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CIMdata News

CIMdata Announces its 2013 PLM Market & Industry Forum Series

8 January 2013

CIMdata, Inc., the leading global PLM consulting and research firm announces its international 2013 PLM Market & Industry Forum schedule and program. Now in their nineteenth year, these one-day events will be held in Ann Arbor, Michigan, USA on April 9, 2013; Frankfurt, Germany on April 16, 2013; Beijing, China on April 19, 2013; and Tokyo, Japan on April 24, 2013.

CIMdata’s 2013 PLM Market & Industry Forum is the premier industry event series designed exclusively for PLM solution and service providers of all sizes. During the forum events, CIMdata and forum attendees will collectively explore the issues currently facing the PLM market. Sessions will offer insights into the current economic climate and trends, and their effect on the PLM economy; a detailed presentation on CIMdata’s perspective on the state and trends of the current and future PLM market; and the first public exposure to CIMdata’s analysis of 2012’s PLM market results—including extensive

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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. Additional sessions will cover Cross-Disciplinary Collaboration in Systems Engineering; Democratizing Simulation to Improve Decision Making; Changing Decision-Making Dynamics in CAD; “Big Data” and PLM; Visual Decision Making; and Mobile Applications in PLM.

Participants in CIMdata’s PLM Market and Industry Forum should expect to gain a solid understanding of the current and emerging PLM market situation, the dynamics impacting it, and expectations for its continued evolution. Attendees will have the opportunity to gain further insights into opportunities and approaches they can use to navigate the PLM economy in the year to come. CIMdata’s PLM Market & Industry Forum events also provide attendees with an opportunity to network with other professionals in the PLM community, including competitors, collaborators, and potential partners. In addition, attendees will have the opportunity to gain further insights into opportunities and approaches they can use to navigate the PLM economy during the current times.

For more information and to register for the 2013 PLM Market & Industry Forum, please go to:

http://www.cimdata.com/news_events/forums/2013/market_industry_forums.html

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 suppliers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia Pacific.

To learn more about CIMdata’s services, visit our website at www.CIMdata.com, follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 (734) 668-9922. Fax: +1 (734) 668-1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0) 495 533 666.

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Acquisitions

Applied Software Acquires CADD Centers of Florida

7 January 2013

Applied Software, a services provider to the AEC and manufacturing industries, announced that it has acquired CADD Centers of Florida. The acquisition strengthens Applied Software's presence in Florida.

Additionally, the acquisition further establishes Applied Software's position in the architectural, engineering and construction (AEC) industry in the Southeastern United States, where it provides computer-aided design (CAD) software and services to more than 5,000 clients in Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina and eastern Tennessee. An Autodesk Platinum Tier Value Added Reseller (VAR), Applied Software is recognized as one of the nation's leading providers of BIM services, including modeling, analysis, training, integration and mentoring.

The Applied Software team is at the forefront of understanding the changes in design technology and how tools can support more efficient project delivery. It has a proven record of partnering with clients, helping them to leverage technology to improve their business processes and increase profitability.

"CADD Centers of Florida has been delivering services and products to the design community for over 30 years," said Richard Burroughs, president of Applied Software. "We're pleased to welcome our new clients and the CADD Centers staff into our family and are committed to making a smooth transition for everyone. Our goal is to exceed the expectations of our newest customers in Florida through our rich array of consulting, training and professional services."

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Autodesk Acquires PI-VR

8 January 2013

[Autodesk Inc.](#) has completed the acquisition of PI-VR, a privately held German software company that specializes in sophisticated real time visualization technology used primarily in the automotive industry. The visualization solutions developed by PI-VR will strengthen and enhance Autodesk's expertise in and offerings for automotive visualization. Terms of the transaction were not disclosed.

"This acquisition brings to Autodesk a highly-skilled team with deep expertise in high-end visualization that will help expand our offerings for the automotive industry," said Buzz Kross, senior vice president, Design, Lifecycle and Simulation at Autodesk. "The VRED technology helps solve a broad set of problems in the process of car design and engineering, and reduces the need for physical prototypes through the use of real time, highly realistic visualization. We look forward to making this technology broadly available to our automotive industry customers, and welcome PI-VR customers, employees and

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partners to Autodesk.”

Autodesk intends to integrate Autodesk technologies into the PI-VR platform, while continuing to sell, support and enhance the PI-VR product line. The VRED products will join Autodesk’s existing solutions for the automotive industry including [Autodesk Showcase](#), [Autodesk Alias](#), [Autodesk Maya](#), [Autodesk 3ds Max](#) and the [Autodesk Design and Creation Suites](#).

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Elsevier Acquires Knovel, Provider of Web-based Productivity Application for the Engineering Community

7 January 2013

[Elsevier](#) announced today the acquisition of [Knovel Corp.](#) New York City-based Knovel provides a web-based application that integrates technical information with analytical and search tools to drive innovation and deliver answers engineers can trust.

Founded in 2001, Knovel has developed a deep knowledge of the engineering community and is a valuable tool for thousands of engineers and students in more than 700 corporations and engineering schools worldwide. Knovel integrates information and data from more than 100 engineering societies and publishers and makes it highly searchable and interactive so that engineers can easily manipulate the data they find and use it in other engineering applications.

"Knovel's comprehensive list of content contributors, engineering-specific search, and tools such as interactive graphs, together with Elsevier's deep engineering content base and global market reach, will allow us to deliver an even more comprehensive and better integrated solution for engineers and engineering students," said Alexander van Boetzelaer, Managing Director of Elsevier Corporate Markets. "This acquisition will give us the opportunity to provide an enhanced experience for our customers as they work to overcome engineering challenges and improve technical outcomes."

Knovel has expanded its offerings and customer base as multiple factors have influenced the engineering technical reference market segment. This market has grown rapidly, driven by advancements in technology, the proliferation of technical data, the demand for cross-disciplinary knowledge, an aging engineering workforce and need to educate the next generation of engineers.

"This is a great new chapter for Knovel," said Chris Forbes, Knovel President and CEO. "The acquisition gives us an exciting way to expand Knovel's technology, innovation and comprehensive content selected from the best engineering publishers and societies to more organisations across the world."

As a leading publisher of engineering journals and books, Elsevier offers global reach, an extensive

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partner network and a high-quality pool of relevant engineering content. Elsevier has a longstanding content licensing relationship with Knovel and will continue to seek out the best engineering content available for customers.

The acquisition is effective immediately and financial terms of the transaction are not being disclosed.

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Hexagon Acquires New River Kinematics

9 January 2013

Hexagon AB, global provider of design, measurement and visualization solutions, has acquired New River Kinematics (NRK), a U.S.-based engineering company that specializes in 3D analysis software for portable metrology applications.

Founded in 1994, NRK completely revolutionized coordinate measurement with the first metrology software to introduce a three-dimensional graphic environment for portable metrology. Today, NRK develops and supports the industry standard in portable metrology software solutions. SpatialAnalyzer® (SA), their flagship offering, is used to address a broad spectrum of challenges related to large scale measurement with portable metrology devices in manufacturing plants around the world.

“When it comes to industries like aerospace and shipbuilding, where parts are either very large or very expensive, mitigation of continuous rework is an absolute necessity, NRK’s software facilitates this,” says Norbert Hanke, president, Hexagon Metrology. “From single part inspection to highly accurate, large scale multi-instrument surveys, SA’s advanced analysis capabilities support large-scale manufacturers who have no other option but to make components that fit.”

NRK offers the only comprehensive solution to connect multiple products from any supplier. From arms and theodolites to trackers and scanners, SA’s advanced analysis capabilities combine inputs from any metrology device into a single platform. This is particularly important in large-scale manufacturing processes, where larger CAD models and more complex data present additional challenges when it comes to accuracy, and ultimately, productivity.

“Also, a strong resource in the field of measurement automation, NRK provides excellent growth prospects for Hexagon as more and more manufactures look to increase efficiencies,” says Hexagon President and CEO Ola Rollén. “Additional opportunities include leveraging Hexagon’s distribution network and existing customer base to increase SA’s penetration in international markets and growing segments like aerospace, and to team up with Intergraph to strengthen applications in shipbuilding, component fabrication and other large-scale markets.”

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NRK's founders, Dr. Robert Salerno and Dr. Joseph Calkins, are excited about the opportunities ahead. "NRK remains fully committed to supporting the entire spectrum of portable metrology instruments and manufacturers. We are excited about taking NRK and SA to the next level and will continue to push the envelope on metrology software in order to help customers meet their challenges. That is, and will continue to be, one of the key strengths of SA."

NRK, based in Williamsburg, VA, will be fully consolidated as of January 1, 2013, and will immediately contribute to Hexagon's earnings. The company had a turnover of approximately \$13.3m US in 2012.

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Vero Software Acquires Sescoi International

7 January 2013

Vero Software is pleased to announce the acquisition of Sescoi International, an industry specialist for 2D to 5-axis NC machining with its WorkNC product suite.

The acquisition will provide the platform to build even stronger products across the range through a significantly enlarged development team and distribution channel with experienced, time served, industrial knowledge.

Commenting on the acquisition, Richard Smith, CEO of Vero Software says, "Across the enlarged Group, the complementary products address the worldwide need for efficient and innovative CAD/CAM/CAE technology. With an unrivalled breadth of market leading solutions for specific manufacturing techniques and an expanded distribution capability, we will continue to provide excellent service and support to both existing and new customers and further extend a growing influence on the global market. We fully recognise the importance of product branding and customer loyalty. It is important to emphasise that we will continue to invest in the WorkNC product suite and welcome the existing Sescoi partners and resellers into the Vero network. We will move forward together with the expertise, knowledge and resources necessary to deliver even higher levels of productivity to our customers."

Bruno Marko, founder of the Sescoi Group comments, "We are extremely pleased to be joining the Vero Group. Since originally founding the company in 1987, Sescoi has become one of the world's key CAD/CAM providers with WorkNC. However, with Vero's global distribution, additional development resources and proven technology sharing concept, I am certain the products will advance at an even faster pace and continue to provide innovative solutions that boost productivity, bolster competitiveness, reduce costs and improve quality."

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xPLM Solution Acquires Sinteg, Provider of Solutions for Product Documentation

10 January 2013

With the acquisition of Sinteg AG, xPLM Solution GmbH further expands its leading role as a supplier of Product Lifecycle Management (PLM) solutions. Sinteg, located in Effretikon / Zürich (Switzerland), is a well-known provider of solutions for creating and publishing technical information and product support documentation. Sinteg was founded in 1990, and has a well-established and international base of customers across a range of manufacturing industries including automotive, tool-building, machine and plant construction, as well as with the energy and electro-technology industry sectors. Their solutions are deeply embedded in the product creation process and optimize the creation, management and publishing of documentation such as manuals, spare parts catalogues, maintenance instructions and product information sheets. Sinteg's innovative solutions support the trend to create product information and documentation once and thereafter efficiently publishing, in several languages, on various print media and consumer electronic devices.

Sinteg partners with providers of documentation and editorial system solutions and is an Adobe Authorised Training Center for FrameMaker. Sinteg offers standard training courses for Adobe publishing products as well as individualized courses. Further information about Sinteg can be found on their website: www.sinteg.ch.

“The requirements regarding documentation publication and distribution, especially of electronic documentation, are dramatically increasing. New media and technologies such as tablets and other mobile devices offer innovative opportunities for publishing product information. Sinteg's range of solutions and services will become a strategic component to our product and services portfolio. We are gaining a team of truly world class specialists. This will enable xPLM Solution to better help our customers integrate fully capable and efficient document publishing solutions proactively within their PLM process. In doing so, our customers will achieve significant competitive advantage through the expedited market launch of their products with all their required documentation supporting all the languages, formats and devices necessary”, states Charly Wachtel Managing Director of xPLM Solution.

“This merger will expand our sales and implementation services into North America and will allow us to further invest in our products and integrate their capabilities deeper into commercial PLM solutions and authoring systems (ECAD and MCAD environments). xPLM Solution also works with a variety of PLM suppliers providing us the opportunity to globally market our leading publication solutions”, said Albin Hollenstein Managing Director of Sinteg.

Sinteg will continue to operate from their office in Effretikon and customers will be supported by the same experienced service and support staff. Sinteg will continue to offer their full suite of products and services and Albin Hollenstein will remain Managing Director.

xPLM Solution GmbH provides services and innovative integration solutions within the PLM environment. xPLM Solution develops integration solutions between industry leading CAD, PLM, Data

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Exchange, DMU and ERP systems and provides deployment and support services to the PLM industry. xPLM Solution offers an excellent basis for successfully implementing PLM projects. For more than 25 years, the team has been at the forefront of developing and deploying robust, flexible, configurable and cost efficient CAD and PLM integrations. xPLM Solution is an official solution partner of Oracle, SAP, Aras, Siemens, Infor and SolidWorks.

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Company News

aPriori Product Cost Management Platform Named a Finalist for Plant Engineering's Product of the Year Award

9 January 2013

[aPriori](#), a provider of [enterprise product cost management software solutions](#), has been named a finalist in *Plant Engineering* Magazine's 25th Annual Product of the Year competition. The company's software platform is one of four companies selected in the [Apps for Engineers](#) category. The awards are the premier honor for new products in the manufacturing and industrial automation markets, recognizing those solutions that do the most to help plant managers do their job better, smarter and more efficiently.

[aPriori's Product Cost Management software platform](#) helps manufacturers reduce product costs and accelerate time to market by equipping design, engineering, sourcing and manufacturing professionals with the knowledge and ability to quickly and precisely determine the cost of a part or complete product. The software leverages computer-aided design (CAD) and intelligent cost models to enable users to quickly generate detailed product cost estimates and quantify the cost impact of changes to product design, materials, manufacturing processes, volumes and locations.

All the finalists for the Product of the Year Awards are listed on www.plantengineering.com and voted on by subscribers.

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Centre of Excellence Students Learn Woodworking With Cabinet Vision And Alphacam

10 January 2013

Cabinet Vision and Alphacam software plays a big part in helping woodwork graduates from a college in Ireland find jobs all over the world.

The Letterfrack campus of the Galway-Mayo Institute of Technology is a National Centre of Excellence providing honours degrees in furniture design, wood technology and teacher training. Known as The Furniture College, GMIT Letterfrack, in County Galway, celebrated its 25th anniversary at the end of

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2012 with a major exhibition of students' work at the prestigious Farmleigh Gallery, at Dublin's Phoenix Park.

Head of Department Dermot O'Donovan says they have developed from a small campus of just 18, to the current 250 full-time students taking a range of degree courses, along with the additional Higher Diploma for those wanting to go into teaching. As well as their partnership with Cabinet Vision and Alphacam, the College have a close working relationship with machinery manufacturer, Homag, who update their complete Weeke cell every two years.

“Our strength is in showing students what's possible within the industry, integrating the core values of craft and quality with technology. We show them that the manufacturing process has to be technologically driven for it to have a sustainable future.” He says the combination of their Homag and Rye machines with 36 Alphacam seats, and 33 seats of Cabinet Vision Ultimate including Screen to Machine, has aided the College in gaining global recognition.

Design and CAD/CAM lecturer Jeremy Madden says all second year students are introduced to Alphacam to drive the Homag cell comprising a beam saw, edge bander, two CNC routers and laser, to create a simple cabinet. The College began teaching Alphacam programming when they had their first CNC machine in 1996. Its use was developed by I.T. Technician Gary Graham, who says that whenever they bring a product into their syllabus it has to be mainstream and be the best that's available, and Alphacam fitted that bill perfectly.

When Jeremy Madden joined the College four years later, he had extensive experience of working with Alphacam in industry, and says the demand was increasing to make technology a core element of the syllabus. As well as incorporating CAD/CAM into the Advanced Machine Technology module and Graphics Computer Applications for second year students, more advanced aspects are taught in later years, ensuring there's a complete link with Alphacam right the way through a student's time at Letterfrack.

When they begin using CAD/CAM in their second year, students are working on prototype and conceptual pieces constructed from simple formers, as well as developing ideas and complexity of shapes. Jeremy Madden says designs come from a batch project including items such as pen boxes and other stylised small items. The third year sees an introduction to 3D solid modelling as part of a compact one semester brief taking the development of complex shapes to a higher level. “Alphacam gives a whole new dimension as to what can be created, visualised, drawn up and machined.”

Those skills are combined in the fourth year, where they are also shown how Cabinet Vision does much more than cut, lip and bore panels, which they learned earlier...focusing on the ease with which it produces cabinets through advanced solid modelling technology, automatically generating shop drawings, 3D renderings, cut lists, material requirements and estimating.

The cabinets are designed in Cabinet Vision and the NC codes generated in Screen to Machine.

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Although cabinets can be designed at the touch of a button, Gary Graham says the fact that Cabinet Vision also allows students to create their own construction styles for one-offs and non-standard pieces is important. “We didn’t want them just to select stock from Cabinet Vision’s library, as we felt that was limiting to their education.”

Having created manual cutting lists, along with costing commercial projects and undertaking job analysis on spreadsheets, fourth year students are pleasantly surprised when they learn that Cabinet Vision can produce all that information just from the drawing. Jeremy Madden says it’s important that they learn those old ways, which is also the reason he teaches G-code in the fourth year. “Understanding G-code gives the ability to amend individual lines of code if necessary.”

Students also find Cabinet Vision’s Label-I.T. facility important for documentation and itemisation. “Knowing where every last piece is on the shop floor helps them see where cost savings could be made. It reinforces the fact that automation systems and control technology like this is the way forward for operations management.”

Working with Cabinet Vision and Alphacam at the beginning of their second year at Letterfrack has changed the career options of many students over the years. Dermot O’Donovan says: “It opens up a lot more possibilities. Some students initially want to pursue careers as designers or furniture makers, but then go on to jobs as production managers, CNC operators and technicians. They’re graduating today with a skillset that makes them readily employable anywhere. Alphacam and Cabinet Vision give them the necessary skills to get work in the woodworking industry anywhere in the world.”

That point is echoed by Jeremy Madden: “Someone with this knowledge is much more productive in the working environment than someone without it. Because they’re adding productivity, it means they’re better value to their employer. And from a student’s perspective, finding employment is the key.”

Not only do graduates find jobs in all branches of the furniture industry around the globe, but students undertake work placements in the third year of their course. Programme co-ordinator Dr Patrick Tobin says in 2013, students will be at companies in the UK, America, Australia, New Zealand, Vietnam, Morocco, Germany, Czech Republic and many other countries. “The companies vary from one-person workshops right up to those with hundreds of employees, across the wood product industry – custom designed furniture, joineries, kitchen companies, store fixtures, architectural woodworking and high volume panel producers.” He says many placements are also with design companies, consultancies and technical support, along with training and teaching operations.

“The students’ knowledge of Cabinet Vision and Alphacam helps them solve any number of woodworking issues while they’re on placement, preparing them for the world of work.”

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I-Cubed Names Doug Driver CFO Wells Fargo Executive joins I-Cubed as the CFO and VP of

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Operations

8 January 2013

I-Cubed, an enterprise systems integrator specializing in PLM consulting, data migration and enterprise web and application services, has hired Doug Driver as their new CFO and VP of Operations.

“We couldn’t have found a better match for this position,” said Donald A. Thompson, President and CEO of I-Cubed. “We were honored and impressed that as Doug has watched us grow from a \$1 million company to a \$10 million company as our banker, he wanted to bring his talents to the table to help us develop into a \$25 million organization.”

Driver has worked with Wells Fargo for over 14 years, and has held a variety of positions within the bank. He began his career with Wachovia Bank’s Institutional Trust group, working with qualified retirement plans. For the last 10 years he has worked with small and middle-market companies, first as a commercial loan underwriter and then as a relationship manager in the business banking segment.

“I have had the opportunity to get to know Donald and the team at I-Cubed over the last several years,” said Doug Driver. “I have been impressed by not only the success they have earned, but the way in which they have earned it. A great opportunity exists to build on that previous success and add infrastructure for new business in enterprise web content management, as well as expand current data migration and PLM consulting services.”

Driver’s role as CFO will involve overseeing all operational functions as I-Cubed pushes forward into its next phase of growth. He will be responsible for monitoring and directing strategic business plans, overseeing human resources, implementing operational best practices and developing future finance plans.

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IMAGINiT Technologies Earns Autodesk MEP Systems Engineering Specialization

8 January 2013

[Rand Worldwide](#) announced that [IMAGINiT Technologies](#) has been awarded the Autodesk MEP Systems Engineering Specialization designation in the United States. By surpassing the curriculum and training criterion, as well as continuing to exceed high service and standards, Autodesk once again recognizes that IMAGINiT experts are trusted business advisers to their clients.

“Adding this coveted Autodesk designation to the others we’ve secured this year sends a reminder that we’re passionate about turning the vision of Building Information Modeling into reality,” says Bob Heeg, executive vice president, IMAGINiT Technologies. “Continually improving the quality of service from the industry’s largest team of mechanical, electrical and plumbing engineering industry experts

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underscores our focus on serving clients by approaching their IT and engineering challenges from a business perspective.”

IMAGINiT’s mechanical electrical and plumbing engineering specialists work hand in hand with their counterparts in IMAGINiT’s building solutions group to ensure architecture, engineering and construction as well as building owner/operator customers receive the best advice from every angle. With a focus on excellence and a commitment to success, organizations engage IMAGINiT not to just implement software, but to achieve their business objectives.

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Javelin Partners with Aras to Resell EPLM for SolidWorks EPDM

7 January 2013

Aras® today announced that Javelin Technologies, a technology solutions provider and Canada’s leading SolidWorks reseller, will resell Aras Enterprise PLM (EPLM) for SolidWorks® EPDM. With Aras EPLM, Javelin combines its extensive SolidWorks expertise and rich PLM experience to enable organizations throughout Canada to improve global product development and bring innovative new products to market faster.

“Aras EPLM is a great product lifecycle solution for SolidWorks users. It provides full-scale PLM right on top of SolidWorks EPDM, so companies running SolidWorks get all the benefits of enterprise PLM without disrupting their CAD design teams or sacrificing the investment they’ve already made,” said John Carlan, Managing Director of Javelin. “We are excited to partner with Aras and make Aras EPLM available to SolidWorks users throughout Canada.”

Headquartered in Ontario, Javelin is Canada's leading provider of SolidWorks 3D manufacturing software and services. The company’s PLM sales and implementation team has over 70 years combined experience in the industry, implementing small, medium and enterprise-wide Electronic Document/Data Management (EDM), Product Data Management (PDM), and configuration management, and Product Lifecycle Management (PLM) software solutions across diverse industries.

“The Javelin team has deep experience in the latest design technologies including CAD, simulation, 3D printing and more, and a proven track record of making their customers successful. We are extremely pleased to welcome Javelin to the Aras community and look forward to working with them to deliver advanced PLM capabilities to companies that run SolidWorks,” said Peter Schroer, President of Aras.

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Lectra Appoints Rikako Shinonaga as Managing Director for Japan

8 January 2013

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Lectra is pleased to announce the appointment of Rikako Shinonaga as Managing Director for Japan.

Rikako Shinonaga reports directly to Daniel Harari, Lectra CEO. Her appointment is part of Lectra's strategy to strengthen its presence in Japan. Lectra has been present in Japan since 1985, when the company opened its Osaka office—Lectra's first subsidiary in Asia. Lectra now manages close relationships with its Japanese customers through its team of 32 people across eight principal locations in Osaka, Tokyo, Iwate, Yamagata, Fukushima, Aichi, Okayama, and Fukuoka.

“Lectra's objective for fashion is to help Japanese fashion companies build brand equity with strong design and fit. Japan has never been a major fashion market. Today we see the market is evolving, presenting two main opportunities. Some Japanese companies are starting to expand internationally, while others are choosing to become more design- and brand-oriented. Japanese fashion brands can capitalize on Lectra's considerable fashion expertise, developed over 40 years of working with world renowned fashion and luxury brands,” said Daniel Harari.

“Meanwhile, Japanese carmakers are continuing to manufacture domestically, but they have also expanded production abroad, notably to China, Brazil, and Mexico. Lectra helps them address the challenges manufacturing overseas can pose, allowing them to keep complete control of the process and guarantee the level of quality they are accustomed to providing,” he added. “Rikako's knowledge of Lectra, our customers and the Japanese market, as well as her considerable experience, will undoubtedly enable her to deliver added value to our customers in Japan.”

“Lectra has been very well known in Japan for its cutting room solutions since setting up its operation in the country, but over time it has also established a solid reputation for its software and services. In the Japanese fashion market there is a strong demand for innovative solutions, as recent Lectra Fashion PLM successes demonstrate. This is fuelled by the recognition of Lectra's position as the global leader in fashion brand consulting. Lectra will also continue to contribute to the Japanese automotive market, by means of its global presence and unrivaled service offer. Lectra's priority is to assist its automotive customers in optimizing their costs and streamlining their processes both in Japan and abroad,” highlighted Rikako Shinonaga.

Rikako Shinonaga has more than 15 years' experience in strategic and operational marketing in multinational companies. She joined Lectra in 2004. Prior to becoming Managing Director for Lectra in Japan, she was Marketing Manager and Human Resources Manager. Before joining Lectra, Rikako Shinonaga developed marketing, financial and customer relationship skills in various industries, in both Japanese and American companies, including Procter & Gamble and Accenture. Rikako Shinonaga holds an MBA in Marketing from San Diego State University.

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MasterGraphics Earns Autodesk Specializations for MEP Systems Engineering and Fabrication

7 January 2013

[MasterGraphics](#) announced that it has earned the Autodesk MEP Systems Engineering and Fabrication Specialization designations for value added resellers (VARs) from [Autodesk, Inc.](#) As an Autodesk Specialized Partner, MasterGraphics has shown they have made significant investment in their people, they have a solid business plan specific to their specialization area, they have customer references, and they can deliver a high level of skill and support to their customers.

"There are significant opportunities for MEP engineers in adopting technology to leverage data and improve BIM workflows, but there are few firms who have the expertise to help them fully implement the right solution," said [Mark Lackovic](#), MasterGraphics COO. "As recognized specialists in both MEP Systems Engineering and Fabrication, our customers have confidence that MasterGraphics can help them successfully adopt an end-to-end BIM process."

The new Autodesk Partner Specializations enable VARs to highlight and brand their proficiency in delivering services in key industry areas. By completing the required curriculum and training, as well as meeting required levels of service and standards set by Autodesk, MasterGraphics demonstrates through their strong customer service and support in sales what it means to be a trusted adviser to Autodesk customers throughout the Upper Midwest.

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SpaceClaim and ANSYS Renew License and Distribution Agreement and Expand ANSYS SpaceClaim Direct Modeler Market Penetration

8 January 2013

SpaceClaim and ANSYS announced that they have extended their license and distribution agreement originally signed in 2009. The engineering fidelity of the ANSYS SpaceClaim Direct Modeler joint offering has fostered innovation, lowered product costs, and reduced time-to-market.

SpaceClaim® and ANSYS have worked together for the past five years to provide an environment for engineering simulation, revolutionizing engineers' ability to use simulation to drive their product development process. SpaceClaim will now be bundled with a variety of existing ANSYS offerings, including ANSYS® DesignSpace®, ANSYS Mechanical™ PrepPost, and ANSYS CFD™ PrepPost. These bundles will put SpaceClaim directly in the hands of engineers involved with early concept phase design work, where engineering simulation can deliver low-cost, high-impact system optimization, upstream of building the first physical prototype.

"Ease-of-use and the ability to quickly analyze many different design variations are crucial for a company to be confident that its products will be successful in the real world," said Barry Christenson, director of product management at ANSYS. "Our customers enjoy the streamlined workflow efficiencies from ANSYS SpaceClaim Direct Modeler and we look forward to working more closely

with SpaceClaim in the future.”

“We have been extremely pleased with how our partnership with ANSYS has developed,” said Rich Moore, SpaceClaim VP of business development. “Our business relationship is very strong, and we continue to be amazed at what our mutual customers are able to accomplish. We welcome this opportunity to expand our relationship with ANSYS and make SpaceClaim more available to its global customer base,” he added.

These new bundles are available today and ANSYS customers can get more details from their local ANSYS office or reseller.

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Events News

Advanced Solutions to Host an Autodesk PLM 360 Discovery Workshop

6 January 2013

Attendees will learn how cloud-based PLM can demonstrate real business value during the lunch and learn program to be held in Cincinnati, OH on January 31st, from 11:00 a.m. – 2:00 p.m. EST. Autodesk PLM 360, the next generation cloud-based alternative, makes the benefits of Product Lifecycle Management (PLM) accessible anytime, anywhere, to companies of all sizes - at a fraction of the cost.

The Autodesk PLM 360 Discovery Workshop, conducted by Advanced Solutions, will be a lively, face-to-face meeting where professionals can engage with industry peers to explore common challenges and identify best practices. Attendees will learn how PLM 360 can help them achieve their company’s most pressing business initiatives within the four PLM focus areas: Program and Project Management, Engineering Change Management, Quality Management and Facilities and Asset Management. By the end of the workshop, they’ll be provided with a fully-functional PLM 360 trial workspace easily configurable for continued PLM discovery.

Advanced Solutions provides complimentary educational seminars and workshops to the Manufacturing industries on a regular basis. For more information, visit <http://www.advancedsolutions.com/events/>.

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AVEVA Exhibits at India Electricity 2013

7 January 2013

AVEVA announced today that it will be exhibiting at the 7th annual India Electricity event from 16-18 January 2013 in New Delhi. On stand 14.62, AVEVA will showcase its range of solutions for Owner Operators and Engineering, Procurement & Construction (EPC) contractors in the power sector.

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Featured products from the AVEVA Plant software portfolio will include the AVEVA Bocad range of structural steel design and fabrication software, together with Information Management solutions from the AVEVA Enterprise portfolio that maximise the value of the 'digital asset'; the comprehensive digital equivalent of the constructed power plant.

'The Indian power sector is one of the fastest growing in the world, as the demand for energy continues to increase' said Evgeny Fedotov, Senior Vice President, Russia, India & Middle East, AVEVA. 'Supported by the Ministry of Power, India Electricity 2013 is an influential platform on which to showcase our offerings. We look forward to engaging with Owner Operators and EPCs to demonstrate our market-leading solutions both for Integrated Engineering & Design and for Information Management.'

'AVEVA is continuing to expand its presence in the Indian market, both through investment in sales and customer support, and research and development staff,' added Navtej Garewal, SVP - Head of India, AVEVA. 'The power industry provides just one of many exciting opportunities for us in this very important region, hence our decision to support India with accelerated investment in people and new offices that further enhance our global support network.'

The 7th annual India Electricity event, will be held from January 16-18, 2013 at Pragati Maidan, New Delhi, India. The event provides opportunities in the generation, transmission, distribution and rural electrification of the growing India power sector. It is supported by central power sector utilities, IPPs, equipment suppliers, technology providers, power traders, research and consulting organisations, representing Indian and international power sectors.

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Dassault Systèmes Promotes Innovation as Platinum Sponsor of EyesOn Design at North American International Auto Show

8 January 2013

[Dassault Systèmes](#) announced its continued support of the Detroit Institute of Ophthalmology (DIO) with a platinum level sponsorship of the 2013 EyesOn Design program held at the North American International Auto Show (NAIAS) program on Tuesday, Jan. 15 on the Atrium Stage at Cobo Hall. Additionally, Dassault Systèmes Vice President of Design Experience, Anne Asensio, will be on the event's judging panel, as well as presenting the Best Concept Vehicle Award. Dassault Systèmes has partnered with the DIO since the inception of this fundraising event in 2005.

As in past years, the majority of vehicles at the 2013 North American International Auto Show have been designed using the Dassault Systèmes 3DEXPERIENCE platform's CATIA application. "Dassault Systèmes has always been a pioneer in 3D vehicle development solutions that unleash creative potential," said Asensio, previously Executive Director of General Motors Advance Design. "We are

CIMdata PLM Industry Summary

honored to support EyesOn Design and believe it fits perfectly with our goal of providing leading edge solutions that enable design innovation.”

The 2013 EyesOn Design Awards honor the most significant automotive designs on display at NAIAS 2013 as determined by global leaders of design from automotive OEMs, academic chairs of transportation design programs and design leaders from other fields. These awards recognize the skill and creativity of today's most gifted designers in the areas of Aesthetics and Innovation, Concept Implementation, Functionality and Spirit of Industrial Design. Awarded in production and concept categories, the EyesOn Design Awards are coveted by automotive designers as validation of their exceptional designs.

Presented by the Detroit Institute of Ophthalmology, the EyesOn Design Awards serve as an extension of the DIO's annual EyesOn Design automotive exhibition held each June to honor and celebrate the past, present and future of automotive design. In addition to recognizing major design achievement in the automotive industry, funds raised by both EyesOn Design events support the DIO's mission to assist and educate the visually impaired, help preserve vision by public and professional education and support research related to the eye.

Visitors to the EyesOn Design event can experience the power of Dassault Systèmes' 3DEXPERIENCE platform used to design many vehicles at the NAIAS through live demonstrations that will be held near the Atrium Stage.

For more information on Dassault Systèmes solutions for the transportation & mobility industry, please visit: <http://www.3ds.com/solutions/transportation-mobility/overview/>.

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Delcam to Promote Healthcare Division on UKTI Mission to India

7 January 2013

CADCAM developer Delcam will promote the software and services available from its Healthcare Division during a UKTI Health Sector Mission to India from 14th to 19th January. The Mission will visit New Delhi and Mumbai before ending with a two-day Indo-British Health Initiative conference on diabetes in Chennai.

The Chennai conference will be attended by senior stakeholders from the health sector across India, together with a large contingent from the UK. It will be addressed by UK Health Minister, Anna Soubry MP, Leicester MP Keith Vaz and Chair of the UK-India Business Council, The Rt. Hon. Patricia Hewitt, as well as many leading diabetes specialists from India.

During the conference, Delcam will demonstrate the new version of its OrthoMODEL software for the

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design of custom orthotic insoles for patients with diabetes. As well as being much quicker and less expensive to make, insoles produced using digital methods give a closer match to the anatomy of the patient's feet. This greater accuracy gives more consistent pressure relief across the foot, so improving patient outcomes and limiting treatment costs by reducing the risk of ulceration and eventual amputation.

Delcam established its dedicated Healthcare Division in 2009 to provide a greater focus on this increasingly important part of its business. The Division helps companies across the medical, dental and associated industries to take advantage of the latest computer-based design and manufacturing techniques.

Delcam's increased emphasis on the healthcare industry comes at a time when the sector is expanding rapidly and when it is much more receptive to computer-based technology. The aging population in industrialised countries and the growing affluence of the emerging economies mean that the healthcare industry is seeing global growth. Within India alone, the healthcare delivery sector is forecast to grow to \$150 billion by 2017.

Delcam has, of course, been active in many areas of the healthcare business for several years. Its design, reverse engineering, machining and inspection software are used in a wide range of applications from the production of prostheses, through to the manufacture of surgical instruments and all types of medical packaging.

More recently, Delcam has introduced several specific products for the healthcare market. These include the DentCAD and DentMILL programs for the digital design and manufacture of dental restorations, which were awarded the Queen's Award for Enterprise in the Innovation category in 2010, as well as the OrthoModel and OrthoMill software for the development of orthotics. The company also offers special versions of its CRISPIN range of footwear design and manufacturing software for the production of orthopaedic footwear.

The common theme with all these products is that they take existing Delcam technology and add a dedicated interface that uses imagery and terminology from the healthcare sector. This makes the software easy to learn and quick to use for healthcare professionals, even those that are not familiar with using computer-based design and manufacturing. Furthermore, all of this dedicated software has been developed in association with leading practitioners in the various areas of the healthcare industry. Support and advice from these experts continues to guide the further development of Delcam's programs.

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Delcam to Show Latest DentMILL Dental Milling Software at Lab Day Chicago

9 January 2013

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Delcam will demonstrate the latest release of its DentMILL software for the milling of dental implant restorations at the Lab Day Chicago meeting to be held on February 22nd and 23rd. The new version includes a clearer interface to make the system even easier to learn and to use, improved nesting for more efficient use of materials and faster calculation times.

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

Material use has been made more efficient with improved and more flexible nesting tools to position the various restorations within the block. In particular, the ability to undertake part-to-part pinning has been added, rather than having to use separate support pins for each restoration. As well as being positioned in the most efficient 2D arrangement, the restorations are oriented in the optimum alignment so that the most cost-effective thickness of material block can be used.

The milling templates supplied with the software have been extended to a wider range of materials, including titanium, cobalt-chrome and glass ceramics. These allow highly automated generation of toolpaths. Of course, users can still develop their own templates for any unique materials they machine.

DentMILL has also benefited from enhancements to the latest version of PowerMILL on which it is based. These include a number of new strategies that offer smoother machining to give the best possible surface finish. In addition, new background-processing capabilities mean that toolpath calculations can be started on the first items added to the block, while the remaining restorations are still being positioned. The technology also allows work to be undertaken simultaneously on a number of projects. Both capabilities can reduce the overall calculation times significantly.

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

Delcam is able to offer a complete, open implantology solution, from accurately capturing the implant position and orientation, through to the high-precision, multi-axis milling of customised abutments, implant bridges and dental bars, with a management system to track every stage of the process. The

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company remains committed to its drive to replace "closed" manufacturing methods, in which the user is restricted to the use of a limited range of equipment and materials, with "open" systems, in which manufacturers can combine their own choice of equipment and software, and then use a broad variety of materials. Thus, DentMILL can take models from most dental design systems and generate toolpaths to manufacture restorations in various materials on a wide range of machine tools.

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Geometric and Ace Manufacturing Systems to Showcase CAMWorks 2013 at IMTEX 2013 10 January 2013

[Geometric Limited](#) will showcase the latest release of its solid-based CNC programming solutions, CAMWorks® 2013, along with CNC Vertical and Horizontal Machine manufacturer, [Ace Manufacturing Systems Ltd.](#) (AMS) at Booth #A100 and #A126, IMTEX 2013, from January 24-30, 2013, at Bangalore International Exhibition Centre (BIEC) in Bangalore, India.

Geometric has recently strengthened its partnership with AMS by appointing them as a direct distributor for CAMWorks®, and will jointly demonstrate these products at the booth throughout the seven day conference. Through this partnership, AMS now offers the complete turnkey offering including both software and hardware, which is unparalleled in the industry.

The companies will showcase, CAMWorks VoluMill™, the ultra-high performance toolpath that has helped users across the world easily double the machine output, while maintaining or improving tool life. Attendees will also get a chance to experience the new improvements and features included in CAMWorks 2013. CAMWorks 2013 has further simplified machining with multi-tasking machines through the introduction of Synchronous Machining Module (SMM), including intricate control on the sub-spindle operations. With an ear to users' feedback, CAMWorks 2013 boasts of an enhanced User Interface (UI) for easier access to improve productivity. The new simulation with life-like display and intricate controls has also garnered rave reviews.

"IMTEX, one of the largest machine tool shows in South and South-East Asia, provides us with an excellent platform to demonstrate the tangible benefits of our partnership with AMS to the manufacturing community from the region. We are proud to be associated with one of the leading machine tool manufacturers in the country," says Sameer Kondejkar, Sr. Director and Business Unit Head of Geometry Technology Solutions at Geometric.

Dr. Vishwas R. Puttige, Head of R&D at AMS reaffirms, "Our customers are looking for a complete solution. CAMWorks provides us with the perfect partner and helps our customers derive maximum efficiency from our impressive range of machining centres."

At the event Geometric will also give demonstrations of its other productivity tools and solutions like DFMPPro®, an award-winning automated design for manufacturability tool.

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Geometric to Launch CAMWorks 2013 at SolidWorks World 2013

8 January 2013

[Geometric Limited](#) will release the latest version of its intuitive solids-based CNC programming solution, CAMWorks® 2013, at the SolidWorks World 2013, being held from January 20-23, 2013 at booth #115, Walt Disney World Swan and Dolphin Resort in Orlando, Florida, USA.

Since its initial introduction in one of the foremost SolidWorks World events, CAMWorks, the first SolidWorks® gold partner CAM system, has been delivering unmatched productivity to its users. Honoring its continued commitment to introduce the latest in programming technology to its users, CAMWorks 2013 has further simplified machining with multi-tasking machines through the introduction of Synchronous Machining Module (SMM), including intricate control on the sub-spindle operations. With an ear to users' feedback, CAMWorks 2013 boasts of an enhanced user interface (UI) for easier access to improve productivity. The new simulation with life-like display and intricate controls has also garnered rave reviews.

CAMWorks 2013 has bolstered an already comprehensive Application Programming Interface (API) suite, with the addition of a wide variety of APIs including one that helps interpret Product and Manufacturing Information (PMI) data for our advanced users to automate significant portion of their design to manufacture life cycle reducing the drudgery of manual programming. This ability to automate has not only been harnessed for families of part but also for uniquely designed components like tailor-made devices for each patient in the medical industry. Attendees at SolidWorks World will have the opportunity to visit us at the booth to learn the underlying fundamentals of integration and discuss the possibilities of applying similar solutions to their need with our engineering team.

CAMWorks combines with SolidWorks to bring the world of design and manufacturing a step closer. This has been possible due to the tight integration with SolidWorks that allows CAMWorks to store CAM data within the SolidWorks part file reducing file management and leveraging SolidWorks' familiar interface to provide the users the best in class ease-of-use capabilities.

“Some early feedback on CAMWorks 2013 from our loyal customer base confirms that the release lives up to our philosophy of ‘program fast, machine faster’”, says Sameer Kondejkar, Sr. Director and Business Unit Head, Geometry Technology Solutions. “SolidWorks World 2013 is a perfect platform to announce the arrival of the latest release of CAMWorks, since this is where the journey began 15 years ago.”

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Gerber Technology to Demonstrate Multiple YuniquePLM Enhancements at NRF Show in New York City

10 January 2013

At the NRF Annual Expo in New York City next week, Gerber Technology's Yunique Solutions team

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will demonstrate how its PLM software can help businesses of any size accelerate time to market, reduce lead time and improve margins. [YuniquePLM](#) enables retailers and brand owners to manage the details of line plans, tech packs and samples and simplifies communication with global partners to help get products to market faster, on time and at lower cost.

Darioush Nikpour, vice president of Product Management for Gerber's Yunique Solutions business, said, "Visitors to the show will see for themselves that YuniquePLM is far ahead in terms of delivering what industry analysts have identified as functionality that enables companies to achieve their strategic goals."

Enhanced Integration with Adobe® Illustrator®

YuniquePLM now accelerates style and line creation by providing comprehensive integration with Adobe Illustrator, enabling bi-directional sharing of images and data. Designers using Illustrator on either the Mac® or PC can open, edit and modify assets such as images, styles and color palettes in YuniquePLM without leaving Adobe Illustrator.

Dynamic Line Creation

Now, with enhanced touch capability, merchandisers and designers can drag and drop sketches and photographs and apply colors from an existing palette to create styles *en masse*, thereby drastically reducing product development time. With a preliminary line plan in place, merchandisers can easily calculate raw material consumption and costs, as well as labor requirements, to estimate the overall product cost early in the development cycle.

Nikpour added, "The powerful thing about YuniquePLM's new line management capabilities is that, before designers even sketch a concept or generate a single piece of artwork, the team can gauge if the product is going to meet profitability expectations."

Powerful "What If" Scenarios for Product Costing

With YuniquePLM's powerful costing capabilities, companies of any size can understand the impact of design decisions very early in the process by generating multiple "what if" scenarios for comparison. For example, retailers submit preliminary fabric requirements to suppliers who, in turn, can propose more cost-effective options based on their experience. This capability encourages dynamic collaboration between brand owners and suppliers enabling them to analyze all product variables early in the development process.

Interactive Sample Capture

When it comes to facilitating sample approvals, YuniquePLM uses digital images to eliminate barriers caused by time zones and divergent languages. With an easy-to-use iPhone app, suppliers can now capture a 360-degree view of a sample on a model or mannequin and send these images with annotation and mark ups to brand owners via YuniquePLM. It eliminates the number of sample submits and courier charges and enables organizations to drastically reduce product development time and improve fit quality.

Sourcing and Compliance Tracking

Retailers today face more intense social and regulatory scrutiny than ever before. Identifying a methodology to ensure compliance throughout the product development lifecycle can increase a retailer's speed to market and avoid difficult situations. YuniquePLM offers tools to clearly document and manage regulatory requirements and track accountability across the organization in real time to enable all involved parties to make informed decisions.

Business Intelligence Dashboards Extended to Suppliers

YuniquePLM now enables managers to analyze product margins *by country*. However, the system not only delivers critical business intelligence to middle managers and executives within an organization, new functionality extends this power to suppliers. Now, suppliers have access to dashboards that graphically summarize changes made to tech packs and are able to locate them quickly and easily to streamline product development.

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

YuniquePLM also integrates with Gerber's [AccuMark](#)[®] pattern design, grading and marker making system. With AccuMark and YuniquePLM working in tandem, users can import data on material yields and points of measure from the AccuMark system and use them to generate costing and product tech packs in YuniquePLM. This information exchange eliminates redundant work and minimizes errors that often occur between the creative and development teams.

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

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GibbsCAM's New Capabilities to be Presented at SolidWorks World 2013

8 January 2013

Cimatron Limited announced today that its GibbsCAM software will be demonstrated at the SolidWorks World 2013 Conference.

The Conference will also feature a presentation by GibbsCAM on "Machining SolidWorks Features." To be delivered by Steve Aughinbaugh, GibbsCAM applications engineer, from 6:45PM-

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7:00PM, Monday, January 21, 2013, the presentation will highlight GibbsCAM's new capabilities that provide optimal integration between SolidWorks and GibbsCAM. The presentation focuses on the simplification of machining solids created in SolidWorks. Mr. Aughinbaugh will demonstrate how GibbsCAM uses Knowledge Based Machining to automatically read SolidWorks part features and machine them with a single mouse click. In addition to the presentation, GibbsCAM demonstrations will be available in Booth 606 of the Partner Pavilion. The conference is being held from January 20-23, 2013, at the Walt Disney World Swan and Dolphin hotel facility, in Lake Buena Vista, Florida.

GibbsCAM, a SolidWorks Certified CAM Product, has many new capabilities providing seamless integration between SolidWorks and GibbsCAM. This year's presentation will be centered on new automation functionality, GibbsCAM Feature Manager, which reads and preserves features from SolidWorks files. Feature Manager enables the NC programmer to read features from the SolidWorks Feature Tree, such as extrusions, patterns, and revolved features, easily identify and select areas for machining, and apply machining processes required to make the part. Perhaps of greatest benefit to users, is GibbsCAM's unique ability to handle the inevitable engineering changes that require modifying a part. When an updated part file is transferred into GibbsCAM, it automatically identifies changed features and updates all machining processes with one or two clicks of the mouse. The result is faster programming and more accurate parts produced more quickly. SolidWorks users also benefit from GibbsCAM's unique user interface, making it easy to learn and use, for both designers and manufacturing professionals.

For the demonstration, Mr. Aughinbaugh will open a SolidWorks part with pockets and other features, load the part into GibbsCAM and machine it, demonstrating the ease, speed and efficiency of reading features from the Feature Tree and programming them. To demonstrate how GibbsCAM saves valuable time with an updated part, he will show how GibbsCAM reads the revised part, automatically recognizes changes, updates the machining processes and generates a new NC program. This demonstration will clearly illustrate the value of this dynamic integration between SolidWorks and GibbsCAM in family-of-parts programming and providing quick response to engineering change orders.

Other time saving functionality for SolidWorks users include GibbsCAM's Automatic Feature Recognition (AFR) and its Hole Manager, which integrates with the SolidWorks Hole Wizard to automatically read, recognize, and machine holes. Hole Manager reads all attributes applied to holes created by the SolidWorks Hole Wizard, and automatically generates tool lists and processes right down to the finished operations. GibbsCAM also preserves colors applied to SolidWorks models. Since colors applied in the design process often convey information about manufacturing processes, preserving these colors improves communication between design and manufacturing, reducing errors and speeding up programming time. In combination with Feature Manager's reading of solid features from the Feature Tree, GibbsCAM AFR and Hole Manager greatly simplify solids machining and provide huge time savings for the SolidWorks user.

The combination of GibbsCAM and SolidWorks 2013 provides a complete CAD/CAM solution for most manufacturing environments. Whether parts have simple geometry needing only 2.5-axis milling or 2-axis turning, or complex geometry requiring use of 5-axis machining, MTM or Swiss-style turning centers, the SolidWorks-GibbsCAM combination accommodates and optimizes the machining process.

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GibbsCAM verifies the toolpaths with gouge detection and interference checking, then dynamically and visually simulates them on virtual machine tools, and accurately post-processes them to generate optimal NC programs. GibbsCAM features help users eliminate scrap, reduce cycle times, and maximize efficiency, safety and profits.

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Hagerman & Company to Host Autodesk Simulation 360 Events

9 January 2013

Hagerman & Company, Inc., one of the nation's largest Autodesk value-added resellers, will host a series of Autodesk Simulation 360 Lunch & Learn events this month.

The Autodesk Simulation portfolio delivers a comprehensive set of simulation software tools—on the desktop, in the cloud, and on mobile devices—that are easy to integrate into each phase of the design and engineering process. From mechanical stress, vibration, motion, energy, and structural analysis to computational fluid dynamics, plastic injection molding, and multiphysics, Autodesk Simulation software offers a powerful solution.

Register for a free Lunch and Learn session to learn how you can:

- Improve product reliability and performance
- Reduce verification cost and testing time
- Eliminate field maintenance or warranty costs risks
- Increase product demand through best-in-class performance

Hagerman & Company will host Autodesk Simulation 360 Lunch & Learn events on the following dates and locations:

- [January 15, 2013, 12:00pm—Anaheim, CA](#)
- [January 16, 2013, 12:00pm—San Jose, CA](#)
- [January 22, 2013, 12:00pm—Schaumburg, IL](#)
- [January 23, 2013, 12:00pm—Indianapolis, IN](#)

“We are pleased to host these seminars in response to increased customer interest/demand in Simulation solutions” said Hagerman & Company CEO Sandy Hagerman.

For more information or to register, contact Hagerman & Company at (800) 422-0313 or follow the above link to register for your location.

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Supersonic Car Steering Wheel Design Challenge

4 January 2013

Product Innovation Congress, BLOODHOUND SSC, Altair and GrabCAD challenge you to design a steering wheel for supersonic car! The deadline is January 31, 2013.

The jury will be comprised of representatives from Product Innovation Congress, Bloodhound, Altair, DEVELOP3D magazine and GrabCAD.

The winners will be announced at the [Product Innovation \(PI\) Congress](#) on February 19th, 2013.

Prize includes \$1,000 cash, free pass to the Product Innovation (PI) Congress, a copy of the 3D conceptual design software “solidThinking Inspire” provided by the PI 2013 sponsor Altair, GrabCAD T-shirt and coffee mug.

[BLOODHOUND SSC](#) is the result of remarkable engineering that allows the ultimate racing car to accelerate from 0 – 1609 km/h and back to zero in just 120 seconds, while sagely handling the phenomenal forces and loads acting upon it such as 47000 pounds thrust (equivalent to 180 F1 cars) generated by its jet and rocket engines; 30 tonne suspension loadings; air pressures on the bodywork of up to 10 tonne per square metre and solid aluminium wheels, each weighing 105 kg spinning at 10,200 rpm and generating an extraordinary 50000 G at the rim.

“This is one of the most exciting challenges we have yet!,” says GrabCAD’s Sales Director, Lauri Poldre. “This time, it is up to the [GrabCAD](#) Community to create a steering column and wheel for the BLOODHOUND Supersonic Car. Your design will be the sole connection of control between the driver, World-record holder and RAF Wing Commander Andy Green and a shuddering car rocketing across the desert at Mach 1.4!”

For more information or to view submissions, visit the contest’s official page:
<http://grabcad.com/challenges/bloodhound-ssc-steering-wheel-challenge>

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SURFCAM 6 to be Presented at SolidWorks World 2013

9 January 2013

Surfware, Inc., developer of SURFCAM® CAD/CAM systems is pleased to be presenting the latest release of SURFCAM 6 at SolidWorks World 2013 from January 20–23, 2013 in booth #405 at Walt Disney World Swan and Dolphin Resort in Orlando, Florida, USA.

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With over 8 years of commitment and experience as a certified SolidWorks CAM partner, Surfware ensures that SURFCAM will continue to support and work with the latest versions of SolidWorks as they are released. As an example of this commitment, SURFCAM 6 users have been able to work associatively with SolidWorks 2013 data since December 2012. SURFCAM customers can simply download the most recent updates for SURFCAM 6 at www.surfcam.com/support_downloads.aspx and work associatively with SolidWorks 2013 files.

SURFCAM's powerful associativity enables NC programmers to open native SolidWorks 2013 files directly into SURFCAM 6, completely eliminating the translation process. When changes are made to the SolidWorks design models, SURFCAM automatically recognizes the design revisions and offers to regenerate the affected toolpaths within SURFCAM's Operations Manager. With this simple and seamless interoperability between these two systems, SURFCAM users can quickly adapt to SolidWorks design changes and efficiently update their programming environment.

The partnership of SURFCAM 6 and SolidWorks 2013 provides a smart, simple and efficient solution for NC programmers who required ease-of-use and world class precision and control over their NC programming environment.

SURFCAM 6 supports SolidWorks 2013 parts, assemblies, sketches and configurations and includes over 200 Post Processors for major CNC machine manufacturers.

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Synopsys Co-CEO Aart de Geus to Speak at 15th Annual Needham Growth Conference

9 January 2013

Synopsys, Inc. announced that Aart de Geus, Chairman and Co-CEO, will speak at the 15th Annual Needham Growth Conference in New York on January 16, 2013.

This event will be broadcast live on the Internet via the Synopsys corporate website at <http://www.synopsys.com/Company/InvestorRelations> on Wednesday, January 16, 2013 at 10:40 a.m. ET (7:40 a.m. PT). To access the live webcast presentation, please go to the website at least ten minutes early to register and to download and install any necessary multimedia software. The webcast replay of the presentation can be accessed at the Synopsys corporate website approximately ten minutes following the conclusion of the live event.

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The Curiosity Rover and its Journey to Mars: Doug McCuiston, Mars Exploration Program Director (ret.), to speak at PI 2013

2 January 2013

Mars Exploration Program Director (ret.) Doug McCuiston to present at Product Innovation (PI) 2013 congress. PI 2013 takes place on 19-20 February, 2013, in Berlin.

On August 6th 2012, Curiosity, the NASA Mars Rover, made a successful landing in Gale Crater on Mars. This marked the culmination of many years of preparation and a journey of more than 350 million miles.

Doug McCuiston will share his experiences of a project that required huge ingenuity, continual design innovation and the management of an entirely unique set of challenges encountered when trying to land a car sized robotic rover on a planet with conditions not replicable on Earth.

Other PI 2013 speakers include Steve Wozniak, co-founder of Apple, Prof Alfred Katzenbach, Director Information Technology for Engineering at Daimler, and Mark Chapman the Chief Engineer at the Bloodhound Supersonic Car to name just a few.

About PI 2013

Product Innovation 2013 is an event at the nexus between R&D, Engineering and IT providing insight and inspiration into product information creation, development and management.

PI 2013 builds on the years of success of the [PLM Innovation](#) congress, and brings it together with the exciting developments and applications in CAD, CAE and simulation.

More information: www.picongress.com

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Financial News

Infosys: Q3 Revenues Grow by 6.3% Quarter on Quarter

11 January 2013

Financial Highlights

Consolidated results under International Financial Reporting Standards (IFRS) for the quarter ended December 31, 2012

- Revenues were \$1,911 million for the quarter ended December 31, 2012;

CIMdata PLM Industry Summary

- QoQ growth was 6.3%
- YoY growth was 5.8%
- Revenues excluding Lodestone were \$1,872 million;
 - QoQ growth was 4.2%
 - YoY growth was 3.7%
- Net income after tax was \$434 million for the quarter ended December 31, 2012 against \$431 million for the quarter ended September 30, 2012
- Earnings per American Depositary Share (EPADS) was \$0.76 for the quarter ended December 31, 2012 against \$0.75 for the quarter ended September 30, 2012
- Liquid assets including cash and cash equivalents, current available-for-sale financial assets, investment in certificates of deposits and government bonds were \$4.1 billion versus \$4.3 billion as on September 30, 2012

Other highlights:

- The company won 8 large outsourcing deals amounting to US\$ 731 million of total contract value
- 14 new wins for Infosys' products and platforms
- Infosys and its subsidiaries added 53 clients during the quarter
- Gross addition of 7,499 employees (net addition of 977) for the quarter by Infosys and its subsidiaries.
- 155,629 employees as on December 31, 2012 for Infosys and its subsidiaries
- Completed the acquisition of Lodestone Holding AG, a leading management consultancy based in Switzerland
- Infosys American Depositary Shares (ADS) have started trading on the New York Stock Exchange (NYSE) under the ticker symbol 'INFY'. The company is in the process of listing its ADS on the Paris and London exchanges of NYSE Euronext.

“We have done well in this quarter despite an uncertain environment,” said S. D. Shibulal, CEO and Managing Director. “We continue to gain confidence from a strong pipeline of large deals. However, the broader economic environment remains difficult. Even so, we remain cautiously optimistic about the January-March quarter”, he added.

“We were able to maintain our margins through efficiency improvements despite increased operating expenses. We remain focused on making the right investments for profitable and sustainable growth in the longer term”, said Rajiv Bansal, Chief Financial Officer.

To view additional material on this release, visit: <http://www.infosys.com/investors/reports-filings/quarterly-results/2012-2013/Q3/Pages/index.aspx>

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PTC to Announce Fiscal Q1 Results on Wednesday, January 23rd And Host Conference Call on Thursday, January 24th at 8:30am ET

9 January 2013

[PTC](#) announced that it will release its fiscal 2013 first quarter results on Wednesday, January 23rd after the stock market closes. Senior management will host a live webcast and conference call to review the results on Thursday, January 24th at 8:30am Eastern Time. The earnings press release and accompanying prepared remarks will be accessible prior to the conference call and webcast on the Investor Relations section of the Company's web site at www.ptc.com.

What: PTC Fiscal Q1 Conference Call and Webcast

When: Thursday, January 24th, 2013 at 8:30am (ET)

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

in: Call Leader: James Heppelmann

Passcode: PTC

Webcast: www.ptc.com/for/investors.htm

Replay: The audio replay of this event will be archived for public replay until 4:00 pm (CT) on February 3rd, 2013.

Dial-in: 866-484-4215 Passcode: 5689

To access the replay via webcast, please visit www.ptc.com/for/investors.htm.

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Implementation Investments

Adopting VISI and Edgecam is “Massive” As College Moves into New Era

8 January 2013

Kirklees College in the UK recently started its second term after installing 35 seats of VISI CAD/CAM software to ensure apprentices are fully trained on 5-axis machining – which lecturers say is absolutely vital to the future of manufacturing in the area.

Based in the heart of Yorkshire, the College is one of the largest in the country. Its School of Engineering moved into new purpose-built £7.5m premises in the Summer of 2012 and also invested in more CNC machinery. They now have a total of 13 machines from a variety of manufacturers including

CIMdata PLM Industry Summary

Johnford, Haas and Hurco, with pride-of-place being a new Hurco 5-axis mill.

Realising they needed the very latest technology to get the best from those machines they upgraded from just using PEPS-Mill and Wire, and added VISI Machining 5-Axis, VISI Modelling, VISI Machining 2D and 3D, and VISI's sister software, Edgecam, all from the Vero stable.

CNC lecturer Paul Lindley says VISI's advanced 5-axis milling solutions are essential for the next phase of the College's technical development. "We've had 4-axis machining for a few years, and an adaptor for one machine, but this is the next step in keeping up with the technology that's becoming increasingly popular amongst local companies to take their businesses to the next level and stay competitive."

How would he describe the College's move to take on a complete new software suite? "It's massive. Because we used PEPS-Mill and Wire on every course, we've had to rewrite everything we do on the syllabus. It's a massive operation when a college takes on new software on this scale, but it's absolutely the right decision. We really are moving into a new era. I anticipate the relationship between the College and Vero lasting for at least 30 years – I have every confidence it'll see my career out."

Design and Manufacture Curriculum Team Leader Dave Nichols agrees: "We're regarded as one of the region's best colleges for engineering, so we needed software which would keep us at the forefront. Our experience in the world of CAD/CAM and CNC manufacturing tells us the system we've now got is the best there is. The students will gain tremendous benefit from it."

Kirklees works with apprentices from companies of all sizes. These include Cummings, who make turbochargers for Volvo Scania; David Brown, who manufacture gearing systems for the military, railways and mining, along with energy applications including wind turbines; Reliance Precision, a manufacturer of high precision medical and surgical equipment; oil and gas industry valve maker Severn Unival; and Thomas Broadbent, whose centrifuges for industrial processes are exported world-wide.

At any one time the College has around 400 students undertaking a variety of courses such as an advanced Level 3 apprenticeship and B-TECH, which leads on to HNC and a degree. Currently there are 110 degree students from the University of Huddersfield on the College's Engineering Appreciation course. All students will be trained on VISI and Edgecam starting in their second year – having first learned about manual machining. Apprentices have one year full-time at the College, with day release for two years. VISI and Edgecam also feature on CNC evening classes, City and Guilds courses, and bespoke courses for companies who want to upskill their workforce.

Dave Nichols says the students' assignments with VISI and Edgecam are geared towards helping them understand machining processes and improve their programming abilities. Starting with an Autocad drawing, they produce the solid model, manufacture it on screen, then download the program to the CNC machine via a DNC link before setting up the machine and producing the component. Amongst the items they make: an air pump, a model lathe, and a gear knob. They start by working with foam, before progressing to aluminium, brass and steel.

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The ultimate aim is to fully incorporate VISI's modelling capabilities, giving a single solution for all aspects of design and manufacture, moving seamlessly from modelling and drawing to machining using just one software package.

- VISI Modelling provides students with a robust and powerful solid modelling system with the flexibility to construct, edit and repair the most complex 3D data.
- VISI Machining is a practical, intuitive and simple solution for CNC programming, including 4 and 5 axis indexing. Knowledge-based feature recognition automatically selects features directly on the solid geometry and creates reliable milling and drill cycle toolpaths. With 5-axis machining generally regarded as the best technology for the high precision requirements of the aerospace and automotive industries, VISI Machining creates highly efficient toolpaths with advanced collision control.
- VISI PEPS-Wire provides automatic feature recognition of wire features, including tapered, variable taper and 4-axis, directly from solid geometry. Features are easily machined creating reliable wire EDM toolpaths and proven NC code for all wire EDM machine tools.
- The College's Edgecam for Education package incorporates a wide variety of milling, turning and mill-turn operations for production machining. Edgecam is a market leading CAM solution for solids based manufacture with an emphasis on ease-of-use and process automation.

“Using our suite of VISI and Edgecam software means that when students go back to their companies they'll be able to write CNC programs and get the very best out of their CAD/CAM software,” says Dave Nichols. “They'll also be able to demonstrate the benefits of using top quality software to their managers. It shows the College is at the cutting edge of technology in the important task of educating young engineers of the future, which is helping local industry by making businesses more competitive.”

And he says having VISI and Edgecam has another advantage: Hurco are now intending to use the College as a training centre for their own customers.

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Bus and Coach Giant Alexander Dennis Selects Zuken's E3.Series

8 January 2013

Alexander Dennis Limited (ADL), one of Britain's largest bus and coach manufacturer, has recently adopted Zuken's leading electrical and fluid CAD software, [E3.series](#).

Alexander Dennis chose E3.series after an extensive selection process which focused on their desire to create a fully-integrated electrical design process and a unified project and data management environment. They will use E3.series to help drive process change for electrical system and harness design.

CIMdata PLM Industry Summary

A key factor in Alexander Dennis' decision was E3.series' [object-oriented architecture](#), which will enable the company to create smart drawings which feed all stages of the design process, including manufacturing and purchasing. Additionally, Zuken's PDM adaptor (ZPA) will integrate electrical design and part data with Siemens TeamCenter, Alexander Dennis' chosen PLM tool.

David Alexander, Group Engineering Systems Manager at Alexander Dennis, said: "We wanted a flexible, highly integrated electrical design solution which would help us improve our existing system and establish new design processes, ranging from the capture of a vehicle's functional electrical topology, through detailed design, to the creation of harness manufacture data."

An additional factor was E3.series' built-in capacity for design process evolution; as process needs change, the system can be developed to keep up with new requirements.

E3.series will enhance the accuracy, consistency and availability of Alexander Dennis' data, helping them meet the future challenges of competitive product development and manufacturing.

Every minute of every day ADL buses carry 25,000 passengers in 20 countries around the world, covering 2.5 billion miles per year. ADL is the fastest-growing bus business in the western world, having tripled turnover in the past five years to £500m, extending its reach with build partnerships, joint ventures and acquisitions in territories such as Hong Kong, China, Australia, New Zealand and North America.

For more information about E3.series, see www.zuken.com/e3-series.

For more information about Alexander Dennis, see www.alexander-dennis.com.

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EMC Helps Leading Vaccine Manufacturer Boost IT Efficiency; Reduces TCO 20% with Life Sciences Solution

8 January 2013

[EMC Corporation](#) today announced that Sanofi Pasteur, a leading vaccine manufacturer producing more than 1 billion doses of vaccine per year, has deployed [EMC® Documentum® D2](#), enabling the company to accelerate time-to-value through the power of configuration. Documentum D2 is a content management application with a modern, configurable and intuitive user experience for the [EMC® Documentum®](#) platform, and a key component of the Documentum for Life Sciences solution. This solution has enabled Sanofi Pasteur to transform business, and modernize its content management system into a unified, document control and compliance infrastructure for managing mission-critical regulated content.

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Customer Benefits of the EMC Documentum Life Sciences Solution:

- **Simplified IT management** —Flexible lifecycles, workflow automation, and advanced configuration and usability enables Sanofi Pasteur's IT staff to focus on innovation and business-critical projects instead of addressing technical issues – providing Sanofi's IT team a 4x boost in productivity.
- **Cost Savings** — Leveraging pure application configuration vs. internal development enabled Sanofi Pasteur to eliminate need for custom coding and reduce validation costs resulting in a 20% TCO savings.
- **Improved process quality and collaboration** — Unified architecture built on DIA EDM reference model, ensures process consistency, enables collaborative authoring, and seamless document control across internal and external boundaries including R&D, quality and manufacturing, clinical development, and contract/clinical research organizations (CROs).
- **Reliable Compliance** — Automated enforcement of policies, reporting, e-signature support, and full audit trails enable compliance with global regulations and industry standards such as FDA 21 CFR Part 11, GxP, and TMF reference models.

Sanofi Pasteur offers a broad range of vaccines protecting against 20 infectious diseases across 12 globally dispersed production sites, requiring compliance with local and international quality and regulatory procedures.

Sanofi Pasteur turned to EMC to gain document control and provide a common framework enabling secure collaboration, efficient audit management, and scalability across its global operations. Working with the EMC [Information Intelligence Group's Services](#) organization, Sanofi established an enterprise-wide Global Electronic Document Management Policy to ensure process quality, consistency and control across document lifecycles while corresponding to GxP standards.

This approach enabled Sanofi Pasteur to extend its document management strategy and support electronic Trial Master Files (eTMF) in compliance with good clinical practices and applicable regulatory requirements for greater clinical efficiency, real-time access and collaboration with regional sites and CROs.

Alain Delpuech, VP Information Solutions, Sanofi Pasteur: "Sanofi Pasteur is committed to delivering superior, innovative vaccines for the prevention and treatment of disease. By standardizing on the Documentum Life Sciences solution, we're able to provide a unified document control foundation for compliance that spans across the vaccine development lifecycle and extended enterprise. This helps us ensure process quality, reduce risk and drive innovation to keep our business highly competitive."

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IESA Selects Intergraph® Solutions to Build Up to Eight Floating, Production, Storage and Offloading Vessels

8 January 2013

Brazilian engineering company IESA has selected Intergraph® SmartMarine® and SmartPlant® Enterprise solutions, provided by Sisgraph, as part of a project with Petrobras, one of the world's largest energy companies. IESA will supply Petrobras with 24 compression modules for six identical floating, production, storage and offloading (FPSO) vessels, with an option for delivery of eight modules to the other two FPSOs.

Sao Paulo, Brazil-based Sisgraph has been a provider of Intergraph® solutions in South America for more than 30 years.

The scope of the project consists of the design and fabrication of eight CO₂ compression modules, eight gas compression exportation modules and eight injection modules. These vessels will be used as reference models for the other units that will be constructed for the pre-salt projects in Santos Basin, Brazil.

IESA will be using Intergraph enterprise engineering software for the construction of the new facility, including SmartMarine 3D, SmartPlant P&ID, SmartPlant Instrumentation, SmartPlant Electrical, SmartPlant Review and SmartPlant Spoolgen®. Sisgraph also will provide training and on-site support for the project.

Alexandre Curvello, automation coordinator at IESA, said, "By using the Intergraph technology solutions provided by Sisgraph, we expect to reduce project time and also to have a better technical consistency of the project, even by having on-site technical support."

Gerhard Sallinger, Intergraph Process, Power & Marine president, said, "IESA's choice of Intergraph software solutions on a project of this magnitude underscores the value these next-generation solutions offer our customers and their clients. The choice also reinforces Intergraph's leadership in two important sectors: the local Brazilian market and the global oil and gas industry."

Intergraph's SmartMarine Enterprise suite is the advanced, integrated offshore and shipbuilding solution, driving improvements in design efficiency, production schedule, handover, and overall life-cycle cost control for enhanced global competitiveness. Intergraph is a world leader in marine structure design and data management, with SmartMarine Enterprise endorsed and used by the world's leading offshore and marine companies, including the most productive shipyard, the top offshore owner operator, the top fabrication yard, and the top classification society in the world.

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Industrial Packaging Manufacturer Uses SolidWorks® 3D for Packaging Designs

10 January 2013

Valley Box Company, a Southern California industrial packaging manufacturer, announces the integration of SolidWorks® 3D design software into their engineering process. The addition of SolidWorks® allows engineers to take sophisticated wood and steel packaging designs to the next level with better 3D representation for their customers.

SolidWorks® gives Valley Box packaging engineers a tool to accurately communicate complicated packaging designs to their customers. "It's also an impressive presentation tool that can be easily understood by all involved decision makers," says Elijah Lettau, a Packaging Engineer at Valley Box. SolidWorks® 3D boxes and material handling fixtures can be animated to show the build process, moving parts, or view each piece in detail. This clearer communication streamlines the design process assuring both Valley Box -- as the packaging provider -- and the customer are satisfied with the final package design.

Complex products require complex packaging designs for acceptable protection during shipment. "I like that I have the ability to strength test the package design, to identify potential weak points, before it goes into production," comments Lettau. "The Interference detection technology is also a great advantage because it ensures the part will work once its built."

Customers who design their products in a 3D environment will find that Valley Box can easily create packaging designs using the customer's project files. "This means we can work with longer distance clients, because we know the customer's measurements are accurate," says Lettau. "We can also send our customer the full 3D drawing so they can put it into their assembly to ensure proper fitment. Doing this helps to cut down on the number of prototypes and ensures fitment before package design goes into production," adds Lettau. By reducing the number of prototypes Valley Box can keep prices lower and reduce the amount of waste.

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Medical Technology Manufacturer OLYMPUS Concludes Framework Agreement with CONTACT

7 January 2013

CONTACT Software and Olympus Surgical Technologies Europe have concluded a framework agreement. It defines the basic cornerstones for future collaboration between the two companies and will apply to all the medical technology manufacturer's sites in Germany, the Czech Republic and Wales. The key agreements relate to the extension of the CIM DATABASE platform for product lifecycle management (PLM). Primary focus is placed on enterprise-wide document and project management designed to take account of global regulatory requirements – such as those issued by the American Food and Drug Administration (FDA) or set out in ISO 13485 – that are implemented in the form of device master records (DMR) and design history files (DHF). One further element in the agreement is

CIMdata PLM Industry Summary

CONTACT's qualification as a supplier that meets the requirements of an FDA-certified company.

The FDA checks medical technologies as well as foodstuffs and pharmaceuticals for approval in the USA on behalf of the US Department of Health. This involves defining stringent demands relating to the development and manufacture of such products and Olympus Surgical is required to undergo audits to prove its compliance with these. This also relates to the CIM DATABASE PLM platform used by the company: It must function correctly at the technical level and must be able to control and document the product development process employed at Olympus in conformity with regulations. CONTACT conducts the required software verifications and supports the medical technology manufacturer in the validation of its PLM environment.

To perform quality assurance in its software development operations, CONTACT uses state-of-the-art methods and IT tools – including its in-house solutions CIM DATABASE for documentation and Project Office for project management. These are interfaced with the software configuration management system Subversion. Development is organized on the basis of the Open Unified Process "OpenUP" and task control is handled via Project Office using checklists, milestones and activities. Document templates for new developments, further developments and corrected errors make it possible to maintain up-to-date documentation throughout the development phase. Requirements, change requests and hotline calls, as well as implementation, test and delivery versions are recorded in the central PLM database for each individual project. In this way, CONTACT can transparently meet its documentary and traceability obligations with regard to customers and supervisory bodies at all times.

The PLM supplier uses the Gherkin language for the methodical, automated testing of its software. On the basis of a current total of over 1,500 use cases, this language makes it possible to simulate typical user actions and indicates whether or not the software functions correctly. In 2013, CONTACT's customers will also be able to use this QA tool and the test case libraries to validate their PLM installations.

As the high-tech specialist in the Olympus Group, Olympus Surgical acts as the development and production center for endoscopy, bipolar high-frequency surgery, system integration in operating rooms and the reprocessing of medical instruments for the global market. This medical technology manufacturer is currently one of the leading suppliers in the field of minimally invasive surgery. Their main areas of business are urology, gynecology, surgery, ENT and arthroscopy. The group of companies, which is headquartered in Hamburg and employs a workforce of 1,100, develops and produces therapeutic and diagnostic system solutions for these application areas.

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PT Rekayasa Industri Selects Intergraph® SmartPlant® Materials

9 January 2013

CIMdata PLM Industry Summary

PT Rekayasa Industri (REKIND), one of Indonesia's top engineering, procurement, construction and commissioning (EPCC) companies, has selected Intergraph® SmartPlant® Materials, along with SmartPlant Reference Data and Standard Database, as its materials management system for a major offshore project in Indonesia.

REKIND is one of the contractors for the ExxonMobil Cepu offshore project in Indonesia, which features one of the largest offshore facilities to date. To meet the stringent requirements of this complex project, REKIND needed to implement a sophisticated materials management system. After a comprehensive evaluation, the Indonesian EPCC company determined that a combination of Intergraph's SmartPlant Enterprise solutions (SmartPlant Materials, SmartPlant Reference Data and Standard Database) was the best option for this major offshore project. Using Intergraph technology, REKIND will be able to effectively track materials availability across all disciplines, including piping and electrical, as well as steel structures and plates. PT Everest Technology, Intergraph's local partner in Indonesia, will provide ongoing support and services throughout the implementation process.

"We are very pleased with our choice of SmartPlant Materials as our materials management system for this critical offshore project," said Yusairi, Senior Vice President of Operations at REKIND. "Already, it has helped to streamline our process with easy creation of engineering requisitions and seamless management of the bill of materials for such a complex project. We have used Intergraph's solutions successfully for our other projects, and REKIND expects to gain tremendous value from the implementation of SmartPlant Materials."

Gerhard Sallinger, Intergraph Process, Power & Marine President, said, "REKIND's decision to expand its use of Intergraph technology is validation that SmartPlant Enterprise continues to deliver great business benefit to our customers in a highly competitive industry. SmartPlant Materials will enable REKIND to optimize its materials management process and minimize project risks for increased time and cost savings."

SmartPlant Materials is the only solution available on the market that fully supports the unique materials management processes needed in the process, power and marine industries, offering a total materials management and subcontract management solution for their plants and projects. It is proven technology and has been adopted by industry-leading engineering firms around the world – users of SmartPlant Materials report improved procurement efficiency with lower risks and costs through accurate and effective materials management.

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Sport Obermeyer to Implement NGC Software's Global Enterprise Suite for PLM, SCM and ERP

8 January 2013

NGC Software® today announced that Sport Obermeyer, a 65 year-old, world-renowned Aspen, Colorado-based skiwear company that produces technical, fashionable, earth-friendly outerwear, apparel and accessories, has selected NGC's Global Enterprise Suite (GES) for an all-in-one solution that

CIMdata PLM Industry Summary

improves workflow, productivity and speed-to-market.

Sport Obermeyer Founder Klaus Obermeyer's lively spirit and desire to live a well-balanced life is what inspires the company every day. Sport Obermeyer's decision to implement NGC's integrated suite of fashion PLM, ERP and [apparel supply chain management](#) software is integral to the company's mission to innovate its business and continue its positive growth.

The company believes that GES will provide the right strategic systems to manage further growth. "We feel we can double or quadruple the size of our company with the same manpower with NGC's GES, because it will allow us to get more productivity out of our current employees. This alone will give us a boost in profit and revenue," said Greg Bannister, Technology Director, Sport Obermeyer.

In addition, the company expects NGC's software to deliver many additional benefits, from fast time-to-market to streamlined collaboration with its production facilities.

Streamlined factory collaboration. One of the most anticipated benefits of NGC's Global Enterprise Suite for Sport Obermeyer is more efficient collaboration with its factories. "NGC's GES will allow us to communicate with factories instantly. For example, if we need to drop a style in the middle of production, our factories will know right away, which will save us considerable cost," said Bannister.

Faster time-to-market and improved workflow. With integrated systems, every employee's job will flow together much more efficiently. "We expect to save five weeks by eliminating the need for a dozen people to enter the same data repeatedly," said Bannister. "If we complete the production of a ski jacket design five weeks earlier, we'll get the jackets to factories that much earlier, and we will have earlier shipments, which leads to better customer service." Sport Obermeyer can then get its merchandise into the stores earlier, increasing the potential for re-orders and ultimately leading to better sell-through.

Enhanced reporting capabilities. NGC's software will enable Sport Obermeyer to run highly detailed reports that give the company fast access to information and significant insight into business performance. "We'll be able to better understand inventory levels, product information, materials status, and many other aspects of our operations," said Bannister.

More creative and effective product design. "Our design team is excited about NGC's [fashion PLM software](#) because it will allow us to be more creative in the design phase," said Bannister. Sport Obermeyer will be better prepared for catalogs and marketing ad campaigns, and will help its customers be prepared for product lines earlier, increasing its customers' revenues, as well.

"Choosing NGC was not just a decision for choosing a system that was comprehensive, it was about choosing a vendor who demonstrates industry best practices," said Bannister. "NGC will support best practices at Sport Obermeyer; from the beginning to the end of our design cycles and everywhere in between—NGC will help us do these critical actions correctly."

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Trans-Global Merchandise Adopts Lectra Fashion PLM to Improve Product Development Workflow and Communication

10 January 2013

Lectra is pleased to announce that Trans-Global Merchandise (TGM) is adopting Lectra Fashion PLM.

TGM was founded in 1966 in Japan as a wholesaler of imported European goods and is now a well-established fashion brand and retailer of women's wear for the mature consumer. TGM, known for high-quality and unique designs, features bold motifs in a variety of textures. They regularly invite customers to view collections still in development in order to gather feedback, which they find is very important to crafting a product that meets customer expectations. Fans value TGM's fresh designs, but also love the fit that flatters a mature woman's figure.

The multichannel growth of TGM presents significant challenges not only for development teams, but also for the rest of the organization. "If samples are not ready in time, we can't collect customer feedback to make production decisions," explains Mikiko Ota, Production Manager. "Once we go to production, we face other challenges, notably shipment delays. I wanted to find the best solution to improve the situation." Then Mikiko Ota discovered Lectra Fashion PLM. "When I was briefed by Lectra, I had the intuitive impression that it was exactly what I was looking for," she says.

TGM's goal is to streamline the development process by controlling the flow of work and deadlines, because delays and errors in design reverberate throughout the development chain, including quality and sales.

"By adopting Lectra Fashion PLM, we are protecting our company's DNA and ensuring its future through better organization and a streamlined process that lets us share information to support good decision making," says TGM CEO Junko Ota.

"TGM's unique designs and expert craftsmanship are key to their success," comments Daniel Harari, Lectra CEO. "Competition is fierce in Japan, but TGM remains faithful to their brand heritage. They are ready to adopt technology to improve internal communication and strengthen their competitive advantage. We are impressed by their passion for success and pleased to have the opportunity to work with them on achieving their goals."

"Before deciding to invest in Lectra Fashion PLM, we visited Lectra's International Advanced Technology Center in Bordeaux, France, where we were pleased to meet people as dedicated to Lectra as we are to TGM. We are developing a strong partnership with Lectra as we work with them to improve process and organization, even during the implementation phase. We are truly looking forward to using Lectra Fashion PLM!" says Mikiko Ota.

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Uniek Selects Centric Software's Product Lifecycle Management System

9 January 2013

CIMdata PLM Industry Summary

Uniek, Inc. has chosen Centric Software, Inc., for its [product lifecycle management \(PLM\) system](#). As a consumer goods company specializing in home décor products, Uniek will implement Business Planning, Calendar Management, Materials Management, Product Sourcing, Product Specification and Quality Management modules of the Centric 8 system. Centric developed the [PLM system specifically for retail, apparel, footwear, luxury and consumer goods companies](#).

Uniek expects Centric's PLM software to help the company meet its goal of increasing revenues over the next five years, says Jeffrey Armstrong, Uniek's senior vice president of manufacturing. As Uniek opens new markets, he says, the PLM system's "single source of truth" will ensure every data element is stored exactly once. This will allow staff to focus on responding to new opportunities, pursuing new retailers and distribution channels, and identifying and developing trend-right products and designs—while increasing overall speed to market. "Centric PLM will let Uniek fast-track development processes, better leverage existing designs, and dramatically improve productivity," explains Armstrong.

The ability to make product go/no-go decisions and catch "outliers" earlier in the development process is a major advantage of the Centric PLM system, adds Armstrong. Uniek also will realize more and better performance metrics, and the reduction of data entry work and resulting errors.

Uniek will deploy the suite with internal product development and sourcing users, plus external suppliers and partners. Uniek will integrate the Centric PLM system with Uniek's Syteline Enterprise Resource Planning (ERP) system in spring 2013, according to Armstrong.

"Uniek understands the importance of maximizing productivity to scale up its business successfully," says Chris Groves, Centric's president and CEO. "Centric's [Agile DeploymentSM methodology](#) is a key element of the fast PLM implementation that Uniek needs to reach its goals," he adds. "From providing a single source of truth for all product data to the ability to leverage existing designs, costing and supply chain work, Centric 8 will serve as a crucial strategic tool for Uniek."

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Product News

3D Systems Announces Beta Release of Cubify Capture

9 January 2013

[3D Systems](#) announced today that Cubify Capture, a new portal service that allows users to upload photos and videos from their digital, smartphone or tablet camera to its Cubify.com destination and automatically transform the images into 3D models, will be demoed at CES, January 8th – January 11th, 2013, in the Las Vegas Convention Center in the Main Hall, booth 15447.

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The company plans to expand the services of its Cubify Capture portal to include a full suite of thematic scan-to-print web and mobile apps. Users can capture on the go and upload pictures or video to Cubify.com where a 3D model is generated automatically and saved in the user's Cubify account. These 3D models can be used for further modeling, customizing or fusing with other elements and readied for printing at home or through Cubify cloud printing, in monochrome, durable plastic or full color.

The company plans to develop a series of Cubify Capture apps starting with Cubify Capture: Faces, designed specifically to capture facial features and seamlessly turn them into customized 3D printable memorabilia. Cubify Capture: Faces for mobile will also be demoed at CES.

"We're thrilled to invite users and educators to explore and experiment with the beta release of Cubify Capture, the first true real-world-to-print capture tool," said Cathy Lewis, CMO, 3D Systems. "We are excited to see what our growing Cubify community will capture and print."

Be the first to experience Cubify Capture at [CES](#).

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American Cylinder Launches New Website Featuring 3D Product Configurator With CAD Download Capabilities

9 January 2013

CADENAS PARTsolutions, a global provider of online 3D product catalog, product configurator, and CAD download technology, and American Cylinder, a premier manufacturer of small bore hydraulic & pneumatic cylinders and related products, announce the launch of the final phase of American Cylinder's new Website, Online 3D product catalog and CAD Configurator. American Cylinder is now utilizing the most advanced 3D CAD online product catalog technology available, powered by CADENAS PARTsolutions. By implementing these Website improvements and adding the online product configurator, American Cylinder is positioned to increase their customer base while continuing to serve the needs of existing customers.

To view the online catalog visit: www.americancylinder.com

The new website, built by CADENAS PARTsolutions, features an online 3D CAD catalog, enabling engineers to quickly find and configure the exact product they need, all directly within the American Cylinder site. In one click, engineers generate an interactive 3D preview on-demand. They can then download the product model in over 150 CAD and graphic formats including native formats in Autodesk® Inventor®, SolidWorks®, Siemens Solid Edge®, NX® software, PTC's Pro/ENGINEER Wildfire®, Creo®, CATIA® and many more. This on-demand capability makes the job of design engineers easier and delivers an exceptional customer experience.

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American Cylinder added the CADENAS PARTsolutions embedded 3D CAD catalog to their website to better meet the needs of engineers who require high-quality product information instantly, including 3D CAD models, to complete their designs. Additionally, 3D graphic visibility and functionality is now available to the small company that does not have sophisticated CAD software to work with.

"We selected CADENAS PARTsolutions for many reasons," says Richard Lutkus, Vice President of Engineering at American Cylinder. "Their level of expertise within the Cylinder industry was key for making our choice. It makes our job much easier if our partner really understands our business. PARTsolutions was also able to offer us the most complete package of services for revamping our Website and offering a 3D product configurator for our customers. We were able to work with one company for website design and development of a part configurator and selector to 3D model creation and generation of CAD and PDF downloadable files. It would have taken a combination of several vendors to fulfill the services PARTsolutions was able to offer us in a single package."

"To get a competitive edge, we needed to upgrade our online product catalog to include 3D CAD models. We began to assess the sheer volume of CAD formats we needed to deliver to our customers," said Lutkus, "For our team to create every product we produce, in every format engineers request, would have been a monumental task. PARTsolutions was able to create our configurable 3D CAD models in over 150 formats for a fraction of what it would cost us to produce internally."

"By partnering with CADENAS PARTsolutions, manufacturers can focus on what they do best, without the distraction of trying to build their own configurator or worrying about keeping up with the latest CAD technologies," said Rob Zesch, President of CADENAS PARTsolutions.

"This is our absolute focus and expertise," says Zesch. "We're able to deliver the tools that engineers are demanding and in turn help American Cylinder create a total customer experience that drives additional marketing leads, sales and exceptional customer service."

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AVEVA Announces the Commercial Availability of AVEVA Everything3D

8 January 2013

AVEVA announced today the commercial availability of its brand-new plant design software, AVEVA Everything3D (AVEVA E3D), setting a new level of performance for major capital engineering projects.

AVEVA E3D drives the adoption of Lean Construction by enabling Engineering, Procurement and Construction contractors (EPCs) to break down barriers between design and construction, reducing overall project cost, schedule and risk.

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Plant operators will benefit from the EPCs use of AVEVA E3D by reducing the time to first production or first oil and by providing them with a digital asset which is a true reflection of the physical asset. As part of AVEVA's multi-year 'The Future of Plant Design' initiative, AVEVA E3D will bring exciting new technology innovations, including integrated laser scanning, mobile and cloud computing, to greatly enhance both new-build plant projects and through-life modifications.

"I am delighted that we can now deliver AVEVA E3D to new and existing customers," said Dave Wheeldon, CTO and Head of Engineering & Design Systems, AVEVA. "AVEVA E3D has many innovative capabilities that will make it the solution of choice for the execution of complex plant design projects. AVEVA E3D provides an exciting opportunity for EPCs to develop Lean Construction processes within an environment which fully integrates as-fabricated and as-constructed, as the design progresses. AVEVA E3D will improve design efficiency, reduce project schedules and reduce rework during the construction phase."

AVEVA E3D features:

- Laser scan models integrated with 3D design modelling
- 3D graphics optimised for efficient and intuitive plant modelling
- Easy to use User Interfaces
- 2D and 3D geometry interfaces
- Powerful drafting functions, integrated with the 3D model
- Parallel operation on the same project with AVEVA PDMS, AVEVA Engineering and AVEVA Diagrams

AVEVA E3D is fully compatible with the current version of AVEVA PDMS.

For more information and to download the business paper 'Plant Design for Lean Construction' visit the 'The Future of Plant Design' website <http://www.aveva.com/futureofplantdesign>. Alternatively, please contact AVEVA on futureofplantdesign@aveva.com or +44(0)1223-556655 for more information.

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Bricsys Announces Availability of BricsCAD V13 for Linux

7 January 2013

Bricsys, a provider of dwg engineering design software brought to market under the BricsCAD® brand, today announced the immediate availability of BricsCAD V13 for the Linux operating system. This release further extends the BricsCAD software with new 2D features and with assembly modeling for the mechanical CAD market.

“With BricsCAD we provide our customers with a single dwg-based CAD platform to take care of all

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their design needs from simple 2D drafting to advanced 3D direct modeling. No need to buy and learn new or companion products, no need for time consuming conversions ... just one unified CAD solution, available for both the Windows and Linux environments,” said Erik De Keyser, Bricsys CEO. “Under today’s tough economic circumstances enterprises want to streamline their software purchases and are looking for vendors to deliver solid functionality and quality support at compelling prices, and that’s exactly where we excel.”

New features for the Linux version of BricsCAD V13 are similar to the ones released for the Microsoft Windows operating system last October, and include:

- Assembly Modeling to model complex products
- Kinematic Analysis allows for moving or rotating parts of a model to solve real-time forward and inverse kinematic problems
- A series of new commands, functions, dialogs and features for improved 2D drafting.

For more information or a list of BricsCAD sales points in your area, please email your request to sales@bricsys.com.

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Dassault Systèmes Launches a New Industry Solution Experience: “Lean Construction” for AEC Companies

7 January 2013

Dassault Systèmes announced the launch of “Lean Construction”, an industry solution experience for the architecture, engineering and construction (AEC) industry that empowers companies to take advantage of collaborative project management and execution.

In today’s construction industry, all stakeholders do not necessarily align well. There is a wide gap between planning, designing and project realities, which often directly translates into cost overruns, missed deadlines and fewer profits. Built from Dassault Systèmes’ 3DEXPERIENCE platform, the “Lean Construction” industry solution experience provides a collaborative project backbone that helps companies from all parts of the AEC industry to develop, manage and organize complex projects from anywhere with full governance. A centralized 3D environment eliminates language barriers and enhances communication between offices and onsite teams. The visibility into real-time project status also allows all players to quickly make any needed improvements, helping to control costs and eliminate needless waste.

With “Lean Construction”, companies can also review and analyze different options to ensure they’ve created the best construction approach and assembly sequences. Resources can then be applied to understand the cost-effectiveness and profitability of the plan, enabling any adjustments or changes to be

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made before work begins. Once the project is underway, “Lean Construction” helps track progress in real-time to avoid field collisions between contractors, subcontractors, and others, as any disagreements or issues that force a schedule change can drive up expenses and reduce profits.

“For years, the global construction industry has been plagued by delays, cost overruns and inefficiencies. It has been estimated that some 25 percent of construction industry costs, or \$120 billion annually in the United States alone, is nothing but waste,” said Monica Menghini, Executive Vice President, Industry and Marketing, Dassault Systèmes. “In this context, our Lean Construction industry solution experience helps AEC companies understand their projects better from start to finish, and improves upon the promise that BIM-Building Information Modeling technology made but hasn’t fulfilled yet.”

For more information on Dassault Systèmes’ industry solution experiences for AEC, please visit: <http://www.3ds.com/solutions/architecture-engineering-construction>.

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Delcam Partners on New Machining Method for “Fir-Tree” Profiles

10 January 2013

Delcam is working with Iruba, a German provider of engineered solutions, and machine-tool manufacturer Hermle to develop a novel five-axis machining method, programmed with the PowerMILL CAM system, for the creation of “fir-tree” profiles in components for turbo machinery. The new process, which provides an alternative to broaching, was demonstrated to an enthusiastic response during last year’s IMTS exhibition in Chicago.

The milling approach, which is based on the trochoidal machining strategies in PowerMILL, has been patented by Iruba. It allows complex “fir-tree” profiles to be produced on milling machines, such as the Hermle C60 five-axis machining centre, rather than having to use specialist broaching equipment.

The use of PowerMILL’s trochoidal strategies gives a number of benefits, in particular giving high material removal rates with lower, and more consistent, cutting forces. The more consistent cutting forces also ensure higher accuracy in the position and in the shape of the slots, with minimal thermal effects on the surface of the profiles. The process also reduces the number of specialist cutting tools that are required, and cuts the machining time in steel alloys by between 30 and 40 per cent, compared to alternative standard milling solutions, giving a time almost equal to broaching.

Commenting on the process, Brett Hopkins, Manager of Delcam Professional Services North America, said, “We are pleased to be working with other leaders in manufacturing technology like Hermle and Iruba to develop this innovative technology. The collective collaboration began several months ago and was received with great enthusiasm when we presented the process at IMTS.”

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Mattias Rutschinski, Managing Director of Iruba, added, "At IMTS, we presented, with Hermle and Delcam, a world premiere by milling small fir-tree geometries in IN718, a typical material for aero-engine parts. The presentation impressed our visitors and made it very clear that milling is the more effective technology, since we could mill even curved slots, deburr them and measure them in one process on Hermle's smallest five-axis machine, the C22."

"Broaching is a technology developed at the end of the 19th century," concluded Mr. Rutschinski. "Many applications can be completed today with much lower power consumption and oil waste, by much more integrated and flexible solutions, fitting the production demands of the 21st century."

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Knovel Expands Yaws' Critical Property Data for Chemical Engineers and Chemists

9 January 2013

[Knovel](#) today announced an expansion to Yaws' Critical Property Data for Chemical Engineers and Chemists which Knovel launched in July 2012. The expanded database now includes data on superheated, saturated and subcooled fluids, mixtures, refrigerants and various materials used in chemical plant construction and equipment design -- information previously unavailable in a single reference database.

"Today's expansion of Yaws' Critical Property Data for Chemical Engineers and Chemists reflects the demand for dynamic technical content and ever-improving resources," said Sasha Gurke, Knovel's senior vice president and co-founder. "With the additional coverage of mixtures, refrigerants, alloys and construction materials, chemical engineers will be able to use this database for a wider variety of applications."

Adding to Yaws' initial release offering more than 5,000 inorganic and 34,000 organic substances as well as 293,000 records, the database now includes an additional 90 tables and 5,000 records of property data for mixtures, refrigerants and miscellaneous solids and liquids. Notable additions:

- **Physical and thermophysical properties of mixtures**, including densities of aqueous solutions and total pressures of aqueous solutions.
- **Thermophysical properties of superheated, saturated and subcooled fluids** over a range of pressures and temperatures including vapor pressure, densities and volumes, surface tension and compressibility factors.
- **Thermodynamic properties of superheated, saturated and subcooled fluids**, over a range of pressures and temperatures including internal energy, heat capacity, enthalpy, entropy at constant volume of liquid and of gas.
- **Transport properties of superheated, saturated, and subcooled fluids**, including speed of sound, Joule-Thomson coefficient of liquids and gases, thermal conductivities, and viscosities.
- **Thermophysical properties of refrigerants**, including vapor pressure, densities, volumes, surface tension and compressibility factors.
- **Thermodynamic properties of refrigerants**, including internal energy, enthalpy, entropy and heat capacity.
- **Transport properties of refrigerants**, including speed of sound, thermal conductivity,

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viscosity, Prandtl number, and Joule-Thomson coefficient.

- **Thermodynamic and transport properties of solutions and miscellaneous solids and liquids**, including R-value, heat capacity for miscellaneous solids and miscellaneous liquids, thermal conductivity for building and insulation materials, various stainless steels and pure metals and alloys, and viscosity of aqueous solution for inorganic and organic compounds.

Yaws' Critical Property Data closely follows the content in Section 2 of Perry's tables, the most frequently used section of Perry's on Knovel. However, Yaws' database provides information in a format that's easier to use, more discoverable and interactive. Features of this database include:

- Interactive graphs providing visualization of data points and the ability to calculate and plot additional data values as functions of variables such as temperature and pressure.
- Interactive tables with sort and filter capabilities, allowing for easy assessment and comparison of data.

"Chemical engineers have been using Perry's as their chemical properties resource for decades, but there is a need for chemical properties resources that offer usability and interactivity enhancements," said Dr. Vadim Lvovich, President, Electrochemical Sciences Consulting. "The scheduled updating and advanced features of The Yaws' Critical Property Data for Chemical Engineers and Chemists clearly separates it from its competition and ensures that engineers always have the most up-to-date information on chemical properties."

This is the second release of Yaws' Critical Property Data for Chemical Engineers and Chemists, part of Knovel's [Critical Content line](#). Additional properties and substances will be added over time. For more information, contact your Knovel Account Representative or Knovel Customer Support at +1.866.324.5163.

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More Efficient and Easier ZW3D 2013 CAD/CAM to Arrive with Special Offer

10 January 2013

ZWSOFT today announced that ZW3D 2013 will soon be launched in March. The launch is accompanied with a great offer that if users purchase ZW3D 2012, they will receive an upgrade to the 2013 version with no additional cost between January 10th and the date when [ZW3D 2013](#) is launched. The offer's aim is to help more customers enjoy the convenience and efficiency brought by ZW3D at a favorable price.

Free your imagination from all limits

[ZW3D 2012](#) has received high recognition from customers worldwide: "ZW3D gives me unprecedented freedom and flexibility in my designs, the only limit is my imagination." said Stefan Varga, a designer at [Grabcad.com](#).

Most customers who use ZW3D for the first time are impressed by the simple and powerful operations as well as its high performance in hybrid modeling. The engineers of ZWSOFT are continuously working on improving customer experience.

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ZW3D 2012 has met many designers' need, while [the upcoming 2013 version](#) will take the design experience further:

- **A 30% Reduction in Design Circle** [The 2013 release](#) offers users better visual effects, optimized modeling & assembly performance, friendly sketch and a simplified workflow in an efficient CAD module, including up-to *10 times* faster history replay.
- **Easier to use Machining** The intelligent CAM module makes machining easier and safer, which tremendously enhances the workflow and reduces design errors before production.
- **Easy and Effective Mold Design** The new mold module of ZW3D 2013 enables users to freely customize their designs, including sprue gates, runners, mold bases and other mold standard parts. "Mold design has never been so easy before." Stated Colin Lin, ZW3D Technical Manager. "We want to make that the software is as easy to use as possible for our customers, so that more time and effort can be focused on creative ideas."

Buy ZW3D NOW, and enjoy a free upgrade to ZW3D 2013

From January 10th to the date when ZW3D 2013 is launched, customers who purchase ZW3D 2012, including the Lite version, Standard version, Professional version, Premium version, 2X Machining, 3X Machining and 5X Machining, can upgrade to ZW3D 2013 for free. You can [click here](#) to submit your request or email us at sales@zwsoft.com.

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New EMC VSPEX Solution Transforms Virtualized Microsoft SharePoint Environments

10 January 2013

[EMC](#) Corporation announced new EMC [VSPEX](#) Proven Infrastructure configurations optimized for virtualized Microsoft SharePoint environments. VSPEX provides customers the power to choose the hypervisor, server, and network technology they prefer to go along with EMC's [VNX](#)[®] and [VNXe](#)[®] unified storage and EMC [Data Domain](#)[®], EMC [Avamar](#)[®] and EMC [NetWorker](#)[®] backup and recovery solutions to address the uniqueness of their SharePoint environments. The simple, efficient and flexible VSPEX for SharePoint configuration can scale from 1,000 users up to 10,000 users and can be used with all of the private cloud solutions in the VSPEX catalog. Since its April [2012 launch](#), EMC partners have sold hundreds of VSPEX, which offer a wide variety of configurations enabling channel partners to accommodate a diverse range of customer deployment preferences. Today EMC also announced updates for all 14 of the original VSPEX [configurations](#) to ensure customers can choose from the latest technology when deploying their VSPEX, as well as an online education and sales enablement center and simplified technical documentation for partners.

Organizations implement SharePoint to improve internal and external productivity and collaboration. For many customers, SharePoint is often deployed in a highly distributed model that can result in significant data growth, management complexity and isolated islands of information and infrastructure. VSPEX Proven Infrastructure for virtualized SharePoint environments enables customers to confidently consolidate or deploy new SharePoint environments and leverage the power of virtualization to lower costs and simplify management. VSPEX includes EMC's award-winning unified storage systems,

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which [according to IDC¹](#) are most preferred by SharePoint customers over other vendors.

Available in early 2013 exclusively through partners in the EMC [Velocity](#)TM partner program, the new EMC VSPEX for SharePoint simplifies infrastructure design and deployment so partners can focus on rapidly consolidating existing or deploying new SharePoint environments for their customers. VSPEX enables EMC and Microsoft's mutual customers to take advantage of the power of SharePoint so they can more quickly respond to business and competitive requirements.

VSPEX in Virtualized SharePoint Environments: Efficient, Easy to Manage, Powerful

VSPEX Proven Infrastructure for virtualized SharePoint is designed for customers looking to consolidate storage and infrastructure and lower costs associated with SharePoint use cases such as Document Repository (file shares replacement) and Enterprise Content Management. With VSPEX, customers can realize greater efficiency, flexibility, higher availability, faster and simplified backup and recovery and reduce TCO. VSPEX provides Microsoft customers and others a choice of industry leading virtualization technologies for their private cloud Infrastructures.

EMC unified storage solutions deliver predictable performance and significantly reduce the planning, sizing and configuration burdens of adopting a private cloud environment. EMC backup and recovery solutions leverage industry-leading deduplication technologies to significantly reduce backup storage requirements and enable fast, reliable data protection.

Validated in tests and studies conducted by EMC and leading industry analyst firms, these technologies combined in VSPEX can help users in virtualized SharePoint environments:

- tune SharePoint storage performance in 80% less time
- shorten SharePoint provisioning by 4X with EMC Storage Integrator (ESI)
- accelerate SQL Server transactions per second by 4X
- cut time to manage backup by 81%
- reduce backup storage by 10-30X

EMC Extends VSPEX Value for Customers and Partners with Enhanced Solutions, New Enablement Center, and Simplified Technical Documentation

- **New Technical Integration** – To ensure customers can choose from the latest technology when deploying their VSPEX EMC announced today that the original VSPEX Private Cloud and End User Computing solutions are now updated with VMware vSphere 5.1, Windows Server 2012, EMC FASTTM Cache, EMC FAST VP, and specific to the VSPEX End User Computing solutions, RSA SecurID[®] two-factor authentication. Click [here](#) for a complete list of the latest VSPEX offerings.
- **New Online VSPEX Enablement Center for Partners** – EMC Velocity partners can now easily access information about becoming a VSPEX-enabled partner. Current VSPEX-enabled partners can use the [enablement center](#) to help identify the best solution to address customer challenges, as well other resources to support their VSPEX sales and development efforts such as

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reference architectures, solution overviews, training, vLabs, and instructional videos.

- **Simplified VSPEX Technical Documentation** – Technical documentation for the VSPEX Private Cloud and VSPEX End User Computing solutions are now delivered as a single document – The VSPEX reference architecture, sizing guide and deployment guide are now a single document that can be accessed on EMC Community Network [here](#).

Nigel Farr , Client Services Director, Equiniti ICS: "Consolidating and virtualizing SharePoint and other mission-critical applications on an EMC VNX unified storage solution has helped Equiniti ICS deliver our hosted services customers improved performance, agility, reduced costs, increased data protection, and rapid recovery. EMC's ability to address our quality of services requirements has also enabled us to provide these customers with a confident solution that's simple and efficient. Solutions like VSPEX will make our future deployments easier."

Tony Jimenez , President & CEO, [MicroTech](#): "SharePoint is a mission-critical application that our customers rely on for many things, such as sharing ideas and expertise so they can make the right decisions for their business. All of this collaboration results in data that needs to be managed, secure, and highly-available in the cloud. Our customers like VSPEX because it's simple, efficient, and it gives them the flexibility they need for their unique IT requirements. Another added benefit is that the customer can rely on their value-added reseller to configure a customized, complete VSPEX solution that can be deployed in no time. We believe VSPEX will gain significant momentum in virtualized SharePoint environments because it's based on EMC unified storage and backup and recovery technologies that can help them significantly reduce backup storage and tune and provision SharePoint in less time."

Jeremy Burton , Executive Vice President, Product Operations and Marketing, EMC Corporation: "EMC VSPEX is a simple, efficient, and flexible reference architecture optimized for the most popular use cases for customers moving to cloud computing. Virtualized SharePoint has become a mission-critical application and therefore needs to be managed and protected – the new EMC VSPEX for SharePoint enables customers to accelerate their IT transformation with faster deployments, simplified management, backup, and storage provisioning while decreasing data volume, lowering the cost and complexity of management as well as data security and governance risk."

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Visual 2000 Expands PLM Mobility and Interaction with Next Generation iPad App

8 January 2013

Visual 2000 International Inc. (<http://www.visual-2000.com>) announces general availability of Visual Viewer™ Version 2, a groundbreaking PLM mobility app for the iPad®. Following just months after the inaugural release, the latest developments decidedly expand the original viewing, presentation, and sharing capabilities of the app to provide more robust PLM interaction for a broader range of authorized mobile executives, operations, and sales teams. In addition to searching and viewing product catalogs, images, colors, and other key product information, these professionals can now use the iPad mobile

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device to navigate PLM tabs to add, edit and save select product information inside the popular Visual PLM.net® product lifecycle management solution.

“This advanced level of PLM mobility gives teams the power to comfortably and securely view, add, and edit product information while on the go,” noted Charles Benoualid, Visual 2000 Vice President of Research and Development. “Visual Viewer enables fashion companies to more fully leverage the centralized information and collaboration benefits of PLM by providing the always-on access that they need to succeed in this fast-paced business.”

Visual Viewer 2.0 is available in the Business category at the App StoreSM. Using the free app, password-enabled users will also be able to email product catalogs and other information to any contacts in their mobile device. An optional plug-in is also available for Visual ERP.netTM that allows secure access to up-to-date inventory information and availability.

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