

Contents

CIMdata News	2
CIMdata Hosts Free Webinar, “How to Claim the Benefits of PLM for Your Business”	2
Acquisitions	4
Autodesk Announces Intention to Acquire Delcam	4
Autodesk Announces Intent to Acquire Delcam, Leading Provider of CAM Software	5
Autodesk Expands Expertise in Automotive Surfacing with Acquisition of VSR Technology	5
The IGE+XAO Group Announces: The Takeover of its Danish Distributor	6
Company News	7
ACE 2013 Europe Draws Global Audience for PLM User Conference	7
Alphacam: “Vero’s Fastest Growing Brand”	8
Altair Expands Mediterranean Presence with Offices in Greece and Israel	8
AVEVA Strengthens its Relationship with Newcastle University	10
Cadlog Joins Omnify Software Partner Program	10
CAD Masters Earns Autodesk Process Plant Specialization	11
GRAPHISOFT’s BIMx Docs Ranked Third out of Top 10 Apps for Architects	11
Infor Names Nicole Anasenes as Chief Financial Officer	12
InfoStretch Formalises its Partnership with Atos	13
Join ZWCAD Touch Photo Competition and Win a Prize	14
Lectra Appoints B T Nagesh as Director, Lectra India	14
ModuleWorks Celebrates 10 Years With VISI	15
MSC Software and the UK National Composites Centre (NCC) Support Manufacturing Companies in the Drive for Product Innovation	16
Trimble Names Chief Financial Officer	17
Events News	17
3D Systems to Launch Groundbreaking Products at EuroMold 2013	17
GibbsCAM Supports Full Range of MORI SEIKI Machines at DMG MORI Manufacturing Days	18
JETCAM Showcases Multiple new Composite Products at UK’s Advanced Engineering Show 2013	19
PROLIM Sponsors SIMENS PLM Conference at Detroit, MI	20
Financial News	21
ANSYS, Inc. Reports Record Third Quarter Results Highlighting Strong Margins and EPS	21
CENIT AG: After 9 Months Slight Increase in Results Compared to the Same Period Last Year	22
PTC Announces Q4 and FY’ 13 Results	23
Stratasys Reports Record Financial Results for the Third Quarter of 2013	24
Implementation Investments	25
Edgecam Bridges the Skills Gap For WFEL	25
Ramboll Standardizes on Intergraph SmartMarine® Enterprise for All Oil and Gas Projects	27
Women’s Apparel Designer, Jude Connally, Selects BlueCherry Enterprise Suite to Improve Design to Delivery Process, Support Continued Growth	28
Product News	29
Advanced Solutions Releases BIMAssist for Revit	29
AIA to Offer Authorized 3D CAD Models of National Aerospace Standards	30
ASCONE’s C3D Geometric Kernel Deployed by Third-Party Developer	31
Autodesk Continues to Deliver Integrated CAM to SolidWorks Users with HSMWorks 2014	32

CIMdata PLM Industry Summary

Autodesk Provides 3D Design in a Browser, an Industry First	33
Axis Camera Families now Available for Autodesk Seek While New Axis Camera View Add-in Provides 3D Camera Perspectives for Autodesk Revit Users	35
BSE-in-NX to be Released	36
CVISION Releases PdfOptimizer for EMC Captiva 7.0	37
Dimensional Control Systems Uses D-Cubed 3D DCM	38
hyperMAXX® now also for 2D Machining	38
IGC updates Brava! for IBM Content Navigator	40
ITOCHU Techno-Solutions Corporation of Japan Joins the Aras Partner Program	41
Matereality Version 7 Provides Role-Focused Productivity Tools for Materials Engineers, Scientists, and CAE Experts	41
MSC Software's New Release of Marc Significantly Reduces Run Times and Expands Nonlinear Material Modeling for Elastomers & Composites	43
Tech Soft 3D Releases HOOPS Exchange 7.0 and HOOPS Publish 7.0	44
ZWCAD+ 2014 SP1 Released for a More Solid and Flexible Workflow	45

CIMdata News

CIMdata Hosts Free Webinar, “How to Claim the Benefits of PLM for Your Business”

7 November 2013

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “How to Claim the Benefits of PLM for Your Business.” Join CIMdata on December 11 at 11:00 a.m. (EST) to find out how to harness the benefits of PLM and capture greater success for your business.

Based on CIMdata’s 30 years of experience in the PLM industry, our experts have identified the potential pain points associated with PLM implementations: the lack of current organizational PLM plans; the ability to determine if PLM is making a difference; the failure of PLM in the past; or that engineering is plagued with delays, confusion, and a lack of success.

The webinar will be presented by Jim McKinney, CIMdata’s PLM Leadership Practice Manager. “Understanding PLM and the role it plays in support of innovation is very important in today’s business climate,” says McKinney. “The ability to measure PLM value allows you to convince executives that investing in this important technology will have visible returns.” Mr. McKinney has over 28 years of experience helping people adopt and optimize new technologies. He delivers PLM certificate classes throughout Europe, Asia, and North America. He also works with individual companies to provide customized support for their PLM initiatives.

The webinar will be an hour long and will cover the following topics: the benefits of PLM; the reasons why PLM benefits are often missed; where to look for the greatest value from PLM; an introduction to how PLM benefits can be measured; and ways to enhance your business with PLM.

CIMdata PLM Industry Summary

Attendees will learn:

- What they have been doing wrong with PLM
- Where the future of their business is heading with PLM
- How to measure PLM's success
- How PLM can energize and improve their business
- More about the potential benefits that can be derived from PLM
- How to demonstrate the value of PLM to management

This webinar is suited for PLM users, team leaders and members, engineering managers, and anyone interested in learning more about PLM. During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more,

visit: http://www.cimdata.com/news_events/workshops/claim_benefits_event.html. To register,

visit: <https://www3.gotomeeting.com/register/772440238>

About CIMdata

CIMdata, a leading independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding in 1983, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM-enabling technologies.

CIMdata works with both industrial organizations and providers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia-Pacific. To learn more about CIMdata's services, visit our website at www.CIMdata.com, follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA, Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands, Tel: +31 (0) 495.533.666.

 [Click here to return to Contents](#)

Acquisitions

Autodesk Announces Intention to Acquire Delcam

8 November 2013

Autodesk has announced its intention to acquire Delcam, one of the world's leading suppliers of advanced software for manufacturing industry. The companies offer complementary ranges of software, with Autodesk's programs for design, engineering and entertainment able to be combined with Delcam strengths in manufacturing.

Headquartered in Birmingham, UK, Delcam has more than 30 offices worldwide and approximately 700 employees. The company's range of design, manufacturing and inspection software provides automated CAD/CAM solutions for a variety of industries, ranging from automotive and aerospace to footwear and sports equipment.

On completion of the acquisition, Delcam will become a subsidiary of Autodesk. It will maintain its focus on accelerating the growth of its market share in the manufacturing sector, with the added strength that will come from being part of a larger organisation. Delcam customers will continue to be supported by the skilled and experienced engineers for which the company is renowned through its global network of Subsidiaries, Joint Ventures and Sales Partners.

Delcam's status in the CAM industry was confirmed in the latest NC Software Market Analysis Report from leading US analysts CIMdata. The Report showed that, in 2012, Delcam again had the highest vendor revenues and received the highest end-user payments of all the CAM-centric companies. This meant that the company had completed thirteen years as the world's leading specialist supplier of CAM software and services.

The CIMdata report also confirmed that Delcam continues to employ the largest development team in the CAM industry, with over 200 people working on the company's manufacturing software. Both Delcam and Autodesk invest around a quarter of their turnover in product development, a reflection of the importance the companies place on ensuring that their programs represent the industry-leading solutions for their customers.

Commenting on the planned acquisition, Carl Bass, President and Chief Executive Officer of Autodesk, said: "We are taking an important step on our path towards delivering a better manufacturing experience. Together Autodesk and Delcam will help further the development and implementation of technology for digital manufacturing."

Clive Martell, Chief Executive Officer of Delcam, added: "I am very excited by the opportunities from combining Delcam with Autodesk to create a compelling platform from which to service both companies' manufacturing clients. The added strength and status that we will gain from being part of

CIMdata PLM Industry Summary

the Autodesk Group will benefit our customers, our staff and our sales channel."

 [Click here to return to Contents](#)

Autodesk Announces Intent to Acquire Delcam, Leading Provider of CAM Software

7 November 2013

[Autodesk, Inc.](#) today announced its intention to acquire Delcam, one of the world's leading suppliers of advanced software for the manufacturing industry. Autodesk plans to acquire Delcam for £20.75 per share or approximately £172.5 million. The transaction will be structured as a cash offer for all the outstanding shares of Delcam, is subject to customary closing conditions including regulatory approvals, and is expected to close in Autodesk's first quarter of fiscal 2015. Autodesk expects to use its non-U.S.-based cash for the transaction.

"Today we are taking an important step on our path toward delivering a better manufacturing experience," said Carl Bass, Autodesk president and CEO. "Together Autodesk and Delcam will help further the development and implementation of technology for digital manufacturing."

Headquartered in Birmingham, UK, Delcam is one of the world's leading suppliers of advanced CAD/CAM and industrial measurement solutions for the manufacturing industry. Delcam's range of design, manufacturing and inspection software provides automated CAD/CAM solutions for a variety of industries, ranging from aerospace to toys and sports equipment. The company has more than 30 offices worldwide, approximately 600 employees, reported revenues for its fiscal 2012 of £47.1 million, and its shares trade on the London Stock Exchange under the ticker symbol "DLC."

"I am very excited by the opportunities from combining Delcam with Autodesk to create a compelling platform from which to service both companies' manufacturing clients," said Clive Martell, Delcam CEO. "The offer is at a level which recognizes the potential of Delcam and provides an attractive opportunity for shareholders to realize value for their current holdings in cash, while at the same time opening up new opportunities for our staff and partners operating within the wider platform of the Autodesk group."

 [Click here to return to Contents](#)

Autodesk Expands Expertise in Automotive Surfacing with Acquisition of VSR Technology

4 November 2013

[Autodesk, Inc.](#) has completed the acquisition of certain technology assets from Virtual Shape Research GmbH (VSR), a developer of class-A surface modeling and conceptual design software for the automotive industry. As part of the deal, 10 VSR employees will join Autodesk. The acquisition of the VSR team and technology will help Autodesk expand its offerings for the automotive industry, including enhancement of the Alias product line, and drive further leadership in technical surfacing

CIMdata PLM Industry Summary

technology. Terms of the transaction were not disclosed.

“Autodesk continues to invest in developing and acquiring technology to support our customers in the automotive industry,” said Buzz Kross, senior vice president of Design, Lifecycle and Simulation products at Autodesk. “The addition of the VSR technology to Autodesk will help our customers achieve a more efficient development process with production-ready, high-quality technical surfaces. We are excited to welcome VSR employees, customers and partners to the Autodesk community.”

Autodesk plans to incorporate the VSR technology into its existing product lines, including Alias products, and to apply the team and technology toward the development of next-generation design/styling and technical surfacing solutions. Autodesk intends to continue offering for the existing VSR plugin for Rhino, and to make this product available for purchase exclusively via the Autodesk e-store. VSR has long collaborated with Autodesk on the research and development of technology for the automotive industry, and is based in Hannover, Germany.

 [Click here to return to Contents](#)

The IGE+XAO Group Announces: The Takeover of its Danish Distributor

5 November 2013

The IGE+XAO Group announces that it has taken over the software distribution company IGE+XAO Danmark A/S formerly CADdy Danmark A/S. The Group, which has held 49% of the company since 2001, has now purchased the remaining 51% of the share capital. Thanks to the IGE+XAO's strong self-financing capacity, this transaction took place without recourse to debt.

Like the Group, IGE+XAO Danmark A/S has both solid fundamentals and a 1st rate position in its territory with over 5,000 installed licenses, 1.2 million euros in turnover, net cash flow of 1.4 million euros and an operating profitability of more than 25%.

This acquisition allows the Group to strengthen its position in Europe, in particular in Northern Europe, which represents a market that is dynamic and that has a high potential. IGE+XAO as such intends to extend its leadership to Denmark and accelerate penetration into the Swedish and Norwegian markets.

Over the year 2014, IGE+XAO will continue its proactive strategy internationally with the opening of a distribution subsidiary in Mexico and a sales office in Russia.

 [Click here to return to Contents](#)

Company News

ACE 2013 Europe Draws Global Audience for PLM User Conference

8 November 2013

Aras® today announced a successful European user conference. ACE 2013 Europe (Aras Community Event) took place October 29-30 in Bad Soden, Germany. IT and industry experts from more than 10 countries gathered together for an intensive knowledge exchange on PLM related topics. Highlights included user presentations and participation from Alessi, Breton SpA, Carestream Health, Freudenberg, GETRAG Ford Transmissions, North Sea Electronics, Saab, Schrader Electronics and more.

ACE 2013 Europe Details and Presentations available at <http://aras.com/plm/002163>

Aras President and Founder Peter Schroer shared his vision for the Future of PLM, stressing the need for resiliency and openness in PLM solutions, and the importance of people in the product lifecycle. The Aras Tech team rounded out the 2-day event with presentations on What's New & Coming Soon from Aras, Change Management, Secure Social and Visual Collaboration, Digital Mark-up, Requirements Management, and the Aras Roadmap.

ACE 2013 Europe presentations included:

Carestream Health on PLM as a platform for Implementing Successful Transformational Changes.

Schrader Electronics on how to Build a PLM Skyscraper by selecting the right PLM provider and implementation partner.

North Sea Electronics on why choose Aras for PLM in the Harsh Environments of the high temp and high pressure world of electronics design.

Breton SpA on PLM implementation from Commercial Configuration to Order Development for Industrial Machinery.

T-Systems International on Supply Chain Engineering Enablement for Design Authority Through Integrated Collaboration.

3DPDF Consortium on Enabling the Model Based Enterprise with 3D PDF

At ACE 2013 Europe attendees also met with numerous Aras partners during the two day conference. Exhibitors included ACE 2013 Gold Sponsor T-Systems International, Focus PLM, ITI TranscenData, KISTERS, Minerva, NTT DATA, PLM Team, Seeburger, SofTech and xPLM Solution.

For more details regarding the event, pictures and presentations please visit <http://aras.com/plm/002163>

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Alphacam: “Vero’s Fastest Growing Brand”

7 November 2013

Delegates at Alphacam’s five user group meetings throughout England, Scotland and Ireland heard it is now Vero Group’s fastest growing brand.

UK & EMEA Sales Manager Michael Pettit highlighted that with four direct offices and 50 resellers around the world, Alphacam was widely used globally in woodworking applications such as joinery and panel products...along with metal applications for general sub contracting, medical and aerospace sectors and shop floor programming.

With Alphacam seeing double digit growth for both of the last two years, he told delegates: “It’s official. Vero’s fastest growing product is Alphacam.”

He said the Vero Group has more than 575 employees, including over 150 developers. “Vero’s goals are to establish ourselves as the No.1 CAM-centric global software supplier, to develop the best products in the world, to have the most satisfied customers and to have more customers on support than any other company.”

Presentations detailed Alphacam’s very latest routing, milling and profiling enhancements, with a special emphasis on how it has created a unique niche within the turning industry with support for multiple turrets and multiple spindles with a live B-axis.

General Manager Nick Spurrett explains: “Many CAM systems struggle when there is a need to support multiple turrets and spindles that all require synchronisation. This is a collision rich environment and we are able to simulate everything using the internally developed simulation, all in one, easy-to-use product. Alphacam is a unique CAM solution with an open architecture and flexible Application Program Interface. Many companies have optimised the performance of Alphacam by developing macros and programs that are bespoke to them.”

And he says, with over 150 customers attending the user group meetings, the five events provided an excellent networking opportunity and platform for companies to share their knowledge and experience.

 [Click here to return to Contents](#)

Altair Expands Mediterranean Presence with Offices in Greece and Israel

5 November 2013

[Altair](#) today announced the opening of two new offices, Altair Hellenic in Thessaloniki, Greece, and Altair Israel in Tel Aviv, Israel. The offices, which serve notable customers in the region including Hellenic Aerospace, EADE, Rafael, and Plasan, target manufacturers that can benefit from

CIMdata PLM Industry Summary

Altair's [HyperWorks](#) suite of computer-aided engineering tools, in-house product design services, and cutting-edge business analytics technology.

These locations will provide customers in Greece, Germany, Israel, Italy, and Turkey with multi-disciplinary computer-aided engineering (CAE) support for extrusion, stamping, forging, resin transfer molding (RTM), and crash simulations. In addition, Altair Hellenic will spearhead consulting and customer support services throughout southeastern Europe. Altair Hellenic is led by Lazaros Tsioraklidis, formerly CTO of InterFEA Engineering, longtime reseller of Altair software and services in Greece. AltairIsrael is led by Sergi Chanukaev.

"Our offices in Greece and Israel will be very significant for Altair's growth," said Altair Chairman and Chief Executive Officer James Scapa. "The Hellenic region is particularly strong in the use of modeling and visualization tools, with a concentration of highly skilled talent. The Israeli region is a leader in the use of solvers, especially with respect to high-velocity impact and crash. Lazaros has built a magnificent consulting operation, and his group adds depth to Altair's strength and domain expertise. Sergi will leverage the many promising high-tech start-up companies and academic research institutes in Israel to benefit Altair globally."

In addition to serving major European clients, both Altair Hellenic and Altair Israel will maintain a focus on strategic software development in conjunction with leading universities and outside partners.

"I consider it very fortunate to have a company like Altair in Thessaloniki. This creates excellent opportunities for direct cooperation between several of our engineering laboratories and Altair on challenging technical projects and research areas of common interest. It also provides an additional incentive to our students to work harder and become more competent in order to get a job in one of the top engineering companies in the world," said Professor Sotirios Natsiavas, Director of the Machine Dynamics Laboratory, Department of Mechanical Engineering, Aristotle University of Thessaloniki.

"The uncertainty of the Greek economy has led many students to move to other countries to find a job," observed Lazaros Tsioraklidis. "In this environment, it is the right time for a very stable company like Altair to begin offering career opportunities to local talent, including the excellent pool of engineering students and other very skilled engineers in and around Thessaloniki."

Altair has 20 other offices in Europe, including France, Germany, Italy, Russia, Spain, Sweden, the U.K., and Ireland. Sales of Altair software products to firms in Greece will continue to be handled through Altair offices in Italy and Germany. The Thessaloniki office is specifically focused on providing software development, benchmarking services, and engineering project support to European businesses. The Tel Aviv office will focus on defense applications providing guidance and support based on the accumulated expertise in this field. It will also broaden Altair's search for new technological developments.

Businesses, software developers, and others who are interested in collaborating with Altair's new offices

CIMdata PLM Industry Summary

should contact Altair Hellenic at Hellenic@europe.altair.com and Altair Israel at Israel@europe.altair.com.

 [Click here to return to Contents](#)

AVEVA Strengthens its Relationship with Newcastle University

5 November 2013

AVEVA today announced that it has further strengthened its educational relationship with Newcastle University, by providing additional software licences for use by the university's School of Marine Science & Technology on its Marine Engineering and Naval Architecture degree programmes. AVEVA Outfitting™ technology will be used by approximately 70 third-year and fourth-year students in the 2013/2014 academic year. The AVEVA software will be used on group design projects in the students' final year.

'This additional AVEVA software will enhance our students' capabilities,' said Dr. Kayvan Pazouki, Teaching Fellow in Marine Engineering, Newcastle University. 'AVEVA is helping us to equip students with the skill set needed to use one of the leading 3D design tools in the shipbuilding industry. Our students can now experience working with this industry-leading software to develop their own 3D models.'

'Newcastle University has already successfully implemented and run courses using AVEVA Hull™ and AVEVA Initial Design™, so AVEVA Outfitting was a logical addition to its programme,' said Fredy Ktourza, Senior Vice-President, Western Europe and Africa, AVEVA. 'We recently completed training in AVEVA Outfitting for six lecturers so that they can immediately begin using it with the students. This donation is part of AVEVA's Academic Initiative and will help to encourage a new generation of ship designers and engineers, contributing to the future success of the whole industry.'

The AVEVA Academic Initiative benefits educational institutions, their students, employers, and the global engineering community. AVEVA's educational partners range from local vocational training centres to the world's most prestigious postgraduate universities. Common to all is a dedication to developing engineering skills that can be applied directly in the process plant, power and maritime industries.

 [Click here to return to Contents](#)

Cadlog Joins Omnify Software Partner Program

4 November 2013

[Omnify Software](#) today announces that [Cadlog](#), the largest supplier of Electronic Design Automation (EDA) and Manufacturing Execution System (MES) software sales, implementation, and training in southern Europe, has joined the Omnify Software sales partner program.

CIMdata PLM Industry Summary

As part of Omnify's network of world-class sales partners, Cadlog will be offering sales, implementation and training of the [Omnify Empower PLM](#) solution to customers in Italy, Spain, Portugal, Greece, and Italian-speaking Switzerland.

"Partnering with Omnify Software helps us to continue our strategy of expanding the range of products and services we provide for the electronics industry," stated Filippo d'Agata, CEO for Cadlog. "Omnify's product lifecycle management software not only allows manufacturers to efficiently manage their product data, it offers proven integration with our other product lines which makes it an excellent fit for our new and existing customer base."

"We are pleased to have Cadlog as a participant in the Omnify Software sales partner program," stated Jack Rowntree, COO for Omnify Software. "The team at Cadlog has years of experience working in the electronics industry to deliver solutions that improve engineering processes and they have a proven track record of success with leading manufacturers in southern Europe."

 [Click here to return to Contents](#)

CAD Masters Earns Autodesk Process Plant Specialization

6 November 2013

CAD Masters, an Autodesk Gold Partner, today announced that it has earned the new Process Plant Specialization designation for value added resellers from Autodesk, Inc. As an Autodesk Specialized Partner, CAD Masters has shown that they have made significant investment in their people, they have a solid business plan specific to their specialization area, they have customer references, and that they can provide a high level of experience and support to customers in the Process Plant industry.

The new Autodesk Partner Specializations enable value added resellers to highlight and brand their expertise in delivering services in key industry areas. By completing the required curriculum and training, as well as meeting required levels of service and standards set by Autodesk, CAD Masters demonstrates what it means to be a trusted adviser to Autodesk customers throughout the world.

 [Click here to return to Contents](#)

GRAPHISOFT's BIMx Docs Ranked Third out of Top 10 Apps for Architects

5 November 2013

GRAPHISOFT's BIMx Docs is a [Top 10 App for Architects](#), chosen by the editors of ArchDaily, an online publication and resource for architecture news and product information. Developed by GRAPHISOFT, [BIMx Docs](#) is a professional BIM project viewer featuring "BIMx Hyper-models", a

CIMdata PLM Industry Summary

unique technology for integrated 2D and 3D building project navigation. BIMx Hyper-models offer extremely smooth handling and outstanding performance even for projects with complex 3D building models and extensive 2D documentation.

According to ArchDaily, "...Hyper-models – Graphisoft's term for describing BIM on mobile devices – has the potential to make BIM even more popular. As an app that can be used by every member of a project's design and construction teams, it's worth checking out."

The recently introduced "BIMx Docs" function pack is available with all available features from the [App Store](#). The basic BIMx app remains free of charge, keeping the exploration of the 3D model available free to anyone, while the BIMx Docs function pack is available inside the free BIMx app with new, [InApp purchase options](#): \$4.99 for one project; \$49.99 for an unlimited number of projects. For more information about GRAPHISOFT BIMx and BIMx Docs, please visit: www.graphisoft.com/bimx/.

 [Click here to return to Contents](#)

Infor Names Nicole Anasenes as Chief Financial Officer

6 November 2013

[Infor](#) today announced it has named Nicole Anasenes as chief financial officer. Anasenes, who joins the company this month, reports to CEO Charles Phillips and will be based at the company's Manhattan headquarters.

"Nicole's broad mix of business and financial skills will help Infor embark on its next phase of global expansion; though we currently have customers in more than 200 countries and territories, with the tenfold increase in new product releases over the last three years and a completely refreshed product line, there is an opportunity to expand into more industries and cities and add more partners in each country," said Charles Phillips, CEO of Infor. "Additionally, Nicole's experience will help drive Infor's strategy around the recently launched UpgradeX program, where on-premise customers can move to the cloud for a fixed migration fee of \$55,000."

Anasenes most recently served as VP and chief financial officer of IBM's Software Middleware Group business unit, where she helped drive significant operating efficiency and simultaneously enter and scale new business areas such as security and mobile software and integrated multiple acquisitions. She also served as VP and chief financial officer of IBM's Cloud business unit, helping to define and operationalize IBM's cloud computing business, and as director of Emerging Markets for IBM's Global Technology Services organization.

Anasenes has an MBA from The Wharton School of the University of Pennsylvania and a Bachelor's degree from New York University.

With the addition of Anasenes, four members of Infor's leadership team are women: Anasenes, Infor COO Pam Murphy, SVP of Global Support Marylon McGinnis, and SVP of Global License Management and Maintenance Mary Trick. Earlier this year Infor announced an internal initiative, the Women's Infor Network, which is a career development program with strategic emphasis on growing female talent within the company.

 [Click here to return to Contents](#)

InfoStretch Formalises its Partnership with Atos

5 November 2013

InfoStretch Corporation, a leading provider of mobile application lifecycle services and solutions, including private mobile cloud infrastructure announced a partnership with Atos, an international IT services company, who has a leading position as System Integrator in Europe. The partnership was announced on Thursday, October 31st by Rutesh Shah, President and CEO of InfoStretch Corporation and Julien Bensaid, Global Head of Testing at Atos.

“There were some very strong drivers for this partnership”, says Julien Bensaid, Global Head of Testing at Atos. “The strong growth predictions and the potential in the mobile enablement space, the intellectual property, accelerators, tools and utilities that InfoStretch brings to the partnership and market are very critical to us. Also, presence in mutually exclusive geographies - InfoStretch is predominantly in the US, whereas Atos has complete coverage in Europe, and of course the presence of offshore and onsite mobile testing resources to be able to provide global delivery options is of great value”, he added.

Strategic partnerships are important to enable innovation and growth in any geography especially in the mobile sphere. Technology, market trends and new consumer demands creates constant and dynamic changes in the mobile and service enablement arena and organisations must keep pace not just with service delivery, but also enterprise tools. Atos and InfoStretch have a Global partnership leveraging their respective strengths. Mobile enablement services on the part of InfoStretch and Business Integration and Business Process Solutions, on the part of Atos, with a particular focus on Smart Mobility.

“InfoStretch has plans for a rapid growth in the Europe market where Atos has a well-established and respected customer base. With this partnership, Atos will be able to offer it’s customers an exciting range of new mobile enablement technologies and readymade solutions from InfoStretch”, says Rutesh Shah. “We are excited to work with Atos to introduce our mobile technologies, solutions and services to European enterprises”, he added.

This win-win relationship is well set to grow from strength to strength. Both companies are positioned very well to help their customers overcome challenges specific to mobile application, specifically MAM, BYOD and MDM with new technology platforms and service line additions.

 [Click here to return to Contents](#)

Join ZWCAD Touch Photo Competition and Win a Prize

4 November 2013

[ZWCAD Design](#) announced on November 4 that [ZWCAD Touch Photo Competition](#) will run from November 1 to December 1, aiming to discover how users are using their free iPhone and iPad .dwg editor, [ZWCAD Touch](#).

In partnership with Lightworks, a supplier of rendering solutions for developers of advanced 3D computer graphics software, ZWCAD will award the top 5 photo producers, together with 5 randomly-selected entrants, the [ZWCAD+ 2014](#) license and a copy of the rendering software [Lightworks Artisan](#), which is now available in ZWCAD+ 2014, enabling them to flexibly design more diverse architectural and interior tasks and use high-quality rendering to present their ideas. Besides, the winner will also receive an iPad mini.

Participants are required to take photos of themselves using ZWCAD Touch away from their desk and upload them to the [ZWSOFT Facebook page](#), and these photos will be voted on by fans of ZWSOFT.

“We hope more users can join this competition to seize every happy moment with ZWCAD Touch and share with us,” said Daniel Huang, Product Manager of ZWCAD+. “We believe happiness is contagious and every participant can be the spreader of happiness to all the CAD users.”

The information supplied by participants will be used for further development of ZWCAD Touch. The highly popular application for iPhone and iPad allows for fast viewing and editing of drawings and includes compatibility with .DWG files, and it is closely integrated with 3rd-party cloud storage.

This competition coming midway through the 15th anniversary celebrations of ZWSOFT is a way of giving back to the strong and loyal customer base, and a step in improving its product offering. Big prizes are waiting for you, don't miss this chance. For more information about this competition, please visit [ZWSOFT Facebook](#).

 [Click here to return to Contents](#)

Lectra Appoints B T Nagesh as Director, Lectra India

5 November 2013

Lectra is pleased to announce the appointment of B T Nagesh as director, Lectra India. Based in Bangalore, he reports to Yves Delhaye, director of Lectra Asean, South Korea, India and Australia.

CIMdata PLM Industry Summary

“We are reinforcing our operations in India to ensure long-term support to our customers and help them develop their strategies for the future,” said Daniel Harari, Lectra CEO. B T Nagesh will be in charge of strengthening Lectra’s customer relationships and addressing the growing needs of apparel and automotive customers in India.

“In the next few years, India will be one of the largest suppliers of apparel worldwide. It will enter a new phase where local apparel sales increase dramatically. Indian apparel manufacturers have started to focus on the growing domestic market and develop their own brands. India will also be a manufacturing hub for automobiles,” said B T Nagesh.

“In order to make the most of these opportunities, while remaining competitive, Indian companies have to use proven technology solutions that improve operational efficiency and reduce production costs without compromising on quality,” said Yves Delhaye. “Lectra’s integrated solutions help customers to accelerate their product design, development and manufacturing processes.”

Before joining Lectra, B T Nagesh was regional sales director at PTC, where he was responsible for sales in India. Prior to that, he was with Siemens PLM software as sales director for aerospace and defense strategic accounts. He has a bachelor’s degree in Mechanical Engineering from Karnataka University, India.

 [Click here to return to Contents](#)

ModuleWorks Celebrates 10 Years With VISI

7 November 2013

ModuleWorks is celebrating a ten-year partnership supplying 5-axis machining technology to Vero Software’s VISI brand.

VISI became one of ModuleWorks’ first partners when the company was formed in 2003, and General Manager Richard Youhill says: “We were able to complement our existing machining strategies of the time, with ModuleWorks’ 5-axis developments. We have seen the benefits of a long term partnership with ModuleWorks in that we’ve been able to dedicate additional resources to other CAM strategies such as our Hybrid Machining algorithms.”

The software features ModuleWorks’ complete set of seamlessly integrated 5-axis toolpath strategies, including multi-pass roughing, SWARF, contouring, flowline, and 3-to-5-axis conversion, providing a powerful set of flexible 5-axis tools to meet all machinists’ needs.

“Time to market was quick, and 5-axis technology has evolved rapidly to keep ahead in a very competitive industry,” says Richard Youhill.”

CIMdata PLM Industry Summary

Following success with the 5-axis development, VISI also incorporated ModuleWorks' state-of-the-art machine simulation tools which ensure their CNC programs are safe, collision-free, and right first time.

ModuleWorks founder and Managing Director, Yavuz Murtezaoglu says: "Traditionally, a tenth anniversary is celebrated with aluminium or tin, but we're delighted to have been working with VISI on creating 5-axis CNC programs for machining any metal during that time. Our partnership highlights the benefits of adopting software components and delivering industry-proven technology to customers in a short period."

VISI is acknowledged as one of the world's leading CAD/CAM solutions for the mould and die industry, and ModuleWorks is a major supplier of technology for 3- and 5-axis toolpath generation and simulation.

 [Click here to return to Contents](#)

MSC Software and the UK National Composites Centre (NCC) Support Manufacturing Companies in the Drive for Product Innovation

7 November 2013

[MSC Software Corporation](#) and the UK National Composites Centre (NCC) today announced the 1st Anniversary of their partnership. In the past 12 months, MSC Software helped to create a collaborative environment where the NCC and its partners work on future advanced composites products.

The NCC provides a bridge between academic research and industry which enables accelerated product development, innovation in design and a platform to de-risk the commercialization of technology development. The NCC's steering board comprises senior representatives from major industries and the University of Bristol. The NCC provides solutions to develop innovative composites products in a controlled environment, with unique design-to-manufacturing user experiences. Companies working together with academics are able to explore, test, and validate design, as well as engineering and manufacturing options. Processes, methods, and solutions will be harmonized, spanning design, simulation and manufacturing within a single environment, while providing a compelling user experience.

"MSC Software looks back to 50 years of CAE experience which adds long-term expertise and knowledge to enhance the NCC's design capability," said Tom Hitchings, Business Development Director at NCC. MSC's software licenses offer a complete simulation environment for our team. "Our mission is to develop excellence of composites product knowledge and the partnership with MSC contributes greatly to this effort," said Hitchings.

"We are delighted to support the NCC and its members in developing innovative composite products and knowledge," commented Kais Bouchiba, Senior Vice President EMEA, MSC Software. "The NCC

CIMdata PLM Industry Summary

ecosystem brings together a tremendous amount of composites experience and know-how in cornerstone discipline where there is a lot more to learn and research, design and test for future products. For MSC Software, there is nothing more exciting than to help companies drive innovation."

 [Click here to return to Contents](#)

Trimble Names Chief Financial Officer

4 November 2013

Trimble announced today the appointment of Francois Delepine as its chief financial officer. Delepine brings over 25 years of experience in a broad range of financial roles. Delepine, 51, will be responsible for Trimble's worldwide finance operations.

Delepine joins Trimble from VMware where he is chief financial officer, global business units. Prior to his current role at VMware he served as vice president of finance. Before joining VMware he held senior operating and financial roles at a variety of technology companies including Palm, Google, Hyperion and Apple. Delepine holds a B.S. in Industrial Engineering from the Institut Catholique d'Arts et Metiers in Lille, France and an MBA from the Anderson School of Business at UCLA.

"We anticipate Francois will bring strong complementary skills to Trimble's management team," said Steven W. Berglund, Trimble's president and CEO. "He has been a hands-on, operationally focused executive and has had wide exposure to diverse business models and market environments. We believe these skills will enable him to play a central role in shaping our strategic development and implementation to take Trimble to the next level.

"I would also like to acknowledge Julie Shepard's role as interim CFO. Julie has been providing outstanding leadership ensuring a seamless transition," added Berglund. "In addition, the strong financial infrastructure she has created since joining Trimble enabled us to emphasize a wider set of characteristics in the CFO search beyond those strictly related to financial management." Shepard will return to her role as vice president of finance and chief accounting officer upon Delepine's start date in early January.

 [Click here to return to Contents](#)

Events News

3D Systems to Launch Groundbreaking Products at EuroMold 2013

4 November 2013

[3D Systems](#) announced today that consistent with its decision to further extend its first mover advantage in key verticals, it plans to commercialize a number of significant new products, including several

CIMdata PLM Industry Summary

breakthrough advanced manufacturing printers and professional scanners, at EuroMold 2013 in Frankfurt, Germany, December 3 – 6, 2013, at the Frankfurt Messe. 3DS will exhibit its complete lineup of professional products at stand E68 and its extensive consumer products at stand B79 both located in hall 11.

“We encourage everyone to join us for the largest and most exciting EuroMold exhibit in our history,” said Cathy Lewis, 3D Systems’ Chief Marketing Officer.

At stand E68, 3DS plans to unveil a series of hands-on, interactive exhibits featuring its next-gen advanced manufacturing solutions, its expanding range of professional ProJet™ 3D printers, including new vibrant full-color and multi-material capabilities complemented by a growing suite of functional materials. Attendees can reimagine the engineer’s desktop, powered by new Geomagic® Solutions design and inspection tools and sample its comprehensive Quickparts® cloud-based printing services, powered by the full breadth of 3DS’ technologies and global footprint with local fulfillment from 10 manufacturing locations.

The growing range of the company’s consumer 3D printers, branded content and fun to print applications will take center stage in Hall 11, stand B79. 3DS encourages everyone to experience the power of personal 3D printing, including made-for-you fashion, décor, toys and home office printed products, and the impact of easy-to-use 3D design and printing for the classroom of the future.

“This year’s ground-breaking portfolio of 3D printers, software and services will offer an unprecedented experience and provide key aerospace, automotive, patient-specific healthcare and consumer products companies powerful choices as they join us on the *manufacturing the future journey*,” concluded Lewis.

Learn more about 3D Systems’ commitment to manufacturing the future today at www.3dsystems.com.

 [Click here to return to Contents](#)

GibbsCAM Supports Full Range of MORI SEIKI Machines at DMG MORI Manufacturing Days

8 November 2013

Gibbs and Associates today announced that they support all MORI SEIKI milling, turning, mill-turn and multitasking (MTM) machine tools to be demonstrated at DMG MORI’s Manufacturing Days, a 4-day event at the machine tool builder’s California research and development facility, November 12-15. Among the many GibbsCAM features to be demonstrated are its advanced 3D high speed machining and GibbsCAM programming of MORI SEIKI multi-spindle, multi-turret, multi-tasking machines (MTM), including use of GibbsCAM’s Sync Manager to optimize turret utilization and cycle times. [Manufacturing Days](#) will be held November 12-15, 2013, at the DMG MORI Manufacturing and Digital Technology Laboratory, 3805 Faraday Avenue, Davis, CA. Visitors are encouraged to register in advance, at the event site, <http://www.dmgmoriseikimfgusa.com/mdays>.

CIMdata PLM Industry Summary

“We are pleased to be attending and exhibiting our software in support of DMG MORI,” said Bill Gibbs, founder and president of Gibbs and Associates. “We take pride in our ability to support all the features of the latest, most capable MORI SEIKI machines, with the unique and powerful, easy-to-use features of GibbsCAM, which demonstrate the real productivity that can be derived from MORI SEIKI machines in a production environment.”

Bill Gibbs will attend Manufacturing Days on Wednesday, November 13, to view the latest technology from DMG MORI, and to visit with joint customers. Attendees will be able to tour the DMG MORI Manufacturing and Digital Technology Laboratory, attend daily seminars by executives from well known manufacturing companies, and see the latest manufacturing technology from DMG MORI.

Gibbs has supported DMG and MORI SEIKI machine tools for nearly thirty years with GibbsCAM’s standard functions and custom post-processors, including post-processors for every series of turning, mill-turn and MTM machines, as well as MORI SEIKI’s NMV series of 5-axis machine tools. In addition, Gibbs took a leadership role in support of DMG MORI’s standardization initiative of 2012, which involved implementing the standard APT (automatically programmed tool) programming language with DMG MORI extensions.

The standardization initiative, through the DMG MORI APT implementation, is intended to eliminate the need for each CAM provider to develop a custom post-processor and machine simulation model for each machine. Instead, DMG MORI provides a post-processor and simulation package for its own CNC machines. GibbsCAM supports the APT implementation and provides the option to generate output in DMG MORI’s APT-CL (automatically programmed tool – cutter location) format for MORI SEIKI multitasking and multi-axis machines. From that format, MORI SEIKI’s post-processors generate the G-code in a format that can be simulated by the DMG MORI Manufacturing Suite–NC Simulation software on a PC and simulated and executed by the machine controls. The DMG MORI Manufacturing Suite–NC Simulation software can now simulate the NTX, NT, NMV, NMH, NH, NVX and NLX series of machines. GibbsCAM simulation and custom post-processors are not affected by its ability to provide DMG MORI APT-CL as output, and supports all the MORI SEIKI machine tools, including the 3- to 5-axis machining centers and multi-axis multitasking machines.

 [Click here to return to Contents](#)

JETCAM Showcases Multiple new Composite Products at UK’s Advanced Engineering Show 2013

7 November 2013

JETCAM International s.a.r.l. announced that it is showcasing a range of new and updated products at this year’s Advanced Engineering Show, held at The N.E.C., Birmingham between 12th and 13th November on booth D215.

The majority of the booth will be dedicated to a prototype ply unloading and sorting system, which integrates tightly with JETCAM’s CrossTrack and Expert systems. Once plies are nested for cutting a further ‘nest’ of the unloaded positions is then created. CrossTrack and JETCAM Expert know where all

CIMdata PLM Industry Summary

of the plies are on the machine cutting table and know the required order and rotation of the plies in the kit - this information is passed to the unloading system for fully automatic unloading and sorting.

JETCAM's award-winning flagship nesting product, JETCAM Expert will be previewing a forthcoming release with a completely revamped interface, along with a raft of new features. New runtime estimation algorithms further improve accuracy for quoting, and a new version of Expert, called Premium Connected Automation (CA) will also be showcased, allowing any system such as MRP/ERP software to remotely control JETCAM. Functions such as automatically importing CAD files to create profiled components, or automatic nesting for different machines and materials can all be performed remotely and automatically.

JETCAM will also demonstrate the latest version of its award-winning CrossTrack manufacturing suite, providing complete visibility of orders/material stock/nests/machine workloads and full traceability, delivering reduction of errors and massive time savings. CrossTrack recently won the Composites UK Trade Association's coveted 'Innovation in Manufacture' award in September 2013, due to demonstrable savings across multiple departments. Paper can be massively reduced or in many cases eliminated. All information is updated in real time across the network, so all staff are working from the same live data. Barcode scanning removes the possibility of error, and the need to enter data across different systems is eradicated. CrossTrack works in conjunction with JETCAM Expert nesting software to provide true dynamic high performance nesting, which alone can often pay for the system within months.

 [Click here to return to Contents](#)

PROLIM Sponsors SIMENS PLM Conference at Detroit, MI

5 November 2013

This event is one of the PLM World's largest Regional User Group (RUG) event in the country and typically draws crowds of between 500-600 attendees every year.

PLM World follows a strategic plan focusing on communication in both user-to-user as well as user-to-Siemens PLM Software channels. For user-to-user interaction, the organization offers an active membership that communicates at annual conferences, in regional users groups as well as on-line through the PLM World website. Through networking, these users share best practices and techniques for implementing and using the software more effectively.

“PROLIM being Siemens Software Reseller and Strategic Services Partner, PROLIM is happy to sponsor and participate in such a great conference to help our current and future customers to drive innovation to build new products, reduce time to market and cost,” says Prabhu Patil, President of PROLIM.

For user-to-Siemens PLM Software interaction, PLM World manages a Customer Involvement Process, which allows the user community to play a key role in the future development of Siemens products. Through Enhancement Request voting and discussion during special sessions at their annual

conferences, users directly affect product direction. In addition, new programs are continuously being designed to increase the value of the Voice of the User. The Members of PLM World will participate in Siemens' Early Involvement Process to outline members' technical requirements in the next software release.

At a regional level, their RUGs strengthen the bond they have with their members by providing them a forum for the exchange of ideas locally, and in many cases offer a larger concentration of users with similar needs. The events they hold, typically in the fall, also give users a chance to stay more connected to each other throughout the entire year.

 [Click here to return to Contents](#)

Financial News

ANSYS, Inc. Reports Record Third Quarter Results Highlighting Strong Margins and EPS

7 November 2013

Highlights

- GAAP revenue of \$212.7 million and non-GAAP revenue of \$213.4 million
- GAAP diluted earnings per share of \$0.66* and non-GAAP diluted earnings per share of \$0.83*
- Operating cash flows of \$65.4 million
- GAAP operating profit margin of 38.4% and non-GAAP operating profit margin of 49.8%

*The Company's GAAP results include approximately \$5.6 million, or \$0.06 per share, related to incremental tax benefits beyond the Company's forecasted effective tax rate range of 30.5% - 31.5%. These incremental benefits relate mainly to legal entity restructuring, cash repatriation activities and adjustments to reserves for uncertain tax positions. The non-GAAP results include approximately \$4.8 million, or \$0.05 per share, in incremental tax benefits related to these activities.

ANSYS, Inc. today announced third quarter 2013 non-GAAP revenue growth of 9% in constant currency, while non-GAAP net income increased 12% compared to Q3 2012. Year-to-date non-GAAP revenue increased 10% in constant currency, while non-GAAP net income increased 9% compared to the first nine months of 2012. Non-GAAP earnings per share increased 12% for the quarter and 9% for the first nine months of 2013, each as compared to the same period in 2012.

Commenting on the Company's third quarter 2013 performance, Jim Cashman, ANSYS president & CEO stated, "Our Q3 results continue to reflect the strength of our resilient business model and dedication to delivering on our commitments, balanced against the realities of operating in a less than robust global economy. This is evidenced by the results in both North America and Europe, which experienced double-digit revenue growth in both reported and constant currency for the quarter. Consistent with what other technology companies are experiencing, during the quarter, we continued to see regional weakness in our Asia-Pacific business. Overall, our results for the quarter reflected strong

CIMdata PLM Industry Summary

earnings which exceeded the high end of our guidance range, revenues slightly above the mid-point of our guidance, and solid operating margins and cash flows from operations. We continue to see strong customer interest across our broad portfolio, from our largest global enterprise customers all the way to the SMB businesses. We expect the macroeconomic challenges and longer sales cycles that have been the reality for the past nine months to continue through the remainder of 2013 and into 2014. We remain confident in the long-term opportunity and are excited about an important upcoming milestone, the release of ANSYS® 15.0. This next release of our complete product portfolio will be even more formidable, positioning us well to deliver long-term value to our customers and stockholders."

To view an unabridged version of this press release,
visit: <http://anss.client.shareholder.com/releasedetail.cfm?ReleaseID=805255>

 [Click here to return to Contents](#)

CENIT AG: After 9 Months Slight Increase in Results Compared to the Same Period Last Year 8 November 2013

In the first nine months of 2013, CENIT AG was able to increase sales over the same period last year by 3.4%. The PLM segment grew by about 5% on-year, while the EIM segment shows a slight sales decline. The result after nine months is almost unchanged compared to the previous year. Sales of proprietary software are still developing well with an increase by 27% to EUR k 10,007.

During the first nine months, CENIT group generated sales revenues of EUR k 89,206 (prior year: EUR k 86,233/3.4%). Sales revenues in CENIT's consulting and services segment decreased by -1.3% to EUR k 41,580 (prior year: EUR k 42,131). Sales of third-party software increased by approx. 4.5% to EUR k 37,447 (prior year: EUR k 35,843). Sales proceeds from CENIT's proprietary software grew from EUR k 7,880 to EUR k 10,007 (27.0%), owing primarily to successful end-customer sales of the software products FASTSUITE and cenitCONNECT in the PLM field and IBM FileNet System Monitor and ECLISO in the EIM field.

The gross field (operating output less cost of materials) amounted to EUR k 54,538 (prior year: EUR k 53,871), representing growth of 1.2%. CENIT achieved EBITDA of EUR k 7,392 (prior year: EUR k 7,535/-1.9%) and EBIT of EUR k 5,664 (prior year: EUR k 5,628/0.6%). Results per share were EUR 0.48 (prior year: EUR 0.47).

Orders Development

During the first nine months, the group-wide order intake totaled EUR k 79,258 (prior year: EUR k 87,224). On 30 September 2013, orders in hand amounted to EUR k 33,660 (prior year: EUR k 38,659).

Asset and Financial Situation

CIMdata PLM Industry Summary

The enterprise has no liabilities in relation to credit institutions, either of a short-term or long term nature. On the balance-sheet date, equity capital totaled EUR k 33,984 (31 Dec. 2012: EUR k 34,648), accounting for an equity ratio of 58.6% (31 Dec. 2012: 58.7%). On the balance-sheet date, bank deposits and liquid assets totaled EUR k 27,083 (31 Dec. 2012: EUR k 23,779). The operative cash flow was EUR k 8,949 (prior year: EUR k 9,070).

Employees

On 30 September 2013, CENIT group employed 673 staff (prior year: 674). Group-wide personnel costs for the reporting period were EUR k 35,915 (prior year: EUR k 35,071). CENIT is currently training 45 young professionals in various vocations. The trainees include students from the Dual-Training University of Baden-Württemberg (DHBW) in the fields of informatics and economics, as well as trainees in the field of information technology.

Outlook

CENIT still adheres to its annual forecast for the fiscal year 2013 and expects an increase in sales of around 3% and a stable EBIT. The PLM reporting segment is highly dependent on developments in the automotive, aerospace and mechanical engineering industries. Due to the ongoing financial crisis, the EIM segment still faces a difficult market environment.

Please visit CENIT's homepage for the full 9 Months Report: www.cenit.com/quartalsbericht.

 [Click here to return to Contents](#)

PTC Announces Q4 and FY'13 Results

6 November 2013

[PTC](#) reported results for its fourth fiscal quarter and year ended September 30, 2013.

Highlights

Q4 Results:

- Non-GAAP revenue of \$345 million, up 6% year over year (up 6% on a constant currency basis)
- Non-GAAP EPS of \$0.59, up 19% year over year (up 20% on a constant currency basis)
- Non-GAAP operating margin of 27.4%, up 300 basis points year over year (up approximately 310 basis points on a constant currency basis)
- GAAP revenue of \$345 million, GAAP operating margin of 14.2% and GAAP EPS of \$0.47, including an \$18 million restructuring charge
- Q4 revenue contribution from acquired businesses including Servigistics (acquired on October 2, 2012), Enigma (acquired on July 11, 2013) and NetIDEAS (acquired on September 5, 2013) was \$27 million on both a GAAP and non-GAAP basis.

FY'13 Results:

CIMdata PLM Industry Summary

- Non-GAAP revenue of \$1,297 million, up 3% year over year (up 5% on a constant currency basis)
- Non-GAAP EPS of \$1.81, up 20% year over year (up 24% on a constant currency basis)
- Non-GAAP operating margin of 22.1%, up 247 basis points year over year (up approximately 285 basis points on a constant currency basis)
- GAAP revenue of \$1,294 million, GAAP EPS of \$1.19, and GAAP operating margin of 9.8%.

Q1 Guidance:

- Revenue of \$310 to \$320 million and non-GAAP EPS of \$0.41 to \$0.46
- License revenue of \$70 to \$80 million
- GAAP EPS of \$0.23 to \$0.28
- Assumes \$1.35 USD / EURO and 98 YEN / USD

FY'14 Guidance:

- Revenue of \$1,325 to \$1,340 million and non-GAAP EPS of \$2.00 to \$2.10
- License revenue of \$350 to \$365 million
- Non-GAAP operating margin of approximately 25%
- GAAP EPS of \$1.28 to \$1.38 and GAAP operating margin of approximately 18%
- Assumes \$1.35 USD / EURO and 98 YEN / USD

The Q4 and FY'13 non-GAAP revenue and non-GAAP EPS results exclude a \$0.3 million (for Q4) and a \$3.0 million (for FY'13) effect of purchase accounting on the fair value of the deferred revenue balance of acquired companies. The Q4 and FY'13 non-GAAP EPS results also exclude \$13.9 million (for Q4) and \$48.8 million (for FY'13) of stock-based compensation expense, \$11.4 million (for Q4) and \$45.1 million (for FY'13) of acquisition-related intangible asset amortization, \$17.8 million (for Q4) and \$52.2 million (for FY'13) of restructuring charges, \$2.2 million (for Q4) and \$9.9 million (for FY'13) of acquisition-related expense, and \$0.6 million (for Q4) and \$5.7 million (for FY'13) of non-operating gains. The Q4 and FY'13 non-GAAP EPS results include a tax rate of 23% (for Q4) and 22% (for FY'13) and 121 million diluted shares outstanding.

To view an unabridged version of this press release, visit: http://www.ptc.com/appserver/wcms/standards/textsub.jsp?&im_dbkey=158622&icg_dbkey=21

 [Click here to return to Contents](#)

Stratasys Reports Record Financial Results for the Third Quarter of 2013

7 November 2013

Stratasys Ltd. today announced record financial results for the third quarter of 2013.

CIMdata PLM Industry Summary

Q3 Financial Results Summary:

- Non-GAAP revenue (including MakerBot from August 15th) of \$126.1 million for the third quarter of 2013 represents a 39% increase over the \$90.9 million Stratasys and Objet pro forma combined revenue for the same period last year. GAAP revenue (including MakerBot) for the third quarter of 2013 was \$125.6 million.
- Non-GAAP revenue (excluding MakerBot) increased organically by 26% for the third quarter over last year's Stratasys and Objet pro forma combined revenue.
- Non-GAAP revenue from MakerBot was \$11.6 million for the third quarter representing the period following the transaction's close on August 15, 2013. GAAP revenue contribution from MakerBot for the third quarter was \$11.4 million.
- Non-GAAP net income (including MakerBot) was \$20.0 million for the third quarter, or \$0.45 per diluted share, compared to Stratasys and Objet pro forma combined \$16.6 million, or \$0.41 per diluted share, reported for the same period last year.
- GAAP net income (including MakerBot) for the third quarter was a loss of \$6.6 million, or (\$0.16) per share, versus a Stratasys and Objet pro forma loss of \$2.8 million, or (\$0.07) per share, for the same period last year.
- The company invested a net amount of \$12.0 million in R&D during the third quarter, representing 9.5% of net sales.
- Cash, investments and bank deposits balance at the end of the third quarter was \$616.5 million, or \$12.65 per share.
- On a combined pro forma basis, including MakerBot, the company has shipped a cumulative 64,855 systems worldwide as of September 30, 2013.

"Organic revenue growth accelerated in the third quarter as synergies resulting from the merger between Stratasys and Objet continued to develop," said David Reis, chief executive officer of Stratasys. "We observed strong growth across multiple product lines that address an expanding range of applications. We also sustained strong gross margins during the period, which was a contributing factor to our record profitability. We are especially pleased by the contribution made by MakerBot, which added \$11.6 million in revenue during the period. We are very pleased with our third quarter results."

To view an unabridged version of this press release,
visit: <http://investors.stratasys.com/releasedetail.cfm?ReleaseID=805215>

 [Click here to return to Contents](#)

Implementation Investments

Edgcam Bridges the Skills Gap For WFEL

4 November 2013

CIMdata PLM Industry Summary

With traditional engineering skills for operating conventional mills dying out, WFEL, a world leader in tactical military bridges and disaster relief bridges, turned to Edgcam to program its expanding range of CNC machines.

John Mawdsley, Senior Manufacturing Engineer at WFEL Ltd says that with a number of the components manufactured using side and face cutters to produce deep pockets, they have relied on traditional engineering skills that are no longer 'in vogue.' "As an apprentice I was trained on conventional turning, conventional milling, grinding and jig boring before moving on to CNC machines. Today everyone is trained only on CNC machines, and the old skills have gone. Edgcam is absolutely vital for the company's future in filling that skills gap for us."

As well as having a range of vertical and horizontal machines WFEL has also invested in CNC machinery, and recently upgraded their Edgcam software to the full 3D package. "As we can't use side and face cutters on a CNC machine, we needed 3D to produce those parts," he says.

WFEL operates with 230 employees from a 58,000 square metre site in Heaton Chapel near Manchester. The company's early history is steeped in aviation, being renowned for the design and manufacture of the Fairey Swordfish torpedo bomber as well as developing the first delta wing aircraft, initially designed with a droop nose long before Concorde.

In the late 1960s they began work on the Medium Girder Bridge – the replacement for the Bailey bridge which had been used extensively during World War Two – and are now at the forefront of tactical military bridging manufacture. Over 500 MGB systems have been supplied to more than 40 armed forces around the world since 1971. The MGB has also proven to be an essential lifeline in bridging gaps after natural disasters; a recent example being the Japan earthquake in 2011, where an MGB was put down across a gap to allow the passage of relief convoys. The modular system is designed to bridge gaps of up to 76 metres, and can support vehicles weighing up to 70 tonnes. In the field, around 20 soldiers construct an average 31-metre bridge in around an hour and a quarter, simply fitting together six-foot components.

WFEL also manufactures the modular Dry Support Bridge, designed originally for the U.S. Army, which can support vehicles weighing up to 120 tonnes across 46 metres. Built by a team of just eight soldiers, a crane picks up the heavy pieces of the bridge which are then fed through a framework and underneath a supporting beam to the far side. Each bridge module measures 6 x 4.3 metres and weighs 4.5 tonnes. Once all the modules are in place the bridge is lowered and the beam retracted. The bridge is ready for traffic within 90 minutes of the first vehicle arriving.

WFEL have recently invested in a Matsuura horizontal twin pallet machine to replace three conventional machines which cut steel connecting jaws for the DSB. Jaws for the MGB are cut from a special aluminium alloy that returns to a high proportion of its original tensile strength over a period of time after welding. "Edgcam is ideal for producing aluminium components on CNC machines, which were previously scooped out using a traditional side and face cutter."

CIMdata PLM Industry Summary

John Mawdsley says Edgcam now plays a vital role in manufacturing these high precision components. As their skilled engineers retire, the company aims to phase out their remaining conventional machines within the next few years, switching all manufacturing to 3-axis CNC production on a range of machines including Haas, Matsuura and Unisign.

While their original Edgcam milling package used a wire frame, enabling them to work quickly, they are finding their recently-installed full 3D system is even faster. Coupled with Part Modeler, John Mawdsley says Edgcam is an invaluable aspect of their whole production process. “If we need to update the model in Part Modeler it can automatically make the modification in Edgcam, too. That associativity saves time and ensures that when the model is changed there’s no error when it comes to Edgcam creating the toolpaths.”

Regarded as a classic piece of British engineering, the Medium Girder Bridge, along with the Dry Support Bridge, and WFEL’s third system – the Air Portable Ferry Bridge – have all been successfully used in Iraq, and are currently proving their worth in Afghanistan. They can be effectively deployed in all types of terrain and weather conditions. Sales and Marketing Director Max Houghton says as well as their military application, countries in potential natural disaster zones view them as a ‘national investment’ or insurance policy. “In areas where bridges could be destroyed in earthquakes or washed away, they have an emergency and disaster relief bridging system which they can deploy immediately for vehicles to get supplies to the people who need them.”

In summary John Mawdsley says: “The use of Edgcam has proven to be hugely beneficial to WFEL in the re-engineering of the manufacturing process of specific bridge components, thus saving the company both time and money.”

 [Click here to return to Contents](#)

Ramboll Standardizes on Intergraph SmartMarine® Enterprise for All Oil and Gas Projects

5 November 2013

Ramboll, a global provider of engineering, design and operational support services in the oil and gas, energy, environment and transportation industries, has standardized on Intergraph SmartMarine® Enterprise for all of its onshore and offshore oil and gas projects. Ramboll chose SmartMarine Enterprise to bring more integration to the company's intelligent engineering design applications, providing a common and agile project delivery environment to improve the management of data exchange through all project phases. The standardization entails integration of several Intergraph tools, including Intergraph Smart™ 3D, SmartPlant® Reference Data, SmartPlant Instrumentation, SmartPlant P&ID and SmartPlant Electrical.

Ramboll is striving to achieve higher data integration levels within its engineering activities in line with their SPODE (Single Point of Data Entry) strategy. Its aim is for more intelligent work processes, to

CIMdata PLM Industry Summary

reduce errors and administration tasks, higher data reuse, reduced costs, shorter time schedules and improved efficiency for its customers. Working with SmartMarine Enterprise allows the engineering service provider to enjoy greater connectivity, better communication and improved coordination, which ultimately translates into more effective work processes.

"The integrated engineering environment that SmartMarine Enterprise offers enables us to work more intelligently. Intergraph's solutions merge nicely with our growth plans and strategies for the future and will help us getting ahead start in the market," said Nigel John Michaels, CAD Systems Manager at Ramboll Oil & Gas. "The next phase of our implementation plan focuses on deploying the tools worldwide and fine tune them in our global workflows."

Gerhard Sallinger, Intergraph Process, Power & Marine president, said, "Intergraph's long-standing collaboration with Ramboll has allowed them to standardize on a common environment. The result is improved efficiency and lower costs in project schedules without compromising quality. Intergraph understands the challenges engineering service providers face nowadays and we remain committed to support their activities and respond to their needs."

 [Click here to return to Contents](#)

Women's Apparel Designer, Jude Connally, Selects BlueCherry Enterprise Suite to Improve Design to Delivery Process, Support Continued Growth

7 November 2013

CGS announced today that Jude Connally has chosen BlueCherry ERP (Enterprise Resource Planning) and PLM (Product Lifecycle Management) to support their wholesale and retail growth, improve information flow, and improve transaction efficiency.

The New Jersey-based women's clothing designer needed a platform that could easily scale with them as they continued to grow and their needs became increasingly diverse. Their manual and non-integrated systems presented several challenges, and they began searching for a platform that could provide them with seamless integration from design to delivery.

"After evaluating several potential vendors, CGS made it clear they thoroughly understood our multifaceted needs and illustrated how BlueCherry could meet all of them with ease," said Jude Connally Zimmerman, Founder and Chief Creative Officer, Jude Connally. "We took the time to speak with other BlueCherry clients and determined it was, by far, the superior solution. The value of being a part of the BlueCherry community, coupled with the system's far-reaching capabilities, ease of use, and CGS's team of experts, made this decision rather simple for our company."

By implementing BlueCherry ERP and PLM, Jude Connally will enhance their operation in several areas including improved reporting and analytics, reduction in manual tasks, reduction in double entry, and improved service to internal and external customers.

“We are extremely satisfied that Jude Connally opted to go with BlueCherry over the myriad of systems available in the marketplace,” said Paul Magel, President of the Applications Solutions Group at CGS. “Because Jude Connally is continuing to develop, they needed a scalable, flexible platform that could be tailored to their specific needs as their business continues to grow. With BlueCherry, Jude Connally will now achieve more accurate reporting and analytics, improved decision-making, and seamless, organizational alignment across the board.”

In addition to BlueCherry, Jude Connally will also leverage CGS’s best-in-breed, fully managed cloud hosting services, decreasing their need for internal IT resources.

 [Click here to return to Contents](#)

Product News

Advanced Solutions Releases BIMAssist for Revit

5 November 2013

Advanced Solutions, an [Autodesk Platinum Partner](#) and [Authorized Training Center](#) (ATC), announced the release of the 2014 version of its popular BIMAssist™ for Revit® 2014.

Building on its 5-year success and a community of thousands of daily users, BIMAssist for Revit 2014 once again adds a powerful set of productivity tools to the [Autodesk® Revit®](#) software program. BIMAssist for Revit currently supports Autodesk Revit 2009, 2010, 2011, 2012, 2013, as well as the new 2014 version.

BIMAssist for Revit offers the following features:

- Supports Revit Architecture, Structure, and MEP.
- Modular support for productivity tools. When new tools are added, they can easily be added to your BIMAssist for Revit menu.
- Automatic Update keeps your modules current.

Utilities such as Door Mark Manager, Room Renumber and Project Cleaner reduce the amount of time spent on monotonous design tasks. Don Lee, [ms consultants, inc.](#), shared, "Advanced Solutions, Inc. has yet again exceeded our expectations with their recent release of BIMAssist for Revit. BIMAssist optimizes ms consultants' current Revit workflows with tools that empower our staff to focus on what matters most – the design."

Upon renewing an Autodesk Subscription with Advanced Solutions, BIMAssist is provided to clients as

CIMdata PLM Industry Summary

a free companion product to each Autodesk Revit license. For non-subscription customers, BIMAssist is available through a monthly subscription program with Advanced Solutions. Autodesk Revit users may request a [free 30-day trial of BIMAssist for Revit](#) to experience its productivity enhancing tools first hand.

 [Click here to return to Contents](#)

AIA to Offer Authorized 3D CAD Models of National Aerospace Standards

1 November 2013

The Aerospace Industries Association announced partnerships with IHS and CADENAS PARTsolutions to offer authorized 3D computer-aided design (CAD) models of components based on critical National Aerospace Standards (NAS), providing a valuable new tool for engineers across the aerospace industry to accelerate innovation, shorten design cycles and reduce costs.

“AIA has a long and proud history serving the needs of the aerospace and defense industry through our National Aerospace Standards program,” said AIA President and CEO Marion C. Blakey. “The AIA NAS 3D catalog allows us to provide solutions that will help the industry design and manufacture products faster and at a lower cost. We are excited to work with IHS and CADENAS PARTsolutions, who are recognized leaders in their fields.”

AIA, the premier trade association representing the nation's major aerospace and defense manufacturers, manages the NAS, which include widely used mechanical parts standards. These standards define the geometry and materials for millions of unique parts suitable for high-performance aerospace applications. NAS are used extensively in the design of aircraft, spacecraft, watercraft, ground vehicles, machinery and electronics.

Beginning in January 2014, AIA and their partners will offer 3D models of these mechanical parts standards to simplify and accelerate the aerospace design process. Key benefits include:

- Reduced modeling and design cycle times;
- Improved engineering productivity;
- Elimination of duplicated effort and rework;
- Assurance of quality through the use of authorized CAD models;
- Increased consistency in parts used on projects; and
- Greater accuracy in bills of materials.

For more information on the National Aerospace Standards program, please visit their website at: <http://www.aia-aerospace.org/standards/>.

 [Click here to return to Contents](#)

ASCON's C3D Geometric Kernel Deployed by Third-Party Developer

8 October 2013

ASCON is pleased to announce that its C3D geometric kernel has been deployed successfully by LOCNITI company – the Russian distributor of CAM software ESPRIT. The new ESPRIT Extra CAD 3D solid modeling software is designed to work with the popular ESPRIT CAM system. The CAD software allows users to model tools and equipment, and to create virtual models of machines right inside the CAM.

The developers of ESPRIT Extra CAD, LO CNITI and Rubius, decided on the C3D Russian-developed kernel, instead of foreign ones that may have better name recognition. The developers appreciated the close, three-way collaboration with ASCON, which allowed them to customize the kernel to the needs of customers. As a result, they were able to create a full 3D CAD system in just six months.

Placing CAD Right Inside CAM

Users and partners have long advocated their need for a special 3D solid modeling tool in the area of computer-aided manufacturing. The idea to create a CAD application for ESPRIT CAM originated at LO CNITI, the Russian distributor of ESPRIT for DP Technology Corp. According to Andrey Lovygin, Director of LO CNITI, the purpose of developing ESPRIT Extra CAD was not to compete with well-known CAD systems, but rose from a desire to implement advanced tools for creating 3D models of medium complexity directly in the ESPRIT interface.

"The market for geometric kernels is dominated by name likes ACIS and Parasolid, but our choice was C3D by ASCON," said Mr. Lovygin. "The decisive factor here was the domestic origin of the ASCON company and their C3D product.

LO CNITI found that the level of technical support and speed of response time were an order of magnitude better than from what they had experienced from foreign companies. After implementing this project, LO CNITI enjoyed additional benefits, such as a flexible pricing policy and assistance provided directly by ASCON's software engineers."

CAD Development in Just Six Months

As its programming contractor, LO CNITI selected Russia-based Rubius, a company known for its CAD, GIS, engineering data, and electronic document management systems. It took just six months for the experts at Rubius to create the first version of ESPRIT Extra CAD.

"Initially, we considered using a popular foreign geometric kernel, and we even wrote a technical prototype based on one of them," explained Sergey Koshevoy, Director of Development at Rubius. "However, we found it impossible to implement a number of requirements, and so we rewrote the product based on the C3D kernel by ASCON. In addition, we are experienced in writing add-ons and extensions for KOMPAS-3D, which is based on C3D, and even participate in the development of the

CIMdata PLM Industry Summary

KOMPAS API (application programming interface).

“The fact that it was possible to customize the kernel to our needs significantly reduced the technological risk,” Mr Koshevoy continued. “In the process of creating ESPRIT Extra CAD, we did a tremendous amount of work together with the ASCON experts.”

As a result, Rubius created a commercial product in a relatively short period of time (in terms of developing such systems) that is unique in its kind, and one that fully demonstrates the capabilities of developers at LOCNITI, Rubius, ASCON, and DP Technology.

ASCON and C3D

The market launch of ESPRIT Extra CAD is significant for ASCON, for it is the first C3D-based product created outside the ASCON's development unit.

"For the first time, we provided technical support and maintenance to a third-party development team," said Oleg Zykov, C3D Product Director at ASCON. "As a result of this project, we tested the kernel, built its maintenance process, and customized the product to requirements of Rubius and LO CNITI. I am grateful to our partners for their courage, because being first is not easy! I am pleased we meet their expectations."

You can download ESPRIT Extra CAD to get familiar with its C3D-based capabilities at espritextra.com.

 [Click here to return to Contents](#)

Autodesk Continues to Deliver Integrated CAM to SolidWorks Users with HSMWorks 2014

5 November 2013

[Autodesk, Inc.](#) today announced the availability of HSMWorks 2014, the integrated computer aided manufacturing (CAM) solution for SolidWorks users. The new release reinforces the company's commitment to delivering solutions that appeal to a broad range of users – from designers and engineers to veteran CNC programmers – regardless of their CAD tool of choice.

“Autodesk's goal is to create the world's best CAM tools and continue to provide users with the power and quality they have come to expect,” said Robert “Buzz” Kross, senior vice president of design, lifecycle and simulation at Autodesk. “We are committed to offering customers both the ease-of-use and productivity advantages of professionally integrated CAM no matter what CAD software they use.”

HSMWorks 2014 offers better control over existing toolpaths to produce high quality surface finishes and optimize use of standard cutting tools, and powerful enhancements to simulation and toolpath calculation capabilities that allow users greater visibility into the machining process and the ability to

CIMdata PLM Industry Summary

leverage more computing power across their organization.

Additional new features include:

- **Machine Simulation** – Support has been added for a wider range of machine types including 5-axis machining centers. Utilization of native SolidWorks assemblies means users are able to model their machines right inside SolidWorks software without having to import STLs or dumb solids.
- **HSMWorks API** – The new API provides users with the ability to automate many programming tasks such as toolpath generation and post processing.
- **Adaptive Clearing 2.0** – Adaptive Clearing has set the bar for efficient, high volume material removal using a strategy of constant tool engagement to reduce cycle times, tool and machine wear, and produce quality finished parts. Enhanced multi-core support and improved linking make Adaptive Clearing 2.0 the most advanced adaptive roughing technology to date.
- **Enhanced Turning support** – New options have been added giving users greater control over toolpath creation including finer controls over leads and transitions, overlaps, roughing, and finishing passes. Additionally, turning toolpaths have been optimized to reduce machining time by improving linking and ordering, as well as control over home and retract positions.

“From the beginning, we have focused on integrating HSMWorks CAM technology into our extensive portfolio of desktop and cloud-based design tools, while also continuing the development of the leading CAM solution for SolidWorks users, HSMWorks,” said Kross. “This release delivers on that promise.”

Pricing and Availability

Pricing for HSMWorks may be obtained through a global network of Authorized HSMWorks Resellers. Interested parties may request pricing and a 30-day trial* by visiting <http://www.hsmworks.com>.

HSMWorks 2014 is available immediately in English, Japanese and German languages.

 [Click here to return to Contents](#)

Autodesk Provides 3D Design in a Browser, an Industry First

5 November 2013

[Autodesk, Inc.](#) customers will now be able to access [Autodesk Inventor](#), [Autodesk Revit](#), [Autodesk Maya](#) and [Autodesk 3ds Max](#) design tools via a web browser. For the first time ever, customers can access full-fledged 3D design, engineering and entertainment work in a browser without sacrificing performance, power or functionality.

This announcement furthers the company’s ongoing strategy to provide access to its most popular tools from almost anywhere, anytime, regardless of device and without compromising performance. Continuing to build on Autodesk’s collaboration with [Amazon Web Services \(AWS\)](#), [OTOY](#)

CIMdata PLM Industry Summary

and [NVIDIA](#) this new capability debuts as a tech preview and is an important expansion of the remote access capabilities provided through [Autodesk Remote](#) software. With this new capability, developers can access 90-day trials of Autodesk Inventor, Autodesk Revit, Autodesk Maya and Autodesk 3ds Max software.

“Designers and engineers face deadline pressures and efficiency targets that demand work be more mobile than ever,” said [Jeff Kowalski](#), chief technology officer at Autodesk. “It’s no longer a requirement to run sophisticated 3D design applications such as Inventor, Revit, 3ds Max or Maya on a powerful workstation. Now all you need is a simple browser and an Internet connection. We are excited to be first in the design industry to provide this capability.”

In August, Autodesk Remote was made available to [Subscription](#) and rental plan customers worldwide. Remote allows users to drive Autodesk software installed on their primary computer from a remote PC or iPad, utilizing its full power in their 3D design and modeling work regardless of the device. The collaboration with AWS and OTOY expands on this capability to include access to Autodesk applications hosted in the cloud.

“OTOY and Autodesk worked together to provide customers with a turn-key solution for accessing 3D design applications through their HTML5 browser,” said Jules Urbach, CEO of OTOY. “For the first time ever, design and engineering professionals can access all the features of Autodesk 3DS Max, Autodesk Maya, Autodesk Revit and Autodesk Inventor software to perform major design work, without ever having to download a piece of software to their local PC. OTOY's OctaneRender further enhances this experience by adding real-time, path-traced GPU rendering inside Autodesk applications. All of these pieces will be cohesively hosted on the cloud, leveraging the unprecedented scale and efficiency of AWS’ on-demand Amazon EC2 GPU instances. We believe this solution will not only translate to major cost savings for consumers, but greatly impact the mobility and efficiency of their workflow.”

“With the launch of G2 instances for Amazon Elastic Compute Cloud (Amazon EC2) today, we are enabling the delivery of high-quality, client-agnostic 3D experiences to customers around the world,” said Matt Wood, General Manager, Data Science, AWS. “We are working closely with leading organizations such as Autodesk to leverage these powerful capabilities to meet the needs of designers and engineers around the world.”

"Design professionals need fast, fluid interactivity with their digital creations to fully realize their vision and express their ideas," said Jeff Brown, general manager of Professional Visualization and Design at NVIDIA. "With the availability of NVIDIA GRID GPUs and Autodesk applications in the cloud from AWS, high-performance graphics are now available to power the most demanding and advanced applications on essentially any device."

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Axis Camera Families now Available for Autodesk Seek While New Axis Camera View Add-in Provides 3D Camera Perspectives for Autodesk Revit Users

6 November 2013

[Axis Communications](#) announced that [Axis Camera Families](#), the collection of 3D camera models for Autodesk® Revit® users, is now available for Autodesk® Seek®, one of the industry's most widely used building information modeling (BIM) web services. Additionally, Axis has launched an Axis Camera View add-in for Autodesk Revit, giving architects, engineers and security system designers a quick way to create 3D views from the camera's point of view inside CAD designs ([see movie](#)).

Autodesk Seek now allows architects, engineers and security system designers to easily find, preview, and download 3D models of [IP-based cameras from Axis Communications](#). With Axis' portfolio of security cameras at their fingertips, architects, engineers and security system designers can interactively visualize camera layouts and fields of view during the design process.

Axis Camera Families lets security system designers place specific Axis network camera icons directly into CAD building plans to visualize the areas that the cameras will cover, see how they fit into the building layout and help identify and reduce unexpected blind spots.

Additionally, with the new Axis Camera View add-in for Revit, users can quickly generate a 3D view of their CAD design as seen through the lens of the Axis camera. This makes it easy to get a good impression of what the final surveillance scene will look like at an early stage in the design project ([see demo movie](#)).

Tools like Axis Camera Families and AXIS Design Tool are available to members of Axis' Architect & Engineering (A&E) Program, which was recently strengthened in North America with the addition of industry veteran Geoffrey Bauer. [Mr. Bauer joined Axis in October as the A&E Program Manager for North America](#) and will serve as a technical liaison and main point of contact for the architectural, engineering and professional security consultant community.

“Building Information Modeling is the established industry standard process for designing, visualizing and simulating buildings in 3D before they are constructed. Autodesk Seek is a widely used and well-known source for BIM models, which can be accessed directly within the design workflow of AutoCAD® and Revit users,” said Nicolas Mangon, Senior Director, AEC Industry and Business Strategy, at Autodesk.

“Making Axis Camera Families available on Autodesk Seek means architects and engineers can now easily access a tool that helps them improve planning and work more efficiently. This will result in more effective value engineering, device placement, conflict identification and aesthetic coordination,” said Peter Friberg, Director of System and Services at Axis Communications.

CIMdata PLM Industry Summary

Axis Camera Families for Autodesk® Revit® includes the vast majority of Axis network cameras, is available free of charge and can be found via the following links at [Autodesk Seek](#) and the [Axis website](#).

 [Click here to return to Contents](#)

BSE-in-NX to be Released

4 November 2013

Engineering Technology Associates, Inc. (ETA), a global supplier of simulation software and services for the sheet metal forming industry announced that it will release its Blank Size Engineering module for the NX environment, called BSE-in-NX, at the upcoming [FABTECH](#) show (November 18, 2013) in Chicago. The solution is a complete toolset for accurately predicting flat blank profiles, optimal nesting layouts and forming feasibility for 3D part models. It is now available for users of Siemens' NX digital product development software, via an icon on the NX toolbar.

BSE-in-NX can be used by cost estimators to calculate blank outlines and determine ideal nesting layouts and material usage for accurate quoting and by product designers to evaluate the formability of new designs. The functions are available within the NX user interface and operate directly on the NX model without data translation.

The BSE-in-NX module is capable of analyzing and determining accurate blank profiles for even the most complex part geometry, including components with significant material stretch or undercut conditions. BSE-in-NX also features an integrated nesting solution, including options for '1-up', '2-up', '2-pair', 'mirrored' and 'multiple blank' nesting configurations. Simulation results of part formability indicate the potential for cracking, thinning and wrinkling. Final reports are then automatically generated to summarize the estimated blank size, ideal nesting parameters and associated costs.

“Particularly important to tool & die makers in the automotive supply chain, BSE-in-NX provides NX users easy access to blanking, nesting, and simulation technology”, said Arthur Tang, Vice President of ETA, Inc. “This accurate and timely information enables product designers to evaluate material utilization rate, forming concerns during the product design stage and enables tool & die makers to fine-tune cost estimates to compete more effectively in the marketplace.”

“We are pleased to partner with ETA to provide this extended finite element based technology, which enables our sheet metal stamping customers to further reduce costs and lead-times and to better transform their process of innovation,” says Gary Werschler, Deputy Director of Knowledge Driven Automation, Siemens. “The availability of advanced formability simulation tools within NX complements our strategy to provide a complete solution for digital manufacturing and prototyping throughout the product development cycle.”

BSE-in-NX is the first product to be released under the current partnership between ETA and Siemens, which established ETA as a Foundation Partner in the Siemens' Partner Program. Foundation Partners

CIMdata PLM Industry Summary

are able to participate in specifically defined joint sales and marketing activities with Siemens, a relationship, which allows ETA to work directly with current NX users.

 [Click here to return to Contents](#)

CVISION Releases PdfOptimizer for EMC Captiva 7.0

6 November 2013

CVISION Technologies, Inc., a leading provider of software to optimize document-driven workflows and business processes, announced today the release of PdfOptimizer for EMC Captiva 7.0, a solution designed to create the highest quality PDF files possible with EMC Captiva. PdfOptimizer enables Captiva clients to reduce storage costs and create more efficient documents for corporate users.

PdfOptimizer integrates with EMC Captiva to create the most optimal PDF file possible through the combination of superior OCR and file compression technologies. The new release of PdfOptimizer now features improved file compression, Arabic OCR, and 508 compliance.

PdfOptimizer compresses black and white image files by a factor of 5x-10x and color image files by a factor of 10x-100x. By reducing file size, documents can be emailed, transmitted, and stored more efficiently. PdfOptimizer's OCR can generate fully text-searchable files and offers four OCR modes. Each mode offers varying degrees of accuracy and speed that administrators can customize to fit their users' needs.

Chris Koulouris, Director of Marketing at CVISION Technologies, said, "We are excited to continue our relationship with EMC Captiva and continue to create advanced software to improve Captiva. CVISION's solution for Captiva not only allows EMC users to reduce storage and bandwidth requirements, but also to increase employee performance and improve document workflows. With PdfOptimizer's newly improved OCR and compression, users benefit from the most optimal documents possible within their Captiva workflow."

PdfOptimizer for EMC Captiva 7.0 New Features:

- Improvements in file compression to reduce storage and bandwidth requirements
- Compatibility with EMC Captiva 7.0
- Improved PDF optimization to email, transmit, download, & upload files more quickly and easily
- Enhanced OCR for more accurate and searchable PDF files
- Support for 117 languages including Arabic
- 508 compliant accessible to persons with disabilities

To learn more about PdfOptimizer for EMC Captiva 7.0, please contact CVISION directly.

 [Click here to return to Contents](#)

Dimensional Control Systems Uses D-Cubed 3D DCM

6 November 2013

Dimensional Control Systems, Inc. (“DCS”), a leading provider of software and services for manufacturing tolerance analysis and quality management systems, has licensed Siemens PLM Software’s D-Cubed software for use in their 3DCS Mechanical product line. DCS selected D-Cubed 3D dimensional constraint manager (DCM) to provide a critical geometric constraint solving capability. This decision by DCS is a significant endorsement of Siemens’ status as the leading provider of geometric constraint solvers.

Tolerance analysis, also known as variation analysis, is the process of designing a product to geometric tolerances that satisfy quality and cost criteria. The 3DCS Mechanical product line from DCS now enables 3D DCM-based dimensions and constraints to be extracted from and/or added to a CAD model. The motion of components in the model can then be kinematically and statistically simulated, with 3D DCM ensuring that the dimensions and constraints are satisfied. At each step in the motion, 3DCS performs its sophisticated tolerance computations, ensuring that the assembly or mechanism performs as expected across a range of configurations and deviations from the nominal model.

D-Cubed 3D DCM supports part positioning and kinematic simulation in 3DCS

“D-Cubed 3D DCM provides us with a level of functionality, performance and quality that we simply could not find in alternative component technologies” said Dave Johnson, 3DCS Product Manager, for Dimensional Control Systems. “Siemens’ exceptional level of product support was critical to enabling us to integrate 3D DCM in just three months, a very demanding schedule. I would unhesitatingly recommend the D-Cubed geometric constraint solving components and the team behind them to any vendor that needs to rapidly enhance their products in this area.”

“We are particularly pleased to see DCS extending the use of Siemens’ PLM component technology beyond core CAD functionality into specialized functions such as tolerance analysis on CAD models,” said Paul Sicking, senior vice president, Chief Technology Office, Siemens PLM Software. “DCS is the most recent in a long line of leading software vendors to select Siemens’ PLM Components, which is a testament to our open business model.”

 [Click here to return to Contents](#)

hyperMAXX® now also for 2D Machining

30 October 2013

CIMdata PLM Industry Summary

Since 2010 OPEN MIND *hyperMAXX*[®] has provided a 'high-performance cutting' strategy that allows considerably higher material removal rates to be achieved while also protecting tools and machines. Already established for 3D and 5axis machining, it can now also be used for 2D tasks.

hyperMAXX[®], the roughing module fully integrated into *hyperMILL*[®], combines optimal milling paths, maximum material removal and the shortest possible machining times. The *hyperMAXX*[®] adaptation in *hyperMILL* is based on the Volumill™ technology kernel from Celeritive Technologies. Ideally distributed milling paths and the dynamic feedrate adjustment to existing cutting conditions ensure that milling always takes place at the fastest possible feedrate. Machining is always performed using climb milling, in a spiral retraction of tool movements that increasingly approximate the required contour as they reach the end. The milling tool generally operates using the complete cutting length. A special system algorithm ensures that the same volume is always removed by each milling tooth. This ensures the optimal capacity of the tool, while ensuring that it is not overloaded, and it generates a large material removal rate.

The requirement for optimal machining is the dynamic adjustment of the feedrate to the existing cutting conditions. The user does not enter a fixed value for the spindle speed and feedrate. Instead, they provide key data with which the respective machine tool and the tool can operate. The *hyperMAXX*[®] tool path is then calculated with regard to the chip volume and balanced movement. The process is suitable for soft materials, such as aluminium, but especially for steel, titanium and nickel alloys.

The key benefits are:

- Constant load on the tool and the machine during the entire machining operation.
- Reduced machining times.
- The fastest possible, safe positioning of the tool
- The plunge macro always creates a complete helix or ramp movement: The user need not enter a helix radius because this is generated automatically
- No sharp edges or sudden changes in milling direction.
- Intelligent automated functions for optimised adjustment of feedrate and infeed for the machining of tight areas with full cutting and long tool paths (soft material), as well as trochoidal tool paths that avoid full cutting (harder materials)
- Up to 100 % of the tool diameter can be used without leaving material behind
- The tool-friendly process has another positive effect: Users have access to a range of more straightforward milling tool qualities with significantly lower costs
- Postprocessor adjustment is not required as *hyperMAXX*[®] is fully integrated into *hyperMILL*[®]

Extension for 2D and 5axis machining. *hyperMAXX*[®] was initially used for 3D arbitrary stock contour machining as well as 5axis shape-offset roughing. OPEN MIND now also offers this optimisation strategy for high-performance cutting for 2D pocket milling. When used for 3D pocket milling, any open or closed pockets, pockets with islands, etc. can be machined much more quickly with

the help of *hyperMAXX*[®].

The 5axis shape-offset roughing and finishing function was introduced in 2011 with *hyperMILL*[®]. This adopts the curved surfaces of a component, such as for turbine housings, structural parts for aircraft or tire moulds, as the standard surface. The tool operates at an angle of 90 degrees at every point. The strategy works as if it involved 'curved' Z roughing or Z finishing. This makes creating the NC program much easier.

 [Click here to return to Contents](#)

IGC updates Brava! for IBM Content Navigator

4 November 2013

[Informative Graphics Corporation \(IGCTM\)](#), a leader in viewing, collaboration and redaction technology, has updated Brava!® for IBM Content Navigator with a robust, full-featured, ActiveX client in addition to its cross-platform HTML5 viewer. Seamlessly integrated with IBM Content Navigator, Brava provides a unified viewing experience for both FileNet P8 and CM8. This updated integration now offers:

- **Vector-based viewing** that renders crisp lines and detail in CAD drawings and sharp text at any zoom level.
- **CAD features** such as precise area and length measurement tools, plus support for reference files and the ability to turn off layers, view block attributes and more.
- The ability to **merge documents** by combining multiple files of any format, or different versions of one document, into a single PDF or TIFF.
- The option to **split a document** by selecting pages to create a new file.
- New **comparison views** in addition to the text comparison feature—now compare drawings, images or documents side by side or overlaid, with changes called out in bright colors.
- Document searches with **term-hit highlighting** that calls out all instances of a search string. Click a term in the search results window and jump straight to the content.

“IGC Brava offers IBM Content Navigator users a single unified viewer for both P8 and CM8,” said IGC CEO Gary Heath. “We’re pleased to roll out expanded functionality with our ActiveX client, which gives IBM customers a richer experience with vector viewing, CAD tools and more.”

Learn more about IGC’s integrations to IBM ECM solutions at www.infograph.com/ibm.

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

ITOCHU Techno-Solutions Corporation of Japan Joins the Aras Partner Program

7 November 2013

Aras® today announced that ITOCHU Techno-Solutions Corporation (CTC), headquartered in Chiyoda-ku, Tokyo, Japan, has joined the Aras Partner Program.

CTC is a total solutions provider with over 40 years of experience in IT technology and services. The company offers a wide-range of solutions that cover all phases of the IT life cycle and span front-line backbone system development, including business and infrastructure strategy and design, system integration and development, and outsourced maintenance services and data center operations. CTC is committed to supporting its customers with one stop solutions that enhance corporate value. For more information please visit <http://www.ctc-g.co.jp/>

“We are pleased to welcome CTC to the Aras Community and Aras Partner Program,” said Masahiko Hisatsugu, President of Aras Japan. “CTC’s ability to provide a complete range of services, including product lifecycle management, will be of great value to the members of the Aras Corporate Community.”

 [Click here to return to Contents](#)

Matereality Version 7 Provides Role-Focused Productivity Tools for Materials Engineers, Scientists, and CAE Experts

4 November 2013

Matereality’s newly released Version 7 material data management software with its associated engineering apps and SaaS modules continues the focus on providing tools to increase your productivity, no matter how you access and use material data to get your job done. This latest release introduces: new [productivity tools](#) driven by user requests; new apps targeted specifically for [materials engineers](#); a fully updated [CAE Modeler suite](#) enabling CAE experts to convert raw material data into material cards for CAE applications; and greatly improved [analytics, collaboration and publishing](#) capabilities that are particularly relevant to materials scientists.

Productivity Tools

New Compare module

A new **Compare** module is introduced to perform comparison analytics on data of any complexity stored within Matereality. The software automatically analyzes a group of selected datasets and instantly provides graphical comparisons of all related properties, saving you considerable time that might have been spent performing cross-plots in Excel.

DataViewer enhancements

The **DataViewer** module has been updated with enhanced plotting capabilities. Statistical error banding

CIMdata PLM Industry Summary

is now available, which lets you visually gauge the spread of graphical data. Enhanced zoom allows you to examine specific areas of interest more easily, by setting explicit minimum and maximum values for either plot axis, or by changing either axis to log scale. In addition, using capabilities of the Google Chrome browser, you can now capture high quality snapshots of material property graphs as images that are ready for use in papers and presentations.

These viewer enhancements are also implemented in the **Compare** module and in the **CAE Modeler** app.

Tools Especially for Materials Engineers

New apps are available which address the needs of materials engineers:

The **Materials** app allows management of your materials information, including information about processing, composition, aliases, availability, applications, certifications, and more.

The **My Material Specifications** app allows the creation of material specifications with property targets and ranges, the addition of raw materials to the specification, and the ability to compare a selected material to the specification.

CAE Modeler Updates

The **CAE Modeler** app now employs a new software framework for greatly enhanced data processing and visualization. In response to user requests, a key new feature is the ability to see the raw data and converted models on adjacent tabs. You can easily zoom in on a plot to see a particular area in more detail. CAE experts can easily fine-tune the material models without losing the underlying raw data. Certificates are visible along with full materials information.

The new technology has been fully implemented in the CAE Modeler for SolidWorks, which now allows selection by study type and processing of all available SolidWorks material models, and is also embedded in SolidWorks 2014. Early response from beta testers has been resoundingly positive.

Usability Enhancements

Collaboration Tools

- **Share feature:** Collaboration capabilities have been enhanced with the ability to select any collection of datasets and to share this selection with another user or workgroup. Now, even an entire project can be shared with a click of a button. The recipient receives an email that contains a data link, which gives them instant access to the selected datasets. There are no attachments in the email. Access granted via the Share feature can be revoked later, if necessary.
- **Data publishing workflow:** In a big change to data loading capabilities, users of Matereality's workgroup and enterprise solutions now have a way to publish their previously unpublished material data. Individuals can now transfer data they have loaded for personal use to a qualified Data Source, who can review and publish the data on their behalf. This creates a pathway for individuals to add and update data that subsequently can be shared widely or in a more restricted

way as needed.

Video help implemented

To help users navigate Matereality, we have introduced video guides for each engineering app and software module. Look for the Help buttons and the video icon inside flyover text boxes.

 [Click here to return to Contents](#)

MSC Software's New Release of Marc Significantly Reduces Run Times and Expands Nonlinear Material Modeling for Elastomers & Composites

4 November 2013

[MSC Software Corporation](#) announced the new release of [Marc 2013.1](#). The capabilities in this release provide engineers with faster nonlinear finite element analysis (FEA) with new modeling options and increased ease of use.

Improved Parallel Analysis Speeds Simulation Run Times

Performance improvements that take advantage of the modern multi-core processors are implemented in this release. This may be used in conjunction with Domain Decomposition (DDM) and/or the parallel solution of equations of motion. When combined with DDM, this method provides two levels of parallelism: one at the domain level and one at the assembly level, enabling both designers and analysts to achieve improved productivity.

Tests have shown 5-8 times faster element loop computation time and 4 times faster total wall time for models with over 500,000 degrees of freedom on multi-core processors.

New Material Models for Greater Realism

With the rapid growth in the usage of elastomers, it is important to understand their complete nonlinear behavior and damage accumulation.

- Three new models have been added to represent the behavior of anisotropic incompressible materials such as rubber belts and biological materials. These models provide higher accuracy in simulations of reinforced elastomers.
- The Marlow model for elastomers has been enhanced to be used with the Bergström-Boyce model and with frequency dependent damping. The model may now also use experimental data based upon a pure shear test. These extensions provide additional flexibility in the choice of material models available to users in modeling of elastomers.
- Frequency dependent material models have been expanded to support orthotropic behavior which may be encountered in composite materials, providing improved physics based damping for frequency response simulations.

Enhanced Nonlinear Contact Improves Accuracy - Initial Gap/Overlap

CIMdata PLM Industry Summary

Gaps and overlaps of contact bodies can occur either due to discrepancies in the original CAD file or during the mesh creation process, which can lead to non-realistic interaction between components. Users can now account for any initial gaps or overlaps in a contact analysis to obtain accurate stress results. This is valuable in design, because the dimensions of parts can be modified without the need to update all of the assembly.

User Interface Improvements for Ease of Use & Efficiency

Mentat, the user interface of Marc, has been improved further for ease of use. Enhancements include:

- New Model Browser that enables the user to visually observe the contents of model. This allows users to quickly validate the contents of the model. It allows users to quickly move to different menus saving modeling time and improving efficiency.
- ACIS geometry engine has been replaced with Parasolid geometry engine allowing for better interoperability with a broader range of CAD systems, and improved integration between Marc's user interface and other MSC products.
- A new meshing capability enables quality lower and higher order tetrahedral element mesh creation on solids, easily and efficiently.

Other enhancements include Arrhenius shift function for modeling viscoelastic materials such as plastics, a permanent magnet that can be defined in element or preferred material system, crack propagation based on a fatigue model (Paris law) or a user-defined direct model, and trimming capability that simplifies removal of material by representing trimming tools with rigid surfaces.

For more details about the new release, please watch the on-demand new release webinar at http://www.mscsoftware.com/Marc_2013-1_Webinar

 [Click here to return to Contents](#)

Tech Soft 3D Releases HOOPS Exchange 7.0 and HOOPS Publish 7.0

6 November 2013

[Tech Soft 3D](#) rounds out its cloud and mobile suite with the announcement of [HOOPS Exchange 7.0](#) and [HOOPS Publish 7.0](#). These releases enable engineering software developers to accurately translate CAD data quickly (HOOPS Exchange) or export 3D PDFs (HOOPS Publish), in either desktop or cloud environments.

“We hear again and again the need to quickly access data,” says German Nikol, Director of Visualization Technologies at Kisters. “Tech Soft 3D allows us to deliver on that expectation by providing the fast, reliable underlying technology with HOOPS Exchange and HOOPS Publish that allows our customers to experience their data in the way that best fits their needs.”

CIMdata PLM Industry Summary

New features and updates in HOOPS Exchange 7.0 include:

- **Deep Model Interrogation:** Developers will benefit from new APIs that build on the ability to query the length, surface and volume of geometries. These APIs can also perform an exact section of a model and a geometry compare between two revisions of the same model. In many application types, this ability to deeply interrogate geometry removes the need for an extra translation step into a modeling kernel.
- **Comprehensive File Conversion:** Users can access data from even the most recent releases of the leading CAD systems including the latest versions of SolidWorks, Solid Edge, Parasolid and the AP242 edition of STEP.

New features and updates in HOOPS Publish 7.0 include:

- **New MBE Workflows:** Enhancements specific to MBE workflows, including support for semantic (machine readable/searchable) PMI, as well as the ability to easily create a series of specific model views.
- **Animation Updates:** Models can now be brought to life with new animation APIs, allowing for assembly instructions and simulations to be added directly within the 3D PDF file.

“We’re proud to provide much of the underlying technology making the MBE movement possible and are thrilled to be helping so many desktop and cloud developers create solutions that can intelligently handle any type of CAD data and share that data with others,” says Gavin Bridgeman, VP Products at Tech Soft 3D.

 [Click here to return to Contents](#)

ZWCAD+ 2014 SP1 Released for a More Solid and Flexible Workflow

6 November 2013

[ZWCAD Design](#) today announced the release of [ZWCAD+ 2014 SP1](#). With new features and enhancements such as IPv6 networking and SkyDrive storage support, ZWCAD+ 2014 SP1 will provide users a more solid and flexible workflow that streamlines the product design process.

ZWCAD+ 2014 SP1 has added new features aiming directly at improving the user experience of the software and the design workflow. Users will find more convenient ways to manage their licenses, share drawings through the Cloud, as well as customize their ribbon interface. Highlighted new features inside ZWCAD+ 2014 SP1 include:

Compatibility with IPv6 Networking --- Users can now get the fluent and flexible licensing experience in the IPv6 networking environment, solving authorization issues with less effort and time;

SkyDrive Storage Support --- ZWCAD+ 2014 SP1 integrates SkyDrive storage support to give users one more choice to share their drawings. SkyDrive users can now use [ZWCAD+ Syble](#) to synchronize

CIMdata PLM Industry Summary

drawing files and their custom profiles to the Cloud service they have been using without making a switch;

Other features such as ZOOMWHEEL can specify the direction of the zoom operation when using the mouse wheel. .Net API has also been enhanced with new functions allowing developers to customize applications faster and easier. All of these new features will help users gain the maximum benefit from ZWCAD+.

“[ZWCAD+](#) is renowned for its easy-to-use features and simplified workflow. And this time’s new service pack is also in line with this principle,” said Daniel Huang, Product Manager of ZWCAD+. ”It offers a more fluent experience by improving licensing management and online storage support, helping users optimize the efficiency and productivity of their workflow and their use of ZWCAD+ technologies. “

ZWCAD+ 2014 SP1 is now available. For more information about this new service pack, please [click here](#) or follow [ZWSOFT Facebook](#).

 [Click here to return to Contents](#)