built, best practice integration process that is configurable and extensible to meet your unique process needs. Based upon open standards-based Service-Oriented Architecture (SOA), it is designed to enable seamless synchronization of your enterprise product record and recipes across your supply chain and extended product network. The pre-built integration accelerator supports enterprise processes that connect the PLM product record and recipes in Oracle Agile Product Lifecycle Management for Process with the Oracle E-Business Suite Process Manufacturing.

Clinical Trial Payments Integration Pack for Siebel Clinical is a partial integration utilizing SOA technology providing the first building blocks to automate the clinical trial payment process. Payment request information from Siebel Clinical is plugged into a SOA-based integration that can be utilized by any other system in the payments process. Once the payment has been made the payment details from any system can also be inserted into the integration and received back into the Siebel Clinical system so the clinical team is aware that the payment has been made.

The Oracle Value Chain Planning Integration Base Pack, which previously delivered pre-built integration from JD Edwards EnterpriseOne to Value Chain Planning and Demantra Demand Management solutions, has now been extended to include integration with PeopleSoft Enterprise Supply Chain Management to Demantra Demand Management.

Oracle Application Integration Architecture

Oracle AIA provides an open, standards-based approach for organizations to integrate cross-application business processes, leveraging a broad range of custom, Oracle or third-party applications, while providing a jump start to integration projects, reducing integration risk and lowering integration costs.

Oracle AIA Foundation Pack enables companies to standardize enterprise integration efforts around a common framework and methodology, improving development productivity, service portfolio management, and SOA governance for faster delivery of lower cost, sustainable business processes.

Supporting Quotes

CIMdata PLM Industry Summary

"Oracle Application Integration Architecture (AIA) has made a huge positive impact on our business. We could not scale the business nor provide the level of service without the seamless integration of the Oracle E-Business Suite and Oracle's Agile Product Lifecycle Management," said Michael Higgins, Senior Vice President, Advanced Innovations. "The introduction of AIA Process Integration Packs (PIPs) certified for Oracle Fusion Middleware 11g in the new Oracle AIA release 3.1 will make our lives even easier as we continue to deploy Oracle's business applications and middleware technologies as our IT platform."

"Again proving our commitment to integration cost reduction for all Oracle customers, Oracle Application Integration Architecture Release 3.1 supplies an entirely new opportunity for Oracle Fusion Middleware 11g customers to discover further value," Michael Weingartner, Vice President of Product Development at Oracle. "As we continue to innovate across the board, the core focus of Oracle AIA remains constant by enabling organizations to do more with their existing IT investments, provide business and IT agility and lower the total cost of ownership."

Supporting Resources

- [Oracle Application Integration Architecture](#)
- [Oracle Fusion Middleware 11g](#)
- [Oracle AIA Blog](#)

 [Click here to return to Contents](#)

Right Hemisphere and Digabit Partner to Deliver Integrated, Secure, Web Enabled 3D Content Solutions

23 February 2011

[Right Hemisphere](#) has joined forces with [Digabit](#), to deliver integrated 3D solutions to their joint customers.

Organizations have invested substantially in engineering design applications, business management systems, operational processes and IT systems in an effort to improve product lifecycle efficiencies. However, it is challenging to deliver accurate, relevant and up-to-date product information to the functional organizations throughout the enterprise in a timely, efficient and usable form. Right Hemisphere effectively unifies product information from appropriate information systems (CAD, PLM, MES, DAM and ERP), synchronizes it to ensure accuracy and delivers it in a role and workflow-dependent fashion to individuals throughout the enterprise. Documoto has embedded this Right Hemisphere technology within their web application, providing OEM field organizations, distributors and customers secure web access to the content, including 3D parts catalogs and easy integration with EAM/ERP for automated parts ordering.

Dan Armour, Manager of Technical Services, Joy Global, says, "I am really excited about the potential that the Right Hemisphere and Digabit partnership brings to the table. Now interactive visualizations and an intuitive delivery mechanism can come together and leverage the investment that Joy Mining Machinery has made in the area of technical communications so that we can provide our customers with astonishing value. The right information, right where they need it, easily found and understood."

"More of our customers are looking to leverage in-field product information for service procedures, part ordering applications and aftermarket sales revenues. With our technologies integrated into Documoto,

the content can be delivered to a broad base of end-users in a secure fashion. This gives our customers the scale they need to provide their information to a globally distributed audience," said Robert Merlo, Right Hemisphere's VP of Marketing.

John Skinner, CTO at Digabit, notes, "The downstream dissemination of true 3D content is the next technical evolution for asset intensive industries. Allowing the user to visually explode a 3D model, rotate the components and zoom into the finer details, ensures the correct part is ordered the first time. Our partnership with Right Hemisphere takes electronic parts catalogs to an entirely new level."

 [Click here to return to Contents](#)

Roland Introduces Advanced DWX-50 5-axis Dental Milling Machine

21 February 2011

Roland DG Corporation has expanded its line of dental milling machines with the new DWX-50, an advanced 5-axis production tool for creating high-quality dental prosthetics, including copings, crowns, full bridges and abutments using aesthetically-preferred zirconia, wax, PMMA and acrylic materials.

The DWX-50 is Roland's most advanced dental milling machine to date, a compact, affordable solution based on 20 years of the company's 3D milling technology. The DWX-50 offers dental labs new advanced features, including 5-axis milling, which enables the seamless production of complex dental prosthetics.

"Most current dental milling systems are priced well beyond the reach of many dental labs and require a dedicated production room," said Yuki Shimizu, Roland DG product manager. "Now these professionals can easily and affordably implement Roland's most advanced dental milling technology. Labs can choose from the original 3-axis DWX-30 for copings and crowns or the new 5-axis DWX-50 to create a full range of zirconia dental prosthetics, including copings, crowns, full bridges and abutments."

In addition to milling on X, Y and Z axes, the DWX-50 rotates blocks and discs of zirconia 360 degrees in clockwise and counterclockwise movements and tilts them 20 degrees toward the front and back to support undercuts. The DWX-50 features an automatic tool changer that supports up to five different sizes of milling tools for an easy three-step production process. Users simply load the milling material and secure it with the included clamps, store tools in the tool magazine, and send milling data from the PC to the DWX. The DWX-50 automatically completes the job, allowing dental lab employees to focus on other tasks.

Roland DWX-50 Features:

- 5-axes (XYZ axes and rotary axis (A and B axes)) allow users to create high quality prosthetic copings, crowns, full bridges and connecting abutments
- Materials can be rotated 360 degrees in clockwise or counterclockwise movements and 20 degrees toward the front or back
- Built-in automatic tool changer supports up to five different tools
- Secure clamps are easy to load and support zirconia discs and blocks in a wide variety of sizes
- Tool sensor automates the machine and tool set up process, saving time
- Integration with industry standard CAM software ensures a seamless production process

CIMdata PLM Industry Summary

- Multicast control allows one computer to control up to four DWX-50s for larger dental labs
- LED light illuminates the interior of the DWX-50 for clear observation
- Clear dust collection capsule and air blower capture milling materials
- Dust tray ensures easy waste disposal for a clean environment free of dust particles
- Desktop design fits small laboratory spaces and allows the DWX-50 to be relocated easily when office layouts change
- Backed by [Roland](#) reliability and world-class service and support

 [Click here to return to Contents](#)

Synopsys Announces Immediate Availability of Silicon-Proven DesignWare Data Converter IP in SMIC 65-nm LL Process Technology

22 February 2011

Synopsys, Inc. announced the immediate availability of the DesignWare™ Data Converter IP for SMIC's popular 65-nanometer (nm) Low Leakage (LL) process technology, enabling designers to improve their chips' power efficiency and ease their integration efforts. Synopsys is the first IP provider to offer a comprehensive portfolio of high-performance data converter IP solutions consisting of analog-to-digital converters (ADCs) and digital-to-analog converters (DACs) in this high density, low leakage process technology. The DesignWare Data Converter IP is targeted at battery powered broadband wireless communications (WiFi802.11n, LTE, WiMAX) and digital TV reception (CMMB, DVB) applications.

"The combination of Synopsys' silicon-proven DesignWare Data Converter IP and SMIC's low-leakage 65-nanometer process technology enables our mutual customers to meet their specific application requirements and integrate advanced functionality into their SoCs," said Chris Chi, Senior Vice President and Chief Business Officer of SMIC. "Synopsys' strong application expertise in broadband wireless communications and digital TV make them a trusted IP provider and valued partner. As SMIC's business continues to expand, we look forward to further developing our synergistic relationship with Synopsys to meet the increasing requirements of our mutual customers."

The new DesignWare Data Converter IP solutions for the SMIC 65-nm LL process consist of a comprehensive portfolio of low power, compact ADCs and DACs for broadband wireless communications, including high-speed ADCs and DACs for the receive and transmit path as well as very efficient auxiliary converters for general purpose applications, including:

10-bit 80 MSPS Dual pipeline ADC

10/8-bit 2 MSPS SAR ADC with differential 8:1 input mux

12-bit 160 MSPS Current Steering IQDAC

11-bit 20 MSPS General Purpose DAC

These IP products offer a highly flexible analog interface that simplifies the connection between the digital SoC and the RFIC or other transceivers, eliminating the need for external components. These elements help designers reduce silicon costs and significantly simplify the integration of the IP into a SoC.

CIMdata PLM Industry Summary

"By working closely with SMIC to make the DesignWare Data Converter IP available in SMIC's 65-nanometer low leakage process, we continue to provide designers with the optimized IP they need for their specific applications in their required foundry processes," said John Koeter, senior vice president of marketing for IP and Systems at Synopsys. "Achieving first-pass silicon success with our data converter IP demonstrates the robustness of Synopsys' design and verification processes as well as the scalability of the architectures, enabling designers using advanced process technologies to lower their integration risk and meet their time-to-market schedules."

Availability

The DesignWare Data Converter IP for SMIC 65-nm LL process is available now. DesignWare Data Converter IP in 180-to-40-nm is also available for a range of leading edge technology processes. For more information on DesignWare Data Converter IP, please visit:

<http://www.synopsys.com/dataconverter>



Click here to return to Contents