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CIMdata News

PTC Live Global 2013: a CIMdata Commentary

20 June 2013

Key takeaways:

- *Technology, globalization, and innovation are remaking manufacturing and driving a new Industrial Revolution with smarter products and design-anywhere, build anywhere, service-anywhere initiatives*
- *Services innovation in conjunction with product innovation or on its own can be a compelling strategy for achieving superior competitive and financial performance*
- *PTC announces support for Creo virtualization beginning with five key apps, including Creo Parametric and Creo Direct*
- *PTC teams with Stratasys to develop a user-friendly environment for 3D printing*

On June 10 and 11 PTC held their annual user meeting, PTC Live Global 2013, in Anaheim, California. CIMdata attended the analyst and press portion of the event. PTC reported that overall there were about 1,900 attendees from 466 companies across the globe. The meeting is a major event for PTC’s users to gain an understanding of PTC’s continuing strategies as well as to hear other users discussing how they employ PTC’s products and services.

A Compelling Vision and Strategy

In his keynote presentation, Jim Heppelmann, PTC President & CEO presented his vision of seven “forces” impacting companies into the future:

CIMdata PLM Late-Breaking News

1. Digitization—all product development information is digital
2. Globalization—business is done in a shrinking digital world driven by connecting technologies
3. Regulation—all kinds of regulations and compliance issues complicate product development (government, non-government, between customer & supplier)
4. Personalization—regional and personal preferences drive product design and creation; companies have to balance one-offs vs. production scalability; taking companies to platform-based, highly configurable products
5. Software-Intensive Products—all product companies are becoming software companies; mechanical variability is difficult to achieve, software variability is much more flexible and can more readily satisfy that last 10% of customer specific preference
6. Connectivity—everyone is connected, we live surrounded by the internet of things
7. Servitization—companies are driven to bundle more services with products as customers increasingly expect to receive a high level of value continuously throughout their product experience lifecycle

PTC's message is that these interdependent forces drive a new paradigm of industrial competition. Thus, responding to them will enable new, advantageous levels of product and services innovation, delivering a superior product within a superior customer experience. This compelling perspective was communicated with clarity and consistency by PTC leadership and it is apparent that they are focusing their product strategy to deliver this new competitive paradigm to their industrial customers. CIMdata concurs that all seven forces are at work in the product development market and that manufacturing companies are best served by close attention to each.

CAD on a Virtual Desktop

Brian Shepherd, Executive Vice President, Enterprise Segments, and Mike Campbell, Executive Vice President, CAD Segment, then took the stage to announce that Creo design and analysis products will be available in a Virtual Desktop environment. The initial release will include five of the Creo apps including Creo Parametric, Creo Direct, Creo Layout, Creo Options Modeler, and Creo Simulate in a Creo 2.0 maintenance release at the end of June. The Virtual Desktop approach is made possible on an IBM server through a Citrix and nVIDIA-powered integration. During their presentation they noted that PTC was not hearing requests for "CAD in the cloud" as reported by some of their competitors. The introduction of virtualization harkens back to the days of mainframe CAD but offers interesting benefits to customers who want to reduce IT costs and simplify software updates.

In an additional announcement, Mike Campbell explained PTC efforts to improve Creo interaction with foreign CAD data. The software can now work directly with non-Creo CAD data without forcing a data conversion to the Creo format unless the user makes an edit. The user is warned that they have requested an edit and if the user continues, a Creo copy of the data is generated and a link is established between the Creo copy and the foreign data using PTC's Topology Bus technology that was first introduced when PTC integrated CADDS with Pro/ENGINEER. CIMdata applauds this step forward in easing the burden on users who must work in a multi-CAD environment and encourages PTC to continue to improve Creo's interaction with foreign data.

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Research on Market Shifts and Industry Responses

It is always interesting to hear companies present their visions of how product development will work in the future. It is much more compelling when they undertake research that helps people understand what is driving companies to change the ways in which they work. Research sponsored by PTC and undertaken by global economic research firm Oxford Economics into how people perceive global changes in manufacturing was presented by Mr. Louis Celi, President, Americas at Oxford Economics. This research offers some very good perspectives on the external market shifts influencing manufacturing firms. Economic realignment due to the slump in world trade and the rise of emerging markets led the list. These economic pressures were followed closely by impacts felt from a shift in technology (most notably mentioned by high profit firms), a shortage in key worker talent, and the growing complexity of supplier relationships. Global competition, increased regulations, and fragmenting customer demand completed the list.

The research also pointed out a few interesting areas that companies are pursuing as part of business process transformation to address these market shifts. One was more emphasis on services for all types of products. This was reported as the second most important driver for improving competitive positioning, following only product strategies and planning. The research showed the importance of service offerings on increasing marginal financial returns. CIMdata believes all manufacturing companies are best served by paying close attention to how their own company fares with respect to each of these focus areas.

3D Printing: A Hot New Trend in CAD Technology

On the second day of the user conference, PTC announced a new 3D printing support strategy jointly with Stratasys. The two companies are developing software that is intended to alleviate many of the problems users encounter with current 3D printing functions, including preparing CAD models to be printed, tools to validate the data for various printers, expanding the data used beyond the limitations inherent in STL, and creation of print packages (similar to a PDF file) that can be sent to a 3D print service. Igal Kapstan, PTC's Vice President of Solutions Management indicated that other 3D printing vendors will be able to integrate their product by interfacing to the PTC-Stratasys approach. He also stated that once PTC delivers their solution "All geometry manipulation will happen in an associative 'parallel' session without any changes to the original data." CIMdata welcomes the approach. It has the potential to alleviate countless issues and frustrations that arise in current approaches when STL data is sent to a 3D printer and the print fails.

A Successful Event

PTC Live Global 2013 should be deemed a success for PTC. Upwards to 72 user presentations joined over 150 PTC training sessions to help educate and excite the user audience. PTC took a more customer focused approach in their agenda than in previous years. They packed the opening session with presentations from customers highlighting the use of Creo 2.0 and Windchill 10.0 in their product developments. CIMdata appreciates this user focused approach to deliver a vendor's message. Hearing a user speak of the benefits they have gained from the use of a product is much more credible than a vendor sales pitch.

About CIMdata

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Rethinking Application Support: a CIMdata Commentary

19 June 2013

Key takeaways:

- *PTC Global Support has been re-engineered to align with customers' needs based on extensive customer feedback*
- *PTC's support offerings can be personalized for individual users via a new web portal, and include pro-active, social components*
- *Support is embedded within PTC software to provide quick access to traditional support features as well as the capability to provide contextually-relevant answers delivered within the application*

Software Support Drives Full Value of PLM

Developing a product, bringing it to market, and supporting it through its operational life are at the core of a product company. Applying the latest Product Lifecycle Management (PLM) enabling technology ensures that the latest and most complete product related information is captured and managed using the applicable control processes throughout the product's lifecycle. But ensuring that a company is receiving the full value from its PLM software investment is not a one-time event; it's a continuous process. To deliver short- and long-term value to individual users and their business organizations, all of the appropriate software enhancements, diagnostic assessments, technical best practices, and technical resolutions must be utilized properly throughout the lifecycle of the PLM applications.

Just as manufactured products have a lifecycle, so, too does the PLM enabling software that supports them. Software solution providers offer support services to ensure their customers will receive the expected return on their software investment. But "maintaining" software today is not strictly about reactive fixes. A PLM environment, when managed well, is a source of competitive differentiation. Therefore, customers expect the applications to support their business requirements, and that their IT departments and administrators will be able to effectively utilize the solution to drive out inefficiency and reduce system costs.

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Unlike manufactured products, software has the advantage of being able to deliver incremental improvements in new releases. Updating PLM software can be a complex process due to technology dependencies or organizational structures. Ensuring that software updates, enhancements, and data migrations are well planned, tested, and implemented are potential sources of strain on the production environment and a potential source of cost overruns. Good, comprehensive support services can mitigate these issues.

At CIMdata we believe that understanding and preventing the sources of customer trouble is a key competency for PLM solution providers who want to support their customers effectively. The most significant capabilities are those services that help customers avoid issues in the first place. Assessment, system monitoring, training, and knowledge sharing tools are key to delivering a robust, complete support solution that allows the customer to quickly and efficiently research and locate their own resolutions without having to engage the solution provider in troubleshooting cases.

The Evolution of Support Services from PTC

PTC made a major investment in transforming its PLM support organization to provide an improved customer experience. To emphasize a broader customer perspective centered on how to help customers maximize the value of their PLM technologies, PTC invested in 3rd-party research and customer feedback to uncover the real value customers seek from their software support services. CIMdata applauds the use of a 3rd-party to validate customer requirements while minimizing bias. A key result of this effort included the formation of a customer council whose primary contribution resulted in the development of a new online support experience.

Support Services Aligned to Customer Goals

In mid-January 2013, PTC announced a new positioning of its support services. The purpose was to emphasize services and enhanced features that are designed to improve the support experience with PTC PLM applications. Table 1 presents customer goals and challenges and how PTC's support services map to those requirements to meet them.

Table 1—Alignment of PLM Goals with Support Services

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Your IT/Admin Goals	Challenges to Goals	Meeting Those Challenges	Related PTC Support Services
Maximize Productivity	System Downtime	Adopt the latest software releases to avoid incompatibilities, implement code fixes	> Software Releases: major, maintenance and security updates
	Over reliance on experienced internal personnel	Immediately leverage vendor technical assistance to expedite diagnosis and resolution	> Support Desk: Case Management; ISO-certified process > Self-Guided Support: online; personalized > Premium Services: Technical Account Manager; Onsite; Senior Support Engineers
Optimize System Performance	Upgrade & Migration Delays	Upgrades and Data Migration projects help optimize system performance. Planning well in advance, with the vendor, and leveraging best practices and vendor tools are keys to success.	> Support Desk: Integrated R&D support > Self-Guided Support: online; personalized > Premium Services: Technical Account Manager; Onsite; Senior Support Engineers; Upgrade and Migration Specialists
	Slow / Reduced Performance	Specialized monitoring tools and regular implementation of maintenance releases are proactive solutions to ensure maximum system performance and avoid technology incompatibility that impacts performance.	> Software Releases: major, maintenance and security > Support Desk: System Monitoring Tools
Control Costs	User Downtime	Access vendor resources to plan and test, well ahead of changes to the production environment. Production changes may best take place on a weekend to avoid peak user hours	> Support Desk: Planning and Diagnostics > Software Management: Update Advisor Tool > Premium Services: Planned Weekend Support
	Application Customizations	Move to current releases with more OOTB functionality to reduce internal personnel time spent supporting application	> Software Releases: major
Reduce Risk	Data & IT Vulnerability	You need ongoing updates including maintenance releases and security updates to reduce risks to the business like downtime, data loss, and system performance issues.	> Support Alerts: Technical, personalized alerts; <i>Support Advisor</i> email > Software Releases: maintenance and security updates
	Unsupported IT Environments	You need ongoing updates including maintenance releases and security updates to reduce risks to the business like downtime, data loss, and system performance issues.	> Support Alerts: Technical, personalized alerts; <i>Support Advisor</i> email > Software Releases: maintenance and security updates

New Customer Expectations

A second dimension of the PTC support transformation was responding to customers' changing expectations regarding their interaction with PTC and the manner in which they would like to receive service and support information. To meet these expectations, PTC focused on making the delivery of their support services personalized, proactive, social, and integrated. PTC is focusing on the right areas for improvement, and CIMdata expects to see continuous improvements in their customer satisfaction ratings as a result of this effort.

Personalized

PTC recently launched a new and award winning eSupport Portal. The Association of Support Professionals recently announced that PTC's site is one of the Ten Best Web Support Sites for 2013. The portal is the 24 x 7 gateway to PTC online support. Personalization is a key aspect of the new portal. The content is moveable and the layout can be customized. The re-design helps improve the speed of document search as well as the management of customer specific cases. Other areas supported by the portal include:

- Product-Specific Documentation
- Case Management
- Article Bookmarks
- Recommended Articles
- Recently Viewed Articles
- Technical Announcements
- Portlet Inclusion / Exclusion
- License / Account Management

The support knowledgebase itself has been completely overhauled with authoring, publishing, and editing conducted in a certified process (using the Knowledge Centered Support methodology) that improves quality and availability of services. Document revisions come from the Technical Support team's constant monitoring of their own use of these knowledgebase articles as well as a customer feedback widget built into each article. CIMdata believes that the social aspect of feedback driving revisions to knowledgebase documents will help to keep the content relevant for a longer time period as well as improve its quality.

PTC's ISO-9001:2008 certified support call centers operate using formal processes to manage customer cases and are fully engaged with PTC's R&D organization. The Support Desk is multi-lingual and uses a single, global database to track all product and service-related information. Support cases are managed throughout their lifecycle from initiation through closure, including escalation, if necessary. To best support companies operating globally, each PTC call center has access to the most up to date information about a case no matter where it was initiated.

Proactive

Software Support is still the most valued component of a support agreement; these entitlements provide new releases, feature and security updates, and also maintenance fixes. Tech Tips, a recently enhanced service, consists of live webcasts that provide "coaching" through direct interaction with PTC product experts. Ensuring that users receive training on the latest features is a common problem at customer sites. CIMdata sees the webcasts as an effective way to quickly, and at a low cost, achieve focused knowledge transfer to specific customers.

Avoiding issues is a key aspect of being proactive. PTC provides multiple alerts to ensure that customers are aware of issues before they are impacted. For example, system monitoring tools are integrated into PTC's PLM solutions so customer administrators know about potential performance issues before they affect production.

Social

The new PTC Global Support includes three types of social interactions: (1) a Twitter feed with bite-sized support alerts; (2) a Windchill blog within the PTC Community site; (3) a product enhancement request tool, called "Product Ideas," that allows customers to interact with other customers. Customers can review all of the submissions and vote for the ones they like best. PTC Product Managers monitor and then regularly provide feedback within the site to identify which ideas may already be in their roadmap and which ones they will consider for the future. CIMdata sees this social interaction as having great potential to help PTC fine tune its product roadmaps and possibly even get breakthrough ideas for product enhancements.

Integrated

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Support information is available directly within PTC's software applications. This allows contextually relevant articles from the knowledgebase to be displayed when and where needed. A menu is provided to enable knowledge base searching and issue logging without leaving the software application.

Support Packaged to Fit Customer Requirements

PTC offers three support packages: GOLD, GOLDplus and PLATINUM. GOLD is the standard level that includes the core support services available including 24 x 5 access to technical phone support.

GOLDplus is a premium service that includes access to a more senior level technical support team and provides 24 x 7 technical phone support.

PLATINUM is the highest level of premium support designed for large, multisite organizations. It includes access to a dedicated team of the most experienced support engineers and onsite support. Platinum customers also benefit from the services of a Technical Support Account Manager who can guide them and the PTC Technical Support teams through priorities and goals to ensure day-to-day and project success.

Conclusion

In every business market, there are many ways to provide value. Just being a leader in technology, reliability, price, or any single metric is not enough to be a market leader. Customers expect world-class support and service that enable them to get the most value from their software and technology investments not just when the software is acquired but throughout the lifecycle of the application. In addition to supporting their business goals they also expect the services to use modern technology, be easy to use, and always be available.

PTC has made a significant investment in revamping their support offerings to ensure they provide more than just maintenance and defect fixes. They want to deliver the support expected by their customers and help them achieve the most from their investments in PTC and its solutions. The customer portal provides easy 24 x 7 access to available services, and the new and updated support structure and capabilities help customers use PTC's products more effectively to develop better products faster at lower cost.

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The Experience Economy: An Update on Dassault Systèmes: a CIMdata Commentary

20 June 2013

Key takeaways:

- *Dassault Systèmes has made significant progress in refining and implementing their Industry strategy*
- *Many of their new 3DExperiences key off influencers, standards groups, and existing players in some industry segments, potentially helping these solutions better fit into these industries*
- *Dassault Systèmes needs to do a better job updating the world on how their acquisitions fit into their portfolio, and how they will help move the company forward*

Dassault Systèmes (DS) held their annual Industry Analyst event on June 11-13 in Vélizy, France at their global headquarters. The agenda included briefings from the executive team and then focused in on their work related to their industry segments.

Passionate as always, Bernard Charlès updated the analysts on the company strategy. This message has been honed over the last year, and even the last six months since the 3DExperience Forum in Las Vegas. One phrase used throughout the day (and at other recent DS events) was “connecting the dots.” The goal? According to Charlès, it is using “the virtual universe to improve the real one.” This is consistent with their previous “lifelike experience” messaging, but DS claims to be in the “post PLM” era, one focused on serving an “experience economy” to help their customers better reach their clients. This move to solving business problems through the judicious use of appropriate technology is a big change for a technology-focused company like DS. (SAP tried to do this in their messaging around “Value Scenarios” a few years ago, but the change did not stick.) As discussed in previous CIMdata commentaries, DS is taking a vastly different approach, reorganizing the whole company to serve twelve industry masters, with each industry segment receiving what it needs from marketing, sales, market and competitive intelligence, and other functions, served by a central Research & Development organization providing the technology engine. To feed this engine, DS has continued to make both large and tuck-in acquisitions over the past year, continuing a pattern that led Charlès to claim that DS has invested over 2 billion Euros since 2004 to reach this point. (One wonders how much he will invest in the next 20 years that he claimed he will work until he retires.)

Monica Menghini followed Mr. Charlès with an update on their focus on experiences. She emphasized that this was much more than positioning, but a radical rethinking of how to best serve their customers and their clientele. Menghini described how DS used value stream mapping with lead customers to identify the areas with the biggest bang for the euro, and then have set off to construct “3DExperiences” to deliver that value. Most of the presentations that followed laid out this vision, and the current reality, in a wide range of industries.

Some industries are well along the path, and others are just getting started. Overall, CIMdata was very

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impressed with the progress DS has made over the last 12 months. The strategy and implementation are coming together nicely, and some of the emerging experiences look quite promising. Of course, we would love to talk to some customers about their feelings about the new offerings, but hopefully that will come over time. Based on this initial look, some of the experiences are potentially differentiating, which of course is the major point (or a major point) of the DS strategy.

One thing really stood out. Openness is a word much used in the PLM market, an area in which DS has received some criticism over the years. In fact, all PLM solution providers have their strengths and weaknesses in this area. In CIMdata's 2011 PLM Industry Review and Trends Report, we highlighted a key requirement for long-time PLM competitors moving into new industries: they need to recognize and determine how best to deal with the "incumbents" in that industry. This word is in quotes, because it is more than just the existing solution providers. It also includes influencers, standards bodies, and others who have roles in the economy in that segment. From the industry presentations, it was clear that DS has internalized this requirement and is taking significant steps to address it in each industry. A good example is the need for DS to integrate with existing players, such as Autodesk Revit and Oracle Primavera in Energy, Process & Utilities (EPU). Another form of connection to other applications and data sources that will be critical will be provided by two relatively recent acquisitions, Exalead and Netvibes. Exalead, a search engine firm acquired by DS in 2010, will help them harvest and reuse data from the Web, other enterprise systems, and just about any other electronic data source. Netvibes, a 2012 acquisition, also had experience harvesting information, but they added the ability to quickly develop portals to deliver that information to decision makers in many different industries. In combination, these strategic moves could help DS in achieving their industry strategies, both in traditional PLM strongholds like Transportation and Mobility, and the emerging industries that DS, and their other major competitors, see as opportunities for expansion, e.g., consumer packaged goods and retail, footwear and apparel (RFA).

On the other hand, there are some acquisitions that clearly play strategic roles that need more prime time exposure. From our industrial consulting work, we know that Intercim, another 2011 acquisition, is being used to great effect in aerospace and other industries, and is part of the new emphasis on Operational Intelligence (OI) that was only briefly mentioned in this session. OI was also discussed in the management call about their most recent acquisition, Apriso. We hope that the world hears more about this move and its ramifications for DS and the PLM economy. A similar comment could be made about Enginuity, which filled a hole in the DS portfolio in formulation PLM, but has not been heard of since it was acquired. Of course, this solution will have a big role to play in the consumer packaged goods (CPG) industry, and our understanding is that it is just about ported to the ENOVIA platform, an important milestone.

Overall, this was a very good event, with significant progress demonstrated across the industries they presented. Next year, we look forward to hearing about how customers have adopted and used these solutions to reach the business objectives and value identified by DS that led to their creation. Achieving these benefits will help demonstrate the values possible through a focus on the experience economy.

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Acquisitions

Stratasys to Acquire MakerBot

19 June 2013

Stratasys Ltd. and MakerBot, a leader in desktop 3D printing, announced the signing of a definitive merger agreement whereby privately held MakerBot has agreed to merge with a subsidiary of Stratasys in a stock-for-stock transaction. MakerBot, founded in 2009, helped develop the desktop 3D printing market and has built the largest installed base of 3D printers in the category by making 3D printers highly accessible. The company has sold more than 22,000 3D printers since 2009. In the last nine months, the MakerBot *Replicator 2* Desktop 3D Printer accounted for 11,000 of those sales.

The combination of these two industry leaders is expected to drive faster adoption of 3D printing for multiple applications and industries, as desktop 3D printers are becoming a mainstream tool across many market segments. Upon completion of the transaction, MakerBot will operate as a separate subsidiary of Stratasys, maintaining its own identity, products and go-to-market strategy. The merger enhances Stratasys' leadership position in the rapidly growing 3D printer market, by enabling Stratasys to offer affordable desktop 3D printers together with a seamless user experience. The merger is expected to be completed during the third quarter of 2013; and it is subject to regulatory approvals and other conditions customary for such transactions.

The MakerBot 3D Ecosystem drives the accessibility and rapid adoption of their desktop 3D printers. It includes Thingiverse.com, the largest collection of downloadable digital designs for making physical objects, and which is empowered by a growing community of makers and creators. The MakerBot 3D Ecosystem also includes MakerWare software, MakerCare service, MakerBot Filament, the MakerBot Retail Store, the MakerBot 3D Photo Booth, and strategic partnerships with Autodesk, Adafruit, Nokia, OUYA, MoMA and Amazon. MakerBot recently announced it will further extend its 3D Ecosystem with the MakerBot Digitizer desktop 3D scanner.

MakerBot's products are increasingly used by prosumers, including engineers, designers, architects, manufacturers, entrepreneurs and individuals, for professional purposes, as well as for personal applications. Bre Pettis, CEO and co-founder of MakerBot, will continue to lead the company. Pettis is a leader in the 3D printing industry, with a mission to drive further adoption of the company's products.

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"MakerBot's 3D printers are rapidly being adopted by CAD-trained designers and engineers," said David Reis, Stratasys CEO. "Bre Pettis and his team at MakerBot have built the strongest brand in the desktop 3D printer category by delivering an exceptional user experience. MakerBot has impressive products, and we believe that the company's strategy of making 3D printing accessible and affordable will continue to drive adoption. I am looking forward to working with Bre," added Reis.

"The last couple of years have been incredibly inspiring and exciting for us," noted Pettis. "We have an aggressive model for growth, and partnering with Stratasys will allow us to supercharge our mission to empower individuals to make things using a MakerBot, and allow us to bring 3D technology to more people. I am excited about the opportunities this combination will bring to our current and future customers."

Transaction Details

Under the terms of the merger agreement, Stratasys will initially issue approximately 4.76 million shares in exchange for 100% of the outstanding capital stock of MakerBot. The proposed merger has an initial value of \$403 million based on Stratasys' closing stock price of \$84.60 as of June 19, 2013. MakerBot stakeholders also qualify for performance-based earn-outs that provide for the issue of up to an additional 2.38 million shares through the end of 2014. The proposed earn-out payments have an initial value of up to \$201 million based on the Stratasys closing stock price as of June 19, 2013. Those payments, if earned, will be made in Stratasys shares or cash (in an amount reflecting the value of the Stratasys shares that would have otherwise been issued at the relevant earn out determination date), or a combination thereof, at Stratasys' discretion. The merger is expected to accelerate Stratasys' growth rate and be slightly dilutive to Non-GAAP earnings per share in 2013, and accretive to Stratasys' Non-GAAP earnings per share by the end of 2014.

Operating Structure

Stratasys intends for MakerBot to operate as a separate subsidiary, preserving its existing brand, management, as well as the spirit of collaboration it has built with its users and partners. Together with Stratasys, MakerBot will continue to innovate, expand its product offering, provide attentive service to its users and make more 3D printing content available through Thingiverse.com.

Upon completion of the merger, Stratasys and MakerBot will jointly develop and implement strategies for building on their complementary strengths, intellectual property and technical know-how, and other unique assets and capabilities. The opportunities could include accelerating MakerBot's reach by leveraging Stratasys' global infrastructure; cross-promotion of products into the installed base of the combined companies; and leveraging Stratasys' extensive know-how in Fused Deposition Modeling (FDM) to benefit MakerBot's product line.

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Company News

AMC Bridge and Sight Power Sign Partnership Agreement

19 June 2013

AMC Bridge, a provider of software development services in the areas of engineering, manufacturing, data and product lifecycle management, and [Sight Power Inc.](#), global provider of turn-key solutions for automated spatial data storing, processing, and visualization signed an agreement to form a strategic partnership.

As noted by Igor Tsinman, President of AMC Bridge, “Both sides recognized the advantages of bringing together the unique expertise of the teams in their related fields. With this alliance AMC Bridge will be better positioned to offer our clients the level of technology and services that was not earlier possible”.

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Arena Ranked Top 10 PLM Solution

20 June 2013

Arena has been ranked as a [Top 10 PLM solution provider by Business-Software.com](#). Arena was recognized as the only cloud-based solution to make the list and was also voted as the most affordable.

"Arena is delighted to be recognized as one of the top 10 PLM solutions in the market," says Kent Killmer, Arena's vice president of marketing. "Rare is the case when the perfect storm comes together where a cloud SaaS provider is recognized for being affordable and yet still possessing leading edge technology to drive market functionality beyond feature-parity. This award validates our mission whereby Arena's cloud-based PLM solution is both cost-effective for innovative startups and yet robust enough to satisfy the demands of a global enterprise."

Arena's wide-ranging marquis customers, which include GoPro, Beats by Dre, Fitbit, Lytro, SiriusXM, and SunLink, depend on Arena's patented cloud-based PLM solution to streamline the manufacturing process to efficiently design innovative products and ship them to market quickly. Arena's Spring 2013 product release included significant new functionality designed to offer Arena PLM customers — including a growing number of larger companies — new capabilities around IP control and better visibility into their entire product lifecycle.

"Our new features deliver on the promise of cost savings and ease of implementation offered by cloud-based solutions," says Steve Chalgren, Arena's vice president of product management and strategy. "By broadening our ability to solve more complex problems for our customers, we are achieving a much deeper partnership with companies that range in size from fast-growing startups in need of a scalable solution, to larger customers with sophisticated challenges. We've become the de facto PLM of choice

CIMdata PLM Industry Summary

for innovative manufacturers in Silicon Valley.”

Arena’s PLM solutions have helped manufacturers of all sizes realize the benefit of manufacturing in the cloud by providing customers up to 70% reduction in ECO cycle times and a 20% reduction in time to market. Arena helped Sierra Wireless streamline its supply chain processes so dramatically, they were able to release 173 new products in the first year.

Chalgren describes the Spring 2013 release as the first in a number of steps intended to expand Arena PLM’s market attractiveness. Says Chalgren, “We’re happy to be recognized as a Top 10 PLM provider, but our goal — via our commitment to delivering superior cloud PLM features— is to be acknowledged by the industry as the TOP of the Top 10.”

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Autodesk Inks Agreement with Turkey’s Ministry of Education

17 June 2013

[Autodesk, Inc.](#) has signed a four-year agreement with Turkey’s Ministry of National Education, to advance the country’s vocational and technical education system. This nationwide agreement will enable more than 5,000 schools and 1.6 million students to access Autodesk’s professional-grade software. Autodesk is a leader in [3D design](#), engineering and entertainment software.

The agreement was signed in Ankara by Assoc. Prof. Dr. Omer Acikgoz, General Director of Vocational and Technical Education and George Abraham, Head of Emerging Markets Education at Autodesk. The agreement aims to nurture the next-generation of engineers, designers, architects and digital artists in Turkey, by teaching them advanced technologies. Students will have access to industry leading software products such as Autodesk AutoCAD, Autodesk Revit, Autodesk 3ds Max and Autodesk Maya. Autodesk will also provide software training to teachers, and help organize design competitions for students.

Assoc. Prof. Dr. Omer Acikgoz, General Director of Vocational and Technical Education, said, “The ministry’s primary goals are to equip our vocational students with the most advanced skills required by the national and international labor markets, and to coordinate their education in close collaboration with the industry. The advanced technology being provided by Autodesk to our students will be a significant contribution to the quality of vocational education.”

Autodesk’s George Abraham said, “Autodesk’s vision is to help people imagine, design and create a better world. Design has long been a shaper of human progress, and we want students all over the world to have access to the best design tools. We are collaborating with Turkey’s Ministry of National Education to ensure that today’s students make a positive impact on the world through innovation, creativity and smart design.”

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Taylan Dedeoglu, Head of Mediterranean Region at Autodesk, added, “Working with educators and the Ministry of National Education, Autodesk looks forward to developing new learning content for students and teachers. Equipped with Autodesk technology, students across Turkey will have an opportunity to design, visualize, simulate and digitally prototype their ideas in the same way that professionals do worldwide.”

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Delcam Turkiye Introduces Turkish Website to Promote CADCAM Software

21 June 2013

Delcam Turkiye, the subsidiary in Turkey formed by Delcam last year, has introduced a Turkish-language website, www.delcam.com.tr, to promote the company’s CADCAM business in the country. The site includes details on the range of software and the support services provided by Delcam Turkiye and its resellers in the country.

Work is now under way to translate Delcam’s software into Turkish. Turkish-language versions are already available of the PowerMILL CAM system for high-speed and five-axis machining and the ArtCAM artistic CADCAM software, with translated versions of the other Delcam programs in progress.

Delcam Turkiye, which is staffed by local experts in CADCAM technology, was founded in Istanbul last year. Together with its resellers in the country, it has produced an increase in sales in Turkey of more than 50% in the first four months of 2013 compared to the same period last year.

Turkey has been identified by UKTI as one of the most dynamic and attractive markets for UK companies. The Turkish economy is predicted to be the second-fastest growing economy in the world by 2018.

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Ideate, Inc. Expands Tech Expert Team with Four Hires

20 June 2013

Ideate, Inc., an Autodesk Gold Value Added Reseller, announced the Ideate Tech Expert Team has been expanded with the hiring of four technical experts. Ideate is also currently seeking qualified candidates for additional positions.

“We are delighted to help our architectural, engineering, and construction customers achieve their greatest possible success through application of advanced design solutions and expert training,” says Bob Palioca, President. “These four Ideate Tech Experts bring essential skills in especially fast-

CIMdata PLM Industry Summary

advancing solutions.”

To support the Ideate mission, the Ideate team of technical experts is a unique blend of architects, designers, and civil engineers; professionals with years of experience in their respective industries.

AEC Application Specialist Sash Kazeminejad, LEED AP, Ideate, Portland, Oregon, is proficient in several Autodesk solutions including AutoCAD and Revit Architecture, has worked in project management, IT, and as architectural design staff, and leads Revit workshops. Kazeminejad has taught Building Information Modeling (BIM) at Montana State University (MSU) Gallatin College.

Kate Ming, AEC Application Specialist, San Francisco Bay Area, provides training and support for Civil 3D, AutoCAD, and Navisworks. Her previous work at a multinational company engaged her in general civil design on large infrastructure projects. She is versed in roadway, rail, and utility design. She also has experience with utility demand analysis and Low Impact Development plans.

Bradley Cooley, Ideate Technical Support Dispatcher in the Portland, Oregon office, has a design build services for residential construction and environmental graphics focus in his professional experience. Bradley provides Ideate customer service by phone and online assistance for software installation and functionality.

The Ideate San Francisco office welcomes Jim Cowan, AEC Application Specialist. An Autodesk Certified Instructor (ACI), Cowan is a university curriculum developer, instructor and presenter. His expertise includes solutions interoperability, overcoming barriers to BIM adoption and sustainability issues.

Ideate is growing and looking for talented qualified candidates to join the Ideate Tech Expert Team. Complete details on job descriptions and application process can be found on the Ideate, Inc. Careers page.

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Intergraph® Announces 2014 Geospatial Challenge

19 June 2013

Intergraph® Security, Government & Infrastructure (SG&I) announced its inaugural Geospatial Challenge for students participating in Intergraph's Global Education Program – Intergraph U.

With the rapidly growing geospatial advancements across multiple industries, Intergraph places great emphasis on involving future generations in key problem solving activities to stay ahead of the curve and prepare them for what's ahead.

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In this challenge, students from around the world are asked to submit an abstract describing the scope of a problem, their geographical area of interest, and the dataset(s) and Intergraph solution(s) used. From the abstracts selected, qualifiers will provide a research paper and accompanying video demonstration showcasing how Intergraph software was used to transform their data into actionable information.

Students can enter multiple contest categories based on the platform used (web, mobile or desktop); discipline (GIS or remote sensing); and industry (government, transportation, utilities, communications or emergency response). Intergraph will select winners based on creativity, technique and the tools used.

If a student's submission is selected by the panel of judges, consisting of geospatial executives, partners and attending professors, he or she will receive a \$2,500 travel sponsorship to attend the 2014 HxGN LIVE conference, publication in Intergraph SG&I's Perspectives magazine, a trophy and a free one-year license and waivered maintenance costs for GeoMedia® Professional and IMAGINE Professional® – offerings from Intergraph's Geospatial Educational Desktop Core.

"The Geospatial Challenge is a great way to get students involved and engaged in the software they already have access to with our Intergraph U Education Program," states Kerry Fehrenbach, Vice President of SG&I Global Marketing at Intergraph. "We've designed this contest to help students get a jumpstart on solving today's problems using the latest geospatial software, and it is a useful tool to prepare them for whatever industry they choose to pursue in the future."

All student submissions will be accepted via e-mail to GeospatialChallenge@intergraph.com from November 1, 2013 through January 31, 2014. Winners will be announced March 1, 2014.

Recognizing the increasing importance of a close partnership between academia and developers of leading technology, Intergraph offers robust academic programs for higher education.

Intergraph's Education Program is designed to support the advancement of innovative research and teaching, and ensure the recognition of academic excellence. Intergraph helps prepare students to enter the professional world while facilitating relationships between academia and industry in developing ideas and finding innovative solutions to industry challenges.

To learn more about Intergraph U and the 2014 Geospatial Challenge, visit www.intergraph.com/education.

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New Industry Report Identifies PTC as the Leading Provider of PLM Software to Global Aerospace & Defense Manufacturers

18 June 2013

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With the world's economies still in a cautious mode, aerospace and defense manufacturers view investment in [product lifecycle management \(PLM\)](#) strategies as a way to innovate, differentiate, and drive efficiency into product development initiatives. [PTC](#) today announced it is a leading provider of PLM software to [aerospace and defense \(A&D\)](#) manufacturers, as defined by industry analyst firm CIMdata.

Aircraft manufacturers need to implement ways to modernize their technology infrastructure and business processes to meet rising market demand. Industry experts estimate that as many as 33,000 new aircraft will be delivered to market over the next 20 years due to the need for more fuel-efficient aircraft, the growing world population, and the aging condition of the existing fleet. PLM plays a critical role in helping manufacturers address these demands by bringing new aircraft to market faster and efficiently while delivering the highest level of quality.

Brazil-based [Embraer](#), one of the world's largest aircraft manufacturers, selected PTC PLM technology solutions to help them bring new innovative aircraft to market faster, more efficiently and with the highest levels of quality. Switching from its legacy PLM provider, Embraer is preparing for an expected increase in demand for new, more complex aircraft in the coming years.

"According to our most recent PLM market research, PTC is the market leader in providing collaborative Product Definition management (cPDM) software and services to the A&D market with its PTC Windchill portfolio," said Peter Bilello, president of PLM strategic management consulting firm CIMdata. CIMdata's full 2013 Market Analysis Report (MAR) will be available in early July.

In addition to complex product lifecycles, serviceability and maintainability are ever-increasing concerns for these manufacturers. [Eurocopter](#), an EADS subsidiary, recently expanded its use of PTC solutions to accelerate its service strategy by deploying a new Spares Configuration Data Management (SCDM) system that leverages PTC technology to efficiently manage spare parts across its global service network. This newest initiative expands the relationship between the companies into an area called [service lifecycle management \(SLM\)](#), and directly assists Eurocopter in achieving the growth goals of its service business.

The service function offers manufacturers the opportunity to differentiate their market offerings, strengthen their relationships with customers, and provide a way to increase service revenue within the organization. For many manufacturers, the successful execution of a customer service strategy is critical to achieving overall growth and profitability goals.

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GRAITEC Announces Reseller Agreement with VR CAM Technologies in Malaysia

19 June 2013

[GRAITEC](#) has signed a new business partnership with [VR CAM Technologies Sdn Bhd](#), a company

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located in Kuala Lumpur, Malaysia. The cooperation agreement signed between the two companies entitles VR CAM Technologies to promote, sell and support GRAITEC's 3D BIM Steel Detailing Software, [Advance Steel](#), in Malaysia.

VR CAM Technologies Sdn Bhd is a solution provider for the Civil and Structural engineering disciplines, with focus on structural analysis and design for steel concrete and post-tensioned structures. Since 1996 VR CAM Technologies has grown from strength to strength and is now a formidable organization where the key focus in meeting client interest and offering professional training services is the core ideal. VR CAM Technologies service the Education, Government, Construction, Power and Oil and Gas Industries, with main focus being on Malaysia and minor focus on South East Asia.

VR CAM Technologies' engineers and specialists have experience in structural design for steel and concrete, including post-tensioned/pre-stressed Building and Bridge structures. Their engineers and specialist consultants have up to 15 years design experience and when it comes to training, they provide their clients with training on best practices and on the efficient use of the software they distribute.

Pascal Bergougnou, Managing Director of GRAITEC Pte Ltd (Singapore, Asia Pacific), comments: "I am pleased to welcome VR CAM Technologies into [GRAITEC's network](#). There are many Malaysian companies doing steel structural shop drawing and that are still looking for the right solution."

Sundram Narendra, Managing Director at VR CAM Technologies Sdn Bhd adds: "We are particularly excited by our latest business relationship with Graitec who will be filling in an important hole in our software portfolio. Graitec now provides us and our clients an excellent steel detailing and fabrication solution Advance Steel that will allow us to compete and increase market share for a solution worthy to be positioned as the BEST!"

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HydroChina Zhongnan Engineering Corporation's Standard Design and Application for the Pumped Storage Power Station Project Wins 2012 Bentley Be Inspired Award

18 June 2013

HydroChina Zhongnan Engineering Corporation, a company primarily engaged in the planning, investigation, and design of hydropower and wind-power projects, announced that its Standard Design and Application for the Pumped Storage Power Station project in Zunyi, China, has won a 2012 *Be Inspired* Award from Bentley Systems, Incorporated. The project won in the "Innovation in Power Generation" category. The recipients of the *Be Inspired* Awards are selected by independent panels of jurors comprising accomplished Bentley users and distinguished industry experts. The awards honor the extraordinary work of Bentley users improving and sustaining the world's infrastructure, recognizing outstanding and innovative project achievements in infrastructure design, construction, and operations.

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Commenting on the award presented to HydroChina Zhongnan Engineering Corporation, Anne-Marie Walters, Bentley global marketing director, industrial process and operations, said, “The ‘Innovation in Power Generation’ award category represents power professionals from the largest utility to the smallest rural or municipal utility who work efficiently to produce and deliver energy. They share common goals of improving efficiency, reducing cost, and delivering better customer service while sustaining and expanding aging power generation plants and adding new generation capacity. The category recognizes innovative projects ranging from the traditional fossil fuel power plants to nuclear power stations and renewable energy sources such as hydroelectricity, solar, and wind power.

“HydroChina Zhongnan created standardized designs for large-scale pumped storage power stations, moving from one-off designs for each project to repeatable schemes for power generation units with capacities of 4 by 300 megawatts and 6 by 300 megawatts. The collaborative process produced a 3D information model that will be applied to the design, construction, and management of future pumped storage power stations for a total design cost savings of more than USD 1.57 million for each project. Thousands of man-days for each project will also be saved through a 90 percent reduction in design errors and shortening of project feasibility studies from six months to four months.

“The judges selected this project as an excellent case of true innovation in today’s engineering environment. HydroChina Zhongnan’s approach to standardization in design delivered a substantial increase in business value and return on investment. The changes it implemented on this project resulted in changes on projects already under way, delivering significant cost savings across multiple projects.”

HydroChina Zhongnan Deputy President Lixun Di said, “On behalf of my colleagues at HydroChina Zhongnan, I wish to thank the *Be Inspired* judges for recognizing our project for its many innovations. We are very proud of our work on this standardization project as it is speeding the delivery, as well as reducing the design and construction costs, of pumped storage power stations that provide clean energy to meet China’s growing demand for increased power generation capacity. In addition to emitting almost no carbon emissions, these hydroelectric units help manage energy loads across the power grid, enabling less environmentally friendly coal- and oil-burning power generation plants to operate at peak efficiencies, reducing their carbon emissions of unit power generation capacity. So it is very gratifying to win an award for a project that underscores our corporate commitment to supporting a harmonious environment among nature, people, and the energy needed to fuel China’s economic engine. And I want to thank Bentley for its innovative collaboration and information modeling software that helped us successfully realize our project objectives.”

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MSC Software Provides CAE Technology to Engineering Training Program in Mexico

20 June 2013

[**MSC Software Corporation**](#) is supporting engineering education by providing licenses of its simulation and analysis software to universities in the Mexican province of Guanajuato, the company announced

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today.

Through a collaborative partnership with MSC Software, the Instituto Estatal de Capacitación del Estado de Guanajuato (IECA) will distribute Computer-Aided Engineering (CAE) software licenses including [MSC Nastran](#), [Marc](#), and [Adams](#) to schools throughout Guanajuato that train students in computer-aided engineering for industries such as automotive, aerospace, civil engineering, manufacturing process, and light and mechanical metal industries. [MSC Nastran](#) finite element analysis (FEA) software is widely used in those and other industries to simulate stress/strain behavior, dynamic and vibration response, fatigue life, and nonlinear behavior in real-world systems. The licenses provided have a commercial value of approximately \$1 million.

Guanajuato is a state of almost 6 million people located in central Mexico. Automobile and auto parts production are a major part of the economy, creating a demand for skilled employees. Volkswagen and General Motors are among the automotive companies with facilities in Guanajuato's eight industrial centers.

Students who learn CAE software and methods are able to accurately predict complex product behavior; find design conflicts early in the design cycle when they are easy and inexpensive to fix; reduce design changes; and optimize designs for performance and reliability.

"Training the 60,000 young people who graduate from Guanajuato schools every year will help them find work in any of the eight industrial clusters in the state," said Hector Lopez Santillana of Guanajuato's Sustainable Economic Development Secretariat.

Students will obtain an MSC Software Simulation Certification upon completion of the training process. This ensures that the students understand the principals of simulation based engineering as they progress into industry.

The Guanajuato government has sought support from companies such as MSC Software to give "international scope and character" to its certification program for computer-aided design students.

"We are delighted to work with the IECA on this important and ambitious project," said Dominic Gallello, CEO & President of MSC Software. "Globally there is a shortage of engineers with CAE skills and Mexico is no different. This program promises to well serve the needs of the region which continues to grow at a very rapid rate."

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OPEN MIND holds International Sales & Tech Symposium

13 June 2013

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220 OPEN MIND employees and OPEN MIND partners from 14 countries met in Munich, Germany, from 13 to 17 May for the Sales & Tech Conference. The event focused on the further developing CAM/CAD solutions from the hyperMILL® suite and repositioning the OPEN MIND brand.

“Technological leadership, particularly in 5axis machining, and highly qualified employees who stay in close contact with customers and whose challenge it is to get the best out of the machines: these strengths are set to remain the basis for the future international success of OPEN MIND and its CAM/CAD solutions” says Volker Nesenhöner, CEO at OPEN MIND Technologies AG. With a new logo and a new background motto ‘We push machining to the limit’ the CAM/CAD specialist is planning to collaborate more with machine and tool manufacturers from all over the world. As such, the last day of the OPEN MIND Sales & Tech Symposium appropriately took place at machine manufacturer DMG’s HSC Centre in Geretsried, Germany.

Healthy growth

“The number of participants at the Symposium is increasing by 20%, the work was very constructive and the atmosphere was exceptional. This shows that OPEN MIND is enjoying healthy growth and has access to an international network of CAM visionaries for its work on new developments. By further developing *hyperMILL*®, “we see the opportunities to get the best out of the machines from all the key manufacturers and thereby deliver top-class machining strategies,” says Volker Nesenhöner. “We want to make the machining of the future as efficient as possible and we are working with the most user and machine-friendly CAM software on the market in order to achieve this.”



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SAP Named a Top Workplace in the Bay Area

14 June 2013

[SAP AG](#) announced that SAP in Silicon Valley has been named a “Bay Area Top Workplace” for 2013. This distinction was presented by the [Bay Area News Group](#), a collective of publications that includes the San Jose Mercury News, Oakland Tribune and Contra Costa Times. With a strong and growing presence in Silicon Valley – with more than 3,500 employees in office locations in Palo Alto, Dublin, Sunnyvale and South San Francisco – SAP is one of a select group of large companies located in the Bay Area to receive the distinction.

The award is based on the results of a survey conducted among employees and designed to measure satisfaction across different aspects of working at SAP. Respondents answered questions across several categories, including pay and benefits, direction, management, career mobility, workplace conditions and execution. Employees commended SAP for its strong vision, clear strategy, consistent execution and focus on innovation. Survey results also revealed employees believe they are a part of something meaningful and feel genuinely appreciated and valued for the work they do.

“We are honored to be recognized as one of the ‘Top Workplaces’ in the Bay Area,” said Barbara Holzapfel, senior vice president and managing director, SAP Labs North America. “At SAP in Silicon

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Valley, we aim to inspire innovation – in the solutions we build, in how we work with our customers, in how we collaborate with our partners, and in how we engage with our local community. This distinction is a reflection of our talented and dedicated workforce and the innovation they bring to life every day. We take great pride in this recognition and are committed more than ever to providing an outstanding workplace for our employees in Silicon Valley."

For further information on the company's track record as a top workplace around the world, see the [Employer Awards page on sap.com](#). Job seekers interested in working for SAP can visit [www.careersatsap.com](#) or follow on Twitter at [@SAPCareers](#).

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SPRING Technologies, Panasonic's new "ISV Partner"

18 June 2013

SPRING Technologies joins Panasonic's [Toughbook Engage](#) Partnership Program as an ISV (Independent Software Vendor) Partner.

The vendor of solutions that optimize the use of NC machines, recently launched its new NCSIMUL SOLUTIONS range, supporting the whole of the “smart” NC manufacturing process with an unprecedented level of integration, intelligence and instrumentation. This new experience so called “NCEXPERIENCETM”, dedicated to NC programmers and operators pushes the envelope, not only for NC simulation tools, but also by offering manufacturers a new way to manage their NC machines and manufacturing lifestyle.

“Via this partnership, combining new generations of hardware and software, operators on the shop floor can now access realistic 3D machine-tool simulation, tool libraries and documentation (work sheets, etc.), from a robust, ergonomic touch tablet, offering complete operational freedom”, explains Solen Carreau, Regional Marketing Manager, Panasonic CPS

Visitors will be invited to discover the SPRING Technologies flagship solutions, NCSIMUL Machine and NCSIMUL Player, implemented on Panasonic's [Toughpad FZ-G1](#), its first fully-rugged professional tablet, running Windows 8 Pro, with a screen that can be read in full sunlight thanks to Panasonic's proprietary IPSa technology, multi-touch screen with ten simultaneous detection points, stylus pen and configurable ports – capabilities that add up to making this Toughpad easy to use and ideal in the field. With its wide range of connectivity options, your data will always be readily available. The Toughpad FZ-G1 meets the MIL-STD-810G and IP65 standards and can run for 8 or 16 hours, depending on your choice of battery option, and is dust, oil and water-resistant.

“The partnership provides the link we needed to democratize our NCEXPERIENCETM vision from process planning right through to the workshop. The Toughpad FZ-G1 in the Windows 8 Pro environment delivers a seamless link between the virtual and real machine worlds, enabling SPRING Technologies to execute its strategy of ‘ultra-mobility in the workshop’: with greater operator

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independence, access to state-of-the-art software and hardware technologies increasing productivity, offering a new user experience, that is both unique and dedicated”, adds Philippe Solignac, Corporate Marketing Director, SPRING Technologies.

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TCS Joins US2020 as Founding Leadership Partner

18 June 2013

Tata Consultancy Services announced that the company has joined US2020 as a Founding Leadership Partner. US2020 is a national STEM education initiative that aims to engage one million science, technology, engineering and math (STEM) professionals in mentorship opportunities by the year 2020. The announcement was made during President Bill Clinton’s closing plenary session at CGI America, a nationwide gathering hosted by the Clinton Global Initiative. TCS will be the lead partner in developing US2020’s web-based matching technology to connect STEM mentors with high-quality volunteer placements.

Through the online matching platform that TCS will develop, US2020 will help place STEM volunteers into high impact mentoring opportunities with top nonprofits working across different grades, settings and delivery models. As more companies join this effort, their early leadership will help catalyze a culture shift in which mentoring becomes the new normal for STEM professionals, much like pro bono work is in the legal profession.

“We need these one million volunteers to ensure that we’re going to have students take the courses that will inspire and prepare them for STEM careers,” said President Clinton.

President Clinton also announced a competition inviting cities to share ways they can significantly increase the amount of STEM mentoring in their communities. The strategy will select and support up to five cities that propose plans to mobilize STEM volunteers through partnerships with leading science and technology businesses. The cities will be offered \$1 million or more in cash and in-kind support to bring together businesses, nonprofits, city governments and local philanthropies around a coordinated effort to spark the minds of students across their communities.

“To succeed on tomorrow’s world stage, students must have a solid foundation in STEM and be fluent in the technologies that will power the global economy of the 21st century,” said Surya Kant, President of TCS’ [North America](#), [UK](#) and [Europe](#) operations. “TCS is proud to bring not only its technological expertise to this national effort, but also the passion and commitment that its employees have in lending their talents to positively affect their communities, across the country and around the world.”

By 2018, research shows that STEM occupations are projected to grow by 17%, with 71% of STEM jobs focused on computing including cloud, data, app and security. This contrasts sharply with the mere 17% of high school graduates who are proficient and interested in pursuing STEM careers. One example

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of TCS' efforts to move the needle in STEM education is the company's [goIT Student Technology Program](#). The TCS goIT program, which began in Cincinnati five years ago, has evolved from a two-school camp to a multi-city, year-long program that has influenced over 7,000 students across 40 school districts to increase student excitement and participation in technology-related careers. From its initial beginnings in Cincinnati, this year goIT will be a nationwide program spanning 10 US locations as well as the greater Toronto region in Canada.

US2020 was launched as one of five private sector initiatives at the White House Science Fair in April 2013. Through US2020, skilled STEM volunteers will bring subjects to life and provide engaging moments of discovery to even more students across the country through real-world, hands-on projects and academic coaching facilitated by nonprofits like The National Commission on Teaching and America's Future (NCTAF), Citizen Schools and others. Ultimately, these students will have access to career opportunities they might never have considered and will help fill the STEM jobs of the future that will keep the country economically competitive.

"We believe it is essential to offer engaging learning experiences with STEM professionals to students who need their support and the opportunity for cities to utilize their STEM workforce to educate and prepare the next generation of STEM professionals," said Eric Schwarz, co-founder and CEO of Citizen Schools and Executive Chairman of US2020.

TCS is joining as a Founding Leadership Partner of US2020, providing more than \$500,000 in cash and in-kind support. TCS is also aspiring to get 20% of the company's STEM workforce mentoring students by 2020.

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Events News

3D Systems Brings Latest 3D Content-to-Print Solutions To Atlantic Design and Manufacturing Show

17 June 2013

[3D Systems](#) announced that its [Quickparts](#) and [Geomagic® Solutions](#) will be on display along with its [personal](#) and [professional 3D printers](#) at the [Atlantic Design and Manufacturing](#) exhibition and conference June 18-20, 2013 in Pittsburgh, PA, at the Pennsylvania Convention Center in booth #4413.

3D Systems will demonstrate its leading ProJet® professional and personal 3D printers, highlighting the new [ProJet x60 series ColorJet printers](#) with vibrant and photo-realistic color. Attendees will experience hands-on design and engineering workflows that take 3D scans into CAD and voxel modeling software tools that ensure 3D printability. Experts from [Quickparts](#) on-demand, global parts service, will be on hand to discuss 3D Systems' complete design to manufacturing solutions.

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“3D Systems’ software, 3D printers, materials and custom parts services provide engineers and designers a comprehensive workflow to create, design and manufacture products and parts seamlessly,” said Cathy Lewis, Chief Marketing Officer, 3D Systems. “Through this integrated, complementary portfolio we are reinventing the engineer’s desktop while democratizing access to compelling 3D content-to-print solutions for professionals, educators and individuals, alike.”

Learn more about the company’s printers, parts and software at www.3DSystems.com.

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3D Systems Showcases Latest 3D Content-to-Print Solutions At DMS

19 June 2013

[3D Systems](#) today announced that its 3D authoring software tools from [Geomagic® Solutions](#) will be on display along with its [personal](#) and [professional 3D printers](#) at the Design Engineering & Manufacturing Solutions Expo (DMS), Japan's largest exhibition which will be held June 19 – 21, 2013, at the Tokyo Big Site Convention Center in Tokyo, Japan. 3D Systems is located in booth #25-30.

Visitors will experience hands-on workflows that take 3D scans into intuitive CAD and [Voxel](#) modeling software tools that ensure 3D printability. 3D Systems will demonstrate its leading ProJet® professional and personal 3D printers, highlighting the new [ProJet x60 series ColorJet printers](#) with over one million unique colors. Experts from 3D Systems and local partners will be available to discuss [production 3D printing](#), exclusive 3D printing materials, and attendees’ design to manufacturing requirements.

“With our growing set of 3D content creation tools from Geomagic Solutions, we are reinventing the engineer’s desktop and giving customers guaranteed access to the most comprehensive portfolio of 3D printers, materials and software in the market,” said Cathy Lewis, Chief Marketing Officer, 3D Systems. “Our 3D content-to-print solutions empower professionals and individuals to imagine, design and produce parts and products quickly and accurately from idea to manufacturing.”

Learn more about the company’s printers, parts and software at www.3DSystems.com.

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Delcam India to Highlight Five-Axis Developments at IMTOS

17 June 2013

Delcam India will highlight the latest developments in Delcam’s CAM systems for the programming of five-axis machines at the IMTOS exhibition to be held in New Delhi from 4th to 7th July. While the company’s PowerMILL software remains its leading program for the five-axis programming of the most complex shapes found in the toolmaking and aerospace industries, both FeatureCAM, the feature-based CAM system for production machining, and the PartMaker software, for equipment including turn-mill

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machines, bar-fed mills and Swiss-type lathes, also offer extensive five-axis capabilities.

Five-axis machining continues to become more popular as companies become more aware of its ability to boost productivity by increasing efficiency, improving quality and shortening delivery times. The price of five-axis machines has been falling steadily , while five-axis capabilities that were once only available on large machines are now available on the smaller machining centres used by sub-contractors and toolmakers.

At the same time, developments in five-axis machining software, including the Delcam systems, have made programming for five-axis operations much easier. More sophisticated simulation software has also been introduced, making it easier for the user to check toolpaths on the computer and so minimising any possibility of collisions or gouges.

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

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

For the latest PowerMILL release, the main change in the five-axis capabilities has been to increase the number of options for tool-axis definition. For raster toolpaths, the lead and lean angles can now be defined relative to a contact normal. In addition, better control is now possible for the tool-axis definition when using the To or From a Point, Line or Curve strategies. These improvements will make it easier for users to control the contact angle between the cutter and the part, and so set the optimum cutting conditions for efficient machining and high quality surface finish.

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

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

New options from PowerMILL have also been added to give smoother five-axis machining from FeatureCAM. A new look-ahead capability will remove any sudden tool-axis changes during automatic

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collision avoidance and, instead, ensure that a smooth transition takes place. In addition, FeatureCAM now offers the ability to smooth the Azimuth and Elevation axes independently and so remove excessive five-axis movement. These options stabilise the rotary axis movement by maintaining a fixed tool axis as far as possible, replacing constant five-axis movement with a series of 3+2-axis segments having full five-axis transitions between them.

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

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

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

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GibbsCAM Demonstrates 3 Times Faster Machining With VoluMill

17 June 2013

[Cimatron Limited](#) today announced that GibbsCAM 2013, the newly released version of its acclaimed CAM software, will be showcased at the Technology trade show in Tel Aviv, Israel, June 18-20.

Particular GibbsCAM features to be displayed at the event include the VoluMill option for ultra-high volume material removal, and the Multi-Task Machining (MTM) option.

VoluMill in GibbsCAM enables up to 3 times faster machining and significantly reduced tool wear. VoluMill maximizes material removal rates by building toolpaths that optimally control tool cutting factors, automatically taking into account the best option for milling pockets, including the speed of a tool plunging into the material and material removal rates. Variation in tool load is smoothed, allowing the machine to use much higher speeds and feeds.

GibbsCAM's powerful MTM provides seamless access to both turning and milling capabilities. The machine tool's specific configuration is automatically captured by GibbsCAM's settings, and full support is offered for the machine's utility operations. Support is also provided for an unlimited number of turrets and spindles, with only one set-up required for the machine to transfer the part from spindle to spindle.

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Cimatron's booth at the Technology show will include live machining demonstrations powered by GibbsCAM with VoluMill and MTM capabilities and performed on an Okuma Multus B300II from ELBE Ltd. Parts machined will be distributed to booth visitors.

In addition to GibbsCAM, also on display at the booth will be integrated CAD/CAM solution CimatronE, which offers dedicated functionality for mold and die makers and discrete part manufacturers.

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Financial News

Infor Reports Q4 Double-Digit Growth

20 June 2013

May marked the end of an exciting fiscal year for [Infor](#). Based on preliminary financial results¹, Infor expects its fiscal 2013 Q4 software license fees and subscription revenues to grow approximately 10% in constant currency² and approximately 9% at actual currency rates compared to its fiscal 2012 Q4. Infor expects Non-GAAP Q4 software license fees and subscription revenues³ to grow approximately 9% at both constant currency and actual rates. These figures were primarily the result of organic growth and product investment.

In addition to strong performance, the quarter also marked Infor's latest enterprise product release, Infor 10x, introduction of its next-generation social collaboration platform, Infor Ming.le, and record attendance at its annual user conference, Inforum.

"Infor's growth is outpacing the competition because the market is hungry for another option in enterprise software at the precise time we're shipping new products that deliver value and innovation. The core business applications market has been stagnant and underserved and we aim to change that." said Stephan Scholl, President of Infor.

Product Innovation

Core to Infor's strategy is a laser-focus on innovation. The company has spent over \$350 million on research and development in fiscal 2013 and is tracking to deliver more than 300 new products and 11,000 new features, which is an increase of approximately 150 and 100 percent, respectively, from record-levels in 2012. Virtually every product introduced in 2013 has been designed to enhance usability by Hook & Loop, Infor's in-house design agency based at the company's Manhattan headquarters.

"Infor has introduced more new products and enhancements in the last 18 months than in the previous five years combined. This inflection point in market share gains for Infor is a direct consequence of

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over two years of accelerated and unprecedented investment and the freedom to innovate and move quickly," said Duncan Angove, President of Infor. "Our consistent focus on industry-specific applications and collaboration with and proximity to customers are major advantages as competitors race to become infrastructure companies. Our customers are upgrading, some directly into the cloud, retiring customizations, and moving off legacy applications that haven't kept pace with the rapid changes in the business."

Among the many products Infor has already introduced in 2013 is Infor 10x, its next-generation enterprise release. These applications feature social, mobile, analytical, and cloud capabilities united with Infor's industry-leading suite of solutions to make business software flexible, agile and easier to use.

In addition, the company unveiled [Infor Ming.le](#), a social collaboration platform designed to revolutionize the way workers interact with software and with each other. Unlike the social platforms available today, Infor Ming.le is embedded within key systems like [ERP](#), and [Human Capital Management](#) (HCM), so employees across all areas of the business can easily and automatically follow documents, assets, machines, people, and processes, to speed and simplify the task at hand.

Regarding Infor Ming.le, Peter Goldmacher of Cowen & Company said, "We believe Infor is coming to market with the right product at exactly the right time."

Customer Validation

Among the organizations that recently chose Infor are: Adidas, Auckland (NZ) Council, Bausch & Lomb, BMW, the British Heart Foundation, Cargill, Cigna Health, Fairmont Hotels, Flextronics, Gree Electronic Appliances, Gucci, HCA Healthcare, Intel, Pacific Life Insurance, Publix Supermarkets, Raytheon, SABMiller, Sandals Resorts, Saudi Aramco, Ticketmaster, Time Warner Cable, Walgreens, Wells Fargo, Woolworths, and the Cities of Portland, OR and Corpus Christi, TX.

"Though our parent company runs another ERP, DAB group chose Infor because they could provide us with greater manufacturing and sales functionality, a faster implementation, and lower total cost of ownership," said Enrico Pana, Group IT Manager of DAB group, a global leader in motor-driven water pumps that recently implemented Infor in seven countries across four continents. "Implementing an ERP that manages the complexities of multi-national make-to-order manufacturing in under a year is remarkable; speed is not just marketing, it is something real with Infor."

Infor also experienced record attendance at its annual user conference, Inforum. Held in Orlando, FL, approximately 6,000 attendees were on-hand as the company unveiled Infor 10x and Infor Ming.le, and demonstrated best practices and techniques in more than 1,200 educational sessions.



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Oracle Doubles Dividends; Cloud SaaS Revenues up 50%, Engineered Systems up 45%

20 June 2013

Oracle Corporation announced that fiscal 2013 Q4 GAAP total revenues were unchanged at \$10.9 billion, while non-GAAP total revenues were unchanged at \$11.0 billion. Both GAAP and non-GAAP new software licenses and cloud software subscriptions revenues were up 1% to \$4.0 billion. Software license updates and product support revenues were up 6% to \$4.4 billion. Hardware systems products revenues were \$849 million. GAAP operating income was up 9% to \$5.0 billion, and GAAP operating margin was 46%. Non-GAAP operating income was up 1% to \$5.6 billion, and non-GAAP operating margin was 51%. GAAP net income was up 10% to \$3.8 billion, while non-GAAP net income was down 1% to \$4.1 billion. GAAP earnings per share were up 17% to \$0.80, while non-GAAP earnings per share were up 5% to \$0.87. GAAP operating cash flow on a trailing twelve-month basis was \$14.2 billion.

Without the impact of the US dollar strengthening compared to foreign currencies, Oracle's reported Q4 GAAP earnings per share would have been approximately \$0.01 higher at \$0.81, up 19%; and Q4 non-GAAP earnings per share would have been approximately \$0.01 higher. GAAP total revenues also would have been up 2%, non-GAAP total revenue would have been up 1%, and new software licenses and cloud software subscription revenues would have been up 2%.

For fiscal year 2013, GAAP total revenues were unchanged at \$37.2 billion, while non-GAAP total revenues were unchanged at \$37.3 billion. GAAP new software licenses and cloud software subscriptions revenues were up 4% to \$10.3 billion, while non-GAAP new software licenses and cloud software subscriptions revenues were up 4% to \$10.4 billion. GAAP software license updates and product support revenues were up 6% to \$17.1 billion, while non-GAAP software license updates and product support revenues were up 6% to \$17.2 billion. Hardware systems products revenues were \$3.0 billion. GAAP operating income was up 7% to \$14.7 billion, and GAAP operating margin was 39%. Non-GAAP operating income was up 2% to \$17.6 billion, and non-GAAP operating margin was 47%. GAAP net income was up 9% to \$10.9 billion, while non-GAAP net income was up 3% to \$13.0 billion. GAAP earnings per share were \$2.26, up 15% compared to last year while non-GAAP earnings per share were \$2.68, up 9%.

"A record level non-GAAP operating margin of 47% in FY13 enabled us to generate over \$14 billion in operating cash flow during the year," said Oracle President and CFO, Safra Catz. "We returned almost 90% of that to shareholders through dividends and share repurchases while increasing the cash on our balance sheet to \$32 billion. Consistently increasing our margins, cash flow and cash balance has allowed us to double our current quarterly dividend."

"Oracle's HCM Cloud, CRM Cloud and ERP Cloud grew 50% as we added over 500 new SaaS customers in Q4 alone," said Oracle President Mark Hurd. "Our annualized SaaS revenue run rate is over \$1 billion, making us a strong number two in cloud applications – we are larger than SAP and

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Workday combined. Furthermore, in Q4 our HCM cloud alone generated more SaaS revenue and added more new Fusion HCM customers than Workday added HCM and ERP customers combined in their most recent quarter.”

“Exadata, Exalogic, Exalytics, SPARC SuperCluster and our other engineered systems grew at a rate of 45% in Q4 as we took considerable market share from our primary competitor – IBM P-Series – which declined 32% in their most recent quarter,” said Oracle CEO, Larry Ellison. “We sold over 1,200 engineered systems in the quarter and over 3,000 during the year. Our fast growing engineered systems business is now more than one-third of our overall hardware business which is one of the reasons we believe hardware will be a growth story in Oracle’s FY14.”

Oracle also announced that its Board of Directors declared a quarterly cash dividend of \$0.12 per share of outstanding common stock, reflecting a 100% increase over the current quarterly dividend of \$0.06. Oracle’s CEO and largest stockholder did not participate in the deliberation or the vote on this matter. This increased dividend will be paid to stockholders of record as of the close of business on July 12, 2013, with a payment date of August 2, 2013.

Oracle also announced that its Board of Directors authorized the repurchase of up to an additional \$12.0 billion of common stock under its existing share repurchase program in future quarters.

Oracle also announced that it has applied to list its common stock on the New York Stock Exchange under its current symbol “ORCL”. After careful consideration and deliberation, the Board of Directors of Oracle determined that the proposed transfer of Oracle’s common stock listing to the New York Stock Exchange would be in the best interests of its stockholders, customers and partners. Subject to the approval by the NYSE of Oracle’s listing application, Oracle expects that its common stock will begin trading on the NYSE on July 15, 2013. Until the transfer is completed, Oracle will continue to trade on the NASDAQ Stock Market under the symbol “ORCL”.

Q4 Fiscal 2013 Earnings Conference Call and Webcast

Oracle will hold a conference call and webcast today to discuss these results at 2:00 p.m. Pacific. You may listen to the call by dialing (913) 312-9303, Passcode: 849181. To access the live webcast of this event, please visit the Oracle Investor Relations website at <http://www.oracle.com/investor>. In addition, Oracle’s Q4 results and Fiscal 2013 financial tables are available on the Oracle Investor Relations website.

A replay of the conference call will also be available by dialing (719) 457-0820 or (888) 203-1112, Passcode: 2970367.

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Implementation Investments

Altair's PBS Professional Deployed on Cray XC30 Supercomputer at JAIST

17 June 2013

[Altair](#) today announced that its workload management product, PBS Professional®, has been selected to manage workload for the Cray XC30 supercomputer recently put into production by the Japan Advanced Institute for Science and Technology (JAIST).

One of Japan's premier academic research centers, JAIST is using the new Cray XC30 supercomputer for research into massively parallel programming and a variety of scientific pursuits. The two-cabinet Cray XC30 supercomputer at JAIST has a peak performance of more than 118 teraflops with 5760 CPU cores and is the Institute's main system for its high-performance computing (HPC) facility.

"At JAIST, it is imperative to provide our world-class scientists with the best available technology resources to support their computational research," said Professor Mineo Kaneko, director of the JAIST Research Center for Advanced Computing Infrastructure at JAIST. "The pioneering Cray XC30 supercomputer with PBS Professional will allow our users to expand the scope of their research efforts with a proven, well-integrated solution they can rely on."

"Cray has a long history of collaborating with Altair, and we are happy to be working together again for this landmark HPC system at JAIST," said Mamoru Nakano, president of Cray Japan. "Altair's PBS Professional is a respected leader in large-scale HPC workload management. The Cray-Altair partnership ensures that top global research organizations like JAIST have the reliable, efficient and well-supported supercomputing resources needed for their groundbreaking scientific work."

Previously code-named "Cascade," the [Cray XC30 supercomputer](#) is Cray's most advanced HPC system and is engineered to meet the most demanding performance challenges of HPC users. The Cray XC30 supercomputer features the Aries system interconnect; a Dragonfly network topology that frees applications from locality constraints; an innovative cooling system that uses a transverse airflow to lower customers' total cost of ownership; the next-generation of the scalable, high-performance Cray Linux Environment that also supports a wide range of ISV applications; Cray's HPC optimized programming environment; and the ability to handle a wide variety of processor types, including Intel® Xeon® processors, Intel® Xeon Phi™ coprocessors, and NVIDIA® Tesla® GPU accelerators.

One of the most popular workload management products in existence, Altair's PBS Professional has been used for more than 20 years at thousands of customer sites to easily share distributed computing resources across geographic boundaries. PBS Professional is the flagship product for PBS Works, a comprehensive suite for optimizing HPC environments that offers additional tools for Web-based submission, analytics and data management.

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JAIST scientists are utilizing their new supercomputer to accelerate advancements in the development of new algorithms for highly parallel computers, performing large-scale simulations in nanotechnology and biomechanics, and a wide range of other scientific disciplines.

For more information on the JAIST HPC system, visit <http://isc-w3.jaist.ac.jp/iscenter/index.php?id=296&L=1>.

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Composites Design Consultancy Frewer Engineering Selects Altair's HyperWorks Simulation Platform to Improve Quality of FE Models

20 June 2013

[Altair](#) today announced that aerospace and composites design and analysis consultancy Frewer Engineering has invested in and now is employing [HyperMesh](#), Altair's meshing tool included in the HyperWorks suite. HyperMesh is known for its proven speed in meshing and as one of the most robust pre-processing tools available on the market. Frewer Engineering uses HyperMesh to prepare and design large FEA models for the analysis of aerospace components to investigate the structural integrity of composite material.

"Altair's HyperWorks software was recommended to us by a colleague working for a large aerospace OEM," said Peter Frewer, Managing Director, Frewer Engineering. "This was perfect timing, since we were looking for a tool that could help us manipulate, create and analyse large FE models iteratively. To us, HyperMesh is the best meshing tool on the market, because it allows us to easily and quickly generate high-quality aerospace mesh models, as well as to manipulate imported mesh models from the CAD packages our customers use. In addition, HyperWorks offers a great advantage with its open architecture that interfaces directly with the software our customers use; and, although we've only been using the software for a short while, we have already been able to reduce model preparation time on some projects by 50 percent," Mr Frewer reported.

In addition to HyperMesh, Altair also offers market leading weight optimisation capability and composite analysis in [OptiStruct](#), Altair's modern structural analysis solver for linear and non-linear structural problems including composite, and in [RADIOSS](#), Altair's leading structural analysis solver for highly non-linear structural problems such as crash and impact, and access to an ever growing portfolio of complementary third-party products through the [Altair Partner Alliance](#).

"Altair has a great number of integrated products, each with a specific technical focus, and the licensing system Altair offers makes the package one of the most competitively priced on the market," said Mr Frewer. "As a composite design and analysis consultancy with an increasing requirement to design lighter models and solve an increasing number of non-linear problems with more complex shapes, we can definitely see the value of these additional tools in future development projects and will be exploring these."

"We are very pleased to see that HyperMesh is providing Frewer Engineering the confidence and tools to meet the demands from its aerospace clients," said Hakan Ekman Managing Director, Northern Europe, Altair. "Many aerospace and spatial OEMs are increasingly turning to HyperWorks because of the robustness and accuracy of our product suite. In addition, our licensing system, which includes a broad range of third-party products via the Altair Partner Alliance, provides the flexibility that our customers in the engineering service area and other fields appreciate. They can remain profitable, since they can use and test Altair Partner Alliance software freely without any long-term commitment to a specific product. Therefore, we hope that Frewer Engineering also soon will test some of our other tools, and we look forward to seeing the company integrate them into future development programmes."

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Consilium Marine and Safety AB Chooses Aras and the Minerva Electronic PLM solution for Global Product Lifecycle Management

19 June 2013

Aras® today announced that Consilium Marine and Safety AB, a world-leading supplier of safety, navigation and environmental solutions, headquartered in Nacka, Sweden, has selected the Aras PLM solution suite to automate product development processes and improve product planning, compliance and predictability. Consilium will launch its Aras implementation with the Electronics and High Tech (EHT) application from Aras Certified Gold Partner Minerva, and include BOM and Change Management, Requirements Management, Project Management and Quality Management.

Consilium was driven to implement PLM by a desire to move away from managing product information in isolated, manual systems. The company wanted a solution that would address a wide range of business challenges and meet the exacting safety standards of the fire and gas detection industry. The company selected Aras for its breadth of scope and functionality.

"Consilium chose Aras because we offer more than the standard mechanical CAD file management found in most PLM products," said Peter Schroer, President of Aras. "Aras is a complete enterprise lifecycle solution that provides a total view of the product structure, including electronics, mechanical, software, etc., across all disciplines."

As one of the world's leading suppliers of safety and navigation products and solutions, Consilium strives to protect lives, material assets and the environment through its systems for fire protection, gas and emission detection, automation systems and navigational equipment. Marketing to the global marine and the oil and gas industries, the company has more than 550 employees and is represented in over 50 countries. For more information please visit <http://www.consilium.se/>

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Deltamarin Poland Chooses ZWCAD+ for More Efficient Vessel Designs

18 June 2013

[ZWSOFT](#) announced that [Deltamarin Poland](#), renowned shipbuilding company, has selected [ZWCAD+](#) to create more efficient and innovative vessel designs for ship owners and yards. With a wealth of functions and a competitive price provided by ZWCAD+, Deltamarin Poland will offer adaptive concepts and deliver profitable projects to customers in a more cost-effective and timely way.

Deltamarin Poland specializes in consulting, design and engineering ranging from small concept development tasks and studies to complete engineering packages in the marine field. They keep up with the latest development of CAD software to support effective project execution and to achieve the optimal end result, reflecting their commitment to combining cost-efficiency with sustainability.

The Need

Design complexity for shipbuilding projects is increasing, while industrial demand continues to strengthen for both higher cost-efficiency and shorter development cycle. Simplifying the design process is one way to achieve the target, so Deltamarin Poland needs a piece of fully-functional CAD software at a competitive price. In addition, with the development of the company, they are paying special attention to the flexible licensing system, since they need to increase the number of computer workstations for designers and engineers.

The Solution

Deltamarin Poland leverages the value of CAD software to respond to the latest business challenges. After comparing to other CAD software, they are satisfied with the great performance-and-price balance of ZWCAD+. The fundamental functionalities provide simplified workflow to fulfill daily drawing needs. With a wealth of advanced tools, they can speed up project delivery and make complex design easier. “We use ZWCAD+ to simplify design work and editing. A wide range of functions and flexible licensing of product allow us to work comfortably and without any problems, ” said Mrs. Jadwiga Sztelwander, Director of Deltamarin Poland. “The functionality of ZWCAD+ certainly meets our requirements.”

The Service

The professional and reliable service is another reason that Deltamarin Poland chose ZWCAD+. [SZANSA](#), the authorized ZWCAD+ distributor in Poland, always offers instant assistance to solve every technical and sales problem. Their technical support helps optimize the performance of ZWCAD+ and maximize project productivity. The cooperation with SZANSA has been highly successful since 2010 in terms of sales perspective and technical assistance.

The Price

ZWCAD+ provides a better choice for Deltamarin Poland to combine cost-efficiency with sustainability, which enables them to obtain the same product performance at a much lower price. With ZWCAD+,

CIMdata PLM Industry Summary

Deltamarin Poland is able to offer more sustainable design without adding costs to the ship owners and yards.

Commenting on the decision of choosing ZWCAD+, Mrs. Jadwiga Sztelwander said, "ZWCAD+ fulfills all our requirements for software in the marine field. The attractive price of ZWCAD+, the functionality and the flexible forms of licensing were all reasons for choosing ZWCAD+."

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Eriez Selects ImageSite™ Manufacturing - Extending Autodesk Vault with Integrated Manufacturing Document Release, Distribution and Collaboration Functions

18 June 2013

Eriez is a leader in advanced technology for magnetic, vibratory and inspection system applications. The company develops, manufactures and markets magnetic separation, metal detection and materials feeding, screening, conveying and controlling equipment for process and metalworking industries.

"Our recently implemented Autodesk Vault PDM solution worked well for the Engineering department but problems remained for our non-engineering users to find, view, print, and generally work with the engineering content they need for their day to day jobs," said Dan Ester, Information Services Director. "Eriez initially contacted eQuorum Corporation to help with printing from Autodesk Vault since we had used eQuorum's batch print software in the past with great success. eQuorum, however, suggested improving the overall efficiency of our manufacturing data flow from engineering to the broader Eriez manufacturing, sales and support organizations through the use of ImageSite."

According to Dan Ester, "We will significantly improve our workflows for drawings approved in Autodesk Vault to then be automatically made available to downstream manufacturing, sales and support functions through ImageSite's seamless integration with Vault." The resulting solution allows the Engineering department to continue using Autodesk's Vault for detailed design work; with ImageSite now available as a fast and secure way for the rest of the Eriez organization to search, view, markup, print and collaborate both internally and with outside vendors, suppliers and customers.

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MBDA Selects PTC To Maintain Innovative Edge

18 June 2013

[PTC](#) today announced that MBDA, missile systems manufacturer, has selected [PTC's product lifecycle management \(PLM\) technology solutions](#) to help the company to bring its innovative defense solutions to market.

CIMdata PLM Industry Summary

MBDA is a highly innovative multinational company operating in a competitive and demanding market. With constantly evolving customer requirements, the company has a need for modern engineering processes with a supporting technology infrastructure to ensure effective collaboration and program management over the long lifecycles of its complex systems.

"MBDA develops high precision complex weapons systems, requiring high integrity and world class systems engineering, electronic, software, and aero-mechanical engineering capabilities," said an MBDA executive. "These engineering disciplines work collaboratively to ensure that all the products that we develop achieve the expected performance and can evolve quickly to respond to our customers' changing needs."

To protect innovation as a strategic priority and to sustain its ability to bring critical new solutions to market, MBDA is modernizing its collaboration platform to harness the creativity of its development teams distributed across Europe. MBDA launched the "PLCE" (Product Lifecycle Collaborative Environment) initiative to enhance its business processes and to create an integrated collaboration environment. After an extensive benchmark of PLM technology providers, MBDA chose PTC as its strategic partner to deliver the PLCE infrastructure. Once deployed, PLCE will provide an environment to enable distributed engineering teams to share product information and collaborate on model-based designs. This environment will be designed to comply with the strict security constraints of MBDA's business.

"The complexity of missile systems is increasing at a rapid pace - in terms of customer demands, component structures, and supplier networks," said Jim Heppelmann, president and CEO of PTC. "Addressing this complexity requires transformation to a modern, scalable system that can manage collaboration across a global development process. PTC has deep experience working with defense industry leaders, and is honored to have been selected by MBDA for such an important initiative."

The selection validates, and further extends, PTC's position as a leading PLM technology solution provider for the aerospace and defense (A&D) industry. According to CIMdata, a PLM strategic management consulting firm, PTC is the market leader in providing collaborative product definition management software and services to the A&D market.

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ZW3D Helps Lap Keung Improve Metal Components Designs for Luxury Brands

21 June 2013

ZWSOFT announced on June 20 that ZW3D, its cost-effective CAD/CAM solution, was selected by Lap Keung for better luxury designs, to realize a remarkable leap from 2D drafting to 3D modeling.

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Founded in 1981, Lap Keung has been specialized in the manufacturing of precision watch components, fashion accessories, and metal parts for leather-goods. With the latest technologies and the most up-to-date facilities, they managed to provide high-quality products mainly exported to luxury top-branded companies in Japan, Switzerland and other European countries.

The Needs

Lap Keung's clients, the top-branded luxury enterprises, have extremely strict standards for their suppliers. In the past, Lap Keung was mainly engaged in 2D CAD design with the supplement of 3D software only for complex modeling, while now they are facing an increasing demand on 3D design at a higher level. As the extra charges and upgrading costs may be a heavy burden to their business, they intend to find a piece of cost-effective and affordable 3D design software.

The Solution

In 2011, Lap Keung started using ZW3D on a trial basis. The superior performance can fully satisfy the strict manufacturing requirements of luxury brands, which convinced Lap Keung to replace their existing foreign 3D design software with ZW3D Standard. In 2013, Lap Keung purchased ZW3D Professional again for more advanced 3D modeling at the cost of a quarter of their existing foreign software, which enabled Lap Keung to achieve the transition from traditional 2D drafting to advanced 3D modeling without paying too much.

"When designing watch cases, chains and other hardware fittings, we frequently use surface modeling," said Mr. Liu, Engineer of Design Department of Lap Keung. "The powerful surface modeling of ZW3D is easy to use. In comparison with other mainstream software, it brings greater convenience and efficiency to our daily work with clear navigation and parametric features."

The Service

ZWSOFT is extending after-sale services as a complement to products. "We cannot surf the Internet during working hours for the protection of trade secrets, and it increases the difficulties for learning new software," said Mr. Chen, Engineer of IT Department. "While fortunately, ZW3D's technical team provided tailor-made training courses, using our products as examples to present the features of ZW3D, coupled with tutorials, videos and seminars, and we easily mastered ZW3D after a few days of training."

"it's a worthwhile investment to choose ZW3D," Mr. Chen added. "It has greatly improved our working efficiency."

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Product News

Altair Partner Alliance Welcomes SEAM and Deepens its NVH Capabilities

19 June 2013

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The [Altair Partner Alliance](#) announced this morning the expansion of its noise, vibration and harshness (NVH) capabilities with the addition of new partner [Cambridge Collaborative Inc.](#) Its software, SEAM, uses statistical energy analysis (SEA) to evaluate the dynamic response of complex structures at mid and high frequencies.

"Cambridge Collaborative is excited to have the opportunity to partner with Altair," said Stephen Manning, product manager for SEAM. "With both companies having more than 20 years experience in software development, we will have a tremendous amount of knowledge and energy to contribute in an effort to provide better NVH solutions to the product engineering world."

Originally developed to study structure-borne noise in submarines in 1980, SEAM has grown to be accepted as an analysis procedure by automobile manufacturers and suppliers, major shipyards, Navy research establishments and aerospace companies. It is used to predict interior noise and vibration in automobiles, aircraft and construction equipment cabs, as well as the radiated noise from ships and the vibroacoustic environments for spacecraft. Other applications include machinery and industrial noise, as well as building acoustics.

SEAM analyzes a complex dynamic system by dividing it into a set of substructures and acoustic elements. These are then grouped into the appropriate modes and SEA subsystems, keeping the flow of energy between them proportional to the modal energies and coupling factors. All coupling factors and power balances for each subsystem are calculated by SEAM. This results in equations that are solved for the modal energy and response of each subsystem.

"We are delighted to be able to offer SEAM to our HyperWorks customers through the Altair Partner Alliance," said Jianmin Guan, Altair's senior program manager for noise, vibration and harshness. "SEAM brings exceptional capabilities that have made it a standard solution in a number of industries for mid-to-high-frequency vibro-acoustic analysis, and it complements Altair's existing FEA-, BEA- and EFEA- based NVH offerings in meeting our customers' needs of full-frequency NVH simulations."

SEAM, using the industry's leading SEA solver speed, is able to produce results to help answer many different problems. It has the ability to create multiple acoustic radiation models with unique formulations specific to aerospace panels and fuselage sections. It is also capable of developing models with thousands of SEA subsystems to incorporate both predicted and measured stiffening and pressurization effects into hybrid SEA models. SEAM performs fast and automated model updates with parametric modeling using symbolic constants and algebraic equations, as well as possesses many other beneficial capabilities.

Available for the last twelve years, Altair's innovative unit-based licensing system allows HyperWorks users customizable access to a growing portfolio of applications while optimizing their return on investment (ROI) with each new partner added. From that point on, every license has been composed of a pool of recyclable HyperWorks units (HWUs), which can be used to access any application within the

HyperWorks family.

After witnessing this original licensing model's success, Altair has offered the opportunity for third-party companies to run their own applications under this unit-based system, a collaboration known as the Altair Partner Alliance. The overall flexibility of these HWUs empowers users and allows them access to the largest and most complete suite of CAE applications available, making the benefits to participating HyperWorks customers infinite. The ROI increases for users each time a new application is added to the offering, since any of the partner programs can be accessed using the same leased HWUs they are already using to run HyperWorks. This makes over 50 additional applications available at no incremental cost or long-term commitment.

To learn more about SEAM, please attend one of the [introductory webinars](#) on June 27, 2013, at 10 a.m. and 2 p.m. EDT. These webinars will be hosted by Altair and presented by Cambridge Collaborative.

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Altium Releases Enhancement Focused Update to Altium Designer and the AltiumLive Ecosystem

17 June 2013

[Altium Limited](#) has launched Altium Designer 13.3, the second major update to its flagship product this quarter, alongside updates to the AltiumLive ecosystem.

"We remain committed to a predictable flow of updates with incremental enhancements and improvements to our core toolset," notes Altium's director of product release management, Clare Jolly. "Above all else, designers need a reliable design system and an online ecosystem that deeply supports it. These releases are directly aimed at providing that."

Benefits of Altium Designer 13.3 include:

- Design teams can continue to leverage their legacy design IP when moving to a unified and productivity focused design system. Altium Designer 13.3 includes major improvements to schematic import tools for P-CAD, PADS Logic.
- With support in ActiveBOM for selecting currency, and better supplier ranking automation, designers are further empowered to explore BOM cost options as a natural part of design processes.
- Improved interaction between customers and technical support engineers, aiming to reduce resolution time for all queries from a streamlined, easier to use Support Center in AltiumLive.
- Easier access to ready to use design content in Altium's Design Content Vaults. Altium's Hobart and Shanghai content vaults have been consolidated into a single, US-based vault powered by Amazon's EC2 platform; improving latency, ease of search and access.
- Faster design capture using Altium's ever expanding range of component libraries. Vault accessibility improvements have been coupled with a large content release, over 5,000 additional

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components are available for devices from Microchip and Texas Instruments, bringing the total to over 120,000 high quality managed components in the Altium Content Vault.

Availability

AltiumLive, SupportCenter and the Altium Content Vault are available to Altium subscription customers. The Altium Designer 13.3 update is available to Altium subscription customers through Altium Designer 13 directly using the Plug-ins and Updates tool; alternatively, the Installer can be downloaded from the [Downloads](#) page in AltiumLive.

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ASCON Adds Support for All Primary MCAD Formats to KOMPAS-3D

20 June 2013

ASCON Group, developer and integrator of professional CAD/AEC/PLM solutions, is pleased to announce expanded functionality for its award-winning 2D and 3D KOMPAS-3D MCAD system. A new file converter supports native data formats from all primary CAD systems, including Dassault Systemes CATIA© and SolidWorks©, Siemens PLM NX©, PTC Pro/Engineer© and Autodesk Inventor©.

The new CAD Conversion Tool is precise, reliable, and fast. It handles assembly structures, attributes like names and layers, and all entities, such as points, curves, and b-rep solids. The tool is based on technology from CT CoreTechnologie (<http://www.coretechnologie.com>), and is aimed for flexible and easy data exchange with customers, suppliers, and engineering partners throughout the stages of CAD design and engineering, FEM calculations, CAM tool paths, and the digital factory.

Today, collaborating and sharing 3D data within MCAD environments is a major requirement for organizations. Expanded CAD data exchange capabilities are important competitive factors, including the ability to import native CAD files, applying high precision healing technology, and the fastest conversion process. All these take interoperability to a new dimension.

The time-saving and flexible benefits of converting 3D models are indispensable for the successful integration of all systems involved in multi-CAD environments. Users of the high-performance KOMPAS-3D modeling program are now able to import and work with native parts and assembly files from leading 3D CAD systems. Service providers and suppliers now have the ability to edit any 3D model with just one, cost-effective MCAD system.

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Boothroyd Dewhurst Launches DFA 10 Product Simplification Software

18 June 2013

At the 2013 International Forum on Design for Manufacture and Assembly (DFMA®), Boothroyd Dewhurst, Inc., developer of the internationally recognized methodology, announced the release of its DFA Product Simplification software, Version 10. The Design for Assembly software has an improved user interface for speed and ease of use, and helps manufacturers develop more streamlined and profitable products.

DFA Product Simplification allows engineers to scrutinize parts and assemblies for structural efficiency, guiding them toward the creation of single, multifunctional components with significantly improved performance-to-cost ratios. The resulting elegant, highly economical products enable companies to better reach their Lean and Value Engineering goals by increasing manufacturing throughput and reducing the organizational footprint products make in their journey from design workstation to factory floor—and on to the customer.

“Fewer parts make for an improved business process,” said Dave Vranson, Advanced Manufacturing Engineer at ITT Aerospace Controls. “Industry understands the impact of DFA on piece-part cost and quality. It’s well proven. What we as manufacturers are exploring and better appreciating are the benefits that DFA provides once the product is out of design.”

“For example, on a recent redesign of a small butterfly valve assembly, our ITT Aerospace engineering team trimmed part count from 15 to 5, operational assembly time from 16 to 1.5 minutes, material cost by seven percent—and overhead by one-half,” said Vranson. “The reduction of overhead on this item will redistribute itself over the entire product line and manufacturing enterprise, allowing us to better invest in future products.”

“The proposed DFA valve redesign also virtually eliminates production rework and has easy field serviceability,” he added. “These are important objectives to our Lean and Value Engineering teams.”

Faster Software/Large-Part Analysis Distinguish DFA 10

“The goal we had while developing DFA 10 was to help users concentrate on the fundamental analysis and redesign of their products and less on navigating the methodology and software interface,” said Brian Rapoza, R&D manager at Boothroyd Dewhurst, Inc.

“Every aspect of analyzing and redesigning a product has been refined in order to simplify the effort,” he noted. “The software screens and code have been rewritten from the ground up, empowering users with more of the information needed to quickly make important design decisions. DFA 10 is a highly focused and deliberate tool for product improvement.”

“Another of the principal objectives in the development of DFA 10,” said Boothroyd Dewhurst co-

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founder Dr. Geoff Boothroyd, “was to properly incorporate years of research carried out at University of Rhode Island (URI) on the handling and assembly of large or heavy parts—meaning those parts that could not generally be reached and manipulated by the assembly worker using one hand.

“This important work is now incorporated into DFA 10 in such a way that questions about part orientation and symmetry that do not affect the results have been eliminated and replaced with automatically incorporated research data,” Boothroyd said.

Users of DFA 10 Will Find These Enhancements, Among Others:

- Efficiency is gained because only the most important DFA questions are asked for each handling and assembly operation.
- A more guided redesign process has been incorporated into the software with suggestions that have been built into the product structure under review.
- The DFA worksheet has been integrated with the structure chart to enable seamless toggling back and forth during an analysis.
- Times for commonly done assembly operations, such as unpackaging of large parts and aligning of holes with an awl prior to insertion of a screw or pop-rivet, are automatically estimated by the software.
- Acquisition times for parts and tools are automatically estimated by the software with no additional input required.
- There is a new ability to compile more useful results that are now based on function groupings of parts and operations in a product.
- A new test-view panel has been incorporated into the operations library, which makes it easier and faster to develop customized assembly operations.
- Customized tabular reports can be generated and exported.
- Full “undo” and “redo” features have been added.

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Bricsys Announces Beta Version of BricsCAD BIM Module

19 June 2013

Bricsys, a global provider of dwg engineering design software brought to market under the BricsCAD® brand, today announced the immediate availability of the beta version of the BricsCAD BIM Module for the Windows operating system. This add-on module for Building Information Modeling is available for free to users of the Pro and Platinum edition of BricsCAD V13.2 (32-bit).

“Just as we have done for CAD software over the last decade, Bricsys is committed to exploring and pushing the limits of what can be done for BIM within the familiar .dwg environment,” said Erik De

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Keyser, Bricsys CEO. “Our plan is to make this beta available for free and further tailor and develop it based on our direct modeling technology and the customer feedback that we receive.”

With the addition of the BricsCAD BIM Module, Bricsys is now providing the building blocks for comprehensive solutions in the AEC (Architecture, Construction and Engineering) market:

- BricsCAD Pro or Platinum software
- BricsCAD BIM Module beta
- Smart connection with the Chapoo collaboration platform

“We’re looking forward to testing the integration of the BricsCAD BIM Module with our Artisan rendering solution,” said Dave Forrester, Managing Director, Lightworks. “I believe that this Module will provide developers with technology for developing creative solutions for the AEC market, all within the .dwg environment with which customers are familiar.”

With the release of the BricsCAD BIM Module beta, Bricsys is extending its core philosophy of “Unified CAD”, allowing users and developers to remain within their familiar .dwg environment without the need for annoying conversions or separate companion products, whether working on 2D drafting, 3D direct modeling or building information modeling.

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Dassault Systèmes Launches “Co-Design to Target,” a New Industry Solution Experience for Aerospace & Defense Programs

18 June 2013

Dassault Systèmes today announced the launch of its latest aerospace & defense industry solution experience, “Co-Design to Target.”

In today’s aerospace & defense industry, many companies fail to reach their budget, schedule and specification targets due to increasingly complex systems, overly aggressive plans and the premature incorporation of new technologies. In addition, the design phase of a program is plagued by disconnected workflows, point solutions differing across a program’s ecosystem, and the constant flow of unpredictable changes into a program’s design.

“Co-Design to Target” addresses these issues, introducing a unique approach to ensure a program is delivered on time, on budget, and on objective. To achieve this, “Co-Design to Target” includes several game changing capabilities:

- A real-time view of program status that connects the dots between all processes in a program’s execution. “Co-Design to Target’s” program governance capability not only coordinates program execution but inherently tracks progress against all key criteria including cost, schedule, workload, performance, risk and opportunity;

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- A real-time view of an aircraft design's performance that fundamentally changes the way aircraft are engineered. "Co-Design to Target" provides designers and architects the ability to design not only in the context of traditional digital mock-up (DMU), but also in the context of a new Functional Mock-Up (FMU) that incorporates a design's behavior. It delivers a more complete and true-to-life program definition to orchestrate requirements, systems and structures, such that all engineers work in harmony;
- Integrated engineering value streams, from design and simulation to part fabrication planning and resource programming preparation activities. "Co-Design to Target's" mission is to design components and sub-systems to reach their specifications quicker, and prevent late issues that may have dramatic impact on program cost and schedule.

"One of the consistent challenges we see in the aerospace & defense industry is the need to deliver programs as promised. Companies have a vested interest to ensure their programs are not delivered over budget or under specification or behind schedule," said Monica Menghini, Executive Vice President, Industry & Marketing, Dassault Systèmes. "While we have played a pivotal role over the past 30 years with our 3D design technologies in transforming how new aircraft are engineered, we must now focus on transforming how new programs are executed with our 3DEXPERIENCE platform. Our goal with 'Co-Design to Target' is to provide an industry solution experience that delivers new levels of engineering productivity and the execution control to deliver programs as promised."

"The successful development of the 525 Relentless aircraft is a reflection of Bell Helicopter's close partnership with Dassault Systèmes," said Bennie Peek, CIO, Bell Helicopter. "The use of Dassault Systèmes technology has been critical to our ability to execute the 525 Program on target. Our partnership with Dassault Systèmes will certainly continue as we expand deployment of Dassault Systèmes solutions to new programs."

For more information on Dassault Systèmes' industry solution experiences for Aerospace & Defense, visit: <http://www.3ds.com/solutions/aerospace-defense/industry-experiences>.

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Delcam's new PowerSHAPE offers extra "Design for Manufacture" Functions

20 June 2013

The 2014 release of Delcam's PowerSHAPE CAD software offers a range of new functionality for the conversion of product designs into tooling designs. The software now provides an even more powerful set of easy-to-use tools to increase productivity through increased automation and improved workflow. Full details, including video demonstrations of the new functionality and the option to download an evaluation version, are on <http://lz.powershape.com>.

By offering a combination of modelling and reverse engineering functionality, PowerSHAPE provides

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the most comprehensive range of design techniques available in a single CAD program. Having all the different technologies in the same package reduces the need to transfer data between multiple programs and so streamlines the whole product development process. At the same time, the combination of quick and easy direct modelling options, together with powerful and flexible surface modelling, makes PowerSHAPE the perfect choice for design for manufacture.

The Solid Doctor in PowerSHAPE has offered quick and easy repair of imported data from other CAD systems for many years. For the 2014 release, these capabilities have been enhanced with the addition of the Smart Feature Manager. PowerSHAPE can already recognise a variety of solid features within imported "dumb" geometry, such as fillets, slots, bosses etc. The Smart Feature Manager allows users to identify all these features within a solid in a single operation and so makes the analysis of the imported data easier and faster.

The software includes a set of filters so that all the features that fulfil specific criteria can be identified within the model. For example, the Smart Feature Manager can find all the holes having the same, specified diameter, or those having radii between two values. Similarly, if a single feature is selected, all similar features can be identified with a single click.

Once the particular group has been isolated, all the features within it can be suppressed or deleted simultaneously. Creating groups of similar features also makes it easier to manage the feature tree.

One common problem for tooling designers is finding fillets that are too small for successful filling of the mould. The Smart Feature Manager can be used to identify all the fillets having radii less than a particular size so that they can be modified to more suitable values.

When creating fillets, two new types of solid fillet have been added to the range of options in PowerSHAPE. Constant-width fillets create a blend based on a nominal radius when the distance between two edges remains fixed. Curvature-continuous fillets create a smooth blend between the selected edges. They have curved cross-sections, with the radius of the curve varying continuously to match the curvature of the underlying faces.

Another common requirement for tool design is adding draft surfaces and split surfaces to the model. These modifications and similar repetitive tasks have been made simpler through the addition of "Apply" buttons to all the surface-creation dialogs that allow multiple operations or operations on multiple surfaces without leaving the form. Clicking the right mouse button has the same effect as pressing "Apply", which further speeds up repetitive operations.

The core/cavity separation wizard in PowerSHAPE has been a key option for toolmakers for many years. This functionality has been rewritten to make it even faster and more effective. It divides the solid model into core and cavity pieces that can then be separated dynamically using a simple slider.

Any ambiguous faces can be assigned to the appropriate side, while any regions where slides or lifters

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might be required can be allocated to a completely new line of draw. If required, individual faces can be split and then attached to the correct part of the tool.

Throughout the process, clear graphical feedback, including undercut shading, highlights any potential moulding issues arising from the design so these can be corrected at an early stage in the mould design process.

Another useful addition is a new "solid extrusion" tool that allows solids to be created from multiple nested curves in a single operation. Any inner curves are extracted automatically from the solids to give hollow shapes. This option is ideal for creating embossed text, such as part numbers or product names, and similar complex-shaped features.

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Design Engineers Generate Dramatically Lighter Concepts with Minimal Stress using solidThinking Inspire® 9.5

18 June 2013

[solidThinking](#) today announced the latest version of its solidThinking Inspire software, which allows design engineers, product designers and architects to create and investigate structurally efficient concepts quickly and easily. Traditional structural simulations allow engineers to check if a design will support the required loads. Inspire assists this process by generating a new material layout within a package space using the loads as an input. The software is easy to learn and works with existing CAD tools to help design structural parts right the first time, reducing costs, development time, material consumption and product weight.

"solidThinking Inspire changes the way product designers and structural engineers approach design. It enhances human creativity by proposing designs that can be evolved into a finished product and easily exported to your preferred CAD tool," says Andy Bartels, Program Manager for solidThinking Inspire. "The new features in this release will allow customers to apply Inspire to an even larger set of their designs than before and make better early design decisions."

Important new features in solidThinking Inspire 9.5 include:

- **Minimizing Mass** – When running an optimization, users can now choose to either maximize stiffness or minimize mass.
- **Stress Constraint** – A global stress constraint can be applied to limit the maximum stress in the model during optimization.
- **Displacement Constraints** – Displacement constraints can be applied to a model to limit deflections in desired locations and directions.
- **Extrude Draw Direction** – The new extrusion shape control generates constant cross-section topologies in a specified direction.

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- **Localized Language Support** - Chinese, English, French, German, Italian, Japanese, Korean, Portuguese and Spanish are now supported.

More details are available at the new solidThinking.com. The website features a large collection of new videos including a tour of the user interface, a review of the latest features added for 9.5, and an overview of how Inspire fits into the product design process. In addition, customers can access tutorials created specifically for the Inspire 9.5 release. New users of Inspire usually need, at most, a few hours of training, and many require none at all.

"Inspire demonstrates solidThinking's innovation and profound understanding of how companies develop products," says Dr. Keith Meintjes, Practice Manager for Simulation and Analysis at [CIMdata](#), Inc. "It is a tool that precisely addresses the needs of product-responsible design engineers. The straightforward user interface is easy to learn and use and helps designers quickly create efficient and often dramatically lighter structures."

Meintjes adds, "Inspire provides an early indication of the effects of material placement on product performance, up front in the development process. It is a great example of how simulation can be democratized and made usable without the requirement to understand the details of the underlying technology."

In 2009, solidThinking brought the underlying technology within Inspire, known as topology optimization, to a broader audience. This process generates the ideal design for a given package space, material properties and loading. Inspire utilizes [Altair](#)'s industry-leading [OptiStruct](#) technology, but its straightforward user interface simplifies the application of topology optimization, allowing use by more engineers earlier in the product development process. It allows customers to create a package space with the simplicity of a sketch and generates solutions to problems with multiple loads applied in three dimensions.

In addition, solidThinking is also preparing for the release of solidThinking Evolve® 9.5. Evolve allows industrial designers to develop forms faster, using either a Windows PC or Mac. Evolve captures an initial sketch, then allows exploration of styling alternatives and the visualization of products with high quality renderings generated in real time. It combines both the modeling freedom of organic surfaces and the control of parametric solids with its unique ConstructionTree history feature. Evolve releases designers from the constraints of engineering-oriented CAD tools, while allowing the export of digital models required by others in the product development process.

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Geometric Releases V6 xPDM Adapter for Teamcenter™

19 June 2013

[GeometricLimited](#) today announced the release of its enterprise integration product 'V6 xPDM Adapter

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for Teamcenter', to help customers integrate their ENOVIA® V6 and Teamcenter implementations.

Geometric's new solution provides process based integration to enable exchange of design and engineering data between Siemens PLM Software's Teamcenter and Dassault Systèmes' ENOVIA V6. It enables coexistence of Teamcenter and V6-based applications by synchronizing the data between the two systems. The design data exchange capabilities of V6 xPDM will help existing CATIA V5 customers using Teamcenter as a design data management system, leverage CATIA V6 as their new authoring tool. Engineering data exchange support will enable bi-directional exchange of BOM data between ENOVIA V6 and Teamcenter.

"Organizations are under pressure to reduce time-to-market, and hence, want to use best of breed applications for digital product engineering. Our Teamcenter and V6 integration solution helps customers achieve this, while safeguarding existing investments and improving efficiency through collaboration", said Venkatesh Jagannath, Senior Vice President, Consulting and Technology, Geometric Limited.

Geometric is a member of Dassault Systèmes' V6 APs Partner Program, and has a Foundation Partnership with Siemens PLM Software to build and distribute solutions on their respective platforms; thereby ensuring support for the latest releases of V6 and Teamcenter to its customers.

Geometric has been developing niche interoperability solutions leveraging rich experience in designing, developing and deploying PLM solutions, and its partnerships with leading PLM vendors. These solutions help organizations in collaborative product engineering and to optimize their PLM investments.

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Lectra's Design to Cost Approach gives Companies the Power to Anticipate Real Costs Earlier in the Design and Product Development Phases

20 June 2013

Lectra is pleased to announce an improved Design to Cost approach to product development that draws on design, pattern-making, marker-making and 3D prototyping technologies and expertise.

"At a time when companies are striving to remain competitive, materials represent a significant percentage of the cost of a garment, companies therefore need to manage material usage effectively in order to preserve and increase their margins," says Anastasia Charbin, Director, Marketing Fashion, Lectra. "Lectra's Design to Cost approach, which combines design, product development and marker-making solutions, allows companies to analyze the cost of final garments and then use that information to make important business decisions in the design and product development phases."

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Visual fabric layout increases accuracy and cuts out manual labor

An integral component of Lectra's Design to Cost approach is the new pre-costing and marker-making solution Diamino® V6, which now allows fabric to be visualized on costing and production markers to help companies better anticipate and control material consumption. During the conceptualization phase, a period in which many ideas are proposed, challenged and reworked, material consumption is often only very roughly estimated. By more tightly integrating its core product design and development technologies and allowing for a more fluid exchange of visual and technical information, Lectra has opened the door to faster and more realistic evaluation of possible production scenarios.

"It allows us to exchange information faster and to more quickly identify potential problems before production," says Nicolas Drevet, Head of Production Methods at French lingerie company Lise Charmel.

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

Design to Cost is especially useful for companies that work with engineered prints and complex or intricate fabrics. They are able to import sketches, graphics or scanned fabrics from the design department to evaluate production scenarios before fabric is ordered, printed or cut. If changes need to be made in design to reduce costs at the production end, Diamino V6's visual capacities make it easier to communicate across departments quickly and accurately to keep development moving forward.

"I can see exactly where the markers are going to fall on the print. If it doesn't work out, I can make my recommendations to the print department before the screen is sent out and costs are committed to," explains Alex Canoro, Head of Marker Making at American dress company Maggy London.

"The decisions that are made in design have an impact on final garment cost, but this often isn't apparent until the production phase. With a holistic Design to Cost approach supported by Lectra, companies now have the capacity to take production constraints into account early on in design," says Antoine Mercier, Product Manager, Lectra. "What used to be manual, time-consuming and rife with errors, has become a more streamlined process that enables companies to evaluate the impact that both style and fabric design have on material consumption, before production commitments are made."

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MSC Nastran 2013 Breakthrough Integrated Fatigue Analysis Optimizes Designs for Weight & Durability

19 June 2013

CIMdata PLM Industry Summary

[MSC Software Corporation](#) today announced the new release of [MSC Nastran 2013](#). The new features of MSC Nastran 2013 deliver customization and broader solution capabilities that generate significant time savings in automotive and aerospace simulation workflows.

Embedded Fatigue Analysis

The new release integrates industry leading fatigue analysis capabilities within [MSC Nastran](#). Engineers can now calculate fatigue damage and life using the [MSC Nastran](#) solver without the need to export results to a separate fatigue solution. What was once a post-processing exercise is now an integral part of the analysis process, providing multiple advantages, one of which is the ability to do weight optimization while constraining fatigue life.

- Significant time savings are achieved by avoiding sequential process steps in the durability calculations. This reduces both computational time (in one scenario, a fatigue analysis that traditionally took 8 hours, took just 38 minutes) and dramatically improves ease of use (200 files to process is reduced to 2)
- Users can now perform design optimization in conjunction with fatigue analysis, which leads to better designs that last longer. One example led to a 24% mass reduction and at the same time fatigue life was increased by 14%

Poroelastic Material Modeling

Trim components are used extensively in automobiles and aircrafts to dampen the vibrations and improve the cabin comfort for the occupants. The new version supports the poroelastic behavior of these trim components to analyze the vibroacoustic performance of the vehicle by modeling the complex multi-physics of the fluid-solid interaction, resulting in improved simulation accuracy.

Advanced Nonlinear

The new release provides additional flexibility in model creation and functionality to improve accuracy of systems analysis.

- User defined material subroutine has been improved enabling engineers to define new state variables and with ability to pass additional internal variables
- Enforced relative motion capability is improved for better nonlinear dynamic analysis of structures
- MNF files that are used by Adams to simulate deformation in flexible bodies can now be exported at a deformed configuration as well

Explicit Nonlinear

Several new capabilities to improve the performance of the numerically intensive blast and general fluid-structure interaction (FSI) applications have been implemented in this release. They include:

- New 1D to 3D and 2D to 3D axisymmetric mapping for blast loads in Eulerian solver. With this capability, users can improve the computational speed of these analyses by performing one- or two-dimensional analyses and mapping the results to a three dimensional mesh when needed to account for effect of the wave on a structure.

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- Multiple detonation points with varying ignition times for blast applications to analyze multiple blasts and their effects on structural integrity
- New methodology to define blast loads based on empirical data in LS-Dyna
- New LS-Dyna libraries based on LS-Dyna version MPP 971s R6.0.0
- Enhancements to FSI algorithms to speed up the simulation time, with over 60% improvement seen in single core runs and even better performance for multicore runs.

High Performance Computing

With solver enhancements and parallelization capabilities, [MSC Nastran](#) delivers performance improvements for a variety of analyses. Greater use of parallelization and GPGPU technology results in 20%-50% reduction in solution times over previous release, providing an opportunity to simulate more designs.

- Improved support for GPU devices for higher productivity
- DMP (Distributed Memory Parallel) capabilities for advanced nonlinear analysis capabilities made more efficient (57% reduction in analysis time was achieved for a customer model)
- New memory management to minimize memory use in order to conserve resources in a multi-user environment

For more details about the new release, [watch the MSC Nastran 2013 release webinar](#).

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SmartCAMcnc Announces New SmartCAM Product Line Release Schedule

12 June 2013

SmartCAMcnc has announced a new development release schedule for the SmartCAM® suite of computer-aided manufacturing (CAM) software. Effective immediately, SmartCAM will now have a single, major 4th-quarter release, with "service pack" maintenance releases scheduled as needed.

Previously SmartCAM had two major releases per year. The new release schedule provides SmartCAMcnc's staff a longer, uninterrupted development cycle by eliminating the release activities related to testing, validating and delivering a second major release each year.

The SmartCAM CAM software family consists of applications for Computer-Numerical Control (CNC) milling, turning, fabrication and wire EDM.

The first version under the new release schedule will be "SmartCAM 2014," due Q4 2013. Service pack maintenance releases of the SmartCAM product family will be issued as needed to address minor issues, but typically not adding new core components or features. The previous major version of SmartCAM was Version 19.5 released in November 2012, and the current release is SmartCAM V19.7 released in

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early May of this year.

"For the past ten years SmartCAMcnc has made tremendous strides in developing SmartCAM into a leader in the CAD/CAM software market." said Douglas Oliver, SmartCAMcnc's Senior Product Manager. "The release-to-release advancement of SmartCAM capability has been very encouraging to SmartCAM customers."

"The new annual release schedule provides greater development efficiency, making it now possible to fit additional, significant projects into the development schedule." Douglas went on to say.

"For the customer, more new features means greater value for their maintenance investment. An example of an important new feature made easier with the annual release schedule is the new transactional-database "Undo" system that will be found in the SmartCAM 2014 release. The addition of such capability makes us confident that our customers will find the annual release plan beneficial."

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The BIMobject® App Now Released for ArchiCAD

18 June 2013

BIMobject® announced that the cloud integration App for GRAPHISOFT's ArchiCAD has been launched. The App is completely free of charge for all users of ArchiCAD worldwide, giving the ArchiCAD user a toolset to find, source, update and check BIM objects supplied through the <http://bimobject.com/> cloud completely integrated in their software.

The integration is completely unique and is a best-in-class web service integration inside ArchiCAD. The App has functions to quickly browse the BIMobject® cloud database online and find real products from real manufacturers. A simple click to download and the BIM objects are loaded in the ArchiCAD user's project, ready for placement and further configuration.

Another great feature is the ability to check for updates. The App will check to ensure the actual version of the placed object in your project is the same version as on the cloud. If there is a newer version of the actual product in the cloud, the product information can automatically be transferred to the already downloaded files. This is a feature not seen in any other solution and gives a completely new way for manufacturers to update product data and add new properties to already downloaded objects. This solves the issue of keeping and maintaining data up to date, great for both the user and manufacturer.

The App also consists of a BIMail integration. ArchiCAD users now have the ability to send and receive BIMails directly from inside their BIM software, making ArchiCAD 'social.' Manufacturers have the ability to use BIMail to inform users about product news and updates through BIMail inside the

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ArchiCAD system.

Another thrilling functionality is the featured manufacturer section where building and interior product manufacturers can obtain their own branded button. It opens the private cloud of that particular manufacturer inside ArchiCAD so the user can browse that manufacturer's products directly. The manufacturers featured will update on a monthly basis through web services, and is directly connected to the cloud solution at <http://bimobject.com/>

Information about the App for Windows is available at GRAPHISOFT.com and for immediate download at BIMobject.com, or from inside the ArchiCAD 17 application. The App is also compatible with ArchiCAD version 15 and 16. The App will be available for Mac in the second half of July.

"We are very excited about the new [BIMobject® App for ArchiCAD](#). We are also proud that we now have the most extensive set of features of any BIMobject® App. This is a revolutionary step, showing the BIM world what cloud can do for us now and in the future," said Akos Pfemeter, Director of Global Marketing, GRAPHISOFT.

"The new App launched for GRAPHISOFT is the most advanced version of our App technology we have developed so far. It shows a clear path where we are heading with BIM content cloud integration. Manufacturers enter the BIM world for real and can both communicate directly with users and supply them with updated and high quality BIM objects straight into the BIM software ArchiCAD," said Stefan Larsson, CEO of BIMobject AB.



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