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Acquisitions

Mentor Graphics Acquires the Flowmaster Group to Provide a Unique Combination of CFD

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Capabilities

9 January 2012

[Mentor Graphics Corporation](#) announced that it has acquired the [Flowmaster Group](#), a global leader in 1D Computational Fluid Dynamics (CFD) simulation software for system design. 1D CFD solutions allow for very rapid engineering design of complex fluid flow network systems like water-cooled electronic racks, automotive vehicle thermal management, and aerospace fuel systems. This acquisition consolidates the position of Mentor Graphics as the first EDA company to move into the adjacent Computer-Aided Engineering (CAE) mechanical analysis space.

The Flowmaster Group is a Dutch owned, UK-based international organization with over twenty years experience providing thermo-fluid systems simulation software to the aerospace, automotive, marine, oil and gas, power generation, process, rail and water industries. Flowmaster software is used by a wide range of engineering professionals to improve complex internal fluid systems from conceptual idea to finalized design. Flowmaster provides users with greater systems insight and foresight upfront of system development cycles significantly reducing the overall timescales involved.

The combination of the CFD software products and services from Mentor Graphics and Flowmaster, both targeted at engineers, designers and analysts, is expected to provide the most comprehensive set of upfront and concurrent CFD design tools available in the market today. The terms of the transaction were not disclosed.

"We are very excited about the technical expertise and industry leading solutions that Flowmaster adds to our mechanical analysis simulation capabilities," said Erich Buerger, general Manager, Mechanical Analysis Division, Mentor Graphics. "Both companies have world-class products in their respective sectors, a loyal set of customers and employees, and share a passion for pioneering fast design tools for engineers. This unique combination of solutions will allow us to meet the reliability, cost efficiencies, and time-to-market pressures of our respective user bases throughout the world, enhancing the quest for real-time engineering design solutions for a wide range of industries. We are impressed by the strong customer base and the existing relationships. We recognize the importance of a strong stable foundation which will be the platform for future innovations."

"The acquisition by Mentor Graphics brings together two companies with market-leading pedigrees and a shared vision for design tools to provide the unique goal of real-time, 1D-3D CFD solutions and decision making" said Alan Berry, CEO of the Flowmaster Group. "Our two R&D teams and complementary industry strengths will accelerate our ability to deliver innovative simulation software technologies to our customers, thereby enhancing their product design and as a result their competitive advantage."

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Trace One and Agentrics - PLM are Merging to Create a Global Leader in Collaborative Platforms for Private Label Industry

10 January 2012

[Trace One](#), the European leader in online collaborative platforms for development of private label products and Agentrics - PLM, the [Agentrics](#) branch dedicated to support product lifecycle management, are today merging their industry offerings.

Jérôme Malavoy, Founder of Trace One and CEO of the new group, says: "The private label market is

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growing exponentially worldwide, as retailers and manufacturers are trying to remain competitive and bring out new product ranges to meet consumer demand. This merger between Agentrics-PLM and Trace One signals our dedication to provide a solution that will help the industry successfully develop these ranges both now and in the future."

"The motivation, the competence and the added expertise from the two entities will be major assets for our success and the satisfaction of our clients," added Marc Bonnamour, COO of the new Trace One - Agentrics PLM group.

The CEO of Agentrics NeoGrid, Andre Ghignatti, and the Head of PLM Business Unit, Daniel Dias, commented: "In an industry that continues to consolidate, and grow, the combination of the two companies and their existing customers will create one of the world's strongest, best-of-breed software solution providers focused on Product Lifecycle Management and, at the same time, allow Agentrics NeoGrid to become even more focused on Supply Chain and Strategic Sourcing Solutions."

"The merger of the two companies will bring much more functionalities for the existing customers of both Trace One and Agentrics. Above all, it will help speed up the development process for new products in order to offer consumers better and fresher products," added Miguel Abuhab, Founder of NeoGrid and Agentrics Chairman.

A single mission: The merger will help to accelerate the development of private label products for over 12,500 manufacturers connected to Trace One - Agentrics PLM and for 31 large retailers, by optimizing their quality and their security.

A full product offering: The Trace One and Agentrics Online PLM platforms allow clients to optimise the product design process from start to finish. From R&D to product go-to-market, sourcing, packaging design, quality and product data management.

A complete food safety solution: Trace One - Agentrics PLM will offer the most established solution to manage food safety and regulatory compliance. In an information society, consumers are pushing for more and more transparency on origins of raw materials and ingredients. A collaborative solution between retailers and manufactures is the key in today's private label business.

A unique community: With this global manufacturers' community connected to retailer platforms on a daily basis, Trace One - Agentrics PLM builds a unique collaborative resource for the retail industry worldwide. Manufacturers and retailers can use platforms to develop their products, track them and receive extended technical support, while growing their business as a whole on a global scale.

The new Trace One - Agentrics PLM group is present in 13 countries (Australia, Belgium, Brazil, China, France, Ireland, Japan, Spain, South Africa, South Korea, Sweden, UK and USA) and expanding worldwide.

About Trace One and Agentrics PLM

Founded in 2000, Trace One is a European leader in cloud collaborative platforms for retailers and manufacturers in the CPG (Consumer Packaged Goods) sector.

Agentrics was created in 2005 from the merger of Worldwide Retail Exchange (WWRE) and GlobalNetXchange (GNX), two enterprises created on the initiative of retail enterprises for developing the efficiency of commercial practices. In September 2008, Agentrics was acquired by NeoGrid, one of Brazil's leading SaaS-based supply chain management businesses.

The new group is composed of 250 employees in 13 countries worldwide.

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Trimble Acquires Plancal in Switzerland to Expand its Global Presence in the MEP Market

12 January 2012

Trimble announced that it has acquired privately-held Plancal of Horgen, Switzerland, a leading 3D CAD/CAE and ERP software provider for the mechanical, electrical, and plumbing (MEP) and heating, ventilation and air conditioning (HVAC) industries in western Europe. The acquisition of Plancal broadens Trimble's BIM to Field solutions for MEP and HVAC contractors to automate project estimating and management, modeling, detailing, layout and construction. Financial terms were not disclosed.

Building Information Modeling (BIM) is a process being rapidly adopted by the world's construction, engineering, and architectural communities to produce, communicate and analyze building models. Trimble's BIM focus is on the deployment of integrated solutions for the contracting community, with enhanced use further in the construction process including BIM to Field. Trimble's BIM to Field vision extends the design data created in the office down to field level systems for precise delivery of design and construction elements. The result is a more efficient and accurate project, enabled through the collaboration of the project's trade groups, and interconnected through the use of office and field tools.

The integration of Plancal's software solutions with Trimble's building construction estimating, project management and BIM to Field solutions will enable a compelling set of dedicated MEP workflows and productivity solutions for contractors.

Plancal's software products include NOVA and SNAP/GO. NOVA is a 3D CAD/CAE software solution which integrates design, drawing and engineering calculation/analysis through a proprietary CAD-core. SNAP/GO is an ERP application which includes a wide range of solutions for tenders, scheduling, costs, invoicing, employee and salary administration as well as accounts receivable management.

"With the addition of Plancal, Trimble continues to reinforce its goal of providing a complete portfolio of building construction solutions while strengthening our commitment to meet the unique needs of the European MEP market. Plancal's strength lies in its ability to offer localized construction software applications and provide users with intuitive work processes for optimal efficiency and productivity in the office," said Chris Gibson, vice president of Trimble. "Plancal also provides Trimble an expanded channel in Europe to offer its MEP field layout and project lifecycle management solutions."

"Plancal provides a core competency in CAD/CAE and ERP software to augment Trimble's portfolio of solutions for the European HVAC, mechanical and plumbing contractor," said Dominik Rüedi, CEO of Plancal. "The acquisition reinforces our best-in-class technologies and provides us access to Trimble's resources to offer our solutions on a more global basis. Together with Trimble we will continue to develop enhanced BIM solutions to enable better collaboration between our customers and their clients."

The Plancal business will be reported as part of Trimble's Engineering and Construction segment.

About Plancal

Founded in 1980, Plancal of Horgen, Switzerland, develops and markets software solutions for the Mechanical and HVAC trades. The solutions are tailored to meet the industry- and country-specific standards and practices as well as the workflow methods of engineers, designers and installers.

Plancal has development sites in Bonn, Germany and Horgen, Switzerland as well as regional sales and

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service organizations in Switzerland (Plancal AG in Horgen near Zurich and Plancal SA, Le Mont-sur-Lausanne), in Germany (Plancal GmbH, Bonn with sales and support offices in Munich, Stuttgart, Berlin, Hamburg), in Austria (Plancal GmbH, Amstetten) and in France (Plancal SARL, Lyon).

For more information, visit: <http://www.plancal.com> or <http://www.plancal.ch>

About Trimble's Building Construction Business

Trimble's Building Construction Division is an innovator of productivity solutions for the building construction contractor. Trimble's solutions target site prep, general, concrete, mechanical, electrical, and plumbing contractors on large and small commercial, industrial and residential jobsites. Trimble is focused on delivering solutions that tightly link office based process and information with the field crew—including taking Building Information Modeling (BIM) and other design data to the field for highly accurate positioning and layout of foundations and mechanical, electrical, and plumbing systems. Trimble solutions provide a high-level of process and workflow integration from the design phase through to the finished project—delivering significant improvements in productivity throughout the building construction lifecycle.

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CIMdata News

CIMdata Announces Dates for PLM Road Map™ 2012; Annual PLM Conference Set for October 2 & 3

10 January 2012

CIMdata, Inc., the leading global PLM consulting and research firm announces that its conference PLM Road Map™ 2012 will take place on October 2 & 3. The event will be held at The Inn at St. John's, Plymouth, Michigan, which is located just outside Detroit. Now in its nineteenth year of operation, this event brings together leading industry experts from CIMdata, key industry players, and front-line implementation experts who will explore the progress, opportunities, and road blocks end users are confronting. Presentations will cover topics on simulation and analysis, PLM, success stories from leading end users, digital manufacturing, mechatronics, and ways to optimize processes for the extended enterprise and across the full product lifecycle.

For more information and updates on PLM Road Map™ 2012 visit http://www.cpd-associates.com/index.cfm?content=include_conference12.cfm or contact Cheryl Peck at 800-573-4756 or by e-mail at c.peck@cimdata.com.

About PLM Road Map™ 2012

PLM Road Map™ 2012 is a strategic conference focused on the critical tradeoffs that shape product development. Explore first hand the progress, opportunities, and road blocks leading-edge end-users are confronting. Presentations will cover simulation-based design, embedding simulation across the entire product lifecycle, mechatronics, transforming PLM into a dynamic infrastructure for business decisions, optimizing processes for the extended enterprise across the full product lifecycle, critical issues in simulation, success stories from leading end users, transforming engineering processes, and more.

About CIMdata

CIMdata, a leading independent worldwide firm, provides strategic management consulting to maximize

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an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding in 1983, 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 www.CIMdata.com, follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, 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.

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Siemens PLM Software Leverages Crowd Sourcing to Promote Solid Edge and JT (CIMdata Commentary)

12 January 2012

On October 24, 2011, Siemens PLM Software (Siemens PLM) announced a partnership with Local Motors, an American car company employing a distinctive, collaborative approach of crowd sourcing to vehicle design(1). While Local Motors calls their design methodology co-creation, it is known more broadly as community-based design. The approach leverages a global, open, design community that contributes to the definition and design of an automobile. On November 11, Siemens PLM followed with a second announcement that they will offer all contributors to the Local Motors' automotive product designs a new, exclusive streamlined version of Solid Edge software for a monthly subscription fee of \$19.95 beginning January 1, 2012. Siemens PLM indicated that Local Motors would establish a limited number of these subscriptions using a trial version before the start date.

In discussions with CIMdata, Siemens PLM noted their in-depth talks with the leaders at Local Motors, where they jointly defined the list of CAD modeling functions that contributors would need. Siemens PLM then packaged that subset of the full professional version of Solid Edge, naming it Solid Edge Design1. The solution combines the necessary 3D part modeling with synchronous technology and core assembly modeling functions using a dedicated file format specific to Design1, in a move similar to CAD applications packaged for education. In the Local Motors' design environment, collaboration between engineers who model using Design1 and those using other modeling applications will be done using JT, Siemens PLM's visualization technology. Local Motors provides contributors a no-cost, browser-based and browser-independent, 3D viewing experience based on JT.

Design1 can open any commercial Solid Edge file as well as other proprietary CAD formats. Once a model is filed in Design1, however, it is constrained to use within Design1. Design1 also has the ability to open and save industry standard formats including JT, STEP, IGES, and Parasolid. This flexibility allows Design1 users to download and incorporate any of the numerous standard 3D part files available on the web, while concentrating the use of Design1 in the Local Motors environment—as well as possibly accessing other packaged solutions in the future. The power of synchronous technology will let

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users of Design1 modify and integrate imported data as needed.

Key to Siemens PLM's involvement in this new product design approach will be the acceptance of Design1's user interface by the wide range of global users involved in Local Motors' product development. Siemens PLM has long positioned professional Solid Edge as a leading mainstream CAD modeling product by highlighting its ease of use. Design1 makes the same user interface available to both professional and amateur car designers around the world. Designers not already familiar with the Solid Edge interface will no doubt weigh in publically on its usefulness and intuitive interface.

Local Motors' Co-Creation

Local Motors allows any interested individual to join its design community. All participate in and contribute to the design and development of a new vehicle; additionally, many can and will monitor designs and competitions as they evolve. The community can view, analyze, and comment on other designers' 3D models from within one browser window. While all CAD formats will be accepted and downloadable from the Local Motors website in their native format, it is expected that most major CAD formats will be converted into the standard IGES format and the Solid Edge format for download. As Local Motors goes forward with the Solid Edge Design1 implementation, they will convert CAD models to the JT format and display them on the Local Motors website.

The company produced its first vehicle—the Rally Fighter, an off-road desert racer with on-street chops—using this crowd-sourcing approach, and was recognized in Popular Science, Wired, and Popular Mechanics magazines.



*Local Motor's Rally Fighter—A SolidWorks Assembly Imported Into Solid Edge Design1 for Editing Using Synchronous Technology
(Courtesy of Siemens PLM Software)*

One of the first results of its partnership with Siemens PLM will be seen with the Local Motors' Open Electric Vehicle project, created to design a reusable open source chassis that can be included in electric vehicle creation. Local Motors also plans to build micro-factories, breaking ground with advanced small-volume manufacturing, in regions where demand is highest. The vehicles will be built and sold from the micro-factories on a just-in-time basis. With this approach, designers can actually participate in the construction of the car. Local Motors believes both the products and process are sustainable. They market their company and process stating, "The development and manufacturing process dramatically reduces waste while maintaining the flexibility to incorporate new, efficient technologies as they emerge."

Positioning Solid Edge Design1

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The Siemens PLM team positions Solid Edge Design1 midway between free or very low-end design modeling software with admittedly limited capability, and the more expensive, full-featured design applications, such as professional Solid Edge. Acknowledging that automotive and design enthusiasts who contribute to Local Motors' product designs require a level of real-world, accurate modeling tools, Siemens PLM has packaged what they (and Local Motors) believe to be the appropriate subset of capabilities. In comparison with competing free solutions, Design1 offers precision solid modeling with unlimited model size, and provides both read and write capabilities of standard formats including JT.

One of the challenges Siemens PLM will face with the Design1 solution is the potential for its end users to call for added functionality. Siemens PLM will need to maintain the solution as a true subset of professional Solid Edge in order to avoid eroding sales while keeping Design1 users happy and productive.

Crowd Sourcing and the Future of Design

Local Motors presents a somewhat unique situation in that there are numerous car enthusiasts worldwide who are eager to participate in the design of a new vehicle. However, the application of crowd sourcing as a viable business model across most design products remains questionable. A simple web search on crowd sourcing will identify extensive concerns with its reliability in business, especially if a company is under time pressure in delivering a product. In addition, the expected demands for compensation from the contributors will likely complicate its practical use. Still, crowd sourcing remains an intriguing approach for generating new ideas and new design solutions. Managing the crowd may be the most important aspect in the future, leading to crowd control and sourcing as the next iteration of the concept.

(1) *For more information on Local Motors, see <http://www.local-motors.com/>.*

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-practice methods on PLM. CIMdata also offers research, subscription services, publications, and education through international conferences. To learn more about CIMdata's services, visit our website at www.CIMdata.com, follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, 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.

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Company News

CD-adapco Welcomes Sector Manager for Electric Machines

11 January 2012

CD-adapco is growing considerably in the field of electric machine design and from February this growth will be significantly augmented as Markus Anders joins CD-adapco.

MACCON's Managing Director, Ted Hopper commented on Markus Anders' new position with CD-adapco, "After many exciting years of realizing advanced motor projects and selling and supporting SPEED motor design software with MACCON, Markus Anders has chosen to take on another career challenge. He leaves our organization at the end of January 2012. However, Markus will not be lost to

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the SPEED community. He is about to play an even more important role. As of February, he will join CD-adapco as a global product manager for electric motor design tools. As such, he will continue to support us and our customers as well as all other SPEED distributors world-wide," said Hopper.

He continued, "At MACCON, the motor team, Christoph Stuckmann and Hans Kott, will take over the technical support of our motor design software customers, both existing and potential. An additional person will be appointed to run our software sales activities, who will be the first point of call for customers both technically and commercially. We thank Markus for his great efforts in the name of MACCON and wish both him and us successful co-operation in the future to the benefit of all SPEED players."

Scott Del Porte, Senior Vice President of New Business Development at CD-adapco, also commented on Anders' new role with CD-adapco, "We are very excited to have Markus join our team. Appointing Markus to this new role demonstrates our commitment to the industry and furthers our mission to be at the forefront of electric machine design."

In the future, a detailed 3D electromagnetic solver will become part of STAR-CCM+ with the ultimate aim to further strengthen the simulation tool and provide more solutions to CD-adapco's clients. Electric machine design is a very important focus for CD-adapco and their ongoing developments in this arena mark a significant commitment from them in the electromagnetic field.

Markus Anders will be at the upcoming [SPEED Workshop](#), March 19-21, 2012 in Amsterdam, Netherlands. The workshop will cover an introduction to SPEED for new users, training on the latest version of SPEED for new and existing users, an in-depth review of new SPEED features, and industrial presentations on Electrification. More details can be found here: http://www.cd-adapco.com/minisites/global12/workshop_SPEED.html



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Delcam Launches New Web Site for FeatureCAM Feature-Based CAM System

10 January 2012

Delcam has launched a new web site for its FeatureCAM feature-based CAM system – <http://www.featurecam.com>. The site includes video testimonials from some of the thousands of customers that have chosen FeatureCAM for their programming, including subcontractors and OEM manufacturers from the aerospace, automotive, energy, motorsport and toolmaking industries.

Other pages on the site show how FeatureCAM users can program their machine tools in the shortest possible time and achieve consistently reliable results thanks to the software's combination of feature-based and knowledge-based technologies. The site offers the opportunity to download a free evaluation copy of the software so that companies can try FeatureCAM's unique approach to programming for themselves.

The new website features a modern, easy-to-navigate interface to allow visitors to find information relevant to their industry and machining application. This new style follows the format of new websites being introduced for Delcam's other manufacturing software.

It also includes links to Delcam's international reseller network so that visitors can contact their local

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representative for further information. Links are also included to many of Delcam's technology partners that use FeatureCAM, including machine tool builders and cutting tool suppliers.

Visitors to the site can also see video demonstrations of key improvements to the latest version of the software, FeatureCAM 2012, to enable faster and easier programming, and generate more efficient toolpaths to give greater machine productivity. Enhancements include greater use of keyboard shortcuts, easier toolpath editing, new strategies such as back boring and spiral roughing, increased use of stock models, and the ability to have a negative leave allowance (such as a fitting allowance) for turning or wire EDM.

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Kevin Gilroy to Lead Channel Business at SAP

11 January 2012

[SAP AG](#) has appointed Kevin Gilroy to lead Global Indirect Channels. Reporting directly to Eric Duffaut, president of Global Ecosystem & Channels, Gilroy is tasked with accelerating global indirect revenue through key SAP partners and developing new business opportunities by extending both the SAP channel partner ecosystem and alternate channels.

[Gilroy joined SAP in January 2010](#) as vice president responsible for leading the channel and business development functions within the small and midsize business organization in North America. Prior to joining the company, he was president of the Enterprise Computing Solutions division of Arrow Electronics, where one function of his responsibilities included the launch of a small and midsize business division. Gilroy also served as president and CEO of OnForce, an online marketplace for buyers and sellers of IT services. He spent 24 years of his professional career at HP, where he held various positions, including senior vice president of HP's worldwide small and medium business segment.

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Lawrence Tech Students Develop Winning Designs Using Dassault Systèmes' CATIA

9 January 2012

Dassault Systèmes announced that Lawrence Technological University (LTU) Transportation Design students have created designs with the company's CATIA design authoring solution. Student Colin Bonathan won first place from the Wheels Task Force of the Steel Market Development Institute for his unique steel wheel design developed and analyzed using CATIA and its finite element analysis capabilities. Bonathan's design is on display during the North American International Auto Show in the Lawrence Tech booth.

The LTU booth will also feature Dassault Systèmes' new CATIA Natural Sketch solution, a breakthrough 3D sketching experience that joins together the intuitiveness of creative 2D painting gestures with the power of accurate, realistic 3D modeling. For most designers, sketching is the medium of choice to express their ideas. By making sketching in 3D as intuitive as sketching on paper, CATIA Natural Sketch removes barriers towards 3D creation.

3D sketching was recently introduced to the LTU transportation design students and freshman Greg

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VanderVoord commented, “We all found CATIA Natural Sketch to be innovative, easy to use and a lot more efficient than the tools being used today. It is awesome to see your 2D sketch transformed into 3D surfaces right before your eyes.”

Keith Nagara, director of Lawrence Tech’s Transportation Design program, said, “Our program offers an environment that cultivates innovation where students quickly recognize the value that new design tools can offer. With CATIA Natural Sketch, the students readily embraced the solution, influencing the instructors on how valuable a tool it is.”

The Lawrence Tech Transportation Design program was initiated in 2007 at the request of automotive industry OEMs who were seeking designers with more technical aptitude. Each class is assigned a vehicle project for the year, which is then championed by an executive designer from each of the sponsoring companies.

CATIA was established as LTU’s premiere design authoring tool with the freshman class of 2010-11.

“We are honored to be a key partner in LTU’s design program,” said Phil Borchard, CATIA Shape and Styling specialist, Dassault Systèmes. “Use of CATIA in its program not only provides students with expanded creative capability, but also delivers the technical skills students will need to make the transition from academia to the private sector, helping them secure employment.”

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Mentor Graphics Appoints Three New Executives

12 January 2012

Mentor Graphics Corporation announced the appointment of three executives. John Lenyo has become vice president and general manager of the company’s Design Verification Technology Division; Joseph Reinhart has been appointed vice president of Corporate Development and Investor Relations; and Richard Trebing has been named corporate controller and Chief Accounting Officer.

John Lenyo was previously general manager of the Design Verification Technology Division. He has an extensive background in the electronics and semiconductor industries. After holding positions at IBM, Sun Microsystems, and Synopsys, Lenyo joined Mentor in 1999 as marketing director of functional verification technologies, and became general manager of his division in 2008. He has a BSEE from Rutgers University and an MBA from Harvard Business School.

Joseph Reinhart joined Mentor Graphics in 2008 as director of investor relations and corporate development. Previously he was vice president and corporate secretary at Electro Scientific Industries (ESI), responsible for investor relations, external business development and legal affairs. Prior to ESI, Reinhart held positions at Mechanical Technology, Norstar Venture Capital and C.L. King & Associates. He holds a Bachelor of Science from the State University of New York.

Richard Trebing joined Mentor Graphics in 1989 and has held various positions in finance and accounting, most recently as the company’s senior director of finance. Prior to his tenure at Mentor Graphics, Trebing served as financial planning and analysis manager at OECO Corporation, and production planning manager and financial analyst at Spectra Physics Corporation. Trebing holds a Bachelor of Science from Ohio State University and an MBA from University of Oregon.

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PROSTEP and Geometric Partner to Provide First Line of Technical Support on PROSTEP's Products for Customers in Asia Pacific

10 January 2012

Geometric Limited and PROSTEP AG have entered into a strategic partnership to better support PROSTEP's customers in the Asia Pacific region. PROSTEP has partnered with Geometric as an exclusive provider of first line of technical support on their OpenDXM suite of products in this region.

The OpenDXM GlobalX data exchange platform enables the secure, stable and easy exchange of all data via the Internet. OpenDXM GlobalX offers a highly secure encryption concept and has been optimized for the stable transfer of large data volumes. Geometric brings with it years of experience in providing specialized services to the engineering and manufacturing industry for product realization and established local presence in this region.

"With Geometric's expertise in providing technical and application support and strong presence in the key regions our customers will definitely benefit from the availability of expert support services in their own or close time zones. Our partnership with Geometric is a step towards our commitment to the Asia Pacific region." said Udo Hering, PROSTEP's Vice President of Customer Support.

"PROSTEP has been a prominent player in the engineering data exchange domain with an established customer base in Europe and we are very happy to partner with PROSTEP in helping establish their products in Asia Pacific by extending our expertise to their customers", said Lokendra Panwar, Business Head for Application Management Services at Geometric.

Both companies are keen to help customers succeed in their engineering requirements through the combination of strong products supported by aligned support delivery to get the best out of the products' capabilities for the users.

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QMS Delivers a Record Breaking Year in 2011 - Quality Management Solutions, Inc. (QMS), Also Became the Leading Implementation Partner for SAP QM Worldwide

13 January 2012

Mike Krug, founder of Quality Management Solutions, Inc. ([QMS](#)), "I congratulate our QMS Team and thank our Customers for this record breaking year, 2011. We attribute our rapid growth and success to the high caliber of individuals joining the QMS family and our SAP solutions. Additionally we see a growth opportunity with the upswing in the SAP manufacturing market sector. Our customers are forecasting additional growth and modernization of their manufacturing systems and processes in 2012, and to meet demand we will grow our manufacturing practice, while continuing to keep a core focus on SAP Quality."

Carl Dunlap, founder of Quality Management Solutions, Inc. (QMS) "We became the leading implementation partner for SAP QM Worldwide in 2011. Quality Management Solutions, Inc. (QMS) ranks among the best SAP consulting services providers today. We have a fantastic reputation for delivering successful solutions to companies of all sizes. Due to our successes over the past few years, and the rapid growth we are experiencing, QMS is increasing its projections for 2012 and planning on additional expansion and hiring. The drivers are manufacturing businesses with a real need to improve quality systems and time to profit in inventory management, materials management and warehouse management applications, as well as PLM."

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About: Quality Management Solutions, Inc.

(QMS): QMS is a quality expert in SAP, with decades of combined industry and business experience. QMS is dedicated to developing advanced solutions for SAP manufacturing environments and bringing those results to their customers in affordable and innovative ways.

QMS has worked extensively with companies in the Life Science Industry, Medical Devices and Scientific Instruments, Biotechnology and Biopharmaceuticals and Pharmaceutical and Manufacturing. QMS also works with Food, CPG, and Chemical companies as well as Automotive and Equipment manufacturers. They have used this industry experience to develop their “Solution Set” offering of “Best Practices” for the implementation of SAP.

For customers interested in learning more about QMS and SAP products or for more information, please visit <http://www.qmsinc.com> or call their North American Operations Center- 800.645.6430

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Sescoi Appoints a New Head of Operations for India

12 January 2012

To further boost the success of its [WorkNC CAD/CAM](#) software and [WorkPLAN ERP](#) and job management solutions in India, SESCOI has recruited a new head of operations for the country.

Frederic Benoliel is a French national and holds an international law doctorate from the University of Montpellier, France. He was based in Asia for nearly 30 years (Japan, Indonesia, Vietnam), and has held a number of senior level positions at companies such as Rhone-Poulenc, Rhone Merieux and Biomerieux. More recently he was Director of International Relations for the CNRS (National Center for Scientific Research) in France.

He speaks several languages and is an expert on Asian cultures, and has been a counsellor on international strategy with the French Foreign Trade Ministry since 1986, receiving several decorations and distinctions for his work.

The new appointment will enable SESCOI to build on its achievements in the subcontinent, where it has a close relationship with the Indian Machine Tool Manufacturers Association and TAGMA, the Tool & Gauge Manufacturer’s Association of India. Their joint aim is to promote learning and expertise amongst Indian engineers through a series of highly popular road shows across the country and the IMTMA’s Digital Factory in Bangalore.

SESCOI is also collaborating with the SolidWorks channel in India, enabling users of the CAD system to take advantage of the advanced automated CNC programming available in WorkNC and the improvements in administrative efficiency, production flow, cost reduction and the accuracy of quotations possible with the WorkPLAN suite of software.

Major companies within the country use WorkNC, including Bharat Forge, the second largest forging company in the world, and part of the \$1.2 billion Kalyani Group; and Sermo ARRK India, part of the €1.8 billion ARRK Group; as well as smaller mold making companies such as ALPS, which demonstrated the quality and speed of machining that it achieves with WorkNC at a joint seminar with Agie Charmilles at its Technical Centre in Bangalore.

Frederic Benoliel says, “SESCOI has already built some very valuable relationships in India and has some highly prestigious clients. There is a fantastic opportunity to expand the use of the software across the

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country, which has one of the fastest growing economies in the world and which is hungry for the implementation of advanced technology.”

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Surfware Announces Top Resellers of 2011

10 January 2012

Surfware, Inc. announced the top SURFCAM Resellers of 2011 for each of the following sales regions: North America, Europe, Asia/Pacific and Latin America.

The top reseller in North America for 2011 is 'CAMcad Technologies' in Winter Springs, Florida. The top reseller in Europe for 2011 is '3D Concepts' in Empfingen, Germany. The top reseller in Asia/Pacific for 2011 is 'DataDesign' in Nagoya, Japan. The top reseller in Latin America is 'Intelligent Choices' in Buenos Aires, Argentina.

"Surfware Inc. would like to recognize the hard work, dedication, expertise and outstanding customer service of our top Resellers for 2011. Our Reseller network grew in both sales and size throughout 2011 with these four Resellers having risen to the top in terms of overall sales performance," says Matt Soucy, Surfware Reseller Sales Channel Manager. "Each of these top SURFCAM Resellers provide a 'best in class CAD/CAM Software customer experience' and it shows in their performance each and every year. The entire Surfware team would like to congratulate these 4 outstanding SURFCAM resellers for 2011!"

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Winners of Dassault Systèmes-Sponsored Interactive Design Competition to be Announced at Detroit Auto Show

9 January 2012

Dassault Systèmes announced that the winners of the Car Design News-General Motors (CDN-GM) interactive car design competition, co-sponsored by Dassault Systèmes, will be unveiled on Tuesday, Jan. 10 at 4:00 p.m. at the Cadillac stand in the General Motors exhibit, at the North American International Auto Show (NAIAS). Split into two segments – interior and exterior for each of the GM brands -- eight winners will result from the 25 finalists. Each of the winners will have their work displayed at the 2012 NAIAS, and will receive a paid internship with GM, as well as an iPad 2.

The competition is unique in that it relies upon social community and collaboration to enhance original ideas. After submitting their designs, students received feedback from judges, mentors, fellow entrants and observers that helped them to refine and improve their designs as many times as they wanted, up until the final entry date. Automotive industry design leaders from each of the GM brand design teams, as well as from the competition sponsors Dassault Systèmes, Faurecia and SRG Global acted as mentors.

Anne Asensio, vice president, Design Experience at Dassault Systèmes, who served as a CDN-GM competition judge, said, “We believe that collaboration is key to developing innovative initiatives in the design field. We want participants to rethink the experience of vehicle design in regard to Web-based and digital technologies. Communication barriers are removed to enable a new level of creative input. Plus, new talent from otherwise lesser known design schools can be discovered.”

Competition mentor Drè Clemons, CATIA Industrial Design, Dassault Systèmes commented, “It has

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been exciting to sponsor and participate in this competition, which we see as an excellent way to invest and promote design education, especially in the face of recent educational cutbacks. These students have had the opportunity to receive input from leading industry professionals, helping to evolve their skill sets to a higher level. And, with the role of CATIA in the design of today's vehicles, supporting a program such as this is a perfect fit for us."

For background on this competition and a list of the finalist names, visit <http://www.cardesigncontest.com> for details and to register.

Educators and students interested in the Dassault Systèmes software solutions can visit <http://www.academy.3ds.com> where products and support are offered at special academic pricing.

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Workpiece Programmed with hyperMILL® Wins Gold Medal

11 January 2012

A "latticework ball" programmed with hyperMILL® won the gold medal at the Mori Seiki "Cutting Dream Contest 2011" in the Design/Prototyping category. The workpiece was submitted by the Japanese firm INABA ENGINEER.

The programming of this intricate latticework ball required know-how and experience on the part of the INABA employees, as well as a flexible CAM system for efficiently solving the complex programming challenge. The company has hyperMILL®, software that offers a broad range of 2D, 3D, HSC, 5axis and mill/turn strategies for the reliable and flexible programming of complex parts. Innovative technologies that require automated programming enable the exploration of alternative machining approaches. The outstanding 5axis strategies for simultaneous machining came in particularly handy in the creation of the latticework ball. Fully automated collision checking and avoidance ensured exemplary and reliable 5axis machining in which the tool, holder and clamps were included in the collision check. The latticework ball was machined on a DMU 40 monoBLOCK.

The Mori Seiki Cutting Dream Contest took place this year for the eighth time. The jury was again staffed with high-ranking professors from various departments at Japanese universities. The competition enjoys a very high reputation in Japan, and the award is a major honour to the winner. INABA ENGINEER representatives accepted the gold medal for their latticework ball at the Mori Seiki Open House on November 17.

"We congratulate INABA ENGINEER for this victory", said Akira Sugai, Managing Director at OPEN MIND Technologies in Japan, "and we are very proud that hyperMILL® was able for the third time to help a company bring home the gold in this competition."

Additional information is available upon request or from our website at <http://www.openmind-tech.com>.

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Events News

Apparel Magazine's Tech Conference West Set for March 21 in L.A.

10 January 2012

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Tech Conference West, produced by [Apparel Magazine](#), will be held Wednesday, March 21 at the Fashion Institute of Design & Merchandising's (FIDM) L.A. campus.

Complimentary registration is available to qualified apparel retailers, brands and manufacturers at <http://apparel.edgl.com/2012-apparel-tech-conference-west>.

The full-day event is designed to help executives strengthen their firm's strategic direction, technology roadmap and overall competitiveness. Included are up to a dozen expert-led educational sessions focused on design, PLM, ERP, all-channel retail, supply chain management, information technology, mobility and more, as well an exhibit area where attendees can meet one-on-one with leading technology solution providers.

Two keynotes will be presented. Peter Leech, partner, The Partnering Group, and former CMO, Onlineshoes.com, will speak on "**Why e-Commerce Has Reached A New Tipping Point for Apparel**," addressing such key issues as:

The collapse of traditional media in favor of digital/social communication for apparel;

Why fashion IS social media -- increased consumer input into design via social applications;

The rapid rise of mobile phones and price transparency;

Cannibalization of in-store sales and the trend to small footprint/web front stores; and

Product customization via e-commerce -- is it time to jump in?

Ilse Metchek, president, California Fashion Association (CFA), will present "**California's Fashion Industry: State of the Union.**" Metchek will provide an executive summary of critical and current 'hot button' topics affecting the industry in 2012 and going forward, including:

California's apparel industry by the numbers

Current retail patterns

The impact of globalization

The long arm of legislation

California's future in fashion manufacturing and more.

To date, technology sessions will be presented by platinum sponsor, Simparel, and gold sponsors, GCS, Gerber Technology and Lawson.

Registration is complimentary for qualified apparel brands, manufacturers and retailers only. Visit apparelmag.com to register. For questions and/or to register by phone, contact Dita Alexandrakis at 973-607-1347 or DAlexandrakis@edgellmail.com. Solution, technology and service providers interested in sponsoring should contact snichols@apparelmag.com.

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Delcam to Launch New Dental Milling Software at Chicago Meetings

13 January 2012

[Delcam](#) will launch the 2012 version of its DentMILL computer-aided machining software for dental restorations at two events in Chicago next month, the Cal-Lab Annual Meeting at the Westin Hotel on 23rd February and Lab Day Chicago at the Sheraton Hotel on 24th and 25th February. Highlights of the

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new release include an easier-to-use interface, closer integration with the DentCAD design software and Delcam's OrderManager software to give a faster and more efficient workflow, more efficient nesting to allow improved material usage, and new strategies offering smoother machining and better surface finish.

DentMILL makes it easy for technicians with minimal experience of computer-aided manufacturing to produce restorations using the latest machining technology. It is based on Delcam's PowerMILL CAM system. This allows the software to offer a far wider range of proven machining strategies than is available in other dental CAM programs.

This range of strategies allows all types of dental restoration to be produced rapidly and accurately. In particular, the availability of advanced five-axis machining options helps to reduce material wastage, minimise hand finishing operations by removing undercut regions, and give more flexibility when machining crowns and bridges.

DentMILL is part of Delcam's complete, closely-integrated dental solution, which covers every stage from accurately capturing the implant position and orientation, through to the high-precision, multi-axis milling of restorations, with a management system to track every stage of the process. Even though Delcam is the only company able to offer such a complete solution, the company remains committed to its drive to replace "closed" manufacturing methods, in which the user is restricted to the use of a limited range of equipment and materials, with "open" systems, in which manufacturers can combine their own choice of equipment and software, and then use a broad variety of materials. Thus, DentMILL can take models from most dental design systems and generate toolpaths for a range of machine tools.

The most obvious change to DentMILL is improved integration into the DentCAD workflow, including the introduction of a new user interface that replicates the easy-to-use style introduced in the 2010 version of DentCAD. This features a reduced number of toolbars to allow the maximum screen space for toolpath generation and simulation, together with bolder and clearer icons. The new interface has been designed in association with dental laboratories and milling centres to ensure that technicians with limited experience of computer-aided machining will find the software easy to learn and to use.

Material use has been made more efficient with improved and more flexible nesting tools to position the various restorations within the block. In particular, the ability to apply part-to-part pinning has been added, rather than having to use separate sintering pins for each restoration. This increases the number of parts that can be positioned within the block so improving material utilisation.

Background processing in DentMILL allows toolpath calculations to be started on the first items added to the block, while the remaining restorations are still being positioned. This approach reduces the overall calculation times significantly.

DentMILL has also benefited from enhancements to the latest version of PowerMILL. These include a number of new strategies that offer smoother machining to give the best possible surface finish.

Closer integration has also been added between DentMILL and Delcam's OrderManager workflow management software so that the system is updated automatically with manufacturing data as it is generated. The additional automation makes it easier to use the system to manage all the manufacturing steps through to eventual dispatch, and to maintain a 'real-time' view of the centre's total order status. Delcam's OrderManager can be used with the full variety of manufacturing methods as it can easily be tailored to manage any milling centre's individual process steps.

As well as incorporating a high degree of automation, the system has been designed to be extremely

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easy to use for staff at both the laboratory and the milling centre, thus minimising administration time whilst maximising feedback. All stages of each transaction are logged, providing complete traceability for every order.

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Delcam to Show New Releases at WESTEC

12 January 2012

Delcam will demonstrate the latest developments in its CAD/CAM products on **Booth #2812** at WESTEC at the Los Angeles Convention Center from 27th to 29th March. The range of enhancements enables faster and easier programming for CNC machining and produces more efficient tool paths to give greater machine productivity.

The most important enhancement in PowerMILL 2012, Delcam's system for high-speed and five-axis machining is Flowline Machining. This dedicated strategy for high-speed machining divides the toolpath between a pair of drive curves in a constant number of passes, rather than having a varying number of passes with a constant stepover. This approach gives fewer sudden changes of direction and so produces a superior part surface finish, with less wear on the cutter and the machine tool.

FeatureCAM 2012, the latest release of the leading feature-based CAM system, includes a range of enhancements for quick and accurate CAM programming for production machining on lathes, mills and mill-turn machines. Two new strategies are – back boring and spiral roughing. Back boring allows more parts to be completed in a single set-up, with larger bores able to be produced on the reverse side of the part. Spiral roughing can be used instead of Z-level roughing. It uses a single continuous toolpath instead of a series of levels giving a smoother finish with no dwell marks.

Major highlights of PartMaker 2012 include a new module for the simulation of vertical and horizontal machining centers, improved simulation for the latest breed of multi-axis, turn-mill and Swiss-lathe machine architectures, more powerful surface machining strategies, and improved program visualization, as well as a host of additional productivity enhancements.

The 2012 version of Delcam for SolidWorks, the SolidWorks Certified Gold Partner product for CAM programming within the SolidWorks environment, includes programming of wire EDM for the first time, alongside the comprehensive options for the programming of turning, mill-turn, drilling and two-through five-axis milling.

Last but not least, the major change to the 2012 release of Delcam's PowerSHAPE CAD system is a range of direct modeling options. Unlike other programs that have incorporated direct modeling as part of a product design system, the PowerSHAPE options are focused on design for manufacture, in particular on preparing product designs for the development of molds and other types of tooling.

The new functionality will enable tooling designers to tackle all the common problems that they find in product designs, such as insufficient draft or inappropriate fillet sizes. Direct modeling is faster to use than surface modeling and so can shorten the overall time needed to produce tooling designs. Together with the extensive data translation and data repair options already available in PowerSHAPE, the addition of direct modeling gives a unique range of capabilities to programmers and designers.

To find out more, please visit <http://www.delcam.tv/lz>

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Delcam to Show Latest CAD/CAM to Tyre Manufacturers at Tire Technology

12 January 2012

Delcam will show how its CAD/CAM software can help manufacturers to design and machine tyre moulds more efficiently and faster than ever before at the Tire Technology Expo in Cologne, Germany, from 14th to 16th February. By reducing design and manufacturing times whilst guaranteeing the highest levels of quality, Delcam's tyre solutions enable customers to speed the introduction of new tyre designs and to minimise costs.

Built on over thirty years of experience serving manufacturing industries, Delcam's powerful CAD software, PowerSHAPE Pro provides a vast array of tools to assist in the design of components for the tyre mould industry. Dedicated routines exist for the design of moulds and casting models from data imported from any product design software.

For the repair or remanufacture of older tooling where CAD data does not exist, PowerSHAPE Pro's fully-integrated reverse engineering system can generate the required computer models. Working with a wide range of data capture devices (including optical, contact and non-contact), the comprehensive range of tools allows users to capture the intent behind the design, not just the existing shape of a component. The software can not only reconstruct old parts, but improve or re-engineer them.

Once the design has been finalised, Delcam's PowerMILL CAM system can be used to cut the parts using a range of high-speed and five-axis strategies. Techniques offering specific benefits to tyre-mould manufacturers include pocket roughing using one spiral cut to give maximum material removal with lower tooling costs, swarf machining with tapered tools to give good surface finish on the pocket walls, and rest machining of the finer details using small cutters, with automatic tool tilting to avoid any collisions.

Even though Delcam products offer a wide range of powerful tools, this functionality may be too generic for the needs of specialist tyre manufacturing companies. For these organisations, Delcam Professional Services can develop specific solutions that combine one or more standard Delcam products to provide functionality customised to the needs of the customer.

Many design and manufacturing tasks in tyre production are either repetitive or formulaic based on a number of options. The process of performing these operations can be time consuming and as a consequence error prone. Delcam Professional Services can automate these design and programming activities across a number of Delcam and third-party products, reducing the cycle time of each task and allowing staff to be used more efficiently.

Specific applications developed for the tyre industry include an automated system for positioning toolpaths within each segment based on the tire clock, the "roadmap" of a tyre describing the order of all pitches that build its geometry. A second development uses five-axis machining to drill the air-vent holes in the tyre mould. Automatic generation of the toolpaths for these drilling operations reduces time and costs significantly.

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EuroMold was Successful for OPEN MIND; Timesaving CAM Strategies

12 January 2012

OPEN MIND is pleased with the reception given to its hyperMILL® 2011 CAM software at this year's

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EuroMold. Trade fair visitors were impressed with hourly live presentations of the software on a Hermle C30, together with cutting tool manufacturer EMUGE-FRANKEN. The technical lectures were also well received.

“EuroMold provided the highlight to a very successful year for OPEN MIND,” says Volker Nesehöner, CEO of OPEN MIND. “We’ve received specific inquiries and a very positive overall response to our current CAM innovations, which confirms once again that we are on the right path. We are very optimistic about the future.”

Saving time for the user was the major theme behind the new features in the September release. To reduce programming time and make machining more efficient, OPEN MIND relies on hyperMILL® 2011 for automated programming and the clever utilisation of existing manufacturing expertise. Proven feature technology for intelligent macros was further developed for this purpose along with other enhancements. Users can now save predefined rules and conditions for every stage of the machining process in the CAM software. Job steps are automatically assigned and adjusted to the corresponding geometry in accordance with these rules and geometry information such as diameter, depth, open or closed pockets.

5axis machining in one setup

Visitors to the stand were visibly impressed by OPEN MIND’s utilisation of innovative technologies to exploit the possibilities for 5axis machining and to reduce processing times by completing the machining in a single setup.

The further optimisation of machining strategies not only reduces the programming time but also accelerates and refines the manufacturing steps. The new shape offset roughing and finishing function offers a strategy for 5axis machining of surfaces with a uniform offset while avoiding the formation of “steps”. hyperMILL®’s automatic 5axis approach and retract strategies improve machining safety and quality, while improved 5axis swarf cutting results in better surface quality.

Additional information is available upon request or from their website at <http://www.openmind-tech.com>.

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Flow Science Announces 12th FLOW-3D European Users Conference

12 January 2012

Flow Science, Inc. has announced that it will hold its [12th annual FLOW-3D European Users Conference](#) on June 25-26, 2012 at the [NH Muenchen Deutscher Kaiser](#) in Munich, Germany. The conference is open to **FLOW-3D**, **FLOW-3D Cast** and **FLOW-3D/MP** users and other persons throughout Europe who are interested in **FLOW-3D**. The meeting will feature user presentations from a variety of industrial and research applications as well as the latest developments for **FLOW-3D** presented by Flow Science representatives. Free advanced training geared towards hydraulics and casting users will be offered Wednesday, June 27, 2012 at the [Technische Universität München](#).

The [2nd IAHR Europe Congress](#) will be held June 27-29, 2012 at the [Technische Universität München](#) following the user conference.

Call for Presentations!

Abstracts are now being accepted for the conference. Abstracts are due Friday, April 27, 2012. The

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conference fee for one presenter per presentation will be waived. Go here for more information about [submitting an abstract and presentation requirements](#).

About Us

Flow Science, Inc. is a privately-held software company specializing in transient, free-surface CFD modeling software for industrial and scientific applications worldwide. Flow Science has distributors for **FLOW-3D** sales and support in nations throughout the Americas, Europe, Asia and Australia. Flow Science's headquarters is located in Santa Fe, New Mexico. Flow Science can be found on the internet at www.flow3d.com.

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Gerber Technology to Demonstrate Why YuniquePLM is Readily Adopted by Users Across all Levels of the Enterprise at NRF Show in New York City

12 January 2012

Gerber Technology will demonstrate why YuniquePLM is the leading PLM solution for the fashion and retail industries in **booth No. 1378** at the 2012 National Retail Federation's BIG Show held in New York City Jan. 15-18.

Through interactive demonstrations, visitors will witness how YuniquePLM's intuitive interface encourages designers, supply chain partners and executives alike to embrace the system. YuniquePLM enables users to manage the details of line plans, tech packs and samples and simplifies communication with global partners to help get products to market faster, on time and at lower cost. In addition, because it integrates with other enterprise-wide systems, it provides visibility into the entire business to give managers and executives the business intelligence they need to make well-informed decisions.

Donny Askin, president of Gerber Technology's Software Solutions business, explains, "Most retailers, brand owners and manufacturers who have chosen YuniquePLM have done so because they see how easy it is to use and appreciate how it can streamline their day-to-day processes. More importantly, they understand that, with their investment, they get a team of experts with deep industry and process experience who have grown up in the fashion industry and bring with them the knowledge of what makes companies like theirs successful."

YuniquePLM also integrates with Gerber's AccuMark® pattern design, grading and marker making system. For example, individuals can share measurements specified in YuniquePLM's tech packs with pattern designers to minimize re-work and errors and accelerate the product development process.

To schedule a meeting, consultation or demonstration at the National Retail Federation show, please contact Glenn Funk at 212-239-2398 or email glenn.funk@gerbertechnology.com.

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Intergraph® 2011 User Group Conferences Attended By 5,500 Delegates Worldwide

12 January 2012

Intergraph® attracted 5,500 delegates to its global series of 2011 user group conferences for the process, power and marine industries. User conferences were held in 25 countries on six continents and drew the highest attendance ever for the annual sessions.

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The conferences featured the latest releases from the SmartPlant® and SmartMarine® Enterprise portfolios, Intergraph CADWorx® & Analysis Solutions and Leica Geosystems' Smart Scanning solutions, offering attendees unprecedented scope and value. The global theme, "Building a Smarter World," demonstrated how Intergraph technology empowers organizations to improve their business through industry-specific technologies that make processes and infrastructure better, safer and smarter.

Hexagon's inaugural international users' conference, Hexagon 2011, was held at the Orlando World Center Marriott Resort in Orlando, Fla., in June and drew more than 750 Intergraph Process, Power & Marine users. Hexagon 2012 is slated for June 4-7, 2012, at the MGM Grand Hotel in Las Vegas, Nev.

Eight Intergraph user conferences were held in six Asia-Pacific (APAC) countries in 2011 and attracted approximately 2,000 process, power and marine delegates, the highest attendance total ever for user conferences in the region. The APAC events were in China, Indonesia, Japan, South Korea, Thailand and the Australian cities of Adelaide, Perth and Brisbane during July and August. The highest-attended APAC conference was Intergraph 2011 Japan, a two-day event that attracted 404 PP&M users.

The Europe, Middle East, India and Africa (EMIA) user conferences also attracted the highest attendance ever for that region. More than 1,200 delegates attended sessions in 13 countries.

EMIA user group conferences were held in Benelux, Finland, France, Germany, India, Italy, Kuwait, Norway, Spain, South Africa, Ukraine, the United Arab Emirates and the United Kingdom in September, October and November. A two-day event in Mannheim, Germany, in November was attended by approximately 300 Intergraph Process, Power & Marine users from the power, oil and gas, offshore, shipbuilding, mining and materials handling industries.

In the Americas region, Intergraph 2011 PP&M Canada in Calgary, Alberta, in September was attended by a record 149 delegates. Four Latin America sessions were held in Argentina, Chile, Mexico and Venezuela and attracted nearly 250 users of Intergraph solutions.

Users of Intergraph CADWorx & Analysis Solutions attended the fourth annual CADWorx & Analysis University 2011 in Houston in September. That event, along with three Intergraph CAESAR II® User Group meetings in Houston in 2011, attracted 230 total participants.

Intergraph SmartPlant and SmartMarine Enterprises offer a portfolio of design and data management solutions, enabling companies in the process, power and marine industries to capture integrated engineering knowledge at the enterprise level for the competitive advantage in today's and tomorrow's market. The integrated suites of SmartPlant and SmartMarine Enterprise solutions enable productivity gains, improving engineering efficiency and design productivity by up to 30 percent.

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OptiTex Introduces Webinar Targeting Users of PLM, with Key Content from the PDP Group

9 January 2012

On January 19th 2012, [OptiTex](#) will host its first webinar of the year, with key content from guest speaker Mark Harrop, CEO of the PDP ([Product Development Partnership](#)) group. Mark is renowned as a thought leader on the subject of apparel product development processing, and is one of the world's foremost experts on Product Lifecycle Management (PLM) solutions.

Together with Ms. Julia Shaw, OptiTex's USA Technical/Presentation Manager, Mark will outline the role of virtual sampling in modern product development, and look at how 2D/3D sample making can be

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supported by many PLM solutions. The webinar will also describe OptiTex's role as an "extended PLM" solution, and look how the software can help to support the sampling process by delivering virtual samples that are technically accurate and enable creative visualization. As outlined in Mark's introduction, the webinar will go on to examine how the ability to utilize and share data across core PLM (material libraries) can greatly increase the accuracy and efficiency of the overall sampling process.

"I am thankful to OptiTex for the chance to discuss the opportunities that virtual sampling, supported by PLM, can present to companies in the retail, footwear and apparel industry. With physical sampling typically representing a substantial investment of time and money, the efficiency savings that can be achieved by effectively combining virtual sampling and PLM can be significant", adds Harrop.

The 2011 World Conference on Mass Customization, Personalization, and Co-Creation will engage academics, business leaders, and consultants in a set of plenary presentations, discussion panels, and paper presentations intended to bridge the topics of Mass Customization & Open Innovation.

Companies can register their interest in the webinar [Here](#).

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Financial News

EMC to Announce Fourth-Quarter and Full-Year 2011 Financial Results on January 24; News Release to be Available on EMC's Corporate Website

10 January 2012

EMC Corporation will publish its fourth-quarter and full-year 2011 financial results on January 24, 2012 at approximately 7:00 a.m. ET. The news release will be available on the EMC Investor Relations website at <http://www.emc.com/ir> and on the U.S. Securities and Exchange Commission website at: <http://www.sec.gov/cgi-bin/browse-edgar?action=getcompany&CIK=0000790070&owner=exclude&count=40>. On January 24, 2012, a news release will be issued by the company over a news wire service announcing the availability of the company's quarterly financial results at the websites referenced above.

EMC will hold a conference call for investors at 8:30 a.m. ET on January 24, 2012 to review fourth-quarter and full-year 2011 financial results. A live webcast of the conference call will be available at the EMC Investor Relations website at <http://www.emc.com/ir>.

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PTC to Announce Fiscal Q1 Results on Wednesday, January 25th and Host Conference Call on Thursday, January 26th at 8:30 am ET

10 January 2012

PTC announced that it will release its fiscal 2012 first quarter results on Wednesday, January 25th after the stock market closes. Senior management will host a live webcast and conference call to review the results on Thursday, January 26th at 8:30 am Eastern Time. The earnings press release and accompanying prepared remarks will be accessible prior to the conference call and webcast on the Investor Relations section of the Company's web site at <http://www.ptc.com>.

CIMdata PLM Industry Summary

What: PTC Fiscal Q1 Conference Call and Webcast

When: Thursday, January 26th, 2012 at 8:30 am (ET)

Dial-in:

1-800-857-5592 or 1-773-799-3757

Call Leader: James Heppelmann

Passcode: PTC

Webcast: <http://www.ptc.com/for/investors.htm>

Replay: The audio replay of this event will be archived for public replay until 4:00 pm (CT) on January 31st, 2012 at 1-866-443-2925. To access the replay via webcast, please visit <http://www.ptc.com/for/investors.htm>.

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SAP Reports Best Ever Full-Year and Fourth Quarter – Full-Year 2011 Software Revenue Increases 25% At Constant Currencies to €4 Billion

13 January 2012

Record Software Revenue: Fourth Quarter 2011 Software Revenue Increases 16% to €1.74 Billion (17% at Constant Currencies); Full-Year 2011 Software Revenue Increases 22% to €3.97 Billion (25% at Constant Currencies)

Exceeding Revenue Guidance: Full-Year 2011 Non-IFRS Software and Software-Related Service Revenue Increases 15% (17% at Constant Currencies)

Exceeding Operating Profit Guidance: Full-Year 2011 Non-IFRS Operating Profit €4.71 Billion (€4.78 Billion at Constant Currencies)

Strong Margin Growth: Expanding Full-Year 2011 Non-IFRS Operating Margin by 1.1 Percentage Points at Constant Currencies to 33.1%

Exceeding Company Expectations for SAP HANA and Mobile: More Than €160 Million in Software Revenue From SAP HANA and More Than €100 Million in Software Revenue From Mobile Solutions in Full-Year 2011

After a preliminary review of its 2011 fourth quarter performance, [SAP AG](#) announced its best ever full-year and fourth quarter performance.

SAP's record performance was driven by outstanding growth in its core applications business, strong momentum for analytics and mobile solutions and accelerated growth for SAP's breakthrough technology SAP HANA. With double-digit growth SAP outperformed the competition and gained

CIMdata PLM Industry Summary

significant market share.

SAP significantly exceeded its €100 million 2011 target for SAP HANA achieving software revenue of more than €60 million. SAP also exceeded its €100 million 2011 target for mobile solutions, which contributed more than €100 million in software revenue.

“In an uncertain environment, SAP delivered the best year in its 40 year history. We gained significant market share and achieved double-digit growth across all regions,” said Bill McDermott and Jim Hagemann Snabe, co-CEOs of SAP. “Our innovation strategy is winning. Customers see the incredible value we deliver and recognize that SAP is the better choice.”

“SAP achieved excellent results both on the top and bottom line, expanding our operating margin while we continued to invest in go-to-market activities to capture future growth opportunities”, said Werner Brandt, CFO of SAP.

FINANCIAL RESULTS IN DETAIL

All 2011 figures in this release are approximate due to the preliminary nature of the announcement.

FINANCIAL HIGHLIGHTS – Fourth Quarter 2011

	Fourth Quarter 2011 ¹⁾						
	IFRS			Non-IFRS ²⁾			
€billion, unless otherwise stated	Q4 2011	Q4 2010	% change	Q4 2011	Q4 2010	% change	% change const. curr. ³⁾
Software revenue	1.74	1.51	16%	1.74	1.51	16%	17%
Software and software-related service revenue	3.72	3.27	14%	3.72	3.31	12%	13%
Total revenue	4.50	4.06	11%	4.50	4.10	10%	10%
Operating profit	1.67	0.54	206%	1.78	1.62	10%	10%
- thereof TomorrowNow litigation	0.01	-0.94	101%	0	0	0%	0%
Operating margin (%)	37.0	13.4	23.6pp	39.6	39.6	0	0.1pp

¹⁾ All figures are preliminary and unaudited.

²⁾ Adjustments in the revenue line items are for the support revenue that would have been recognized had the acquired entities remained stand-alone entities but that SAP is not permitted to recognize as revenue under IFRS as a result of business combination accounting rules. Adjustments in the operating expense line items are for acquisition-related charges, share-based compensation expenses, restructuring and discontinued activities.

³⁾ Constant currency revenue and operating profit figures are calculated by translating revenue and operating profit of the current period using the average exchange rates from the previous year's respective period instead of the current period. Constant currency period-over-period changes are calculated by comparing the current year's non-IFRS constant currency numbers with the non-IFRS numbers of the previous year's respective period.

CIMdata PLM Industry Summary

Fourth Quarter 2011

- IFRS software revenue was €1.74 billion (2010: €1.51 billion), an increase of 16% (17% at constant currencies).
- IFRS software and software-related service revenue was €3.72 billion (2010: €3.27 billion), an increase of 14%. Non-IFRS software and software-related service revenue was €3.72 billion (2010: €3.31 billion), an increase of 12% (13% at constant currencies).
- IFRS total revenue was €4.50 billion (2010: €4.06 billion), an increase of 11%. Non-IFRS total revenue was €4.50 billion (2010: €4.10 billion), an increase of 10% (10% at constant currencies).
- IFRS operating profit was €1.67 billion (2010: €0.54 billion), an increase of 206%. Non-IFRS operating profit was €1.78 billion (2010: €1.62 billion), an increase of 10% (10% at constant currencies).
- IFRS operating margin was 37.0% (2010: 13.4%), an increase of 23.6 percentage points. Non-IFRS operating margin was 39.6% (2010: 39.6%), or 39.7% at constant currencies, an increase of 0.1 percentage points at constant currencies.
- Fourth quarter 2011 operating profit and operating margin were impacted by SAP's continued investments in go-to-market activities intended to capture future growth opportunities, resulting in a sequential increase in headcount in sales and marketing by almost 500 full-time-equivalents (FTEs). Total headcount for the Group grew in the fourth quarter by almost 1,200 FTEs compared to the previous quarter.

Fourth quarter 2011 non-IFRS operating profit excludes a deferred support revenue write-down from acquisitions of €1 million, acquisition-related charges of €115 million, profit from discontinued activities of €6 million, share-based compensation expenses of €3 million and restructuring expenses of €2 million (2010: €38 million, €99 million, expenses of €935 million, €9 million and -€2 million).

FINANCIAL HIGHLIGHTS – Full-Year 2011

	Full Year 2011 ¹⁾						
	IFRS			Non-IFRS ²⁾			
€billion, unless otherwise stated	FY 2011	FY 2010	% change	FY 2011	FY 2010	% change	% change const. curr. ³⁾
Software revenue	3.97	3.27	22%	3.97	3.27	22%	25%
Software and software-related service revenue	11.32	9.79	16%	11.35	9.87	15%	17%
Total revenue	14.23	12.46	14%	14.26	12.54	14%	15%
Operating profit	4.88	2.59	88%	4.71	4.01	18%	19%
- thereof TomorrowNow litigation	0.72	-0.98	173%	0	0	0%	05
Operating margin (%)	34.3	20.8	13.5pp	33.0	32.0	1.0pp	1.1pp

¹⁾ All figures are preliminary and unaudited.

CIMdata PLM Industry Summary

²⁾ Adjustments in the revenue line items are for the support revenue that would have been recognized had the acquired entities remained stand-alone entities but that SAP is not permitted to recognize as revenue under IFRS as a result of business combination accounting rules. Adjustments in the operating expense line items are for acquisition-related charges, share-based compensation expenses, restructuring and discontinued activities.

³⁾ Constant currency revenue and operating profit figures are calculated by translating revenue and operating profit of the current period using the average exchange rates from the previous year's respective period instead of the current period. Constant currency period-over-period changes are calculated by comparing the current year's non-IFRS constant currency numbers with the non-IFRS numbers of the previous year's respective period.

Full-Year 2011

- IFRS software revenue was €3.97 billion (2010: €3.27 billion), an increase of 22% (25% at constant currencies).
- IFRS software and software-related service revenue was €1.32 billion (2010: €0.79 billion), an increase of 16%. Non-IFRS software and software-related service revenue was €1.35 billion (2010: €0.87 billion), an increase of 15% (17% at constant currencies). Our latest non-IFRS software and software-related service revenue guidance was the high end of the 10% - 14% range at constant currencies.
- IFRS total revenue was €4.23 billion (2010: €2.46 billion), an increase of 14%. Non-IFRS total revenue was €4.26 billion (2010: €2.54 billion), an increase of 14% (15% at constant currencies).
- IFRS operating profit was €4.88 billion (2010: €2.59 billion), an increase of 88%. Non-IFRS operating profit was €4.71 billion (2010: €4.01 billion), an increase of 18% (19% at constant currencies). Our latest non-IFRS operating profit guidance was the high end of the €4.45 - €4.65 billion range at constant currencies. Full-year IFRS profit and margin numbers were favorably impacted by the re-measurement of the TomorrowNow litigation provision while there was no such effect on SAP's non-IFRS profit and margins.
- IFRS operating margin was 34.3% (2010: 20.8%), an increase of 13.5 percentage points. Non-IFRS operating margin was 33.0% (2010: 32.0%), or 33.1% at constant currencies, an increase of 1.0 percentage points (1.1 percentage points at constant currencies). Our latest operating profit guidance resulted in an expected non-IFRS operating margin increase in a range of 0.5 – 1.0 percentage points at constant currencies.

Full-year 2011 non-IFRS operating profit excludes a deferred support revenue write-down from acquisitions of €27 million, acquisition-related charges of €448 million, profit from discontinued activities of €717 million, share-based compensation expenses of €69 million and restructuring expenses of €4 million (2010: €74 million, €304 million, expenses of €983 million, €58 million and -€3 million). SAP will provide further details of its fourth quarter and full-year 2011 results as well as its outlook for the full-year 2012 on January 25th.

Additional Information

Full-year 2011 revenue, profit and cash flow figures include the revenue, profits and cash flows from Sybase. For the prior-year periods those numbers were only included since the acquisition (July 26, 2010).

CIMdata PLM Industry Summary

For a more detailed description of the non-IFRS adjustments and their limitations as well as our constant currency and free cash flow figures see Explanations of Non-IFRS Measures online (www.sap.com/investor).

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SofTech Announces Q2 Fiscal Year 2012 Operating Results

11 January 2012

SofTech, Inc. announced its second quarter fiscal 2012 operating results. Revenue for the three months ended November 30, 2011 was \$1.7 million, down 6% from the same period in the prior fiscal year but an increase of 9% from the two immediately preceding quarters. Net income from continuing operations was \$187,000 or \$.19 per share for the three months ended November 30, 2011, a substantial increase from the net income from continuing operations of \$58,000 or \$.09 for the same period in the prior fiscal year.

Revenue for the six months ended November 30, 2011 was \$3.3 million as compared to \$3.6 million for the same period in the prior fiscal year, a decrease of 9%. Net income from continuing operations for the six months ended November 30, 2011 was \$240,000 or \$.24 per share as compared to \$146,000 or \$.24 per share for the same period in the prior fiscal year. The decline in year over year revenue for both the three and six month periods was due almost exclusively to one customer that migrated to a competitor's solution in February 2011. Despite the 64% increase in net income from continuing operations, the corresponding earnings per share was unchanged as the weighted average shares outstanding for the six month period ended November 30, 2011 increased from 611,000 to 995,000 as a result of the March 2011 recapitalization.

Since the recapitalization transaction was completed on March 11, 2011 and the new management team assumed control, the following significant achievements have been attained:

Completed the audits for fiscal 2010 and 2011 as well as all quarterly reviews. Released financial results as each was completed and included in the Company's Registration Statement (No. 333-174818) declared effective by the Securities and Exchange Commission on December 28, 2011;

Held our Annual Meeting for fiscal year 2010, obtained approval for 1-for-20 reverse stock split that was subsequently implemented in June 2011;

Regained status as a fully reporting public company;

Upgraded our listing tier on the OTC Market from OTCPink, a listing for speculative companies, to OTCQB, a listing for companies that are reporting in a timely manner;

Grew the revenue sequentially and improved profitability;

Reduced our long term debt by more than 17%; and

Initiated a business development program to identify potential business partners to leverage our technology, industry knowledge and customer relationships.

“While I am pleased with the progress made to date with the above accomplishments, the sequential revenue growth and improved profitability, I believe there are significant new opportunities for us to grow profitably,” said Joe Mullaney, President and CEO. “We have great technology, a fantastic customer base and a deeply experienced and long tenured employee group that form a rock-solid

foundation from which to build shareholder value,” he added.

Click [HERE](#) for the unabridged press release with **financial tables**.

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Surfware Reports 9% Increase in Sales Growth for 2011

12 January 2012

Surfware, Inc., is pleased to again report an increase in year to year sales. Surfware experienced a 9% increase in sales growth for 2011 as compared to 2010.

."We are pleased with our continual growth in sales again last year," says Peter Marton, Vice President of Surfware. "A large part of the success in our steady growth is due to a committed and knowledgeable worldwide reseller network, our growing direct sales force, and SURFCAM's ability to offer powerful, yet easy to use NC programming solutions at an attractive price. Surfware continues to work hard at keeping SURFCAM CAD/CAM systems the tool of choice for thousands of programmers around the world that required world class precision and control. We anticipate and look forward to another exciting year ahead as we prepare for our up and coming release of SURFCAM 6."

SURFCAM products have been installed on more than 26,000 systems worldwide over the past 20 years. In that time, SURFCAM has grown to support 16 languages and has gained outstanding reputation for training and providing the highest level of technical support to its customer base. SURFCAM continues to be one of the most affordable CAD/CAM software solutions to the CNC machining market today to end-users around the globe.

SURFCAM V5 was released in February 2010 with SURFCAM V5.1 released in August 2010 and SURFCAM V5.2 following in April 2011.

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Implementation Investments

Aeromatrix Selects MSC Software's Solutions for Design and Development of Aero-structures

10 January 2012

MSC Software Corporation announced that Aeromatrix Info Solutions Pvt. Ltd. has successfully implemented computer-aided engineering (CAE) simulation for design and development of aero-structures in their various ongoing projects.

MSC Software solutions will help Aeromatrix in substantiating the hand calculations which go into preliminary sizing and analysis followed by several cycles of design and weight optimization. Tata Technologies, an MSC business partner, studied the need of Aeromatrix Info Solutions Pvt. Ltd. and recommended [MSC Nastran](#) and [Patran](#) as the best CAE solution for stiffness analysis and weight optimization analysis.

Mr. Praveen Bakshi, CEO, Aeromatrix Info Solutions Pvt. Ltd., said: "We are very confident in MSC Software's solutions helping us streamline our virtual analysis and testing requirements for airworthiness certification. Our solutions provider Tata Technologies has been a trusted advisor all through, adding tremendous value by identifying and advising us on the best solutions for our project."

CIMdata PLM Industry Summary

Mr. Wishwas Julka, Vice President of PLM Solutions – Asia-Pacific, Tata Technologies, said: “We are happy to be able to justify our role as a trusted advisor and help Aeromatrix gain from our experience. Tata Technologies possesses more than 25 years of automobile and aerospace domain expertise which finds its way into each and every solution that we provide for the benefit of our customers.”

“MSC’s leadership position in the Aerospace industry and strategic partnership with Tata Technologies were key attributes for Aeromatrix to deliver their projects successfully using MSC Nastran & Patran,” said Sridhar Dharmarajan, Sr. Director & Country Manager, MSC Software India.

About Aeromatrix

Aeromatrix is an engineering and design support services organization dedicated to serving the aerospace, automotive, general engineering and heavy machinery manufacturing companies worldwide. Its excellence lies in providing competent mechanical engineering services for aerospace horizontals and select verticals spanning all virtual product development lifecycle stages from concept design, detailed design, validation and analysis. Using a blend of domain knowledge and expertise on modern day CAD/CAM/CAE software tools, Aeromatrix enables its customers to reduce costs & product development cycle times and improve quality. Please visit: www.aero-matrix.com

About Tata Technologies

Tata Technologies enables manufacturing companies to design and build better products. Tata Technologies is a company of innovators and specialists in the design engineering space, who apply cutting edge technology to provide a competitive advantage to customers in the manufacturing sector.

The company has a combined global work force of more than 5,300 employees serving clients in 25 countries, with a delivery model specifically designed for engineering and IT engagements that offers a unique blend of deep, local expertise integrated with our five global delivery centers, Detroit (USA), Coventry (UK), Pune (India), Stuttgart (Germany), and Bangkok (Thailand). The international headquarters is located in Singapore. For more information, visit www.tatatechnologies.com

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ÅF AB Selects AVEVA as Principal Engineering Design Solution

11 January 2012

AVEVA announced ÅF AB, one of Sweden’s leading contractor and industry groups, will use AVEVA Plant as its principal design portfolio. ÅF AB has realised major cost and time savings using AVEVA PDMS for 3D design since it was first deployed in 2000. Under the terms of the new agreement, ÅF AB will now roll out AVEVA Plant across all new large and medium sized design projects. Working within a number of sectors, including paper, chemical, energy, petrochemical and pharmaceuticals, ÅF AB provides customers with profitable energy solutions. Projects include new paper machines, biomass power plants, nuclear, thermal and renewable

“We selected AVEVA PDMS not only because we know it will always get the job done, but also because it is the most established design tool on the market being used both by our customers and machine suppliers”, said Per Högberg, CAD Coordinator, ÅF AB. “We are winning new business in both our traditional and new business sectors. This growth demands 3D design that offers high productivity, right first time design and minimum site rework. PDMS provides this and we can pass these benefits directly to our customers. Using AVEVA software is making us more competitive while helping us to satisfy our customers”.

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“ÅF AB has paid us the ultimate compliment by standardising on AVEVA and this reinforces our longstanding relationship”, added Jan Backlund, Account Manager EMEA North, AVEVA. “They need to work with the most up-to-date 3D designs. Design consistency and the sharing of accurate information is critical to avoid rework that becomes increasingly more costly and disruptive as a project evolves. It’s very satisfying to see how our AVEVA Plant solutions are having such positive impact on the bottom line at ÅF AB”.

AVEVA PDMS 3D design software is part of the AVEVA Plant portfolio, delivering maximum design productivity and capability on all types of plant projects, from small upgrades to major new builds. For further information visit <http://www.aveva.com/plant>

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As Nature Intended, With Alphacam (Customer Case Study)

12 January 2012

It wasn’t nature that created straight lines in building – it was the limitations of technology. But with tailor-made CAD/CAM developments from [Alphacam](#), Bolefloor curved flooring meets the true definition of unique. Each floorboard is as individual as the tree it came from, meaning no two floors from Bolefloor are alike.

Hannes Tarn, of Bolefloor, in Estonia, says it all began with the idea of producing floorboards with curves following the tree’s natural growth. “Every room has different conditions, and we now combine nature with the latest technology to create a unique floor every time.”

The main goal was to create production efficiencies through technology to ensure their exclusive floors were affordable by all sectors of the market place, overcoming the parquet floor industry’s paradigm of fast and straight production lines, with special customised machinery and new routines.

An essential part of Bolefloor’s plan was for the CNC machining of all the unique, irregular pieces of one complete floor to be undertaken in a fully automated batch process. The leading CAM solution, Alphacam, was selected to ensure that the CNC machining achieves the required optimal throughput needed for volume production.

“With Alphacam, it only takes around three minutes to program our Homag Profi BOF211/72/AP router with the NC codes to produce 100 completely unique floorboards. Without Alphacam I can’t imagine how long it would take. It’s the only way to produce this kind floor, as every detail must fit perfectly with its neighbour. Alphacam is one of the key-stones of our manufacturing process.”

As well as the fast generation of accurate NC code, Bolefloor also finds Alphacam’s Visual Basic for Applications (VBA) function to be particularly valuable, allowing them to customise tool assignment, board and vacuum cap positioning, and creating work lists.

Another important outcome for Bolefloor is that using Alphacam leads to considerable savings of the natural resource. Not only is the surface attractive to look at, but it means more floors per forest. “Every tree is used to its full potential in the production process.”

To make every piece of the floor unique, Bolefloor’s technology combines its tailor-made CAD/CAM developments with scanning systems, CAD-integrated measurement devices, and innovative optimisation algorithms. As part of the process, scanners identify ‘imperfections’ such as knots and sapwood near the edges or ends of the boards. Also, the MicroStation Powerdraft CAD system’s ability

CIMdata PLM Industry Summary

to generate advanced 2D/3D vector graphic objects and elements, helps Bolefloor's designers to manage large amounts of irregular shapes, in conjunction with their high-resolution images simultaneously.

The Alphacam software, WoodWOP postprocessor and the MicroStation CAD package with its special flooring design solution, along with full implementation and training, were provided by Alphacam's Estonian reseller, Cadsys.

While Bolefloor intend to install another Homag Profi during 2012, Hannes Tarn says programming with Alphacam means they are not restricted to just one manufacturer. "In the future we have the freedom to choose any machine on the market that is most suitable for our needs."

Bolefloor's Solid Oak, Ash, Maple, Cherry and Walnut floors are available grooved and ungrooved, or a combination of both, including grooved and ungrooved end joints.. The floorboards can be up to 3,000 mm long, with widths between 150-300mm with the curves causing slight natural variations in places. The thickness is a uniform 21mm.

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CDS Catalog and CAD Download Solution Selected by Wink Fasteners

10 January 2012

CDS ([Catalog Data Solutions](#)) announced that Wink Fasteners, Inc. has selected its SaaS Catalog and CAD download solution.

[Wink Fasteners, Inc.](#) of Charles City, Virginia distributes corrosion resistant fasteners - bolts, nuts, washers, sockets, threaded rod, u bolts, and machine screws. "The internet has changed industrial sourcing – designers often research and select products online even before talking to potential suppliers. Therefore our website has to be found online and needs to provide visitors with an easy to use online product catalog. We believe the downloadable CAD model of the product will be a value add for engineers specifying our products", said Janet Winkelman, President, Wink Fasteners, Inc. "We evaluated several vendors and chose the CDS Catalog and CDS ModelServer SaaS solutions because they are specifically designed for industrial suppliers, well proven in the market, right up-to-date technically and CDS is highly responsive to work with. This new solution is currently being configured for our products and will be integrated into our future website."

CDS helps grow sales and strengthen customer loyalty for its clients through interactive online product catalogs, ecommerce, 3D CAD & BIM model delivery and product configurator solutions.

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Delcam Flexibility Sparks Rapid Growth for A&M EDM

9 January 2012

The flexibility of its Delcam software has been a key factor in the rapid growth of A&M EDM. Unlike many subcontractors that choose to specialise in supplying a particular industry, A&M EDM has always sought a diverse range of customers.

A&M was founded by Managing Director Mark Wingfield in 2002 with two EDM machines in a rented space within the current building in Smethwick. The company now owns the whole site, is one of the largest spark erosion service providers in the UK and has a rapidly growing machining business.

CIMdata PLM Industry Summary

“We don’t want to be limited to any industrial sector; we are a subcontractor for anyone who needs our precision engineering services,” explained Quality Manager, Kevin Powell. “We take on projects from automotive, autosport, aerospace, electronics, medical or energy, plus all types of mouldmaking and press tool manufacture. As well as being important to our growth, this flexibility helps in any downturn because a shortfall in one sector can be balanced by extra business from the others.”

Investment in the latest technology has been another key component in the success of the business. The site now contains over thirty CNC machines; the majority are less than five years old and feature the latest in EDM, wire EDM and conventional machining technologies. Even during the recent recession, A&M carried on recruiting extra people and investing in more equipment to continue to strengthen the company.

From the start, A&M built its reputation on fast turnaround and high quality.

One of its earliest successes came through providing an overnight repair service for press tools by manufacturing replacement inserts for delivery the next morning. This success convinced Mr. Wingfield that he needed to add machining capabilities to his EDM business and lead to the initial purchase of two Hurco machines in 2006. “We wanted to be able to complete everything in-house, rather than risking any quality or delivery issues by using sub-contractors,” he remembered.

Subsequently the machining side of the business has grown more quickly so that it will probably be around half of the company’s turnover this year. A&M already has one mill-turn machine, plus two CNC lathes, along with nine mills including two with five-axis. Mr. Wingfield is planning to add two more Hurco machines to meet this growing demand.

“We have used Delcam software for about five years, soon after we bought the first Hurcos,” said Mr. Wingfield. “We started with PowerSHAPE for our data translation and design work, and then added PowerMILL for programming. I knew Delcam from a previous company and had always thought it was good software. I’ve never regretted that decision; it has always done everything that we needed across all the different types of work we have to tackle.”

“The Delcam software is easy to use for systems that are so powerful,” he added. “We have taken people that were expert machinists but had no computer experience, and soon had them programming our five-axis machines. Programming our Hurco machines with PowerMILL allows us to deliver the high quality and rapid turnaround that our customers demand, and the flexibility of PowerSHAPE allows us to do all of the different facets of our work.”

“Delcam’s sales staff are very good and really know what they are talking about, while the support team is excellent. Any problems we have are sorted out very quickly. This is essential for any business like ours that has built its reputation on fast delivery.”

A&M is currently targeting further growth from the aerospace industry. It has been accredited to ISO 9001-2008, AS9100 and NADCAP, and was one of the first subcontractors to receive SC21 accreditation. “We have applied for planning permission to extend our building because we know there is a lot of work out there,” commented Mr. Wingfield. “We are close to winning some long-term contracts to underpin the rapid-turnaround projects where we currently find most of our business. With the support we receive from Delcam and Hurco, I’m sure we will be able to continue our expansion.”

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HYDROCHINA Kunming Engineering Corporation Chooses Bentley’s ProjectWise Project Team

Collaboration Platform

9 January 2012

Bentley Systems, Incorporated announced that HYDROCHINA Kunming Engineering Corporation has chosen the ProjectWise platform, along with Bentley Navigator, for its project team collaboration and work-sharing needs. The company purchased the software through a value-creative Bentley SELECT subscription and will also be using Bentley's professional training services. Through its use of ProjectWise, HYDROCHINA Kunming Engineering anticipates savings of 20 percent or more from increased productivity stemming from its enhanced ability to find, manage, and share engineering content – everything from information modeling files in multiple formats to Microsoft Office documents and more. HYDROCHINA Kunming Engineering is one of the leading investigation and design organizations in China concentrating on the generation of energy from renewable resources. Its areas of expertise include the research, consulting, investigation and design, engineering, procurement and construction (EPC), and project management and supervision of domestic and international hydro power, wind power, solar power, and other clean energy projects.

Zhang Zongliang, HYDROCHINA Kunming Engineering Corporation vice president, general engineer, and a national engineering design master, said, "Prior to our deployment of ProjectWise we faced significant challenges in establishing streamlined collaborative workflows for our large, interdisciplinary project teams distributed across China as well as other parts of the world. We use a number of design and engineering software applications and found it extremely difficult to effectively and efficiently share project information across all project disciplines and stakeholders. Now, with our use of ProjectWise, we anticipate substantial time and cost savings through this software's interoperability with multiple file formats, federated approach to design and engineering content management, and ability to facilitate web-based publishing of design content."

HYDROCHINA Kunming Engineering is currently using ProjectWise and Bentley Navigator in three of its hydro power projects in Yunnan province, China. The total number of users among its project teams in these initial deployments is between 150 and 200.

Christopher Liew, Bentley vice president, Greater China, said, "We are extremely pleased to welcome HYDROCHINA Kunming Engineering to Bentley's global community of users. The company is using Bentley's ProjectWise Integration Server and Bentley Navigator for project review and analysis to help it expand the supply of electrical power in southwest China. We look forward to serving the company's complete information modeling needs through our comprehensive portfolio of robust software for sustaining infrastructure and, in doing so, help it support China's continued economic development."

For additional information about ProjectWise and Bentley Navigator, visit <http://www.Bentley.com/DynamicCollaboration>.

About HYDROCHINA Kunming Engineering Corporation

HYDROCHINA Kunming Engineering Corporation was founded in 1957 and focuses on the research, consulting, investigation, and design, EPC, and project management and supervision of domestic and international hydro power, wind power, and solar power projects. With about 1500 employees and 1050 engineers, HYDROCHINA Kunming Engineering Corporation is one of the leading investigation and design organizations in China. The company does work across China, with a particular concentration in Yunnan, as well as in Southeast Asia. At present, the company's work-in-progress includes more than 60 hydropower project survey and design tasks, and more than 20 of these projects involve dams that are more than 100 meters high.

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Hyundai Motor Company and Kia Motors Corporation Completes First Phase of PTC PLM System Deployment

9 January 2012

PTC[®] announced it has successfully completed the first phase of deployment of its enterprise [product lifecycle management \(PLM\)](#) system at Hyundai Motor Company and Kia Motors Corporation (HMC/KMC). The combined companies represent the fourth largest, and fastest growing, automobile manufacturer in the world.

In order to support the company's ambitious growth plans, HMC/KMC prioritized the need for a PLM system that both enables global concurrent product development and supports its rapidly changing vehicle requirements. Following an extensive benchmark testing and selection process, [HMC/KMC selected PTC's Windchill[®]](#) PLM solution as its enterprise PLM solution in early 2011. PTC's Windchill will consolidate multiple existing systems into a single platform for managing critical product data and related processes for vehicle development.

PTC's Windchill is being deployed within HMC/KMC's core research and development groups to establish a system of record for the complete vehicle, which will include design data from a range of different systems including CATIA and Pro/ENGINEER[®] (now [Creo[®]](#)). In addition, Windchill will also help handle the complexity caused by the increasing number of vehicle change management requests and, further, will provide a comprehensive Digital Mock-Up (DMU) environment.

"Our company believes that new thinking leads to new possibilities," said ChangKy Kang, executive vice president and head of vehicle development center 4. "This philosophy is what led us to select PTC as our strategic PLM partner. We are pleased by the collaboration between PTC and our project teams in achieving this aggressive implementation milestone on schedule."

In partnership with Hyundai AutoEver, PTC was able to meet an aggressive timeline set for Phase I system deployment. Late last year, the Windchill system was opened to users on key car programs within HMC/KMC. The system will be expanded and adopted for all vehicle programs.

"When it comes to product design, development and delivery, HMC/KMC represents a new generation of thinking which requires a new generation of technology," said Jim Heppelmann, president and CEO of PTC. "There is no question that HMC/KMC is charting a new path toward growth through innovation and we are proud to be a strategic partner to this emerging industry leader. We look forward to our continued collaboration as we deploy additional enabling technologies across the company."

With the first phase complete, planning for the next phase will begin.

PTC solutions for automotive needs are designed to meet the product design and product life cycle management needs of both OEMs and suppliers in the automotive industry. PTC's customers in the automotive industry utilizing PTC's enterprise 3D design, product data management and/or collaboration solutions include eight of the Top 10 power train suppliers and three of the Top Five automotive OEMs.

Additional Resources

[Hyundai Motor Company and Kia Motors Corporation Selects PTC's Windchill As Its Enterprise PLM Solution](#) (press release)

[PTC's Automotive Industry Resource Center](#) (web site)

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[PTC's Product Lifecycle Management \(PLM\) Resource Center](#) (web site)

[Windchill 10.0 Interactive Experience](#) (demo)

[Map Your Best Route to Product Value](#) (eBook)

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MIDAS IT Selects Siemens PLM Software's D-Cubed Components to Power New CAE Solution for AEC Market

10 January 2012

Siemens PLM Software announced that its [D-Cubed™](#) software has been selected to power a new offering from MIDAS Information Technology Co., Ltd., a Korean-based supplier of civil, structural and mechanical engineering software and consulting services, and a major supplier of computer-aided engineering (CAE) software for architectural and civil engineering. The company will use the D-Cubed 2D Dimensional Constraint Manager (2D DCM) and 3D Dimensional Constraint Manager (3D DCM) geometric constraint solving software components in a new CAE solution aimed at the architecture, engineering and construction (AEC) market, including civil engineering.

“Our evaluation of geometric constraint solving software components confirmed the feedback we received from all the experts we consulted, who strongly recommended Siemens PLM Software’s D-Cubed 2D DCM and 3D DCM,” said Dae-Seock Shin, Director of R&D, MIDAS IT. “We selected these components because they meet all of our needs, are very reliable and open, and are the industry’s most widely used solutions for geometric constraint solving, with a strong reputation among their customers.”

MIDAS IT is an existing customer of [Parasolid®](#) software, a 3D geometric modeling component from Siemens PLM Software for CAD/CAM/CAE as well as AEC applications. The new CAE solution from MIDAS IT for the AEC market will use Parasolid to power its 3D geometry engine. It will also use the 2D DCM to support its parametric sketcher and the 3D DCM to support its constraint-based assembly part-positioning capability.

“By listening to specialty software suppliers like MIDAS IT, we are able to ensure our component solutions continue to meet the needs of all of our customers,” said Paul Sicking, Chief Technology Officer, Siemens PLM Software. “We believe that the ability to sustain our leadership position, with solutions like Parasolid and the D-Cubed components, is a testament to our focus on the customer and our open business model. The continued expansion of these solutions into both the CAE and AEC markets is further validation of our business strategy.”

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MMM Group Selects Bluebeam PDF Revu as Enterprise-Wide PDF Solution

12 January 2012

Bluebeam Software announced that MMM Group Limited - a Canadian program management, planning, engineering and geomatics firm - has selected Bluebeam PDF Revu as its enterprise-wide PDF solution to replace Adobe® Acrobat®. The company will deploy Revu CAD, Revu Standard and Revu eXtreme™ to meet the needs of nearly 2,000 users.

"MMM Group selected Revu for its intuitive interface and industry-targeted features that support digital

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workflows in the architecture, engineering and construction industry," said Mark Bryant, CIO at MMM Group. "The range of features in Revu Standard, CAD and eXtreme meet the needs of both our technical and administrative users, enabling us to standardize on one solution across our organization."

Bluebeam PDF Revu enables users to create, markup and edit PDF drawings and other design documents using customizable, industry-standard markups and measurements. Additionally, Revu provides advanced features for automatically comparing drawings, tracking markups, calculating materials costs and collaborating in real time with Bluebeam Studio. Together, these features enable project teams to create efficient, paperless processes for workflows including design reviews, bids, estimates, submittals and punch lists.

"With its industry-standard features, Bluebeam PDF Revu is a must-have solution for electronically communicating and collaborating on building and infrastructure projects," said Sasha Reed, Director of Account Services at Bluebeam Software. "We're thrilled that MMM Group has joined the group of design, engineering and construction firms who are making the switch to Bluebeam for more effective electronic workflows."

For more information about Bluebeam's PDF solutions for digital project communication, go to <http://www.bluebeam.com>.

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QuadriSpace's 3D Work Instruction Software Streamlines Rafael's Assembly Process

10 January 2012

Rafael Advanced Defense Systems Ltd. of Israel has adopted [QuadriSpace](#)TM software products to streamline the manufacturing process of complex defense systems. The software allows users to create, update and deliver time-sensitive digital work instructions to the shop floor. Shop floor assemblers also benefit from rapid understanding of complicated processes through interactive 3D visualization. This implementation was a joint effort coordinated by Rafael's IT and configuration management departments.

As product designs became more complex, the manufacturing process was found unsuitable for the high level of configurability required for assembly. Typically, the manufacturing process required the creation of paper packets distributed to the shop floor. Unfortunately, paper packets made it difficult to track revisions or to communicate complex assembly steps. Each time a revision occurred a new packet would be printed and physically delivered to the proper workstation.

Rafael indicates: "A new process based on QuadriSpace software solved the manufacturing process problems while generating additional benefits. Rafael uses QuadriSpace Pages3D Professional to create and maintain assembly instruction documents. Assembly instruction authors were able to learn the Pages3D product quickly and authored the work instructions rapidly."

Since Rafael's products are modified frequently, another significant advantage of Pages3DTM is the ability to rapidly update work instructions. When 3D CAD designs change, Pages3D updates entire documents or illustration sets with a single click. This has reduced the time required to update instructions by 90%.

The defense systems are now assembled using multiple shop floor terminals where the assembly instructions are retrieved straight from the enterprise PDM system. The instructions are encapsulated with QuadriSpace's free Reader3DTM in an exe file to ensure capability of viewing from any workstation

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regardless of the programs installed. On every terminal a different work instruction is retrieved and the stations are configured “on-the-fly” with different Pages3D-authored instructions relevant to the specific needs of that station.

Each assembler, after minimal training, uses the assembly document on the shop floor and interacts with the document in order to fully understand the assembly steps. Instructions are viewed interactively and textual descriptions are displayed with animated 3D step-by-step processes. Assemblers have expressed appreciation for the new methods and assembly trainers are able to certify assemblers more rapidly. Shortening the time for certification allows flexibility on the assembly floor which, in turn, shortens the overall time to market.

Assembly trainers have determined that the learning process time on the shop floor is reduced by 30% when interactive 3D work instructions are used. It is also faster for Rafael to flex assemblers from one line to another or even to subcontractors. Pages3D fully supports Rafael’s requirement to be compliant on the assembly procedures and to fully document every revision change.

According to Widetech CEO, Eldad Sayada, QuadriSpace’s representative in Israel, “Widetech is very proud of Rafael’s decision to adopt and use QuadriSpace tools for critical defense systems assembly processes. Widetech has represented QuadriSpace in Israel for many years and QuadriSpace’s continuous support has made this project successful”

About Rafael Advanced Defense Systems Ltd.

Rafael Advanced Defense Systems Ltd, designs, develops, manufactures and supplies a wide range of high-tech defense systems for air, land, sea and space applications. Rafael was established as part of the Israeli Ministry of Defense more than 60 years ago and was incorporated in 2002. Currently, 9% of its sales are invested in R&D. Rafael know-how is embedded in almost all Israel Defense Forces (IDF) systems in operation today. The company has a special relationship with the IDF, developing products according to the soldiers' specific requirements in the field. Rafael has also formed partnerships with civilian counterparts to develop commercial applications based on its proprietary technology.

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Vero Software: Trimming Cycle Times with 5-Axis Machining

10 January 2012

A vacuum forming company says VISI's 5-axis machining played a key role in turning it into one of the industry’s most innovative and market-leading manufacturers in the UK.

Just three years ago the Leeds-based [Vacform Group Ltd](#) were using the ‘teach’ method of driving a stylus around the part to program their Geiss ECO trimming machines. “Where we had big complex jobs this could take up to two days, meaning we were losing all that production time while the machine was down and out of action,” says Managing Director Kevin Quinn.

Then they switched to VISI MACHINING 5-Axis software to create the trimming toolpaths. The first job using the software was for a cosmetics Point Of Sale display which won a top design award. The unusual shaped display comprised eight different vac-formed parts that were CNC machined, then bonded together with inserts on the inside. The completed unit looked like it had a continuous machine finished edge.

“That job could not have been manually taught; it wouldn’t have achieved the high level of finish

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required and just wouldn't have looked right. We took it on, knowing that VISI would do exactly what we wanted. As it was our first job on the software, we received excellent support and assistance from the [Vero](#) team and we've gone on to complete many more successful jobs using a range of thermoplastics, including ABS, high impact Polystyrene, Polycarbonate, Polypropylene and High Density Polyethylene (HDPE).”

As well as shop displays and Point Of Sale, Vacform Group Ltd supplies a wide variety of products to such diverse industries as aerospace, automotive, petrochemical, electronics, engineering, education and entertainment, along with their own Decksaver range of Polycarbonate covers to protect audio equipment in clubs and bars around the world.

With vacuum formed products becoming increasingly more complex, Technical Director Mustafa El-Etriby says CNC trimming is the most important part of their operation. “Without the 5-axis capability that VISI MACHINING, from Vero Software, gives us, we just wouldn't be able to compete in the market.” He currently undertakes all programming for Vacform Group Ltd's five axis Geiss ECO trimming machines himself, and is impressed with the complete control the software provides over the 5-axis toolpath, the tilting of the tool axis, the lead-in/lead-out methods and toolpath editing capabilities needed for vacuum formed components. “It is by far the most efficient way of getting the job done. We can even program quite complex parts in just 15 minutes.”

While trimming off the scrap to give a perfect, clean finish, VISI also controls the perimeter cuts and hole features. The cut is achieved on the side of the tool, with tilt lines being one method used to drive the head around a given surface.

As well as guaranteeing the accuracy of toolpaths ensuring consistency to produce parts exactly as they are on the CAD data every time, and the added efficiency that VISI MACHINING 5-axis gives to their shopfloor operation, Kevin Quinn says there is another vital aspect of the software. “We use the powerful kinematic simulator to make sure the toolpath is collision-free. If you bang the head on the machine it can cost £2,000 to recalibrate it, so every program is verified on the kinematic simulation which has been an absolute godsend for our programming. It walks us through the complete program and shows where any problem will occur. We then go to each tilt line and tweak the toolpath to get it right based on how we need to manufacture the part.”

VISI's collision avoidance strategies include cutter retraction along the tool axis, tool tilting for holder collisions and pulling the tool away from the work piece in a given direction. As well as the full automatic collision avoidance, the rotation axis can also be restricted to user-defined axis limits, preventing over-travel of the rotary axis or left to retract, unwind the head and approach again once the limits are reached meaning that rotary axis limits no longer become an issue.

The full production process starts when they receive customer drawings in a variety of CAD files, or their in-house design team uses SolidWorks to design the moulds, which are then machined predominantly from aluminium or fibre board on a 3-axis Bridgeport. Once the product has been vacuum formed, trimming it on 5-axes provides the accuracy, efficiency and control that Vacform Group Ltd would not be able to achieve otherwise.

“We take the vac-formed part, put it on a CNC jig, and VISI finishes the component. It takes all the labour and human error out of it. Also, it's just one process for trimming. If we did it manually, not on 5-axes, we would need up to six separate processes to trim certain parts.”

While they strive for 100% perfection every time, there are certain variables beyond any control, such as the thickness of the material, expansion and contraction tolerances on the tool, and the temperature. “But

VISI's 5-axis capability means we have better control over tolerances normally associated with more expensive injection moulding. We can build strengthening ribs in as a feature by creating radii. For some customers we work to a tolerance of 0.1mm on the trimming, which we just couldn't achieve without 5-axis."

Both agree that Vacform Group Ltd would not be so successful without VISI MACHINING 5-axis. "We wouldn't be as big as we are. Bringing in VISI three years ago was a key decision," says Kevin Quinn. "This technology is tremendous for us as a company."

And Mustafa El-Etriby concludes: "The enquiries we're currently getting relate to very complex parts, and I just can't see how companies can produce good quality vacuum formed parts without 5-axis offline programming. VISI has certainly brought us into the 21st Century over the last three years. Our Geiss machines are now used to maximum capacity and we have cut downtime by at least 40%."

- Vacform Group Ltd operates with 34 staff from 25,000 square feet in Leeds and 15,000 square feet in Chesterfield. Annual turnover currently stands at £2.6m.

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Industry Specific News

EDA Consortium Reports Revenue Increase for Q3 2011

10 January 2012

The EDA Consortium (EDAC) Market Statistics Service (MSS) today announced that the Electronic Design Automation (EDA) industry revenue increased 18.1 percent for Q3 2011 to \$1543.9 million, compared to \$1307.0 million in Q3 2010. Sequential EDA revenue for Q3 2011 increased 7.4 percent compared to Q2 2011, while the four-quarters moving average, which compares the most recent four quarters to the prior four quarters, increased by 17.8 percent.

"Growth in the EDA market was exceptionally robust across the board," said Walden C. Rhines, EDAC chair and chairman and CEO of Mentor Graphics. "Revenue grew in every major product category and in every region."

Companies that were tracked employed 27,162 professionals in Q3 2011, an increase of 2.6 percent compared to the 26,474 people employed in Q3 2010, and up 1.7 percent compared to Q2 2011.

The complete MSS report, containing detailed revenue information broken out by both categories and geographic regions, is available via subscription from the EDA Consortium.

Revenue by Product Category

The largest category, Computer Aided Engineering (CAE), generated revenue of 566.7 million in Q3 2011, which represents a 10.5 percent increase over Q3 2010. The four-quarters moving average for CAE increased 16.3 percent.

IC Physical Design & Verification revenue increased to \$338.3 million in Q3 2011, a 16 percent increase compared to Q3 2010. The four-quarters moving average increased 10.1 percent.

Printed Circuit Board and Multi-Chip Module (PCB & MCM) revenue of \$140.3 million represents an increase of 11.6 percent compared to Q3 2010. The four-quarters moving average for PCB & MCM increased 21.7 percent.

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Semiconductor Intellectual Property (SIP) revenue totaled \$410 million in Q3 2011, a 37.4 percent increase compared to Q3 2010. The four-quarters moving average increased 28.4 percent.

Services revenue was \$88.7 million in Q3 2011, an increase of 13.1 percent compared to Q3 2010.

The four-quarters moving average increased 8.5 percent.

Revenue by Region

The Americas, EDA's largest region, purchased \$706.7 million of EDA products and services in Q3 2011, an increase of 22.4 percent compared to Q3 2010. The four-quarters moving average for the Americas increased 20.1 percent.

Revenue in Europe, the Middle East, and Africa (EMEA) was up 14.9 percent in Q3 2011 compared to Q3 2010 on revenues of \$257.9 million. The EMEA four-quarters moving average increased 9.6 percent.

Third quarter 2011 revenue from Japan increased 11.1 percent to \$256.9 million compared to Q3 2010. The four-quarters moving average for Japan increased 16 percent.

The Asia/Pacific (APAC) region revenue increased to \$322.4 million in Q3 2011, an increase of 17.6 percent compared to the third quarter in 2010. The four-quarters moving average increased 22.1 percent.

About the MSS Report

The EDA Consortium Market Statistics Service reports EDA industry revenue data quarterly and is available by annual subscription. Both public and private companies contribute data to the report. Each quarterly report is published approximately three months after quarter close. MSS report data is segmented as follows: revenue type (product licenses and maintenance, services, and SIP), application (CAE, PCB/MCM Layout, and IC Physical Design & Verification), and region (the Americas, Europe Middle East and Africa, Japan, and Asia Pacific), with many subcategories of detail provided. The report also tracks total employment of the reporting companies.

About the EDA Consortium

The EDA Consortium is the international association of companies that provide design tools and services that enable engineers to create the world's electronic products used for communications, computer, space technology, medical, automotive, industrial equipment, and consumer electronics markets among others. For more information about the EDA Consortium, visit www.edac.org, or to subscribe to the Market Statistics Service, call 408-287-3322 or email mss11@edac.org.

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Product News

Agilent Technologies Announces Availability of Mitsubishi Electric's Nonlinear RF Model Library for Advanced Design System

12 January 2012

Agilent Technologies Inc. announced that the latest model library for Mitsubishi Electric's nonlinear GaAs and GaN RF devices is now available for use with [Agilent's Advanced Design System](#).

The upgraded library works seamlessly with ADS 2009 Update 1, as well as prior ADS releases. ADS2011 and future versions will also be supported. The model can be obtained by contacting

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Mitsubishi Electric.

The new ADS model library includes high-power GaN HEMT and low-noise HEMT devices commonly used in base station and direct-broadcast satellite receivers as well as other radio communications equipment. The library helps designers better explore design alternatives in order to meet demanding performance specifications with a cost-effective solution.

The library includes an ADS symbol for schematic capture, a simulation model that includes parasitic effects. It also covers a broad variety of body sizes and part values that enable sweeps and optimizations.

“Collaborating with a recognized world leader in design software allows Mitsubishi Electric to support and leverage its high-power and low-noise HEMT device offering,” said Takao Ishida, manager of the wireless communication device application engineering section at Mitsubishi Electric’s High Frequency and Optical Device Works. “We are very pleased to offer our design kit to help support ADS users and allow them to bring superior products to the marketplace ahead of the competition.”

“The combination of ADS and the Mitsubishi Electric library gives our mutual customers a powerful, integrated design solution for a fast and efficient RF design flow,” said Juergen Hartung, foundry program manager of Agilent’s EEsof EDA organization. “Our customers are now able to enjoy the industry’s most comprehensive multi-technology design platform with the breadth of simulation capability in ADS, including yield optimization, DFM tools and the Momentum 3-D planar EM simulator.”

Customers can also generate X-parameter* models of their circuit-level designs directly from ADS. X-parameters provide fast and accurate behavioral modeling. These capabilities are vital to designing high-performance RF modules and RF system-in-package components.

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Aras Announces Availability of Cadence OrCAD Connector

12 January 2012

Aras® announced the availability of the OrCAD Connector for Aras. Developed by Aras partner CycleOp, the OrCAD Connector provides a seamless and secure, bidirectional integration to Cadence’s OrCAD, saving time, eliminating manual data entry and improving the accuracy of Bill of Materials (BOM) and other product-related information managed by Aras’s PLM platform.

With the OrCAD Connector for Aras, electronic design engineers manage layout configurations more effectively and all PCB children are linked with matching part numbers, reference designators and instances. Designers create and update BOM and schematic data directly from within the OrCAD environment, and both DSN and PDF files are seamlessly saved as part of the overall product configuration in Aras and can be included in Aras change processes. Rule-based settings enable customization of the integration connector without complex programming.

“Integrating EDA with the PLM backbone for mechanical CAD, software and firmware lifecycle processes is essential for a complete systems engineering approach,” said Peter Schroer, President of Aras. “Robust connectivity with the electronic design tools means much greater personal productivity for global design team members and seamless coordination of all product-related information managed by our PLM platform.” For more information on the OrCAD Connector for Aras visit

<http://aras.com/plm/001391>

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Autodesk and Pitney Bowes Software Enter Strategic Alliance Agreement

10 January 2012

Autodesk, Inc. and Pitney Bowes Software, Inc., a global leader in customer data, location intelligence, analytics and communication software and services, announced they have entered into a strategic alliance agreement. The new agreement will serve as a framework for both companies to provide resources, services and solutions to help infrastructure owners and architecture, engineering and construction (AEC) organizations make more informed decisions and drive greater efficiencies across the plan, design, build, manage lifecycle of infrastructure.

The relationship will enable the parties to provide infrastructure professionals in transportation, government, utilities, and other key industries with the broadest range of coordinated solutions available today to help fully realize the value of project information--from planning and asset management to design and on through to operations and management. Under the terms of the strategic alliance agreement, Pitney Bowes Software and Autodesk will join forces to better address the needs of a global customer base. In addition, through coordinating the integration of existing applications, both companies will work together to deliver solutions which address some of the more immediate business issues within a number of identified vertical markets.

“We see tremendous synergies between the offerings of Autodesk and Pitney Bowes Software,” said Paul McRoberts, vice president, infrastructure product line group, Architecture, Engineering and Construction Solutions, Autodesk. “Users of our BIM for Infrastructure Solutions, including the [Autodesk Infrastructure Design Suite](#), can gain tremendous benefits from the deep insights that the [MapInfo](#) product family can provide, particularly during the planning and asset management phases of infrastructure projects. With our combined deep industry expertise and solutions for GIS, analytics, BIM, and asset management, we will be well positioned to offer a much more comprehensive end-to-end solution to the market than other providers.”

“Shared global reach and industry sectors reflect the strong affinity between Autodesk and Pitney Bowes Software. Our complementary capabilities will enhance the value of our solutions and create enormous efficiencies for our customers,” said James Buckley, Senior Vice President & General Manager, Customer Data & Location Intelligence, Pitney Bowes Software. “AEC experts will be able to take advantage of unique solutions which will shorten the modeling and construction phases within projects and will help organizations to determine optimum location and environmental impact of design scenarios and optimize asset maintenance management so that infrastructure monies can be maximized across the entire asset lifecycle.”

This strategic alliance agreement also provides both organizations with a unique opportunity to develop specific, industry related, solutions in the future using the industry knowledge, products and services of both companies.

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Browzwear Vstitcher, Vstyler & VViewer Version 4.9 Released

January 2012

[Browzwear](#) version 4.9 introduces Unicode support, allowing the use of any language, new

interoperability features , simulation improvements, improved avatars and more.

WHAT'S NEW IN VERSION 4.9:

Simulation improvements

- 1.Fixed holes
- 2.Improved clusters symmetry
- 3.Speed improvement

Unicode

Unicode support is now overall. This permits the use of non western European characters in many areas such as :

- File names (VSGX, VSP, VSA, images, 3D output)
- Folder names
- Color ways, fabrics, edge textures and attachments names
- 3D notes, custom camera positions, 3D measuring tapes
- Avatars and more...

ADDED SUPPORT FOR ASTM DXF FORMAT

It is now possible to import and export pattern files in ASTM format. ASTM is more advanced and robust than the older AAMA

button in the fabric properties dialog box allows applying physical properties changes to the same fabric in all existing color ways. This saves the repeated manual updating of all color ways one by one.

3D Export enhancements

In addition to the existing FBX and 3DS formats , export 3D also to:

- OBJ
- DAE
- DXF

Baby avatar new body part

A new body part was added under Body Shaping: Crotch

This body part is most useful when fitting tight panties or swimwear

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Localized Version of Vectorworks 2012 Product Line Now Available in Japan

13 January 2012

Nemetschek [Vectorworks, Inc.](#) announced that its Tokyo-based distributor, A&A Co., Ltd., has released the Japanese-language version of the Vectorworks® 2012 line of design software, including: Vectorworks Designer, Architect, Fundamentals and Renderworks®.

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"We are excited to ship the long-awaited Japanese version of Vectorworks 2012 software," said Kazuko Uchida, President of A&A. "In Japan, we say 'HATSUNISHIKI'—first shipment party—to celebrate the release of the new software at the beginning of the year."

The enhancements found in the Vectorworks 2012 products, including more than 100 performance and usability improvements, will save designers time and increase their productivity. The software's intuitive interface allows users to conceptualize their designs, while innovative, flexible tools let them document their plans and easily collaborate with best-in-class open BIM workflows.

To view pictures of the first shipment party from A&A (HATSUNISHIKI), please visit our Flickr page: <http://tinyurl.com/7vrekje>

The English-language version of the Vectorworks 2012 product line was released in the U.S., Canada, U.K., Australia, New Zealand and other international markets on September 13, 2011. The European localized versions were released on October 31, 2011, and included language-specific versions for Austria, France, Germany, Italy, Liechtenstein, Switzerland, Belgium, Luxembourg and the Netherlands, and the Norwegian version was released on December 13, 2011. The Spanish-language version of Vectorworks 2012 was released on November 3, 2011.

To find a distributor of a localized version, please visit www.vectorworks.net/international.

About A&A

Established in 1984, A&A Co., Ltd. develops and sells software for architectural designers. For more information, visit: www.aanda.co.jp

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Cadac Organice Introduces Workbox 2010 R4

12 January 2012

Cadac Organice, Microsoft Gold ISV Partner and developer of SharePoint-based solution for Engineering Document Management and Control, introduces Cadac Organice Workbox 2010 R4. The new release includes new features and functionalities for advanced workflow management in Microsoft SharePoint.

Automating business processes

Cadac Organice Workbox is a software solution for workflow management in Microsoft SharePoint. It supports project-driven engineering industries in automating business processes with productive workflows in SharePoint. Release 2010 R4 offers several new features and functionalities, and supports workflow innovations introduced in SharePoint 2010.

Support for workflow innovations in SharePoint 2010

As a result of the support of workflow innovations, users are able to define 4 types of workflows: List Workflows, Site Workflows, Reusable Workflows and Globally Reusable Workflows. Reusable Workflows allow using a single workflow definition on several lists in a single site. Globally Reusable Workflows allow using a single workflow definition on several lists in multiple sites within one site collection. The new capabilities offer users more flexibility in defining and using workflows in SharePoint lists, sites and site collections.

Extended reporting capabilities and batch operations

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Extended Launch Forms allow users to export data to SQL Reporting Services, Excel spreadsheets or any other reporting tool and analyze workflows to evaluate processes, find bottlenecks and streamline work. Extended Loop Activity allows performing one or more tasks repeatedly within a workflow. An iteration counter monitors and shows how many times tasks have been repeated and the status of the overall workflow execution. This is very useful when batch operations need to be performed on many items or documents.

Additional features and functionalities

Other features include extended field permissions with attachments and author information, an activity to create and add new users to Active Directory, an activity to send SOAP requests to web services, an activity to run PowerShell Scripts, and an activity to add new items and immediately set item field values. Also the custom End State Name is now displayed in the workflow history.

Cadac Organice Workbox 2010 R4 is compatible with Microsoft SharePoint 2010 Foundation and Server and is available to customers from January 2012.

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Cadence Expands Proven NAND Flash Design IP Offering with ONFI 3 PHY and Controller

9 January 2012

Leveraging its experience in the Flash IP market, Cadence Design Systems, Inc. announced it has expanded its [Flash IP](#) offering to include support for the Open NAND Flash Interface (ONFI) 3.0 specification. Cadence is the first company to provide a combined ONFI 3 controller and PHY IP solution, significantly streamlining SoC and system design while ensuring an optimized ONFI 3 implementation for maximum performance. Cadence Flash IP, including the broad portfolio of Denali IP acquired in 2010, has now been implemented by over 40 customers worldwide.

“System designers today see memory as a primary bandwidth bottleneck, which has given rise to many new interface standards intended to simplify design and improve overall system throughput,” said Vishal Kapoor, vice president, product marketing, SoC Realization at Cadence. “As the leading supplier of memory and storage IP, Cadence applies its expertise in memory subsystem design to rapidly deliver solutions supporting the latest standards, and to implement those solutions with a highly efficient architecture designed for maximum performance.”

The ONFI 3 specification simplifies the design of high-performance computing platforms, such as solid state drives and enterprise storage solutions; and consumer devices, such as tablets and smartphones that integrate NAND Flash memory. The new specification defines speeds of up to 400 mega-transfers per second. In addition to the new ONFI 3 specification, the Cadence Flash and controller IP also support the Toggle 2.0 specification.

"NAND flash is very dramatically growing in the computing segment and is no longer just for storing songs, photos, and videos," said Jim Handy, director, at Objective Analysis. "The result is that the bulk of future NAND growth will consist of chips sporting high-speed interfaces. Cadence support of ONFI 3 and other high-speed interfaces is coming at the right time for designers of SSDs and other systems."

The Cadence controller and PHY IP implement advanced capabilities of the standard including chip-enable interleaving, which results in significantly improved system performance when dealing with multiple flash devices, as has become common in high-end mobile devices and SSDs. As a result, the IP can deliver up to 95 percent of a NAND device's theoretical maximum throughput. Cadence implements

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sophisticated, highly configurable error correction techniques to further enhance performance and deliver enterprise class reliability. Delivering advanced configurability, low-power capabilities and support for system boot from NAND, the Cadence solution is scalable from mobile applications to the data center.

The IP is backward-compatible with existing ONFI and Toggle standards. The existing Cadence IP offering supports the ONFI 1, ONFI 2, Toggle 1 and Toggle 2 specifications, and also provides asynchronous device support.

Availability

The [Cadence](#) ONFI 3 memory controller and PHY IP are available now. Cadence also offers supporting verification IP (VIP) and memory models to ensure successful implementation.

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CCE Rings in the New Year with EnSuite 2012

10 January 2012

CCE announced the release of EnSuite 2012 with support for latest versions of NX, SolidWorks and Parasolid files.

The new release enhances the Viewers and Translators in EnSuite to support NX8, SolidWorks 2012 and Parasolid 24 version files without requiring a license of the respective CAD systems. With CATIA V5 R21 support added in the previous release, EnSuite meets all major translation requirements of the industry.

The viewers have also been enhanced to Show/Hide components in assembly files, an option has been added to select or define a default standard view orientation that is more suitable for the user & the usability of Draft and Undercut analysis features has been simplified.

EnSuite provides quick access to critical engineering information residing in CAD data, no matter which CAD system was used to author it. It's extremely user-friendly interface is designed for users who may not be trained in using CAD systems, but need to access CAD data for their day-to-day work. EnSuite supports all major 3D CAD formats including CATIA V4, CATIA V5, NX, Creo, SolidWorks, Parasolid, JT, CGR, STL, Solid Edge, 3D PDF, IGES and STEP.

For additional information, please visit <http://www.cadcam-e.com/products/ensuite2/>

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CNC Software Unveils Mastercam X6

10 January 2012

CNC Software announces the release of Mastercam X6. Mastercam X6 introduces significant new capabilities, including new stock models, Mastercam Blade Expert, the new OptiRest toolpath, Hybrid Finish Filler Passes, and so much more.

Stock Model

A precise machining stock model delivers a variety of benefits—viewing and verifying work as it progresses, performing stock model comparisons, and easily choosing existing stock for rest machining.

Mastercam gives you the power to create accurate, fully-associative stock models at any point in your machining process.

Blade Expert Add-on

Mastercam Blade Expert greatly simplifies the toolpath creation process for any multi-bladed parts, including fans, propellers, impellers, turbines, marine screws, and more. There is no limit to the number of blades, splitters, or sub-splitters that can be programmed. Blade Expert includes a variety of powerful and flexible multiaxis roughing strategies. Automatic tool axis control ensures smooth machine motion.

OptiRest Toolpath

Mastercam's latest 3D High Speed Toolpath performs Rest Milling operations to remove remaining material with optimized roughing motion. This powerful new toolpath can use the new stock model functionality for defining stock removal areas.

Hybrid Finish Filler Passes

3D high speed Hybrid toolpaths now maintain all of the Z level cuts in the steep areas of your parts while filling in the shallow areas with scallop motion within a single Z section. These toolpaths combine the best of both worlds with waterline (constant Z) motion and scallop where needed. Now you can have both waterline and scallop motion at the same Z section, section after section. The result is a much better finish and more efficient use of the tool.

More powerful tools in Mastercam X6 include:

- 2D HST Region Chaining
- 2D HST Dynamic Toolpath Improvements
- Mastercam Lathe Variable Depth Roughing
- 64-bit support
- OptiRough strategy now offers OptiCore and OptiArea
- Facing and Canned Groove toolpaths
- New Autosync Rails
- Wirepath Editor improvements

For more information on Mastercam X6, and to view videos on the new software features, please visit www.mastercam.com.

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First Ever Monthly Subscription Model of Targeted Solid Edge Offerings Available Now to Local Motors Community

11 January 2012

Siemens PLM Software announced a new subscription licensing model, for several functional levels of Solid Edge® software, that is being introduced exclusively through Local Motors, a Siemens PLM Software partner, to the Local Motors global community. With today's announcement, this diverse community can now select from multiple levels of professional-grade computer-aided design (CAD) functionality – and download at an easy-to-afford monthly rate – to best match their varied design

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requirements.

Starting with Solid Edge Design1™ software, the [recently announced solution](#) that offers professional-grade CAD functionality packaged specifically for the functional needs of design enthusiasts, the Local Motors community can now move up the functional ladder to license Solid Edge Design and Drafting, Solid Edge Foundation, Solid Edge Classic and finally to Solid Edge Premium. Each of these different functional levels of Solid Edge includes synchronous technology, a unique capability which combines the speed and flexibility of direct modeling with the precise control of dimension driven design. All of the offerings can be downloaded and licensed on a month-to-month basis with no long-term commitment. The pricing structure provides an easy-to-afford monthly licensing model that enables each community member to access the appropriate level of capability corresponding to their needs at any given time. For a complete description of the capabilities and subscription pricing for each level of Solid Edge, please visit <http://www.local-motors.com/solidedge>. Targeted solutions create value for multiple customer profiles.

“Local Motors’ unique co-creation process attracts a number of different personas to our on-line automotive design community, and each one brings a different background and set of requirements for the level of functionality they need in a CAD tool,” said Jay Rogers, president, CEO and Co-Founder, Local Motors. “The Solid Edge Design1 software is primarily targeted at the needs of the typical design and engineering enthusiasts in our community. However, small proprietors in the OEM or supplier aftermarket, or even managers working for automotive OEMs also want to tap into this community or possibly outsource projects to leverage the crowdsourcing model for a targeted Local Motors project. For these use cases, a broader spectrum of CAD functionality is important, and the pay-as-you-go subscription model presents an ideal business model for them to leverage.

“In addition to the industry-leading technology of its Solid Edge offering, we partnered with Siemens PLM Software because they made a commitment to work with us to provide functional and business solutions for all the personas in our community, and today I am delighted to say they have delivered on that commitment,” added Rogers.

“We are continuing to push the boundaries in the CAD industry to meet changing demands of the market and address the needs of innovative product development environments like Local Motors.” said Karsten Newbury, senior vice president and general manager, Mainstream Engineering Software Business Segment, Siemens PLM Software. “Solid Edge Design1 eliminated the cost barrier that prevented access to professional grade CAD software for the design and engineering enthusiasts in Local Motors’ community. With its easy-to-afford monthly subscription and industry-leading synchronous technology, Solid Edge Design1 is the perfect starting point for the design enthusiast. Today’s announcement creates a complete spectrum of offerings for the Local Motors community that deliver the CAD functionality and scalable pricing structure needed for any given job. As a result, we are taking another step forward toward making professional-grade CAD more easily available to a broad cross section of users, from the design enthusiast to the maker of new products.”

The subscription model announced today is available immediately to the Local Motors global community.

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Intergraph® Releases CADWorx® DraftPro™ Free Intelligent 2D Drafting

10 January 2012

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Intergraph® has released its newest product, Intergraph CADWorx® DraftPro™, an intelligent AutoCAD®-based plant design package, and is offering it free to the plant design and engineering community (www.cadworxdraftpro.com). Built on the company's CADWorx Plant Professional package, which offers full 3D intelligent plant design, live collaborative database links, automatic isometrics and on-the-fly collision checking, CADWorx DraftPro enables designers to efficiently create intelligent, specification-driven 2D plant and piping plans, sections and elevations, with full bill of materials capabilities.

CADWorx DraftPro shares the same piping specifications as CADWorx Plant Professional, providing access to more than 60,000 parametrically driven components delivered via hundreds of piping specifications, which are easily modifiable via an intuitive specification editor. Users of CADWorx DraftPro can easily upgrade to CADWorx Plant Professional by migrating or carrying over their existing piping specifications.

Figures shared by Autodesk®, the developers of AutoCAD, state that between 500,000 and 1 million seats of AutoCAD are currently used in the plant creation space. A recent Intergraph survey of plant design users indicated that, apart from P&IDs, 91 percent of them use AutoCAD as their main 2D plant design platform. Also, only 27 percent of respondents used any intelligent tools to deliver their 2D deliverables.

“For 2D plant users the choice has typically been between unintelligent 2D design and intelligent 3D modeling,” said Rick Allen, senior vice president, Intergraph CADWorx & Analysis Solutions. “The release of CADWorx DraftPro lets us empower 2D AutoCAD users, projects and work groups, with technology that we have had for a while, but was always tied to our 3D offering. By releasing this capability, at no charge, we introduce users to the power of intelligent plant design and provide them with a natural upgrade path to 3D when they are ready.”

Gerhard Sallinger, Intergraph Process Power & Marine president, said, “Since the acquisition of the CADWorx product line by Intergraph in 2010, sales of CADWorx have risen to record numbers, proving its value in the market place. CADWorx is an effective AutoCAD-based plant design solution completing billions of dollars of successful projects. The release of CADWorx DraftPro reinforces our commitment to all levels of the plant creation, operations and maintenance sectors of the industries that Intergraph serves.”

The Intergraph CADWorx Plant Design Suite for process plant design offers intelligent drawing-to-database connectivity, advanced levels of design automation and easy-to-use design tools. Because of these distinct advantages, EPC firms and owner operators in the process, power, water treatment, pharmaceutical, food and beverage and semiconductor industries have rapidly adopted the plant design solution.

Information on Intergraph CADWorx DraftPro and downloads can be found at www.cadworxdraftpro.com.

Information on Intergraph's CADWorx products can be found at www.intergraph.com/cadworx.

Information on Intergraph's analysis solutions can be found at www.intergraph.com/ppm/analysis.

For large process, power, marine and offshore projects, Intergraph also offers SmartPlant® and SmartMarine® Enterprises, integrated solutions suites that provides full design, construction, materials and engineering data management capabilities needed for the creation, safe operation and maintenance of facilities, and for capital Project Life Cycle Management (cPLM).

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Jack and Process Simulate Human

January 2012

Product Overview

Manufacturing companies in a variety of industries are addressing the ergonomic aspects of manual operations during early stages of product design and manufacturing planning. Jack and Process Simulate Human enable the user to improve the safety, efficiency and comfort of your workplace environment using digital human models. One can analyze the workplace environments with virtual people that can scale to match different population characteristics. You can test your designs for a wide variety of human factors, including injury risk, timing, user comfort, reachability, lines-of-sight, energy expenditure, fatigue limits and other important parameters.

KEY CAPABILITIES AND BENEFITS

Capabilities

Scalable human figures that are anthropometrically and biomechanically accurate

Support ergonomic analysis of your global workforce using country-specific population databases

Comprehensive suite of ergonomic analysis tools

Advanced posture algorithm that can also analyze how a body reacts to exerted force in a specific direction

Manage a wide range of workplace scenarios that include working at different levels of elevation, stairs and ramps

Eye-view windows and field-of-vision analysis

Reach envelopes for fast workplace configuration

Movie and screen captures for documentation and presentations

Broad virtual reality motion capture hardware support

Benefits

Improve compliance with ergonomic standards during product design and manufacturing engineering stages

Avoid rework costs by uncovering human performance and feasibility issues early

Improve communication of engineering issues related to workplace safety violations

Visually capture and store best practices for future programs

Enhance workplace safety and efficiency

For more details please visit:

http://www.plm.automation.siemens.com/en_us/products/tecnomatix/assembly_planning/jack/index.shtml?&ku=true&a=0

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Kubotek Comparison Suite Products Allow Users to Identify and Communicate Change Confidently for Improved CAD Model Change Management

9 January 2012

Kubotek USA announces the immediate availability of a new suite of products based on Kubotek's geometry differencing engine – The Kubotek Comparison Suite. The Kubotek Comparison Suite expands on the technology that produced the original Kubotek Validation Tool.

The Kubotek Comparison Suite includes new and improved technology and tools to enable enterprise-wide PLM implementations. The Kubotek Comparison Suite products include:

Kubotek Validation Tool – a CAD validation quality tool used to identify changes that have occurred in CAD translations.

Kubotek Validation Server – the server edition of Validation Tool allows for fully automated validation of model translation in an enterprise environment.

ECO Manager – a complete CAD comparison system that automates the process of identifying, managing and communicating the impact of engineering changes throughout the extended enterprise.

ECO Navigator – a graphical interface to browse engineering changes previously created and organized by the ECO Manager.

ECO Inspector – a CAD file comparison tool that automates the process of identifying and reviewing design changes.

In addition to development of Kubotek Comparison Suite, the user interface for both ECO Manager and Validation Tool has been improved for better ease of use and the ability to view results in both data and graphical formats within the same window.

The tools found in the Kubotek Comparison Suite give design and quality teams the ability to confidently communicate changes as products work their way through the supply chain, from design to their manufacture. ECO Manager provides complete automation of change reports, resulting in a PowerPoint format that can be easily shared throughout an organization. The server versions found within the [Kubotek](#) Comparison Suite allow not only for automation of design change detection, but the planned wide distribution and clear communication of the changes throughout the enterprise. These products are all designed to accurately detect, highlight and communicate changes to improve the profitability, quality and speed of the design-to-manufacture process.

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Latest release of ESI's Casting Simulation Suite: ESI's foundry simulation solution is now extended by Salsa 3D, a gating and running design tool

11 January 2012

[ESI Group](#) announced the latest release of [ESI's Casting Simulation Suite](#), composed of [ProCAST](#) & [QuikCAST](#). The suite provides a predictive evaluation of the entire casting process, including filling and solidification defects, microstructural changes and part distortion. It enables rapid visualization of the effects of design changes for cast parts, to aid in making the right decisions from an early stage of the manufacturing process. Virtual Prototyping enables foundries to shrink product development costs, reduce time to market, and increase product quality.

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This new release includes a complete and new user environment, with a modeler that reduces the preparation time thanks to a new methodology, new interface and enhanced automatic assembly. Also, the first release of the new pre-processor, Visual-Cast, provides set-up of process conditions straight onto the CAD topology, instead of onto the meshing. This gives the possibility of adapting the model to the simulation needs without resetting the process definition. This version of the Casting Simulation Suite also provides an advisor to assist in computing the mechanical properties of aluminum after age hardening treatment for parts like wheels, suspension components, cylinder heads and engine blocks. This tool has been originally developed by Rio Tinto Alcan, and by Michel Garat in particular.

New microstructure models are now available; for example for Ni-Resist and Compacted Graphite Iron, materials mostly used in the automotive industry.

To ensure sound castings, major functionalities like core gassing, oxide particles tracing and prediction of burn-on and mold penetration have been implemented.

In addition, users will benefit from the results of global research projects on light-weight materials and superalloys that will lead to improvements in centrifugal casting modeling and in the prediction of micro-porosity.

To further complement of the capabilities of its Casting Simulation Suite, [ESI](#) now distributes a filling system design tool. [CTIF](#) (Centre Technique [CTIF](#)), a French casting research center, and [ESI Group](#) have signed an agreement for the exclusive distribution, support and development of [SALSA 3D](#). The tool developed by [CTIF](#) calculates efficient filling systems for pressure die casting, following experimental and fundamental rules.

[SALSA 3D](#) helps calculate and size gating and running systems for the High Pressure Die Casting process. It assists in designing gates, runners and overflows by controlling the maximum gate velocity and thickness based on the available pressure machine. This potentially delivers significantly increased yield and reduced die development time and the filling system can be validated using [ProCAST](#) or [QuikCAST](#).

[SALSA 3D](#) will be integrated gradually into the ESI [Casting Simulation Suite](#), with the aim of offering a software combination that helps maximize productivity, reduce development time and improve the quality of parts.

For more information, please visit: www.esi-group.com/casting

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Lattice Technology Releases XVL Studio Ver. 10.0b

10 January 2012

Lattice Technology® Inc. released XVL Studio Ver. 10.1b, an update to the software for creating manufacturing, service and maintenance data for use downstream.

XVL Studio is available in Basic, Standard and Pro editions and provides a complete range of functionality for digital mock-up, process planning and the creation of 3D and 2D technical documentation. Using the industry leading XVL format, XVL Studio enables users to work with even the largest and most complex assemblies to create the documentation and data needed for all of their downstream needs.

XVL Studio version 10.1b delivers powerful new functionality for DMU, process design, illustration

and usability, including:

USER INTERFACE

Custom sub-menus - users can create their own menus and sub-menus allowing them to tailor the XVL Studio user interface to match their requirements and work flow.

Tool-tip display - a new control allows the display of any part property (part name, part number or any user-defined property) while hovering over a part.

Export HTML5 content - save XVL models to HTML5 format allowing them to be viewed in any HTML5 compatible browser - without the need for any plug-ins, including mobile devices.

DIGITAL MOCK UP

Interference/Difference Check - Dynamic Interference check performance is improved significantly by taking advantage of multiple CPU environments. Advanced Difference check options allow for greater control of the check depending on purpose. Additionally, both Interference and Difference check results can be saved in an XV0 assembly file.

Design Review - cross-section profiles can now be rotated to the appropriate view direction.

PROCESS DESIGN AND MANUFACTURING DOCUMENTATION

Process Design and Documentation - XVL Studio now includes sample tool models that can be used in manufacturing processes and work instruction documents. Pinching posture with two fingers is now possible with human models. New Manufacture Tree feature allows you to easily define sub assemblies for use in manufacturing processes.

Animation - automatic process animation is generated in the Path Authoring process. Enhanced animation alerts allow you to include more specific information in the work instructions.

Export - parts used in manufacturing processes can be exported in IGES format, which can be easily imported to CAD systems for tool design needs.

ILLUSTRATION

Smoother Edged Images - enhanced controls for line extraction allow output of illustrations with higher quality.

The features will also be available in the previously announced XVL Technical Illustration and Technical Collaboration Suites.

The upgraded version of XVL Studio is available immediately. Existing customers under maintenance can download the new version free of charge.

For more detailed information about features, pricing, or on how to purchase it, please visit <http://www.lattice3d.com>. Go to http://www.lattice3d.com/3ddemo/video/Studio_10-1b/Studio_10-1b.html and watch a demo video.



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MCAD and ECAD Speak the Same Language with CADSTAR Board Modeler Lite

10 January 2012

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Zuken announces a new version of [Board Modeler Lite](#) that offers significant productivity enhancements during board layout design.

Board Modeler Lite 6.1 – available now with [CADSTAR 13.0](#) – bridges the process between MCAD and ECAD design flows by offering a common platform to communicate between the two disciplines. Board Modeler Lite helps resolve issues during the exchange of data between mechanical and electronic design and provides a forum during PCB layout to conduct electromechanical analysis early in the design process, with accurate 3D measurement and interference checks.

Improved productivity and performance

Improvements to [Board Modeler Lite's](#) user interface and interactive editing of 3D models include subtraction, fillet, and chamfer of component bodies to improve accuracy of assembly inspection. Other editing enhancements include modifying part origins to remedy discrepancies between MCAD and ECAD libraries. Board Modeler Lite includes support for the SpaceNavigator 3D mouse to enhance the visual navigation of 3D designs and component models.

Jeroen Leinders, CADSTAR distribution manager, says: "With Board Modeler Lite, both MCAD and ECAD departments can now check the physical constraints using visualization and analysis at any point of the design process. Because an accurate model of the PCB and its detailed 3D components is transferred, users can easily check for any potential collisions between the PCB and its surroundings."

Reduce modeling effort with 3D Model Wizard

[Board Modeler Lite](#) includes a 3D Model Wizard for parametric part creation of common component packages and custom programmable devices, such as BGAs and FPGAs, as well as connectors, diodes, LEDs, transistors and more. Models created can be stored in STEP or SAT format, and can be reused as part of a common library for Board Modeler Lite and 3D MCAD systems.

New features in CADSTAR 13.0

Board Modeler Lite 6.1 and CADSTAR Board Modeler Lite 3D Wizards are among several new modules and upgrades available in [CADSTAR version 13.0](#). Key feature enhancements in CADSTAR 13.0 include: improved drill drawing creation; improved DXF import; improved features for high-speed routing; and an IDF interface.

For more information, visit the CADSTAR pages on Zuken's website at www.zuken.com/cadstar.

To carry out a full evaluation of CADSTAR, please contact your local reseller. Details can be found under "CADSTAR 'Where to buy'" at: www.zuken.com/cadstar_contact.

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Mentor Graphics Partners with Freescale to Deliver Vista-based Virtual Prototype Solution for Freescale Processors

13 January 2012

Mentor Graphics Corp. announced it has signed a preferred, long-term partnership agreement with Freescale Semiconductor to deliver state-of-the-art, high-speed simulation platforms for Freescale's QorIQ® P-Series, AMP and QorIQ Qonverge™ product lines of multicore embedded processors. In support of this partnership, Mentor® now offers a powerful virtual prototyping environment and

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enabling technologies which allow Freescale customers to achieve early, more efficient software integration and accelerate their product delivery cycles.

Freescale's broad offering of QorIQ products provides industry-leading performance, price and power ratios across an array of networking and other applications. Freescale's QorIQ product lines include:

The widely adopted QorIQ P-Series, which spans from single core devices consuming as little as 1.1 watts of power to the flagship, eight core QorIQ P4080, which delivers 1.5 GHz per core performance within a tight power envelope.

The new QorIQ Advanced Multiprocessing (AMP) processor series, incorporating a new, multithreaded 64-bit Power Architecture® core, 28nm process technology, up to 24 virtual cores, groundbreaking acceleration engines and sophisticated power management to deliver up to 4x the performance of Freescale's QorIQ P4080 device.

Freescale's QorIQ Qonverge series of base station-on-chip products, which share the same architecture to address multi-standard requirements spanning from small to large cells.

The [Vista™](#) product from Mentor allows Freescale customers to execute a variety of virtual prototyping platforms and efficiently port, debug and optimize operating systems and application software. The base SoC models are provided and validated by Freescale and integrated and packaged in Vista libraries.

These Vista Virtual Prototype packages include the SoC HW model, optionally integrated with Linux, and can be expanded by the customer with a variety of standard and custom IPs and Physical I/Os. The platforms can also scale to include timing and power attributes to enable performance and power tradeoff analysis under realistic use cases and software execution.

“As market requirements grow ever more demanding, our customers increasingly face faster, tighter design cycles,” said Raja Tabet, vice president, Software & Systems Networking and Multimedia Group at Freescale. “The Vista Virtual Prototyping solution is important for early delivery of our technology to key customers. We see Mentor, with its virtual platform solution and embedded software technology, as a key contributor to our broad ecosystem of world class enablement solutions for our QorIQ families of processors.”

“This preferred partnership with Freescale is strategic to our company-wide ESL strategy,” said Guy Moshe, general manager, Design Creation Business Unit at Mentor Graphics. “QorIQ processors are built upon the most advanced architecture and technologies, and are ideal for leveraging and deploying a Virtual Prototyping methodology. We are working closely with many leading-edge system companies, and we believe our partnership with Freescale helps to efficiently drive and deploy our technologies to the benefit of our mutual customers.”

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New Partner KEY to METALS Brings Vast Material Properties Expertise to the HyperWorks Partner Alliance

10 January 2012

Altair announced the official release of the [KEY to METALS](#) material database in the HyperWorks Partner Alliance (HWP). KEY to METALS is the world's most comprehensive metals database, with more than 4.5 million property records spanning in excess of 175,000 materials. Using KEY to METALS international cross-reference tables, it is possible to find and compare materials from around the world and carry out essential comparison work for detailed material property information, such as

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chemical compositions, mechanical and physical properties, heat treatment diagrams and properties at elevated temperatures. In addition to the expansive KEY to METALS data set, the integrated Extended Range module works seamlessly with the database functionality to bring a unique resource of advanced properties to the user.

Altair HyperWorks customers can access KEY to METALS through the [HWP](#), a suite of third-party applications from HyperWorks partners that can be accessed with the same units used to invoke HyperWorks software. The flexibility of these HyperWorks Units empowers users to deploy the largest and most complete suite of CAE applications available at no incremental cost or long-term commitment.

“The KEY to METALS database is an invaluable tool for engineers who require in-depth, accurate material property information without the need for time-consuming research through the masses of literature out there,” said Dr. Viktor Pocajt, CEO of Key to Metals AG. “This comprehensive resource empowers users to make decisions in the design phase that can drastically improve accuracy of predictive material behavior under a range of conditions and therefore help secure the quality and reliability of the finished product. The HyperWorks Partner Alliance distribution model allows Altair customers the unique ability to access KEY to METALS and other partner applications on demand. The ease of deployment will help us expose new users to KEY to METALS and expand our market share globally.”

The KEY to METALS Extended Range dataset in synergy with the standard KEY to METALS data provides users with an unparalleled material properties resource for advanced structural and thermal calculations and analysis. Providing stress-strain curves, fatigue data, fracture mechanics information and creep data for thousands of materials, Extended Range is designed to save time and money through intelligent search methods and enhance the depth and quality of information required for CAE and FEA analysis.

“KEY to METALS allows customers to compare and select the optimal materials for their product design,” said Antoine Poussier, vice president of global partner programs at Altair. “Access to detailed and accurate metal material properties is an important asset to manufacturers in nearly every domain, and combined with the innovative HyperWorks licensing system, the HWP brings this powerful resource to customers in a cost-effective way.”

The HWP strives to provide the most comprehensive offering of software applications across multiple relevant domains related to computer-aided engineering. The addition of KEY to METALS further enhances the flexibility of the HyperWorks Units and the overall value of Altair HyperWorks.

About Key to Metals AG

Key to Metals AG is the developer of KEY to METALS, a comprehensive metal materials database, and has provided the engineering community with its invaluable resource for over a decade. Now a truly multilingual platform, the only one of its kind, KEY to METALS supports global business by being available in 19 languages. Offering the most dynamic update policy on the market and certified data quality, KEY to METALS ensures its users are provided with the most up to date and accurate information available. The primary focus of Key to Metals AG is to provide the engineering world with the most complete and comprehensive material resource available while continually increasing its power and functionality to add vast amounts of value to businesses and activities we support. For more information about Key to Metals AG, visit <http://www.keytometals.com/>.

For more information about the HyperWorks Partner Alliance, visit www.hyperworksalliance.com.

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OPEN MIND Technologies AG: hyperMILL : Customised Process Features

13 January 2012

The customised process feature, or CPF, is a special feature technology built into the hyperMILL® CAM system. CPFs allow companies to define individual corporate standards for automated programming. Possible applications extend far beyond conventional features.

OPEN MIND Technologies AG has enhanced the 2011 version of its CAM software, hyperMILL®, adding an expanded and improved feature technology. This enables the definition of company standards for CAM programming.

Even complex machining sequences, once defined, can be programmed easily and with automation support using this technology. The method is based on process-oriented linking of characteristic geometry sequences with freely defined machining steps.

Without limits

“CPFs allow the linking and naming of any number of geometry selections and associated parameters in one element, and you can also add images and documentation”, explains Peter Brambs, head of the Global Engineering Service Group at OPEN MIND. CPFs enable the creation and use of macros. A curve for example can be a machining contour or a boundary curve, and that manufacturing purpose can also be stored in the CPF.

One example is a pocket comprised of a hub surface, a lateral cut-out, an upper edge curve, etc. The user can select these individual surfaces, assign a name to them (e.g., contact surface), add an image if necessary so that another user also knows what it is, and then combine it all into a CPF. Other parts that share the same geometric structure can be described and machined using the same CPF. Filter schemes within the CPF technology allow for automated selection of geometry, especially when consistent rules (colors, layers, etc) are used in the creation of smart designs.

The initial steps are to conceive the structure of the CPF, and define the machining steps. With this stored information, complex geometry with a similar structure can be programmed with a few mouse clicks, and with reduced chance of programming errors. Once tested and stored, the CPF is recalled and consistently applied with knowledge of the end-user manufacturing processes.

The software thereby enables the creation of a truly complex customer-specific element that can be selected as a single CAM entity and automated on this basis.

OPEN MIND provides consultation and training to assist a customer to define their own CPFs.

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Tribold Begins 2012 With New EPM Product Release

10 January 2012

Tribold announced the latest release of their Enterprise Product Management software solution: Tribold EPM version 5.1™.

As Tribold continues to acquire more customers, and now manages over US\$64b of products and services on the Tribold EPM platform, offering the most advanced product management capability continues to be a company imperative.

Tribold EPM v5.1 is feature rich release to further extends the application's footprint around the

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operational management of products as they change through the lifecycle and the impact those changes have on downstream environments and systems.

Examples of key Tribold EPM v5.1 enhancements include the following:

Product Data Publishing

- The Tribold Product Data Publisher (PDP) capability, new to v5.1, allows one to configure a number of target destinations to which data in the catalog can be published before it is ready for launch. For example, if the user has multiple environments for Development, Test and Production, he/she can choose to publish to each of these environments at any given time. One can also configure which types of entities can be published to which targets and by whom. The objective of the PDP is the ability to test changes before they are formally launched.

Rules

- Configurable Workflow, introduced in the Tribold EPM v5.0 release, now formally underpins the Tribold Rules solution in v5.1, providing the following added benefits:
 - o Perform XPath validation at more points in the workflow
 - o Visually design more complex validation logic
 - o Call Web services for validation against external data and the triggering of external processes
 - o More targeted messaging to help identify problem data
- New Abstract Class has been introduced to improve rules definition and management, establishing reusable data patterns for Configurable Attributes and for a wide range of Rules Categories, including availability, cross-sell, up-sell, dependencies, compatibility, serviceability

Mass Data / Change Management

- Changeset Groups and Bulk Status update functionality have been introduced to support change management on a global scale in the catalog, streamlining and simplifying changes across projects
- Users are able to manage and coordinate changes across marketing programs/promotions, IT release cycles and parallel product change / launch initiatives

Catherine Michel, Tribold CTO and co-founder is justifiably enthusiastic about the release: “We put so much time and effort into making sure our solution is in tune with CSPs’ critical product management requirements. V5.1 represents some of our best work to date, addressing key pain points in our customers PLM and product MDM operations.

Tribold EPM™ is based on a Centralized Product & Service Catalog (CPC) and a Product & Service Lifecycle Management (PLM) solution. Dramatic improvements in product management performance enable CSPs to drive increased profit by reducing time to market, decreased cost to market, increased quality of the product management process and increased ability to support product and service innovation.

Today, [Tribold](#) EPM manages over US\$64b of products and services for our customers. Headquartered in London, and with offices in North America and Asia, Tribold was founded in 2003 and is privately held.

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Visual 2000 Sets New Standard for PLM Usability with Visual PLM.net® S Edition

10 January 2012

Visual 2000 International Inc. will unveil its newly redesigned Visual PLM.net® S fashion lifecycle management solution on January 16 at the NRF 101st Annual Convention and Expo in New York. Representing the fifth major release of the software, the S-Edition raises the bar for user experience and responsiveness as the first fashion PLM solution to fully leverage the new Microsoft® Silverlight® 5 development tools and Windows Azure™ cloud platform. Key among the many new and enhanced features included in Visual PLM.net® S are drag-and-drop design and storyboard capabilities, multi-level line planning tools, digital asset management with file streaming, integrated Business Intelligence (BI) dashboards, and advanced workflow management.

According to Visual 2000 Vice President of Research and Development Charles Benoualid, “With its engaging and interactive user experience, the S-Edition represents a major milestone for fashion PLM. In addition to being our most configurable and easy to use system ever, it gives our customers the freedom to securely implement either in-house or on the Microsoft cloud without the usual IT hassles of deploying across multiple operating systems and browsers.”

Leveraging the latest Silverlight development tools, Visual PLM.net® S gives users richer, deeper interactivity than previously available by introducing more than forty new user enhancements; including improved video quality, media support, content display, and performance improvements. The new Version 5 system is also fully supported on Windows Azure, an open cloud platform that provides companies with an option to quickly deploy and manage applications across a global network of Microsoft-managed datacenters.

Noteworthy technical features and benefits of the S-Edition include a fully configurable user interface with drag-and-drop screen designer, field-level security, multilingual language support (localization), and more dynamic database configuration to accommodate changing client needs.

About Visual PLM.net®

Visual PLM.net provides retailers and their supply chain partners with a configurable, out-of-the-box software solution for managing all product information and images, colors and raw materials, merchandise and line plans, size and technical specifications, sampling and costing, time and action calendars, and other critical business assets and processes. By making this always-up-to-date information readily accessible to all, Visual PLM.net improves team and partner collaboration, increases process visibility, reduces product costs, and streamlines the entire concept-to-delivery business process. For more information, visit <http://www.visual-2000.com/solutions/plm>.

About Visual 2000 International

Visual 2000 International Inc. develops and markets End-2-End software solutions for the Apparel, Footwear and Accessories (AFA) industry. The companies suite of advanced software includes Visual PLM.net® product lifecycle management (PLM), Visual ERP.net™ enterprise resource planning (ERP), Visual SCM.net™ supply chain management (SCM), Visual WMS.net™ warehouse management system (WMS), Visual BI.net™ business intelligence (BI), Visual EDI.net™ electronic data interchange (EDI), Visual SFA.net™ sales force automation software (SFA), and a variety of B2B and B2C E-Commerce solutions.

Visual 2000 products leverage Microsoft® technologies such as SQL Server®, .NET framework, and the Silverlight® development platform. Headquartered in Montreal, Visual 2000 maintains offices and

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distribution channels in Toronto, New York, Los Angeles, Europe, and China. For more information, visit <http://www.visual-2000.com>.

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