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CIMdata News

CIMdata Announces PLM Sales Channel Consulting Practice

7 February 2013

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the formation of its newest business practice focused on the growing needs of PLM channel organizations and their sales partners.

Peter Bilello, President of CIMdata, announced that Richard McFall, Director of CIMdata's Global PLM Community, will lead the creation and delivery of CIMdata's channel support offering for PLM solution providers and their partners. “Many PLM solution providers, old and new, large and small, will admit privately that they struggle with crafting effective sales channel strategies and sustaining resilient partnerships that reliably deliver new revenue with consistent levels of profitability and customer satisfaction,” commented Mr. McFall. He added, “our new channel practice will help both existing and prospective members of CIMdata's PLM Community program to review, improve, empower, and track the performance of their indirect sales channels and partner ecologies.”

With this new practice CIMdata is responding to opportunities within the expanding PLM economy, now sized at over \$30 Billion annually, that CIMdata has helped grow and reported on for 30 years. The practice will offer a portfolio of channel research, trends impact analysis, training, management consulting, and strategy thought leadership to PLM solution providers, system integrators, and value added resellers. These services will help PLM solution and service providers to more accurately select and target new channel-friendly market segments, evaluate channel strategy options, validate their

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channel's competitive performance compared to peers, identify growth impediments and analyze contributing factors, and assess improvements for long term partner alignment and program sustainability. With CIMdata serving as a PLM Channel Coach, the company will also deliver precision-guided training via its new PLM Leadership Certificate Program for Sales Channel Partners.

To learn how organizations may arrange for an independent 360-degree survey of their channel program and partners visit www.cimdata.com or contact Richard McFall at r.mcfall@cimdata.com and +1.734.668.9922. To participate in an upcoming survey of what channel partners seek and value the most from their solution suppliers, or to receive the results from this survey, please contact Mr. McFall.

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Acquisitions

Vero Software Acquires SURFCAM from Surfware, Inc.

8 February 2013

Vero Software is pleased to announce the acquisition of the SURFCAM assets from Surfware, Inc., a US based software specialist responsible for the development of SURFCAM and the TRUEMill technology.

Commenting on the acquisition, Richard Smith, CEO of Vero Software says, "Across the enlarged Group, the complementary products address the worldwide need for efficient and innovative CAD/CAM/CAE technology. SURFCAM is a robust, and well respected CAD/CAM system with a large number of loyal customers and knowledgeable resellers. With an emphasis on sharing already proven technologies, we will provide the development platform to reinvigorate the SURFCAM product and continue to help its customers become more efficient, profitable and successful.

"Following our recent European acquisition of SESCOI (WorkNC), this US acquisition is further evidence of our growing influence on the global manufacturing market. We fully recognise the importance of product branding and it is important to emphasise that we will continue to invest in SURFCAM through our new subsidiary Surfcam Inc., and welcome the existing US and overseas Surfware partners and resellers into the Vero network."

Alan Diehl and his son Larry originally founded Surfware in 1988, with Alan's other son Bryan joining the company in 1990. Regarding the change, Alan says, "We have dedicated our lives to developing innovative and productive machining technology. Just as importantly, we enjoy customer and reseller relationships that are the envy of our competitors. We know we are joining a group with a similar view. We are confident that Vero's additional resources and global distribution will take SURFCAM to new levels of efficiency, and will continue to provide solutions that boost our customers' productivity, reduce costs and improve quality. "

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Company News

AEC Systems, KarelCAD, and ADA CAD Partners Merge Business Operations

2 February 2013

AEC Systems, KarelCAD, and ADA CAD Partners announced they have merged their individual business operations. The new company, A2K Technologies, will commence trading on the 1st February, 2013.

As a result of the merger, the new company will rank as one of the largest Autodesk Value Added Resellers globally with over 150 staff.

Sales and services for Autodesk and all other existing vendors will be combined under the new business. CSI Global Services and PhoenixPLM will remain separate entities from A2K Technologies.

The company will operate under the leadership of joint Chief Executive Officers Fari Fanaeyan and Paul Laycock, part of the former ownership of AEC Systems and KarelCAD respectively. The management team will comprise of key leaders from both businesses.

Following many years of committed service to the development, growth and innovation of the industry, both businesses have united with a common goal.

“At the centre of this decision is our shared desire to deliver a new level of vision, service and innovation. We’re driven by our clients success, and our overriding goal is to deliver best in class products and services to make this happen,” Fari and Paul explained. “A2K Technologies is committed to leading industry, delivering solutions to reduce technology complexity and cost, whilst improving efficiency, time to market and sustainability.”

With limited physical change to existing offices in Sydney, Brisbane, Melbourne, Adelaide, Perth, Auckland and Beijing, the combined company is now in a position to further extend its service, support and consulting offerings with even greater reach and unparalleled expertise.

“Clients and staff from both businesses will experience positive change as a result of the merger. In addition to the far deeper level of technical service offerings, we will benefit from our combined operations, resources and infrastructure that has characterised the unique businesses until now,” shared both Chief Executive Officers. “Expect our service offerings and deliverables to expand exponentially through this merge of excellence.”

Bill Griffin, Vice President Worldwide Manufacturing and Channel Sales for Autodesk, responded to the news with the following comment, “Congratulations on the partnership of two of our best partners globally. I think this merger can only mean good things for Autodesk and our customers.”

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Agilent Technologies Commits \$90 Million Gift of Software to Georgia Institute of Technology

4 February 2013

Agilent Technologies Inc. today announced the largest in-kind software donation ever in its longstanding relationship with the Georgia Institute of Technology.

"Georgia Tech is among the best research universities in the world, offering the largest, most diverse electrical and computer engineering program in the United States and regularly turning out the largest number of engineers in America," said Steve McLaughlin, chair of Georgia Tech's School of Electrical and Computer Engineering. "Maintaining that position requires the best teachers and facilities and, increasingly, key partnerships with companies like Agilent. Thanks to Agilent's support, our students now have access to the industry's leading software and hardware tools."

Last year, Georgia Tech dedicated a new laboratory to Agilent after the company made a substantial donation to the university's School of Electrical and Computer Engineering (ECE).

Agilent's latest in-kind donation is valued at approximately \$90 million (book value) over three years and will comprise Agilent EDA software, support and training. The donation is being given as part of the Agilent EEs of EDA University Alliance program. It includes a tailored, three-year custom license program that provides member companies of ECE's Georgia Electronic Design Center with access to Agilent's EEs of EDA solutions.

"This is one of the largest academic donations of Agilent EEs of products to a single institution and the largest software gift Georgia Tech has ever received," said Todd Cutler, general manager with Agilent EEs of EDA. "We realize that universities and start-up incubator programs play a crucial role in pushing the limits of EDA tools; feedback from our partnership with Georgia Tech helps us target our development investments to make sure our products support leading-edge technology development. We are proud to partner with Georgia Tech in this program and help its students gain the skills they need to impact industry today and in the future."

Academic uses of Agilent EDA software will focus on Agilent EEs of's Advanced Design System and SystemVue solutions. ADS is the world's leading electronic design automation software for RF, microwave and high-speed digital applications, pioneering innovative and commercially successful technologies such as X-parameters and 3-D electromagnetic simulators. SystemVue is Agilent's premier platform for designing communications systems. It enables system architects and algorithm developers to innovate the physical layer of wireless and aerospace/defense communications systems and provides unique value to RF, DSP, and FPGA/ASIC implementers.

More information about Agilent's EDA software offerings is available at www.agilent.com/find/eesof. For a video on the importance of Agilent's donation and support to Georgia Tech's engineering program,

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go to www.agilent.com/find/GeorgiaTechandAgilent_video. Additionally, the Agilent YouTube network at www.youtube.com/AgilentTM has videos of the company's latest products and applications in electronic design and measurement.

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CADsoft Consulting, Inc. Welcomes New Director of Professional Services

5 February 2013

[CADsoft Consulting Inc.](#), a provider of technical design and engineering solutions, today announced the addition of Cathy Wagenaar to its leadership team.

Wagenaar joins CADsoft as director of professional services with her extensive background in technical consulting and proven methodologies to software deployment. She joins CADsoft from K-TEK Solutions, Inc. where she was the President and Chief Operating Officer. Building on the strong foundation and reputation that CADsoft has developed, Wagenaar will be responsible for taking professional services to the next level addressing the growing needs of the customer. CADsoft is committed to their continued investment in the development of new and innovative offerings to support the needs of the AEC industry.

With specializations in project management, quality management, configuration management, and software development lifecycle methodologies, Wagenaar understands how software is defined, designed, built and maintained. This is critical as CADsoft builds services to support a customer's journey of maximizing the software and technology they depend on to design and build successful projects. CADsoft is committed to providing more than just support and training and by committing to a dedicated team for professional services we can provide offerings that address every stakeholder in a company's design ecosystem. This ranges from tools for management decisions, helping the communication process between a design team and outside consultants, or building full visualization models to win that next big project.

"Cathy's experience and understanding of the challenges our customers face is critical to their success. By providing robust service offerings we are supporting their entire design ecosystem to achieve both immediate and long term investment in technology," stated Tim Duncan, managing principal of CADsoft Consulting.

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Delcam's Clive Martell named CEO of the Year

6 February 2013

Delcam's Chief Executive, Clive Martell, was named CEO of the Year at the Grant Thornton Quoted Company Awards, sponsored by Growth Company Investor. The Award was presented at a ceremony at the Natural History Museum on 30th January.

The Award recognised Clive "for having driven profitable growth through his experience and business acumen". It came the day after Birmingham-based Delcam had issued a trading update announcing that revenue from sales of the company's CAD/CAM software and related services for 2012 is expected to be at least £47 million. This would be a record for Delcam and an increase of more than 10% over the previous record revenue achieved in 2011.

Commenting on the Award, Clive said, "I am obviously delighted to be named CEO of the Year, even though I feel it is a tribute to Delcam's excellent results as much as to my personal achievements. I would like to thank all of the staff at Delcam for their contribution to our success and, therefore, to me receiving this Award."

Clive first joined Delcam in 1982, when it was a division of the Delta Metals Group. He was appointed Marketing Director in 1994 and was responsible for strengthening the marketing team. He became Managing Director of the UK Division in 1996 and was made responsible for Delcam's European Subsidiaries in 2001. In April 2008, Clive was made Group Operations Director before becoming Chief Executive in August 2009.

Clive is a Chartered Engineer with a Bachelors degree in Production Engineering and a Masters degree in Machine Tool and Manufacturing Technology from the University of Birmingham.

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Delcam Polska Opens Third Office in Bydgoszcz

8 February 2013

Delcam's subsidiary in Poland, Delcam Polska, has opened a third office in Bydgoszcz to support further growth in sales of the company's CAD/CAM software in the country. Tomasz Szyuka has been appointed Manager of the new office.

Bydgoszcz is a major centre for mouldmaking and other types of toolmaking within Poland and so represents an important market for Delcam's design, machining and inspection software. Delcam Polska already has a good number of customers in the region that will now be able to attend training and update courses locally.

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The last few months have also seen additional sales and support staff recruited for the head office in Warsaw and for the office in Katowice, bringing the total number of employees to twelve. Further recruitment is planned for this year, following a growing interest in Delcam's software from manufacturing companies in Poland.

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IMAGINiT Technologies Earns Autodesk's National Education Authorization

6 February 2013

[Rand Worldwide](#) announced the [IMAGINiT Technologies](#) division has received national authorization from [Autodesk](#) to serve the design engineering needs of educational institutes across the United States.

“The expansion of our reach into the national education market is special because it recognizes the commitment that each of us embodies to inspire the next generation of engineering design professionals,” says Bob Heeg, executive vice president, IMAGINiT Technologies. “We look forward to working with new clients in our expanded territory. Our 35 locations across the United States ensure that these customers will be supported by our tight national network of experienced technical, training and development professionals. We're proud to play a part in helping teachers and engineering and design students across the country achieve their career aspirations.”

IMAGINiT's education offering is comprehensive. With offices across the US, IMAGINiT provides a dedicated and consultative sales team who are experienced at working through educational institutions' unique situations and challenges. The service oriented staff are also well-supported by the largest team of technical design engineering experts in the industry. Whether it's building information modeling (BIM), digital prototyping or 3D animation, there's an IMAGINiT expert who has industry experience available to help find the best solution.

When customers need support, IMAGINiT offers a variety of options which range from in-person, to live phone support, to 24/7 online access with [TeachNOW](#) -- the industry's leading eLearning portal. In addition to the extensive line-up of public and private instruction, IMAGINiT also offers software training specifically geared for teachers in both Inventor and Revit. Teachers can take these courses online or at one of IMAGINiT's many locations across the country. IMAGINiT's TeachNOW online offering provides on demand e-learning for the instructor, with paths specifically designed for Autodesk certification.

IMAGINiT's success can also be graded by the company it keeps. Educational leaders continue to choose IMAGINiT for the insight into their industry by the dedicated sales, technical and support team that bring unrivalled experience. IMAGINiT's educational customers for over 30 years include private and public institutions across North America and state and private universities in Ohio, Illinois, Iowa, South Dakota and Nebraska.

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Missler Software: Annual International Resellers Meeting in Dublin

6 February 2013

Missler Software recently held its 12th International TopSolid seminar which ended on 20 January and gathered international key resellers and French internal teams. The capital city of Dublin, Ireland, was chosen as the destination for this year's event, both for its economic dynamism, especially in the new technologies sector, and the legendary hospitality of its people.

The plenary session was the occasion to present the company's strategic plan and the 2012 results following on from a very successful year (+10% organic growth), despite a relatively uncertain economic context. Christian Arber, CEO of Missler Software, also stressed the increased internationalization of the company and the progressive conversion to a new generation of increasingly innovative and integrated products to meet the production needs. Finally, some Missler Software's partners were invited to take part in a round table discussion in order to exchange their experiences in new customer acquisition and TopSolid products. Then, it was time for workshops where both internal and international sales teams had the opportunity to learn about the latest innovations and features of a software line or version.

The busy agenda also included some time for relaxation and recreational activities: a dinner at the Guinness Storehouse to taste the local flavors, or a visit to Dublin city where participants braved the rainy weather called "liquid sunshine" by most locals!

The seminar concluded with a gala award ceremony where the most successful French and international Sales Teams were rewarded. It was time to thank both of them for their active participation and contribution in making 2012 a great success. This is a positive sign that 2013 looks promising for Missler Software.

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OpenText Appoints Kevin Cochrane as Chief Marketing Officer

5 February 2013

OpenText™ today announced that Kevin Cochrane has joined the company as Chief Marketing Officer. In this role, Cochrane will be responsible for strategic planning and implementation of OpenText's global marketing efforts in the Enterprise Information Management (EIM) market, which is projected to reach \$19 billion in the next four years. As a member of OpenText's Executive Leadership Team, Cochrane will report directly to OpenText President and CEO, Mark J. Barrenechea.

"Kevin is a very highly regarded marketing executive and he brings to OpenText a tremendous amount of experience in product and solution marketing," said OpenText CEO Mark J. Barrenechea. "As our

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new CMO, Kevin brings a passion for brand, customers, products and sales enablement. I am thrilled to have him as part of our executive team and I look forward to his many contributions."

"I have spent many years watching OpenText grow from one of many ECM vendors to the powerful \$1.2 billion EIM leader it is today," said Cochrane. "With the influx of social media, a growing number of mobile devices and a greater dependency on the cloud, there is a tremendous need among organizations to better manage and take action on the growing amounts of enterprise information. OpenText is extremely well-positioned for continued rapid growth and leadership of the EIM market. I am honored to be joining Mark and the OpenText team, and I look forward to leveraging my years of strategic marketing experience to further expand OpenText's global brand and continue OpenText's trajectory for dominance in the EIM market."

Since 2010, Cochrane has held several highly successful senior executive roles with Adobe Systems, Inc. As Vice President, Product Marketing for Adobe's Digital Marketing Business Unit, he was responsible for worldwide product marketing and management for Adobe Web Experience Management. He also oversaw the integration of the Day Software acquisition with other Adobe product lines and its evolution into the Digital Marketing Business Unit.

Prior to his work at Adobe, Cochrane was Chief Marketing Officer at Day Software, Inc., where he led marketing initiatives and partnered with the CEO and CFO to restructure business operations, including the build-out of a new global sales and services organization to drive a re-launch of Day to the global marketplace.

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PTC, NASA Glenn Research Center and Case Western Reserve University Team Up to Foster Engineering Careers

7 February 2013

Continuing with its mission to provide engineering students the opportunity build product development and engineering skills, [PTC](#) announced it is working with Case Western Reserve University and NASA Glenn Research Center to support the Strategic Partners for the Advancement of Collaborative Engineering (SPACE) initiative.

SPACE brings together global leaders in product development and partners them with colleges of engineering and business to catalyze new partnerships in product development education and research. The partnership will encourage industry and academic collaboration, create meaningful project experiences and foster cross-educational programs focused on [Product Lifecycle Management \(PLM\)](#) education.

"The educational community needs to get students interested and then maintain that interest for engineering and technical careers," said Dr. Michael Grieves, PLM author and expert and a consultant to

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NASA. “Students that get involved with meaningful projects and the software tools to enable those projects earlier in their education are better equipped to utilize that knowledge in their careers. These are the people who will utilize digital technologies to create, manufacture and get to market the next generation of products.”

"Case Western Reserve prides itself on giving our students an education that combines both theory and practical applications in an integrative curriculum," said Dr. Iwan Alexander, chair of university's department of aerospace and mechanical engineering. "The ability to work with PTC and NASA's Glenn Research Center will help make Case students more attractive to employers because of the opportunity to apply the skills they acquired in design- and manufacturing-related classes to actual problems in the aerospace sector."

PTC will donate [PTC Windchill®](#) software for PLM requirements and [PTC Creo®](#) software for CAD design along with computer hardware servers to provide an environment for students to design, test and simulate new products. The PTC donation will form the core of Case Western's new Product Lifecycle Management Center of Excellence and will be integrated into its Engineering curriculum. Case Western University and NASA's Glenn Research Center will work together to provide projects for the students to complete, giving them an opportunity to understand and implement best-practices in an actual design and production environment.

“Engineering jobs have changed. The globalization of the design process, increased product complexity and increased regulatory pressure has meant that an understanding of PLM or the importance of collaboration has become a necessary skill for graduates,” said John Stuart, senior vice president, education, PTC. “PTC is committed to supporting individuals and institutions dedicated to delivering a modern product development education.”

The Windchill Academic Platform is administered and maintained jointly by PTC and Case Western Reserve University and offers an on demand, pre-configured, easy to deploy PLM instance for Universities across North America. The platform includes access to PTC Windchill ProjectLink™, PTC Windchill PDMLink® and PTC Windchill RequirementsLink™ and will also include a two day professional development program for instructors. This secure web-based platform enables the opportunity to integrate PLM concepts into an existing curricula, capture mechanical engineering data, collaborate across student teams and give students insight into a modern product development environment as used by 27,000 of the world's leading product development companies.

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Singapore's 200,000 Secondary School Students to Learn Autodesk Design Software

6 February 2013

[Autodesk, Inc.](#) has signed a Memorandum of Intent (MOI) with the Infocomm Development Authority of Singapore (IDA) to advance the learning environment in Singapore secondary schools through the use of Autodesk design software. This nationwide partnership will enable over 200,000 secondary school

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students to access Autodesk's professional-grade software. This marks the first time IDA has partnered with a software company to provide mentoring and technology access across all of Singapore's secondary schools, as well as software training for all teachers.

Students will use the [Autodesk Education Master Suite](#) and [Autodesk Entertainment Creation Suite for Education](#). Applied to the daily secondary school curricula, the suites include Autodesk software used by professional architects, engineers and digital artists. The goal is to help students develop technological skills that can be applied across many disciplines.

Andrew Khaw, Senior Director, Industry Development Group, IDA said, "This new collaboration between IDA and Autodesk underpins our shared efforts to invest in Singapore's infocomm talent, grooming them into next-generation leaders and skilled professionals. We appreciate Autodesk's commitment to providing all secondary school students hands-on exposure to professional-grade software, as well as valuable job shadowing opportunities. With such strong support from industry and academia, we are hopeful that more of such partnerships will come to bear, opening new and exciting possibilities for our young talent."

Chris Bradshaw, Autodesk Chief Marketing Officer and SVP Reputation, Consumer and Education, said, "We are collaborating with IDA to ensure that today's students make a profound impact on the world through innovation, creativity, and smart design. Concurrently, we are also working with Singapore educators to develop curriculum, training programs and lesson plans. Autodesk helps educators and students think beyond traditional academic borders, become engaged with the commercial sector, and explore ideas through the use of advanced technology."

In Singapore, Autodesk provides technology suites and project-based curricula that support how educators teach in primary and secondary level classrooms, encouraging creativity, critical thinking, problem-solving and integrating design into Science, Technology, Engineering, and Mathematics (STEM) education. At a post-secondary level – and now, as a result of the MOI, for the first time at the secondary level – Autodesk collaborates with educators and technical experts to develop curricula that align classroom learning with industry trends to better reflect the workplace. Students and educators can also take certification exams that validate their industry level skills.

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SpaceClaim Announces SpaceClaim Engineer has been Named NASA Tech Briefs' Readers' Choice Product of the Year for 2012

31 January 2013

[SpaceClaim](#) announced SpaceClaim Engineer has been Named [NASA Tech Briefs'](#) Readers' Choice Product of the Year for 2012.

SpaceClaim Engineer is one of the world's fastest and most innovative 3D direct modeler. SpaceClaim

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Engineer brings 3D solid modeling to the desktops of engineers and analysts who work in 3D, with a simplicity and low TCO (Total Cost of Ownership).

Each month, editors choose a Product of the Month that has exceptional technical merit and practical value for NASA Tech Briefs readers. They then ask their readers to choose one of those 12 Products of the Month that they feel was the most significant new product introduced to the engineering community in 2012.

"The NASA Tech Briefs Product of the Year is selected solely by the readers -- the buyers and users of these products. The winners are the best of the best -- the products that design engineers feel were the most important new products introduced in 2012 that will help them do their jobs better and more efficiently" said Linda L. Bell, Editorial Director, NASA Tech Briefs.

"We are honored to have been voted Product of the Year for 2012 by the engineers who read NASA Tech Briefs. Our goal has always been to deliver powerful 3D software to all engineers involved in mechanical design. This recognition is validation that we are achieving that goal," said Chris Randles, President and CEO of SpaceClaim. "Traditional parametric CAD has never been the tool of choice for engineers, who are more concerned with concept development, or design verification than on production of detailed designs and drawings. SpaceClaim easily opens and edit any 3D model, regardless of format, so its users can focus on engineering, not learning how to program CAD features."

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TPM Earns Autodesk Fabrication Specialization

1 February 2013

TPM, a provider of Autodesk software and consulting in the Carolinas, announced that it has earned the new Autodesk Fabrication Specialization designation for value added resellers (VARs) from Autodesk, Inc. As an Autodesk Specialized Partner, TPM has shown that they have made significant investment in their people, have a solid business plan specific to their specialization area, have customer references, and can provide a high level of experience and support to customers in the AEC industries.

The new Autodesk Partner Specializations enable VARs 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, TPM demonstrates through their strong customer service and support in sales what it means to be a trusted adviser to Autodesk customers throughout the world.

"The Fabrication Specialization highlights TPM's commitment to bringing the best solutions to our customers. Autodesk Fabrication products will allow MEP Fabricators to participate in and leverage BIM beyond just the project design and use it to construct better performing projects in a more cost effective manner," said Michael Sproles, AEC Division Manager at TPM.

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ZWCAD+ Wins Top Builder Award

6 February 2013

SZANSA, an authorized distributor of ZWSOFT in Poland, was dubbed “Top Builder 2013” by Builder magazine for the CAD software [ZWCAD+](#). Through this contest, ZWCAD+ has seen great recognition of its immense experience from investors, contractors, designers, and also scientists and students.

[Builder magazine](#), an independent, modern and dynamic environmental magazine is the leader in the sector of specialist building publications, and has been published monthly since 1997. It has organized the TopBuilder award since 2008, which is granted to high quality, modern, innovative products, as well as technological and construction solutions. This year, TopBuilders best IT product belongs to ZWCAD+, a cost-effective [CAD solution](#) for the AEC and MCAD industries. It provides great .dwg support, memory control and code level API compatibility, successfully meeting needs of the AEC and MCAD industries in Poland.

Kingdom Lin, Director of ZWCAD+ Overseas Business commented on the award: “We are very pleased to learn from our partner and Builder Magazine that ZWCAD+ was chosen for the experience as a whole it brings to users. ZWCAD+ offers users a fluid experience when completing a design task. If you are working with ZWCAD+ for a week, 8 hours a day, you will feel the difference between ZWCAD+ and other low cost CAD software!”

“We are very proud that ZWCAD+ won this award. I am sure that thanks to this award, ZWCAD+ will catch the attention of much more users in Poland as a good, modern and innovative program.” said by Gabriela Ciszynska-Matuszek, CEO of SZANSA. “I do believe that more big companies which currently do use the old, expensive CAD products will take the advantage of ZWCAD+, and decide to implement it within their companies and replace the other CAD software.”

When sharing the experience for winning TopBuilder 2013, Gabriela also emphasizes the quality of service and customer satisfaction. “It’s important for us to assist the users from the beginning of problem until the end when problem is fixed. That’s why we have a good reputation with many of our customers.”

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Events News

AVEVA Presents at Kuwait EPC Projects Summit 2013

4 February 2013

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AVEVA announced today that it is presenting, sponsoring and exhibiting at the upcoming Kuwait EPC Projects Summit being held 18-19 February 2013. Engineering, Procurement and Construction contractors (EPCs) will be able to learn about AVEVA's software solutions for Integrated Project Execution, and how they can increase efficiency, reduce time and costs on major capital projects. On Tuesday 19 February at 11am AVEVA will present 'Maximising the value of digital information from design to operations'.

'Managing and assuring the integrity of both the digital and the physical asset is a challenge shared by both EPCs and Owner Operators throughout the lifecycle of engineering projects', said Evgeny Fedotov, Senior Vice President, Russia, India & Middle East, AVEVA. 'With an estimated 1% of total capital expenditure wasted as a result of poorly executed project information handovers, it is vital that data related to these assets be integrated and shared from initial design through to operations.'

'The Kuwait EPC Projects Summit is a fantastic opportunity for us to showcase our plant project lifecycle solutions, which enable the adoption of an Integrated Project Execution strategy. Along with our presentation, we will be demonstrating how our business-critical software solutions are helping the process plant community work efficiently throughout the whole value chain, reducing cost and risk and improving data quality.'

AVEVA will present how its solutions can assist in managing design, construction, handover and operations more effectively and safely, from FEED through Operations.

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CGTech Announces Programming and Simulation Software for Automated Tape Laying (ATL) Machines

4 February 2013

At the JEC Composites Show, March 12-14, 2013 at the Paris Expo, Porte de Versailles, CGTech will demonstrate its new programming and simulation software for Automated Tape Laying (ATL) machines. The new capability complements CGTech's existing composite software applications for Automated Fiber Placement (AFP), which will also be on display in Hall 1, Stand R66.

"We were pleased to work with MTorres to develop programming and simulation software for ATL machines," says CGTech Product Marketing Manager, Bill Hasenjaeger. "CGTech's manufacturing software expertise, combined with MTorres' expertise in their ATL equipment and the ATL process has allowed us to create a high-quality set of ATL features in our composites automation software."

Additionally, visitors will have the opportunity to receive a thorough overview of the steps needed to get from a CAD designed composite part to the NC programs that drive automated composite machinery. There will also be updated information on projects that highlight the implementation and use of machine

CIMdata PLM Industry Summary

independent off-line NC programming and simulation software for AFP and ATL machines.

“Manufacturers of AFP and ATL machinery typically supply in-house developed off-line NC programming software that uniquely supports their machine. Thus companies need to adopt multiple software applications if they implement multiple machine brands,” says Bill Hasenjaeger. “For future growth, a company should be able to select the best factory equipment for the job, without the added cost and time associated with using and supporting multiple software applications for different CNC machines.”

Throughout the show, CGTech will be demonstrating VERICUT Composite Applications: VERICUT Composite Paths for Engineering (VCPe), VERICUT Composite Programming (VCP) and VERICUT Composite Simulation (VCS).

VCPe gives the user the ability to measure and evaluate the effects of AFP and ATL path trajectory, material steering, surface curvature, course convergence and other process constraints as they would be applied in manufacturing. The software also provides produceability analysis of the fibre angle based on the curvature of the part, and overlap and gaps needed for structural analysis. Tape course geometry can be written to various CAD formats for further evaluation by the user’s existing analysis methods and tools.

VCP reads CATIA V5, STEP, or ACIS surface models. It also reads Siemens Fibersim, CATIA V5 or other external ply geometry and information. VCP then adds material to fill the plies according to user-specified manufacturing standards and requirements. Layup paths are linked together to form specific layup sequences and are output as NC programs for the automated layup machine.

VCS reads CAD models and NC programs, either from VCP or other composite layup path-generation applications, and simulates the sequence of NC programs on a virtual machine. Material is applied to the layup form via NC program instructions in a virtual CNC simulation environment. The simulated material applied to the form can be measured and inspected to ensure the NC program follows manufacturing standards and requirements. A report showing simulation results and statistical information can be automatically created.

CGTech will also be exhibiting its latest version of VERICUT software. VERICUT is CNC machine tool simulation, verification and optimisation software that enables users to eliminate the process of manually proving-out NC programs. VERICUT simulates all types of CNC machining, including drilling and trimming of composite parts, water jet, riveting, robotics, mill/turn and parallel kinematics. VERICUT runs standalone, but can also be integrated with leading CAM systems including Dassault Systemes CATIA, Siemens NX CAM, Delcam PowerMill and Open Mind HyperMILL.

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Delcam to Show Latest DentMILL Dental Milling Software in China

7 February 2013

The latest release of Delcam's DentMILL software for the milling of dental implant restorations will be demonstrated at the Dental South China Expo to be held in Guangzhou, China, from 27th February to 2nd March. The new version includes a clearer interface to make the system even easier to learn and to use, improved nesting for more efficient use of materials and faster calculation times.

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

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

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

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

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

Delcam is able to offer a complete, open implantology solution, from accurately capturing the implant

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position and orientation, through to the high-precision, multi-axis milling of customised abutments, implant bridges and dental bars, with a management system to track every stage of the process. The company remains committed to its drive to replace "closed" manufacturing methods, in which the user is restricted to the use of a limited range of equipment and materials, with "open" systems, in which manufacturers can combine their own choice of equipment and software, and then use a broad variety of materials. Thus, DentMILL can take models from most dental design systems and generate toolpaths to manufacture restorations in various materials on a wide range of machine tools.

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EDA Consortium Outlines CEO Forecast & Industry Vision Event

5 February 2013

The EDA Consortium (EDAC) announced the panel of distinguished industry executives who will participate in the EDAC Annual CEO Forecast and Industry Vision panel on Thursday, March 14, 2013. Richard Valera, Managing Director of Equity Research at Needham & Company, will moderate this year's event. Panelists, who will discuss trends affecting the EDA industry and offer insights on growth for the upcoming year, are:

- Raul Camposano, CEO of Nimbic
- Aart de Geus, Chairman and CEO of Synopsys
- Walden C. Rhines, Chairman and CEO of Mentor Graphics Corporation
- Simon Segars, President of ARM
- Lip-Bu Tan, President and CEO of Cadence Design Systems

Moderator Rich Valera said, "Having been involved with the EDA industry as a financial analyst for almost the last decade – and as an employee of a major EDA company for almost a decade before that – I am quite familiar with our impressive lineup of panelists. I look forward to interacting with them to explore some of the key challenges and opportunities facing the industry."

"Emerging companies continue to play a vital role in the EDA industry, not only by innovating but also by expanding the footprint of our industry" highlighted Raul Camposano, who will be representing this largest group of EDAC members on this year's panel. "2012 was a good year for emerging companies, a trend that is likely to continue in the near future."

Kathryn Kranen, Chairman of the EDA Consortium, and President and CEO of Jasper Design Automation added, "The EDAC CEO Forecast event provides our members and guests a unique forum to explore current and future trends fueling our industry's growth and innovation. I look forward to everyone joining our esteemed speakers and me at this event."

Reserve your seat by registering online at: <http://www.edac.org/events13/ceoForecast/index.jsp>

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The event details are as follows:

When: Thursday, March 14, 2013
Where: Doubletree Hotel
2050 Gateway Place
San Jose, CA 95110
Agenda: Reception 6 PM
Panel 7 PM
Q&A (30 Min.) 8 PM
Cost: No charge for EDA Consortium members, OCP-IP members, and the press.
Admission is \$50 for non-members, payable at the door or online.

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Flow Science Announces Its 13th FLOW-3D European Users Conference

7 February 2013

Flow Science, Inc. has announced that it will hold its 13th annual FLOW-3D European Users Conference on June 13-14, 2013 at the [Hotel Petit Palace Savoy Alfonso XII](#) in Madrid, Spain.

The conference is open to **FLOW-3D** users and other persons throughout Europe who are interested in **FLOW-3D**. The meeting will feature user presentations from a variety of industrial and research applications that focus on validations, benchmarks and success stories, as well as the latest developments for **FLOW-3D** presented by Michael Barkhudarov, VP of R&D and John Ditter, VP of Software Engineering at Flow Science. A half-day of free training will be offered the day before the conference and will focus on the customized version of EnSight® that will be **FLOW-3D**'s future visualization tool. More information about the conference can be found at: <http://www.flow3d.com/events/euc/13th-flow-3d-european-users-conference.html>.

Call for Abstracts

The call for abstracts is now open. Users are invited to share their experiences, present their success stories and obtain valuable feedback from their fellow **FLOW-3D** users and Flow Science staff. [Abstract guidelines](#) can be found on the website. The deadline to submit an abstract is Thursday, March 28, 2013. Interested presenters can [email an abstract to Flow Science](#). The conference proceedings will be made available to attendees as well as interested persons around the world through the **FLOW-3D** website.

To Register

[Online registration](#) for the conference and free training is now available.

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LMS and IFP Energies Nouvelles 10th Anniversary of Powertrain Simulation Partnership

7 February 2013

LMS International and IFP Energies nouvelles, a player in innovative Powertrain technologies development, are proud to announce the celebration of their 10-year anniversary partnership for powertrain development. To mark a step in this great collaboration, a special event is organized at the IFP Energies nouvelles facilities on February 19, gathering major European automotive OEMs and suppliers around presentations and roundtables animated by industry leaders from Continental, Ferrari, PSA PEUGEOT CITROEN, RENAULT, Valeo, Voith Turbo and the University of Magdeburg.

For 10 years, IFP Energies nouvelles and LMS have been involved in significant projects supporting key innovations in the powertrain domain. Both companies have solidified their alliance through robust, cutting-edge system simulation solutions that have been used for decisive innovation, like common rail, engine downsizing and variable valve actuation technologies. Backed by a strong application expertise developed through contact with privileged customers in the powertrain industry, their collaborative researches have driven the development of LMS Imagine.Lab AMESim, the tool for physical simulation of mechatronic systems. Geared toward energy efficiency, fuel economy, improved drivability and optimized performances, the LMS solutions developed in partnership with IFP Energies nouvelles are used today in the automotive industry to support engine controls engineering as well as engine pre-design.

During this special event, technical and simulation specialists will testify to the relevance of these solutions for their current technical challenges. These technical presentations will be followed by a round table of experts in the engine industry, with the objective of sharing technological stakes and solutions concerning system simulation for today's and tomorrow's engine and powertrain designs.

"Simulation has been a key tool for the development of innovative technologies within the automotive industry. The IFP Energies nouvelles and LMS partnership provides predictive and CPU efficient simulation solutions for powertrain engineering. Automotive OEMs and suppliers have used these solutions based on a platform concept that allows them to consider a system approach for better evaluation of technologies' impact on the vehicle in terms of fuel consumption and pollutant emissions. The next challenge of this partnership is to provide advanced simulation tools to lead the development of a highly efficient powertrain and its electrification based on a system approach," states Adlène Benkenida, Powertrain Electrification and Hybridization Program Manager at IFP Energies nouvelles.

"Over the past 10 years, automotive OEMs have deployed dozens of innovative technologies, aiming at reducing fuel consumption while satisfying emissions regulation standards and keeping vehicle performances. Model-Based System Engineering has become essential for designing such complex systems as modern powertrains. Sharing methodologies and tools between 'mechanical' and 'control' design communities will be one of the next design challenges. In this context, the partnership between

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an expert in engine technologies and a leading partner in mechatronic system simulation will surely give birth to advanced tools to support these trends,” states Philippe Aubret, Technical Director of LMS Imagine.Lab Automotive Solutions.

Register for the event: <http://www.lmsintl.com/?sitenavid=A22948F4-A997-405E-B412-6A836F945A2F>

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Financial News

Dassault Systèmes Reports Double-digit Software Revenue and EPS Growth for 2012

7 February 2013

Dassault Systèmes today reports IFRS unaudited financial results for the fourth quarter and year ended December 31, 2012. These results were reviewed by the Company’s Board of Directors on February 4, 2013.

Summary Highlights (unaudited)

- Q4 2012 financial results well in line with Company objectives
- 2012 EPS up 14% (IFRS) and 15% to €3.37 (non-IFRS)
- 2012 non-IFRS operating margin expands 120 basis points to 31.6%
- 2012 net operating cash flow up 26% to €66 million
- 3DEXPERIENCE strategy and Industry Solutions Experience launched in 2012
- 20,000 new customers in 2012 through expansion of indirect sales channels
- Initiates 2013 objectives: non-IFRS revenue growth of 5-7% in constant currencies

To view an unabridged version of this press release, visit: <http://www.3ds.com/company/news-media/press-releases-detail/release/dassault-systemes-reports-double-digit-software-revenue-and/single/4731/?cHash=6a0577eec00f625187bcb89a2c1b49dd>

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Fujitsu Reports Fiscal 2012 Third-Quarter Financial Results

7 February 2013

Fujitsu today reported a consolidated net loss of 79.0 billion yen (US\$908 million) for the third quarter of fiscal 2012, a year-on-year decline of 74.7 billion yen, primarily as a result of restructuring expenses stemming from the LSI device business.

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Third-quarter consolidated net sales totaled 1,048.2 billion yen (US\$12,048 million), a decline of 2.9% from the same period of fiscal 2011. Sales in Japan fell by 5.4%. Sales of infrastructure services and system integration services increased, but sales of PCs, mobile phones, car audio and navigation systems, and LSI devices declined. Sales outside Japan rose by 2%. Excluding the impact of foreign exchange movements, however, sales declined by 1%, primarily as a result of lower PC sales in Europe.

Gross profit was 271.7 billion yen, a decline of 10.1 billion yen from the third quarter of fiscal 2011, primarily as a result of intensified price competition in PCs and other volume-driven products. Selling, general and administrative expenses were 275.8 billion yen, a decline of 2.8 billion yen from the third quarter of fiscal 2011 resulting from efforts across the group to generate cost efficiencies. As a result, the operating loss was 4.1 billion yen (US\$47 million), a deterioration of 7.3 billion yen from the previous fiscal year's third quarter.

In other income and expenses, Fujitsu recorded a loss of 80.4 billion yen. Other expenses of 59.1 billion yen in restructuring expenses, primarily stemming from the LSI device business, were also recorded. These consist of losses relating to the sales of facilities and impairment losses on fixed assets, namely facilities producing standard logic devices. In addition, Fujitsu recorded an impairment loss of 28.0 billion yen on the unamortized balance of the goodwill relating to Fujitsu Technology Solutions (Holding) B.V. recorded at the time of acquisition, as the initial business plan was recognized as impracticable in light of the deteriorating business environment in Europe.

In the fourth quarter, Fujitsu plans to incur additional restructuring expenses associated with structural business reforms, specifically with its semiconductor business and other businesses outside of Japan. As a result, Fujitsu has revised its full-year business projections for fiscal 2012 (please refer to Fiscal 2012 Consolidated Projections at the end of this release). In the company's unconsolidated business results for fiscal 2012, Fujitsu expects to post valuation losses on stocks related to subsidiaries, which will cause negative retained earnings as of the end of fiscal 2012. As such, the company regrets that it does not plan to pay a fiscal 2012 year-end dividend.

“Fujitsu's Technology Solutions business in Japan remains robust. However, Fujitsu's device business, its business outside Japan and PC business have deteriorated significantly from projections announced at the beginning of the fiscal year,” commented Masami Yamamoto, President of Fujitsu Limited. “The full-fledged structural reform measures that we have announced today are intended to address the issues these businesses present, and will strive to bolster our ability to achieve profitable growth the next fiscal year and going forward.”

For more information:

- [FY 2012 Third-Quarter Financial Results](#)
- [Management Direction Presentation](#)

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Synopsys Announces Earnings Release Date for First Quarter Fiscal Year 2013

7 February 2013

Synopsys, Inc. today announced it will report results for the first quarter fiscal year 2013 on Wednesday, Feb. 20, 2013, after the market close.

A conference call to review the results will begin at 2:00 p.m. PT (5:00 p.m. ET) and will be hosted by Aart de Geus, chairman and co-chief executive officer, and Brian Beattie, chief financial officer.

Financial and other statistical information to be discussed on this conference call will be available on the corporate website at <http://www.synopsys.com> immediately before the call. A live webcast will also be available on this site. Participants should access the live webcast at least 10 minutes prior to the start of the call. A webcast replay can be accessed on the corporate website beginning Wednesday, Feb. 20, 2013, at approximately 4:00 p.m. PT. The replay will remain available until Synopsys announces its second quarter of fiscal year 2013 results in May 2013. In addition, a dial-up replay of the conference call will be available beginning Feb. 20, 2013 at 4:00 p.m. PT, ending on Mar. 6, 2013 at midnight. The replay telephone number is USA (800) 475-6701, and International (320) 365-3844, Access Code 281739.

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Trimble Announces Fourth Quarter and Fiscal Year End Results

5 February 2013

Trimble has announced fourth quarter and fiscal year end results.

Fourth Quarter 2012

Fourth quarter 2012 revenue of \$515.5 million was up 18 percent as compared to the fourth quarter of 2011.

GAAP operating income for the fourth quarter of 2012 was \$30.3 million, up 6 percent as compared to the fourth quarter of 2011. GAAP operating margin in the fourth quarter of 2012 was 5.9 percent of revenue as compared to 6.6 percent of revenue in the fourth quarter of 2011.

GAAP net income for the fourth quarter of 2012 was \$33.2 million, up 13 percent as compared to the fourth quarter of 2011. Diluted earnings per share in the fourth quarter of 2012 were \$0.26 as compared to diluted earnings per share of \$0.23 in the fourth quarter of 2011. The tax rate was 16 percent for the fourth quarter of 2012 as compared to 8 percent in the fourth quarter of 2011.

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Fourth quarter 2012 non-GAAP operating income of \$85.1 million was up 24 percent as compared to the fourth quarter of 2011. Non-GAAP operating margin was 16.5 percent of revenue as compared to 15.8 percent of revenue in the fourth quarter of 2011.

Non-GAAP net income of \$73.4 million for the fourth quarter of 2012 was up 8 percent as compared to the fourth quarter of 2011. Diluted non-GAAP earnings per share in the fourth quarter of 2012 were \$0.57 as compared to diluted non-GAAP earnings per share of \$0.54 in the fourth quarter of 2011.

Fourth quarter 2012 non-GAAP results are adjusted for the following:

- Restructuring expense of \$350 thousand as compared to \$644 thousand in the fourth quarter of 2011;
- Amortization of intangibles of \$36.4 million as compared to \$29.2 million in the fourth quarter of 2011;
- Stock-based compensation expense of \$9.0 million as compared to \$7.4 million in the fourth quarter of 2011;
- Acquisition-related inventory step-up charge of \$1.7 million as compared to \$739 thousand in the fourth quarter of 2011;
- Acquisition-related costs net of divestiture gain of \$467 thousand as compared to \$1.9 million in the fourth quarter of 2011;
- No gain or loss on foreign currency exchange from a hedge associated with an acquisition as compared to a loss of \$1.7 million in the fourth quarter of 2011;
- Debt-issuance write-off of \$82 thousand versus no debt-issuance write-off in the fourth quarter of 2011.

To view an unabridged version of this press release, visit: <http://www.trimble.com/news/release.aspx?id=020513c>

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Implementation Investments

Dassault Systèmes' 3DEXPERIENCE Platform Selected by Snecma (Safran) for New Engine Programs

7 February 2013

Dassault Systèmes today announced that Snecma (Safran), a manufacturer of military and civil aircraft engines and part of the high technology Safran group, has selected Dassault Systèmes' 3DEXPERIENCE platform to create a more unified, flexible and collaborative production environment for its new engine programs. Snecma will use the 3DEXPERIENCE platform to enable design, engineering and manufacturing excellence for its ongoing new generation of engines.

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With Dassault Systèmes' 3DEXPERIENCE platform, Snecma will improve the production process of its engine parts with a secure collaborative working environment to exchange information between its different manufacturing disciplines. Manufacturing engineers from its methods division will now have digital access to information to define the processes and operations needed to manufacture each primary engine part. Snecma's use of the 3DEXPERIENCE platform replaces ten legacy systems to become the backbone for all engineering and manufacturing domains.

"Dassault Systèmes' 3DEXPERIENCE platform, including its CATIA, ENOVIA and DELMIA applications, provides us with an innovative new way of working in which our methods and design people share the same tools, processes and information as opposed to working as separate silos," said Yvonick Vincent, IT Project Manager for data industrialization, Snecma. "Our production sites each previously worked with different tools and methods and did not efficiently communicate with one another. Having the 3DEXPERIENCE platform as our one secure collaborative environment, ensures that when the design offices make changes, it is only submitted once in the system and everyone in our production offices have immediate, secure access. This should result in a drastic reduction in errors."

"We are pleased that Snecma chose our 3DEXPERIENCE platform to ensure the success of their strategic program. Snecma's new family of engines is considered a major innovation. Having digital continuity between the design and methods offices avoids the time-consuming task of recreating information for production," said Monica Menghini, Executive Vice President, Industry and Marketing, Dassault Systèmes. "Our 3DEXPERIENCE platform will help Snecma to manage the increasing workload generated by new engine programs and use its entire set of data throughout enterprise processes, to make the right decisions for its business."

Snecma's deployment plan is to implement the 3DEXPERIENCE platform on its four French sites within the next three years, followed by its sites in Mexico and China.

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

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Dassault Systèmes Enlarges its Strategic Development Partnership with Airbus

8 February 2013

Dassault Systèmes today announced a partnership with Airbus to expand the use of Dassault Systèmes' 3DEXPERIENCE platform's realistic simulation applications (SIMULIA). This will accelerate the structural analysis and virtual testing of their next generation aircraft, starting with the A350-900.

Airbus' ADVANS program (Accelerated Development for Vulnerability and Nonlinear System) consists of innovative simulation methods to apply the advanced nonlinear dynamic analysis capabilities of SIMULIA Abaqus to predict, with a high level of confidence, the real-world strength and performance

CIMdata PLM Industry Summary

of its aircraft structures. Accurate, nonlinear analysis, done earlier in the design phase and prior to performing costly physical tests, results in a higher quality design, faster, and at a lower cost. Airbus designers and engineers will create very large simulation models, leveraging their aircraft models designed in the CATIA application. Then, by using high-performance computing clusters, they will be able to perform full-scale, nonlinear structural simulations with SIMULIA Abaqus overnight.

“With this project, we are pushing the boundaries of high-performance computing and our physics-based simulation applications to validate full-scale aircraft designs overnight,” said Monica Menghini, Executive Vice President, Industry and Marketing, Dassault Systèmes. “The 3DEXPERIENCE platform allows users to experience the accurate physical performance of their aircraft design much sooner and well before committing to physical tests. This accelerates their ability to make highly-informed, mission-critical design and engineering decisions.”

The Airbus’ ADVANS program represents a major milestone in the long-standing relationship between Airbus and Dassault Systèmes. The SIMULIA application, part of the 3DEXPERIENCE platform, enables simulation users to move away from approximate, linear analysis to more accurate, nonlinear simulation technologies. This allows a deeper understanding of realistic structural performance earlier in the design cycle.

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Doosan Heavy Industries & Construction Co., Ltd. Selects Intergraph® SmartPlant® Enterprise 5 February 2013

Doosan Heavy Industries & Construction Co., Ltd., has selected Intergraph® SmartPlant® Enterprise solutions, including SmartPlant 3D, SmartPlant Review and SmartPlant P&ID. The Korean EPC will use SmartPlant Enterprise in a global workshare environment and standardize its engineering processes using these solutions.

Doosan Heavy Industries & Construction Co., Ltd. has engineering teams worldwide and it sought to improve its work processes to facilitate global project execution. As part of its internal innovation process, the Korean EPC decided to establish a standard engineering platform for its power and water plant projects across the entire plant life cycle, from front-end engineering design through to detail engineering, manufacturing and construction. The company selected SmartPlant Enterprise because of its proven integration and interoperability capabilities across all project phases. Doosan Heavy Industries & Construction Co., Ltd. has implemented SmartPlant Enterprise in global workshare mode, enabling seamless collaboration among its engineering, manufacturing and construction teams.

"We have used Intergraph solutions successfully for several years now and it was a natural step for us to establish our standardized engineering platform with SmartPlant Enterprise," said Younggeun Lee, engineering innovation team manager at Doosan Heavy Industries & Construction Co., Ltd. "The integrated SmartPlant Enterprise environment will improve the consistency and accuracy of our engineering data, ensuring that our global teams can execute projects effectively using high-quality

information."

Gerhard Sallinger, Intergraph Process, Power & Marine president, said, "We are pleased to strengthen our ongoing partnership with Doosan Heavy Industries & Construction Co., Ltd. and support its vision of technology innovation. Intergraph's SmartPlant Enterprise will enable the Korean engineering company to improve and automate its work processes across the project life cycle, delivering increased safety, quality and productivity to its power and water plant projects."

SmartPlant Enterprise offers a powerful portfolio of design and data management solutions, enabling companies in the process, power and marine industries to capture integrated engineering knowledge at the enterprise level for the competitive advantage needed in today's and tomorrow's market. SmartPlant Enterprise's integrated suite of solutions enables proven productivity gains, improving engineering efficiency by up to 30 percent. This is why the majority of plants built worldwide are designed using Intergraph solutions.

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JL Audio Relies on SolidWorks Software to Bring High Quality Sound to Audiophiles

6 February 2013

True audiophiles appreciate good sound quality and believe in the value of great audio. [JL Audio](#), a manufacturer of home, mobile, powersports and marine audio electronics, understands the importance of audio quality, performance and reliability, and depends on [SolidWorks](#)[®] 3D design software to design better products and improve the quality of its support. JL Audio engineers are able to fine tune their industry-leading speaker designs and instruction manuals with the help of [ModernTech](#), a SolidWorks Value Added Reseller.

Not only are JL Audio's customers passionate about sound quality, but the Company's engineering team has long been made up of fanatical audiophiles. To bring ground-breaking audio concepts from its team to reality, JL Audio turned to SolidWorks' CAD technology and SolidWorks Simulation for finite element analysis in an effort to modify prototypes and make a better product. JL Audio also offers a number of application specific products and relies on [SolidWorks Composer](#) to simplify the creation of instruction manuals that explain how to install the more complex items by using images and animation rather than relying on text alone.

"When it comes to speaker design, our engineers are faced with a myriad of concerns, from weight and clearances to mechanical and electrical issues," said Steve Turrisi, Director of Training and Technical Services at JL Audio. "SolidWorks allows our team to account for a variety of these problems without the 'cut and try' method. We are able to cut down the number of prototypes created and identify specific areas to test before we even build a working model. This allows us to bring a much more optimized product to market in a time frame that was previously unthinkable."

CIMdata PLM Industry Summary

In addition to streamlining the creation of its speakers, the use of SolidWorks Composer provides significant business benefits for JL Audio. The solution improves the clarity of JL Audio's owner manuals, reduces the number of errors in its bill of materials and improves reliability by ensuring the products are used as intended.

"JL Audio maintains a high level of respect in the audio industry based on its ability to consistently produce stellar products," said Jon Carlton, Vice President of ModernTech. "The company relies on SolidWorks to test and build the latest speaker designs, and makes its customers' lives easier by providing straightforward instructions on how these products should be used. As the JL Audio product suite evolves, we look forward to uncovering new ways for the team to use SolidWorks' technology to enhance the offering."

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MAN Diesel & Turbo Selects Aras as Supplementary Platform for Engineering Process Management

7 February 2013

Aras® today announced that MAN Diesel & Turbo, the provider of large-bore diesel engines and turbo machinery for marine and stationary applications, headquartered in Augsburg, Germany, has selected Aras as a supplementary platform for engineering process automation.

Working with Aras Gold Certified Partner, Minerva, MAN Diesel & Turbo will implement Aras as part of its existing PLM landscape, for driving project management, change management and more. Flexibility, ease of customization and ease of expansion were key factors in MAN Diesel & Turbo's selection.

"We needed to extend the capabilities of our PLM system and we chose Aras to assist us with a solution that is quick to deploy, easily adapts to the needs of our business and connects to existing systems," said Helle Georgakis, Department Manager at MAN Diesel & Turbo. "With Aras we have a supplementary platform for engineering process automation, and we expect that Aras will give us the freedom to use and manage the software, the way we would like."

MAN Diesel & Turbo is one of the world market leader for large diesel engines for use in ships and power stations, and is one of the three leading suppliers of turbo machines. The company employs more than 15,000 staff at over 100 international sites. From gensets to two-stroke engines for giant container ships, from power units to turnkey diesel power plants, from single compressors and turbines to complete machine trains, MAN Diesel & Turbo has a suitable product solution for every application. For more information visit <http://www.mandieselturbo.com/>

"During the evaluation process, one of MAN Diesel & Turbo's primary requirements was ease of customization," explained Leon Lauritsen, Director at Minerva. "Due to its modern architecture, Aras is very easy to customize and customizations are protected through upgrades so users know they can

always take advantage of the newest product features and functionality.”

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New Maplesoft Project for Toyota Leverages Symbolic Computation in Control Systems Engineering

5 February 2013

Maplesoft today announced that its ongoing partnership with Toyota Motor Engineering & Manufacturing North America, Inc. has been expanded to include a new project. This project will see the car manufacturer use new symbolic computation methods in robust control design, with a strong focus on methods for linear, nonlinear, and parametric systems. [Maplesoft technology](#) is rooted in strong [symbolic computation techniques](#), making it an appropriate choice for Toyota.

The main goal of the new Symbolic Control project is ground-breaking research that leads to the implementation of symbolic design and analysis methods for linear, nonlinear, and parametric robust control. The new research will allow developers to consider system nonlinearities, modeling inaccuracies, and parametric uncertainties in the design process. As a result, Toyota expects to shorten development time while maintaining high quality results.

This new project follows the [completion of another successful Maplesoft project for Toyota](#), which saw high-end research and implementation of new methods for model simplification and preprocessing of high level acausal dynamical models. Simplification enables the conversion of high-level descriptive models into smaller executable models for faster execution and provides for better analysis, higher efficiency, and more accurate simulation. Model simplification allows engineers to focus on describing the physical properties of the system in an equation-based manner. It also makes use of the power of mathematical equations to better manage models, so engineers obtain the optimal results faster.

Using the results of the Model Simplification project as a foundation, the Symbolic Control project will involve research on analyzing, designing, and simplifying controller models in isolation, as well as in system models. This work will support the control design process by speeding up test and simulation times in the lab environment and ensuring optimal behavior in the final product. Modelica model import and export, as well as automated model assembly for easy and faster control design processes, are other goals of the project.

The research and resulting tools from the first project for Toyota were [presented at several conferences](#), and three patent applications are in progress.

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Tata Technologies Wins Engineering Services Contract from Italian Aeronautics firm, Piaggio Aero

8 February 2013

Tata Technologies announced that it has won a multi-year engineering services contract from Piaggio Aero Industries, the oldest aircraft manufacturer in Italy and a pioneer in aviation. Tata Technologies will deliver a complete structural design and analysis solution for the aviation major's new Multirole Patrol Aircraft (MPA). Tata Technologies and its joint venture with Hindustan Aeronautics Ltd (HAL), TATA HAL Technologies Ltd., will deliver on this engagement. This is one of the first of its kind engineering services engagement in the private aerospace sector in India.

Tata HAL Technologies will deliver a complete optimized structural design, engineering, manufacturing, and certification documents for the aircraft fuselage inclusive of the vertical fin in two separate phases. Piaggio Aero's Multirole Patrol Aircraft (MPA) is the evolution of the company's P180 Avanti II multi-utility aircraft, which is newly designed to make it uniquely capable of surveillance, law enforcement and security missions. The MPA's main features include an enhanced airframe, increased maximum take-off weight, additional fuel tanks and a new aerodynamic configuration and a reinforced wing providing an increased surface and higher aspect ratio.

Commenting on the partnership, Eligio Trombetta, General Manager, Piaggio Aero Industries said "With the MPA, we were looking at meeting the market need for a robust technological solution for land, coastal, maritime and offshore security. We are confident that Tata Technologies' highly skilled and talented resource pool will help us rapidly scale towards meeting our ambitious program targets."

"Engineering the new MPA aircraft requires the ability to meet stringent weight targets in an aggressive timeline for design modifications. We believe Tata Technologies' competency in aero-structures design coupled with close collaboration with our own engineers will ensure high quality and timely delivery" Mr Trombetta added.

Samir Yajnik, President Global Services & COO Asia-Pacific, Tata Technologies said; "We are delighted to have won this prestigious mandate to work for Piaggio Aero, a leading player in the global aviation industry. We are a company of passionate engineers and are excited about this engagement where we will deliver an end-to-end solution leveraging our Global Engagement Model for providing transformational engineering services. I am confident of meeting all expectations set upon us and look forward towards a long-term relationship with Piaggio Aero."

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Product News

3D Systems Delivers Go!MODEL For Creaform's Go!SCAN 3D Scanner

4 February 2013

3D Systems announced today the availability of Go!MODEL, a simple and powerful 3D reverse engineering and design tool developed in partnership with portable 3D measurement solutions

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specialist [Creaform](#), specifically for their newly released [Go!SCAN 3D portable scanner](#). Using the integrated Go!MODEL and Go!SCAN 3D package, users can capture physical objects and directly model high quality renderings and designs that are ideal for 3D printing.

Powered by 3D Systems' Rapidform platform, Go!MODEL offers easy to use and affordable, professional mesh editing capabilities with automatic NURBS surfacing utility and functionality that is specifically tailored for use with Creaform's Go!SCAN 3D.

Go!MODEL Capabilities Include:

- Scan editing and optimization: Go!MODEL delivers powerful tools to prep scanned objects for printing and other uses.
- Automation: Go!MODEL's wizards complete frequently used scan processing steps with just a few clicks.
- Intelligence: Decimation reduces file size by half with almost no loss of accuracy plus curvature-based hole filling; Go!MODEL is packed with intelligent tools.
- NURBS surfacing: Go!MODEL produces highly accurate NURBS surfaces with the Go!SCAN 3D, including use surfaces in applications like CAD and CAM that cannot handle high definition meshes.

“Go!MODEL extends the utility and functionality of VXelements, our proprietary data acquisition software, and helps our Go!SCAN 3D users get more out of their scanned data,” said Daniel Brown, Product Manager at Creaform. “Go!MODEL's mesh optimization and NURBS surfacing capabilities are particularly compelling.”

“We're very pleased to be able to enhance the functionality and utility of the popular Creaform Go!SCAN 3D portable scanner with Go!MODEL,” said Tom Charron, Senior Director Marketing and Product Management, Rapidform Products, 3D Systems. “Powered by our Rapidform platform, Go!MODEL is affordable and packs an unprecedented user experience with professional-grade data processing and modeling.”

For more information, go to www.goscan3d.com.

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ASCENT- Center for Technical Knowledge® Releases 57th Autodesk Official Training Guide for Autodesk® 2013 Software

7 February 2013

[Rand Worldwide](#) announced that its courseware division, [ASCENT- Center for Technical Knowledge](#), released its final four Autodesk Official Training Guides to complete its Autodesk 2013 courseware line-up.

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Since Autodesk's 2013 software launch in March 2012, ASCENT has released a total of 57 Autodesk Official Training Guides (AOTG). ASCENT's training guides are ideal for both individual self-study use and instructor-led classroom use. They are also a valuable resource tool for those preparing for the Autodesk Professional certification exams. The following four Autodesk Official Training Guides are the latest releases to complete the ASCENT 2013 Courseware roadmap:

- [AutoCAD Civil 3D 2013 Grading](#)
- [AutoCAD Raster Design 2013 Essentials](#)
- [Autodesk Inventor 2013 iLogic](#)
- [Autodesk Showcase 2013 Fundamentals](#)

"The ASCENT team has worked hard to provide timely and continuous releases of Autodesk Official Training Guides and with these last four titles, I'm happy to report that the AOTG 2013 roadmap is now complete," remarked Paul Burden, director of product development, ASCENT. "ASCENT customers rely on these timely courseware releases. In fact, we chatted with customer Rick Feineis about his experience using ASCENT courseware, and I'm thrilled to share this [video](#) that describes why CAD Online Training continues to choose ASCENT year-after-year for its Autodesk Official Training Guides."

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AVL Licenses Siemens' D-Cubed Software for Its Automotive Powertrain Simulation Solution

5 February 2013

AVL LIST, a leading developer of simulation and testing software for automotive powertrains, has licensed Siemens' [D-Cubed™](#) software for integration into its AVL EXCITE rigid/flexible multi-body dynamics software product. AVL selected both the D-Cubed [3D Dimensional Constraint Manager \(3D DCM\)](#) and the [Assembly Engineering Manager \(AEM\)](#) contact-based motion solver from Siemens' product lifecycle management [\(PLM\) software business unit](#).

"The development of powertrains and related systems is a field of engineering where our customers demand the very highest standards of functionality, usability, quality and service," said Dr. Gotthard Rainer, Vice President, AVL Advanced Simulation Technologies. "These demands apply to our family of simulation software products, and hence to Siemens as the supplier of the software components that are used in quite a few of these products. We see Siemens as a reliable partner and hence we anticipate the continuation of this relationship for many years to come."

"Siemens and AVL have a strong long term relationship and are both highly respected engineering companies," said Paul Sicking, senior vice president, Chief Technology Office, Siemens PLM Software. "AVL's decision to expand its commitment to Siemens' solutions further validates our position as a leading, trusted supplier of open software components for use in engineering applications."

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The 3D DCM and AEM will assist with setting up motion simulation prior to a full dynamic simulation with [EXCITE](#), AVL's solution for noise, vibration and harshness (NVH) and durability analysis of powertrains and drivelines. The set-up includes positioning the elements of the mechanism, testing whether the mechanism is over, under or well-constrained. This will allow for computing initial velocities, and testing for the validity of the motion in the presence of springs, external forces and the contacts between parts, which are potentially intermittent. AVL has been a licensee for the D-Cubed [2D DCM](#) geometric constraint solver since 2005.

PLM Components include [Parasolid®](#) software, and the D-Cubed family of software products, which constitute widely used technologies providing 3D part and assembly modeling, editing and interoperability, 2D/3D parametric sketching, motion simulation, collision detection, clearance measurement and visualization functionality. Applications that incorporate these components cover a wide variety of categories including mechanical CAD, CAM, CAE, mold design, sheet metal, AEC, GIS, structural, plant and ship design, CMM, reverse engineering and sales configuration. For more information please visit www.siemens.com/plm/open.

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Bricsys and Lightworks Announce Availability of Artisan on the BricsCAD Solution Store

30 January 2013

Bricsys and Lightworks announced that the Artisan application is now available for trial download and purchase on the BricsCAD Solution Store.

“We’re pleased that Artisan is now available on the BricsCAD Solution Store as this gives us access to the worldwide network of BricsCAD Sales Partners,” said Dave Forrester, Managing Director, Lightworks. “With Artisan available for easy download and purchase, we’ve already seen sales come in from Poland to Italy, and from Australia to the USA.”

Lightworks Artisan, a value-added solution to the BricsCAD Pro and Platinum editions, provides designers working in 3D with the rendering tool for the creation of high quality images of virtual products or buildings. It is integrated directly with the BricsCAD system and its simple workflow process enables faster design to final image creation.

“At Bricsys we are well aware that our BricsCAD software platform is but one of the pieces required to address the diverse needs of design and engineering customers worldwide,” said Erik De Keyser, Bricsys CEO. “With this in mind we have built an ecosystem that sales partners and prospects can use to gather information, acquire value-added solutions and even obtain integrated support for both the underlying platform and the value-added solution.”

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CCE Announces Immediate Availability of EnSuite 2013

5 February 2013

CCE, an engineering software and services provider announced the release of EnSuite 2013, which supports the latest version of SolidWorks (SolidWorks 2013) and added support for CATShape components in CATIA V5 assemblies.

The new release enhances the Viewers and Translators in EnSuite to support SolidWorks 2013 files without requiring a license of the CAD system.

EnSuite 2013 also enhances CATIA V5 assembly support by adding the ability to process CATShape documents available as components in an assembly. This is especially useful in shipbuilding industry where usage of CATShape files in large assemblies is a common practice.

EnSuite is a standalone software to view and translate 3D CAD data and provide quick access to critical engineering information residing in CAD files, no matter which CAD system was used. EnSuite can be utilized across the extended enterprise with minimal training and eliminates the costs of purchasing expensive CAD licenses. EnSuite works with all major 3D CAD formats including CATIA V4, CATIA V5, CATIA V6, NX, Creo, SolidWorks, Parasolid, JT, CGR, STL, Solid Edge, 3D PDF, IGES and STEP.

For additional information on EnSuite 2013 visit <http://www.cadcam-e.com/products/ensuite2/>

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Dassault Systèmes Launches “Perfect Package”, a New Industry Solution Experience for Consumer Packaged Goods

7 February 2013

Dassault Systèmes announced today the launch of a new industry solution experience for Consumer Packaged Goods (CPG) companies called “Perfect Package”. Based on Dassault Systèmes’ 3DEXPERIENCE platform, it helps integrate the highly fragmented package design process across the entire supply chain to enable winning package designs and faster time to market.

The package development process has traditionally been a serial development process plagued by multiple rounds of rework, resulting in sub-optimal designs. The “Perfect Package” industry solution experience turns it into a synchronized package design process from end to end, integrating internal and external organizations to create breakthrough packaging in record time. Brand manufacturers, design agencies, packaging suppliers and artwork studios collaborate together to virtually create, visualize and validate innovative designs, allowing for rapid packaging iterations and decision taking.

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This significantly reinforces innovation, shortens package design cycles, lowers materials costs and virtually eliminates the chance for costly packaging-related recalls by creating tighter integration and control of artwork development and copy management. “Perfect Package” also drives packaging reuse. Instead of redesigning new packages for every product initiative, CPG companies can repurpose and modify existing designs, saving time and increasing package sustainability and delivering more value through a desired consumer experience.

“In the world of Fast Moving Consumer Goods companies, some succeed, some fail, and some make an impact on society. This impact is mostly due to a perfect match between the actual product and the way it is delivered: the packaging,” said Monica Menghini, Executive Vice President, Industry and Marketing, Dassault Systèmes. “Packaging is a key component of any brand’s equity. It is, essentially, the first and most important advertising for that product. This is what inspired us to create 'Perfect Package'. Creating a perfect consumer experience requires more than just a nice design tool. Our 3DEXPERIENCE platform allows to embrace the design experience need of today’s marketers.”

To learn more about “Perfect Package” and all of Dassault Systèmes’ industry solution experiences for Consumer Packaged Goods and Retail, including “Perfect Shelf,” please visit: <http://www.3ds.com/solutions/consumer-packaged-goods-retail/overview/>.

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Delcam Supports all Leading EDM Equipment with Integrated Electrode Solution

5 February 2013

Delcam has extended the range of EDM equipment supported by its integrated solution for the design, machining and inspection of electrodes. Delcam Electrode can now provide scripts for all the leading manufacturers, including AgieCharmilles (Agievision and CT Millennium controls), Makino EDM, Mitsubishi Electric, ONA EDM, OPS-Ingersoll, Sodick and Zimmer & Kreim. Full details are available on the website – www.delcam-electrode.com.

Scripts are the EDM equivalent of CAM programs for machine tools. They provide an automated process for the programming of the machine, instead of users having to program manually from a set-up sheet. The automated process is much easier and quicker, especially when a number of electrodes are being used on the same component. In addition, the direct link removes the human error that could always be possible with manual programming.

Delcam Electrode is a completely integrated solution for the design, machining and inspection of electrodes that has been made possible through a combination of developments in Delcam’s PowerSHAPE CAD software, PowerMILL CAM system and PowerINSPECT inspection software. At the heart of the solution is a new file format – the .Trode file. This contains all the information for each electrode project, including not only the electrode design but also the machining and inspection

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information, plus the set-up sheets for its manufacture and use. Having all the required information in a single file simplifies data management as well as increasing overall efficiency.

All the information in the .Trode file can be included in the script, including the electrode and work piece geometry and materials; the burn locations, areas and depths; and the various under-sizes for the rougher, semi-finisher and finisher electrodes. The exact output is tailored to the particular equipment, for example, some machines don't accept the geometry, while others run a viewer program which can display the electrode and work piece geometry, and simulate the sinking process.

The initial design stage of the process with Delcam Electrode is both quick and easy thanks to the wide range of direct modelling tools available within PowerSHAPE. Users simply define the region where the electrode will be used, extract the shape needed to produce the required feature in the part, and then edit the design to provide clearance from the main surface of the tool and to blend it into the blank size needed to fix the electrode into its holder.

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

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

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

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

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

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options make communication easy between the various people involved in the design, manufacture and use of the electrodes.

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DeskProto Launches Chinese Version of 3D CAM Software

6 February 2013

Delft Spline Systems announces the release of its DeskProto 3D CAM software in the Chinese language. The translation is made in Simplified Chinese, which is perfect for users in mainland China and can also be understood by users in Hong Kong and Taiwan.

"Learning about a new technology like CNC machining is easier in your own language." says Lex Lennings, DeskProto sales manager. "And since we address inexperienced users, a translation is important to reach clients who otherwise could not apply 3D CNC machining."

DeskProto offers "3D CNC machining for non-machinists", and now is available in seven languages: English, Chinese, Dutch, French, German, Italian and Spanish. The number of trial version downloads from China has been rapidly growing, and so the decision was made to add this seventh language.

In addition to the software translation also a website page in Chinese has been created, to make the download process as easy as possible. Still, in order to also get support in Chinese it will be needed to obtain DeskProto from a local reseller, like innorthotic.com (for foot orthotic healthcare) and jewelleryhk.com (for jewellers). More reseller inquiries are welcome.

A free trial version of DeskProto in Chinese is available at www.deskproto.cn
Current DeskProto users can install the translated version without any extra cost.

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GRAPHISOFT Launches EcoDesigner STAR Public Beta

6 February 2013

GRAPHISOFT® has announced the launch of EcoDesigner STAR Public Beta, the first software that places standard-compliant energy analysis in the heart of the architects' familiar BIM work environment. EcoDesigner STAR enables architects to design the most energy-efficient buildings, without having to rely on input from engineers or specialist consultants.

Built on ArchiCAD 16's native Energy Evaluation infrastructure, EcoDesigner STAR enables architects

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to use ArchiCAD's building information model (BIM) directly as a building energy model (BEM). This ensures streamlined collaboration between designers and energy consultants. Furthermore, EcoDesigner STAR offers standard-compliant energy analyses on the BEM and produces a detailed building performance report, all within the familiar ArchiCAD design environment.

"Architects are taking more and more responsibility for the energy performance of their designs," said Laszlo Vertesi, Vice President of Development at GRAPHISOFT. "EcoDesigner STAR offers energy evaluation based on standard compliant technology, right out of the box, throughout the entire design process," he added.

For more information about EcoDesigner STAR, and to sign up for the public beta trial, please visit <https://edstarbeta.graphisoft.com/>.

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HP Accelerates Enterprise Agility Across Application Life Cycle With New SaaS Solutions

5 February 2013

HP today announced new Software-as-a-Service (SaaS) solutions that speed application delivery and provide unparalleled visibility, collaboration and agility across often siloed or geographically dispersed application development and operations teams.

- [HP Agile Manager](#) accelerates application time to market with an intuitive, web-based experience that offers visibility for planning, executing and tracking Agile development projects.
- [HP Performance Anywhere](#) proactively resolves application performance issues before they impact business services through a simple-to-use, on-demand solution that provides visibility and predictive analytics.

Empowering Agile teams in the enterprise

HP Agile Manager unifies and promotes collaboration with visibility into tasks, metrics and progress -- whether for a single group or for multiple, geographically distributed teams across the enterprise. HP Agile Manager enables clients to:

- Simplify planning and capacity management across Agile teams by providing insight into projects, including the status of tasks and potential issues or bottlenecks impacting progress.
- Enhance insight into application quality with advanced source-code and build-management analytics for comprehensive traceability, rapid assessment of change and risk analysis.
- Foster collaboration through integrated development environment (IDE) integrations that allow developers to work with the tool of their choice, yet still work together to share information with other team members.
- Improve visibility into projects with real-time updates via customizable dashboards, which include metrics and key performance indicators (KPIs).

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HP Agile Manager also provides two-way synchronization with [HP Application Lifecycle Management \(ALM\)](#) and [HP Quality Center](#) for enterprise quality management and continuous testing capabilities.

"As Specsavers' business rapidly expands to provide new services for our customers, we must maintain a positive brand image and strong operational excellence," said Jason Taylor, head, Delivery, Specsavers. "HP Agile Manager, together with HP ALM, provides increased visibility across application development and testing for better collaboration and risk control."

360-degree view of application performance improves agility

[HP Performance Anywhere](#) monitors applications across the web, via the cloud and in mobile environments. Now delivered as a service, it improves application performance while reducing up-front costs and lengthy implementations so clients can:

- Achieve faster time to value with automated, self-provisioned management and a simple-to-use interface.
- Improve brand equity with smart analytics that understand historic norms and detect abnormal performance to proactively identify potential problems.
- Rapidly resolve performance issues using an embedded social collaboration technology that allows development, testing and operations teams to work together and remediate application failures that may have resulted in production.

HP Performance Anywhere integrates easily with HP Agile Manager and HP Quality Center to further promote collaboration across development, test and operations teams to better align IT with business priorities. Both HP Agile Manager and HP Performance Anywhere are part of the [HP Converged Cloud](#) strategy.

"Providing patients with on-demand access to important healthcare information is fundamental to delivering quality member services," said Jason Siegrist, manager, Enterprise Management Team, [Sentara](#). "With the predictive analytics of HP Performance Anywhere, we can proactively monitor the health of our web-based applications to ensure that our patients can always access their personal medical information via our website, or have the ability to find a doctor and make virtual appointments 24/7."

"Enterprise agility results from the ability to quickly deploy simple-to-use, on-demand tools that provide visibility and collaboration across the application life cycle," said Subbu Iyer, vice president, Product and Strategy, Software, HP. "Together, HP Agile Manager and HP Performance Anywhere provide intuitive, collaborative and analytical capabilities needed to enable development and operation teams to deliver business-driven results."

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ICAM Ships Integrated PSE to its Users

8 February 2013

ICAM Technologies Corporation announces that it is currently shipping Integrated PSE V20, the latest version of its integrated Post-processing, Simulation & Emulation software, to its user community.

Inside a single software platform, Integrated PSE provides a unique environment for Post-processing, Simulation and Emulation (for G-Code) that interfaces with the most popular CAD / CAM / PLM systems, CNC controllers and machine tools on the market.

Integrated PSE V20 supports Windows 8 and features SmartPATH™, unique software designed to automatically optimize rapid positioning toolpath motions generated by CAD/CAM systems. This software provides savings both in CNC run-time positioning and in CAD/CAM toolpath preparation.

Rapid positioning motions generated by CAD/CAM software do not take into account machine tool kinematics, workpiece setup and travel limitations and therefore, place the burden of responsibility for safe and efficient positioning onto the NC programmer.

SmartPATH™ identifies inefficient and unsafe positioning motions and automatically replaces them with minimized collision free safe motions based on the actual machine tool kinematics, physical travel limits, axes positioning rates and the dynamically changing state of the in-process stock.

Building on features such as path planning and rotary axes pre-positioning / winding, developed to enhance the machining process while avoiding dwell marks, over-traveling and rotary repositioning, Integrated PSE V20 offers an array of new features including:

- Support for 3D tool compensation
- Support for positioning/continuous B axis when turning
- Supports probing and part-transfer of in-process stock
- Advanced time line presenting more information on simulation process (tool change, coolant, sub-programs, etc...)
- Support for merging lathes and multi-control workcell applications

“SmartPATH™, new in V20, really sets ICAM apart in the market,” says Brian Francis, ICAM’s Director of Research and Development. “NC programmers can now optimize the use of CNC machines by shortening machining time, allowing for the full use of the machine axis range and reducing the part programming time inside the CAM system.”

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IronCAD Design Collaboration Suite 2013 Product Update 1 Beta Announced

5 February 2013

IronCAD, LLC, the provider of design productivity solutions, officially announced the immediate availability of the IronCAD Design Collaboration Suite 2013 Product Update 1 Beta Version. Working closely with customers, the suite of products has been further enhanced allowing IronCAD to continue offering real productivity gains to customers across the entire product development process.

The IronCAD Design Collaboration Suite is a complete range of products that include IRONCAD, INOVATE, IRONCAD DRAFT, TRANS, and IronCAD's latest product IRONCAD COMPOSE. Using the IronCAD Design Collaboration Suite products, users can leverage 3D within a 2D design process, conceptualize in 3D freely without regard to the modeling feature history order dependencies, interrogate and share designs throughout the enterprise, and can complete full 3D and 2D production designs.

Some of the productivity highlights in the Product Update 1 beta include:

- **Dynamic Ellipsoid Shape** – Using IronCAD's Catalog Drag & Drop Design Methodology, a new building aid has been added that includes both a positive and negative Ellipsoid shape. Users can simply Drag & Drop this shape into a new part design or as a feature of an existing part creating an ellipsoid shape that can be dynamically controlled in size about all three size specifications using IronCAD's IntelliShape® Handles. Users can conceptually or precisely size the ellipsoid shape with a few simple edits of the IntelliShape handles reducing the need to create complex loft shapes for an ellipsoid resulting in increased design productivity.
- **Sheet Metal Support for Partial Cut Shapes** – Sheet Metal design often may require partial stamped features such as engraved text or material reduction areas. IronCAD's Sheet Metal Folded and Unfold operations now support and maintain these partially cut features (features that do not cut through the entire sheet metal part thickness) reducing effort required to define and maintain these areas in detail drawing callouts.
- **Hidden Line Control at Part Level in Detailing** – New support has been added to allow users the ability to enable hidden line display on specified parts within a detailed drawing view. Previous support allowed hidden line display for all parts with a drawing view requiring additional time hiding undesired lines that may be displayed. This new capability dramatically improves productivity in the detailing by allowing users to quickly create the desired view display visibility directly at the part level.
- **Tree Browser Selection for Hide Parts** – A tree browser has been added to the hide part capabilities in the detail drawing views to allow precise selection of parts to be hidden or visible. Using this browser, users can increase their productivity by reducing guess work from selecting parts graphically in the 2D projected drawing views of the geometry to using the precise selection of the desired parts to hide within the tree browser.

In addition to these productivity improvements, Product Update 1 also includes more than 200 quality improvements in stability and performance. The IronCAD Design Collaboration Suite Product Update 1 beta is available for immediate download for customers on active Armor Advantage and Software Subscription contracts using the IronCAD customer community.

"We are very excited to be able to provide timely and useful product updates to our customers," commented Cary O'Connor, IronCAD's VP of Marketing, "By listening to our customer feedback, we have included powerful enhancements and quality improvements into the Design Collaboration Suite Solution that we feel will let our customers continue to see real productivity improvements with our design solutions." he continued.

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Oracle Introduces New Releases of Oracle's Agile Product Lifecycle Management (PLM) and Oracle's Agile Product Lifecycle Management for Process

5 February 2013

To help organizations of all sizes and types innovate profitably, Oracle today announced new releases of [Oracle's Agile Product Lifecycle Management \(PLM\)](#) and [Oracle's Agile Product Lifecycle Management \(PLM\) for Process](#).

Extending the enterprise PLM solution, Agile PLM 9.3.2 enhances usability and streamlines processes, while also introducing a range of new features within Agile PLM modules including Oracle's [Agile Product Governance and Compliance](#), Oracle's [Agile Product Cost Management](#) and Oracle's [Agile Product Quality Management](#).

Delivering additional PLM capabilities designed specifically for companies in process industries, Oracle Agile PLM for Process release 6.1.1 offers significant improvements in the areas of formula modeling and compliance and also introduces a new module, Oracle's [Agile Product Quality Management \(PQM\) for Process](#). This new module makes quality information and issues visible to all stakeholders within an organization and across the Value Chain by providing a collaborative environment to aggregate and track information related to product quality within the product record.

Align Product Value Chains and Achieve Innovation Goals

- Agile PLM enables organizations to accelerate innovation, design for supply and rapidly commercialize by optimizing all aspects of designing, developing, launching, servicing and disposing of products.
- Enhancements and innovations in the latest release of Agile PLM include:
 - New compliance engine that enhances our Design for REACH capability and provides support for the new Conflict Mineral regulation within the Dodd-Frank Wall Street Reform and Consumer Protection Act
 - Improved approval matrix capability - New workflow related features eliminate the need for process extensions by improving the management of the typical approval matrix needs of customers.
 - User experience improvements - Further enhance user productivity by introducing an

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- improved audit screen, enhanced navigator and two column title block.
- Product Portfolio Management (PPM) features - Help with program management in PPM by introducing stationary gates, GANTT locking options, expanded PLM references attributes, GANTT enhanced snap to times and new capabilities that enable users to replicate inter-project dependencies.
- Product Cost Management (PCM) and Product Quality Management (PQM) Improvements - Assist with integrating supply chain users by adding an option for RFQ responses and better enabling automation when interacting with PCM. In addition, to enhance PQM the latest release adds the QCR table to Supplier and Customer objects.
- Integration with [Oracle Enterprise Data Quality](#) - Enables use cases around data validation and enrichment that ensure the cleanliness of the enterprise product record.
- Agile PLM for Process is an integrated solution that manages all aspects of innovation, such as product and portfolio management, specification management, supplier management, formulation and BOM management, packaging and labeling management, compliance and quality management, and data syndication.
- Enhancements in the latest release of Agile PLM for Process include a number of improvements to formula modeling and compliance such as extensions to allow real time visibility of key metrics in a formula model and functional tagging to aid in regulatory and quality analysis of a design.
- With the new addition of Agile PQM for Process, customers can:
 - Create a corporate culture of quality by making quality information and issues visible to all of the stakeholders in the product lifecycle from product development through end of life.
 - Seamlessly identify and analyze reported product deficiencies, take corrective action, and improve next-generation products.
 - Improve regulatory compliance, improve customer satisfaction and save money by effectively managing audits and recalls.
 - This news was announced at the Oracle Value Chain Summit 2013. The event takes place February 4 - 6, 2013 in San Francisco, CA.

"One of the most complex challenges that organizations of all sizes and types face is how to innovate profitably," said John Kelley, vice president of product value chain strategy, Oracle. "With the enhancements to Oracle's Agile PLM and Oracle's Agile PLM for Process as well as the introduction of innovative new modules like Oracle's Agile Product Quality Management (PQM) for Process, Oracle is able to help organizations further shorten cycle times, increase sales, lower costs and reduce risks associated with innovation. This combination helps organizations cost-effectively reach their innovation goals."

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Siemens Introduces New Issue and Quality Management Software

4 February 2013

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Siemens introduced a new quality management solution for issue management and CAPA (Corrective and Preventive Action). The new Teamcenter solution, an offering of Siemens' PLM software business unit, provides greater visibility into quality management processes and faster time-to-closure of quality issues. It also offers a more complete and consistent process for root-cause identification, correction, prevention and verification, which directly impacts the risk of recurrence and enables continuous quality improvement.

CAPA processes are a critical component of quality management solutions. The issue management and CAPA solution is a web-based offering that is part of Siemens' [Teamcenter®](#) portfolio. The new solution integrates quality and change management processes, enhances decision-making and supports Eight Disciplines Problem Solving (8D), a method used to approach and resolve problems, typically employed by quality engineers.

“As we continually advocate for collaboration in manufacturing, LNS Research believes that PLM is a strong focal point for managing quality within single processes and across the enterprise. Delivering an issue and CAPA management solution on a PLM foundation is a great start to managing the overall quality lifecycle,” said Matthew Littlefield, President and Principal Analyst, LNS Research.

Formal CAPA activities which focus on the systematic investigation of discrepancies (customer complaints, defects, failures, etc.) in an attempt to permanently solve root causes and prevent recurrence are a widely used process for ensuring the quality and safety of products. When issues arise, time-to-closure is critical. Until the issue's root-cause is identified, corrected, validated and closed, manufacturers must spend time and effort on workarounds, repairs and rework. Even when issues are detected internally, they have a significant impact on manufacturing productivity. This situation worsens when issues are detected post-production by customers or regulatory bodies, potentially creating a liability and impacting customer satisfaction.

“Quality management is often an informal or inconsistent process that is typically managed outside the PLM environment. Quality managers don't have visibility to product requirements and manufacturing processes, which makes it difficult to effectively and proactively manage quality,” said Eric Sterling, Senior Vice President, Lifecycle Collaboration Software, Siemens PLM Software. “Teamcenter links product and quality data to provide manufacturers with enterprise-level visibility to quality issues. Teamcenter can help reduce the time-to-issue-resolution, helping manufacturers mitigate the risk of nonconformance and more efficiently manage quality.”

The Teamcenter solution for issue management and CAPA is available immediately. For more details, please visit www.siemens.com/plm/teamcenterquality.

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SPRING Technologies Unveils NCSIMUL Machine 9

5 February 2013

On January 24 2013, SPRING Technologies, vendor of solutions that optimize the use of complex NC machines, officially announces the worldwide launch of the brand new version of NCSIMUL Machine 9, its flagship software for machine simulation. More realistic, more integrated and smarter, SPRING's "NCEXPERIENCE" will set the benchmark for "Smart Machining", a milestone on the road to a production environment in which manufacturers will be able to achieve perfect real-time synchronization of their physical and virtual machining cycles.

Olivier Bellaton, General Manager of SPRING Technologies, says: "This is much more than just a new version of NCSIMUL. It's a new-generation solution that truly ushers in the smart factory. We have called it the "NCEXPERIENCE", because, with NCSIMUL Machine 9, companies using our portfolio of solutions will be getting end-to-end control of their machining process, integrating the creation of cutting tool libraries, optimized cutting conditions, simulation and optimized NC programs, plus the ability to publish the manufacturing data needed by operators in the workshop. Through our process and application-oriented models we automate the creation and distribution of technical content that can now be accessed by an operator right next to the machine, with guaranteed real-time updates of all the necessary information (machining instructions, tool lists, etc)."

With NCSIMUL Machine 9, their customers will be stepping into an NC simulation environment that is more realistic, intuitive, integrated and hands-on, with extended functionalities dedicated to multitask and multi-axis machining centers.

Philippe Solignac, Corporate Marketing Director adds: "NCSIMUL Machine 9 goes much further than the simulation solutions currently on the market. It offers users a unique experience, based on state-of-the-art technological standards, in terms of both ergonomics and ultra-mobility. Realistic simulation, integrating all machine, tool, and material parameters, quickly becomes a day-to-day part of a manufacturer's lifestyle. Corporate-wide deployment makes it available and accessible at all times, from a CAM workstation right through to the NC operator next to the machine on the shop floor, or even to anyone using a touch-sensitive tablet anywhere in the company. In fact, at our last User Club conference, we showed users that ultra-mobile operators were already for real!"

NCSIMUL Machine 9 has been developed to interconnect with other software packages that are a vital part of the production panoply, notably MRP (Material Resource Planning) and MES (Manufacturing Execution Systems).

Gilles Battier, CEO of SPRING Technologies, explains: "This is a big step forward in the development of solutions integrating embedded intelligence dedicated to applications in the production and manufacturing environment. The NCSIMUL SOLUTIONS portfolio pulls together areas that were until now considered irreconcilable. This is because they capitalize know-how, delivering efficient, sustainable production to customers who can now match their manufacturing to the economic challenges facing their business. They can now adapt their processes while at the same time balancing capacity,

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efficiency, productivity and asset deployment. This will deliver significant competitive advantage in today's market place. By effectively associating cutting-edge technology with democratic access to tools, we offer our customers new perspectives for innovation in the global machining process, guaranteeing differentiation and significant competitive advantage in today's industrial arena.”

THE MAIN INNOVATIONS IN NCSIMUL MACHINE 9

Optimal use of new standards for ergonomics and hardware capability = realistic, ultra-mobile 3D simulation.

Key points

1. Simplified ergonomics – for faster, more democratic access to NC simulation.
2. Enhanced user experience – for faster adoption and more robust interaction with the NC machine.
3. Increased performance – equals more productivity and faster ROI
4. New Capabilities – making generative, dynamic NC programming even more interactive.
5. Tighter integration – for a leaner digital process (integrated tool libraries and cutting conditions, new CAM interfaces (e.g. Catia V6)).

IN DETAIL:

1. STREAMLINED ERGONOMICS. SPRING Technologies is a Microsoft-certified “Gold“ partner. NCSIMUL Machine 9 is the result of a close partnership between Microsoft, Intel and SPRING, with major ergonomic enhancements embodied in the user interface:
 - a. The interface, based on ribbon technology navigation, enables users to work more efficiently. Tasks are now accessed via tabs, each of which has groups that break down into tasks and sub-tasks. The control buttons in each group execute a command or display a command menu. Implemented on touch screens, ribbon navigation greatly facilitates ultra-mobility.
 - b. All windows can be customized and masked dynamically.
 - c. More intuitive, context-sensitive icons. A rapid access bar for greater productivity.
2. ENHANCED USER EXPERIENCE with an enriched 3D view:
 - a. Flexible project management – project-based job management, tree organization, project/article/sub-article, jobs copied between projects, simplified search mechanism, job templates, and more.
 - b. In Windows 8 PRO, a “tile” type application can be used to group jobs around “hubs“, bringing together all the available jobs and facilitating one-click access.
3. FOURFOLD PERFORMANCE BENEFIT can be achieved for increased productivity and more NCSIMUL Machine 9 user comfort, the result of a partnership and Intel - SOFTWARE Partner certification:
 - a. The solution makes full use of Intel's multi-core processors and multithreading. Collision detection and material removal calculations are performed simultaneously.
 - b. Algorithms have been revised and optimized to support ISO decoding, probing, material removal with tools in 3D, optimized cutting conditions, etc.

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- c. +200 enhancements requested by customers have been implemented in NCSIMUL Machine 9.
4. EXTENDED NC SIMULATION ABILITIES:
 - a. Interactive NC programming (MDI Module) for assisted, automated program editing.
 - Generative programming: Automatic G code generation based on 3D motion inputs using the 3D interface
 - Dynamic NC programming: dynamic preview of any code modification, dynamic collision detection
 - b. 3D functional dimensioning module – specifically dedicated to sub-contractors. With this option 3D dimensions can be added to work pieces to create a document describing the list of dimensions that need checking at each machining stage. A step forward towards the paperless workshop.
5. REINFORCED CAD/CAM INTEGRATION as a result of strong partnerships developed by SPRING Technologies with the leading CAM players and NC machine makers.

Gilles Battier: “NCSIMUL Machine 9 is the cornerstone of the NCSIMUL SOLUTIONS portfolio. NCSIMUL DNC, for the management and traceability of machining programs is the second major innovation we are announcing today. We are convinced that our positioning, totally dedicated to the production market, based on leading-edge technology, addresses the needs of our customers who are, above all, looking for a robust digital production process that is interactive, comprehensive, integrated and instrumented. “Smart manufacturing“ is no longer an idea for the future. SPRING brings it to the mainstream market today, delivering the new revolution: smart factories make smart industries“.

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YDC of Japan and Aras Partner to Deliver Next Generation PLM Solution for Complex MCAD-ECAD Environments

6 February 2013

Aras® today announced that YDC Corporation, a provider of electronic CAD solutions headquartered in Tokyo Japan, has partnered with Aras to provide an advanced PLM solution for global companies with complex MCAD-ECAD designs seeking a unified environment for multi-discipline product development. The solution enables companies to achieve greater innovation, better quality and faster time to market.

Together YDC and Aras will offer an integrated solution to provide global organizations with powerful, next generation PLM capabilities that span the lifecycle and extend across the supply chain. Unified processes that bring together software, mechanical and electronic design automation are essential for greater collaboration and visibility during multi-discipline product development.

“The complexity of products is increasing greatly with new innovations in electronics and software, and

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global businesses require a new modern PLM platform for mechatronics to manage design and development effectively,” said Teruyoshi Minaki, President of YDC Corporation. “We chose to partner with Aras for their advanced PLM technology, open architecture and strong multi-CAD capabilities.”

“YDC’s deep expertise in electronic CAD processes, proven suite of ECAD solutions and forward looking business perspective offer a distinct competitive advantage in the PLM market and in the delivery of mechatronics-based solutions,” said Peter Schroer, President of Aras. “We are pleased to partner with the YDC team and look forward to great success.”

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