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CIMdata News

CIMdata Publishes PLM Industry Analysis Report

31 July 2018

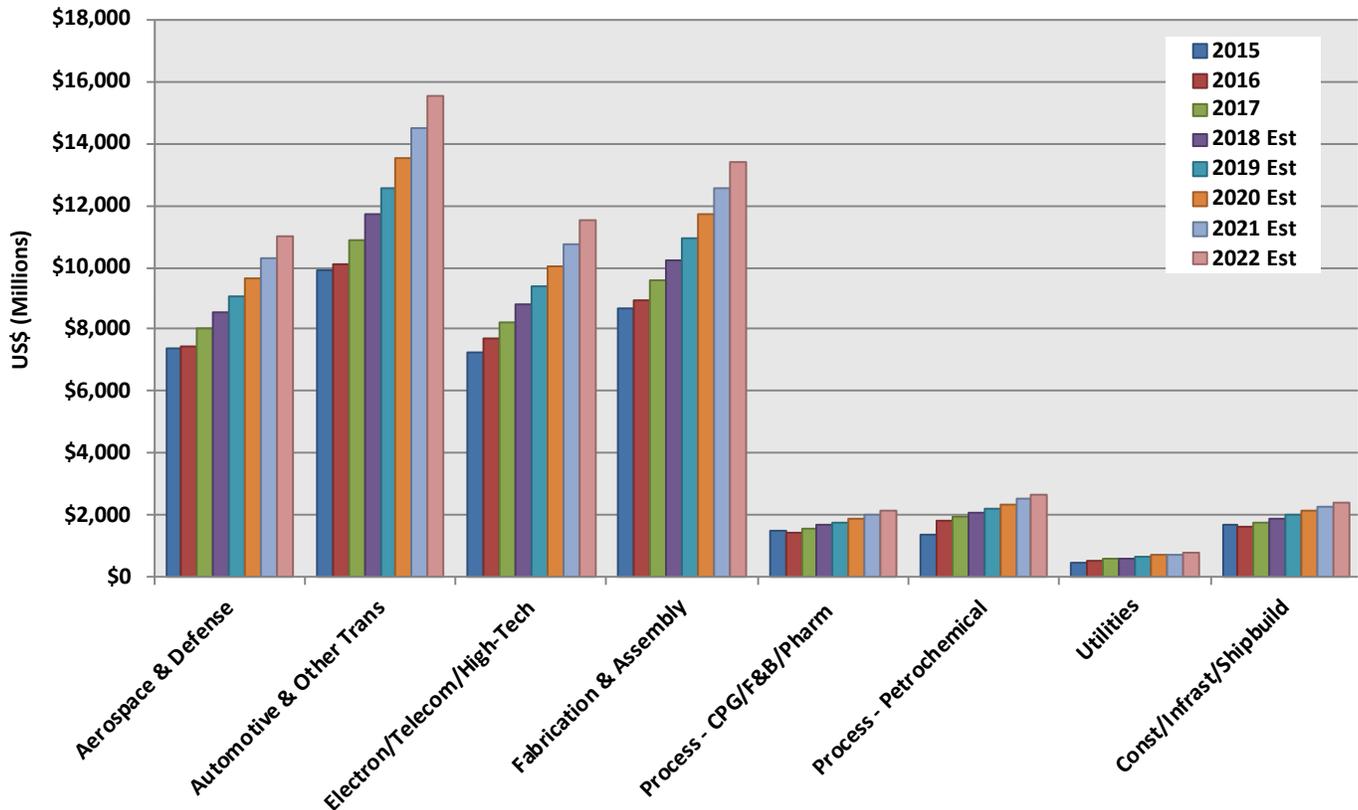
CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the release of the CIMdata PLM Industry Analysis Report, the fourth of five modules of the CIMdata 2018 PLM Market Analysis Report Series. The MAR Series provides detailed information and in-depth analysis on the worldwide PLM market during 2017. It contains analyses of major trends and issues; revenues of leading PLM providers; and revenue analyses for geographical regions, industry sectors, and historical and projected data on market growth.

All industries saw growth in PLM spending in 2017 as shown in the figure below. CIMdata forecasts continued growth in all industries during the five-year forecast period.

PLM spending is greatest in automotive & other transportation, fabrication & assembly, electronics & telecommunications, and aerospace & defense. It is lower in the process industries and utilities. There are some good process PLM solutions available, and they are becoming more important with concerns about food safety, particularly in emerging economies. Growth in PLM for medical devices, part of the high-tech sector, is driven by stringent compliance requirements that can vary by country, something that PLM strategies and enabling solutions can address. All industries are being affected by the trend toward smart, connected products, either directly or because of the effects of the Internet of Things (IoT) and the drive toward Industry 4.0, a German initiative that has inspired programs and spending in countries around the world. CIMdata believes there are good opportunities in all segments as corporate management continues to become more cognizant of the value of PLM and its positive impact on both the top and bottom lines of a business. During 2017, comprehensive providers continued to expand their efforts to deliver more industry-focused and functionally-packaged solutions that are easier and less expensive to acquire and deploy. This is fueled, in part, by continued mergers and acquisitions activity in most PLM segments.

“The global PLM market grew strongly in 2017,” states Stan Przybylinski, CIMdata’s Vice President. “The leading PLM solution providers are consolidating their portfolios after years of acquisitions, and increasing revenues in 2017, in part, by expanding their footprint at their existing clients. Industrial companies are using PLM to enable highly collaborative, distributed, flexible design and manufacturing environments to help better manage the entire product or plant lifecycle. This ability is critical to all industries and only becomes more complex as smart, connected products must act as parts of larger systems.”

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The CIMdata PLM Market Analysis Report Series is packaged as five modules:

1. The *CIMdata 2018 Executive PLM Market Report* provides an overview of CIMdata's complete global analysis. It includes key charts on PLM market investment statistics through 2017, forecasts of investments for 2018 through 2022, and a summary of PLM solution providers' performance in 2017.
2. The *CIMdata 2018 PLM Industry Review and Trends Report* is mainly qualitative in nature, and focuses on key issues facing the global PLM ecosystem of solution providers and end user organizations. It highlights changes that occurred in 2017, what effects those changes may have in the short and medium term, and what is on the horizon in the years to come.
3. The *CIMdata 2018 PLM Market and Solution Provider Analysis Report* details measures of and forecasts for the overall PLM market and its key segments, including Tools, cPDm, and Digital Manufacturing. The Tools section has additional details on sub-segments, including MCAD, NC, S&A, EDA, and AEC. It also includes CIMdata's estimates of PLM solution provider revenues in these segments and sub-segments for 2018 through 2022.
4. The *CIMdata 2018 PLM Market Geographic Analysis Report* provides an additional view of the 2017 market results, by major geography. CIMdata's 2017 estimates and market forecasts for PLM and the major PLM market segments are provided for the Americas, EMEA, and Asia-Pacific. In addition, the report includes estimates and forecasts for the cPDm segment within specific European and Asia-Pacific countries and regions.
5. The *CIMdata 2018 PLM Market Industry Analysis Report* provides an industry segmentation view of the 2017 market results. CIMdata's 2018 estimates and market forecasts for PLM and

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cPDM are provided for eight different industry sectors: aerospace and defense; automotive and other transportation; electronics/telecommunications; fabrication and assembly; process-packaged goods; process—petrochemical; utilities; and construction, infrastructure and shipbuilding.

The CIMdata PLM Market Analysis Report Series is available as a five-module set or each module can be purchased separately. It is also available as part of the CIMdata PLM Community Gold Membership. Further details and pricing information about the report and Community Memberships are available at www.cimdata.com.

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.

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Dassault Systèmes' Science in the Age of Experience Conference 2018 (CIMdata Commentary)

1 August 2018

Key takeaways:

- *Dassault Systèmes with its 3DEXPERIENCE platform, integrated industry end-to-end process solutions, and supporting apps, are in the forefront of realizing the future simulation ecosystem, parts of which they already have available today.*
- *CIMdata believes that Dassault Systèmes continues to innovate in Additive Manufacturing using it as part of the end-to-end processes in their solution and their 3DEXPERIENCE Marketplace.*
- *Dassault Systèmes' "POWER'BY" strategy includes easy integration of third-party solutions into their simulation ecosystem.*
- *Industry's next big challenge remains: to enable the cultural change required to make better use of already available simulation and prediction technology. CIMdata believes that Dassault Systèmes is well prepared to help their customers in this transformation.*

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With its third “Science in the Age of Experience” conference, and second to be held in Boston, Dassault Systèmes clearly underlined the progress it has made in aligning its solutions by industry verticals while shifting away from their previous mainly brand-focused approach. Overall, the event’s focus continued to be very much on science; how science drives innovation and can support the digitalization efforts of businesses across the various industries. This could be seen in the adjusted structure of the conference and its emphasize on science under the general theme of “Science is...”:

- Material
- Personal
- Discovering
- Sustaining

Mr. Bernard Charlès, Vice-Chairman and CEO of Dassault Systèmes, highlighted Dassault Systèmes’ long-term commitment to science and simulation investments to provide the proper technology to support its customers’ efforts and continue to help the vision for harmonizing product, nature, and life. Mr. Charlès stated that today “the value is in the usage of the product and not just in the product anymore.” He believes with the Age of Experience a new “industry renaissance” has begun—similar to changes that started over 500 years ago after Johannes Gutenberg invented the printing press. Printing technology made knowledge readily available to a much broader audience. According to Mr. Charlès, “The new book is the Experience.” Today’s technology advances make it easier to bring virtual and real life closer together, making science part of engineering, but also help democratize their use. This will make “experience” part of the daily routine for a much broader audience as well. Mr. Charlès believes this will help accelerate the innovative processes within various industries.

This vision is realized step-by-step through advances in and delivery of the **3DEXPERIENCE** platform. It is evolving into a platform for knowledge and know-how providing an operational backbone (operating system) and business model at the same time, while bringing the various multiscale, multiphysics, and multidomain apps together (see Figure 1).

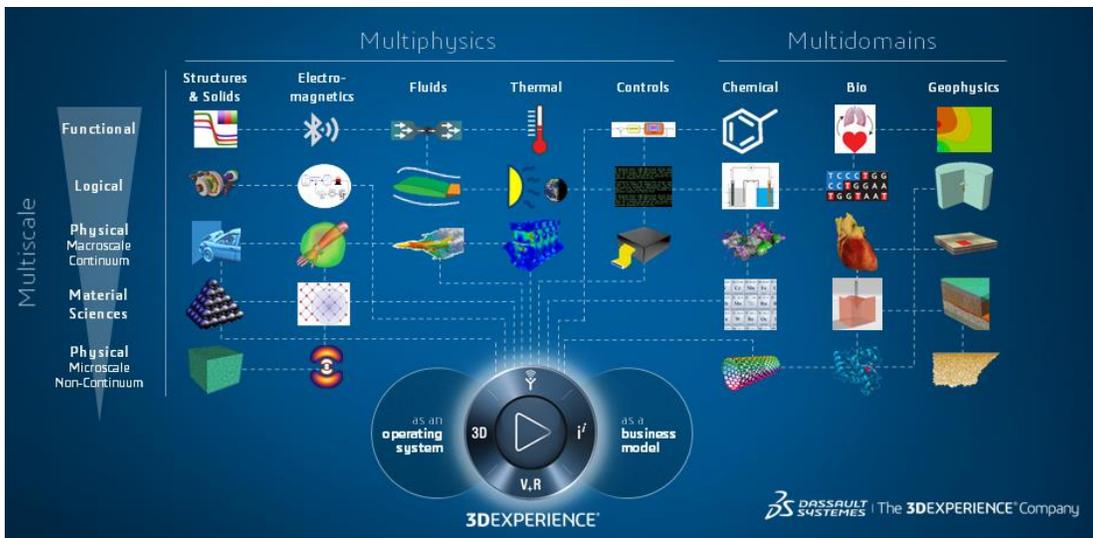


Figure 1—The 3DEXPERIENCE Platform—A Platform for Knowledge and Know-How
(Image Courtesy of Dassault Systèmes)

In addition, to more than 60 end-user presentations in the industry breakout sessions, the event included

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keynote presentations by:

- Nobel Prize winner Dr. Michael Rosbash from Brandeis University on circadian rhythm
- Dr. Bruno Ferre from Digital Orthopedics on the transformation of the planning and execution of orthopedic surgeries
- Dr. Byron Pipes from Purdue University on advanced composites and Purdue's vision for simulation 2040
- Mr. Nyle Miyamoto from Boeing on additive manufacturing and how it helps build aerospace's future

These different presentations all helped to clearly demonstrate not only the connection between science and engineering of real-life products but also the advances already made to enable this linkage in today's environment.

A major enabler for this linkage is simulation. Dr. Byron Pipes stated, "simulation is the language for innovation." His comment was not only focused on product engineering but closely incorporates manufacturing and all other aspects of the supply chain. When speaking of the simulation ecosystem 2040, Dr. Byron Pipes suggested it would contain the following elements:

- Accessibility
- Adaptability
- Interoperability
- Traceability
- User friendliness
- Pervasiveness

He continued to suggest that those will be supported by end-to-end solutions focused on the usage of apps and a fully enabled digital thread.

Dassault Systèmes addresses this trend and need through its **3DEXPERIENCE** platform and related apps to create a cross-industry innovation ecosystem. This allows users to create industry specific end-to-end solutions on the backbone of the platform.

CIMdata believes that Dassault Systèmes with its **3DEXPERIENCE** platform with their integrated industry end-to-end process solutions and supporting apps is in the forefront of realizing such a simulation ecosystem. Throughout the conference numerous examples were provided detailing these industry solutions.

In addition, Dassault Systèmes continues to enhance the underlying solver technologies and align them with the advances of the industry specific solutions. One example is the "to-be" end-to-end process for internal combustion powertrain engineering shown in Figure 2.

Dassault Systèmes claims considerable progress in additive manufacturing (AM) as part of the multiscale / multiphysics challenge in their presentations. Besides discussions and presentations during the conference itself, an AM Symposium and Hackathon were featured co-located events running during the conference. Dassault Systèmes also believes that AM is a key enabler for design innovation. CIMdata believes that Dassault Systèmes continues to innovate in this area further using end-to-end

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solution processes and their 3DEXPERIENCE Marketplace.

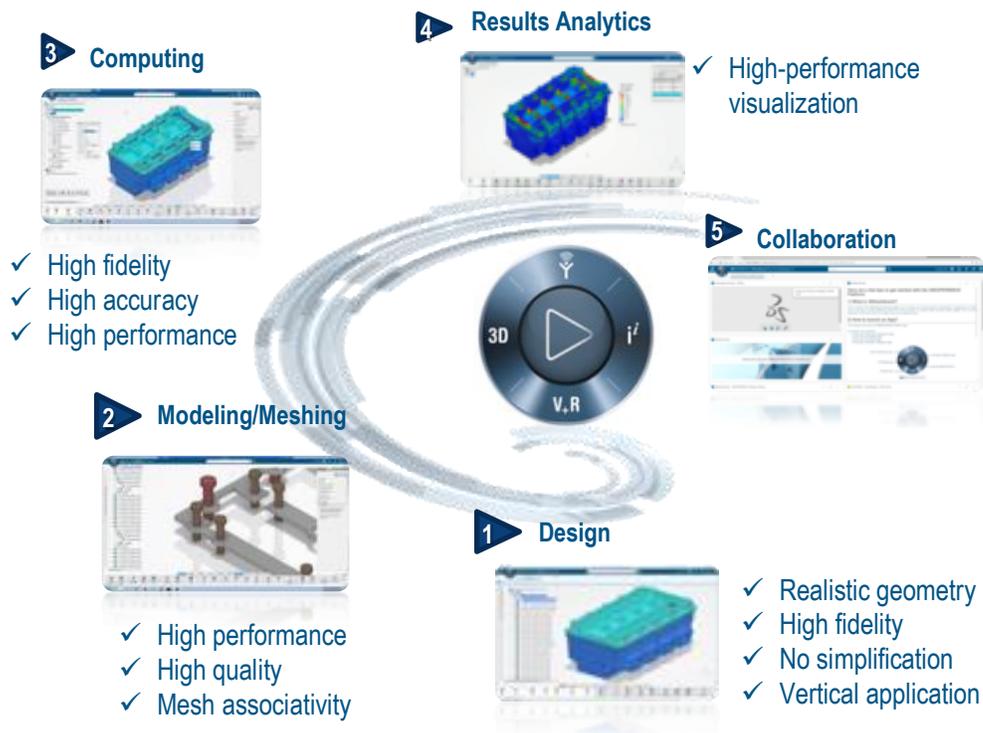


Figure 2—"To-Be" Process for Internal Combustion Powertrain Engineering
(Image Courtesy of Dassault Systèmes)

Dassault Systèmes' focus on the end-to-end solution processes will help their users in their efforts to democratize simulation as it brings areas like CAD, CAM, and CAE together. Their approach not only allows but also fosters thinking beyond one's own four walls, helping to break down silos. In addition, Dassault Systèmes' "POWER'BY" strategy simplifies integrating third-party solutions into the Dassault Systèmes simulation ecosystem which is critical since most companies have a heterogeneous mix of simulation tools.

While the technology now available is getting much better and faster in being able to support levels of sustainable innovation through the end-to-end solution approaches, other elements start to find their way into the 3DEXPERIENCE ecosystem which will allow users to move beyond those initial levels of innovation maturity. Such elements include the enhanced search capability by enriching data with cognitive technologies and the 3DEXPERIENCE Twin, Dassault Systèmes' implementation of digital twin capabilities. CIMdata is looking forward to progress in those areas over the near future which will allow for an even more comprehensive offering to support businesses further in their efforts in digital transformation.

Still, it was highlighted in several discussions that it is paramount that business cultures within industry still have a long way to go to make proper use of the available technology. Thus, as CIMdata highlighted in previous commentaries, one of the main challenges remains cultural change, fundamentally modifying the ways in which companies operate in order to leverage scientific modeling and simulation to make sustainable innovation happen.

In CIMdata's opinion, with the renewed focus on industry specific end-to-end solutions, Dassault Systèmes continues to display a compelling vision of how science can and will enable sustainable

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innovation. The major challenge CIMdata sees going forward is how to gain the momentum needed to apply cultural change to make full use of the technology which is already available. CIMdata believes, Dassault Systèmes to be poised to help their customers in this transformation.

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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Enhancing Customer Alignment for Complex Manufactured Products (CIMdata Commentary)

2 August 2018

CIMdata Commentary—Sponsored by Infor

Key takeaways:

- *In today's highly competitive landscape, manufacturers must do everything possible to attract new customers and maintain loyalty among existing customers.*
- *Product lifecycle management (PLM) focuses on managing the intellectual assets generated from idea through end of life. Enhanced PLM strategies and enabling solutions can ensure that customer requirements are addressed at every development stage.*
- *Configure-Price-Quote (CPQ) solutions can leverage PLM-managed information to enhance the buying experience, while ensuring that only profitable quotes are put in front of customers.*
- *Empowering digitalization requires enabling end-to-end connectivity and lifecycle optimization, while recognizing that this new approach must consider organizational, cultural, and technological changes.*

Introduction

Life used to be much easier for discrete manufacturers. Their competitors were mostly local, as was their value chain. Their products evolved to meet market requirements but at a more leisurely pace. They could build brand loyalty through superior products, top notch service, or on some other criteria specific to their product and market. Fast forward to today, where competitors can arise from any corner of the globe, as can their value chain partners. Companies have to compete ever more fiercely to keep existing customers and attract new ones. Products change much more frequently and are increasingly tailored for specific market niches. Social media can create brand loyalty and destroy it just as quickly. Companies also have to be more innovative in creating and packaging their offerings to attract new customers and delight existing one. Of course, product innovation is essential, but companies also build brand loyalty

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by innovating on terms of engagement, like generous shipping and return policies. Clearly free shipping makes Amazon Prime an easy choice for people who like to order online.

The movement toward smart connected products has caught many manufacturers unprepared. CIMdata works with many discrete manufacturers that have product lifecycle management (PLM) strategies and enabling solutions in place. However, companies still struggle with effectively managing product development for their discrete components, let alone adding the electronics and software and/or firmware to make them smart. Getting them connected is somewhat easier, with standardized components readily available, but then what do you do with all the data? Companies need different systems to collect and manage the data and analytics skills to make sense of it. How do you deal with your products now being part of systems where you need to understand their collective behavior? Many companies are turning toward systems engineering, including developing formal requirements and doing complex 0D and 1D systems modeling to support concept development. Based on recent CIMdata research, many discrete manufacturers rely on legacy systems in place for more than 10 years to manage data and processes. These older solutions were just not designed to support this range of capabilities. Their existing processes and systems cannot keep up. Companies need to expand their PLM vision and look to more up-to-date solutions enabling new processes based on industry best practices.

Leveraging Digitalization to Provide More Value

CIMdata defines PLM as a strategic business approach enabled by a range of technologies which are, in part, a function of the type of product concerned. Discrete manufacturers will use mechanical computer-aided design (MCAD) solutions, often more than one. They may use computer-aided manufacturing (CAM) solutions if they need to cast, form, or machine their components. Simulation and analysis (S&A) tools may help with virtual testing and, increasingly, early concept evaluation using virtual product representations. If you are making smart products you will need electronic design automation (EDA) and/or electronic computer-aided design (ECAD) solutions to design the chips, boards, and interconnections. You will also need product software lifecycle management tools like application lifecycle management (ALM), DevOps tools, software configuration management, etc. If your product has formulated components, like food and beverage, pharmaceuticals, and medical devices, you may need a formulation-centric PLM solution that understands ingredients, recipes, and specifications. The backbone of most PLM implementations is an enterprise-grade data and process management solution or collaborative Product Definition management (cPDm) solution in our PLM definition.

Product lifecycle management (PLM) focuses on managing the intellectual assets generated from idea through life, as illustrated in **Error! Reference source not found.** Different actors in the lifecycle use different tools and collaborate in different ways, all generating different types of information and intellectual property. CIMdata has described this associative data store as the “Bill of Information” (BoI) for decades, almost as long as we have focused on PLM. Today, people use the phrase “digital thread,” an associative data store collaboratively built across the lifecycle, spanning ideation, design, engineering, manufacturing, and deployment. Industrial companies are starting to see the value of the digital thread, particularly to help define and leverage digital twins, virtual representations of physical products or systems, that can be used to support product development and after-sales support. A recent Gartner study claimed that nearly half of companies pursuing an IoT strategy, common for companies selling smart, connected products, are either using or plan to use digital twins in 2018.¹ Respondents planned to collaborate on digital twins across the value chain with the results configuration managed over time.

¹ <https://www.gartner.com/newsroom/id/3868363>

CIMdata PLM Industry Summary



Figure 1—The Digital Thread Spans the Product Lifecycle

CIMdata and many others have advocated for the adoption of PLM strategies and enabling solutions for many years, looking to support digital assets that can be quickly leveraged by product companies. Increasing speed and agility through digitalization is today's hot buzzword that promotes digitalizing business processes across the board, supporting new products and business models. Digitalization strategies for product companies must leverage this digital thread to help speed development of today's smart, connected products and help ensure they surpass customer expectations.

How are companies leveraging PLM and digitalization to provide more value? With advanced PLM solutions to help manage their processes, manufacturers can better manage the entire development cycle, helping to ensure customer satisfaction. Many companies are looking to get more agile in their product development process, looking for opportunities to rapidly evolve products to meet specific market needs, often to localize products for new markets. One way to update products is through technology insertion, that is, planned integration of a set of related technologies. An easy example is adding technology to make something connected, adding that product to the Internet of Things (IoT). The devices needed to achieve this feat are inexpensive and often packaged together as a module or building block that can be easily added to existing products. How do you find the right supplier? In today's global economy, global commerce networks can provide one part of that agile solution, helping to rapidly integrate value chain partners and their products into your companies processes and products.

Another key area is configuration management. Companies are looking to profitably tailor products to niche markets. This requires tools to help your product experts define your products and buildable variants. The conversion of the "as-designed" engineering bill of material (EBOM) to multiple variant "as-built" manufacturing bills of material (MBOMs) is a non-trivial problem but an essential part of ensuring you are building profitable variants of products. People want it their way, and many will pay extra for it, and stay with you because you can meet their specific need.

Some product companies are looking to a new class of enterprise system, configure-price-quote (CPQ) solutions, to help ensure that new business is both feasible and profitable, while helping to better align with customer requirements. Recent Gartner research claimed that the CPQ segment averaged 20% growth in the last few years and that rate is expected to continue until 2020.² Having strong configuration management practices are a prerequisite to leveraging CPQ solutions that go beyond just building configurations to employ engineering and enterprise data to quickly develop profitable bids. The goals are both to speed and simplify the buying experience as well as to ensure bids are profitable.

² <https://www.gartner.com/technology/media-products/newsletters/fpx/1-3JR0N84/gartner.html>

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Rapidly producing quotes can also result in higher sales productivity. These systems also make it easy to put special pricing and offers in front of the customer at the point of decision. The associativity of intellectual property is a common PLM mantra, and quotes need to be configured just like the products. Quickly delivering higher quality quotes can lead to higher close rates and increased revenues. This can improve sales productivity and reduce the need for deep expertise in product configuration to develop quotes. Many companies have to iterate between sales and engineering to produce a final bid, so doing much of this work automatically can be a benefit. In addition, only processing valid orders reduces back office overhead staff and costs. Depending on the solution these bids can be delivered in multiple media, including mobile, which can be a boon to the sales team. All part of building a good relationship with customers.

There are other ways of using managed data to enhance the user experience. Visualization has long been a part of most companies PLM implementations. They are now looking beyond just visualizing virtual products during development to deploy virtual reality/augmented reality (VR/AR) technology to let prospective customers experience their new car, plane, building, or furniture before they buy (or often before it is fully designed). How better to align with what your customer wants than letting them experience it for themselves? Companies like Mercedes are applying their PLM managed data far downstream, creating applications for first responders. They can use their mobile devices to augment an accident scene with the internal components of a Mercedes car, helping to reduce the risk that first responders cut or pry in locations that might be dangerous.³ Efforts like these can give customers peace of mind, one part of Mercedes brand identity.

Conclusion

In today's highly competitive landscape, manufacturers must do everything possible to attract new customers and maintain loyalty among existing customers. Part of acquiring customers and keeping them is continuing to delight them with your bundle of products and services. Your offerings are defined, in part, using PLM strategies and enabling solutions that manage the intellectual assets generated from idea through life. CIMdata's market research, confirmed in our consulting engagements, suggests that a large percentage of industrial companies rely on legacy solutions 10 or more years old to power their product development processes. New requirements, like for smart connected products, require more up to date, enhanced solutions that can help ensure that customer requirements are addressed at every development stage.

CIMdata is already seeing the benefits of PLM-enabled digitalization in a range of industries. One current success story is the application of CPQ solutions that can enhance the buying experience while ensuring that only profitable quotes are put in front of customers. Companies are also leveraging managed information to apply AR/VR to business problems like virtual market research to 3D work instructions. We believe this is just the beginning. As companies become more skilled in the new PLM capabilities needed to create and leverage smart connected products, CIMdata expects to see more use cases and business models that will help delight customers and ensure their continued loyalty.

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

³ <https://techcrunch.com/2016/07/27/ar-in-mercedes-benzs-rescue-assist-app-gives-first-responders-an-inside-look/>

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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

Aras Acquires SofTech Srl to Expand Operations and Meet PLM Demand in Southern Europe

2 August 2018

[Aras](#) today announced it has acquired SofTech Srl to expand direct engagement with customers and meet increasing demand for Aras PLM in Southern Europe. SofTech Srl, a subsidiary of SofTech Inc., has been a long-standing, strategic implementation partner for Aras when engaging leading aerospace and automotive customers in Italy. Aras' new office in Milan, Italy adds to the company's existing European footprint that includes France, Germany, Switzerland, and the United Kingdom. All current SofTech Srl employees are remaining with the company and will become employees of Aras.

Aras' expanded direct presence is critical for on-the-ground collaboration with enterprise customers who are embarking on complex digital transformation initiatives. Using the flexibility of the Aras PLM platform, manufacturers are able to employ agile implementation to rapidly transform their existing product development architecture and deliver fast time to value.

Andreas Mueller, SVP of European Operations at Aras said, "The addition of SofTech Srl to Aras solidifies our long-standing partnership and now provides a foundation for direct growth in Southern Europe. The SofTech team has played an important role in our success with customers such as Leonardo, and the addition of their expertise is a key piece in scaling our operations."

Dante Cislighi, General Manager, SofTech Srl said, "Aras has experienced tremendous growth and momentum as manufacturers realize their existing processes and IT architectures no longer suffice. Today's products are simply too complex for legacy systems. We see that first hand working with customers, and have deployed the Aras platform to solve the most complex product challenges that other PLM systems were not able to address. We now look forward to contributing directly to Aras' growing story."

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Siemens strengthens its digital enterprise leadership with acquisition of mendix

1 August 2018

Siemens has signed an agreement today to acquire mendix, a pioneer and leader in cloud native low code application development. Under the agreement, Siemens will pay in cash €0.6 billion to acquire the

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company. Mendix will retain its distinct brand, culture and continue serving customers across the full range of industries with its unique platform and broad ecosystem and community. Siemens will continue to invest in mendix's independent product roadmap, continuing its legacy as the most-innovative, open low-code cloud platform. Mendix will be part of the software business of Siemens' Digital Factory (DF) Division, with the mendix platform also deployed across other Divisions.

As enterprises invest to digitalize their operations, demand for business applications is growing significantly faster than the capacity of IT organizations to deliver them. Low code application development platforms provide features for rapid development, deployment and execution of applications in the cloud.

“We acquire mendix to extend our leading position in digitalizing the industrial world, which is a cornerstone of our Vision 2020+”, said Klaus Helmrich, member of the Managing Board of Siemens AG. “Mendix is a leader in the rapidly expanding low-code segment and their platform will help our customers to adopt MindSphere even faster by accelerating cloud-based application development for the Industrial Internet of Things (IIoT)”, he added.

“As part of our digitalization strategy, Siemens continues to invest in software offerings for the Digital Enterprise. With the acquisition of mendix, Siemens continues to add to its comprehensive Digital Enterprise and MindSphere IoT portfolio, with cloud domain expertise, cloud agnostic platform solutions and highly skilled people,” said Jan Mrosik, CEO of the Digital Factory Division.

Mendix was founded in 2005 in Rotterdam, Netherlands and is headquartered in Boston, Massachusetts. The company has over 400 employees and its software-as-a-service business model results in over 90 percent of sales being recurring. Siemens expects mendix to continue to experience strong growth in the future in both its existing customer segments and across the Siemens customer base. Mendix will accelerate Siemens' current cloud, IoT and Digital Enterprise software capabilities. Mendix will also continue to deploy its technology to customers and partners across all verticals and technology ecosystem.

“When we pioneered the low-code market over a decade ago, we had a bold vision to help customers change the way they build software, but we never imagined the oceanic opportunity that's now in front of us,” said Derek Roos, co-founder and CEO of mendix. “I'm thrilled to accelerate our vision at a much larger scale with the incredible team, assets, industry know-how and footprint of Siemens behind us. Being part of Siemens will allow us to serve our customers even better by accelerating our R&D vision, adding a much larger pool of go-to-market resources, and leveraging an enormous global infrastructure. And we'll do this while maintaining our unique culture, brand and R&D capability that has allowed us to become the leader in our space – I can't think of a better outcome for our customers, community, partners and team.”

Mendix was named a leader in the Gartner “2018 Magic Quadrant for Enterprise High Productivity Application Platform as a Service”, placing furthest for completeness of vision for the second consecutive year, and a leader in the Gartner “2018 Magic Quadrant for Mobile App Development Platforms” for the second consecutive year.

Closing of the transaction is subject to customary conditions and is expected in the first quarter of fiscal year 2019. Siemens expects to achieve synergies through a combination of revenue growth and anticipated margin expansion, representing a net present value of more than €0.5 billion. Additionally, the transaction is expected to be EPS accretive within four years from closing. Derek Roos will remain CEO of the company and join the Siemens PLM Software senior leadership team.

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Company News

Altair Launches Global Startup Program for New Tech and Emerging Markets Entrepreneurs

31 July 2018

[Altair](#) announced the immediate availability of its simulation-driven innovation™ software to qualified startup companies through its newly formed [Altair Startup Program](#). Tailored specifically to the unique needs of the startup community, the global program offers preferential pricing for its simulation-driven design, computer-aided engineering, cloud computing and Internet of Things software solutions. The program also provides no-cost expert consulting to quickly ramp-up startup organizations with the industry's leading multi-physics optimization platform, [Altair HyperWorks™](#), used by thousands of manufacturers worldwide.

“The startup community has always been at the forefront of innovation in new and high-growth markets of shared interest,” says Michael J. Kidder, SVP of Corporate Marketing of Altair. “This program provides a powerful vehicle for Altair to connect more directly with hardware startups to help mitigate product performance and financial risks early, realize a successful exit and cost-effectively scale for growth with Altair’s open-architecture simulation solutions.”

The program includes full-featured access to all Altair software titles, more than 150 Altair Partner Alliance software applications, instructor-led / online / self-paced training courses, expert consulting support and numerous co-marketing opportunities to build startup brand awareness.

“My business could not exist were it not for Altair and our working relationship has been absolutely fantastic,” says Adam Wais, Owner and Startup Co-founder of Rolo Bikes. “We chose HyperWorks because it offers us the most powerful tools for our optimization and development tasks all within one suite. I’m not sure we’d have been able to take what we had to market without Altair.”

The Altair Startup Program is also available and can be customized for business incubators and accelerators who are interested in expanding the resources available to support startup portfolios. SMB companies falling outside of the Altair Startup Program qualification criteria may still apply for incentivized offers to get started with Altair solutions.

For more information regarding the Startup Program, Altair is hosting a 30-minute webinar on August 2nd at 1:30pm ET for startup organizations, incubators and accelerators, and startup funding and support ecosystem. [Register here](#).

To learn more, register for the webinar and to apply to the Altair Startup Program, please visit www.altair.com/startup.

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CIMdata PLM Industry Summary

ANSYS Appoints Nicole Anasenes and Glenda Dorchak to Board of Directors

2 August 2018

ANSYS, Inc. today announced the expansion of its board of directors from eight members to ten, effective July 31, 2018.

Joining ANSYS' board are:

Nicole Anasenes has spent her 20+ year career in tech building and transforming businesses. She currently serves as the Chief Financial Officer and Chief Operating Officer of [Squarespace](#), a fast-growing software platform that empowers millions of people to share their stories, build their businesses and engage their customers with an impactful, stylish online presence. Since joining Squarespace, she's been helping the business transform to support continued growth and change. Prior to her current role, she was Chief Financial Officer of Infor, one of the largest providers of enterprise applications in the world. During her tenure at Infor, she helped lead the transition of their business model into a SaaS model, which changed the growth trajectory of the company and transformed the way its clients consumed enterprise applications. Before joining Infor, she spent 17 years with IBM in various leadership positions in Corporate Finance, M&A and market development. Her roles spanned hardware, software and services and included driving businesses in both mature and emerging markets. She holds an MBA from The Wharton School of the University of Pennsylvania and a Bachelor's degree from New York University.

Glenda Dorchak is a technology industry veteran with deep leadership and operating expertise running hardware and software businesses in the computing and communications technology sectors that enable today's Internet of Things. Her operating expertise was groomed over 22 years with IBM where she held a broad set of management and executive roles including General Manager PC Direct North America and global Customer Relationship Marketing executive for the Personal Systems Group. She went on to become CEO of pioneering e-retailer Value America before joining Intel Corporation as Vice President & COO Intel Communications Group and later holding several VP & General Manager roles including GM of the Consumer Electronics Group. Her focus on connected embedded products and technologies continued with CEO roles at software providers Intrinsyc and VirtualLogix. Ms. Dorchak also served as EVP & General Manager Global Business for Spansion, a leading provider of non-volatile memory solutions that was acquired by Cypress Semiconductor. She currently serves on the boards of Mellanox Technologies, Energy Focus and Quantenna.

Ajei Gopal, President and CEO of ANSYS, said, "Ms. Dorchak and Ms. Anasenes are outstanding additions to our board of directors. We expect to benefit greatly from their tremendous expertise in technology, finance and governance, as we seek to leverage their business acumen to continue our momentum and execute our Pervasive Simulation strategy." Ronald W. Hovsepian, lead independent director of ANSYS, added, "Nicole brings valuable finance and operations expertise, while Glenda brings tremendous technology and governance expertise to our Board. Both are accomplished executives with extensive experience at leading technology companies. Glenda will be a member of the Compensation Committee and Nicole will become a member of the Audit Committee."

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ASSESS 2018 Congress Announces PSRE as a Gold Sponsor

2 August 2018

[ASSESS Initiative](#) is proud to announce that Piping Systems Research & Engineering Co. (PSRE Co), will be a Gold Sponsor for the upcoming [ASSESS 2018 CONGRESS](#), to be held at Chateau Elan Winery & Resort, Oct 28th -30th, 2018.

“We are sure that further progress of industry cannot be achieved without comprehensive and effective usage of Engineering Simulation tools by all engineers and designers in their everyday activity” stated Leonid Korelstein, VP of R&D, PSRE Co. “We are very glad to support the ASSESS Initiative and its Annual Congress as part of the collaborative effort of ASSESS to bring together thought leaders from various organizations to take action on improving the awareness and value of Engineering Simulation to the industry.”

The ASSESS 2018 Congress is the 3rd annual congress for ASSESS organized to “enable” both strategies and relationships related to significantly increasing the use and benefit of Engineering Simulation. Key business drivers are forcing a “simulation revolution” to overcome the issue of required expertise which is limiting the expansion of Engineering Simulation usage. The theme of the ASSESS 2018 Congress is “Launching the Engineering Simulation Revolution.”

[Registration for the ASSESS 2018 Congress](#) is by invitation only and is limited to 115 attendees. Registration will close either when all available seats are taken but no later than October 24, 2018.

PSRE Co has also agreed to be a Silver Sponsor of the ASSESS Initiative activities outside of the annual congress.

“PSRE Co has been an active participant and supporter of ASSESS since its inception and we appreciate their continued support of and participation at our annual congress and in our activities outside of the congress,” says Joe Walsh, CEO and Co-Founder of the ASSESS Initiative.

The ASSESS Initiative was formed to bring together key players, both users and developers of simulation software, to guide and influence the software tool strategies for performing model-based analysis, simulation, and systems engineering with a vision “To significantly expand the use and benefit of software tools for model-based analysis, simulation, and systems engineering in the engineering applications domain.”

The [ASSESS Initiative Membership](#) program provides the ability for the ASSESS Initiative to expand its efforts and community benefits beyond the annual congress. The ASSESS Membership Program is appropriate for all organizations engaged in Analysis, Simulation, and Systems Engineering activities related to Engineered products & processes. The ASSESS Membership Program is offered in individual or group memberships. Active ASSESS Initiative Members receive access to [Members Only](#) content on the ASSESS website and a discount on the ASSESS Congress Registration Fees.

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CIMC’s Selection of ThingWorx Enables Smart Manufacturing, Lowering Plant Operating Costs and Increasing Production Efficiency

2 August 2018

CIMdata PLM Industry Summary

PTC today announced that China International Marine Containers (Group) Ltd. (CIMC) successfully launched its smart manufacturing pilot project, ‘IoT + MES,’ built on [PTC's ThingWorx® Industrial Innovation Platform](#).

Echoing the concept of ‘Made in China 2025’ and efforts to promote the deep integration of the Internet, big data, artificial intelligence, and the real economy, CIMC has been committed to innovation and promoting the development of smart manufacturing. Its subsidiary, Qingdao CIMC Reefer Container Manufacture Co., Ltd (QCRC), took the lead in piloting the integration of IoT and Manufacturing Execution Systems (MES).

As the overall platform for the QCRC pilot project, ThingWorx will connect to the company’s MES to form an integrated factory information platform and data application consumption platform to achieve full-course visual operations, conduct big data analysis of major technologies, and ultimately help reduce operating costs and increase production efficiency.

ThingWorx is the industry leading, award-winning Industrial Innovation Platform from PTC that includes technologies and tools that enable users to rapidly develop, deploy, and extend apps and augmented reality experiences. ThingWorx contains a broad set of features, including a variety of connectivity options, application development tools, and analytics all built around a single, real-time view of a physical object in the digital world.

Thus, ThingWorx supports remote data collection of connected devices, enables independent and secure connection between devices, manages devices/sensors, and integrates with multiple enterprise-level systems. The big data learning and analysis function in ThingWorx will also enable predictive maintenance and reduce energy consumption and unplanned downtime of those devices. QCRC project leaders will be able to understand the factory’s operations, abnormalities, and warnings in real-time, as well as future production trends.

“The QCRC pilot project, ‘IoT + MES,’ is a case where information technology is used to solve the problem in business management. It provides data for operations, management, and decision-making,” said Jinjie Pan, CIO, CIMC. “This is our capacity-building effort to integrate automated devices and an information-based platform, and it is also our exploration of the integration of automation and informatization. The on-time launch of this project is a testament to our capability of organizing and rapid delivery.”

“We are excited to see a leading organization like CIMC utilize PTC’s ThingWorx platform to truly embrace the industrial IoT for smart manufacturing and digital transformation,” said Jerry Liu, DVP and president of Greater China, PTC. “We believe the successful launch of this pilot project will accelerate CIMC’s informatization development, facilitate its digital transformation, and promote the development of smart manufacturing in the Chinese market.”

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NASA and Autodesk experiment with 3D-printing robots to build human habitats on other planets

30 July 2018

From the Autodesk blog:

“The first artifact that NASA has printed using this approach is a Jersey barrier – one of the modular

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barricades, typically made of concrete or plastic, that you often see separating lanes of traffic near road construction zones. In order to withstand vehicle impact, Jersey barriers must be tough and durable – characteristics that are desirable for human dwellings as well. So far, the regolith/plastic composite has proven to be strong and dependable, in addition to being relatively lightweight.

Based on NASA specifications, Autodesk’s Advanced Consulting team designed the barrier using tools such as [Fusion 360](#) and [PowerMill](#) to comply with structural as well as robotic extrusion requirements while achieving significant weight reduction. Autodesk also developed the software to control the industrial robot arm – fit with a specialized end effector designed by NASA – to enable free-form additive manufacturing without the need for outside support or scaffolding.

‘Additive manufacturing technology has the potential to revolutionize the way we do construction here on Earth, too,’ said Massimiliano Moruzzi of Autodesk’s computational science research group. ‘If we can repurpose plastic pollution and use readily available natural resources to robotically print houses on Mars, we can use the same approach to sustainably build streets, sidewalks, and even playgrounds here at home.’”

To read the full article with graphics, please visit <http://blogs.autodesk.com/inthefold/nasa-and-autodesk-experiment-with-3d-printing-robots-to-build-human-habitats-on-other-planets/>

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PROLIM Awarded ISO 9001:2015 Certification by German firm TÜV NORD GROUP

3 August 2018

PROLIM is proud to announce it has been awarded ISO 9001:2015 Certification in accordance with TUVNORD CERT procedure by the International Organization for Standardization.

To receive the ISO 9001 certification, PROLIM underwent an evaluation process that included quality management system audit, system documentation review, pre-audit, initial assessment, and clearance of non-conformances, all of which work to identify corrective actions that eliminate non-conformance to the quality management standard

PROLIM’s decision to work towards ISO 9001 accreditation proves a commitment to providing high-quality and continuous service to clients, as well as an ongoing investment in technology, development, and processes and procedures.

“I am proud of my team for their achievement, which proves their commitment to ensuring quality and providing world class service to our loyal customers. Providing excellent quality in everything we do is built into PROLIM’s DNA. Taking the final step and choosing to go through the ISO certification procedure confirms that PROLIM quality assurance maintains the highest standards. It is a promise to our customers that we will work unceasingly to become better. We will never rest,” Prabhu Patil, CEO.

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Siemens' Product Engineering Software group certified for PLM Openness, demonstrating digital enterprise integration excellence

26 July 2018

Siemens announced today that its Product Engineering Software (PES) organization, which includes [NX™](#) software, has been certified for conformity with the international Code of PLM Openness (CPO). Openness in this context relates to the potential for integrating software into a digital enterprise, where a multiplicity of software applications across product design, analysis and manufacturing need to share data throughout the enterprise and its supply chain. The new certification gives product lifecycle management (PLM) software customers the benefit of a rigorous assessment of vendor openness, which can help them understand, for example, how well the software will integrate into their existing IT landscape, and how the software might be adapted to their particular needs. As an open software vendor, Siemens PLM Software delivers solutions that interoperate effectively with third-party applications through the use of interfaces and industry standards which empowers customers to modify software for business-specific processes. Siemens also recognizes the importance of hardware compatibility in support of the high investments that customers make in their IT infrastructure.

“Openness has long been an integral part of the technology we offer and the way we do business. When vendors lock in customers, they restrict customers’ selection of new, best-in-class applications, or inhibit the flow of data through legacy applications,” said Bob Haubrock, senior vice president of Product Engineering Software for Siemens PLM Software. “We succeed by competing on product value, while adopting an open business model that doesn’t hamper customer choice.”

The Code of PLM Openness was established in 2012 among software customers, vendors and service providers, to develop a common understanding of the importance of openness by recognizing the challenges that customers face when software vendors do not engage in open practices. The initiative is supported by more than 70 major partners worldwide, and is driven by prostep ivip, an international association committed to solving problems and developing modern standards for the manufacturing industry.

“The engineering and manufacturing of products is becoming more complex and relies on an ever-increasing spectrum of software solutions and services. Vendor openness is key to reducing the high proportion of customer expenditure that's required to integrate the different solutions,” said Steven Vettermann, manager for Openness & Japan, prostep ivip. “Openness also provides vendors like Siemens PLM Software with competitive advantages. A culture of openness stimulates supplier trust among customers who fear being locked into a particular portfolio of solutions, and facilitates partner networks that accelerate innovation and help to offer flexibility and agility to their customers.”

As a founding member of the Code of PLM Openness, Siemens PLM Software was among the first software vendors to engage in openness certification, initially focusing on its NX software. The new certification measures a software vendor’s compliance with the CPO, rigorously examining how well the openness criteria are satisfied by an organization in terms of its management culture, customer focus and quality management system, for example. A thorough evaluation, comprised of documentation audit and employee interviews, was conducted by the independent auditor, TÜV Informationstechnik GmbH. Following a successful evaluation, the certificate was awarded to Siemens PLM Software in June 2018.

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Events News

Africa Sourcing and Fashion Week 2018

20 July 2018

4th AFRICA SOURCING AND FASHION WEEK (ASFW) will open doors from 1st until 4th October 2018 to the entire cotton, textile, apparel, leather, technology and home décor industry incl. whole sale, retail, boutique stores and the hospitality industry.

Currently the textile and apparel sector in Ethiopia employs 47.000 people. According to government plans the number of skilled labor will increase to 350.000 within the next 5 years in 12 industrial parks. Two of the already operating industrial parks are environmentally friendly. The Ethiopian government has declared economic initiatives through opening state owned companies to foreign investors or shareholders. This will help the country in professionalization of the state owned companies and bring in foreign currency. This initiative and the recent peace process with the neighbouring country Eritrea has brought positive echo from various governments of the world including the UN, IGAD (Intergovernmental Authority on Development) and Africa Union.

Ethiopia plans to establish itself as a new center for the international textile industry. For 2018, the government expects an export volume of \$ 1 billion. According to the plans of the Ethiopian government, by 2025 the country should reach a "middle-income status" and become the largest production hub in Africa. In addition, a lot of investments for the infrastructure are already made and are still planned. Tax advantages and cheap loans should attract investors. Europe and the U.S. are supporting trade with favorable customs conditions and infrastructure projects. Investors benefit from low wages and energy costs. ASFW's conference takes up the topic of investment by a panel presented by the government of Ethiopia.

At AFRICA SOURCING AND FASHION WEEK (ASFW) over 250 international manufacturers and exporters from 25 countries will showcase their products and innovations to over 4.000 trade professionals and sourcing industry from around the world. The show in 2017 has already grown more than 30% in exhibitor and more than 5% in visitor numbers. ASFW 2018 is not only a platform for manufacturers from the East African region but for manufacturers from the entire African continent. For the first time at ASFW, over 12 new South African manufacturers of leather products will present their expertise and products to international fashion brands and buyers. Launched at ASFW Page 2 ASFW Addis Abeba, 1 to 4 October 2018 in 2017 the unique WALK FOR BUSINESS project will connect more than 25 high-end African designers from South, West and East Africa with international buyers and fashion brands for future collaboration. Known as Africa's only trade show for technology, ASFW offers a huge platform for famous machines for production of clothing, textiles as well as dyeing and finishing incl. suppliers of chemicals. ASFW consists of textile, apparel, technology, leather, footwear and home décor and fashion design. Textile, apparel and technology will be presented though TEXWORLD Addis Abeba, APPAREL SOURCING Addis Abeba and TEXPROCESS Addis Abeba.

Theme of 4th ASFW CONFERENCE will be "Sustainability in Production" and "Transformation in Technology". There will be a special conference on "Continental Free Trade in Africa". In addition, an Investment panel will highlight investment opportunities in Mauritius, Madagascar, Kenya and Ethiopia. Government of those countries will inform about current situation and their support. AFRICA

CIMdata PLM Industry Summary

SOURCING AND FASHION WEEK is organized in partnership with Messe Frankfurt Exhibition GmbH, Ethiopia Textile Development Institute (ETIDI) and Ethiopia Textile and Garment Manufacturers Association (ETGAMA). The event is endorsed by Ethiopian Government. For more information please visit www.asfw-online.com

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Kyvos Insights' Ajay Anand to Speak at Meetup on Breakthroughs in Business Intelligence on Big Data

30 July 2018

Kyvos Insights, a big data analytics company, today announced that Ajay Anand, the company's vice president of products and marketing, will participate in a complimentary meetup titled "[Breakthroughs in BI on Big Data](#)" held at [Zillow](#) in San Francisco.

The event will explore how information technology (IT) professionals can utilize breakthrough technologies to make their business intelligence (BI) systems and tools effectively perform in today's rapidly evolving IT environments. BI is the leading big data use case for many organizations - a [recent survey](#) found that 70 percent of enterprises consider it the most important - but most BI tools can't handle the scale of today's data sets. Also, the performance of traditional SQL on Hadoop solutions decreases dramatically when numerous users query the same information at the same time.

As a result, despite significant investments in related infrastructure like data lakes, most organizations are not able to achieve the promise of their big data or empower business users to interactively uncover or utilize the insights within it. In fact, only 25 percent of respondents felt they are deriving substantial value from their big data investments, according to Kyvos Insights' [research](#).

The panel discussion will be followed by a question and answer period. Attendees will gain actionable information on how breakthrough innovations address these issues while empowering thousands of technical and business users to process, analyze and act on their big data simultaneously with nearly instantaneous response times.

"Data volumes are growing rapidly and the speed with which insights are needed is accelerating," said Anand. "Now it's possible for thousands of concurrent users to analyze and query Big Data at massive scale with nearly instantaneous response times, on both on-premises infrastructures as well as in the cloud."

Details Include:

- What: "[Breakthroughs in BI on Big Data](#)"
- When: Wednesday, August 1, 2018 from 6:00pm – 9:00pm Pacific Daylight Time
- Where: Zillow - 535 Mission Street, Suite 700 in San Francisco
- Who Should Attend: IT and business professionals interested in acting on the insights within their organization's data
- Cost: There is no cost to attend

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- RSVP: Attendees are asked to register for the event [here](#)

The meetup will be moderated by Carol Fan, director, operations research at [SoFi](#). Panelists include Junaid Saiyed, VP product management and engineering of [Birst](#), Inc. Additional panelists will also be announced shortly.

About Ajay Anand: As VP of Product Management and Marketing at Kyvos Insights, Anand oversees the company's implementation of OLAP on Big Data technology to provide business users with the ability to visualize, explore and analyze Big Data interactively. Before joining Kyvos Insights, he served as the director of product management at Yahoo! and, later, founded Datameer and served as its first CEO. He has a master's degree in business administration and computer engineering from the University of Texas at Austin and bachelor's degree in electrical engineering from the Indian Institute of Technology.

The world's fastest BI on big data platform, Kyvos enables organizations to create a BI Consumption Layer that allows organizations to create data cubes with near limitless scalability and performance. To learn more about Kyvos visit www.kyvosinsights.com or request a demonstration at: www.kyvosinsights.com/request-demo.

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Financial News

Aspen Technology Announces Date of Fourth-Quarter Fiscal 2018 Financial Results Release, Conference Call and Webcast

30 July 2018

Aspen Technology, Inc. today announced that it will release financial results for its fourth-quarter and fiscal year ended June 30, 2018, after the U.S. financial markets close on Wednesday, August 8, 2018.

AspenTech will host a conference call and webcast presentation on August 8, 2018 at 4:30 p.m. (Eastern Time) to discuss the company's financial results, business outlook, the implementation of ASC Topic 606 and related corporate and financial matters.

To listen to the earnings call, participants need to utilize the live dial-in number (833) 713-6081 or (702) 374-0603, conference ID code 1967135. The supplemental webcast presentation about ASC Topic 606 will occur at the end of management's prepared remarks and prior to the live Q&A session. To view the webcast, interested parties will need to log on to the Investor Relations section of AspenTech's website, <http://ir.aspentech.com/>, and click on the "Webcast" link. After the webcast presentation, participants should return to the live dial-in number for the Q&A session.

A replay of the call and webcast presentation will be archived on AspenTech's website and will also be available via telephone at (855) 859-2056 or (404) 537-3406, conference ID code 1967135, through September 23, 2018.

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Autodesk Extends Invitation to Join Financial Results Conference Call

1 August 2018

[Autodesk](#), Inc. today announced that it will broadcast its second quarter fiscal 2019 financial results conference call live via its website Thursday, August 23, 2018 at 2:00 p.m. Pacific Time. Autodesk will host a live webcast call at www.autodesk.com/investors. An audio replay webcast and podcast will also be available after 5:00 p.m. Pacific Time on our website at www.autodesk.com/investors. For more information, please call Autodesk Investor Relations at 415-507-6373.

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CENIT with sales increase of around 39 percent in the first half-year

2 August 2018

After six months, CENIT AG was able to significantly increase its total revenues and those of third-party software. However, EBIT declined, mainly due to declining sales figures for the sale of own software.

During the first six months, CENIT group generated sales revenues of EUR k 82,113 (prior year: EUR k 59,279/38.5%). Sales revenues in CENIT's consulting and services segment increased by 3.0% to EUR k 24,695 (prior year: EUR k 23,975). Sales of third-party software increased by approx. 84.7% to EUR k 50,504 (prior year: EUR k 27,337). Sales proceeds from CENIT's proprietary software decreased from EUR k 7,800 to EUR k 6,782 (-13.0%).

The gross yield (operating output less cost of materials) amounted to EUR k 42,658 (prior year: EUR k 35,841), representing an increase of 19.0%. CENIT achieved EBITDA of EUR k 4,047 (prior year: EUR k 5,184/-21.9%) and EBIT of EUR k 2,581 (prior year: EUR k 4,187/-38.4%). Results per share were EUR 0.21 (prior year: EUR 0.29).

Orders Development

During the first six months, the group-wide order intake totaled EUR k 90,270 (prior year: EUR k 55,769). On 30th June 2018 orders in hand amounted to EUR k 53,635 (prior year: EUR k 29,805).

Asset and Financial Situation

On the balance-sheet date, equity capital totaled EUR k 34,224 (31 Dec. 2017: EUR k 40.855), accounting for an equity ratio of 41,9% (31 Dec. 2017: 46,8%). On the balance-sheet date, bank deposits and liquid assets totaled EUR k 19.926 (31 Dec. 2017: EUR k 23.692). The operative cash flow was EUR k 10,375 (prior year: EUR k 3,388).

Employees

On 30th June 2018, CENIT group employed 748 staff (prior year: 606). Group-wide personnel costs for the reporting period were EUR k 29,720 (prior year: EUR k 23,880). Outlook

For the current year, the CENIT Group expects sales of around EUR 175 to 180 million. Based on the course of business so far, CENIT AG expects EBIT of around EUR 10 million.

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Please visit CENIT's homepage for the full 6 Months Report 2018: www.cenit.com/reports.

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Stratasys Releases Second Quarter 2018 Financial Results

1 August 2018

[Stratasys Ltd.](#) announced financial results for the second quarter of 2018.

Q2 2018 Financial Results Summary:

Revenue for the second quarter of 2018 was \$170.2 million, compared to \$170.0 million for the same period last year.

- GAAP gross margin was 49.1% for the quarter, flat compared to the same period last year.
- Non-GAAP gross margin was 52.5% for the quarter, compared to 53.0% for the same period last year.
- GAAP operating loss for the quarter was \$1.9 million, compared to operating loss of \$5.0 million for the same period last year.
- Non-GAAP operating income for the quarter was \$10.6 million, compared to operating income of \$11.1 million for the same period last year.
- GAAP net loss for the quarter was \$3.6 million, or (\$0.08) per diluted share, compared to a net loss of \$6.0 million, or (\$0.11) per diluted share, for the same period last year.
- Non-GAAP net income for the quarter was \$8.1 million, or \$0.15 per diluted share, compared to Non-GAAP net income of \$9.2 million, or \$0.17 per diluted share, reported for the same period last year.
- Net R&D expenses for the quarter amounted to \$23.7 million, an increase of 1.9% compared to the same period last year.
- The Company generated \$13.0 million in cash from operations during the second quarter and ended the period with \$346.7 million in cash and cash equivalents.

“Our second quarter revenue was in-line with our expectations for the period, as we saw recovery in high-end system orders in North America and in certain verticals, specifically our customers in government, aerospace, and automotive,” said Elchanan (Elan) Jaglom, Interim Chief Executive Officer of Stratasys. “We are pleased with the increased adoption we are seeing for our production-focused solutions, including our new F900 Aircraft Interiors Certification Solutions (AICS) 3D Printer and our J700 Dental 3D Printer, both of which address the unique needs of production applications in their respective verticals for aerospace and dental. We continued our positive trend of cash generation and operational discipline, while we also continue to ramp up our investments in our core FDM and PolyJet technologies, new metal additive manufacturing platform, advanced composite materials, and software and application development.”

Financial Guidance:

Stratasys today reiterated the following information regarding the Company’s guidance for projected revenue and net income for the fiscal year ending December 31, 2018:

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- Revenue guidance of \$670 to \$700 million.
- GAAP net loss of \$41 to \$25 million, or (\$0.75) to (\$0.46) per diluted share.
- Non-GAAP net income of \$16 to \$27 million, or \$0.30 to \$0.50 per diluted share.
- Non-GAAP operating margins of 4.5% to 6%.

Stratasys also updated the following guideline regarding the Company's projected performance and strategic plans for 2018:

- Capital expenditures are projected at \$30 to \$40 million, compared to previous projection of \$40 to \$50 million.

The Company's guidance reflects increased investments in R&D, tools, materials, and additional resources aimed at expanding addressable markets by accelerating development efforts for the new metal additive manufacturing platform, further advancements based on its FDM and PolyJet technologies, and specific go-to-market initiatives in order to deepen customer engagement.

Given the expected ongoing negative impact of not recording a tax benefit on U.S. tax losses on the Company's non-GAAP net income, the Company believes that the rate of growth in its non-GAAP operating income will be the best measure of its performance.

Non-GAAP earnings guidance excludes \$32 to \$34 million of projected amortization of intangible assets; \$17 to \$19 million of share-based compensation expense; and \$7 to \$9 million in reorganization and other related costs; and includes \$4 to \$5 million in tax expenses related to non-GAAP adjustments.

Stratasys Ltd. Q2 2018 Conference Call Details

The Company plans to hold a conference call to discuss its second quarter financial results on Wednesday, August 1, 2018 at 8:30 a.m. (ET).

The investor conference call will be available via live webcast on the Stratasys website at www.stratasys.com under the "Investors" tab; or directly at the following web address: <https://edge.media-server.com/m6/p/2hp76z7i>.

To participate by telephone, the domestic dial-in number is (866) 394-5776 and the international dial-in is (409) 350-3596. The access code is 7497765.

Investors are advised to dial into the call at least ten minutes prior to the call to register. The webcast will be available for 90 days on the "Investors" page of the Stratasys website or by accessing the provided web address.

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Product News

Applied Math Modeling Releases CoolSim for AutoCAD 2.0 Allows Users to set up CoolSim models within AutoCAD

10 July 2018

Applied Math Modeling Inc. announced today the immediate availability of CoolSim for AutoCAD 2.0,

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an add-in for AutoCAD that allows users to set up and export data center designs directly from AutoCAD to the CoolSim data center CFD modeling application. In addition to direct geometry transfer, users are also able to define the object type, airflow direction, as well as load parameters including IT rack power consumption and CRAC (Computer Room Air Conditioner) cooling capacity within the AutoCAD application. To view a demonstration of this new add-in, please use this link.

“Many of our CoolSim users utilize AutoCAD to record the layout of their data centers. With this new revision of our popular CoolSim for AutoCAD add-in, AutoCAD users can now define entire rack row definitions all at once, including the rack name, airflow direction, and thermal loads from within the existing AutoCAD drawing. The AutoCAD data can then be exported directly to CoolSim for downstream thermal analysis” said Paul Bemis, CEO of Applied Math Modeling. “This speeds up the overall CFD modeling process significantly by eliminating the tedious task of rebuilding the model within the CFD analysis tool.”

CoolSim Add-in for AutoCAD Features:

- Room definition including height, supply plenum, and ceiling return plenum definitions.
- CRAC definitions including height, airflow direction, and cooling capacity parameters.
- IT rack row definitions including rack labels, height, airflow direction, and thermal load.
- Perforated tile definitions including percent area open parameters.
- PDU (Power Distribution Unit) definitions including height and thermal load.
- The ability to define underfloor cable trays or airflow obstacles such as underfloor beams.

“From the beginning, CoolSim was designed to deliver industry leading price/performance while providing outstanding ease-of-use so users don’t have to climb a steep learning curve,” said Bemis. “CoolSim for AutoCAD continues this tradition by greatly speeding up the CFD model building process, allowing the geometry and respective parameters to be defined and extracted directly from AutoCAD. For companies that utilize AutoCAD for their data center layout representation, this new add-in is a significant time saver.”

Once the AutoCAD export is opened in CoolSim, the model can be submitted to a hosted high-performance computing (HPC) cluster for processing using ANSYS®/FLUENT (CFD) technology. After the simulation is complete, HTML output reports and 3D visual images are produced for analysis by the user. This mechanism allows users to perform multiple “what-if” studies of their data centers to determine the optimal placement of existing equipment, evaluate new or alternative designs, or visualize the effect of adding new equipment to an existing data center.

Industry’s Only SaaS Model

Applied Math Modeling continues to drive down total-cost-of-ownership (TCO) for customers by delivering CoolSim using a hosted Software as a Service (SaaS) model that includes the software and the computational capacity to perform the complex CFD calculations.

“No longer do users have to pay the high annual license fees, or invest in expensive local computer servers to use a CFD-based data center modeling tool,” Bemis said. “With CoolSim, users can leverage the same technology used in the aerospace and automotive markets at a fraction of the cost of ‘local processing only’ solutions. Using the CoolSim subscription model, occasional users can select a plan that meets their specific usage needs.”

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Arena Solutions Introduces Requirements Management Software, Increasing New Product Introduction Success

30 July 2018

[Arena Solutions](#) today announced Arena Requirements Management as part of its Summer 2018 software release.

[Requirements Management](#) complements the Arena Tickets issue management solution to bring design teams together, allowing them to manage new product development (NPD) requirements and issues, in addition to enhancements for future iterations and new product work—all connected to the existing product record and quality processes.

With this release, Arena capitalizes on the product record, product project management, and quality processes customers use within the platform by providing connected development requirements, as well as issue and enhancement management capabilities. With all NPD requirements managed within the context of the entire product record, customers gain transparency across product teams to collaborate and make proactive adjustments from early concept to new product introduction (NPI).

Successful NPI is the first strategic goal for all product companies, yet the latest LNS Research survey reveals only 56 percent of new products meet all NPI success criteria set by companies; 70 percent of NPIs experience delays and 67 percent exceed budget.* Requirements planning is a common challenge to NPI—with teams engaging too late, lacking consistent or formal processes, or operating with disparate systems and data sources.

Arena's latest release addresses these challenges by expanding support of product realization processes to better document, analyze, trace, prioritize, and control changes throughout the NPD and NPI stages. With this support for collaborative NPD, product companies can make informed decisions, achieve higher quality, avoid cycle delays, and ensure compliance traceability.

"The Arena summer release of Requirements Management in conjunction with Tickets broadens Arena's product realization platform to provide more collaborative solutions that help our customers reach strategic product goals of innovation, quality, compliance, and market timing," said Arena CEO Craig Livingston. "Our customers can now employ the valuable product lifecycle management discipline with a single source of the product record back to the earliest concept and requirements management phases to improve transparency and control between all impacted stakeholders."

"This latest release will help remove future obstacles in our new product development and introduction processes," said Michelle J. Potvin, director of quality assurance and regulatory affairs at Swan Valley Medical. "By creating more transparency and collaboration between our development teams, we can achieve timely and successful NPI launches."

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ASM International Upgrades Materials Information Online with GRANTA MI Version 11 Release

13 July 2018

ASM International announces major upgrades to Materials Information Online (MIO) Digital Databases, taking advantage of enhancements to the underlying materials information technology platform with GRANTA MI Version 11 and the GRANTA MI:Explore app. The upgrade will streamline the ASM Digital Database user experience and provide new consumption capabilities for users to access updated, peer-reviewed, and convenient information on a variety of cutting-edge materials science information databases.

In addition to improved search and browse capabilities due to the platform enhancements, ASM has added and updated over 14,500 records across the nine ASM Digital Databases.

Ron Aderhold, ASM's Chief Operations and Information Officer, stated, "Our members have told us they desire a streamlined way to access ASM's depth of content and requested improvements to the interface of our MIO offering. In cooperation with Granta, we have been able to respond quickly and affirmatively to those requirements. This response reflects the significantly higher IT and data management capabilities now resident in ASM due to our digital transformation."

The release of ASM Digital Databases with GRANTA MI Version 11 and MI:Explore app will begin now with the ASM Medical Materials Database™. All the ASM Digital Databases will roll out with this upgrade and functionalities within the third quarter. For more information and to subscribe to ASM's Digital Databases visit, www.asminternational.org/materials-resources/online-databases or contact our Digital Database manager at onlinedbsales@asminternational.org.

According to ASM CEO, Bill Mahoney, "This new interface using GRANTA MI Version 11 and the MI:Explore app for our Materials Information Online offering exemplifies our strengthening collaboration with Granta. ASM intends to remain current and closely aligned with Granta, on a continuum from release levels to market strategies, for the foreseeable future."

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Centric Software Fits into the Third Dimension

31 July 2018

Responding to market demand for innovations to digitally transform product design and development, Product Lifecycle Management (PLM) leader Centric Software announces the availability of a new 3D Sample Review mobile app.

Fit is a key component of a brand's DNA yet it is also an enormous challenge for fashion and apparel companies to execute. In the era of inclusive and adaptive design, apparel makers work to meet consumer demand for clothing that fits a variety of body shapes, heights and sizes. With 3D technology gaining in maturity across fashion and retail, businesses are turning to 3D, virtual reality and augmented reality tools to meet rising customer expectations and solve the fit challenge.

The traditional fit review process is one of the most time-consuming and expensive parts of getting a product from the design stage to final production for retail. A live fit model tries on each physical

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sample in order for it to be perfected by a team of product designers, developers and pattern-makers who take pictures of the garment on the model, direct corrections to one another and make notes. Back at their desks, photos have to be uploaded to a computer, edited and uploaded again to a PLM system, and notes have to be typed up or transferred. This process is followed for every sample. In addition, samples are time consuming and expensive to procure and track.

Several years ago working with innovation partner Fast Retailing, Centric Software introduced the Sample Review mobile app for PLM and dramatically transformed the fit review process of physical samples. Using a smartphone or tablet, product development teams take photos and add comments in Centric PLM in real time during fit review sessions to reduce rework and save time. Now, Centric has taken this technology a step further with 3D Sample Review mobile app.

“In response to feedback from our key innovation partners and Customer Advisory Board, we have developed a virtual 3D sample request and review tool,” says Humberto Roa, VP of Innovation at Centric Software. “With Centric’s 3D Sample Review mobile app, users review digital samples created by 3D vendors or in-house artists in virtual fit scenarios, add comments and receive amended digital samples without leaving the PLM environment. These digital assets can be attached to style data and incorporated into active line plans, giving an up-to-date view of where each product is in the sampling and review process.”

“The most obvious benefit of 3D sampling is that it saves a huge amount of time, money and labor and increases the number of design iterations,” continues Roa. “Making physical samples involves a significant material and labor cost, and typically takes a couple of weeks per iteration. Inevitably there are changes to be made, another sample is produced, the reviewing cycle continues. It can take months to produce a final sample and begin production whereas with 3D, design and fit iterations are quick thus more design proposals can be reviewed prior to go to market.”

“Centric’s 3D Sample Review cuts out many steps from the traditional sampling process, reducing time to market and improving the quality of the final product. In addition, photo-realistic visualization of a design concept supports rapid decision-making and greater accuracy in costing, Bills of Material (BOMs) and the manufacturing process.”

Centric’s 3D Sample Review mobile app was developed in partnership with Fast Retailing and presented at PI Apparel New York City in June 2018.

“We are excited to announce that we are adding significant 3D capabilities to Centric PLM, beginning with 3D Sample Review,” says Chris Groves, President and CEO of Centric Software. “Responding to market demands, we continue to develop innovative, digital transformation solutions to drive growth and competitiveness.”

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KISTERS AG and Razorleaf Partner on New Aras Connector for 3DViewStation

2 August 2018

Today [KISTERS AG](#) announced that it has entered into an agreement with [Razorleaf Europe](#) for the development, support and sales of new versions of Aras integration software, which will replace the existing KISTERS products. This development, supported and delivered by Razorleaf’s new European operation, will be available for subscriptions in the near future.

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KISTERS' Visualization Technologies division develops the market leading 3D CAD viewer and DMU application platform, 3DViewStation, which is optimised for integration into PLM, ERP, MES, QA, Parts Catalog, MRO and Configurator systems. Currently KISTERS has an integration product for Aras, the leading PLM platform. The new product available from Razorleaf will be called '[Aras Connector for 3DViewStation.](#)'

KISTERS has made this change as part of its strategy to focus on its core Visualisation platform and to work with specialist partners for PLM Integration/connectors; Razorleaf has a demonstrable and proven capability for the Aras PLM Platform, being an Aras partner for many years.

Germar Nikol, Director of Visualization Technologies at KISTERS says, "We are pleased that Razorleaf, a long-term Aras partner with deep PLM knowledge, has taken over the responsibility for this integration. We can now put all our energy into 3DViewStation product development, making it even faster, allowing it to load even more complex CAD data, and continuously adding functionality per our customers' requirements."

Michael Welti, Managing Director at Razorleaf Europe says, "This is the first product to be developed by the new Razorleaf European operation, and reflects on the value of partnerships to Razorleaf and KISTERS. There are further developments planned for the Aras integration that will re-enforce 3DViewStation as the go-to Enterprise Visualisation platform on Aras for companies with large and complex product development. Importantly, this integration platform will further allow Razorleaf to implement a single 3DViewStation Enterprise Visualisation instance across a multi-PLM implementation, e.g. Aras and 3DEXPERIENCE."

According to Eric Doubell, CEO of Razorleaf Corporation, "We are pleased to be able to support KISTERS with this rollout of new versions of Aras PLM integration software. PLM has become an essential component of the modern, model-based enterprise. Both SMBs and larger businesses can now more easily access and employ price-competitive PLM tools that allow them to work more efficiently and achieve integrated digital thread/digital twin strategies."

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TCS Launches Jile™ to Help Digital Enterprises Embrace Agile Delivery at Scale

1 August 2018

Tata Consultancy Services (TCS) announced the launch of Jile™, the first of its kind Agile DevOps product-on-cloud to plan, deliver and track Agile programs within the enterprise.

Built by Agile teams and for Agile teams, Jile™ is a comprehensive platform that transforms software application development and delivery in enterprises, and drive the Agile culture and mindshare across the business.

Jile™ applies Agile methods to large-scale, multi-site program execution, which require scalable Agile approaches, empowering companies in their digital transformation journeys to become Business 4.0 enterprises. Jile™ enables an enterprise to envision their IT Initiatives in alignment to their core business objectives and subsequently equip project teams with the right set of tools, processes and controls to deliver value to their stakeholders continuously.

According to Melinda Ballou, Research Director, Agile Application Lifecycle Management, Quality and

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Portfolio Strategies, IDC Research, "Digital Transformation is real. DevOps ALM automation tools such as Jile can become key factors for transitioning companies to systemic Agile DevOps execution, supported by organizational and process change strategies. With the need for multiple releases per year for business-critical applications, products like Jile can be core enablers for the application development and delivery life-cycle."

"Business 4.0 is at the core of digital transformation globally and Jile is a significant aspect of our strategy to enable it. Jile™ is developed with a vision to inspire and empower every Agile team in their journey towards improving business processes through software," said Vijayalakshmi Gopal, Business Head – Jile™, TCS. "Jile™ is easy to try, buy and use, offering a unique, intuitive and simplified user experience. Jile™ can help globally distributed Agile teams to continuously innovate, build and deliver the best in the shortest possible time."

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What's New in Autodesk Netfabb 2019

19 July 2018

From the Autodesk blog:

“Netfabb 2019 is here! This latest release brings updates to two of the most powerful Netfabb features: simulation and latticing, in addition to new features focused on improved productivity – from new support actions, to machine workspaces and new cloud viewing.

Simulation:

Cloud based, multi-scale, metal powder bed process simulation is now available for Netfabb subscribers beginning at the Premium tier.

With metal additive manufacturing, the stakes are high. Materials are expensive and lead times are continually compressed. The ability to anticipate your outcomes can often save the day, and the project. From additive consultancies to industrial innovation labs and research facilities, industry leaders turn to Netfabb Simulation. Now, this same simulation capability is available in the cloud, allowing you the ability to pay for simulation only when you need it.

Here's how it works:

Netfabb simulation uses a multi-scale modeling approach.

- For ultimate accuracy, input machine parameters and material properties to develop your PRM file.
- Simulate large complex parts with a fully predictive part-scale simulation which captures the complex thermal and mechanical interaction between parts during the build process.
- As you see in the chart below, the cloud credit cost for a PRM file is fixed, but part-scale simulation is dependent upon the complexity of your parts. When you submit a simulation, you will receive a price for the simulation cloud credit cost and have the ability to proceed or stop.(...)"

To read the rest of the release with images, please visit

<http://blogs.autodesk.com/netfabb/2018/07/19/whats-new-in-autodesk-netfabb-2019/>

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Zuken Addresses Complexity Challenge with E3.series 2018

24 July 2018

The latest release of Zuken's electrical and fluid engineering solution, [E3.series](#), addresses the challenge of growing complexity within today's products and processes. Key enhancements lie in the areas of topology planning, modularity support and variant handling, which are designed to support the requirements of manufacturing companies using modular product design to control complexity.

Other highlights include:

- Extended access to detailed information in electrical and fluid diagrams, cable plans and formboard drawings to increase productivity.
- Further automation of the autorouting functionality for cabinet layout in [E3.panel](#).
- Polish language support.

Joachim Frank, E3.series Business Manager, says: "Most of the enhancements in [E3.series 2018](#) have been developed in close collaboration with our global customers; in many cases to support their efficiency improvement programs. Zuken extended the modularity and variant management functions empowering the configuration management capabilities we recently introduced with our engineering data management environment [DS-E3](#)."

Modular project support

E3.series has long offered design reuse support. Proven sub-circuits and fluid plans can be stored in a library and loaded into new designs with the aid of powerful auto-connect functionality. With E3.series 2018, sub-circuits can be imported and exported, together with their node assignments and attributes. Attributes of all related nodes can be exported automatically, maintaining their inheritance properties, reducing manual effort, and creating the prerequisites to automatically generate projects with configuration tools.

Efficient variant handling

The management of circuit variants and options has been extended with the ability to display multiple connectors with different variants and options in a single symbol. E3.series allows users to select individual configurations from 150% designs in the feature tree, from which individual configurations can be filtered. The related text, connection targets, and wires placed on the connection line are displayed automatically, as variants or options are activated in the feature tree.

Topology planning

With the growing adoption of modular product architectures, upfront planning and evaluation of device

placement is assuming growing importance. Topology planning in E3.series has been enhanced to support loading and connecting of installation spaces to open connections. Unplaced components can be placed either into an installation space or together with an installation space.

Extended access to device and connection properties

Access to device properties and connection details in schematic, cable plan and formboard drawings has been enhanced to support the requirements of advanced users. A preview symbol is now displayed automatically when selecting a component in the device tree. Device table configurations can be stored as templates, so that the appropriate information for different process steps can be provided. User defined representations, such as corrugated tubes on curved connections, can be generated in the fonts library and applied to all graphical elements.

Ease-of-use

Ease-of-use has been further enhanced by additional sorting and selecting capabilities in [E3.schematic](#). Connections can now be sorted by assignment or location only, in addition to the existing sorting option by both assignment and location. Conductors in dynamic cable and wires can be renamed in alphabetical order, and selected object types (e.g. text) can be excluded or filtered from connections. The automatic routing of cables in [E3.panel](#) now also considers name equivalents in addition to equivalent symbols, so that wires can be connected precisely to their intended terminal.

For more information, see www.zuken.com/e3series-whatnews

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