

Contents

<i>CIMdata News</i>	2
CIMdata 2013 PLM Market and Industry Forum Successfully Held	2
CIMdata Completes 2013 Market & Industry Forum Series	4
CIMdata Conducts Workshops on Simulation & Analysis and Systems Engineering	6
Inforum 2013: a CIMdata Commentary	8
<i>Acquisitions</i>	11
3D Systems Acquires RPDG	11
<i>Company News</i>	12
Alphacam Measures Success	12
Arena Posts Five Straight Quarters of 100% Net Renewals	13
Business Growth and Content Expansion Top Knovel's Successes	14
Business up by 24% at Lantek for Q1 2013	15
CCS Dresden, a Subsidiary of xPLM Solution, Signs Key Partnership Agreements with Dassault Systèmes to Develop Applications Based on CATIA	16
Design Students at ACS Egham International School Use Stratasys 3D Printing to Test Ideas in Reality	17
DeSL Continues Global Expansion with the Opening of New York City Office	18
GRAITEC Continues its Expansion with the Opening of a New Office in California, USA	19
PTC Congratulates Aeronautical Dolphins and RamGT as Winners of the 2012-2013 Real World Design Challenge	20
Siemens Announces U.S. Job Training Initiative for Veterans	21
U.S. CAD Announces Vince Aman as Senior Director of Sales and Marketing	23
<i>Events News</i>	23
CGS Announces Opening of INSIGHT 2013 Customer Conference in Atlantic City	23
Datakit will be Visiting Control Messe 2013	24
Delcam Announces Programme for 2013 Orthotics Technology Forum	25
Delcam Malaysia to Show Latest CAM Developments at METALTECH	26
Delcam to Focus on Five-axis Developments at Advanced Manufacturing	27
Delcam to Show Electrode Solution at Amerimold	28
FISHER/UNITECH to Display Latest 3D Printing Technology at Design-2-Part Show	30
The vdR Group Sponsors Aras' ACE International Conference April 30 - May 2	31
<i>Financial News</i>	31
3D Systems Reports Q1 2013 Results	31
Accelrys Announces First Quarter Results	32
Agilent Technologies to Host Webcast of Second-Quarter Fiscal 2013 Financial Results Conference Call	34
ANSYS Delivers Record Revenue and Earnings for the First Quarter 2013	35
Autodesk Extends Invitation to Join Financial Results Conference Call	36
Lectra: First Quarter 2013: Net Income and Free Cash Flow Strongly Positive, Balance Sheet Particularly Solid	36
Geometric's Revenues Cross the 1000 Crore Mark	38
Nemetschek Increases Profitability in the First Quarter 2013	40
Stratasys Conference Call to Discuss First Quarter Financial Results	40
Trimble Reports First Quarter 2013 Results	41
<i>Implementation Investments</i>	42

CIMdata PLM Industry Summary

Europe's Largest Mouldmaker Specifies Delcam Software for Tooling Manufacture _____	42
Life is good® Selects YuniquePLM to Support Rapid Growth and Manage Diverse Product Offerings ____	44
MARE Designs in SolidWorks Software to Illuminate the Oceans' Unknowns _____	45
Phyken Media Creates 3D Magic for Mobile Game "Wizard Ops Tactics" with Autodesk Maya _____	46
Product News _____	47
Aras First to Provide Embedded CAD to 3D PDF Converter in PLM Platform _____	47
Autodesk Certifies GibbsCAM for Autodesk Inventor 2014 _____	48
Bluebeam Software Releases International Versions of Revu 11 _____	50
CAD Training Online Becomes Autodesk's ATC Online Training Center _____	51
COMSOL Multiphysics 4.3b Released _____	51
CSC Releases Orion v18 _____	53
Delcam's new PartMaker Offers Improved Multi-axis Milling _____	54
Easy-to-learn ZW3D 2013 Lite Helps You Master 3D Design in 3 Hours _____	55
Edgecam's New Global Customer Community _____	56
EON Reality Releases EON 8 _____	57
Ideate, Inc. Announces 2014 Release of Ideate-Developed Software Concurrent with Autodesk Launch ____	58
IMAGINiT Technologies Releases Scan to BIM™ 2014 Software _____	59
IntelliCAD Technology Consortium Announces Release of IntelliCAD® 7.2b _____	60
Lectra Announces Diamino® V6 _____	60
Made in IBM Labs: IBM Scientists Unveil Prototype That Will Put 'Smart Mobility' Into Maintenance, Repairs and Operations _____	62
Manufacturing Technology Company Educates CNC Machining Industry _____	63
MyCadbox™ Web 3D Glimpse offers 3D Viewing on any Browser _____	64
NCSIMUL Player 9: When NC Programming becomes a Fully Immersive, Collaborative and Mobile Experience _____	65
New Alphacam Simulation Brings Real Results _____	66
SAP Offers New Simplified Experience for Rapidly Deploying Enterprise Technology _____	68
SpaceClaim and InspectionEasy Announce OEM Agreement to Streamline the Inspection of 3D CAD Models _____	69

CIMdata News

CIMdata 2013 PLM Market and Industry Forum Successfully Held

29 April 2013

2013 PLM Market and Industry Forum (China) was successfully closed on April 19 which e-works held in alliance with CIMdata. Focusing on PLM market development and PLM technologies and implementations, CIMdata PLM Market and Industry Forum is a leading PLM event around the world.

More than 40 mainstream vendors home and abroad, researchers, and experts gathered in the forum including vendors from Siemens PLM, PTC, Dassault System, SolidWorks, LMS, MSC.Software, ANSYS, CAXA, Shenzhou Software, THsoft InfoTech, Kingdee, GstarCAD, ZWSOFT, Sysware, CIMATRON, Tianyu Soft; Beijing Innovation Tianhe Software, UFC, RP Technology, and RuiheSoft. The focused point on the forum was the status and development trend in global and China PLM market.

CIMdata PLM Industry Summary

In the morning session, Peter Bilello, President of CIMdata analyzed the state of PLM in 2012. He pointed out that, "The global economy still not completely recovered, but PLM investments continued to increase. The global PLM market in 2012 exceeded CIMdata forecast. According to CIMdata statistics, global mainstream PLM market up to 12.1% to 21 billion US dollars and comprehensive PLM up to 11.3% to 33.3 billion US dollars". cPDM sector also had strong growth in 2012. Tool sector grows with simulation & analysis up higher than overall tools. EDA market growth slowed in 2012.

In the afternoon session, Peter shared a topic in cross-Disciplinary collaboration in systems engineering. He said that collaborative systems engineering partnerships are built on 3 things that form the foundation for building collaborative SE environments, namely trust, knowledge-sharing, and dedicated assets. All of these impact culture. On another topic of democratizing simulation for improved decision making, Peter said that democratizing simulation should be simple and easy to use and many cases show that democratizing simulation is not simply automate experts' process.

Dr. Pei Huang, the founder and CEO of e-works interpreted the 2013 China PLM Report. According to e-works Research, China mainstream PLM market realized overall fast growth in 2012 and the market capacity achieved 749.2million US dollars. The comprehensive PLM market capacity achieved 1.16billion US dollars. Generally speaking, the mainstream PLM market growth is lower than the 22.43% in 2011 but is higher than 13.9% forecasted in the last year report.

Mr. Stan Przybylinski, Research Director of CIMdata shared hot topics on mobile applications and big data in PLM.

Stan shared several important global PLM development trend according to their research:

Firstly, the era of big data is coming and PLM need to use it in making better decision fast.

Secondly, mobile applications in PLM have a good start but it still has a long way to go. In the future, seamless integration with PLM applications and enterprise data on mobile devices will bring significant benefits.

Thirdly, as a longstanding practice, system engineering will continue to arouse wide attention. System engineering focused on customer needs and required functionality early in the development cycle, documenting requirements, then proceeding with design synthesis and system validation while considering the complete problem.

It is the second year that e-works held the forum together with CIMdata. Beijing is the third site of the forum after America and Germany. The next site will be in Japan on April 26.

About CIMdata

CIMdata is dedicated to maximizing an enterprise's ability to design and deliver innovative products and services through the application of PLM. Since its founding in 1983, CIMdata has delivered world-class

CIMdata PLM Industry Summary

knowledge, expertise, and best-practice methods on PLM solution. In May 2011, CIMdata acquired CPDA, who is dedicated to technology and business process research through PLM collaborative project research.

About e-works Research

e-works Research is the most influential independent research institute focusing on China manufacturing information technology. Since its foundation in 2002, e-works Research has been committed to do market, technology and application research in ERP, PLM, IT infrastructure in manufacturing. We periodically publish professional report concerning PLM, ERP, MES, CAE, information security, investment and offer consulting services such as market research, product evaluation, case writing, white paper planning.

 [Click here to return to Contents](#)

CIMdata Completes 2013 Market & Industry Forum Series

30 April 2013

CIMdata, Inc., the leading global Product Lifecycle Management (PLM) strategic management consulting and research firm announces the successful completion of its 2013 PLM Market & Industry Forum series of four global events in Ann Arbor, Michigan, USA; Frankfurt, Germany; Beijing, China; and Tokyo, Japan.

CIMdata's PLM Market & Industry Forums are the world's premier gathering of technology and service providers focused specifically on the PLM market and the issues concerning its development and growth. Participants gathered to hear CIMdata's perspective on the state and trends of the PLM market, as well as a detailed discussion of CIMdata's research and viewpoints on the 2012 PLM market results. These included CIMdata's extensive analysis and forecasts regarding market growth across PLM domains, industries, and regions, and the performance (revenue and market share analysis) of leading PLM solution providers.

The Ann Arbor, Michigan event on 9 April 2013 included representatives of 30 leading global PLM solution providers. According to the session host, Richard McFall, CIMdata's Director of Global PLM Community, "This session is the must-attend event for leading PLM solution and service providers. For over 20 years this event has drawn companies representing a large percentage of global PLM revenues."

The momentum continued in Frankfurt, Germany on 16 April. "This year's forum was a great success," claims Gerard Litjens, CIMdata's Director of European Operations. "As in the past, senior executives of 24 leading PLM solution and service providers attested to the relevance of the Forum by fitting this day into their already busy diaries. It was great to witness a heightened level of interaction and value as the audience was very engaged, asking relevant questions and participating in lively discussions on the market numbers, systems engineering, simulation & analysis, and the other Forum topics."

CIMdata PLM Industry Summary

Recognizing the growing importance of the Chinese PLM market, CIMdata expanded the Forum series to Shanghai in 2012, with the session moving to Beijing in 2013. “It was my pleasure to host the CIMdata Market & Industry Forum in Beijing this year,” said Dr. Pei Huang, CEO of e-Works, a leading Chinese manufacturing IT online media and consulting company, and CIMdata’s partner in China. Mr. Huang continued, “Over 20 international and leading Chinese PLM solution and services providers attended the Beijing event. According to Dr. Huang, “the session on systems engineering created much discussion between the companies and academics in attendance. Chinese companies see the value in PLM and realize that taking a systems view will be important to competing in global markets.”

The final stop for the Forum series was Tokyo. “Fourteen PLM technology and service providers attended this year’s Japan Forum,” stated Satoshi Ezawa, Director of Japanese Operations for CIMdata. According to Mr. Ezawa, “The Japanese economy is recovering, and many Japanese companies see the need for PLM, but want their PLM solutions to be simpler and implementations to be more effective. PLM is essential for Japanese companies to remain competitive in the face of increased complexity of their products, supply chains, and the decision-making processes needed to support the lifecycle.”

“For the more than 20 years, CIMdata has introduced our yearly PLM market numbers to PLM economy via a series of interactive forums. For the second year in a row, CIMdata’s forum series has included four stops, one in North America, one in Europe, and two in Asia (China and Japan),” said Peter Bilello, CIMdata’s President. Mr. Bilello continued, “CIMdata’s global reach and respect in the PLM market is evident as the leaders of the global PLM economy participate year after year in these highly informative sessions, and as the PLM economy continues to grow, CIMdata will continue to expand this one of a kind PLM market and industry event series.”

You can read tweets from the events at #PLM4um.

CIMdata’s next major event, the 2013 PLM Road Map conference, will be held in conjunction with the PI Congress on 9 and 10 October at the Hilton Chicago Indian Lakes Resort. For more information, please see www.CIMdata.com.

About CIMdata

CIMdata, a leading independent worldwide firm, provides strategic management consulting to maximize an enterprise’s ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding 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 providers 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

CIMdata PLM Industry Summary

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.

 [Click here to return to Contents](#)

CIMdata Conducts Workshops on Simulation & Analysis and Systems Engineering

3 May 2013

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the successful completion of its 2013 Simulation & Analysis and Systems Engineering workshops. These workshops were held in Cincinnati, Ohio on 30 April and 1 May 2013. The Simulation & Analysis workshop was attended by 43 people representing 24 industrial end user companies and leading global simulation software solution providers. The Systems Engineering workshop had 46 people from 22 industrial and solution supplier companies.

CIMdata's Knowledge Council workshops are unique forums that bring together industrial end users and technology and service providers to focus specifically on topics relevant to each knowledge council and how those impact product and manufacturing systems development.

Simulation & Analysis Workshop

In his opening remarks Dr. Keith Meintjes, CIMdata's Practice Manager for Simulation and Analysis stated that there is an oncoming revolution for simulation. "Systems engineering, robust design, and integrated geometry capability will transform the way we engineer products. CAD will be the starting point of a smooth process to physically realize the product, not the beginning of an iterative cycle of design-build-test-fail-redesign."

End user presentations focused on the integration and automation of simulation in a design environment (Patrick Grimberg, DPS), statistical methods for robust design (Dr. Alexander Karl, Rolls-Royce and Mary Fortier, General Motors), topology optimization for discovering efficient structures for suspension design (Robert Geisler, General Motors), and the use of simulation to drive innovation for consumer products and their manufacturing processes (Art Koehler, Procter and Gamble). These experts all focused on the up-front use of simulation to define products before a commitment to producing detailed CAD for manufacturing.

Leading solution providers (ANSYS, Autodesk, Dassault Systèmes SIMULIA, ESI Group, Mentor Graphics, and Siemens PLM Solutions) participated in a lively panel discussion on the democratization of simulation—making simulation available to a much wider group of users in a way that supports their work practices.

CIMdata PLM Industry Summary

Dr. Meintjes discussed some of CIMdata's research on the PLM market. The simulation and analysis market is now approximately US\$4 billion annually, over 12% of the total PLM market. Simulation & analysis is (along with EDA) the fastest growing segment of PLM. CIMdata's coverage of the simulation and analysis market will be broadened with a new report in its MAR series beginning in 2013.

An important trend that was reinforced during the workshop is that simulation & analysis are increasingly important to corporate management to support up-front design and reduce physical testing.

Systems Engineering Workshop

In this first-ever event, many topics of relevance were presented and discussed. John MacKrell, CIMdata's Systems Engineering Knowledge Council lead, introduced systems engineering as well as the structure and role of the knowledge council. A practitioner's perspective on using systems engineering to develop space systems was provided (Tom Hartline, NASA Glenn Research Center), research into systems engineering topics and concepts of how to apply these to many types of product programs were described (Carlee Bishop, PhD, Georgia Institute of Technology Research Institute), benefits realized from applying systems engineering in the automotive industry were discussed (Craig Brown, General Motors), and the role of simulation in supporting systems engineering was presented (Keith Meintjes, Ph.D., CIMdata).

In addition to these presentations, lively discussion among the attendees ensued from comments provided by a panel of systems engineering solution providers (Dassault Systèmes, IBM Rational, Mentor Graphics, PTC, and Siemens PLM Solutions).

In his closing remarks, John MacKrell pointed out some of the main highlights from the day's discussions: "A glossary and taxonomy of systems engineering terms needs to be developed. There is a clear need for organized systems engineering training. Capturing requirements in natural language is not a workable solution since we all work globally and in many different, often confusing natural languages. We need to work from a cultural perspective that embraces a systems mindset. The INCOSE roadmap for MBSE is interesting, but people need systems engineering strategies and solutions now or soon, not in 10 years."

Related upcoming events include CIMdata's 2013 PLM Road Map conference, to be held in conjunction with PI Congress, which will take place on 9 and 10 October at the Hilton Chicago Indian Lakes Resort. This will include full day tracks on Simulation & Analysis and on Systems Engineering. CIMdata's presentation at NAFEMS Simulation Data Management Symposium in Troy, MI on November 14 will focus on data management for system simulation models. CIMdata also plans to participate in the Systems Engineering Track at the NDIA GVSETS Conference in Dearborn, MI on August 20-21.

About CIMdata

CIMdata, a leading independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of

CIMdata PLM Industry Summary

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 providers 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.

 [Click here to return to Contents](#)

Inforum 2013: a CIMdata Commentary

1 May 2013

Key takeaways:

- *Infor continues to expand its ability to deliver a complete enterprise solution suite based on its ION middleware platform.*
- *Ming.le is a new user interface, which provides a rich user experience for all Infor solutions by combining modern social paradigms and effective integration within business processes.*
- *Infor's announced acquisition of TDCI, will add a product configurator to their business suites that enable users to better quote and order configured and non-configured products.*

CIMdata recently attended Infor's Inforum 2013 in Orlando, Florida—a global event with attendees interested in all of Infor's business lines. Infor stated that they expected over 6,000 attendees. Overall, we were pleased with the many new solutions announced by Infor and the energy and excitement of the attendees. As Infor continues to build out its enterprise application suite, their installed base is receiving more for their investment in Infor and are responding by adding new business process enabling Infor solutions to their IT environments.

Charles Phillips, Infor's CEO, and other Infor executives led a multi-speaker keynote session in which they discussed Infor's success during 2012 (reached \$2.8 billion in revenue and added over 3,000 new customers), their progress in developing and delivering new products and services for the enterprise market, and plans for 2013. They stated that in 2013, Infor plans to introduce nearly 300 new products, including Infor 10x and Infor Ming.le, which is an increase of more than 150% over the previous year. In addition to new products this year, Infor plans to deliver at least twice as many features and enhancements and four times as many integrations to Infor and third-party applications through Infor ION than in the previous year.

CIMdata PLM Industry Summary

The general availability of Infor 10x, is a major step forward in achieving the company's vision of providing a comprehensive, competitive enterprise business suite. Infor 10x unites a middleware platform featuring social, mobile, analytical, and cloud capabilities with Infor's suite of solutions. All major applications feature a reinvented HTML5 user experience, the Infor Ming.le collaboration platform, and in-context analytics embedded throughout workflows that are packaged within the Infor ION integration framework.

One of the most interesting announcements at Inforum was Ming.le, a comprehensive platform for social collaboration, business process improvement, and contextual analytics. Infor is embedding Ming.le within key systems like ERP, PLM, Supply Chain Management (SCM), Human Capital Management (HCM), and Enterprise Asset Management (EAM). The objective is to enable employees across all areas of the business to better communicate and collaborate, and follow people, assets and processes relevant to the task at hand. Information such as documents, plans, photos, and videos are maintained in a centralized location with relevant activity captured to allow easy access by those who need it.

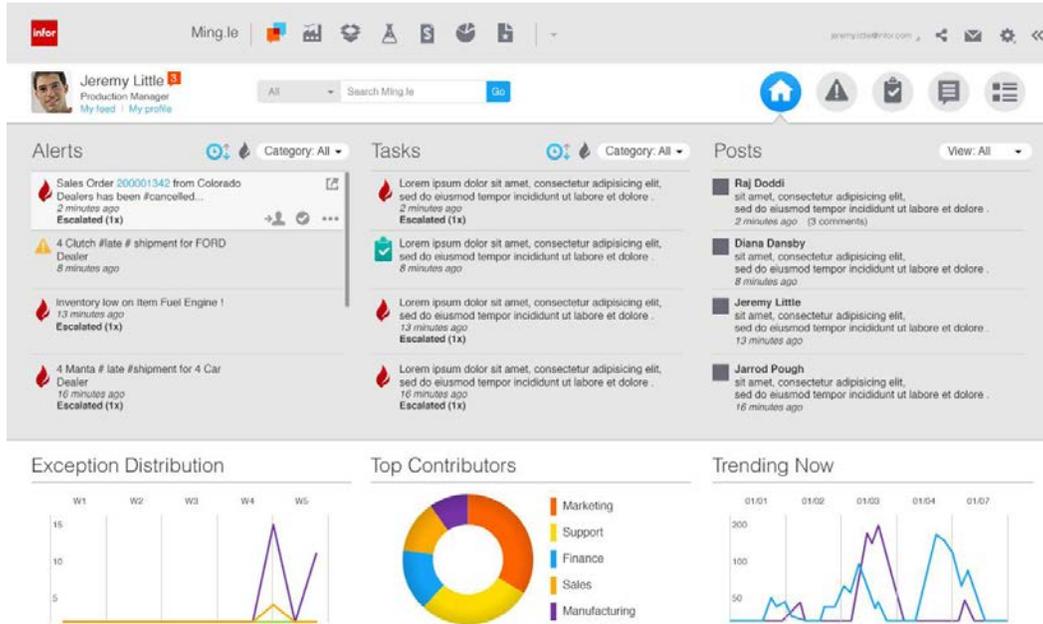


Figure 1—An Example of the Ming.le User Experience

Infor stated that Ming.le is designed to extend beyond traditional collaboration tools by connecting users to virtual representations of business objects, machines, and data in addition to colleagues and processes. Identified objects, such as industrial machines and plant equipment, can be linked within the Ming.le solution to provide real-time updates to interested parties across the organization directly through the application. In one Ming.le demonstration, Infor showed how a worker could track both a maintenance process (e.g., repairing a down HVAC unit) and a link to the specific HVAC unit being maintained. The user received maintenance process status updates and a notification from the asset management system when the HVAC unit came back on line. Users can subscribe to these updates, receiving an alert upon every action and interaction related to the object, with each stored in an auditable trail in the feed.

CIMdata PLM Industry Summary

Infor Ming.le connects structured and unstructured processes, integrating information contained in applications, including HCM, to connect employees to their functions and responsibilities. This enables users throughout the organization to identify pertinent contacts quickly and more easily than was previously possible. Because the platform is integrated to the data in the application, as users interact with Infor Ming.le, a map of the relationships between employees and business objects is created, forming a business social graph. This graph can help improve productivity and collaboration by helping employees identify knowledgeable colleagues to help in specific business situations.

Many solution providers are deploying social networking tools. However, most of them are for basic communication and interpersonal collaboration only. With Ming.le, CIMdata believes that Infor has effectively embedded social collaboration paradigms within business functions—expanding the use and impact of these capabilities that help users gain access to better information and in turn make better decisions. Ming.le should provide users with a more effective and consistent user interaction experience across the Infor application suite tailored to the ways the new generation of workers want to engage.

Infor also announced Infor Sky Vault—a big data initiative that leverages Infor ION, micro-vertical expertise, and dashboards developed by Infor ION BI experts and designed by Hook & Loop, Infor’s in-house design agency. Infor stated that customers using ION can extract transactions as documents formatted in XML and send the data to the cloud for further analytics, helping them obtain meaningful insight to drive faster, better business decisions.

Infor says that Sky Vault is planned to include:

- Pre-built, domain-specific business analytics, reporting, and dashboards powered by Infor ION BI that incorporate industry and role best practices built on Infor ION Business Vault
- A Cloud-optimized data repository delivered on Amazon Web Services and running on the Amazon Redshift database
- Workflow and integration platform with Infor ION to support application interoperability and data transition between on-premise and cloud
- XML services from Infor Consulting Services to enable applications via the ‘ION Factory,’ to develop integrations to third-party and custom systems and applications

Infor stated that Sky Vault is planned to launch in the second half of this year with pre-defined content for Sales, Finance, and Production. Additional functional areas and industries will be added in subsequent iterations.

Another interesting announcement at Inforum 2013 was the intention of Infor to acquire TDCI, a provider of product configuration management and guided selling solutions. TDCI solutions include:

- TDCI Product Configurator—Provides product or other configuration services to a variety of applications including ERP, CRM, and sales solutions
- TDCI Sales Portal—Provides a web portal for sales people and trading partners to quote and order configured and non-configured products

CIMdata PLM Industry Summary

- TDCI Flex Suite—Supports generation of 2D drawings, 3D models, photo-realistic images, and dynamic documents

TDCI products are already integrated with many Infor ERP applications, including Infor LN, Infor SyteLine, Infor XA, and Infor Distribution SX.e. This acquisition will enable Infor customers to better respond to customer requests for product options and customizations while enabling Infor to use a single, consistent tool to deliver configuration functionality.

Infor also announced a new learning management solution suite based on their acquisition of CERTPOINT. This will provide Infor an improved ability to deliver teacher-led and self-paced learning classes and training for its expanding suite of products and services.

CIMdata is very positive regarding Infor's continued expansion of their solution suites and the introduction of new capabilities like Ming.le. With ION as the underlying middleware platform, Infor is delivering a very broad scope of solutions that can work together seamlessly. More importantly, by creating a set of common services and technology, Infor is enabling their customers to continue to leverage their previous Infor investments as they move forward with new solutions and technologies.

Infor is effectively cross-selling their overall product suite within their installed base. This is improving their visibility within the base as well as providing solid references for sales to new customers. As Infor continues to expand the integration of their business solutions and adds new functionality such as Ming.le, we expect Infor to become a more prominent player in the PLM and enterprise application markets.

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 <http://www.CIMdata.com> or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0) 495.533.666.

 [Click here to return to Contents](#)

Acquisitions

3D Systems Acquires RPDG

1 May 2013

CIMdata PLM Industry Summary

3D Systems Corporation announced today that it has acquired Rapid Product Development Group, Inc. (“RPDG”), a provider of on-demand additive and traditional manufacturing services.

3D Systems plans to integrate RPDG’s state-of-the-art capabilities into its growing Quickparts services immediately.

“We are honored to become part of 3D Systems, the recognized global 3D content-to-print leader,” said Tony Moran, CEO and Founder of RPDG. “Together, we can deliver the full impact of 3D printing and traditional manufacturing capabilities to our global customers.”

“We are very pleased to add a proven service provider and innovator of RPDG’s reputation, experience and scale to our rapidly growing, global network of on-demand parts services,” said Ziad Abou, Vice President and General Manager, Quickparts Services for 3D Systems. “With Tony and his team on board, we are extremely well positioned to expand our services to support our growing customer demand.”

In connection with the acquisition of RPDG, the company raised its 2013 annual revenue and non-GAAP earnings per share guidance to revenue in the range of \$460 million to \$510 million and non-GAAP EPS in the range of \$1.05 to \$1.20 per share.

 [Click here to return to Contents](#)

Company News

Alphacam Measures Success

1 May 2013

Vero Software are pleased to announce the appointment of Martin Measures as the Alphacam Area Sales Manager for the Midlands region of the UK.

Having originally worked with Alphacam as a user – he brought the software into a number of engineering companies, including Lucas Aerospace – then as an application engineer, and finally in sales, Martin says it is instrumental in helping manufacturers take their business to the next level.

“I truly believe Alphacam is the best CAM product in the world. The flexible API means it’s open to customisation and that allows the user to do anything they need with it, and it’s so easy to use.”

He says the market is relatively buoyant. “Manufacturers are investing with CAM technology to ensure they extract the very best out of their machines. Alphacam scores heavily because it provides the ability to automate manufacturing tasks and dramatically reduce programming time.”

CIMdata PLM Industry Summary

Martin Measures began his career as an apprentice toolmaker before moving into machine shop and production roles.

Commenting on the appointment, Alphacam General Manager, Nick Spurrett says: “We are extremely pleased to welcome Martin to the Alphacam team. He has extensive knowledge of multiple manufacturing disciplines including the metal, wood and stone machining markets. He will prove to be a valuable resource for us and our customers. Martin is joining our company at an exciting time, just ahead of the launch of our 2013 R2 release.”

 [Click here to return to Contents](#)

Arena Posts Five Straight Quarters of 100% Net Renewals

30 April 2013

Arena, developer of cloud PLM applications, finished its fiscal first quarter of 2013 posting the largest number of total subscriptions and bookings in a quarter. This marked the fifth straight quarter Arena experienced net customer renewals of greater than 100%.

The quarter included the Spring 2013 product release with significant new functionality designed to offer Arena BOMControl customers — including a growing number of larger companies — new capabilities around IP control and better visibility into the entire product lifecycle. BOMControl has improved ability to provide a cost-effective solution to emerging startups while meeting the rigorous document control demands of larger companies with globally dispersed workforces.

Customer confidence in the scalability of Arena’s new functionality and easy system deployment is evident in a 24% rise in subscriptions from larger companies. “These new capabilities deliver on the promised benefits of a cloud-based PLM solution, namely: cost savings, reduced security risks and greater ROI,” says Craig Livingston, Arena’s CEO. “With an expanded feature set, we offer a cloud-based PLM solution that meets the complex financial, operational, and product lifecycle management demands of a wider range of customers.”

Arena’s services bookings doubled in the quarter as the company responded to a call for expanded services offerings from the growing number of larger manufacturers adopting cloud PLM solutions. Arena continues to rank as a PLM industry leader in customer service satisfaction. “My experience with the people at Arena has been top notch,” says Mike Park, director of operations at Tintri. “When it came to the implementation itself, we got tremendous support.”

Arena BOMControl has helped manufacturers realize the benefit of manufacturing in the cloud by providing customers around a 70% reduction in ECO cycle times and a 20% reduction in time to market. Arena’s PLM solution helped Sierra Wireless streamline its supply chain processes so dramatically they were able to release 173 new products in the first year. Other companies have experienced a similar

CIMdata PLM Industry Summary

increase in productivity and efficiencies leveraging Arena. “The reason why we selected Arena was the simplicity of the system for our specific needs,” says Dean Floyd, director of IT application and compliance at ShoreTel.

Arena’s BOMControl Spring 2013 Release is one of many steps intended to expand Arena’s capabilities and provides customers with one of the most robust cloud-based PLM solution in the market; in doing so, Arena has expanded the company’s attractiveness to capitalize on an expanding PLM market that grew to \$33.3 billion in 2012. Arena’s CEO Craig Livingston attributes the success of Arena to superior products and a customer-first philosophy.

“At Arena, we spend a great deal of our time listening to our customers and then delivering on an aggressive product roadmap to address their pain points,” says Livingston. “Arena is committed to delivering superior cloud PLM features designed to help manufacturers reduce risk, lower costs, and accelerate manufacturing business results.”

New-customer wins

Arena added several high profile customers during the quarter. “Arena’s expanded capabilities are meeting the needs of innovators — not just in Silicon Valley — but from around the world evidenced by our new customer acquisition Starline SPA, a Russian maker of automotive safety products,” says Livingston. The following companies are a sample of Arena’s new customers:

WattStopper — maker of energy efficient lighting controls for commercial and residential use.

Michigan Industrial Tool — a leading hand tool company for independent hardware and lumber stores, automotive centers, and farm supply stores.

Starline SPA LLC — a Russia-based market leader in the manufacturing of automotive safety products, including car alarms, immobilizers, and GPS units.

F’Real Foods — provider of authentic milkshakes, smoothies and frozen cappuccino blended frozen beverages all made from real ingredients.

Recor Medical — developer of a unique therapeutic non-focused ultrasound system for performing renal denervation in patients with resistant hypertension.

“Arena’s cloud PLM applications offer companies greater IP security and visibility into the product lifecycle, translating into streamlined processes, operational efficiency and increased opportunities for product innovation,” says Steve Chalgren, Arena’s vice president of product management and strategy.

 [Click here to return to Contents](#)

Business Growth and Content Expansion Top Knovel's Successes

30 April 2013

[Knovel](#) today announced that the company achieved double-digit sales growth in the 2013 fiscal year which closed on March 31, 2013. Knovel's annual subscription renewal rate also continues to exceed 90

CIMdata PLM Industry Summary

percent overall. Knovel's focus on engineers and the expansion of its content offerings are key drivers of the company's success.

Knovel's customer roster of engineering firms and academic institutions expanded. One such customer, Arup, a world-leader in the engineering design and construction sector, now offers access to Knovel's Web-based technical references to its 10,000 employees from 90 offices in 35 countries.

The 2012 Knovel University Challenge reflected Knovel's increased international user base. This student competition saw record global participation with more than 50 percent of participants from outside of North America.

New publishers and subject areas were primary drivers of Knovel's robust content expansion. The company added 14 new publishers, including six European publishers and three new subject areas. Knovel's continued ability to lead the way in delivering relevant and trusted content in the industry was once again recognized by *EContent*, which listed Knovel as one of the *EContent 100* for the seventh time.

Throughout the year Knovel also introduced a host of new interactive content and tools. Three new databases were made exclusively available via Knovel's Critical Content line: Yaws Critical Property Data, Titanium Alloy Database and Crude Oil Assay Database. All include highly interactive tables, graphs and data compiled from authoritative sources. Knovel also launched a free [engineering unit converter](#) that includes over 1,000 units and performs math functions.

In December 2012, Knovel was acquired by Elsevier, a provider of scientific, technical and medical information products and services. As part of Elsevier's Engineering and Technology Markets, Knovel complements a suite of Elsevier products that aim to improve R&D outcomes and the workflow of engineers. Furthermore, Knovel now has more resources available to accelerate its user-focused product development, providing comprehensive engineering content to more organizations worldwide.

"This fiscal year was one of Knovel's best years, with a significant increase in Knovel's content offerings and new customers worldwide," said Ella Balagula, Senior Vice President, Engineering and Technology Markets at Elsevier. "Engineers need fast access to credible information, and Knovel continues to be relied upon by engineering professionals and students worldwide. As part of the Elsevier family, Knovel will continue to provide engineers with the content and tools they need to innovate and work efficiently."

 [Click here to return to Contents](#)

Business up by 24% at Lantek for Q1 2013

29 April 2013

CIMdata PLM Industry Summary

Lantek has built on its UK growth in 2012 with a further increase of 24% in sales for the first quarter of 2013. Rob Powell Managing Director of Lantek UK says, “The sheet metal manufacturing industry is experiencing a big resurgence across the country which has resulted in a major boost to our business.”

As well as selling directly, Lantek works with a range of partners that supply and recommend its Lantek Expert CAD/CAM software. For customers, the productivity which it can bring in automated programming and more efficient dynamic nesting can significantly shorten lead times and greatly reduce material wastage. Additionally, Lantek’s engineers have the knowledge and skill to fully appreciate the interface between the CAD/CAM software, the machine, and the machine’s control system. Rob Powell adds, “To service the growth in business and to maintain high quality after sales support, we have just appointed a new technician. He has significant experience both in the CAD/CAM industry and in CNC sheet metal machinery, giving him the ideal background for resolving customers’ questions and ensuring that they achieve maximum benefit from their investment in machinery and software.”

As well as Lantek Expert CAD/CAM software, the company offers a range of complete solutions for the sheet metal and structural steel industry. These range from Lantek Flex3d which links to leading CAD systems and makes it possible to generate a flat blank with one mouse click, to its full Lantek Integra package which manages the complete manufacturing process.

With Lantek Integra, customers can manage orders and customer relationships, purchasing and stock control, and banking. With Lantek Wos and Lantek Manager companies can control production and delivery dates and keep track of manufacturing processes in real time. Where there is an existing ERP system Lantek Integra will integrate with it to provide a dedicated and tailored solution for sheet metal and structural steel applications. Rob Powell says, “We have very powerful software solutions and highly skilled engineers. The sole aim of our team is to enable our customers to maximize the productivity of their machines, manufacturing, and administrative processes to give them a significant competitive advantage.”

 [Click here to return to Contents](#)

CCS Dresden, a Subsidiary of xPLM Solution, Signs Key Partnership Agreements with Dassault Systèmes to Develop Applications Based on CATIA

24 April 2013

The German software and consultancy company, CCS Dresden, has established two important partnership agreements with Dassault Systèmes.

This partnership will greatly improve the opportunities for CCS Dresden to develop deep integrations of Dassault Systèmes’ CATIA with multiple PLM systems and data exchange applications. The secure access to the modern technology modules and extensive resources of the Dassault Systèmes partner platform will allow the efficient and effective development and marketing of CCS Dresden integration products.

“The partnership agreements with Dassault Systèmes offer us an ideal environment to further develop our products and to integrate them to a larger extent with multiple PLM systems and data exchange solutions. In close cooperation with our parent company, xPLM Solution, this will provide excellent opportunities for the global marketing of our solutions”, says Matthias Gubsch, Managing Director of CCS Dresden.

 [Click here to return to Contents](#)

Design Students at ACS Egham International School Use Stratasys 3D Printing to Test Ideas in Reality

2 May 2013

Stratasys Ltd (<http://objet.com>), a manufacturer of 3D printers and production systems for prototyping and manufacturing, announced details of some of the fun-packed 3D printing projects taking place at ACS Egham International School, based in Surrey, UK.

ACS Egham's trailblazing Design and Technology department installed a Stratasys Objet24 3D Printer in summer 2012. Three members of staff - Mr. Belcher, Mr. Spicer and Mr. Weatherley - trained to use the easy-to-operate equipment and have since made the 3D printing technology available to classes across the Middle School - for children aged 11-14 - and the High School - for 14-18-year-olds.

"We want to open up the world of rapid prototyping to as many students as possible," says Mr. Belcher, from the Design and Technology department. "The Objet24 is ideal for design students looking to produce highly accurate 3D printed models for visual aids, fit and assembly testing and functional applications."

The 3D Printer was first used by Grade 8 students to design and print components for a robotic design assignment. Belcher enthuses, "Having a 3D printer in the school is fantastic for projects like these because the children can let their imagination run free in their designs. They're not confined by difficulties with production, whatever geometry they can come up with in their design can be reproduced with 3D printing, and we can see if the design works in the real world."

Grade 10 pupils have 3D printed molds and positive objects for jewelry design projects and also highly detailed pieces for board games.

"Models produced by the Objet24 are very versatile. They can be painted, drilled, machined, or used as molds for vacuum forming and casting, so we're using it on a very wide variety of projects," says Belcher. "Printing to an accuracy of 0.1mm, the Objet24 provides the high level of detail and precision required for this sort of work and the students get hands-on experience of why this is important and what

CIMdata PLM Industry Summary

the issues could be around both the design and manufacturing process. So it's practical, educational, and the kids enjoy using it too."

The Objet24 3D Printer also features in the popular and expanding Design Technology IB Diploma course, where students focus on the use of CAD software and CAM equipment to produce excellent functioning prototypes.

ACS Egham purchased the Stratasys Objet24 through UK distributor Tri-Tech3D. Tim Smith, Sales Manager at Tri-Tech, comments, "It's fantastic to see the depth and breadth of the 3D printing projects at Egham school. The students really seem to be getting the most out of the fine detail, accuracy and versatility of the models printing with the Objet24 3D Printer."

 [Click here to return to Contents](#)

DeSL Continues Global Expansion with the Opening of New York City Office

30 April 2013

DeSL, a global company delivering integrated web based solutions for the Fashion, Apparel, Textile and Footwear sectors, announced the opening of their New York City office.

The Company has been delivering solutions to the fashion industry since 2002 and is now one of the fastest growing, most in demand PLM solution providers to the market. DeSL has a global customer base including some of the world's most renowned fashion brands and largest garment manufacturers. The Company already serves New York based Men's Wearhouse, Eileen Fisher, A.H. Schreiber and the global fashion powerhouse, VF Corporation.

Marc Friedman Vice President, North America commented, "Given that we have a growing list of customers headquartered out of New York, it made sense that we open an office here. The new office, which is based in Midtown Manhattan, is at the heart of New York's fashion industry and close to many of our highly valued US based customers. This is a truly exciting time for DeSL, as we are going through a period of global expansion. In the past year alone we have doubled the size of our global team."

Marc continued, "DeSL has gained a reputation as being 'technically unrivalled' in the PLM space. With a full ERP platform that has been developed using the latest Microsoft.Net framework, customers recognize that with DeSL, they have the absolute latest technology for their supply chain software needs. Our solution is 100% web enabled, includes a unique bi-directional Adobe Illustrator PLM plug in and works across iPhone, iPad and Android. Additionally, we have some great Apps and a terrific product roadmap to ensure we remain ahead of the game in supply chain for the global fashion industry."

CIMdata PLM Industry Summary

 [Click here to return to Contents](#)

GRAITEC Continues its Expansion with the Opening of a New Office in California, USA

29 April 2013

[GRAITEC](#) announces the opening of a new sales and support office in California, USA and the appointment of Pierre M. Geoffrion as Business Development Manager.

This new office reinforces GRAITEC's North American operations with the aim to deliver cutting-edge technology designed to help improve customers' productivity and efficiency.

The US construction industry is a highly competitive market where the players are currently seeing their margins becoming thinner and thinner. The need for BIM technology that has a quick and reliable return on investment is critical and GRAITEC's BIM solution perfectly fulfills this need. GRAITEC's vision for the North American market is to become one of the key players, by offering easy to use, cost effective and powerful solutions with smart and sharp local technical support.

Alexandre Tartas, GRAITEC COO, comments: "GRAITEC continues its fast market shares acquisition. After 2 fantastic years of rapid growth in North America, we decided to extend our coverage and opened this new sales office. Pierre and his team will be able to work closely with our North American customers based in the western area. Our solutions for the North American market and business are recognized by a growing user community; this office is one step forward in our accelerated market penetration."

Pierre M. Geoffrion was promoted to Business Development Manager for the west coast office and will report to Hugo Michaud. Pierre M. Geoffrion has been with GRAITEC for over a year as Account Manager for the analysis solution in North America with great results. The new office will cover the US west coast and south west US, a large territory with some great opportunities and many challenges.

Pierre M. Geoffrion teams up with Julio Alfaro as the new Advance Steel Application Specialist. Julio Alfaro has spent over 15 years of steel detailing and was recently the drafting department manager for Metal Supply and Allied Modular Building Supply. Julio's professional background will be a real asset for our company and our customers.

Hugo Michaud, Graitec North America Sales Director adds: "I'm very excited by this new adventure. After a 344% increase in sales in the past 3 years for [Advance Steel](#), it is a natural milestone to complement this growth by having a local presence in the US. Strategically this local presence will make us available in all North America time zones and closer to our market."

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

PTC Congratulates Aeronautical Dolphins and RamGT as Winners of the 2012-2013 Real World Design Challenge

29 April 2013

PTC, a Founding Member of the [Real World Design Challenge](#)®,(RWDC) congratulates the Aeronautical Dolphins for designing an unmanned aircraft to locate a lost child and The RamGT for designing an ultra fuel-efficient commercial truck to protect fuel and energy reserves.

The Real World Design Challenge is a national design competition with more than 7,800 high school students run by a public-private partnership with the goal of inspiring interest in science, technology, engineering, and mathematics (STEM) fields and careers.

Every student participated at no cost to themselves or their schools with partners donating more than a billion dollars to schools since the RWDC's inception. More than forty partners from industry, government, and academia have come together to make this a reality. After a year-long competition, the best and brightest of student teams from 45 states and 6 U.S. territories came to compete in the national finals on April 20, 2013 in Washington, D.C.

The Aeronautical Dolphins from Marianas High School in Saipan, Commonwealth of the Northern Mariana Islands designed an unmanned aircraft system that can locate lost children. The winning presentation also included a business plan to make the system financially viable for 50 rescue missions.

The RamGT from Rancho HS in Las Vegas, NV designed a next-generation truck with a highly-enhanced fuel efficiency in order to protect fuel and energy reserves in the United States. The winning solution also included a business and marketing plan to make the system financially viable.

"The RWDC provides students with a practical application of engineering and product design curriculum," said John Stuart, senior vice president global education, PTC. "Students learn to think critically using a combination of business acumen, problem solving skills and leadership development to address real-world engineering and design challenges. PTC is proud to continue its support for this year's competition."

As a founding member of the RWDC, PTC supports the program on multiple fronts. PTC provides program management, software to each participating school, including [PTC Creo](#)® design software, [PTC Windchill](#)® [collaboration](#) software and [PTC Mathcad](#)® calculation software, introductions and connections to industry partners, team support and technical and administrative support.

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Siemens Announces U.S. Job Training Initiative for Veterans

30 April 2013

Siemens today announced a new, job training initiative for U.S. military veterans with an engineering and manufacturing background as part of a nationwide effort to assist veterans transitioning to the civilian workforce.

The program, launched by Siemens' product lifecycle management (PLM) software business unit in 22 cities across the country, provides free training in the use of state-of-the-art digital lifecycle management and computer-aided design (CAD), computer-aided manufacturing (CAM) and computer-aided engineering (CAE) software technology.

“Often military experiences and accomplishments don't always translate cleanly on a civilian resume. In reality, these young men and women possess the skills, traits and leadership training necessary to not only succeed, but also excel in private industry,” said General Stanley McChrystal, former commander of the U.S. and International Security Assistance Forces Afghanistan, and Chairman of the Board for Siemens Government Technologies, Inc. “Siemens is offering a way for veterans to demonstrate their abilities to employers around the globe, as well as participate in additional training, that will help make them that much more attractive to potential employers.”

Through this effort, Siemens will invest up to \$17,000 per eligible veteran for access to training at Siemens PLM Software facilities across the U.S. Ten, multi-day courses are offered, including comprehensive training on NX® software, Siemens PLM Software's leading integrated solution for CAD/CAM/CAE, and Teamcenter® software, the world's most widely used digital lifecycle management solution. The training will help enhance veterans' qualifications for skilled positions in a wide variety of manufacturing industries around the world, including automotive, aerospace, energy, high-tech electronics, and machinery.

“Siemens is an innovator in advanced manufacturing, an area of job growth in the U.S., and the training we are providing to veterans will enhance their ability to be hired by the more than 71,000 customers and potential employers who utilize our software and technology solutions,” said Chuck Grindstaff, president and CEO of Siemens PLM software. “Siemens wants to do its part in showing our gratitude as we welcome our veterans home and for many, what they need most, is a job that allows them to re-acclimate to civilian life and support their families. We think this program will help.”

The courses will be available at 22 Siemens PLM Software training facilities throughout the U.S. including:

Huntsville, AL

Cypress, CA

Atlanta, GA

CIMdata PLM Industry Summary

Chicago, IL
Boston, MA
Detroit, MI
St. Louis, MO
Cincinnati/Dayton, OH
Dallas, TX
Washington, DC
Rochester, NY
Milwaukee, WI
Minneapolis, MN
San Diego, CA
Grand Rapids, MI
Portsmouth, NH
West Bend, WI
Denver, CO
Middletown, CT
San Jose, CA

Siemens has partnered with *Still Serving Veterans*, an organization that helps veterans and their families reintegrate into the workforce and community, to serve as the single point of contact for enrollment in the Siemens Job Training initiative. Any U.S. military veteran meeting program requirements is eligible to apply for the program at www.siemens.com/plm/trainingforusvets. Veterans with service-connected disabilities can also access this training through the Department of Veterans Affairs Vocational Rehabilitation & Employment program.

Upon completion of the training, veterans who participate in this initiative can also present themselves as qualified candidates for positions with Siemens or its 71,000 customers who use Siemens' PLM technology.

In April 2011, Siemens participated in the launch of *Joining Forces*, a White House initiative to support and honor America's service members and their families, and pledged to reserve 10 percent of its 3,000 open positions for veterans. Siemens exceeded this goal in three months and due to the successful integration of these employees into the workforce, Siemens increased its commitment. The company has hired over 1,000 veterans in the last two years. Veterans at Siemens, including both enlisted and Junior Military Officers (JMO), are hired for positions in the Energy, Infrastructure and Cities, Industry and Healthcare sectors in job categories ranging from Field Engineers to Service Technicians to Sales and Marketing roles with highly competitive salaries. Siemens has hired veterans with skills in aviation and mechanics to serve as wind service technicians at wind farms in Texas. At a new distribution center opening in Oklahoma, more than 50 percent of hires are military veterans with skills in logistics and materials handling. Siemens Energy in Orlando has hired veterans for their Sales and Marketing

CIMdata PLM Industry Summary

Development Program, investing more than \$200,000 per veteran for the 14-month training program.

Siemens has also been named a “2013 Best for Vets” employer by *Military Times*. Ranked 29th out of 1,000 major companies, *Military Times* recognized Siemens for its demonstrated commitment to recruit, hire and retain qualified veterans, and for its comprehensive tools and resources such as the National Veterans Network to help vets succeed in the civilian workplace.

To see the full rankings, visit <http://projects.militarytimes.com/best-for-veterans/best-employers-for-veterans/2013/>

 [Click here to return to Contents](#)

U.S. CAD Announces Vince Aman as Senior Director of Sales and Marketing

30 April 2013

U.S. CAD, an Autodesk® Gold Partner and the largest Autodesk Reseller in the Western US, has brought on Vince Aman in the role of Senior Director of Sales and Marketing.

Mr. Aman joins U.S. CAD with more than 26 years of experience and industry knowledge in the areas of Partner Management, Sales and Field Marketing Management, and Technical Team Management.

In his new role at U.S. CAD, Mr. Aman is responsible for the integration and implementation of the company’s sales, marketing, and communications initiatives.

“We are excited to have an individual with Vince’s background and business achievements on our team,” says Daniel Hebert, President of U.S. CAD. “Vince has significant experience in the CAD industry and with the Autodesk Partner Channel, and we are confident he will leverage that expertise to transform our sales and marketing organizations as well as develop strategic relationships with our key clients.”

 [Click here to return to Contents](#)

Events News

CGS Announces Opening of INSIGHT 2013 Customer Conference in Atlantic City

29 April 2013

[CGS](#) announced today the opening of their annual customer conference, INSIGHT 2013, at The Borgata Hotel in Atlantic City, New Jersey. The event runs from April 28th to May 1st and connects CGS customers and industry experts for an exchange of strategies, solutions, and ideas.

CIMdata PLM Industry Summary

This year's theme, "360 Degrees of Collaboration," will examine how CGS solutions enable attendees, their divisions, customers, prospects, and providers to work together with CGS to drive innovation and accelerate their business in today's rapidly changing marketplace.

Keynoting the event is renowned futurist, entrepreneur, and business strategy expert, Ross Dawson, who will be discussing the future of consumer retail. Strong demand for Ross's know-how has seen him deliver keynote speeches across six continents and serve as a consultant for leading organizations worldwide.

"Ross Dawson's business savvy and expertise is world renowned and he is sure to provide INSIGHT attendees with valuable takeaways they can apply to their daily processes," said Paul Magel, President of Application Solutions at CGS. "In addition to Mr. Dawson, we are proud to feature more networking opportunities, a full day of training workshops, and additional one-on-one sessions with CGS experts who will share how customers can maximize their business potential with CGS solutions."

INSIGHT 2013 will also feature President and CEO of Benetton U.S, Ari Hoffman. On Day 2, he will be participating in a collaborative discussion with other industry executives regarding the latest trends, opportunities, and challenges within the fashion industry.

Attended by retail, wholesale, manufacturing, and other fashion industry executives and professionals, INSIGHT 2013 will offer a diverse agenda that includes high-level professional development presentations, business solution breakout sessions, a CEO collaborative discussion, training sessions, and networking opportunities. The event will provide CGS customers the opportunity to share ideas, compare experiences, and learn how others have solved similar business challenges. CGS will also present significant product advancements in its BlueCherry®, Leadtec™, and Microsoft Dynamics®-based software solutions and provide best-practices for a variety of common industry challenges.

To learn more please visit <http://www.cgsinc.com/insight2013>.

 [Click here to return to Contents](#)

Datakit will be Visiting Control Messe 2013

2 May 2013

Datakit will be visiting Stuttgart Control Messe, GE from May 14-17, 2013. This is a great opportunity to meet major CMM software vendors and showcase achievements in this domain. Datakit has been supplying and supporting world-class major Control accounts for a decade already, providing valuable assets for CMM purpose.

The company ships toolkits to extract geometries, machining features and Product Manufacturing

CIMdata PLM Industry Summary

Information (PMI), directly from native CAD data : Dassault's CatiaV5/6™, SolidWorks™ (WIP), Siemens NX™, PTC Creo™, STEP, without the need of any separate CAD software license : http://www.datakit.com/en/crosscad_ware.php.

Datakit provides Product Manufacturing Information (PMI) through APIs designed for both semantic and rendering purpose. Valuable tolerancing, surfacing and geometric associativity is supported for various PMI entities:

- Datums, Targets, References.
- Dimensions: Linear, Angular, Radial...
- Geometrical Tolerances: Flatness, Cylindricity, Surface Profile, Position, Angularity...
- Roughness and Welding.

This helps CMM software vendors in the process of identifying critical points of interest and testing 3D measurements against original CAD design geometries.

Support also includes Machining Features CAD native information, that can be used to clearly identify tooling operations for control purpose:

- Hole design numerical values: positioning, sketch, depths, diameters, angles, direction.
- Semantic data: hole type (simple, tapered, counter bored, sunk, drilled etc...), tolerancing (can include standard definition), pitch and thread information.
- Links to sketch, support and generated geometries.
- Pattern / Toolpath information: rectangular, circular, user-defined, instances.

For more information, visit: <http://www.control-messe.de/en/control/>

 [Click here to return to Contents](#)

Delcam Announces Programme for 2013 Orthotics Technology Forum

3 May 2013

The full programme has now been finalised for the 2013 Orthotics Technology Forum, which will be held at the Georgia Institute of Technology in Atlanta from 29th to 31st May, 2013. To see the programme, please go to www.orthotics-technology-forum.com.

The Atlanta meeting follows two successful UK events, in Bath and in Manchester. Like those previous meetings, the 2013 Forum will cover new technologies and processes designed to assist practitioners and laboratories in prescribing, designing and manufacturing custom orthotic insoles. Speakers confirmed include leading names from the USA, Canada, the UK and Russia, covering subjects such as clinical management tools, next-generation design software and 3D printing of orthotics.

CIMdata PLM Industry Summary

The Forum programme focuses on showing the latest technology that is currently being used in the design and manufacture of orthotic insoles as well as what may be on the horizon. The aim is to provide another opportunity for delegates to see a wide variety of innovative technologies from a combination of diverse organisations. The event will be sponsored by several of the leading organisations in the industry, including Freedom Machine Tools, Surefit, Nora, Mile High Orthotics, Acor, Kintec and Walking Mobility Clinics.

The Forum will also include a hands-on session, where delegates will be able to trial a selection of scanning, design and manufacturing techniques in the Georgia Institute laboratories. Attendance can be counted towards attendees' continued professional development – a list of associations certifying the Forum for CPD is on the website.

The Georgia Institute of Technology is one of the top research universities in the United States, occupying 400 acres in the heart of the City of Atlanta. It was the first college in the USA to offer a Master of Science in Prosthetics and Orthotics (MSPO). Delegates will have the opportunity to tour the Institute's extensive facilities during the Summit.

 [Click here to return to Contents](#)

Delcam Malaysia to Show Latest CAM Developments at METALTECH

30 April 2013

Delcam Malaysia will demonstrate the latest developments in Delcam's complete range of CAM software at the METALTECH exhibition to be held in Kuala Lumpur from 21st to 25th May. Programs on show will include PowerMILL for high-speed and five-axis machining; FeatureCAM for quick and easy feature-based CAM programming; the Delcam for SolidWorks integrated CAM system; and ArtCAM for artistic applications.

The most important new option in the next release of PowerMILL will be the new Vortex strategy for high-speed area clearance. Vortex, for which Delcam has a patent pending, has been developed by the company specifically to gain the maximum benefit from solid carbide tooling, in particular those designs that can give deeper cuts by using the full flute length as the cutting surface. It can be used for two- and three-axis roughing, three-plus-two-axis area clearance and for rest machining based on stock models or reference toolpaths. Like other Delcam roughing strategies, Vortex toolpaths are calculated to give more efficient machining by following the shape of the part and so keeping air moves to a minimum.

FeatureCAM was the world's first feature-based programming software when it was launched in 1995. Constant development since then has ensured that the system has retained its leadership in programming speed and ease of use, while an increased range of strategies has been added to provide more efficient toolpaths giving greater productivity on a wider range of machines, including lathes, mills and mill-turn machines. The 2013 R2 version incorporates a number of new stock model options that allow users to increase productivity, improve surface finish and reduce tool wear. Other enhancements in this release include new methods for the generation of html set-up sheets, and improvements to

turning and turn-mill programming.

Delcam for SolidWorks is a fully integrated CAM system for SolidWorks that combines the benefits associated with PowerMILL and FeatureCAM. It provides PowerMILL's exceptional speed of toolpath calculation, plus the advanced strategies for high-speed and five-axis machining, to ensure increased productivity, maximum tool life and immaculate surface finish, while also offering the same strong focus on ease of use as FeatureCAM. The 2013 release includes a new entry-level 3D milling option, plus many of the enhancements made to the 2013 version of FeatureCAM on which it is based. As a Gold Partner CAM product, it is, of course, fully compatible with the latest release of SolidWorks.

The new release of ArtCAM Pro will make it much easier to create complex designs, especially those that include repeated elements that are similar but not identical within the design. This new way of working, which is called 'Free Relief Modelling', allows previously-created reliefs to be identified and swiftly moved, rotated, rescaled and copied, either individually or as part of a group. The overall result is much more natural than simply duplicating a single shape across the design, while also being much quicker than modelling each item individually.

 [Click here to return to Contents](#)

Delcam to Focus on Five-axis Developments at Advanced Manufacturing

2 May 2013

Delcam will highlight its latest developments for the programming of five-axis machines at Advanced Manufacturing event to be held at the NEC, Birmingham, from 4th to 6th June. While the company's PowerMILL software remains its leading program for the five-axis programming of the most complex shapes found in the toolmaking and aerospace industries, both FeatureCAM, the feature-based CAM system for production machining, and the PartMaker software, for equipment including turn-mill machines, bar-fed mills and Swiss-type lathes, also offer extensive five-axis capabilities.

The first advantage of five-axis machining is the ability to machine complex shapes in a single set-up. This saves considerable time compared to performing the job in a series of set-ups. Furthermore, with multiple set-ups, there is always a possibility of incorrect alignment each time the part is moved. With more complex parts, special fixtures need to be made to hold the component firmly during machining. By reducing the number of set-ups, five-axis machining can also save the time and cost of making a multitude of fixtures.

Another major benefit of five-axis machines is that they enable shorter cutters to be used since the head of the machine tool can be lowered towards the job and the cutter oriented towards the surface. These shorter cutters minimise vibration, allowing higher cutting speeds to be used with no loss in accuracy.

For the latest PowerMILL release, the main change in the five-axis capabilities has been to increase the number of options for tool-axis definition. For raster toolpaths, the lead and lean angles can now be

CIMdata PLM Industry Summary

defined relative to a contact normal. In addition, better control is now possible for the tool-axis definition when using the To or From a Point, Line or Curve strategies. These improvements will make it easier for users to control the contact angle between the cutter and the part, and so set the optimum cutting conditions for efficient machining and high quality surface finish.

The resulting NC programs can be made even more efficient by automatically reordering the toolpaths, using the tool number or tool diameter, to reduce the number of tool changes, or using a specific workplane, to minimise set-up changes.

New five-axis strategies available in FeatureCAM 2013 include flowline machining between two curves, pencil machining and corner re-machining. These strategies for simultaneous five-axis machining allow a better surface finish to be achieved as well as ensuring access to more areas within the part in a single set-up.

New options have also been added to give smoother five-axis machining. A new look-ahead capability will remove any sudden tool-axis changes during automatic collision avoidance and, instead, ensure that a smooth transition takes place. In addition, FeatureCAM now offers the ability to smooth the Azimuth and Elevation axes independently and so remove excessive five-axis movement. These options stabilise the rotary axis movement by maintaining a fixed tool axis as far as possible, replacing constant five-axis movement with a series of 3+2-axis segments having full five-axis transitions between them.

PartMaker 2013 R2 features much improved simultaneous milling strategies for both four- and five-axis machining, within a new module, ASM-MX (Advanced Surface Machining – Multi-Axis). The module can be added across the entire PartMaker CAM suite, including the PartMaker Mill, Turn-Mill and SwissCAM modules.

The new strategies found in ASM-MX are based on the same unique approach to multi-axis programming used in PowerMILL. This technology enables PartMaker to provide the user with complete tool-axis control for all five-axis simultaneous machining strategies.

Additionally, ASM-MX features a unique new machining strategy called "Spine Finishing." Spine finishing can be used in either four- or five-axis simultaneous operations and is ideal for machining parts with complex curves, such as angulated abutments found in the dental implant industry.

 [Click here to return to Contents](#)

Delcam to Show Electrode Solution at Amerimold

29 April 2013

Delcam will demonstrate its completely integrated solution for the design, machining and inspection of electrodes at the Amerimold exhibition to be held in Rosemont, Illinois, on 12th and 13th June. The

CIMdata PLM Industry Summary

complete solution combines Delcam's PowerSHAPE CAD software, PowerMILL CAM system and PowerINSPECT inspection software to enable electrodes to be produced more efficiently and to higher levels of accuracy. Full details are available on the website – www.delcam-electrode.com.

The production of electrodes is a key stage in the manufacture of many types of tooling, especially moulds, so the availability of a faster, more automated method for their development will increase efficiency and reduce lead times across a number of industries.

At the heart of the novel Delcam solution for electrode manufacture is a new file format – the .Trode file. This contains all the information for each electrode project, including not only the electrode design but also the machining and inspection information, plus the set-up sheets for its manufacture and use. Having all the required information in a single file simplifies data management as well as increasing overall efficiency.

The initial design stage of the process has been made both easier and faster thanks to the increased range of direct modelling tools available within PowerSHAPE. Users can now quickly and easily define the region where the electrode will be used, extract the shape needed to produce the required feature in the part, and then edit the design to provide clearance from the main surface of the tool and to blend it into the blank size needed to fix the electrode into its holder.

Analysis tools are available to check that the draft angles and minimum radii used in the design will not cause downstream problems, while the ability to simulate the action of the electrode ensures that it will operate as expected. To speed the design process further, catalogues of blanks and holders are included from Erowa, Hirschman and System 3R. Users can add their own standard sizes to these databases.

If a series of similar electrodes is required, the design process can be fully automated. Once the first electrode design has been produced, users need only to select the geometry from the next area and click "Finish" in the electrode design wizard. The wizard will then produce the new design automatically by applying all the settings used for the previous electrode.

Once the design has been finalised, the necessary spark gaps can be specified to provide the machining offsets required in PowerMILL to cut the roughing and finishing electrodes. Inspection points can also be added so that the measurement of the electrode in PowerINSPECT can be automated to a large extent. Then, set-up sheets for the electrode's manufacture and use can be produced automatically, either to a standard format or to a user-defined template.

Companies that produce multiple electrodes of similar sizes from the same material can develop templates within PowerMILL to machine them in a standardised way. Burn, clearance and blank faces of the electrode are automatically colour-coded within PowerSHAPE so that they can be recognised within PowerMILL. The size of the material block and the spark gaps for the electrode family are also read from the .Trode file and applied to the toolpaths automatically. Once the templates have been created, generating the machining toolpaths becomes a fully-automated process.

CIMdata PLM Industry Summary

Specifying the inspection points within PowerSHAPE means that the probe path in PowerINSPECT and the production of the inspection report can also be automated, including undertaking a best-fit analysis of the machined electrode. However, all of PowerINSPECT's flexibility is available if extra measurements are needed from any areas of the part that are causing concern. The results of the inspection are added to the .Trode file for quality control records.

The automated generation of set-up sheets for both the machining and application of the electrodes ensures that all the data needed at each stage is readily available. A documentation pack, including the GA and detail sheets, can be issued as drawings, HTML files or Microsoft Excel spread sheets.

Finally, Delcam Electrode can provide scripts, the EDM equivalent of CAM programs for machine tools, for equipment from all the leading manufacturers, including AgieCharmilles (Agievision and CT Millennium controls), Makino EDM, Mitsubishi Electric, ONA EDM, OPS-Ingersoll, Sodick and Zimmer & Kreim. These scripts provide an automated process for the programming of the machine, instead of users having to program manually from a set-up sheet.

 [Click here to return to Contents](#)

FISHER/UNITECH to Display Latest 3D Printing Technology at Design-2-Part Show

29 April 2013

FISHER/UNITECH will exhibit at the upcoming Design-2-Part Show, in Schaumburg, IL. The show runs from May 7 -8 and will be held at the Schaumburg Convention Center. Show hours are 9:30 AM – 4:00 pm on Tuesday and 9:30 AM – 3:30 PM on Wednesday.

In Booth #353, FISHER/UNITECH will have the latest Stratasys technology, SolidWorks 2013 design software, and Altium Designer Electronics Design Automation software on display so visitors will get to see the functionality and ease of use of all products. Stratasys systems have become increasingly popular with the rise of the 3D Printing Industry and are used to create models and prototypes to aid in the new product design process. They are becoming widely used for the production of finished goods in low-volume manufacturing and are very affordable. Stratasys now offers the best solutions for both FDM and Polyjet methods of Additive Manufacturing.

SolidWorks offers complete 3D software tools that let you create, simulate, publish and manage your data. The ease-of-use allows more engineers, designers and technology professionals than ever before to take advantage of 3D in bringing their designs to life.

Altium Designer offers a unified data management solution for the complex electronics design process. Altium and SolidWorks products can work together to offer the complete design and product development process solution set.

CIMdata PLM Industry Summary

The Design-2-Part show is the largest design and contract manufacturing show in the Midwest. Attendees can register for free admission at <http://www.d2p.com/Registration>.

 [Click here to return to Contents](#)

The vdR Group Sponsors Aras' ACE International Conference April 30 - May 2

1 May 2013

The vdR Group, enterprise application integration (EAI) specialists, announce that they will participate as a sponsor of ACE 2013 International for a 3rd consecutive year. The annual global event for Aras enterprise open source product lifecycle management (PLM) software takes place April 30 - May 2 in Troy, Michigan, USA.

At the conference, Aras will demonstrate Aras VPLM™ for Autodesk Vault, a solution developed by The vdR Group and Aras providing out-of-the-box inter-connectivity between Aras Innovator and Autodesk Vault. "Aras VPLM™ immediately extends the value of Autodesk Vault throughout an organization and its supply chain," said Martin van der Roest, President of The vdR Group. "Vault is of course the best platform for supporting and managing the day-to-day AutoCAD and Inventor activities. Now that data can be leveraged throughout the enterprise."

"We've been working with Autodesk users for years and know that Autodesk Vault is by far the best CAD file manager for designers using Inventor and AutoCAD," said Peter Schroer, President of Aras. "Aras VPLM™ for Autodesk Vault allows companies to keep what's working and preserve their investment while they address cross-functional, enterprise-wide PLM business processes."

 [Click here to return to Contents](#)

Financial News

3D Systems Reports Q1 2013 Results

30 April 2013

[3D Systems](#) Corporation announced non-GAAP earnings of 21 cents per share for the first quarter of 2013 and GAAP earnings of 6 cents per share.

The company reported that its first quarter revenue grew 31% from the prior year to \$102.1 million on a 61% increase in printers' and other products revenue and 22.1% overall organic growth. Gross profit increased 38% and gross profit margin expanded 250 basis points to 52.4%, contributing to non-GAAP net income improvement of 43% over the 2012 quarter to \$18.9 million, and GAAP net income of \$5.9 million.

CIMdata PLM Industry Summary

“We are very pleased to report outstanding quarterly results on higher printers’ sales,” said Avi Reichental, 3D Systems’ President and Chief Executive Officer. We believe that the vibrancy of our diversified portfolio, productivity of our channels and effectiveness of our strategic growth initiatives will continue to fuel our progress and results.”

3D printers and other products revenue increased \$15.0 million to \$39.7 million on 81% higher printer units and the addition of 3D authoring tools. Print materials revenue grew \$4.1 million over 2012 to \$28.7 million and services revenue rose \$5.1 million over 2012 to \$33.6 million.

During the first quarter of 2013, the company introduced significant new products including personal and professional 3D printers, powerful designer software packages and exciting consumer apps. The company increased its R&D expenditures by \$1.6 million compared to last year in support of its expanded product portfolio and extended its sales channels and printer manufacturing capacity.

The company ended the first quarter with \$110.5 million in cash, driven by \$10.7 million of cash from operations.

“We continue to experience positive sales momentum that is shaped primarily by increased demand from advanced manufacturing activities. While we may face lingering economic uncertainties in parts of the world, we expect to continue to benefit from robust R&D and manufacturing spending by our customers worldwide,” concluded Reichental.

Conference Call and Webcast Details

3D Systems will hold a conference call and webcast to discuss its operating results for the first quarter 2013 on Tuesday, April 30, 2013 at 9:00 a.m., Eastern Time.

- To access this webcast, log onto 3D Systems’ web site at investor.3dsystems.com. To ensure timely participation and technical capability, we recommend logging on a few minutes prior to the conference call to activate your participation.
- To access this conference call, dial 1-866-318-8616 from in the U.S. or 1-617-399-5135 from outside the U.S. and enter participant code 19084856.
- The webcast will be also be available for replay beginning approximately two hours after completion of the call at: investor.3dsystems.com.

To view an unabridged version of this press release, visit: [3d_systems_reports_first_quarter_results_-_final.pdf](#)

 [Click here to return to Contents](#)

Accelrys Announces First Quarter Results

30 April 2013

CIMdata PLM Industry Summary

Accelrys, Inc. reported financial results for the fiscal quarter ended March 31, 2013. Non-GAAP revenue for the quarter ended March 31, 2013 increased \$2.1 million to \$43.9 million from \$41.8 million for the same quarter of the previous year, or an increase of 5%. Non-GAAP net income was \$3.6 million, or \$0.06 per diluted share, for the quarter ended March 31, 2013 compared to non-GAAP net income of \$4.6 million, or \$0.08 per diluted share, for the same quarter of the previous year.

GAAP revenue for the quarter ended March 31, 2013 increased \$2.7 million to \$42.1 million from \$39.4 million for the same quarter of the previous year, or an increase of 7%. GAAP net loss was \$(5.7) million, or \$(0.10) per diluted share, for the quarter ended March 31, 2013 compared to GAAP net loss of \$(2.3) million, or \$(0.04) per diluted share, for the same quarter of the previous year.

"The first quarter results were reasonably in line with our internal targets for revenue and earnings, with the exception of the FX headwind we experienced in Japan. However, the first quarter was challenging from an orders perspective causing us to make downward revisions to our calendar 2013 outlook. We remain confident in our strategy and the associated growth opportunity it creates for our business and shareholders. We are convinced we have taken the necessary steps to overcome our execution issues in the first quarter. The fundamentals of our business remain sound and we are firmly committed to delivering on the opportunity in front of us," said Max Carnecchia, President and CEO.

Recent Business Highlights:

- Expanded the Accelrys Process Management and Compliance Suite (PMC) with the new Accelrys Laboratory Information Management System (LIMS), transforming the traditional LIMS market with a unified, process-centric architecture that improves overall product quality, increases operational effectiveness and accelerates innovation.
- Announced a strategic partnership with U.S. Data Management (USDm), a global regulatory compliance and risk management consulting firm, enhancing the Accelrys PMC by helping life sciences organizations achieve operational excellence with best practice regulatory compliance and risk management solutions.
- Recognized in Gartner report on enterprise Electronic Laboratory Notebooks (ELNs) as the only vendor with the breadth of ELN offerings achieving ratings of "very high" or "high" in each scientific and functional categories.
- Announced new integration between the Accelrys ELN and the trusted chemistry workflow solution Reaxys from Elsevier, accelerating cost-effective research and improving outcomes in upstream R&D and downstream process development.

Non-GAAP results for the quarter ended March 31, 2013 exclude the impact of integration activities and fair value accounting associated with the acquisitions of Vialis AG ("Vialis") on January 11, 2013, Aegis Analytical Corporation ("Aegis") on October 23, 2012, Contur Industry Holding AB and Contur Software AB (collectively, "Contur") and VelQuest Corporation ("VelQuest"), both in 2011, and the merger with Symyx Technologies, Inc. ("Symyx") in 2010, and other nonrecurring items, as described below.

CIMdata PLM Industry Summary

Non-GAAP revenue, non-GAAP operating income, and non-GAAP net income for the quarter ended March 31, 2013 include fair value adjustments to deferred revenue (\$1.8 million). Non-GAAP operating income and non-GAAP net income for the quarter ended March 31, 2013 also exclude stock-based compensation expense (\$2.4 million), business consolidation, transaction and headquarter-relocation costs (\$2.2 million) and purchased intangible asset amortization (\$4.6 million), offset by an adjustment to include acquisition-related cost of revenue related to VelQuest non-GAAP revenue recognized during the quarter ended March 31, 2013 (\$0.1 million). Non-GAAP net income for the quarter ended March 31, 2013 also excludes additional purchased intangible asset amortization (\$0.4 million) offset by removing the impact of the amortization of note receivable discount related to our promissory note receivable from Intermolecular, Inc. ("Intermolecular") (\$0.2 million) and other non-operating income related items (\$0.2 million). Finally, our non-GAAP net income reflects an effective pro-forma tax rate of 40%.

To view an unabridged version of this press release, visit: <http://ir.accelrys.com/releasedetail.cfm?ReleaseID=760631>

 [Click here to return to Contents](#)

Agilent Technologies to Host Webcast of Second-Quarter Fiscal 2013 Financial Results Conference Call

29 April 2013

Agilent Technologies Inc. will release second-quarter fiscal 2013 financial results after the stock market closes on May 14. The company will host a live webcast of its investor conference call in listen-only mode.

Date: Tuesday, May 14

Time: 1:30 p.m. PDT

Web access: www.investor.agilent.com

Listeners may log on and select "Q2 2013 Agilent Technologies Inc. Earnings Conference Call" in the "News & Events - Calendar of Events" section. The webcast will remain on the company site for 90 days.

In addition, a telephone replay of the conference call will be available at 3:30 p.m. PDT, May 14 through May 21, by dialing +1 888 286 8010 (or +1 617 801 6888 from outside the United States) and entering pass code 37487808.

 [Click here to return to Contents](#)

ANSYS Delivers Record Revenue and Earnings for the First Quarter 2013

2 May 2013

ANSYS, Inc. announced growth in both revenue and diluted earnings per share for the first quarter of 2013. Total GAAP revenue increased 7% over the first quarter of 2012 while total non-GAAP revenue increased 6%, or 9% in constant currency, over the first quarter of 2012. GAAP net income and diluted earnings per share increased by 12% and 13%, respectively, over the first quarter of 2012, while non-GAAP net income and diluted earnings per share each increased by 8%.

"Our Q1 results reflect a resilient business in a less than robust, and somewhat unpredictable, global economy. Most major metrics of the business performed as anticipated, highlighted by solid margins and earnings, a record deferred revenue and backlog balance of \$399 million, and all-time high first quarter cash flows from operations of \$95 million," commented Jim Cashman, ANSYS President and Chief Executive Officer. "These results reflect the impact of the persistent dedication and efforts of the global ANSYS team. We entered into the year with cautious optimism, and throughout the quarter we focused on those aspects of the business that we could control. While we continued to deliver on a number of key financial metrics, we also see opportunities as 2013 continues to unfold. We believe that we have a solid foundation and are well positioned to continue to invest in our business for the long term. We will continue to focus our efforts to capitalize on the global market opportunities for growth, leveraging our extensive customer base and technological leadership position to drive results and deliver on our commitments."

ANSYS' first quarter financial results are presented below. The 2013 and 2012 non-GAAP results exclude the income statement effects of acquisition adjustments to deferred revenue, as well as the impact of stock-based compensation and acquisition-related amortization of intangible assets. The 2013 non-GAAP results also exclude acquisition-related transaction costs.

GAAP and non-GAAP results reflect:

- GAAP revenue of \$197.7 million in the first quarter of 2013 as compared to \$185.3 million in the first quarter of 2012; non-GAAP revenue of \$199.5 million in the first quarter of 2013 as compared to \$187.5 million in the first quarter of 2012;
- A GAAP operating profit margin of 35.2% in the first quarter of 2013 as compared to 36.6% in the first quarter of 2012; a non-GAAP operating profit margin of 48.2% in the first quarter of 2013 as compared to 50.4% in the first quarter of 2012;
- GAAP net income of \$51.0 million in the first quarter of 2013 as compared to \$45.5 million in the first quarter of 2012; non-GAAP net income of \$67.8 million in the first quarter of 2013 as compared to \$62.9 million in the first quarter of 2012; and
- GAAP diluted earnings per share of \$0.54 in the first quarter of 2013 as compared to \$0.48 in the first quarter of 2012; non-GAAP diluted earnings per share of \$0.71 in the first quarter of 2013 as compared to \$0.66 in the first quarter of 2012.

CIMdata PLM Industry Summary

The Company's GAAP results reflect stock-based compensation charges of approximately \$8.8 million (\$5.4 million after tax) or \$0.06 diluted earnings per share for the first quarter of 2013.

The non-GAAP financial results highlighted above, and the non-GAAP financial outlook for 2013 discussed below, represent non-GAAP financial measures. Reconciliations of these measures to the appropriate GAAP measures for the three months ended March 31, 2013 and 2012, and for the 2013 financial outlook, are included in the condensed financial information included in this release.

To view an unabridged version of this press release, visit: <http://anss.client.shareholder.com/releasedetail.cfm?ReleaseID=761270>

 [Click here to return to Contents](#)

Autodesk Extends Invitation to Join Financial Results Conference Call

1 May 2013

[Autodesk](#), Inc. today announced that it will broadcast its first quarter fiscal 2014 financial results conference call live via its website Thursday, May 16, 2013 at 2:00 p.m. Pacific Time. Autodesk will host a live webcast call at www.autodesk.com/investors. An audio replay webcast and podcast will also be available after 4:00 p.m. Pacific Time on our website at www.autodesk.com/investors. For more information, please call Autodesk Investor Relations at 415-507-6705.

 [Click here to return to Contents](#)

Lectra: First Quarter 2013: Net Income and Free Cash Flow Strongly Positive, Balance Sheet Particularly Solid

29 April 2013

Today, Lectra's Board of Directors, chaired by André Harari, reviewed the unaudited consolidated financial statements for the first quarter of 2013. (Unless stated otherwise, comparisons between 2013 and 2012 are like-for-like.)

Orders for New Software Licenses and CAD/CAM Equipment Weaker than Expected, amid Persistently Sluggish Business Conditions In its February 12, 2013, financial report, the company indicated that economic conditions looked set to remain as weak in 2013 as in 2012, and that the year seemed likely to be both difficult and unpredictable. The reality of the first quarter has confirmed this analysis. Orders for new software licenses and CAD/CAM equipment amounted to €16.2 million, down €2.6 million (-14%) compared with Q1 2012.

Revenues up Slightly thanks to Recurring Revenues Growth, Illustrating the Strength of the Company's

CIMdata PLM Industry Summary

Business Model

Revenues (€48.3 million) were up 2% relative to Q1 2012, and 1% at actual exchange rates. Revenues from new systems sales (€19.5 million) were down €0.9 million (-4%). This decrease is mainly the result of the weak order backlog for new systems at January 1, 2013, and weak sales activity in the first quarter. Recurring revenues (€28.8 million), on the other hand, rose €2.1 million (+8%), resulting from the combination of a 5% increase in revenues from recurring contracts and a 12% increase in revenues from spare parts and consumables. Income from operations before non-recurring items amounted to €3.1 million. It remained stable like for-like (€3.3 million) compared with Q1 2012.

End of Litigation against Induyco: Payment of €1.1 million Received

Lectra received on March 7, 2013, payment of the outstanding €1.1 million which was due by Induyco further to the decision rendered on January 28, 2013, by the Madrid Court of Appeal (see March 7, 2013, press release).

The €1.1 million received results in a non-recurring income of the same amount recorded in the Q1 2013 consolidated financial statements and a net income of €10 million, after a net tax charge of €1.1 million, with no cash disbursement.

Net Income and Free Cash Flow Strongly Positive

Given the non-recurring item of €1.1 million, income from operations was €14.2 million and the operating margin before non-recurring items was 6.4%, down 0.3 percentage points like-for-like.

Net income was €12.2 million. Net income before non-recurring items amounted to €2.2 million (-€0.2 million at actual exchange rates compared with Q1 2012).

Free cash flow amounted to €13.2 million. Free cash flow before non-recurring items amounted to €2.1 million (€5.2 million in Q1 2012).

Balance Sheet Particularly Solid

Cash and cash equivalents at March 31, 2013, totaled €28.5 million and financial borrowings were down to €1 million corresponding to public, interest-free advances intended to help finance research and development programs.

As a result, the net cash position was positive at €27.6 million (€14.2 million at December 31, 2012) and consolidated shareholders' equity amounted to €77.5 million (€65 million at December 31, 2012).

Progress in the Company's Transformation Plan

At the end of 2011, despite the prevailing economic conditions, the company decided to accelerate its transformation over the period to 2015, giving precedence to its long-term strategy rather than to short-term profitability.

CIMdata PLM Industry Summary

This three-point plan comprises: a major recruitment plan devoted to strengthening sales and marketing teams, which will grow from 220 people at the end of 2011 to 330, and from 16% to 22% of the total workforce (with a doubling of the number of sales people); the addition of 40 engineers to the R&D teams in Bordeaux-Cestas (France) bringing the total number to 260; and accelerated investment in marketing. These investments for the future are fully expensed, while their benefits will only be felt progressively.

Payment of Dividend

Subject to approval by the Ordinary Shareholders' Meeting of April 30, the dividend of €0.22 per share in respect of fiscal 2012 will be made payable on May 10, 2013.

To view an unabridged version of this press release, visit: http://www.lectra.com/binaries/Lectra_PressRelease_Q12013_tcm31-217469.pdf

 [Click here to return to Contents](#)

Geometric's Revenues Cross the 1000 Crore Mark

29 April 2013

Geometric Ltd. announced its Q4 and annual results for FY 2012-2013 at the board meeting held.

Highlights for financial year ended March 31, 2013 (FY13)

- The Company's consolidated revenues rose 26.3% to Rs. 10,203.63 Mn from Rs. 8,078.86 Mn last year
- Dollar revenues stood at USD 187.57 Mn compared to USD 167.51 Mn in previous financial year; an increase of 12%
- Operating Profits for the fiscal almost doubled from Rs. 810.28 Mn to Rs. 1,596.27 Mn in FY13
- Profit after tax (after extraordinary and prior period items) stood at Rs. 687.47 Mn, a 16.2% increase from the previous year's profit of Rs. 591.57 Mn
- EPS of Rs. 10.95, as against Rs. 9.45 in FY12
- Recommended dividend of Rs. 1.70 on face value of Rs. 2 per share, by the Board of Directors

Highlights for the quarter ended March 31, 2013 (Q4 FY13)

- Consolidated revenues for the quarter stood at Rs. 2471.26 Mn, as against Rs. 2508.34 Mn in the last quarter and Rs. 2249.30 Mn in the same quarter last year
- Revenues for the quarter included operating revenue of USD 2.81 Mn from the acquired company, 3cap Technologies, GmbH

CIMdata PLM Industry Summary

In USD terms, the Company recorded operating revenues of USD 45.79 Mn for the quarter ended March 31, 2013 compared to revenues of USD 46.31 Mn in the last quarter, and USD 44.92 Mn in Q4FY12. The consolidated revenues and P&L for the quarter reflect an impact of an accounting adjustment pertaining to earlier quarters of over USD 1.5 Mn. The contribution margins for the quarter were affected by the consolidation of 3cap Technologies. Thus, the Company closed the quarter with profit after tax (after extraordinary items) of Rs. 111 Mn as against profits of Rs. 190.97 Mn in the previous quarter and Rs. 127.69 in Q4FY12.

Mr. Manu Parpia, Managing Director & CEO said, “The market for engineering services and engineering IT remains positive. This year, we faced the challenge in that one of our large customers had to contend with difficult market conditions. This contributed to a setback which I believe is temporary. We are on the right track with the right strategy to support the building of a sustainable scalable enterprise.”

The company had a total employee strength of over 4600 employees as of March 31, 2013, including its subsidiaries.

Key wins and additional business highlights for Q4 FY13 The company added 3 new customers during Q4, and signed new deals worth Rs. 6.85 Mn. Some of the significant wins in this quarter include:

- Multi-year PLM customization, integration and application management contract for an energy research consortium in France
- CAD development and customization project for a leading European car manufacturer
- Product design project for value engineering for a global escalator and elevator manufacturer in Asia
- PLM application testing engagement for a Chinese Automotive OEM
- Should costing and estimations annual engagement for a leading aircraft engine manufacturer in North America
- Co-development of a new solution with a leading PLM ISV
- Enterprise-wide deployment of our DFMPPro solution at a major semiconductor parts manufacturer in the US

Other important business highlights for the quarter include:

- Launched CAMWorks® 2013 with a new Synchronous Machining Module, enhanced User Interface, and additional APIs
- Introduced version 3.0 of Glovius® for Windows™, with improved CAD Importer add-ons and optimized performance

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Nemetschek Increases Profitability in the First Quarter 2013

30 April 2013

Nemetschek AG had a solid start to the new year with its first quarter results published today.

Group revenues climbed by 5 percent to EUR 43.7 million. The result before interest, taxes and depreciation (EBITDA) improved over-proportionally compared to revenues by 15 percent to EUR 10.8 million, which represents an EBITDA margin of 24.6 percent. The earnings per share rose to EUR 0.55 from EUR 0.45 in the prior year.

The strong market position of the Group once again proved to be the main growth driver in its core markets in Europe. In particular all subsidiaries expanded their market positions in the DACH region, but also in the US market.

'Within the basic idea of Open BIM the greatest growth drivers for the Nemetschek Group in 2013 will also be internationalisation, innovation and cooperation' commented Tanja Tamara Dreilich, Executive Board of the Nemetschek AG, on the figures. 'Our product innovation Nevaris shows a good order intake. The new Open BIM platform bim+ presented at BAU 2013 is ready for launch and will provide a new generation of data collaboration. And, above all, we expect additional impetus and inspiration for the whole Group from our new cooperation of Maxon with Adobe'. The Nemetschek subsidiary Maxon announced an extensive development and marketing cooperation with the leading worldwide software group Adobe at the end of March.

Based on the positive developments in the first quarter and an expected positive market environment, the Executive Board adheres to the prospects published in the 2012 annual report.

The complete report on corporate development in the first three months of 2013 can be found on the internet pages of the company at http://ir.nemetschek.com/websites/nemetschek_ir/English/3010/financial-reports.html ready for downloading.

 [Click here to return to Contents](#)

Stratasys Conference Call to Discuss First Quarter Financial Results

29 April 2013

Stratasys Ltd. announced that it will release financial results for the quarter ended March 31, 2013 and hold a conference call with investors on Monday, May 13, 2013. The Company plans to hold the conference call to discuss its first quarter financial results on Monday, May 13, 2013 at 8:30 a.m. (ET).

The investor conference call will be available via live webcast on the Stratasys Web site

CIMdata PLM Industry Summary

at www.stratasys.com under the "Investors" tab; or directly at the following web address: <http://www.media-server.com/m/p/usbmvg9b>.

To participate by telephone, the domestic dial-in number is 877-415-3182 and the international dial-in is 857-244-7325. The access code is 29258434. Investors are advised to dial into the call at least ten minutes prior to the call to register.

The webcast will be available for 90 days on the "Investors" page of the Stratasys Web site or by accessing the provided web address.

 [Click here to return to Contents](#)

Trimble Reports First Quarter 2013 Results

30 April 2013

Trimble announced first quarter 2013 revenue of \$556.1 million, up 11 percent as compared to the first quarter of 2012.

GAAP operating income for the first quarter of 2013 was \$56.5 million, down 6 percent as compared to the first quarter of 2012. GAAP operating margin in the first quarter of 2013 was 10.2 percent of revenue as compared to 11.9 percent of revenue in the first quarter of 2012.

GAAP net income for the first quarter of 2013 was \$49.8 million, down 2 percent as compared to the first quarter of 2012. Diluted earnings per share in the first quarter of 2013 were \$0.19 as compared to diluted earnings per share of \$0.20 in the first quarter of 2012. The tax rate was 10 percent for the first quarter of 2013 as compared to 17 percent in the first quarter of 2012. It should be noted that on March 21, 2013 the Company completed a 2:1 stock split.

First quarter 2013 non-GAAP operating income of \$110.3 million was up 8 percent as compared to the first quarter of 2012. Non-GAAP operating margin was 19.8 percent of revenue as compared to 20.3 percent of revenue in the first quarter of 2012.

Non-GAAP net income of \$97.9 million for the first quarter of 2013 was up 12 percent as compared to the first quarter of 2012. Diluted non-GAAP earnings per share in the first quarter of 2013 were \$0.38, as compared to diluted non-GAAP earnings per share of \$0.34 in the first quarter of 2012.

First quarter 2013 non-GAAP results are adjusted for the following:

- Restructuring expense of \$1.7 million as compared to \$526 thousand in the first quarter of 2012;
- Amortization of intangibles of \$39.3 million as compared to \$28.8 million in the first quarter of 2012;

CIMdata PLM Industry Summary

- Stock-based compensation expense of \$8.8 million as compared to \$7.8 million in the first quarter of 2012;
- Acquisition-related inventory step-up charge of \$603 thousand as compared to \$8 thousand in the first quarter of 2012;
- Acquisition and divestiture costs of \$3.0 million as compared to \$5.2 million in the first quarter of 2012;
- No gain or loss on foreign currency exchange in the first quarter of 2013 as compared to \$1.6 million loss on foreign currency exchange from a hedge associated with an acquisition in the first quarter of 2012;

"Our revenue growth in the quarter did not meet our expectation. While our original expectation anticipated conservative buying behavior by our users as a result of economic uncertainties, we were further impacted by the direct and indirect effects of the U.S. sequester and severe weather conditions in Europe and North America which delayed both the agricultural and construction seasons," said Steven W. Berglund, Trimble's president and chief executive officer. "In spite of the pressure on revenue, we maintained non-GAAP operating margins close to twenty percent and increased our non-GAAP gross margin compared to the first quarter of 2012. We do not believe the fundamentals of our markets have changed and our long term expectations remain unchanged. While we are cautious about second quarter prospects, we currently anticipate improved organic growth in the second half of 2013."

To view an unabridged version of this press release,
visit: <http://www.trimble.com/news/release.aspx?id=043013a>

 [Click here to return to Contents](#)

Implementation Investments

Europe's Largest Mouldmaker Specifies Delcam Software for Tooling Manufacture

30 April 2013

The Simoldes Group, Europe's largest mouldmaking company, has standardised on Delcam's PowerSHAPE CAD software and PowerMILL CAM for the manufacture of its tooling. To see why, please visit www.delcam.tv/simoldes.

The Delcam software has allowed the companies within the Group to increase productivity to the extent that many users claim it has been pivotal to their success. For example, Fernando Loureiro, the production manager at IMA, one company within the Group, stated "I have no doubt that acquiring PowerSHAPE and PowerMILL software was the key to success for our company."

From humble beginnings in 1959, with one small plant in Portugal, Simoldes has grown to be a large multi-national corporation with around 4,000 staff operating in seven countries and exporting to over thirty more. It is now considered to be Europe's largest mouldmaker. While Simoldes has kept its main

CIMdata PLM Industry Summary

offices and plant in Portugal, the company aspires to expand its operations to more countries to become a truly global organisation.

Today, Simoldes consists of seven production units in Portugal, one in Brazil, one in Argentina and one in Germany, and five ACS – Advanced Customer Service offices, with nine separate companies contributing to two divisions. Simoldes focuses on the automotive and motorbike sectors but also makes tooling for the houseware, electronics, material handling and packaging industries. The company uses mainly large machines ranging from two to five metres in length, and offering everything from 2D drilling up to five-axis roughing and finishing.

A typical project for Simoldes is the interior of a car door, where there are several parts that must all fit seamlessly together to create the finished product. The company also produces moulds for creating rubber seals around glass panels and for extremely detailed speaker grilles for in-car entertainment systems.

João Vieira, CAD/CAM Director for IMA, claimed that this complexity presents no difficulty for Simoldes, explaining that: "With our Delcam software, we have a cost-effective solution as we have integration, we have standardisation, we have accurate finishing programs, and we have smooth programs that protect the machines."

Rui Ramos, a CAM Programmer for MDA, another company in the Group, explained that "here at Simoldes, we have a philosophy to make things as quickly and as efficiently as possible and PowerMILL allows me to do that. I can develop macros in PowerMILL for the operations that I need to do most often in my everyday work." Mr. Ramos added that "As a user of PowerMILL, it's important for me that everything I program runs on the machine on the first time with no problems. PowerMILL offers me the strategies and simulation tools to give me that confidence."

Fernando Loureiro, IMA's Production Manager, also explained the importance of PowerMILL and PowerSHAPE for Simoldes when electrodes were needed. "At Simoldes, we try to automate as much as we can to produce parts more quickly and more efficiently. When we got PowerSHAPE, the time required to create electrodes reduced dramatically. We used to have a number of people modelling electrodes; now we have just one person. Modelling is quicker, less information is required for the EDM process and the data we get is of higher quality.

"There simply are no more errors. Non-conformities have been reduced to a very low number, while the speed of electrode creation is fantastic.

"We have also introduced palletisation so we can now machine a huge number of electrodes in one go. We are now starting palletisation of the smaller steel parts as well. I have no doubt that acquiring PowerSHAPE and PowerMILL was the key to our success in reducing the time taken for machining in both cases."

CIMdata PLM Industry Summary

When asked about Simoldes relationship with Delcam, Mr. Vieira replied: "We are partners. Partnership is not just about buying a licence of software but includes development of customised solutions specific to our company's needs that can be flexible enough to deal with different projects to produce large and small moulds." Mr. Vieira added that "With Delcam, we now have a better solution for all parties: for our customers and for us."

 [Click here to return to Contents](#)

Life is good® Selects YuniquePLM to Support Rapid Growth and Manage Diverse Product Offerings 2 May 2013

Life is good®, the Boston-based lifestyle brand dedicated to spreading the power of optimism, has selected [YuniquePLM™](#) to organize its product development data into a single repository and improve communication and collaboration between the company's existing design teams and its global suppliers.

Kevin Scheeler, director of technology for Life is good, said, "As a growing company, we quickly realized that managing our data across multiple spreadsheets, in multiple locations, was not the long-term solution. We needed a partner and system that would grow with us and enable us to improve our production processes. These factors, along with the ease of use we saw in YuniquePLM, made it the clear choice for Life is good."

Life is good plans to roll out YuniquePLM to all areas of the company, including to suppliers. The company also plans to integrate YuniquePLM with its existing ERP system for tighter data connectivity and enhanced visibility across the entire enterprise.

Bill Brewster, vice president of Global Sales and Marketing for Gerber's Yunique Solutions business, said, "Beyond a system's features and functionality, organizations need to have a certain confidence level working with their solution provider. In the case of Life is good, not only did we help them discover best practices, but the people and personalities involved on both sides all connected. This deep connection is what we strive to offer each of our clients."

Life is good was founded in 1994 in Boston, Massachusetts and offers more than 900 different items in 14 categories. Their products are sold online via [Lifeisgood.com](#), six company-owned stores and in approximately 3,500 retail locations in the U.S.

The company with a positive purpose helps kids in need by donating 10 percent of its net profits to The Life is good Kids Foundation. To date, Life is good has raised more than \$9.5 million for kids in need, principally through Life is good products, the annual Life is good Festival, and community fundraising efforts.

 [Click here to return to Contents](#)

MARE Designs in SolidWorks Software to Illuminate the Oceans' Unknowns

25 April 2013

Protecting and restoring the world's marine ecosystems is a growing concern due to overfishing and pollution. Marine Applied Research and Exploration (MARE) is taking a leading role in developing submersible technologies to conduct deep-water science and monitoring surveys to help evaluate marine conditions. In order to conduct the assessments more cost effectively, MARE turned to leading worldwide [SolidWorks® reseller Hawk Ridge Systems](#) to help design the BATFish, its next generation remote operated underwater vehicles (ROV).

Currently, focused on the West Coast, MARE has completed a large number of surveys in California's fishing reserves, where it is monitoring the rockfish populations and ecosystem health. Conducting assessments in more locations to gain crucial information on oceans' and marine life around the world would require a smaller, travel-friendly and cost-effective ROV. Designing the BATFish underwater glider completely in SolidWorks allowed Dirk Rosen, MARE executive director, and Raysad Chung, design engineer, to focus on three factors crucial to bringing an ROV like BATFish to life: speed, size and savings.

Portability, transportation and size are key factors in the ROV design. When it comes to successful underwater surveys, the best ROVs are simple to transport and disassemble. Prior to the BATFish, an ROV's size often limited how survey machines were transported to sites and the size of boats from which they could be deployed. ROV transportation normally involved loading the device onto a pickup truck and trailer and driving it to each research site. Ultimately, this travel time reduces time that could be spent surveying underwater.

“The BATFish is MARE's answer to the ROV transportation problem,” Rosen said. “Instead of using a trailer, we can now transport the ROV in suitcases, hop on a plane and drive a rental car to any survey site. With SolidWorks we were able to shrink the BATFish into a much smaller space that can be assembled onsite and get underwater within an hour.” With its new portability, MARE has the potential to conduct surveys anywhere around the world.

Cost is another common roadblock for oceanic surveys. Deep-water assessments conducted with an ROV are expensive -- traditional surveys, due to boat leases and crew fees, typically cost upwards of \$6,000 per day. Rosen came to the realization that downsizing ROVs would not only improve portability, but would cut ocean survey costs by approximately 60 percent. The BATFish's smaller footprint decreases the size of the boat required to operate the ROV and cuts the number of crew required to conduct a survey in half. Rosen is now able to put the BATFish into the water with a Boston Whaler at a cost of \$500 per day.

Rosen contends that SolidWorks was most effective for modeling custom pieces with great detail, like the BATFish's movable wing structures. [Simulation capabilities](#) were also instrumental in the ROV's

CIMdata PLM Industry Summary

evolution to ensure that the ROV would perform as desired once it hit the water. The BATFish's wing structures, which allow it to glide through the water with ease, were tested with the help of SolidWorks software and modified directly in the software before starting the manufacturing process.

Time spent from concept to finished product was a major concern for MARE due to previous experience with design software. Rosen estimates that SolidWorks helped MARE go from "brain to beach" in at least double the speed. "SolidWorks helped avoid costly and time consuming prototyping cycles waiting for custom parts to be returned from manufacturers," said Chung. "SolidWorks assists you in finding weak points immediately and provides excellent visualization tools to examine tolerances that you can test before ordering a physical part."

"Thanks to SolidWorks, we've been able to take the BATFish from concept to reality very quickly. And the beauty is that its design capabilities can work for any project whether it's a drag racer, robot or ROV," said Rosen. "Innovation starts in our minds and SolidWorks helps bring these ideas to reality."

"The BATFish will give scientists insights into improvements in rockfish stocks, provide theories on how to create a better environment for rockfish to thrive, and sustain a huge source of food that will be crucial to feeding the future population," said Glenn Compton, SolidWorks Simulation Sales Manager at Hawk Ridge Systems. "It's both inspiring and encouraging to see projects like the BATFish realized with SolidWorks design software."

 [Click here to return to Contents](#)

Phyken Media Creates 3D Magic for Mobile Game "Wizard Ops Tactics" with Autodesk Maya

2 May 2013

[Autodesk Inc.](#), announced that indie casual game development studio Phyken Media used [Autodesk Maya 3D animation software](#) to develop its immersive turn-based strategy game "[Wizard Ops Tactics](#)" – available today for Apple iOS and Android Google Play. Under a tight deadline and strict budget, Phyken Media's team of three digital artists leveraged the 3D capabilities of Autodesk Maya to create an impressive volume of high-quality art, models and other 3D assets.

"Building a mobile game like 'Tactics' with such a small team requires talented artists and robust technology, which is why we turned to Maya which allowed us to create many new characters and over 200 unique animations," said Phyken Media President Kunal Patel. "With Maya we could ramp up production quickly and get right to work. We used the software on our first 'Wizard Ops' arcade shooter and a large part of our team learned it in school. Maya really allows us to do whatever we want."

"Wizard Ops Tactics" is an asynchronous strategy game set in an isometric wizard universe that includes sound effects by "Police Academy" actor Michael Winslow. Players build wizard armies equipped with wands, spells and heavy artillery for tactical missions. Users then deploy their units and challenge friends or random opponents to attack. Alternating turns, battle ensues until one wizard army

ultimately wins out.

“There is a tremendous benefit to developing 3D games for the mobile platform. 3D enhances realism by leveraging the power of today’s mobile graphics while also enhancing the gameplay in ways that are difficult to achieve using 2D alone,” said Marc Stevens, Autodesk vice president, games. “Phyken is a prime example. With a small but talented team, they were able to create enticing 3D characters and environments in Maya that will distinguish their game from similar games on the market.”

Each unit of the game features 30 to 40 extraordinary explosive animations involving artillery and sorcery – from fireballs to lightening, grenades and more — and gives gamers a 360-degree view of the action. To make the gameplay authentic, Phyken relied on Maya on the Mac to develop flexible 3D models, textures and lighting, and complete complex rigs and animation that bring additional depth and detail to the game’s characters and environments.

After all of the game assets were finalized, Phyken exported them to the Unity Game Engine via [Autodesk FBX asset exchange technology](#). Project Manager Justin Lynch shared, “We’ve always found that Maya and Unity 3D complement each other. We were able to create all of our 3D assets in Maya, export them as FBX files and literally drag the files into the Unity Engine, type in the key frames and press ‘go’ – making the whole process a lot less time-consuming.”

 [Click here to return to Contents](#)

Product News

Aras First to Provide Embedded CAD to 3D PDF Converter in PLM Platform

30 April 2013

Aras® today announced the first ever CAD to 3D PDF converter embedded in a PLM vault server. Now, with the addition of the 3D PDF converter Aras supports 3D, 2D, Microsoft Office, images & scans and other data types in a single, powerful, open format: PDF, enabling users across the extended enterprise to view all formats of product data in a single common user interface without buying additional software.

With the embedded converter, Aras has eliminated the need for specialized visualization formats that only handle 3D, require expensive licenses and force content lock-in resulting in dead-ends. Aras utilizes the HOOPS technology from Tech Soft 3D for the conversion of all the major 3D formats including CATIA, Creo, SolidWorks, NX, JT and STEP. The result is a highly accurate and compressed PDF for collaboration throughout the corporation and the supply chain.

“Now everyone can use the 3D content created by CAD because it’s converted to standard PDF and can be easily utilized in work instructions, tech pubs, digital mock-up and a lot more,” said Peter Schroer, President of Aras. “We believe that getting everything into a single open format - not just 3D, but also

CIMdata PLM Industry Summary

2D drawings, schematics, in fact all product content - enables a new level of visual collaboration and lays the foundation for our secure social strategy.”

Highlights

- Automatically generates 3D PDF viewables and thumbnails
- Enables 3D measurement, redline & markup and 3D comments
- Easily hide, show and isolate components
- Cross-sectioning and stored views
- Pervasive PDF format
- Configurable admin capabilities for what file types get converted and when
- Option to automatically generate STL files for 3D printers
- Included for all Aras subscribers

For more information about the Aras 3D PDF Converter and the Aras Secure Social Strategy, please visit <http://aras.com/plm/001911>

 [Click here to return to Contents](#)

Autodesk Certifies GibbsCAM for Autodesk Inventor 2014

29 April 2013

Gibbs and Associates, developer of [GibbsCAM](#)[®] software for programming CNC machine tools and a Cimatron company, announced today that GibbsCAM has been certified for [Autodesk Inventor 2014](#) 3D mechanical design software under the Autodesk Certified Apps Program. Certification for Autodesk Inventor 2014 marks the thirteenth consecutive year that GibbsCAM has been certified under the program, having achieved certification every year since the program began.

Digital prototyping with Autodesk Inventor software gives manufacturers the ability to digitally design, visualize and simulate how a product will work under real world conditions before it is built, which helps reduce cost and increase efficiency. GibbsCAM directly opens Autodesk Inventor part models, allowing CNC programmers and machinists to easily and readily program machine tools from the models, extending cost reduction and efficiency through the programming and machining processes. Certification demonstrates that the product is of high quality and up to date, and that it provides the highest level of interoperability with Autodesk Inventor software.

For companies using [Autodesk Vault](#) data management software, the latest version of GibbsCAM includes new features for interaction with the Autodesk Vault software family.

“Autodesk’s recognition of our continued interoperability with Autodesk Inventor demonstrates our commitment to our joint customers, around the world, who can continue to benefit from the productivity

CIMdata PLM Industry Summary

of the combined products,” said Robb Weinstein, Senior Vice President of Sales and Strategic Planning of Gibbs and Associates. “With the addition of our Vault Plug-in, joint customers’ traditional ability to read models and assemblies directly into GibbsCAM is now enhanced with browsing, queries, even with automatic update checks within Autodesk Vault, to ensure that GibbsCAM machining models and NC program files are updated with latest part models.”

GibbsCAM offers seamless integration with Autodesk Inventor, by directly reading Autodesk Inventor IPT (part model) files, preserving all color information assigned within Inventor to provide continuity in recognizing and communicating part and feature attributes. Once machining processes are defined in GibbsCAM, they are automatically updated when the Inventor model is revised. GibbsCAM also directly reads AutoCAD DXF and DWG files, enabling use of part geometry to program machining processes.

Furthermore, a new GibbsCAM Plug-in for Autodesk Vault allows interaction between GibbsCAM and Autodesk Vault. Using an interface similar to Autodesk's Vault browser, GibbsCAM users can navigate folders and subfolders, preview parts, query part properties, and import parts from Vault. By enabling persistent-connection parameters GibbsCAM can be activated to locate all Vault-monitored parts, report on modifications, and re-import parts, if needed. Users can specify GibbsCAM actions – import file, the Do It and Redo button clicks, and initiating post processing – to trigger automatic update checking.

“We are very pleased to have Gibbs and Associates renew Inventor certification for GibbsCAM, and their development of Vault interaction is greatly appreciated,” said Carl White, Director, Manufacturing Engineering, Autodesk. “Their continuous dedication to interoperability with Autodesk Inventor, and ease of use is commendable. We are pleased to have companies like Gibbs and Associates as partners in delivering flexible, easy-to-use, and extensible applications to our manufacturing customers.”

GibbsCAM has an easy-to-use and simple-to-navigate interface, with language and icons familiar to programmers and machinists, allowing its users to quickly take advantage of its powerful capabilities – from minimizing the learning curve, to making manufacturing engineering tasks and production machining extremely intuitive and efficient. GibbsCAM provides the capability to program the most complex machining processes, and the flexibility to allow user-preferred approaches to machining, with options that are logical to programmers.

GibbsCAM’s full associativity of geometry, processes and toolpaths easily accommodates updates to Autodesk Inventor part geometry and process parameters. CNC programmers can quickly optimize parts for machining and program machine tools to make the parts, whether they have simple geometry needing only 2-axis turning or 2.5-axis milling, or complex geometry requiring the latest 5-axis machining centers, MTMs or Swiss-style turning centers. GibbsCAM verifies toolpaths with gouge detection and interference checking, and enables additional testing and prove-out with a dynamic display of all moving components of a machine tool as it makes a part. These, and many other features of GibbsCAM help manufacturers eliminate scrap, reduce cycle times, and maximize efficiency, safety and profits.

CIMdata PLM Industry Summary

In addition to its perennial certification of GibbsCAM for Autodesk Inventor, Gibbs and Associates is an authorized member of the [Autodesk Developer Network](#) and is an Autodesk Authorized Independent Software Vendor.

 [Click here to return to Contents](#)

Bluebeam Software Releases International Versions of Revu 11

2 May 2013

Bluebeam® Software, developer of PDF-based annotation and collaboration solutions, announced the release of Revu® 11 in Swedish, German, Finnish and Norwegian, with the Danish and Dutch versions scheduled later this month. This new version of Bluebeam's flagship solution makes it easier than ever for users in document-intensive industries including architecture, engineering and construction (AEC) to collaborate on project documents and digitize technical reviews.

“Revu 11 makes anything possible by introducing cutting-edge technology for sharing feedback and collaborating anytime, anywhere,” said Richard Lee, Bluebeam Software President and CEO. “Whether you are flying across the Atlantic, working on an underground tunnel project or sitting at your desk and inadvertently lose your Internet connection, Revu 11 allows you to continue to edit files from the cloud and annotate them with a dramatically enhanced set of PDF markup and editing options.”

New features in Revu 11 make it easier than ever for users to:

- **Collaborate Anywhere, Anytime** Revu 11's Studio Projects Offline mode enables project teams to centrally maintain a digital master set. The enhancement to Revu's integrated cloud feature, Bluebeam Studio™, allows users to access and edit files stored in a Studio Project from a desktop, tablet PC or an iPad, even with the loss of an Internet connection. Changes can be synced as soon as connectivity is restored.
- **Get Organized** - Revu 11's AutoMark™ feature gives users the ability to organize PDFs by automatically creating bookmarks and page labels from PDF content. Sets™, enables team members to view, navigate and edit multiple files as if they were one. This functionality is key for users in the field, who often divide multi-page documents into one file per page to allow for faster loading on iPads and tablets, but still need to quickly see related content when back in the office.
- **Standardize Annotations on the Fly** - The new Format Painter quickly applies property settings across multiple annotations such as color, line styles and fonts.
- **Search for Anything** - VisualSearch™ now performs more robust searches regardless of an object's size, color or rotation or even another intersecting object.
- **Do more with 3D PDFs** - With Revu 11, users can now create 3D PDFs from any IFC file, and do more with 3D content. Use the Section Box tool to demonstrate the exact issue at hand by exposing interior details.

To learn more about all the functionality debuting in Revu 11, visit www.bluebeam.se/Revu11.

 [Click here to return to Contents](#)

CAD Training Online Becomes Autodesk's ATC Online Training Center

3 May 2013

CAD Training Online, by providing Autodesk Certified Instructors, specializes in a new method of direct instructor led online training. This method of online instructor led training allows the instructors to replicate a traditional classroom environment in an online class setting. Rick Feineis, CAD Training Online Managing Partner, says, "I am glad that our efforts to develop instructor led online training are being recognized by Autodesk and Gilmore Global. Our unique method of training was specifically developed to allow professionals, both employed and unemployed, to remain in their office or at home while attending the same quality of class that we offer in more traditional methods. Our online training processes also allow unemployed and under-employed design professionals to afford training that would traditionally be out of their budget. In addition, to drive training ROI, our online instructor led training classes are broken up over time. This training segmentation allows for far higher student retention of skills when returning to the office or later when testing for Autodesk Certifications."

Julie Gaudet, Gilmore Global Senior Director, says, "I am pleased to be able to award this distinction to CAD Training Online. They have been providing this unique offering to Autodesk customers for a number of years and are definitely a leader in this space. Budgets are tight everywhere especially in the commercial world and CTO's approach to deliver training online addressed the largest hurdle for Autodesk customers to gain access to training. Rick Feineis has been a huge advocate within the channel on integrating online elements to the education cycle and has proven that this model works!"

CAD Training Online provides onsite and online instructor led training and consulting on the entire Autodesk product line. More information can be found by visiting <http://www.cadtrainingonline.com>

Gilmore Global Logistics Services, Inc. provides channel management services to the Autodesk Authorized Training Center & Autodesk Authorized Certification Center channel in North America. More information can be found by visiting <http://www.autodesk.com/gilmoreglobal> and <http://www.gilmoreglobal.com>

 [Click here to return to Contents](#)

COMSOL Multiphysics 4.3b Released

3 May 2013

COMSOL Inc., today announced the release of major new additions to the COMSOL simulation platform. The latest version of COMSOL Multiphysics, version 4.3b, introduces five new application-specific modules and expanded modeling and analysis tools. Release highlights are available

at www.comsol.com/4.3b

New Application-Specific Modules

With the introduction of the five new modules, users in key application areas from major industries now have access to the new modeling and simulation tools offered by COMSOL.

- **Multibody Dynamics Module** – Provides users with the ability to analyze the assembly of rigid and flexible bodies. Transitional and rotational displacements, as well as locking, can be simulated for a variety of joint types, including prismatic, hinge, cylindrical, screw, planar, ball, slot, and reduced slot joints.
- **Wave Optics Module** – Allows users to analyze electromagnetic wave propagation in optically large structures, such as optical fibers and sensors, bidirectional couplers, plasmonic devices, metamaterials, laser beam propagation, and non-linear optical components.
- **Molecular Flow Module** – Offers the capability to simulate rarefied gas flow in complex CAD geometries of vacuum systems. This includes such applications as mass spectrometers, semiconductor processing, satellite technology, particle accelerators, shale gas exploration, and flow in nanoporous materials.
- **Semiconductor Module** – Enables the detailed analysis of semiconductor device operations at the fundamental physics level allowing for the modeling of PN junctions, bipolar transistors, MOSFETs, MESFETs, thyristors, and Schottky diodes.
- **Electrochemistry Module** – Tailored user interfaces are now available for electroanalysis, electrolysis, and electro dialysis. Typical applications include: glucose sensors, gas sensors, chlor-alkali electrolysis, desalination of seawater, waste water treatment, and control of electrochemical reactions in biomedical implants.

“With the introduction of these five new modules, COMSOL Multiphysics is able to offer a simulation package that is unique in the industry,” says Bjorn Sjodin, VP of Product Management at COMSOL. “There is no other software out there that offers the same accuracy across such a wide array of disciplines.”

New COMSOL Multiphysics Capabilities

The new features delivered with the COMSOL product suite include enhancements to CAD importing and geometry handling, meshing, physics, solvers, results, and productivity tools that offer increased usability and performance throughout the product development process. COMSOL Multiphysics 4.3b brings tremendous enhancements to features in existing modules, thus augmenting simulation speed and the capabilities of the entire product suite.

COMSOL continues to impact design processes by positively influencing the accuracy and immediacy of analysis results. “It is the mission of COMSOL to provide engineers and scientists with the right tools needed to design reliable and safe products,” says Ed Fontes, Chief Technology Officer at COMSOL.

- **Geometry and Mesh** – A new feature allows users to make quick what-if studies by taking a 2D geometry from the cross-section of a 3D geometry. A new curvilinear coordinate system tool makes it easier to define anisotropic materials in curved geometric shapes. Additionally,

CIMdata PLM Industry Summary

increased automated swept meshing capabilities allow for faster modeling.

- **Interfacing and Productivity** – The new One Window Interface with LiveLink™ for Inventor® allows users to work with COMSOL Multiphysics from within the Inventor® environment. New updates in LiveLink™ for Excel® allow the import of multiple models and export of material data from Excel® to COMSOL.
- **Electrical** – A new magnetics solver facilitates faster stationary and time-dependent magnetics simulations. A new electrical contact feature is added to the AC/DC Module; the electric current flowing between two surfaces now varies according to surface properties and contact pressure. The periodic structures for electromagnetic waves feature is now available in the RF Module.
- **Mechanical** – Bolt pre-tension and beam cross-section analysis can now be simulated in the Structural Mechanics Module. Cumulative damage for fatigue analysis with random amplitude loads is now available in the Fatigue Module. The Heat Transfer Module has been enhanced with multi-wavelength surface-to-surface heat radiation, heat transfer with phase change, and thermal contact features.
- **Fluid** – The new frozen rotor feature in the CFD Module efficiently solves for the pseudo-steady flow field in rotating machinery for laminar and turbulent flow. A new thin screen feature for thin permeable barriers allows the simulation of wire gauzes, grills, and perforated plates. Additionally, the SST turbulence model and a new CFD solver are now available.
- **Chemical** – The new thin impermeable barrier for mass transport feature allows users to represent thin walls as interior boundaries with a no-mass-flux condition on both sides.

In keeping with the modeling simplicity and effectiveness that users have come to expect from COMSOL, the new modules and features implemented in the simulation platform follow the same intuitive modeling process. “It’s extraordinary that users can experience the same workflow process no matter which simulation task or application they are working with,” says Bjorn Sjodin, “this unique approach allows users to adapt the COMSOL environment to address their specific needs and implement any solver or feature to their simulation to achieve the most useful results.” Since the modeling environment remains the same, both the new and existing modules can be combined and coupled to create simulations specifically designed by the user to address their unique simulation needs.

Software Download Now Available to Subscribing Users

COMSOL Multiphysics 4.3b is now available worldwide for download. On-subscription license holders of the RF Module, Structural Mechanics Module, or Microfluidics Module will receive the Wave Optics Module, Multibody Dynamics Module, or Molecular Flow Module, respectively, and for free. For more information about the new release, visit www.comsol.com/4.3b

 [Click here to return to Contents](#)

CSC Releases Orion v18

29 April 2013

This month sees the release of Orion v18, CSC’s software for designing concrete buildings to a range of

CIMdata PLM Industry Summary

international design codes. Among many significant updates, Orion v18 offers numerous new modelling features, improved finite element analysis and enhanced member design and detailing, together with new seamless BIM integration with Autodesk® Revit® 2013 and Tekla Structures 2013.

With this latest release structural engineers can achieve faster modelling than ever before. Orion v18 also offers the design and detailing of various foundation systems including pads, pile caps, strip footings, rafts and piled rafts with eccentric piling arrangements.

Powerful new functionality has been added to enable engineers to directly export drawing details into CAD as well as provide material take offs early in the design process. Orion v18 also ensures project variations can be managed quickly by allowing the engineer to check existing designs, and then filter and redesign only those members that fail.

Supported Orion users can download Orion v18 at www.mycscworld.com. For information on Orion please visit www.cscworld.com.

 [Click here to return to Contents](#)

Delcam's new PartMaker Offers Improved Multi-axis Milling

1 May 2013

Delcam's PartMaker Division has released PartMaker 2013 R2, which features much improved four- and five-axis simultaneous milling strategies. The new functionality can be added across the entire PartMaker CAM suite, including the PartMaker Mill, Turn-Mill and SwissCAM modules.

The new functionality, known as ASM-MX, or Advanced Surface Machining – Multi-Axis has been priced cost effectively relative to other high-end milling CAM systems on the market.

One of the hallmarks of PartMaker ASM-MX, like other Delcam CAM systems such as the specialist high-speed and five-axis machining software, PowerMILL, is that all the machining algorithms underlying the software are developed in-house, by Delcam's development team, the largest in the CAM industry, not licensed from a third-party developer. This approach assures PartMaker users that they are getting unique functionality that will allow them to stay ahead of the competition.

The strategies found in ASM-MX are based on the same unique approach to multi-axis programming used in PowerMILL, Delcam's industry-leading CAM system for the manufacture of complex shapes. ASM-MX provides the user with complete tool-axis control for all five-axis simultaneous machining strategies.

Additionally, ASM-MX features a unique new machining strategy called "Spine Finishing". Spine

CIMdata PLM Industry Summary

finishing can be used in either four- or five-axis simultaneous operations and is ideal for machining parts with complex curves, such as angulated abutments found in the dental implant industry.

"The new ASM-MX functionality in PartMaker 2013 R2 lets PartMaker users harness the power of four- and five-axis simultaneous milling in an intuitive and practical yet highly sophisticated and elegant manner," said PartMaker Division President, Hanan Fishman. "4- and 5-axis simultaneous machining practices are becoming more and more common in production-machining environments. This trend is growing in popularity, particularly among those working in the medical and aerospace fields. With more machine tools, including Swiss lathes from the likes of Star, Citizen and Tsugami, including a programmable 'B-axis', the functionality in PartMaker's ASM-MX will allow our users to meet their manufacturing challenges."

 [Click here to return to Contents](#)

Easy-to-learn ZW3D 2013 Lite Helps You Master 3D Design in 3 Hours

30 April 2013

[ZW3D](#), a piece of cost-effective CAD/CAM software for 3D modeling, mold design, and machining, launched its latest edition [ZW3D 2013](#) in March, with standard, professional, premium and Lite versions. The Lite version aims to provide designers one more choice to enjoy an efficient and simplified design experience at the best price. As entry-level 3D design software, ZW3D Lite is affordable, easy-to-use, and amazingly, it allows beginners to [master 3D design in 3 hours](#).

Ideal 3D Design Software for Beginners, Trial Users and Small Project Owners

Different from 2D design, 3D design has higher requirements for users because of various functions and complicated operations. They have to spend much time learning to use each command. Moreover, it's not worthy to pay such a costly price with only 30%-40% of the functions commonly being used.

Targeted at 3D design beginners, ZW3D Lite pares down some professional and seldom-used features to lower its complexity. Thereby, the price is much lower and more preferential. Except for basic design, some advanced features are remained for higher design needs. For 3D design beginners, interested buyers who want to try ZW3D, or customers who have a limited budget, ZW3D Lite may be a better choice.

Start Your Design Dream with ZW3D 2013 Lite in 3 Hours

In ZW3D 2013 Lite, the [updated design tutorial](#) is a good time-saver for new learners. The step-by-step videos will show how to use each command just like a live demo. Following the tutorial, designers only need 3 hours to master the skills to use ZW3D proficiently. The clear UI and simplified workflow also provide an efficient and enjoyable design experience, helping to reduce learning curve and lower design complexity.

Well-equipped with Basic Features for Different Designs

ZW3D Lite is competent in general design, for most of the core design features are well reserved, such as efficient sketching and enhanced QuickShapes. Besides, the strong compatibility allows directly opening, editing and saving 3D models from Catia, Inventor, Solidworks and more. Equipped with hybrid 3D Shape & Feature Modeling, ZW3D has no difficulty in handling tough design.

Stay Tuned with ZW3D Lite to Get More

From April 1st to June 30th, ZW3D 2013 Lite will carry out a worldwide upgrade campaign where different forms of promotion will be offered in different countries, such as discount, free trial and free upgrade. Interested users may stay tuned for the promotion policy in your country and submit inquiries to local resellers or e-mail us at sales@zsoft.com.

 [Click here to return to Contents](#)

Edgcam's New Global Customer Community

29 April 2013

A new global Customer Community has just been launched for Edgcam users. The community is formed of knowledgeable Edgcam users with diverse backgrounds to share their experiences with others, helping everyone to get the most out of the CAD\CAM software.

Comprising forums, online documents, searchable database and technical videos, the eSupport Community is a one-stop shop for sharing technical information. Edgcam Support Manager Adam Smith says: "Customer service has become one of our competitive differentiators and we're continuously building stronger customer relationships, so we've developed a Customer Community that's available 24/7, which means users can ask questions to a community from around the world. When users help each other, everyone wins."

User collaboration in the latest releases, favorite enhancement, automation and tips and tricks forums enhance users' knowledge of new functionality and builds advanced product knowledge.

Online documents include the latest Freeware, Licensing Guides and Edgcam desktop backgrounds.

Wiki is being continuously updated with topics from the forum to build a comprehensive knowledge base and Frequently Asked Questions database, as well as showing "What's New" from each release, and resolved issues.

Current maintenance users can access Customer Community through Vero's already popular Customer Support Portal, where users have access to Edgcam releases and Software Updates.

 [Click here to return to Contents](#)

EON Reality Releases EON 8

1 May 2013

EON Reality, the interactive 3D software provider, announced the release of the next generation immersive and interactive 3D authoring tools, EON 8. The new software includes expanded CAD and 3D data import support, improved interactivity, and support for additional VR devices.

EON 8 improves the rendering performance by up to 30 times faster on a given graphic card and can handle extremely large file sizes, up to 16 terabytes.

EON software has expanded its scalability to more than 20 publishing formats i.e. the same content can be used on different interactive 3D displays, from a tablet to an immersive Icube solution. EON 8 can now also be displayed on mobile platforms. Users can create stunning, highly interactive content with millions of polygons using [EON Studio](#) that can be published on Android or iOS mobile device.

“EON 8 reflects our commitment to provide the business, education and edutainment markets with the tools they need to improve communication, interactivity and knowledge transfer – from simulation based learning and safety training, to the creation of interactive 3D materials that provide highly realistic immersive experiences anytime, anywhere,” said Mats W. Johansson, CEO, EON Reality, Inc.

The EON 8 software suite includes [EON Studio](#), [EON Professional](#), [EON Icatcher](#), [EON Icube](#) and [EON Raptor](#).

Major features with EON 8 include:

- **Highest Visual Quality** – new shadow effects, fur shading and caustic effects – i.e. physically correct lights and shadows
- **Effective Handling of Large Datasets, 64 bit support** - native ability to handle extremely large files that are up to 16 terabytes (or 16384 gigabytes), subject to RAM availability
- **Improved Rendering Performance** - the multi-threaded rendering pipeline is now highly optimized to scale with multi-core CPUs and with a new heavily modified render engine it is now possible to render up to 30 times faster than before. The new engine can also dynamically combine small objects into bigger batches, to increase rendering performance on the fly.
- **Faster loading time** - the model loading time has been highly optimized using huge real-world data sets, to make it possible to load bigger data much quicker than before.
- **Innovative Interaction** - New methods for multi-person interaction are included in EON 8. This enables the creation of new innovative multi-user experiences without the need for wearable devices or additional touch screen interfaces.
- **New import formats** – EON 8 now supports importing latest version of native SolidWorks and

CIMdata PLM Industry Summary

DWF-3D formats.

- **Enhanced level of detailing** – with support for seamless fading between levels.
- **EON Raptor update** – added support for 3ds max 2013 & 3ds max Design 2013 and improved the Revit->EON workflow using user-customizable material script conversion.

For more technical information on how EON 8 enhances EON Reality's products, visit [EON 8 technical sheet](#).

 [Click here to return to Contents](#)

Ideate, Inc. Announces 2014 Release of Ideate-Developed Software Concurrent with Autodesk Launch

26 April 2013

Ideate, Inc announced the delivery of Ideate BIMLink and Ideate Explorer for Revit 2014. The release of both Ideate-developed solutions takes place as it traditionally does within 30 days of the Autodesk Revit product launch. Ideate BIMLink 2014 and Ideate Explorer for Revit 2014 have been ported to the 2014 Revit platform so that Ideate customers can begin their own software migration and testing processes for the Autodesk Revit 2014 platforms.

This year Revit 2014 has several improvements that relate to the information, the 'I,' in building information modeling (BIM). See Ideate's blog post on this topic: [Revit 2014 feature review: more data liberated](#). Ideate has ensured that both Ideate Explorer for Revit and Ideate BIMLink support any changes to the data structures within the Revit file format. Further support of new workflows for architecture, engineering, construction and operations (A/E/C/O) customers is currently in development for Ideate 2014.1 releases. Both Ideate BIMLink and Ideate Explorer for Revit have five star ratings on the Autodesk Exchange Apps Store.

Ideate BIMLink is being released with new improvements including multi-category Area, Length, and Volume data for all Revit model categories, including system families. This improvement, along with other customer requests, is available for both the Revit 2013 and Revit 2014 version of Ideate BIMLink. A 30 day non-commercial trial is available: <http://www.ideatebimlink.com/index.php/free-trial/>

Ideate Explorer for Revit enables users to catalog or 'index' all the elements within a project, including elements not found within the Project Browser and elements that are invisible. A 30 day non-commercial trial is available: <http://ideateexplorer.com/free-trial/>

Bob Palioca, president, Ideate Inc said of Ideate BIMLink and Ideate Explorer for Revit 2014, "We are seeing our Ideate-developed software become integral to the standards of firms large and small. Changed workflows are an indicator of the value of our solutions to our customers. Being concurrent each and every year with the Autodesk launch is an important commitment. It is one of the ways we

CIMdata PLM Industry Summary

make sure our customers get maximum productivity from their software solutions.”

 [Click here to return to Contents](#)

IMAGINiT Technologies Releases Scan to BIM™ 2014 Software

29 April 2013

[Rand Worldwide](#) announced its [IMAGINiT Technologies](#) division today released its new Scan to BIM 2014 software. In addition to complete compatibility with the [Autodesk Revit 2014 software platform](#), this release leverages the new [Autodesk ReCap](#) Point Cloud Engine, enabling streamlined workflows from intelligent 3D data from captured laser scans.

“By keeping our software development in lockstep with Autodesk software rollouts, we ensure customers are able to leverage every benefit that a new release offers as quickly as possible,” says Bob Heeg, executive vice president, worldwide operations, IMAGINiT Technologies. “Our commitment to the best possible customer experience and bringing new features requested by our customers are two of the key ingredients to our success with all of our software products such as Scan to BIM, IMAGINiT Clarity, IMAGINiT Utilities for Revit and more.”

The new Scan to BIM 2014 version is specifically designed to help architects, engineers, contractors, and surveyors advance the way they work with point cloud data in Revit. Building upon the Autodesk Revit platform, Scan to BIM provides additional point cloud functionality and modeling data that can be both trusted and validated. Scan to BIM allows users to interact with point clouds, assisting with automated recognition and placement of architectural elements such as walls, columns and MEP elements such as pipes, ducts, conduit and more.

“IMAGINiT’s Scan to BIM is a great example of our thriving Revit Platform ecosystem – we’re excited to see what they’re doing with our new ReCap technology,” says Kyle Bernhardt, Building Design Suite product line manager, Autodesk. “With BIM authoring labor representing one of the highest costs in a scan to BIM project, it’s tools like Scan to BIM that drive down the time required to author an accurate as-built BIM; it goes straight to the bottom line.”

New & Enhanced Features

Built by the people who developed IMAGINiT Utilities for Revit, IMAGINiT Clarity and Clarity Workshare, [Scan to BIM 2014](#) offers many enhanced features. One of several new features, only available in this latest release, includes ‘view from scanner’, which allows the user to create a perspective view in Revit at the exact scan location so the user can have the same perspective and quickly identify everything that the scanner captured. This provides users more control and the ability to analyze differences between the point cloud and modeled element, and create Revit elements using best practice workflows.

Other new features include a topography update that enables users to generate topography from scan

CIMdata PLM Industry Summary

data while filtering out irrelevant items such as trees and poles by simply moving a slider to make them appear or disappear. Together these enhancements, along with others in this release, provide designers and engineers with increased productivity and more accurate quality assurances from a product they can trust.

 [Click here to return to Contents](#)

IntelliCAD Technology Consortium Announces Release of IntelliCAD® 7.2b

1 May 2013

The IntelliCAD Technology Consortium (ITC) announced the release of IntelliCAD 7.2b.

IntelliCAD 7.2b is a maintenance release that contains improvements and fixes to areas required by ITC members and their end users. The ITC development team works directly with ITC members to implement improvements as quickly as possible as more solutions based on IntelliCAD 7 reach more end users in a variety of software environments.

IntelliCAD 7.2b contains more than 450 improvements and fixes since the IntelliCAD 7.2a release in December 2012 and includes performance enhancements and improvements to the user interface, printing, text, dimensions, entity snapping and tracking, and more.

ITC Chairman Ladd Nelson with Carlson Software commented, "Carlson users are embracing the new IntelliCAD platform, and the maintenance updates from the consortium show continuous progress to our user requests. On behalf of the ITC Board of Directors, we are excited to see IntelliCAD development continue to accelerate as more products are released by ITC members on the new platform."

Interested IntelliCAD users can contact ITC members to receive details about availability of IntelliCAD software.

Companies interested in more details about IntelliCAD and membership in the ITC should contact the ITC directly. For more information about IntelliCAD and the ITC, including case studies, please visit <http://www.intellicad.org/>.

 [Click here to return to Contents](#)

Lectra Announces Diamino® V6

30 April 2013

Lectra is pleased to announce Diamino® V6, the latest release of its pre-costing and marker-making

solution.

“Today, consumers want fresh, new, quality products at a reasonable cost. Companies in the fashion, automotive, and furniture industries must therefore continuously improve the way they work to better achieve this goal. As raw materials contribute significantly to the cost of consumer products, reducing material consumption has a strong impact on cost and therefore on price,” says Daniel Harari, Lectra CEO. “Our latest release of Diamino addresses this very issue.”

“Over the past year, we have rolled out our most recent version of Diamino to a core group of users around the world,” explains Antoine Mercier, product manager, Lectra. “We are pleased to say that over 50 Lectra customers across many industries, apparel and fashion, furniture, automotive and composites, have been using this new version for 12 months. These early adopter customers have wholeheartedly embraced it.”

The marker-making phase, where pieces are laid out on fabric, leather or another material before cutting, is a sensitive and critical step for manufacturers, because it involves evaluating many different “what-if” scenarios in order to maximize material consumption. Often, schedules are tight and this is when material issues make themselves known.

“Marker making in a fashion context is even more complex, given the quantity of garments being produced and the many variables that come into play during development. Diamino minimizes non-value-added tasks to put emphasis on speed and efficiency, making it particularly advantageous under fashion conditions,” adds Anastasia Charbin, fashion marketing director, Lectra. “This new release significantly increases the number of markers that can be processed automatically, which cuts order processing time in half while reducing material waste, human error and manpower costs.”

Better ergonomics and automatic markers for increased usability and speed

The design, management and post-treatment of markers has been overhauled, to make the overall marker development and management process faster and easier to carry out. “We have experienced a 0.3% increase in material savings as compared to the previous version of Diamino,” confirms Francisco Carlos Tomazoni, cutting room manager of Brazilian casualwear company Malwee.

In addition, non-specialist profiles like product managers, cutting room managers, research departments and product development teams can now have access to this information. Fabrics can also be visualized in the marker layout to enhance the impact of fabric choices on cost, while providing clear visual instructions on repeat placement and orientation. “We now better control material consumption and cost and have improved our ability to foresee problems,” says Davide Lunardon, CAD manager, Staff International, part of the Diesel Group.

Fabric quality has always been a tedious issue for manufacturers, and enhanced algorithms save an enormous amount of time when automatically processing specific fabric constraints. Diamino now also supports production constraints such as tubular fabrics and shading so that users can quickly neutralize

CIMdata PLM Industry Summary

potential issues that could slow production. “With the new capacity to control for tubular fabrics, we’ve observed a 30% reduction in processing time and a 5% increase in fabric savings,” says Geovane Rech, owner of Brazilian casualwear manufacturer Abrange.

 [Click here to return to Contents](#)

Made in IBM Labs: IBM Scientists Unveil Prototype That Will Put 'Smart Mobility' Into Maintenance, Repairs and Operations

24 April 2013

Scientists from IBM revealed a mobile maintenance, repair and operations (MRO) prototype which is designed to help manufacturers and companies supplying and maintaining high-value machinery in sectors such as aerospace, oil & gas and shipping.

The mobile system, using a combination of augmented reality and robotics, will help field engineers accurately locate equipment, provide them with critical information and receive real-time visual support from supervising experts based remotely.

Today MRO tasks typically involve an engineer visiting a site, finding the right machine, and making sure they have an appropriate task sheet. If they run into difficulty, they might call for help from a remote supervisor or product expert.

The new system allows a supervisor to monitor an engineer's progress towards the maintenance site, using GPS. Once on site, an engineer can use a smart phone and QR codes to locate and identify an asset and receive maintenance instructions. The smart phone uses augmented reality technology to overlay points of interest over a plan of the site, which can include the location of other engineers, first aid stations and health and safety apparatus.

If assistance is needed, a remote expert is able to view the on-site engineer's workspace and support them with real-time video and audio links using a camera and a small projector mounted at the end of a remotely controlled robotic arm. The expert, from his management console, is also able to project a pointer and valuable information such as free-hand sketches, assembly instructions and CAD images directly onto the workspace or a nearby wall.

Richard Lanyon-Hogg, IBM Technical Director for the industrial sector, said: “The MRO prototype brings together two innovative IBM technologies, developed in our European research labs in Hursley and Haifa, into a single solution for our clients. It offers manufacturers the opportunity to lower their costs, provide just-in-time knowledge transfer and reduce the personal risk to engineers working in difficult environments.”

Studies have shown that remote support is much more efficient if on-site and remote engineers can share

CIMdata PLM Industry Summary

a visual representation of the site workspace and the on-site engineer's actions. To date this has been accomplished, and only in part, by on-site engineers using hand-held cameras, mounted head-gear or specialist glasses. The new system provides the supervisor with complete visual independence and a more stable video image; on-site engineers are able to work with greater freedom or, in the case of those with specialist glasses, freed from the tiring need to re-focus their eyes.

The expert's ability to deliver critical information can also be further enhanced as the fully working prototype is adapted and integrated with a company's specific MRO operations, asset management solutions such as IBM Maximo and Product Lifecycle Management systems. The ability to direct data to either the engineer's mobile phone or the robot's projector adds a further dimension to the system's portability and flexibility.

The project is the result of a collaboration with the University of Sheffield Advanced Manufacturing Research Centre (AMRC). The AMRC is responsible for identifying, researching and resolving advanced manufacturing problems in order to help businesses become more competitive through the application of new techniques, technologies and processes. It is part of the High Value Manufacturing Catapult, a network of leading manufacturing research centres backed by the UK government.

Dr Rab Scott, Head of the Virtual Reality and Modelling Group AMRC, said: "IBM's MRO prototype is an exciting addition to the innovative toolset used by the AMRC's researchers and engineers. We hope to demonstrate its usefulness and versatility in a number of situations within the manufacturing arena."

The new system exemplifies how a new wave of mobile computing is revolutionising how businesses can transform their processes. Data from existing back-end systems is increasingly placed in the hands of front-line employees. Social media too is transforming the way employees are able to interact, by extending the reach of organisational expertise at minimal cost.

A fully working IBM MRO system has been installed at the AMRC's Diamond Jubilee Knowledge Transfer Centre.

 [Click here to return to Contents](#)

Manufacturing Technology Company Educates CNC Machining Industry

2 May 2013

BobCAD-CAM is a pioneer in CNC software and machining automation technology. They started developing CAD/CAM systems in the 80's and have steadily developed their software for design and CNC machining. Recently the company decided to release a series of technology papers to provide manufacturing businesses with information regarding the benefits of [CAD/CAM](#) software when implemented into the programming phase of CNC machining. This provides shops with special insight into how they can benefit from implementing CAD/CAM software from an over all and feature by

CIMdata PLM Industry Summary

feature perspective. "There are going to be two types of shops out there when it comes to CAD/CAM software...the ones that are looking at using it and then there are the ones that already have it and might not be taking full advantage of their software benefits," said Chris Corbell, who has over 17 years experience in CAD/CAM and authored these new [BobCAD](#) white papers. He continued by saying, "The goal here is to provide a clear list of benefits and achievable advantages along with a guide for new and established shops on what to look for and ask when evaluating CNC software products so that the best return on investment can be experienced." The technology white papers are free of charge to everyone and can be downloaded at [Free CAD/CAM Technology Papers](#).

If you have a CNC machine shop and would like more information you can also contact BobCAD-CAM directly at 877-262-2231 or 727-442-3554.

 [Click here to return to Contents](#)

MyCadbox™ Web 3D Glimpse offers 3D Viewing on any Browser

1 May 2013

CadFaster, Inc. (<http://www.cadfaster.com>) just announced the availability of MyCadbox™ (<http://www.mycadbox.com>) Web 3D Glimpse.

MyCadbox Web 3D Glimpse works on any browser. They mean any browser, no plug-ins or WebGL hacks required. Seriously, feel free to try it right now in your favorite browser like IE, Chrome, Firefox, Opera, Safari, ... even on mobile device! Just navigate to the model page from your MyCadbox Dashboard (click any model listed in your dashboard) to see MyCadbox Web 3D viewer in action. MyCadbox real-time online 3D viewer is intended for a quick model preview. For serious 3D, they recommend you to download and install MyCadbox app.

MyCadbox syncs 3D models and tagged conversations automatically between PC and iPad and makes model sharing easier than ever before. With MyCadbox you can

- Open 3D models anywhere on any device
- Open large models ultra-fast
- Find all your models instantly in one place
- Share your 3D models for comments and feedback

MyCadbox currently supports STEP and IGES formats and is available at <http://www.mycadbox.com>. MyCadbox iPad app is available through Apple at <https://itunes.apple.com/us/app/mycadbox/id581184797?ls=1&mt=8>. MyCadbox has Free and Pro versions.

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

NCSIMUL Player 9: When NC Programming becomes a Fully Immersive, Collaborative and Mobile Experience

29 April 2013

SPRING Technologies, vendor of solutions that enhance the productivity of NC machines, is launching NCSIMUL Player 9, the new version of NCSIMUL Machine 9 viewer, the new generation of its flagship solution for realistic machining simulation.

NCSIMUL Player is a freely downloadable 3D viewer ([free download here](#)), enabling users to share their simulated 3D machining jobs quickly and easily. More than just a simple viewer, NCSIMUL Player offers not only NC operators but all stakeholders in the machining process a fully interactive, collaborative and mobile experience of the NC program linked to the machining simulation.

THE POWER OF 3D SERVING THE WORKSHOP: RICH, PRECISE, MOBILE NC INFORMATION

NCSIMUL Player allows users to analyze, manipulate, interact with and display their NC programs and machining simulations in real time, block by block or as an end result. The NC information is enriched and accessible via a set of functions that are either brand new or have been totally overhauled: simulation review, access to 3D functional dimensioning, measurement tool, enriched display (realistic renderings, interaction with the 3D geometry, tool path, rough stock, assembly, clamps, contextual zooms, sections) and an integrated screen capture tool.

By associating the power of 3D with extended viewing functions (program scrolling, material removal, change of viewing angle...) you can:

- Visually present your machining operations in a clear, easy form to customers, suppliers and operators
- Cut costs and deadlines linked to modifications of your machining parameters
- Bring high-precision machining simulation data (cutting conditions, total/per tool machining time, etc.) to all stakeholders in the manufacturing process

Easy to implement and use, NCSIMUL PLAYER is the ideal companion to your solutions for machining simulation (NCSIMUL Machine), DNC and machine status monitoring (NCSIMUL DNC), and production documentation publication (NCSIMUL Publisher and NCdoc, an NCSIMUL Machine module).

KEY NEW FEATURES

- **Enhanced user EXPERIENCE, simplified ERGONOMICS, greater MOBILITY** NCSIMUL Player takes advantage of the advanced ergonomics of NCSIMUL Machine 9, fully compatible with a touch interface (intuitive, context-sensitive icons), facilitating manipulation in 3D space, and quick access to the range of functionality (measurement, functional dimensioning, simulation review, etc...) reducing the click count.
 - **Previewing via NCSIMUL Machine Hub:** The 3D movies are directly accessible via this

CIMdata PLM Industry Summary

“tile” application developed in the Windows 8 Pro environment: direct, single-click access to all NC simulation movies available on the network.

- Automatic generation of the 3D NC film in a single click from NCSIMUL Machine 9
- **ULTRA-HIGH PERFORMANCE 32/64-bit backward compatible VIEWING** The viewing technology embodied in NCSIMUL Player is backward compatible and bidirectional compatible between 32 and 64 bit operating systems: the contents of a machining job generated by NCSIMUL Machine down to version 8.9.4 or the associated 3D movie can be displayed native on any 32-bit or 64-bit Windows 8 and 7 OS.
- **COLLABORATION throughout the extended workshop**
 - NCSIMUL Player and its np3 format substantially enhance collaboration around NC data. The simulation data is naturally accessible to all other manufacturing processes. NC program information produced by the Process Planning department can now be accessed across the whole extended workshop by customers, suppliers, etc.
 - The np3 format makes it possible to incorporate simulation data in technical documentation, instruction sheets, project review, etc. This ability to reuse NC information enlarges the regular machining simulation user community to programmers, operators, and workshop and project managers for all outsourced operations.
- **EASY & QUICK TO INSTALL** The completely overhauled wizard installs all functionalities easily in just a few clicks.
- **SECURITY – Protection of NC programming IP** Because programming is a unique knowhow, the encryption of the np3 files safeguards your programming knowhow in complete security.
- **FULL INTEGRATION in the NCSIMUL SOLUTIONS product range** Integrate your 3D machining movie into your production documentation via NCdoc, NCSIMUL Publisher or attach it to your NC program via NCSIMUL DNC to ensure maximum security for your operations.

Gilles Battier, CEO of SPRING Technologies sums up: “On January 24 2013 we announced that NCSIMUL Machine 9 would be the first building block in a whole new range of interactive, comprehensive, integrated and instrumented products. “Smart Machining” is under way, NCSIMUL Player 9 is the logical follow-up. We are determined to offer manufacturers everything they need to go all the way in the upcoming revolution: “Smart Factories” serving “Smart Industries“. We have all the assets we need to do just that: products, services, people, expertise, and customers”.

Download your NCSIMUL Player from: www.springplm.com/NCSIMUL-Player9-download.php

 [Click here to return to Contents](#)

New Alphacam Simulation Brings Real Results

29 April 2013

CIMdata PLM Industry Summary

The latest release of Alphacam software introduces the initial implementation of a new solid simulation module.

Amongst the many improvements and enhancements, the new simulation module includes support for machine configuration components, mill/routing operations, 3-axis machining, 4/5 axis positioning and simultaneous, nutated head/table combinations, and additional XY part rotation combinations.

Enhanced simulation is just one of a host of new and upgraded features in Alphacam 2013 R2. Others include full compatibility with Windows 8; a new NC Output Manager add-in; API expansion; additional process support in the BTL Translator; enhancements to cabinet door manufacturing; and Part Modeler enhancements.

New NC Output Manager Add-In: Enhanced NC output functionality includes output via single or multiple preset configurations

- File location
- File type
- Post processor

And output of specific operation setups to separate NC files.

API Expansion: Many add-ins can now be controlled through the Alphacam Add-Ins 1.0 Type Library, providing additional support and flexibility for special projects or bespoke applications such as AutoQueries, AutoStyles, NC Output Manager, Raster to Vector, Reports, Split Nest, and many more.

BTL Translator: This add-in has been improved to contain layout output configurations as well as support for Birds Mouth, Ridge or Valley Cut, Lap Joint, and Free Contour processes.

Cabinet Door Manufacturing: Amongst a number of enhancements, the three major ones are new handle drilling functionality, support for nesting zones, and performance improvements with large databases.

Part Modeler Enhancements: All Part Modeler CAD loaders are now included in the Part Modeler license – NX, ACIS, Inventor, CATIA V5 and Creo Parametric.

There is also improved functionality in the commands for Move Faces, 3D Mirror, and Analyse Profile. Move Faces now moves pockets and bosses around the model, either from the original CAD datum position, or relative to a user defined position using Translation and Rotation options. Areas of features can be modified...for example, pocket walls and boss heights on an imported third-party model. Individual faces can be moved with Translation and Rotation in X, Y or Z.

CIMdata PLM Industry Summary

A new Copy feature of 3D Mirror copies the entities, while also retaining the originals. If the originals are later edited, the mirrored entities will not be updated. And the new Move command moves the entities about a defined mirror plane.

Analyse Profile can identify gaps or overlaps in profiles to be extruded or swept. And the dialog has been enhanced, improving feedback, making it easier to identify issues.

 [Click here to return to Contents](#)

SAP Offers New Simplified Experience for Rapidly Deploying Enterprise Technology

2 May 2013

[SAP AG](#) today announced the next evolution for scoping, configuring and implementing enterprise technology with a simplified rapid-deployment solution experience. The company has created a set of collaborative and integrated online tools and content for scoping and rapidly deploying a range of SAP technology, from selection to go-live and beyond.

"Drawn-out IT implementations significantly hamper enterprises right out the gate so it is not surprising to see many CIOs factoring in time and complexity when choosing a technology supplier," said Tobias Ortwein, senior vice president, project services and SAP services markets, Pierre Audoin Consultants. "SAP hits this sweet spot by providing a fully packaged deployment right out the box with room for customization."

Through the simplified experience, enterprise customers can jumpstart their implementations with a fully-realized and tested, pre-assembled solution in days. A complete solution can be launched on premise or temporarily hosted in the cloud before go-live, accommodating customer requirements. SICK AG used the simplified rapid-deployment solution experience in its "SAP going global" initiative.

"A pre-assembled rapid-deployment solution gave us a very good head start for adopting the SAP solutions we needed," said Carsten Trapp, CIO and member of the Management Board, [SICK AG](#). "Based on our requirements, we were able to get our hands on a tried, tested and well-documented solution that will now help finalizing our implementation project. This rapid-deployment solution saved us quite some time right from the beginning."

The simplified rapid-deployment solution experience from SAP involves four steps for implementing the latest IT innovations with enhanced speed, reduced risks and lower costs:

- **Explore:** Customers begin by using the SAP Solution Explorer site, www.sap.com/solutionexplorer, providing a full menu of solutions, capabilities and related rapid-deployment options.
- **Select:** Customers define their implementation by selecting individual components and the scope

CIMdata PLM Industry Summary

of work. Through a built-in solution configurator they can mix and match solutions, picking the functionality that best fit their business requirements. Each selection comes with a detailed outline of implementation requirements or customers can pick from a list of recommended packages.

- **Deploy:** Customers receive a fully assembled SAP rapid-deployment solution containing best practices for jumpstarting their implementation, all pre-installed, pre-configured and integrated. The addition of an enhanced version of [ASAP methodology](#) to the [SAP Solution Manager](#) application management solution provides a guided methodology that builds on the principles of a packaged implementation and connects the previous stages. Using SAP Solution Manager and the selected business scope customers can easily fine-tune their solution to accommodate for delta requirements and complete remaining implementation issues.
- **Run:** To close the loop, business scope information is reused to serve as the common foundation for business process monitoring or to help ensure efficient service delivery. The synthesis of content, tools and methodology consequently materializes in a visible difference at each stage across the lifecycle

"SAP now offers one of the fastest routes for deploying new innovations in enterprise resource planning and customer relationship management powered by the SAP HANA platform," said Bernd Welz, senior vice president and global head, Solution & Knowledge Packaging, SAP. "Enterprise fears about the time, costs and uncertainty that go with implementing new technology are alleviated through an assembled-to-order IT stack that is proven and provides a solid foundation to jump-start the fine tuning, integration and data migration process."

For more information, visit the [SAP Newsroom](#). Follow SAP on Twitter at [@sapnews](#) and [@SAPrds](#).

 [Click here to return to Contents](#)

SpaceClaim and InspectionEasy Announce OEM Agreement to Streamline the Inspection of 3D CAD Models

1 May 2013

[SpaceClaim](#) and [InspectionEasy](#), a provider of real-time 3D model inspection solutions, announced today InspectionEasySS, a new inspection product powered by SpaceClaim. InspectionEasySS makes the inspections process even easier than before, ensuring customers save time, money, and materials during the manufacturing process.

SpaceClaim provides the fastest platform for software developers to create new, interactive 3D applications. SpaceClaim's best-in-class 3D direct modeling technologies gives end users the ability to open and edit any CAD data, so developers no longer need to maintain expensive integrations with several different CAD systems. Its thread-safe, versioned API accelerates the creation of interactive tools and custom associative objects, creating an immersive user experience in a fraction of the time it would take to develop such tools from scratch.

CIMdata PLM Industry Summary

With InspectionEasySS powered by SpaceClaim, InspectionEasy puts SpaceClaim's tools at the fingertips of any user. "InspectionEasy is providing a tremendously valuable tool to the manufacturing workflow," said Rich Moore, SpaceClaim VP of Business Development. "This new SpaceClaim-based inspections solution will ensure we continue to expand into new markets with the most compelling solution available.";

"SpaceClaim is the best platform for developing a custom 3D application. It works naturally as an extension of InspectionEasy and will save our users countless hours and headaches," said Manoj Shekar of InspectionEasy. "The maturity of the SpaceClaim API combined with the development support and advice we received from the SpaceClaim team made it easy to create our application. By combining the power of SpaceClaim direct modeling with our inspection expertise we ensure that we retain our lead in this rapidly growing market," he added.

 [Click here to return to Contents](#)