
Contents

CIMdata News	2
CIMdata Publishes Final Report from Cloud PLM Research	2
Siemens Advances Generative Design Technology (CIMdata Commentary)	4
Acquisitions	6
Microsoft to acquire Avere Systems	6
Trimble Acquires Stabiplan to Expand its European MEP Engineering Solutions	7
Company News	8
Crown Demonstrates Significant Progress Toward Sustainability Goals In New Digital Report	8
Italy releases public policy declaration on the circular economy	9
MacTay Consulting Named as SAP Partner in West Africa	10
SAP Wins Top Spot in Prestigious Startup Europe Partnership Awards	10
Sciaky Posts Record December with the Sale of Four EBAM® Metal 3D Printing Systems	11
Topcoder Launches Crowdsourcing Community to Help U.S. Military Veterans Transition to Technology Jobs	11
Events News	12
3DCAD, The Next Generation- Cranfield	12
Getting started with Teamcenter PLM	12
Sigmetrix to Sponsor SOLIDWORKS World 2018	13
TriStar & PTC Creo Roadshow - Achieving a Digital Engineering Transformation through CAD, PLM & IoT	14
Vero To Demonstrate Three New Releases at Southern Manufacturing	15
Financial News	15
PTC to Announce Fiscal Q1'18 Results on Wednesday, January 17th	15
Implementation Investments	16
BionX Medical Technologies Adopts Omnify Empower PLM	16
Ernsting's family Adopts Centric PLM	16
KTM Meets Company Growth Challenges by Expanding PTC CAD and PLM Environment, Deploying ThingWorx Navigate, and Embracing the PTC Subscription Model	17
Product News	18
Altair to present preview of the revolutionary new geometry 'avatar' of Click2Cast® at EUROGUSS 2018	18
Ayla Networks Adds ZipKey Support to Improve Connected Products	19
CM MatchPoint ALM 6.1 Offers Enhanced Features for CA Plex and Improved Automation	20
First Insight Launches First Solution That Enables Retailers to Forecast Pricing Elasticity	21
TactoTek Collaborates with Dassault Systèmes to Bring the Injection Molded Structural Electronics (IMSE) Process to the 3DEXPERIENCE Platform	21

CIMdata News

CIMdata Publishes Final Report from Cloud PLM Research

3 January 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of a final report from a multi-sponsor collaborative research program on the use of cloud-based solutions to enable product lifecycle management (PLM) strategies and processes in industrial companies.

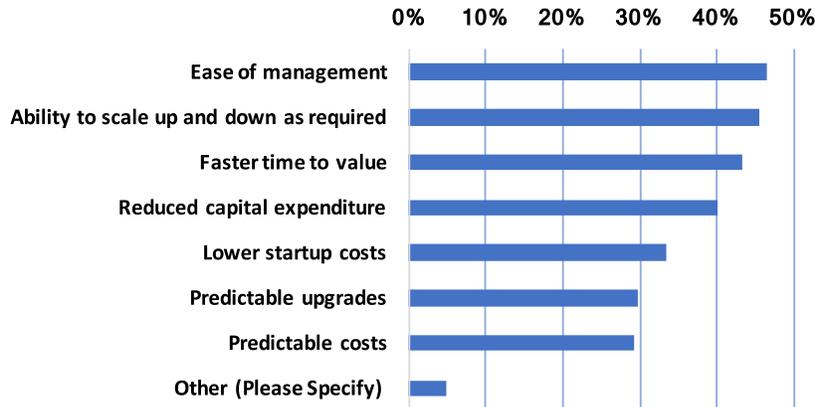
The initial research program focused on the collaborative Product Definition management (cPDm) segment of PLM, defined by CIMdata as the category of data and process management solutions at the core of most industrial PLM implementations. In 2016, CIMdata estimated the cPDm segment at over US\$5.6 billion, up more than 5.2% over 2015. At present, a small portion of this estimate is cloud-based, but the segment is poised to grow significantly in the next few years and this research program was designed to help CIMdata and the broader PLM Economy understand this market evolution.

To help execute this research program, CIMdata enlisted several leading PLM solution and service providers as Founding Sponsors: Autodesk, Dassault Systèmes, Oracle, PTC, and Siemens PLM Software. The extended research program team collaborated to develop a Web-based survey intended to help identify the crucial issues facing potential cloud adopters and lessons learned from companies that have considered or made the move to cloud-based PLM.

The research program included several elements, including an initial Webinar highlighting the key issues. The Webinar introduced the global survey to learn more about industrial organization cloud adoption processes and status. Interviews with thought leaders from sponsors and their lead customers were published on the CIMdata.com blog and actively promoted on social channels by all participants to encourage broader discussion on the topic and to promote survey participation.

According to Mr. Stan Przybylinski, CIMdata's Vice President, "Cloud-based enterprise applications are dominating other application domains, like customer relationship management (CRM), but have barely scratched the surface in supporting PLM. 80% of our respondents are using one or more cloud-based enterprise solutions, with 33% using Salesforce.com for CRM. Their PLM strategies are underpinned, for the most part, by legacy on-premise solutions, with 35% having implementations that are 5 to 10 years old, and another 22% over ten years old. Only about 16% of our respondents were currently using cloud-based PLM solutions, but just about all of the cloud-based PLM solutions have some trial use within the respondents, which bodes well for future adoption and implementation."

CIMdata PLM Industry Summary



Industrial companies are looking for many different benefits from moving to the cloud, as shown in the figure above. Many are looking to ease their IT management burden. The licensing costs and flexibility help with reducing capital expenditure, lowering startup costs, and allowing rapid scale up and scale down as needed. Cloud adoption clearly has benefits, but it also creates issues for organizations using it. Integrating cloud-based PLM offerings and enterprise systems topped the list at 45%, with security close behind at 43%. 65% of respondents either were already using cloud-based systems, or had budget to proceed, 72% within 12 months, and another 22% in 24 months. The research also included questions about information sources and decision-making processes across the adoption lifecycle. For more information download the full report from <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>.

About CIMdata

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

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

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Siemens Advances Generative Design Technology (CIMdata Commentary)

4 January 2018

Key takeaways:

- *Siemens PLM Software expands topology optimization in its NX 12 release.*
- *Siemens topology optimization relies on the Parasolid geometric kernel's ability to support planar mesh geometry seamlessly together with precise geometry to enable a generative design workflow.*

Siemens PLM Software moves generative design technology forward by enhancing topology optimization within its most recent software release of their flagship CAD solution, NX 12. Traditional design methods rely on a “model then analyze” iterative cycle. The designer first creates a proposed geometric model of the product then follows with a post-mortem analysis to determine how well that product model meets design goals. Based on analysis results, the model geometry is then adjusted by the designer seeking to make improvements and the analysis rerun to confirm. The iteration continues until the designer is satisfied with the results.

Siemens PLM Software recognizes that generative design methods are driving change in many product industries. Generative design methods turn the model then analyze cycle on its head. In generative design, the designer first supplies the necessary design space (or bounding volume) and design goals (such as minimizing weight) together with values for non-geometric parameters such as material and cost constraints. Software algorithms then automatically cycle through numerous geometric model permutations seeking the optimum solution. By avoiding human intervention, many more design alternatives can be explored. CIMdata welcomes Siemens efforts in supporting generative design for their users and believes the approach will foster innovation in product development.

The best known of these generative design algorithms is topology optimization. It is a numerical method that seeks to optimize material layout within a given design space for a given set of loads and constraints. Topology optimization algorithms typically use finite element methods (FEM) to analyze the design performance and thus are tied to the use of mesh geometry elements. Therein lies a problem for conventional CAD solutions whose foundations are built on precise geometry and do not support planar mesh constructs.

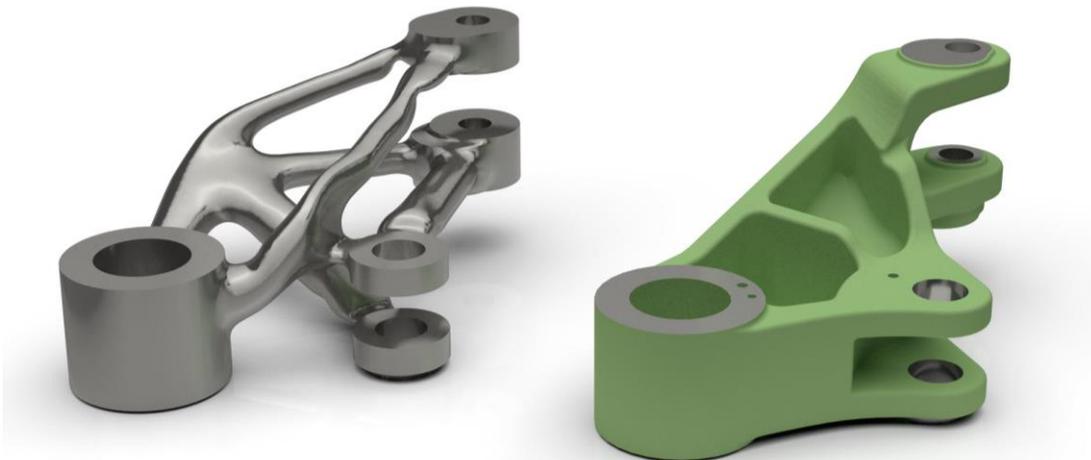


Figure 1—A Topology Optimized Model Contrasted with a Traditional Model

CIMdata PLM Industry Summary

(Courtesy of Siemens PLM Software)

Siemens delivers their topology optimization in NX 12 by leveraging the capabilities of the Parasolid geometric kernel that forms the foundation of NX. Parasolid now supports a mix of precise geometry (NURBS and analytic) and mesh/planar faceted models. Siemens calls the pairing Convergent Modeling™. Topology optimization algorithms produce mesh geometry and can run seamlessly within NX. CIMdata notes that the Siemens integration of mesh and precise geometry on equal footing within NX will smooth and encourage its adoption and use.

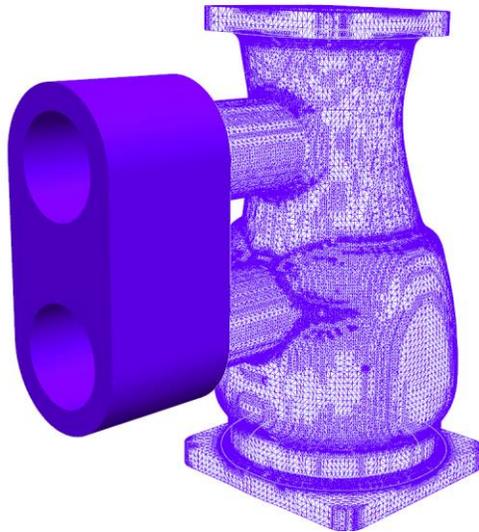


Figure 2—A Convergent Modeling Part

(Courtesy of Siemens PLM Software)

The models that result from topology optimization, however, can be very complex (as seen in Figure 1) and often impossible to manufacture with traditional machining methods. Yet, the mesh geometries produced by topology optimization algorithms are highly smoothed because they are made of an extremely dense mesh. They can be further refined using Convergent Modeling methods within NX, and can be input directly into additive manufacturing (aka 3D printing) procedures for their manufacture. CIMdata takes note that the full featured modeling environment within NX supports this design process from start to end. Users can capture requirements early on in conceptual design and provide them to the topology optimization algorithms. Once the optimized model results, NX's Convergent Modeling allows the user to refine the model geometry using familiar feature construction and editing techniques for features such as holes, bosses, and blends.

In addition, NX supports “lightweighting” or the reduction of product mass through the use of lattices defined by facet geometry. Lattices are intricate geometrical structures used to reduce weight and material consumption and strengthen components. The user deploys selection tools to specify the area within which they wish to generate the lattice and then specify the lattice's appearance and density. They may select from many different cell types and indicate the cell edge length and rod diameter, as well as the placement and orientation of the lattice. Lattices are produced by additive manufacturing processes and provide structural integrity to product designs while reducing the amount of material used in the finished product.

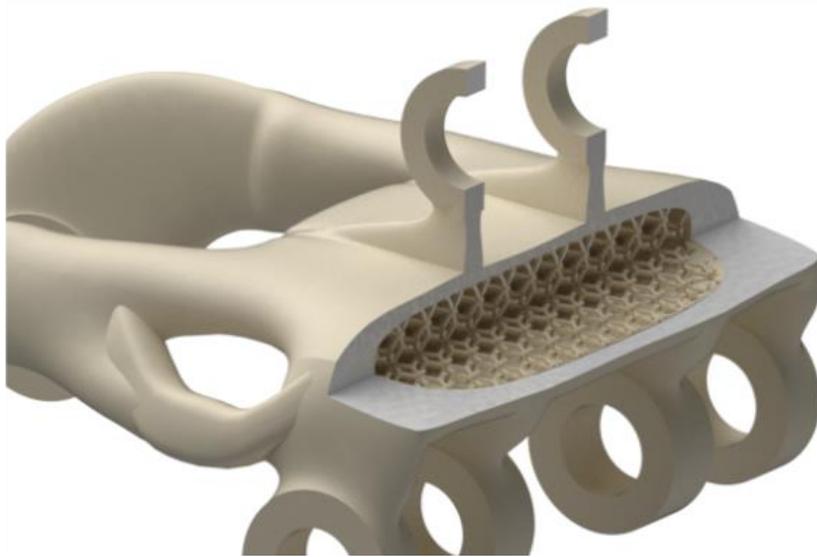


Figure 3—Model with Lattice Structure
(Courtesy of Siemens PLM Software)

CIMdata recognizes the effort Siemens has expended in the implementation of topology optimization and mesh geometry to provide their NX users with cutting edge technology to help them advance their product design efforts and improve their competitive positions in the market.

About CIMdata

CIMdata, an independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM). CIMdata provides world-class knowledge, expertise, and best-practice methods on PLM. CIMdata also offers research, subscription services, publications, and education through international conferences. To learn more about CIMdata's services, visit our website at <http://www.CIMdata.com> or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0) 495.533.666.

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Acquisitions

Microsoft to acquire Avere Systems

3 January 2018

As announced on the Official Microsoft Blog:

The cloud is providing the foundation for the digital economy, changing how organizations produce, market and monetize their products and services. Whether it's building animations and special effects for the next blockbuster movie or discovering new treatments for life-threatening diseases, the need for high-performance storage and the flexibility to store and process data where it makes the most sense for the business is critically important.

CIMdata PLM Industry Summary

Over the years, Microsoft has made a number of investments to provide our customers with the most flexible, secure and scalable storage solutions in the marketplace. Today, I am pleased to share that Microsoft has signed an agreement to acquire Avere Systems, a leading provider of high-performance NFS and SMB file-based storage for Linux and Windows clients running in cloud, hybrid and on-premises environments.

Avere uses an innovative combination of file system and caching technologies to support the performance requirements for customers who run large-scale compute workloads. In the media and entertainment industry, Avere has worked with global brands including Sony Pictures Imageworks, animation studio Illumination Mac Guff and Moving Picture Company (MPC) to decrease production time and lower costs in a world where innovation and time to market is more critical than ever.

High performance computing needs however do not stop there. Customers in life sciences, education, oil and gas, financial services, manufacturing and more are increasingly looking for these types of solutions to help transform their businesses. The Library of Congress, Johns Hopkins University and Teradyne, a developer and supplier of automatic test equipment for the semiconductor industry, are great examples where Avere has helped scale datacenter performance and capacity, and optimize infrastructure placement.

By bringing together Avere's storage expertise with the power of Microsoft's cloud, customers will benefit from industry-leading innovations that enable the largest, most complex high-performance workloads to run in Microsoft Azure. We are excited to welcome Avere to Microsoft, and look forward to the impact their technology and the team will have on Azure and the customer experience.

You can also read a blog post from Ronald Bianchini Jr., president and CEO of Avere Systems, [here](#).

 [Click here to return to Contents](#)

Trimble Acquires Stabiplan to Expand its European MEP Engineering Solutions

4 January 2018

Trimble announced today it has acquired Stabiplan B.V. based in Bodegraven, Netherlands, a 3D Computer Aided Design and Engineering (CAD/CAE) software and Building Information Modeling (BIM) content provider for the Mechanical, Electrical and Plumbing (MEP) industries in Europe. The Stabiplan acquisition broadens Trimble's existing construction solutions for MEP contractors and engineers that enable automated estimating, project management, modeling, detailing, layout and construction. Financial terms were not disclosed.

Stabiplan's solutions include Stabacad software and the MEPcontent BIM content library. Stabacad is a 3D CAD/CAE software solution for Revit and AutoCAD, which integrates design, drawing and engineering calculation/analysis, supporting workflows from engineering to construction.

MEPcontent.com is an open online BIM library for MEP contractors and engineers in Europe. With MEPcontent, MEP engineers and contractors can deliver technically accurate models and drawings while including manufacturer-specific content, to ensure that a model contains uniform and accurate information for fabrication and documentation.

The construction industry is evolving quickly with new technologies and improved methods to transform every phase of construction projects. MEP contractors and engineers are now able to eliminate waste and rework with fully-constructible and actionable models. With intelligent data to fuel

CIMdata PLM Industry Summary

fabrication, prefabrication and lean construction, contractors are improving productivity and profitability across the project. Trimble's building solutions extend the design data created in the office to field-level systems for precise delivery of construction elements.

"Stabiplan's strength lies in its ability to offer localized construction software applications and provide users with intuitive work processes for optimal efficiency and productivity in the office," said Lawrence Smith, general manager of Trimble's MEP Division. "The Stabiplan portfolio complements our existing products for the European MEP market, including Trimble Plancal nova and Trimble Amtech ProDesign, to provide European contractors with a robust set of design tools from a single source."

"Stabiplan provides a core competency in CAD/CAE and BIM design software and content for MEP contractors and engineers to augment Trimble's current portfolio of solutions for the European MEP contractor," said Gijs Willem Sloof, CEO of Stabiplan. "The acquisition allows us to further develop our best-in-class solutions with Trimble's resources and offer our solutions on a more global scale. Together with Trimble, we will continue to develop enhanced BIM solutions to enable better collaboration between our customers and their clients."

The Stabiplan business will be reported as part of the Buildings and Infrastructure Segment.

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Company News

Crown Demonstrates Significant Progress Toward Sustainability Goals In New Digital Report

3 January 2018

Crown Holdings, Inc. has released its 2017 Sustainability Report to demonstrate the progress it has made on its sustainability journey. Metrics published in the report include decreased aluminum usage, lower greenhouse gas emissions, reduced VOC and NOx emissions and zero work-related fatalities. The report is available at <https://sustainability.crowncork.com>.

Titled "Infinite Innovation," the report illuminates the Company's strides in the environmental, economic and social dimensions of sustainability. It also documents Crown's efforts in fiscal years 2015 and 2016 to do more with less as unit volume production has increased and its geographic footprint has expanded. Data resulting from assets gained during the acquisitions of Mivisa and Empaque have also been included for the first time in Crown's sustainability reporting.

The hallmark of Crown's sustainability story is its primary product – metal packaging. Composed of natural elements that maintain their physical properties forever, metal packaging is a powerful example of a circular economy at work. Once metal enters the material-to-material loop, it will always be available for future generations. Other critical benefits of the format, including its role in minimizing food waste due to its robust barrier properties and its long shelf life, are also included in the report.

"As our new sustainability report shows, there is a lot to be proud of at Crown," said Timothy Donahue, President and Chief Executive Officer. "Along with significant progress towards our stated 2020 sustainability goals, we have achieved significant reductions in several key environmental metrics even as beverage can production has increased by 50% during the ten year span of our sustainability reporting. Our workforce's unwavering commitment to environmental stewardship and their desire to be

a good corporate citizen to the communities where we work and live have been instrumental to our progress on our sustainability journey."

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Italy releases public policy declaration on the circular economy

3 January 2018

The Italian government recently published a strategic paper on the promotion of a circular economy in the country, outlining its commitment to the efficient use of resources paired with support for sustainable consumption practices.

The document, entitled “Verso un Modello di Economia Circolare per l’Italia” (Towards a Circular Economy Model in Italy), was created by the Ministry of the Environment and the Ministry of Economic Development and is part of the broader national strategy for sustainable development.

It proposes a paradigm shift, where steps to improve sustainability can be taken from both the supply and demand side of the economy. New business models need to promote the recovery and recycling of resources and extend the product lifetime by incorporating sustainability into product designs.

The paper stresses the obligation of manufacturers to take responsibility for the full lifecycle of the product, inviting business actors to come together and develop consortia to manage waste.

In addition, environmental communication plans need to raise awareness among consumers to trigger new consumption models, such as repairing instead of replacing, sharing over ownership, and recycling.

Gian Luca Galletti, Minister of the Environment, commented: “Italy wants to overcome the great challenge of the circular economy with Europe, with which the credibility of our international engagements is first measured, starting with Paris Agreement commitment to combat climate change”.

“Our country can count on the strength of Italian companies and their ability to look ahead, that is to say, their ability to understand before others what practices are elements of competitiveness on the market, practices such as regeneration, ecodesign and combating waste”, he added.

The paper was accompanied by a supporting declaration signed by major Italian businesses led by the banking group SanPaolo and the energy company Enel.

The ‘Manifesto for the Circular Economy’ includes major companies of the Made in Italy brands, such as Novamont- a biochemical company, Salvatore Ferragamo Group, and Bulgari.

Patrizia Grieco, President of Enel, said: “The circular economy, enabled by technological innovation, is a strategic driver capable of promoting the establishment of new business models which are more efficient and sustainable, as well as promoting a departure from the traditional division of stages and distinctive roles of the linear economy: a process with a cross-cutting involvement of many players across the entire value chain”.

He added: “In this context, the big businesses can play a fundamental role as a driving force to promote the circular transition of their supply chains, reinforcing the competitiveness of the Italian economic system also in the international context.”

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MacTay Consulting Named as SAP Partner in West Africa

2 January 2018

To support efforts of workplace productivity by providing innovative solutions, MacTay Consulting announces its partnership with SAP as West Africa Educational partners.

The partnership is a further demonstration of the commitment by MacTay Limited to ease the challenge faced by SAP users to have direct access to the SAP Academy training and improve both the quality and variety of the products and services provided by SAP Nigeria. The official launch is themed ‘Every Learning Curve is an Earning Curve’.

The December launch engaged all existing and prospective SAP users in an interactive forum and also provide information on all training programmes during the launch. The need to engage and help mould workers regardless of their role, so that they are equipped to handle the business of the future will also be addressed.

 [Click here to return to Contents](#)

SAP Wins Top Spot in Prestigious Startup Europe Partnership Awards

2 January 2018

The SAP Startup Focus program won first place in the Startup Europe Partnership (SEP) “Europe’s Corporate Startup Stars,” an initiative promoted by the European Commission to recognize Europe’s top startup-friendly companies. The awards were presented during a ceremony last month in Brussels.

Established by the Commission’s Startup Europe Partnership initiative, the SEP awards recognized 36 companies for their efforts collaborating with startups and encouraging open innovation. Twelve companies were named “Corporate Startup Stars.” Another 24 were recognized as “Open Innovation Challengers.” The competition is organized by open innovation advisory firm Mind the Bridge with the support of the UK-based innovation foundation Nesta.

“The Judging Committee called out SAP’s holistic approach and global presence, along with the company’s strong commitment to procurement and its active role as a M&A player, as influencing its first-place position,” said Alberto Onetti, Mind the Bridge chairman and Startup Europe Partnership coordinator.

“Now in its sixth year, SAP Startup Focus was founded to enable emerging companies to join our innovation ecosystem and bring new technologies to market,” said Manju Bansal, SAP vice president and global head of SAP Startup Focus. “Winning the SEP Europe’s Corporate Startup Star award is a testament that our global startup initiative, with members from more than 60 countries, continues to inspire startups to use the power of SAP platform technologies to develop the solutions of tomorrow.”

SAP Startup Focus supports startups in developing new applications on SAP technology, including SAP Cloud Platform and the SAP HANA platform, among others. The program is an accelerator for enterprise-centric startups focusing on the Big Data, predictive and real-time analytics space. So far, more than 6,100 startups have engaged with the program, which began in mid-2012. Since then its

CIMdata PLM Industry Summary

members have delivered more than 288 validated solutions that address discrete customer needs across multiple industries. Startups remain focused on using SAP technology platforms to deliver next-generation solutions in a wide range of areas including real-time simulations and pattern recognition, blockchain, personalized analytics, machine learning, artificial intelligence, augmented and virtual reality, and Internet of Things (IoT) solutions.

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Sciaky Posts Record December with the Sale of Four EBAM® Metal 3D Printing Systems

3 January 2018

Sciaky, Inc., a subsidiary of Phillips Service Industries, Inc. (PSI), announced today that it has posted record machine sales in the month of December with the sale of four state-of-the-art Electron Beam Additive Manufacturing (EBAM®) systems. The buyers will use the machines to 3D print titanium structures for aerospace applications, as well as to produce large parts for ground-based military vehicles, and warships. Three of the four machines will be the popular EBAM 110 model. The fourth machine will be an EBAM 150 model, which has a nominal part envelope of 146” (3708 mm) x 62” (1575 mm) x 62” (1575 mm), allowing the customer to 3D print the industry’s largest metal parts in-house. All four systems will be delivered around mid-2018.

“Sciaky is proud to deliver more best-in-class EBAM metal 3D printing systems to the marketplace, which will be leveraged in a wide range of land, sea, air and space applications,” said Scott Phillips, President & CEO of Sciaky, Inc. “Now, more than ever, manufacturers are looking for ways to reduce time and cost associated with producing large, high-value parts, and Sciaky EBAM systems have a proven track record of helping manufacturers achieve these business-critical goals.”

Bob Phillips, Sciaky’s Vice President of Marketing, added, “January is shaping up to be another great month for EBAM machine sales, and there will be more exciting industry news coming from Sciaky in the near future.”

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Topcoder Launches Crowdsourcing Community to Help U.S. Military Veterans Transition to Technology Jobs

5 January 2018

Topcoder announced the launch of the Topcoder Veterans Community to provide employment opportunities for current and former members of the United States military. Topcoder became a part of Wipro Limited in November 2016. The community will help U.S. military veterans develop technology skills and earn money by working on projects for Topcoder customers, including the U.S. Department of Veterans Affairs (VA) and some of the world’s largest enterprises.

“The launch of the Topcoder Veterans Community represents a major milestone in our ongoing mission to help Veterans develop new skills and successfully transition to meaningful civilian jobs,” said Jarah Meador, Innovation Sourcing Lead, U.S. Department of Veterans Affairs Center for Innovation. “This community helps the VA, as well as other organizations, accelerate technology innovation development

CIMdata PLM Industry Summary

while supporting important workforce development for Veterans.”

The Topcoder Veterans Community is built with Hybrid Crowd, an extension of the Topcoder platform that enables customers to crowdsource work from private and certified networks of talent in addition to Topcoder’s public community of more than 1 million members around the world. Private and certified networks can be comprised of an enterprise’s employees, vendors, and contractors, as well as specialized groups such as armed forces veterans.

“The Topcoder Veterans Community showcases how both employees and organizations are adopting new models of work,” said Mike Morris, CEO, Topcoder. “We’re excited about the opportunities this community creates for veterans to hone their technology skills and for customers to tap into this deep pool of talent.”

The VA is launching numerous technology development projects on Topcoder that will be crowdsourced from members of the Topcoder Veterans Community. One such project running now is the VA PseudoVet Challenge where participants have to build a system that creates and updates simulated patient data. Topcoder has committed \$100,000 in prizes for winners across all VA projects.

Other Topcoder customers can also crowdsource work from the Topcoder Veterans Community, and veterans can compete in other crowdsourcing competitions available to Topcoder’s global public community.

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Events News

3DCAD, The Next Generation- Cranfield

2 January 2018

Majenta PLM Hosts: 3DCAD, The Next Generation - Cranfield

Unit 5 Medway Court, Cranfield Technology Park, University Way, Cranfield, Bedfordshire MK430FQ
9 Jan 2018 - 09.30-13.00pm

This half day event showcases the latest 3DCAD technology from Siemens PLM. During this half day event we will walk engineers through the tools that are now available for creating, editing, managing and releasing product and project data.

All attendees will also be provided a FREE 30 day evaluation license with full technical support.

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Getting started with Teamcenter PLM

2 January 2018

CIMdata PLM Industry Summary

Majenta PLM Hosts: Getting Started with Teamcenter PLM

Unit 5 Medway Court, Cranfield Technology Park, University Way, Cranfield, Bedfordshire MK430FQ
11 Jan 2018 - 09.00-17.00

Take the first step to managing and sharing product designs, documents, BOMs and data with Siemens Teamcenter. Learn from our experts on how to use tasks, workflows and change processes to streamline efficiency throughout your organization.

 [Click here to return to Contents](#)

Sigmatrrix to Sponsor SOLIDWORKS World 2018

4 January 2018

Sigmatrrix announced they will be a Bronze Sponsor of SOLIDWORKS WORLD 2018. The conference will be held February 4-7, 2018 in Los Angeles, California. The Sigmetrix team will be at booth 413 in the Partner Pavilion to demo their products and answer any questions attendees may have, and Stephen Werst, Senior Product Strategist will present ‘Unleash the power of tolerance analysis with MBD’ in the Certified Partner Theater on Monday evening at 7:00.

Sigmatrrix is recognized globally for providing tolerance analysis software and training. Their solutions are used by systems, mechanical, and manufacturing engineers worldwide to verify functionality and optimize designs. They also offer comprehensive training worldwide in this area including:

- ASME GD&T and ISO GPS
- Tolerance analysis
- Model-Based Definition
- Model-Based Enterprise

Their trainers consult with clients worldwide to use GD&T and tolerance analysis effectively, define their products and processes optimally, and help them implement 3D model-based definition in a model-based enterprise.

“Sigmetrix has been a valued SOLIDWORKS Partner with their tolerance analysis software CETOL 6 σ ,” said Nicholas Iwaskow, Director, Alliances & Partnerships, Dassault Systèmes SolidWorks. “CETOL 6 σ is a SOLIDWORKS Certified Gold Product because of its fully integrated interoperable functionality and quality, as well as high levels of customer satisfaction.”

As a SOLIDWORKS Certified Gold Partner product, CETOL 6 σ for SOLIDWORKS couples the power and functionality of SOLIDWORKS's parametric design capabilities with the precise calculations and advanced mathematical technologies of CETOL 6 σ . Users can utilize seamless integration, complete with full model associativity, to visualize the potential impact that tolerance changes will have on their overall assembly. This single-window integration of CETOL 6 σ with SOLIDWORKS allows users to analyze and improve their designs faster than ever, and because changes made to the tolerances automatically update the CAD data they can be assured their improvements are correctly incorporated within the design definition and hence the final product.

“The Gold Product Certification recognizes the highest level of integration of CETOL 6 σ for

CIMdata PLM Industry Summary

SOLIDWORKS and SOLIDWORKS 3D CAD software. The tight integration accelerates the entire design to manufacturing cycle, allowing for increased productivity, a more robust product that hits the market sooner, and reduced costs,” says James Stoddard, Executive Vice President, Product Development of Sigmatrix.

In addition to demonstrating CETOL, Sigmatrix will be showing the latest addition to their portfolio of products, EZtol. This new 1-Dimensional tolerance stackup analysis program is designed to assist in understanding the impact of the accumulation of part-level dimensional variation and part-to-part assembly variation sources and the impact that they have on assembly-level requirements.

“We were thrilled to announce our expanded training offerings earlier this year, and the release of EZtol, our brand new 1-D tolerance stackup analysis program,” said Chris Wilkes, President & CEO of Sigmatrix. “We have been a SOLIDWORKS Solution Partner since 2008 with CETOL 6 σ for SOLIDWORKS and this show will be a great opportunity to show how both CETOL 6 σ and EZtol uniquely help engineers to shorten development time and improve quality.”

Join over 5,000 engineering and manufacturing peers for the largest gathering of SOLIDWORKS users, resellers, employees, solution providers, entrepreneurs, educators and students. For four days attendees can attend keynote presentations from industry leaders, see the latest product developments, learn solutions to business challenges, connect with other experts and visit the Partner Pavilion to preview new technology, and view hundreds of innovative products designed by SOLIDWORKS customers. To learn more and register visit: <https://events.solidworks.com/solidworks-world-2018>.

 [Click here to return to Contents](#)

TriStar & PTC Creo Roadshow - Achieving a Digital Engineering Transformation through CAD, PLM & IoT

2 January 2018

Date: Thursday, January 25, 2018

Time: 12:30pm – 5:00pm UTC-7 (Complimentary Lunch & Happy Hour)

Location | Pike Brewing Co | 1415 1st Avenue, Seattle, WA 98101 EVENT PURPOSE

Gain knowledge from reliable TriStar and PTC resources. Hear from local users and take advantage of complimentary food and drinks while networking. Enjoy the WHAT’S NEW experience at a convenient location!

AGENDA

- 12:30 – 12:45 | Meet & Greet, Find Your Seat
- 12:45 – 1:00 | Meeting Kick Off, Agenda Review and General Updates
- 1:00 – 2:00 | Creo 4 What’s NEW – UI & Productivity Enhancements, Model Based Design Improvements; Additive MFG Enhancements; Creo Augmented Reality Capabilities
- 2:00: – 2:30 | How Do You Use Creo? (User Stories, Examples, Best Practices)
- 2:30 – 3:00 | Lunch Buffet & hands on discussion around the Value of Thingworx with IOT
- 3:00 – 3:45 | What’s New in Windchill 11 & the PDM to PLM with ERP Journey

CIMdata PLM Industry Summary

- 3:45 – 4:30 | Thingworx Navigate Enhancements and Dashboard Reporting
- 4:30 – 5:00 | Q&A with Steve Schroeder followed by Happy Hour

 [Click here to return to Contents](#)

Vero To Demonstrate Three New Releases at Southern Manufacturing

2 January 2018

Vero Software will be demonstrating the 2018 R1 releases of Edgecam, Radan and VISI, at the forthcoming Southern Manufacturing Exhibition in the UK.

Edgecam includes updates to roughing cycles for milling, turning and MTM. And the prevention of unnecessary CAM regeneration is seen as being particularly important. When editing a tool command, the remaining instructions will no longer be automatically regenerated if the alteration does not affect the corresponding cycles with aspects such as coolant or high-speed.

Sheet metal software Radan takes the increasing popularity in automatic bending into consideration, making fingerstops safer by allowing for improved part alignment in the press brake, and reducing the number of fingerstop movements required between bends. A new batch nesting system could improve material usage by around nine percent over a year with a revolutionary approach to optimising a range of nests, by looking at the entire nest run and reducing the number of overall sheets instead of focusing on how full each individual sheet is.

For the mould and die market, VISI provides greater flexibility when constructing supplier and non-standard tool configurations. Customisable templates, including the management of blank and predrilled plates, allow for easy tool layout creation and enhanced editing throughout the design process.

 [Click here to return to Contents](#)

Financial News

PTC to Announce Fiscal Q1'18 Results on Wednesday, January 17th

4 January 2018

PTC will release its fiscal 2018 first quarter results on Wednesday, January 17th after the stock market closes. Senior management will host a live webcast and conference call to review the results on Wednesday, January 17th at 5pm Eastern Time. The earnings press release and accompanying prepared remarks will be accessible prior to the conference call and webcast on the Investor Relations section of the Company's web site at PTC Investor Relations.

The audio replay of this event will be archived for public replay until end of day on January 27th, 2018.

Dial-in: 1-866-376-2452 Passcode: 0513

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

 [Click here to return to Contents](#)

Implementation Investments

BionX Medical Technologies Adopts Omnify Empower PLM

2 January 2018

As a small developer and manufacturer of a complex robotic prosthetic device, maintaining a paper-based document control and change control system was becoming unmanageable. The complexity of the device meant that even a small change to the product or documentation resulted in a large paper documentation package which had to be manually compiled and routed for review and approval.

With a major re-design project on the immediate horizon, it was essential to identify and implement a more efficient document control solution ahead of the large volume of new product design documentation that was expected. BionX wanted an electronic system that would be able to efficiently manage a multi-level product structure/Bill of Material (BOM) and engineering change orders with the ability to expand into other electronic records management such as Training Records, CAPA/Quality issues and supplier management. The system also had to meet the FDA 21 CFR Part 11 compliance requirements for electronic records and electronic signatures.

"We went through a discovery process over the course of several months, evaluating about five different solutions," stated Rick Smith, Sr. Director, Quality & Regulatory for BionX Medical Technologies. "A matrix of requirements was created and the different solutions were ranked as to how well they solved our particular needs and Omnify Empower PLM was our top choice."

 [Click here to return to Contents](#)

Ernsting's family Adopts Centric PLM

4 January 2018

Ernsting's family selected Centric Software's Product Lifecycle Management (PLM) software solution. Kurt Ernsting, the founder of Ernsting's family, had the goal of offering high-quality but inexpensive clothing for families when opening his first shop in Westphalia in 1968. Just a few years later, the company evolved into a multi-store retailer with a rapidly growing number of locations. Today, Ernsting's family has over 1,800 branches with sales of more than €1 billion. The company offers a wide selection of clothing, underwear, accessories, home and lifestyle products as well as toys and fashion for the whole family.

Markus Kramer, Head of Assortment Process and Project Management at Ernsting's family, explains that the growth of the company was the most important factor when looking for a PLM system.

"In view of our steady growth, we must continually optimize our internal and external processes," explains Kramer. "We have a large and tight-knit purchasing team and suppliers around the world."

CIMdata PLM Industry Summary

Improving communication and collaboration between all stakeholders is therefore essential. We realized that we needed a PLM system for this.”

“The first meeting of Ernsting’s family with Centric Software took place in 2013 at an event organized by Centric. The companies stayed in contact. When Ernsting’s family started the careful selection process a year ago, Centric was among the candidates.”

“After the long and intensive selection process, we became convinced that Centric Software could best meet both our specialist and technical requirements,” explains Kramer. “In addition, Centric specializes in the fashion sector and we knew, that with Centric Software, we would have a partner by our side who is well versed in the specifics of the fashion business. Centric Software shows itself to be a very flexible and technically competent partner. The high level of understanding of our processes and the willingness to meet special program requirements ultimately contributed to our decision.”

Ernsting’s family will use Centric PLM in all departments and product groups. The company expects multi-layered results from the implementation of the software.

“We expect our collection development process to become even more transparent and efficient with the help of the Centric 8. The increased process quality, the improved system-supported networking between the departments involved and the avoidance of redundant data maintenance will help us to focus even more intensively on what is important to us—our lovingly designed and perfectly combinable collections”, concludes Kramer.

“We are delighted to welcome Ernsting’s family as our newest German customer,” says Chris Groves, President and CEO of Centric Software. “The cross-channel provider has grown significantly in recent years and we are proud of the confidence that the company places in us. Centric will accompany and support Ernsting’s family in the next phase of growth. We look forward to a closely collaborating with them as their business moves into the future.”

 [Click here to return to Contents](#)

KTM Meets Company Growth Challenges by Expanding PTC CAD and PLM Environment, Deploying ThingWorx Navigate, and Embracing the PTC Subscription Model

2 January 2018

PTC today announced that KTM has significantly increased its use of Creo® software and Windchill® software. KTM also selected ThingWorx® Navigate™ role-based apps for company-wide data management and fast and easy departmental access to relevant Windchill data. The extended portfolio enables KTM to increase productivity to achieve its continued growth targets. Additionally, KTM has switched to PTC’s subscription licensing model to facilitate cost and planning flexibility.

KTM, the leading manufacturer of sport motorcycles in Europe, exceeded €1 billion in revenue for the first time in 2015 and plans to continue its strong growth pattern into the future. Under the philosophy “READY TO RACE,” the company designs both its KTM and Husqvarna Motorcycle models entirely with PTC solutions. Compared to other manufacturers, a key design differentiator for KTM lies in its comprehensive internal development; engine, chassis, suspension components, and many other parts are developed in-house. Additionally, KTM is the only manufacturer that uses the same CAD system for

CIMdata PLM Industry Summary

engine and chassis design. This tight control over development promotes the optimization of each part with a focus on maximum performance. Since 2001, KTM has repeatedly won the grueling Dakar Rally, which further evidences the success of its strategy.

“KTM always pursues innovation and proximity to customers in order to improve our models with each new series,” said Philipp Habsburg, director development, KTM. “Product development has to keep up with the times. For example, we have to transfer parts or technologies that have been proven in our racing series into our serial models within a very short timeframe. This requires software solutions that are both flexible and powerful, but also make the work simpler at the same time. ThingWorx Navigate is the additional tool we needed, as it provides the exact information required by each department and reduces the complexity of the PLM system, enabling our teams to be more productive. And, thanks to the subscription model, we can respond faster and with more flexibility as our company continues to expand.”

“Facing the challenges of fast and strong growth is a good problem for KTM to have,” said Kevin Wrenn, divisional general manager, PLM Segment, PTC. “Extending its use of Creo and Windchill, and introducing ThingWorx Navigate, will enable KTM to streamline and accelerate product development.

Access to the most up-to-date product information will enable stakeholders across the organization to make better, faster decisions for both KTM and their customer base.”

 [Click here to return to Contents](#)

Product News

Altair to present preview of the revolutionary new geometry ‘avatar’ of Click2Cast® at EUROGUSS 2018

5 January 2018

[Altair Engineering, Inc.](#) and [solidThinking](#) are excited to showcase a preview of Click2Cast 2018 for the first time at [EUROGUSS](#), taking place from January 16-18, 2018 in Nuremberg, Germany. Powerful geometry creation and editing capabilities have been added for users to be able to design and optimize the entire casting process within a single environment. For the first time, component designers and downstream analysts will be able to communicate within a single user environment, including a broad range of tools that will help make changes to the component, evaluate areas of porosity, create remedial risers or sleeves, or cooling lines, re-evaluate and optimize the process for producing a high-quality part.

“Click2Cast has seen great adoption across the globe for being fast, easy, accurate and affordable, and as such, a fine balance between usability and function had to be attained in the development of the new release,” says Ravi Kunju, Vice President of Manufacturing Solutions at Altair. “We are excited that we have not compromised on any front despite adding powerful capabilities. Our philosophy of bringing high-end simulation tools to the early stage of the design process with our solidThinking Inspire® framework has had tremendous impact in the design community. Now we are doing exactly the same with casting simulation, by packaging it in the same framework as Inspire. Our development team has worked extremely hard and done a phenomenal job with both, our solvers and the tool's interface and we are confident that users will love the experience even more now. We cannot wait to show it at

CIMdata PLM Industry Summary

EUROGUSS in January.”

While the official release is planned for March 2018, visitors at the booth can sign up for a free trial and experience the powerful capabilities first hand. The new version contains the following key enhancements:

- Completely new user environment based on the Inspire framework with powerful geometry creation and editing capabilities.
- Ability to create runners, risers, chillers, over-flows, sleeves and modify them on the fly.
- Automatic generation of core geometries (ready for 3D print export).
- Single click solidification simulation.
- Enhanced visualization capabilities including temperature evolution on flowfronts.
- Dynamic and multiple sectional cuts.
- Ability to read multiple file formats.

“I have not seen anything else like it or even close to it, and I just cannot wait to get this to my customers,” said Howard Weinberg, Founder Partner, Spot Technologies. “This next generation Click2Cast is a definite game changer. With its powerful capabilities combined with its affordability, the return on investment is unparalleled. Even for the occasional users, the ease of use of Click2Cast helps catapult the exploration towards advanced simulation giving more people access to the technology they never had before, helping the entire supply chain in the process.”

“Click2Cast is continuously enhancing its functionality to serve more and more complex user cases while keeping the user interface industry specific, consistent and easy to use. When adding new capabilities or releasing a new version, this can be a real challenge,” said Óscar Íñigo, Die Casting Consultant, InytialGo. “Looking at the example of gating and cooling line modeling, which are new functions in this version, solidThinking has proven that it can live up to its commitment. Both additions are simply amazing! Click2Cast 2018 is really going to catch on with die developers and casting engineers.”

In addition to the trade show itself, bdguss and VDD, the two major German casting associations will also host the "Druckguss Tag" during EUROGUSS. Felix Radisch, solidThinking will be presenting: "Simulation Driven Development for Casting Design – aided by Topology Optimization" on January 17th at 3pm.

For more on Click2Cast 2018 as well as other related solidThinking solutions, visit solidThinking in Nuremberg at EUROGUSS in hall 6 at booth 149 or visit our product website at: http://www.solidthinking.com/click2cast_land.html.

 [Click here to return to Contents](#)

Ayla Networks Adds ZipKey Support to Improve Connected Products

3 January 2018

CIMdata PLM Industry Summary

Cirrent and Ayla Networks announce a strategic partnership. The companies have partnered to integrate Cirrent's ZipKey technology into the Ayla IoT platform to make it easy for Ayla's customers to bring ZipKey-enabled products to market. Through partnerships with internet-service providers, Cirrent allows ZipKey-enabled products to connect automatically to the internet, making IoT products more secure and easier to use.

Ayla Networks is the number-one platform for accelerating the development, support and ongoing enhancements of connected products for the Internet of Things (IoT). Offered as a cloud platform-as-a-service (PaaS), the Ayla IoT platform delivers flexibility and modularity that transforms how companies develop, manage and service their connected products.

Cirrent improves ease of use and security for connected products through partnerships with large internet-service providers. Companies making connected products use Cirrent's solution to improve the customer experience, reduce support costs and returns, and increase security. Cirrent's platform provides connected product companies with Wi-Fi onboarding, product lifecycle management, and tools for ongoing support. Through Cirrent's partnerships with network operators, ZipKey products connect to the cloud automatically in more than 120 million homes.

"Smart home manufacturers depend on Ayla to help them launch amazing '5-star' products," said David Friedman, CEO and co-founder of Ayla Networks. "We believe that 'smart' does not have to mean difficult to use, especially as it relates to getting products securely connected to the network. Cirrent shares our vision of seamless connectivity, and we are very happy to partner and add the ZipKey option as a path for our customers to get that great out-of-the-box experience."

"Many leading global companies are using the Ayla IoT platform as the foundation for their connected products," said Rob Conant, CEO of Cirrent, "We are delighted to bring the ease of use and security of ZipKey to these companies."

 [Click here to return to Contents](#)

CM MatchPoint ALM 6.1 Offers Enhanced Features for CA Plex and Improved Automation

4 January 2018

Top-rated application lifecycle management solution, CM MatchPoint ALM, offers new features and capabilities in its latest release, CM MatchPoint ALM 6.1, available now. This cross-platform product offers end-to-end governance of software change processes and the ability to manage change from any device. Designed to support IBM i and CA Plex environments, change management is now easier and more flexible, allowing support teams to work on any device, anywhere in the world.

"CM First is excited to offer new automation capabilities as well as better versioning controls," said Jason Olsen, Product Developer. "Customers have asked for a fix to copy model extracts and that has been included as well."

CM MatchPoint ALM 6.1 includes the following enhancements:

- **SVN Connector:** Added functionality to the SVN (Apache Subversion) connector to maintain the CA Plex Group model with the SVN Repository. With this new functionality, CM MatchPoint ALM can use a subversion repository to control the Group Model versioning. It also automates the process of extracting and updating group models managed with subversion. The SVN

CIMdata PLM Industry Summary

Connector allows developers to have a subversion repository for the local models.

Note: the SVN server and Subversion Tortoise Client with command line utility 1.9.5 or higher must be installed in order to support this

- Auto-Generation: The new module allows developers to generate and build for the C++, C# and Java platforms automatically without supervision. This can be a standalone process or integrated with the CM MatchPoint ALM Ticketing system to generate and build CA Plex objects automatically. This module is useful for a long unattended generation and build process.

The next release, 6.5, will include a SQL Server back end option.

 [Click here to return to Contents](#)

First Insight Launches First Solution That Enables Retailers to Forecast Pricing Elasticity

4 January 2018

First Insight announced today the release of ElastiCast, the world's first and only solution that enables retailers to forecast price elasticity of new products to determine optimal prices and increase margins. The new solution will be showcased at the First Insight booth #3053 during the NRF Big Show 2018 in New York City from January 14-16.

By collecting consumer data and processing these data through First Insight's proprietary algorithms, ElastiCast enables merchants, planners and marketers to analyze various pricing scenarios and predict how consumers will react to different price points throughout the product's life cycle - from initial pricing to markdowns to clearance. Results allow retailers to see the distribution of demand, before they go to market, so they can set prices more intelligently.

"ElastiCast takes the guesswork out of pricing decisions with a real-time solution that can predict outcomes based on any price or point in time within a product's life cycle," said Greg Petro, CEO of First Insight. "Through this new solution, we are empowering retailers and brands with the knowledge they need to feel confident that the price on an item will deliver the sales and margins they expect. We're thrilled to be the first to market with this solution."

ElastiCast is a new capability within InsightSuite, First Insight's predictive analytic platform which enables retailers and manufacturers to select, price, market and buy new products with no sales history. ElastiCast provides InsightSuite users with even greater visibility into expected new product performance, months before the products are brought to market.

 [Click here to return to Contents](#)

TactoTek Collaborates with Dassault Systèmes to Bring the Injection Molded Structural Electronics (IMSE) Process to the 3DEXPERIENCE Platform

3 January 2018

TactoTek® announced that it is collaborating with Dassault Systèmes to enable users of the 3DEXPERIENCE platform to digitally experiment with TactoTek IMSE parts. This will empower designers and engineers from Automotive, Home Appliances, Industrial and Wearable Electronics

CIMdata PLM Industry Summary

leaders to accelerate the development of their next generation consumer electronic experiences.

Consumers want to be delighted, surprised, and projected into new experiences, yet differentiation is a continuous challenge for brands. TactoTek's IMSE solutions integrate printed electronics including circuitry, touch controls and antennas, with discrete electronic components such as LEDs for illumination, into 3D injection molded structures. IMSE parts are light, and can be thinner than 2 mm; meanwhile, electronics are protected because they are fully-encapsulated in injection molded plastics.

Using the 3DEXPERIENCE platform as a foundation for IMSE-specific engineering processes, designers and engineers can digitally create, simulate and test the real-world behavior of innovative IMSE parts in a collaborative 3D environment, and benefit from TactoTek validated IMSE design know-how. This integrated, digital approach will help to streamline the development of lighter, more durable and more space efficient control panels in cars, on home appliances, and on other consumer electronics.

“The 3DEXPERIENCE platform with the integrated IMSE solution provides an integrated design and simulation environment, enabling a tight collaboration between electronics and mechanical design and simulation teams, reducing the number of iterations by a factor, and better predicting the final resulting quality,” said Philippe Laufer , CEO, CATIA, Dassault Systèmes. “These are all important factors to invent sustainable future disruptive experiences and accelerate their time to market.”

“Today TactoTek partners with our customers to adapt their designs, typically conceived based on the manufacturing constraints of traditional electronics, into mass producible IMSE products,” said Jussi Harvela , TactoTek CEO. “Incorporating TactoTek design parameters into Dassault Systèmes' 3DEXPERIENCE platform will unleash designers' creativity and help them realize even more of the potential of IMSE technology — we expect to see rapid design innovation that will further accelerate IMSE solution adoption.”

TactoTek will join Dassault Systèmes' booth #8300 in the North Hall, at the upcoming CES 2018 in Las Vegas, Nevada.

 [Click here to return to Contents](#)