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CIMdata News

3DEXPERIENCE Customer FORUM: A Focus on North America: a CIMdata Commentary

21 November 2013

Key takeaways:

- *Dassault Systèmes emphasized their commitment to the North American market and to enabling its clients' need for innovation and transformation.*
- *Dassault Systèmes made a clear distinction between their 3DEXPERIENCE platform and V6 architecture. This should help many who may not fully grasp Dassault Systèmes' strategy and associated terminology.*
- *Multiple Dassault Systèmes client presentations clearly illustrated the value they are receiving by using Dassault Systèmes' 3DEXPERIENCE platform.*

On November 12-13, 2013, some 1,000 Dassault Systèmes clients, prospects, partners, and employees gathered for the North American 2013 3DEXPERIENCE Customer FORUM at the Aria Resort & Casino in Las Vegas, NV (with another 2,500 participating via live video feed). The sizable gathering

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included 70% more customer presentations than in 2012. Dassault Systèmes' Mr. Bruno Latchague, Global Sales Strategy and Operations, 3DS Value Solutions and Managing Director, North America, introduced the two key messages reiterated throughout the event early—Dassault Systèmes' 3DEXPERIENCE platform and the company's dedication to the North American market. He emphasized that Dassault Systèmes has supported the North American market for over 25 years and that they continue to evolve to support the changing dynamics of the market. He further emphasized that the company is highly committed to working locally with its clients in the United States and Canada, and reminded the audience of Dassault Systèmes' North American presence.

The North America support theme was further emphasized by the next speaker, Mr. Scott Berkey, SIMULIA CEO, who stated that Dassault Systèmes has over 2,700 employees in the region and six of ten DS brands are based in North America. Berkey used Dassault Systèmes' 3DEXPERIENCE platform to present facts about the company's North American presence, including Dassault Systèmes' partner economy and educational outreach programs in North America. Berkey also emphasized Dassault Systèmes' commitment to the North American market and made comments about the support team that Dassault Systèmes has in the region. Bernard Charlès, the President and CEO of Dassault Systèmes would later restate this when he took the stage. The message was clear: Dassault Systèmes, based in Vélizy, France, is doing what it takes as a global company to provide its support and expertise in North America to the level needed and expected by its clients.

The Forum's keynote guest speaker was Ms. Lynn Tilton, CEO of Patriarch Partners. Her message was one of rebuilding American manufacturing. Ms. Tilton, a Yale-trained poet, said "I feel like I stand at the nexus of dream, reality, history and the future." During her tenure at Patriarch Partners, Ms. Tilton championed American manufacturing by acquiring and guiding numerous companies back to financial health. She stated that her organization is currently responsible for 75 companies, who employ a total of 150,000 workers. She stressed her dedication to transforming American manufacturing, as stated on the Patriarch Partners' web site: "I have dedicated my life to saving American companies and preserving American jobs proving that making money and making the world a better place are not mutually exclusive options." Her talk was well received by the audience as it echoed the main theme of the Forum. This emphasis continued with the event's next speaker, Bernard Charlès.

Mr. Charlès began by emphasizing Dassault Systèmes' investment in the North American market over the last 18 months. He stated that Dassault Systèmes wants to be a local company with global reach, one that helps transform American manufacturing by supporting product, nature, and life optimization. Mr. Charlès stressed that Dassault Systèmes is enabling companies and their need to design, deliver, and support experiences, not just products. He went on to comment that all Dassault Systèmes' brands will work together on one platform—the 3DEXPERIENCE Platform, and by doing so, companies will be able to connect the dots (e.g., connecting people, data, and organizations). As usual, Mr. Charlès' presentation was inspirational with a number of visionary elements. Many of his messages were echoed by the Forum's next keynote presenter, Ms. Monica Menghini, Executive Vice President in charge of Industry, Marketing and Corporate Communications.

Ms. Menghini picked up where Mr. Charlès left off. She focused on how Dassault Systèmes has ten brands (e.g., CATIA, ENOVIA, DELMIA, and GEOVIA, to name a few) and one platform (i.e.,

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3DEXPERIENCE) supporting twelve industries. Furthermore, she emphasized that the company has a total solution approach that enables companies to create experiences for their customers. Ms. Menghini provided some compelling examples of using the platform in the transportation and mobility industry, as well as the banking industry where products are created, regulated, configured, and supported in similar ways as products are in the discrete manufacturing industries. The client presentations that followed illustrated her main points, including comments from Paul Lomangino of Tesla Motors, Jonathan Mallie from SHoP, and John Wyzykowski from Pratt & Whitney Canada.

Mr. Mallie's presentation focused on Architecture, Engineering and Construction (AEC), an area that many consider as non-traditional, from a mechanically-oriented PLM application perspective. (It is important to note the CIMdata has long included AEC in our definition of the PLM Economy.) He clearly articulated how and why AEC firms should use 3D design and other supporting tools. He illustrated his firm's use of Dassault Systèmes tools in their development of Brooklyn's Barclays Center. He also stressed that AEC firms need to think more about engineering design up front and less on site reengineering. AEC firms need to consider repeatability and can learn from manufacturing companies how to shorten construction and improve on-site resource utilization and first-time fit.

The forum's industry keynotes concluded with presentations from Bill Cecil from MeadWestvaco (MWV)—a global packaging solutions company, and Andrew Gaynor, from the Oracle Team—the team responsible for recently winning the America's Cup. Both of these presentations stressed their respective 3DEXPERIENCES. Mr. Cecil cited how his firm is using various 3DEXPERIENCES to help dramatically reduce time to market for new packaging solutions. Mr. Gaynor focused on how the Oracle Team used capabilities provided by Dassault Systèmes to quickly re-engineer various components and systems related to their America's Cup winning catamaran. These presentations represented various uses of Dassault Systèmes' 3DEXPERIENCE platform (e.g., MWV's innovative use of CATIA Natural Sketch to dramatically cut down the time it takes to bring new packaging ideas to reality).

After a power packed morning of keynotes, there was much to discuss and digest. Much of the buzz in the halls, at the lunch tables, and in the analyst and media briefing was about the 3DEXPERIENCE platform and how to best describe it. Some still appear to be confused over the words used to describe the platform and the architecture. Having seen and heard many from Dassault Systèmes describe their intent, direction, and strategy it should be noted that the message has become fairly clear. In many ways, Dassault Systèmes is delivering a set of industry experiences that are configurations of a range of Dassault Systèmes solutions and technologies that support specific industries and their specific process-enabling needs. The tools are delivered on the V6 architecture, but they have been configured as an integrated set of process enabling capabilities.

The afternoon was filled with a series of six industry-focused breakouts where multiple Dassault Systèmes' clients discussed the value they are receiving from using the 3DEXPERIENCE platform. The day ended with a networking reception for Dassault Systèmes clients, prospects, partners, and employees in the 3DEXPERIENCE Playground. The "playground" (i.e., exhibition hall) was filled with various Dassault Systèmes displays and approximately 28 partner booths. Technology solution providers, service partners, and others were well represented, including Boxx Technologies, HCL Technologies, IBM, Integware, Kalypso, Microsoft, Technica, and Xchanging.

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Day two saw an additional set of keynotes, many of which reemphasized Dassault Systèmes' commitment to the North American market. The most inspirational keynote was given by Mr. Enrique Legaspi, Chief of Staff, of the i.am.angel Foundation based in Boyle Heights, CA. The foundation was formed in 2009 by will.i.am, an entertainer and creative innovator, "...to TRANS4M lives through education, inspiration and opportunity." Mr. Legaspi spoke about the foundation's partnership with Dassault Systèmes and how Dassault Systèmes' tools are being used to support the transformation that the foundation seeks. He often referred to the enablement of an i.am.3DEXPERIENCE. This presentation was an excellent way to illustrate Dassault Systèmes' commitment in North America and various STEM (Science, Technology, Engineering, and Mathematics) initiatives. Dassault Systèmes' Al Bunshaft, Senior Vice President, and others, spoke about how Dassault Systèmes is supporting STEM initiatives in other cities, including Boston and Detroit.

The second day saw another extensive set of industry "Experience Breakout" sessions; too many for one person to cover completely. Forum attendees could choose from sessions related to transportation and mobility, consumer packaged goods and retail, energy, process and utilities, high tech, industrial equipment, and a few others. Most of these sessions were kicked off by a Dassault Systèmes employee who described the company's applicable 3DEXPERIENCE, followed by a number of customer or partner presentations. The depth and breadth of the sessions was impressive, ensuring that much could be learned by those who were able to attend.

Concluding Remarks

The Forum's core message was clearly delivered by the keynotes and other supporting presentations. Dassault Systèmes emphasized their commitment to the North American market and stressed how they are enabling the required manufacturing transformation that is underway. While some still struggle with fully understanding or perhaps fully appreciating Dassault Systèmes' 3DEXPERIENCE platform strategy and associated terminology, the Forum's content was rich in examples of how Dassault Systèmes is delivering to promise. Many of the Dassault Systèmes client presentations clearly illustrated the value they are receiving by using Dassault Systèmes' 3DEXPERIENCE platform and associated enabling capabilities. CIMdata was impressed with the quality and quantity of the presentations, and expects more in future Forums as the platform continues to expand and deliver additional experiences and customer value.

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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CIMdata Launches New Website

18 November 2013

CIMdata, Inc., the leading global PLM strategic management consulting and research firm today unveiled its new website (www.CIMdata.com), which has been designed to provide those that have any type of interest in PLM with a comprehensive and trusted resource for finding all things related to PLM.

The project, which forms an integral part of the company's 30th year celebrations, was spearheaded by CIMdata's CFO, James Watch. Watch said, "From today our two existing websites www.cimdata.com and www.cpd-associates.com will come together under the cimdata.com umbrella. We are excited to have all our corporate brands – PLM Leadership, PLM Foresight, PLM Transformation, and PLM Success – served by a single, global website."

Peter Bilello, CIMdata's President commented, "With 30 years of experience under our belt, CIMdata is uniquely positioned to understand how important it is for PLM professionals to keep up with PLM industry trends and information. Central to the design of our new website was the desire for CIMdata.com to become the first and last stop for all things PLM. Today we are launching a website we firmly believe will achieve this objective."

The new website offers visitors a new crisp interface, a new home page showcasing the wide variety of free PLM resources that CIMdata has available for industrial users as well as PLM solution providers, system integrators, and services consultants to take advantage of, redesigned navigation, improved access to CIMdata's PLM Community membership benefits, and a new CIMdata on-line store with safe and easy registration for CIMdata events as well as the purchase of Market Analysis reports.

For more information visit the site 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

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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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CIMdata Publishes Simulation & Analysis Market Analysis Report

20 November 2013

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the publication of the first Simulation & Analysis Market Analysis Report, a new module of the CIMdata PLM Market Analysis Report (MAR) series. This new report follows the publication of the Simulation & Analysis (S&A) Market Overview Report earlier this year. The S&A MAR report includes a detailed market segmentation, a discussion of trends in the market, revenues of leading S&A solution providers, and revenue analyses for geographical regions, industry sectors, and historical and projected data on market growth. The report also includes profiles of the leading S&A firms.

“CIMdata is pleased to add extended coverage of this important segment to our PLM MAR series. Simulation & Analysis has been the fastest growing segment in PLM for the last several years and plays a vital role in product and process innovation. We estimate the S&A segment at just over \$4 billion in 2012, and forecast that the S&A market will exceed \$7 billion in 2017, with a 11.9% CAGR,” stated Stan Przybylinski, Vice President of Research at CIMdata. “Given the drive to digital product definition, end users are placing greater emphasis on simulation for virtual product validation,” stated Dr. Keith Meintjes, leader of CIMdata’s Simulation & Analysis Knowledge Council, a group of industrial companies and software and service providers that collaborate to advance the state of the practice in S&A. Keith added, “The emphasis on up-front simulation driven design is resulting in improved capabilities for multi-physics trade studies, optimization, and geometry and topology synthesis. Web and cloud deployment models have the potential to greatly democratize the use of simulation for many more users in smaller companies.”

More information on the CIMdata S&A Market Analysis Report can be found at www.CIMdata.com.

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CIMdata works with both industrial organizations and suppliers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research,

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Hiller Associates and CIMdata Publish Most Extensive Research to Date on Product Cost Management in Manufacturing

18 November 2013

Hiller Associates, the leading strategic consulting firm in the area of product cost and CIMdata, Inc., the leading global PLM strategic management consulting and research firm announce the release of a new research report on Product Cost Management in manufacturing.

Product cost is one of the top attributes that must be delivered by product development. However, very few companies are able to consistently meet their product profit targets at launch. With 70-90% of every revenue dollar in most manufacturing companies being absorbed by product cost, it's easy to see why the cost of a product is so critical to the bottom line. Over the years, companies have turned to a variety of Product Cost Management techniques to control this largest of expenses on the income statement, including:

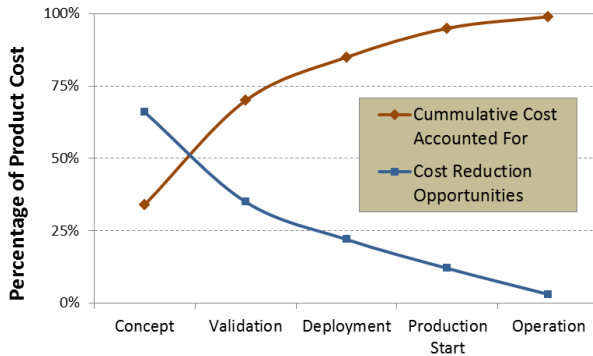
- Purchasing negotiation, make vs. buy analysis
- Spend analytics
- Design-to-Cost (DTC)
- Feature Based Costing (FBC)
- Design for Manufacturing (DFM), Design for Assembly (DFA)
- Competitive teardown and benchmarking
- Target costing and Activity Based Costing (ABC)
- Value Analysis / Value Engineering (VA/VE)
- Parts re-use

Hiller Associates and CIMdata surveyed respondents from many industries and drew upon decades of their own experience in the field to provide a comprehensive report that discusses the state of product cost today and how well companies are doing at meeting cost targets. This report defines each of the Product Cost Management techniques and puts them in perspective. It discusses the priority of cost as a product attribute versus time-to-market, quality, performance, and other product attributes. It also discusses how extensively cost targets are set in industry today, what percent of products meet cost targets, what product cost management techniques companies are using, and what software tools can

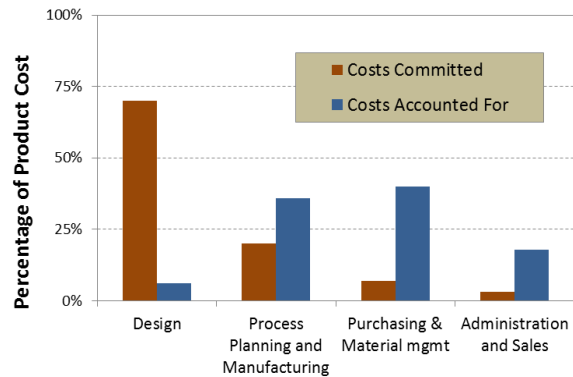
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help.

Hiller Associates and CIMdata analyze what industry experts believe is holding companies back in meeting product profit targets in terms of culture, process, tools, and people. And finally, the report examines how product cost management relates to the belief in that “80% of the cost of a product is determined in the first 20% of the lifecycle?”



Hundal, M.S., 1997, "Systematic Mechanical Designing: A Cost and Management Perspective"



Ferreirinha, P., Hubka, V. and Eder, W.E., "Early Cost Calculation: Reliable Calculations, Not Just Estimation," Design for Manufacturability, DE-Vol 52, ASME, (1993)

Cost Commitment and the Product Development Lifecycle

The Hiller Associates / CIMdata report, Product Cost Management in Discrete Manufacturing, is available for purchase by visiting our website at <http://cimdata.com/en/online-store/plm-reports/product/64-product-cost-management-in-discrete-manufacturing>.

About CIMdata

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About Hiller Associates

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Hiller Associates is a business performance consultancy that specializes in Product Cost Management (PCM), helping discrete manufacturing companies reduce product cost, whether the product is before or after launch.

Our practice sits in the nexus between design engineering, finance, purchasing, and manufacturing. Hiller Associates has helped Fortune 1000 clients save tens of millions of dollars through our Product Cost Management engagements. If you have a challenge with Product Cost Management in culture, process, roles, or tools we would like to help.

Hiller Associates also maintains practices in software product management, financial analysis, inbound marketing, make/buy analysis, strategic planning and market messaging, business plan development and funding, and cost modeling.

Hiller Associates works both independently for clients and with its own resources and with other partners and other consulting experts in order to deliver the best solutions for the end client.

To learn more about Hiller Associates' services, please visit their website at www.hillerassociates.com or contact us at 4729 N. Dover, Chicago, IL 60640, Tel: +1 217.369.8687.

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Navigating the Changing IT and PLM Landscapes: a CIMdata Commentary

19 November 2013

Key takeaways:

- *Competing successfully in today's global market requires continuous management and improvement of your product's lifecycle from ideation through removal from service*
- *Many new technologies are impacting PLM solutions and how manufacturers must use them to optimize their product development lifecycle—Big Data, the Cloud, Mobility, and Social Computing, among others, are driving these changes*
- *HP supports and uses these IT trends in their PLM solutions and services to maximize the benefits and return on PLM investment their customers can achieve*
- *HP provides comprehensive solutions to address PLM—including PLM application implementation and management, integration of PLM with other business systems, IT infrastructure on which PLM is delivered, and business process transformation*

Introduction

Today's manufacturers face continuing pressure as they compete in a fast moving, global marketplace. Addressing global competition, product complexity, time to market, regulations, unit cost, total lifecycle cost, compliance, and quality continually drive businesses to improve how they develop, manufacture

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and service their products. They must balance each of these factors to profitably gain and protect their market share. And they must do all of this in an environment of rapidly changing IT technologies.

Product Lifecycle Management (PLM) solutions are being applied to help businesses work more productively. Companies are investing in PLM to innovate and improve all aspects of their enterprise from customer interaction, planning, product development, manufacturing, and service. At CIMdata's recent PLM Road Map conference, many industrial speakers highlighted that strong partnerships with their PLM solution and service providers is key to ensuring rapid time to value for these investments.

In each of the domains mentioned above, valuable information is created that users need to make more informed and timely systemic decisions. Four technology trends are beginning to have a major impact on PLM—Big Data, Mobility, Social Computing, and the Cloud. Each is also driving changes in our society and businesses.

Big Data is often characterized by four “V’s”: Volume, Variety, Velocity, and Validity. Big Data includes huge quantities of any type of data, social media analytics, next-generation data management capabilities, real-time data, and much more. This information avalanche must be managed and analyzed so that all workers (from the top floor to the shop floor) can gain new insights and make better decisions faster.

Mobile devices represent a technological convergence providing high resolution still and video cameras, local storage, significant computing power, networking, and other functions that can be configured in infinite ways using third-party applications. For many people, their mobile devices are their ONLY devices—their gateway to the Internet, and how they communicate and collaborate professionally and personally.

Social computing is changing the way people interact, communicate, and collaborate. Companies are trying to leverage Facebook, Twitter, and blogs to capture comments on products. They find that they must monitor these media to get feedback (positive and negative) on how their products and services are perceived in the marketplace.

Companies want to use cloud-based solutions to address both infrastructure and software issues and requirements. Companies are substituting physical hardware with virtual hardware and contracting with their service providers to take full responsibility for implementing their PLM solution and maintaining the resulting working environment.

Each of these trends is changing how we work and operate our businesses, and PLM solutions are changing to incorporate them.

The Impact of Technology Trends on PLM

Workers at all levels need better information—from the top floor to the shop floor everyone makes

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decisions. Higher quality information and analytics, delivered just in time and in context, can help people make more timely and accurate decisions, such as:

- What should I make—what do my customers want?
- What do I have that I can reuse—designs, inventory, etc.?
- What are my design constraints—what regulations are applicable?
- How much time do I have to get to market?

The emergence of Big Data is having an impact on PLM by creating a much broader and richer treasure trove of information available for decision making. To deal with the Big Data impact, PLM information searches must expand beyond what is typically stored in the PDM vault or in corporate business systems. Better search and analytics are needed to enable decision makers at all levels to find and use the right information, but only the information they need for the task at hand. Additionally, PLM related Big Data file sizes for parts and assemblies have increased significantly—requiring improved IT infrastructures to maintain acceptable performance levels when searching, sharing, and transferring these large files.

Recent CIMdata research on mobile applications in PLM highlighted some initial tablet-based applications available from the leading PLM solution providers. However, these initial apps are still mostly about consumption and don't do much more than could be done in a Web browser. They don't enable the worker to get the real power of the PLM solution. In CIMdata's opinion, we need new types of mobile applications to support PLM:

- They must provide secure access anywhere, any time on multiple devices
- Apps need to be about much more than just data consumption—they should help users to easily edit, share, make, and control annotations to managed information
- They should leverage location-based information along with other enterprise data to improve how production and service personnel can execute their tasks
- They must combine social input with enterprise knowledge to help social-media savvy workers sift through mounds of ever-increasing data, delivering it in context

As previously noted, Social Computing is also having a major impact on PLM. Some organizations, including PLM solution providers, are using social computing to develop their products, either internally to support the actual development process, or to bring external players into the development process. Others in the PLM industry are embedding social computing technology or techniques *within* their products. Finally, almost all companies, including those in the PLM economy, are using social computing for *marketing* their products. More and more companies use a combination of social computing capabilities to support their business and their products' lifecycles—everything from gathering requirements, obtaining product performance (and failure/incident reports), collaborating during development, and delivering service after sales. Manufacturers need social computing solutions that can help users more easily capitalize on their intellectual efforts no matter what PLM tools they are using while addressing the information overload problem.

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Finally, Cloud-based computing is providing new, flexible PLM delivery paradigms that address many of the issues of traditional PLM delivery. Cloud-based PLM solutions leverage the cloud's ubiquitous access, "infinite" computing resource, and "unlimited" scalability to provide companies a flexible workspace within which personnel in multiple organizations can collaborate using workflows that extend across the full partner enterprise and organizational boundaries. Impact and benefits of Cloud-based PLM include:

- Pay-as-you-go access to applications and computing resources
- Resource flexibility—scale up only when needed for as long as needed
- Speed of deployment and immediate, global access
- Hosted services and environments that do not require investments in infrastructure

Cloud delivery limitations are being addressed and CIMdata expects that PLM solutions will continue to incorporate and take greater advantage of Cloud-based capabilities.

HP a Strong Partner for PLM

Achieving PLM success takes a wide range of technologies and skills. Companies that achieve rapid time to value often have strong partnerships with their chosen solution and service providers. HP, a leader in CIMdata's annual rankings of PLM service providers, has a solid track record of delivering PLM solutions and services to a wide range of global customers. HP PLM solutions incorporate a combination of hardware, software, and services that help companies address the full range of their PLM-related business needs. HP's breadth of services helps companies not only implement the PLM applications needed, but helps them transform how they use those applications, and HP can also provide and manage the IT infrastructure needed to operate their PLM applications and related processes. HP recognizes the importance of Cloud, Big Data, Social, and Mobile, and is investing heavily to deliver hardware, software, and services to take advantage of these trends and help manufacturers meet challenges in developing and producing products.

One of HP's PLM strengths is that they are a global company that is also a PLM user. They have implemented PLM internally as part of their product development process and across their PLM associated supply chain. This internal and supply chain use of PLM helps HP understand the needs of their manufacturing customers, but also drives them to develop and deploy emerging PLM technologies and solutions that support and use the four IT trends previously discussed herein. HP's own PLM transformation is reflected in the breadth and depth of solutions they provide to their customers.

HP can not only address individual business needs including business and technical applications, IT infrastructure and management (hardware and software), domain knowledgeable services, PLM business transformation and more, but HP also looks at the big picture of the business and tailors all of its capabilities for each individual customer to enable them to receive maximum value from their IT investments. CIMdata thinks that this ability to look at the big picture of the business can help HP more effectively optimize the overall business, not just selected domains. This can help increase the ROI of a company's IT investment portfolio.

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All companies should look to achieve rapid time to value in their PLM investments. To help make this a reality, HP created an in-depth approach to rapidly assess an organization and its requirements, and to define an optimal set of solutions and implementation tasks. The HP integrated Manufacturing Enterprise framework is a toolkit that HP has developed and refined for more than a decade. Built upon a model for product development within the context of the integrated enterprise, the framework also includes best-practice processes, bill of IT mapping processes, applications methodologies, and templates and tools to support a company throughout the complete plan-build-run journey of a PLM implementation. HP has also developed a PLM solution to set up collaborative engineering environments that bring together OEMs, JVs, and top-tier suppliers. The HP Quickstart PLM solution includes IT-based implementation and integration methodologies specifically suited to help harmonize PLM enabling solutions and processes across the extended enterprise and speed up the on boarding process of integrating engineering partners.

For technical staff, the HP engineering Virtual Desktop Infrastructure (eVDI) is used to create the integrated environment that leverages Cloud technology. Via a dedicated, secure infrastructure, the HP eVDI solution can deliver a high-performance graphical environment co-located with high-performance computing and product lifecycle management that helps enable better collaboration, IP protection, reduced cost, and faster time to market.

HP also sees the benefits that Big Data and analytics can bring to PLM. HP provides solutions that enable companies to gather and manage information from multiple sources, and to apply business intelligence to all aspects of the business, including product development. They provide services to manage how projects run (i.e., processes, status, information, etc.) so that customers can know “what is going on” within their business in real time. HP can also define and implement a strategy that spans PLM, Enterprise Resource Planning (ERP), and Manufacturing Execution Systems (MES) to create a fully integrated enterprise. Finally, they can deliver and manage the on-site infrastructure, provide Cloud-based hosted solutions and high performance computing centers in any combination to enable customers to best leverage their IT investments and resources.

CIMdata Conclusions

Technology continues to advance rapidly with new capabilities and working paradigms impacting current and future PLM solutions. Companies need solutions that incorporate emerging technologies like Social Computing, Mobility, Big Data, and the Cloud to enable PLM environments that have the flexibility and performance needed in today’s as well as tomorrow’s highly competitive global markets.

Because of the breadth of their software, hardware, IT management, consulting services, and strategic relationships with PLM solution providers, HP has the ability to deliver a suite of solutions and services that span all aspects of PLM implementations. They can support and weave these together for maximum impact, value and IT ROI. Companies trying to deal with PLM and the emerging IT technology trends (i.e., Big Data, Mobility, Cloud, and Social computing) and their associated issues should evaluate HP’s PLM solutions and related services.

About CIMdata

CIMdata PLM Industry Summary

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

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Acquisitions

Trimble Acquires CSC to Extend its Trimble Buildings Group Structural Software Portfolio

21 November 2013

Trimble announced today that it has acquired privately-held CSC (UK) Ltd. headquartered in Leeds, United Kingdom from ISIS Equity Partners LLP and senior management. CSC's products include software solutions for the analysis and design of steel and concrete buildings. Financial terms were not disclosed.

Trimble and CSC share experience in the global building and construction market including a large customer base of engineering organizations. With a strong presence in the United Kingdom, Asia, South Africa, Middle East and U.S., CSC is a strategic Analysis and Design (A&D) partner of Tekla, a Trimble Company since 2011. In addition, CSC's building design software complements Trimble Buildings' solution portfolio.

"The acquisition of CSC reinforces our goal of connecting key workflows across the design, build and operate continuum. It extends our offering to provide complete workflow solutions from design to rebar fabrication," said Risto Rätty, general manager of the Trimble Buildings' Structures Division. "Together with CSC we are looking forward to providing an extended solution to our engineering clients. In addition, we are actively expanding our cooperation with other A&D software companies in different markets around the world."

"Being acquired by Trimble will help CSC strengthen our presence in existing markets and accelerate growth in strategically important emerging markets where we currently have limited presence," said Mark Roberts, CEO at CSC "This offers an exciting opportunity for our products and our people to become part of a truly global business. Trimble will help CSC realize our ambitions far quicker than we could have done by organic growth."

CSC will become part of the Trimble Buildings' Structures Division in the Engineering and Construction segment.

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Company News

Advanced Engineering – Edgecam, Naturally

22 November 2013

Visitors to the Advanced Engineering UK group of events at the NEC saw for themselves that Edgecam's game-changing Workflow tools just got even faster.

Workflow was already renowned for enabling CAD/CAM engineers to apply toolpaths within seconds, but several enhancements in the latest release, Edgecam 2014 R1, give additional control and save even more time.

Although Edgecam was exhibiting in the Automotive section, a number of manufacturers visiting other areas came to see the latest developments in the software. General Manager Raf Lobato says: "This is a key exhibition for the automotive, aerospace and composites engineering sectors, and manufacturers from across the board extremely interested in seeing how they could benefit from producing programs much faster than if they were using conventional CAM systems."

Workflow was specifically designed for manufacturers to reduce costs, improve quality and hit shorter lead times by giving direct access to Edgecam's accelerated toolpath technology. The Workflow enhancements in Edgecam 2014 R1 include:

- A **Machine Feature** command, which allows users to interactively select a feature on their component, which will then be machined. The user can elect to only rough, finish, or rough and finish, meaning they have full control over their manufacturing order, without the need to apply full automation.
- And **Fixture Manager**, which sees the introduction of chucks and collets that can be used for milling and turning. An additional time-saver: the fixture manager will also automatically filter valid and invalid fixtures based on component size, and offer a dynamic placement preview before it is placed on to the component.

Visitors to the stand also saw a wide-ranging array of machining and ease of use updates in Edgecam 2014 R1, including a new chamfering cycle, which is a modern command supporting 2D and 3D geometry. The option to automatically debur sharp edges also removes the requirement to prepare geometry, which is another time-saver. It fully supports cutter radius compensation as well as 3D chamfering.

Support for 3D Normal Offset Output: Surface machining cycles now have an added control to compensate for tool wear on 3D machining toolpaths. This gives greater accuracy and control on tight

tolerance components.

Further enhancements to Edgecam's ease of use include a new design CPL datum marker with colour coded rotation bars and axis labelling. And following on from the introduction of pictures on dialogs in 2013 R2, this has been extended to the 'rough and finish turn cycles' promoting ease of use for new or infrequent users.

Also, Edgecam 2014 R1 introduces an interactive editing tool for re-designing standard dialog boxes. The ability to "Mask" the standard interface allows users to pick which modifiers settings are displayed, empowering them to create command dialogs aligned to their preferred manufacturing methods.

Parts of Edgecam have gone mobile in 2014 R1. The new **Live Job Reports** is designed to be simple, easy and quick for small customers, while being very powerful for advanced users who want to customise it. It keeps the same performance on both small and large databases, easily handling thousands of tools and toolkits. And as this function runs on a website, the client can be a PC, and even a tablet or phone, making it possible to access the reports from the shopfloor on the go, without the need to print.

A new item of functionality in Part Modeler finds fillet radii on third-party imported solid models and allows them to be edited. This **Finding and Editing Fillets on Imported Models** feature aids users preparing CAD data for manufacture.

Other Part Modeler enhancements include advanced loft and sweep commands which allow users to loft dissimilar shapes and add guide curves.

Stand Manager Justin Talboys-Cotton says: "We attracted a lot of visitors on both days of the show. As well as Workflow, they were interested in seeing demonstrations of Edgecam's wire EDM, milling, turning, and mill-turn capabilities."

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Actify Announces Planned Growth of R&D Team

20 November 2013

Actify Inc. today announced the expansion of its Research and Development hub in Edinburgh, Scotland by moving into a larger office space. Actify is currently in the hiring process and the new office will be able to accommodate this expansion. The growth of the development team and the new Edinburgh office signifies Actify's continued progress on the heels of yet another successful fiscal year.

"It is our mission to provide the best solutions to our growing customer base," said Chris Jones, Actify CEO and president. "By expanding the development team in Edinburgh, we will be better able to

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support our customers' ever expanding need of our solutions. The extensive expertise available to us in Scotland is the reason we choose to grow our R&D team in Edinburgh and we are very excited to fill our new, bigger office," concluded Jones.

The new Actify office is located in bustling New Town, a central area of Edinburgh.

For more information on current positions available in Actify's Scotland office, visit: <http://www.actify.com/company/employment/>

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Altium Announces Premier EDA Solutions as EMEA Reseller of the Year

15 November 2013

Altium's UK and Ireland channel partner Premier EDA Solutions has scooped the Altium EMEA reseller of the year award. Recognising Premier's exceptional commitment to the Altium user community in the UK and the significant growth achieved in the region, Altium presented the award to Managing Director Phil Mayo at the recent Electronics Design Show.

"Phil and his team at Premier set exceptionally high standards. Their commitment to customer success, extensive market knowledge and expert technical support for users of Altium's unified electronics design solutions makes for a powerful partnership," said Elmar Dukek, Senior Territory Manager, Altium.

During the company's 20 year history, Premier has won a plethora of awards from Altium and the wider electronics industry at large. This award in particular underlines the fact that Premier has broken sales targets and customer service expectations consistently for over a decade. It also pays tribute to Phil Mayo's extraordinary passion and engagement in supporting the UK electronics industry. Over the last few years Premier has invested in various sponsorship and free training programmes with a commercial value approaching £5M. These activities support schools, universities and other educational initiatives such as WorldSkills in a concerted effort to bring young people into the industry and ensure a bright future for UK electronics.

Alan Graham, Director of the UK based design services provider, Blackstick welcomed the news and commented: "As I've gotten to know Phil, I've seen how he has such a passion for the UK electronics industry. He makes us feel very proud for being part of the same industry and the Altium award is well-deserved."

Some exciting British design innovations developed with the aid of Premier and Altium Designer were showcased at the Electronics Design Show in Coventry last month. These included the solar-powered racing car Endeavour from Cambridge University Eco Racing and Angelic Bulldog, the streamliner aiming to break the world motorcycle land speed record of 400mph.

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AVEVA wins UK tech award for Tech Innovation of the Year

21 November 2013

AVEVA announced that it has won the coveted UK tech award for tech innovation of the year from an impressive field of technology companies in the software, manufacturing and engineering sectors. The award was presented during the first UK tech awards at the Lancaster Hotel in London on 20 November, which was attended by leaders from throughout the UK technology industry.

The tech innovation of the year award was given to AVEVA for the release of its new AVEVA E3D Insight app and was chosen by a voting panel consisting of experts in technology and finance. According to the winning criteria, the tech innovation of the year award is granted in recognition of outstanding success in the commercialisation of new technologies.

'We are honoured to receive the UK tech innovation award amongst such a strong group of finalists. The global team at AVEVA consists of brilliant, dedicated individuals whose hard work ensures that we maintain our technology leadership and it's an honour to be recognised by our peers,' said Richard Longdon, CEO, AVEVA. 'The release of AVEVA E3D Insight was a major achievement for AVEVA. We are leading our market with this exciting new Windows 8.1 app and it provides tremendous value for our customers. I was absolutely delighted to accept the tech innovation of the year award on behalf of the entire AVEVA team.'

AVEVA E3D Insight enables project decision makers in the power, process plant and mining industries to view and approve AVEVA Everything3D™ (AVEVA E3D™) designs from a mobile tablet device. For the first time ever it is possible for a worker on a construction site to contribute directly to an evolving 3D plant design. AVEVA E3D Insight demonstrates AVEVA's commitment to anticipating and meeting changing customer requirements by offering the ability to inspect, comment upon, and approve designs at any time, from anywhere around the world.

The UK tech awards celebrate the success, reward the achievement and raise the profile of the UK tech community. The event has evolved from the very successful techMARK Awards, sponsored by PwC, which concerned only quoted tech companies and which had been held for 13 consecutive years since the launch in 2000. The UK tech awards are positioned to broaden the tech universe and includes not only publicly quoted "techMARK" companies but also AIM tech companies and fast growing and innovative private tech companies.

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C3D Labs Moves to Brand-New Moscow Technology Park Skolkovo

18 November 2013

C3D Labs, part of the ASCON Group, has become the newest resident of Skolkovo, Russia's modern technology business park. Located just outside of Moscow, the park was established to support high-tech developments in an environment similar to Silicon Valley.

C3D originally was a proprietary 3D modeling kernel available only in KOMPAS-3D design software. Plans to commercialize the C3D kernel underwent a rigorous peer review, and as a result was recognized as meeting the criteria set forth by the Skolkovo Foundation.

"Right from when we began our project to release the C3D kernel on the market as a standalone product, we were confident of its success," said Oleg Zykov, Director, C3D Labs. "When independent experts assessed our project and gave it a high score, this boosted our confidence even further. Nine of the ten experts we consulted called the project 'truly innovative' and determined that it has a high commercial potential in the global market."

The project for further developing the C3D geometric kernel at Skolkovo was examined in accordance with the requirements of the Russian Startup Rating (RSR), which aggregates information about Russian startups and then assesses their potential for success. They gave the C3D project an "A" rating, which placed it among the best-rated projects under the RSR.

The recognition is as important to the team as are the benefits available to residents of Skolkovo, whether in the form of marketing support from the Foundation or tax incentives.

"ASCON is a spectacular example of a Russian IT company that achieved its impressive results due to the determination and expertise of its employees," said Vasily Sizov, Senior Project Manager, Information Technology Cluster, Skolkovo Foundation. "And so it's cool for us to see one of ASCON's projects become a resident at Skolkovo, joining a group of outstanding companies in the field of CAD. The C3D geometric kernel is a great addition, because geometric models form the basis of all three-dimensional applications. The C3D kernel stands to win on the global market, and we will do our best to support it."

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CADD Edge Hosts 250 SolidWorks Users at 13th Annual Training & User Event

21 November 2013

CADD Edge, Inc., held its annual training event at MGM Grand at Foxwoods in Mashantucket, CT on November 7 and 8. Over 300 attended, including 250 engineers and designers, as well as 30 CAD

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industry partners.

“We’ve been hosting this event for 13 years and provide two days of custom training, from basic to advanced topics, at a minimal charge – an invaluable investment for SolidWorks users with all levels of experience,” said Marcel Matte, CADD Edge COO.

“All too often we see engineers using the software the way they were trained 4 years ago and they’re missing out on all the new functionality added by SolidWorks. This training removes the blinders and extends the capabilities of each attendee.”

Keynote speaker, Aaron Kelly, Vice President, User Experience and Product Development at SolidWorks kicked off the event by speaking about SolidWorks’ commitment to customer satisfaction and feedback. “CADD Edge hosts a top notch event – it’s consistently a terrific forum for information sharing and live feedback,” stated Kelly. “It’s not often I have the opportunity to interact with hundreds of users in one place, outside of events hosted by SolidWorks.”

Attendees chose from 35 training sessions hosted by CADD Edge application engineers and industry specialists from Stratasys, NVIDIA, CAMWorks and other CAD vendors who are improving engineering design and manufacturing processes.

“I truly enjoyed this event again this year. You all did a great job and I got a great deal out of the program, once again,” said Frank Biolsi from Sonnax Industries. “I have already convinced senior management to approve sending more people next year.”

“This is the best reseller event we’ve attended,” said Katie Hyunh, who was on-site representing NVIDIA GRID™ VCA, a visual computing appliance enabling fast, high quality, remote processing. “It’s well organized and the attendees are highly engaged.”

CADD Edge User Group is held annually in the fall, timed with SolidWorks annual product releases. To get information on next year’s event or to get training on SolidWorks products, contact Susan Leuci at 508-630-8184 or visit the CADD Edge website at <http://www.caddedge.com>.

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CONTACT OpenWorld 2013: With PLM Innovations to Success

21 November 2013

The CONTACT User Meeting 2013 was held on 6 and 7 November in Brühl, near Cologne, and focused on innovation: How can companies leverage their capacity to innovate over the long term and what benefits can be derived from appropriate IT solutions? The over 40 presentations at this year’s user conference provided some answers.

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More than 200 customers, prospects and partners were able to get all the latest about CONTACT's portfolio, including CIM DATABASE PDM/PLM, Project Office for process-oriented project management, and Workspaces for collaborative CAD and CAx data management. The event provided an impressive demonstration of how CONTACT has upped the ante with a new software architecture and an open platform for collaborative product development.

"With CIM DATABASE 10, we have transformed our vision into reality," said CONTACT's managing director Karl Heinz Zachries in his keynote address at the start of the event. He went on to say that CONTACT was continuing to grow and remain profitable and was in excellent shape with an equity ratio of more than 70%. Zachries' aim is to turn the company into a well respected global player going forward. Given the company's high level of innovative drive and customer satisfaction, the modular software kit of the new CIM DATABASE 10 platform architecture, and the high-priority expansion of the partner network, he is certain that it is more than able to rise to the challenge.

Zachries sees one focus of this global expansion drive in the Far East. Recently, CONTACT entered into a joint venture with the Japanese ECAD supplier Zuken. Based on CONTACT's modular software kit and core elements of CIM DATABASE, the joint venture is developing a solution for the ECAD software E3 Series, which will be marketed through Zuken's international sales organization.

With more than 40 presentations, the event had a full agenda. There were a number of parallel breakout sessions offering hands-on workshops, tutorials, specialist presentations and user reports. "It was extremely interesting for me as a system developer," said Petra Kunberger from the Belgian automotive supplier BOSAL, who introduced CIM DATABASE 10 a few months ago. Eberhard Reich from KOSTAL added: "OpenWorld had a number of fascinating topics, such as 3D visualization, to offer automotive suppliers."

Head of development at CONTACT, Frank Patz-Brockmann explained the current product strategy and roadmap. One key feature will be full integration of 3D viewing in the technology platform. The new focus on configuration management also went down very well. Patz-Brockmann said that one of the challenges lay in coping with both design variance resulting from increasing product customization and temporal variance, which is becoming increasingly significant as a result of long product lifecycles and new operator models.

He also underscored the benefits of the new component architecture: It is much faster and easier to configure and maintain products and solutions for a particular target group. Even longstanding customers are surprised at the dynamic development of CONTACT's software platform and the products that are built on it such as CIM DATABASE and Project Office. Peter Sorgatz from BASF Polyurethanes: "Even though we are in close contact with the development team, the roadmap came as a pleasant surprise. For instance, it was new to me that CONTACT would be basing its user interface technology around HTML 5."

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Zachries summed up by saying that "create.together" was CONTACT's recipe for success: "And success comes from creativity coupled with our close collaboration with you, our customers. And for that, you deserve our heartfelt thanks."

You can get a sense of what CONTACT OpenWorld 2013 was like and read more about the presentations [here](#).

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Lectra Appoints Eric Hubert as Deputy Sales Director

21 November 2013

Lectra is pleased to announce the appointment of Eric Hubert as deputy sales director, responsible for sales development. Based at the company's headquarters, in Paris, he reports to Edouard Macquin, Lectra sales director, whose team he has strengthened.

In addition to the worldwide organization already in place for Lectra's major strategic accounts, Eric Hubert's objective is to work alongside the company's numerous subsidiaries in deploying the sales strategy, in order to better serve all its customers. In particular, he is responsible for piloting the deployment and adoption of sales methods adapted to all sizes of company.

"Lectra's customers, spread across the world, present different profiles. In order to better answer their specific needs, we have created an approach that takes into account their specific features," said Daniel Harari, Lectra CEO. "To bring greater value to our customers, we have also started to strengthen our sales teams through a far-reaching recruitment plan."

"Lectra wants to facilitate the development and growth of all its current customers, throughout the world. This is why we favor long-term support, in order to forge tight links and help them optimize their processes with our technologies," commented Edouard Macquin. "To drive and develop our sales organization, Eric Hubert will be able to make use of his 20 years of sales experience in multiple industries."

"It is this proximity to our customers that we must, more than ever, favor and give priority to. They must consider us advisors delivering them high added-value solutions and services. For this, we must go even further in listening to them in order to exceed their expectations," added Eric Hubert.

Eric Hubert has management experience acquired exclusively in sales. He started his career in 1993 with Renault, in the Czech Republic and then in Paris. In 2000 he joined the Timken Company, an American group that manufactures mechanical bearings and specialist steels, where he was a strategic account engineer in the US before becoming sales director for France and Belgium. In 2009, he became B2B

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sales director at Tom Tom Business Solutions, the Dutch group that is the European leader in SatNav systems and fleet management. Eric Hubert is a graduate of ENSAM (*Ecole Nationale Supérieure des Arts et Métiers*) in Angers and Paris, France.

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Maplesoft Expands European Operations with New Regional Headquarters

18 November 2013

Maplesoft expanded its European operations with the opening of a new office in Cambridge, UK. The new office in the United Kingdom will act as the headquarters for the company's European operations, which includes offices in France and Germany.

With the addition of the new Cambridge office, Maplesoft now directly serves 16 European countries, including the United Kingdom, France, Germany, Austria, Switzerland, Ireland and the Nordic countries. In addition to strengthening the company's sales and support services in the region, the introduction of a new European headquarters is an indication of the company's international growth, technology advancement and strong customer support. The company is recruiting for sales, marketing and engineering personnel to be based in Cambridge, UK.

Michael Pisapia, formerly the Managing Director at Adept Scientific, has joined the Maplesoft team as Vice President, Europe. With his experience at Adept Scientific, Maplesoft's reseller in the UK for many years, Michael has a strong combination of engineering, sales, and marketing experience that will benefit Maplesoft's customers in Europe.

"I am delighted to be a part of the Maplesoft team in this new capacity," said Michael Pisapia. "I look forward to working with users and partners in the UK and Nordic countries, with whom we have built relationships over the years, as well as with existing and new users in the rest of Europe. Localizing sales and support in the region will help us serve our user base more efficiently."

"We see strong potential for our technology solutions in Europe," said Jim Cooper, President and CEO, Maplesoft. "Our customer base has grown steadily in this region, and we are seeing increased adoption of our products and solutions. We have strengthened our presence here and brought more focus to the region to underscore the importance of the European market for the company, and demonstrate our commitment to the growing number of customers and partners."

In addition to offices in the United Kingdom, Germany, France, and North America, Maplesoft operates in over 100 countries worldwide through a large reseller distributor network. The company works with leading corporations and academic institutions in Europe, delivering technology tools and solutions covering several industries. Prominent customers in the region include Renault, B&R, University of Oxford, Mitsubishi UFJ Securities international, Liebherr-France SAS.

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Nikken Sekkei and GRAPHISOFT Announce Strategic Partnership

22 November 2013

GRAPHISOFT and Nikken Sekkei, one of the world's largest architectural design firms, announced today their strategic partnership agreement to establish a jointly-funded *BIM Competence & Research Center* for advancing BIM in Japan and South-East Asia.

The multi-year strategic partnership agreement was signed by Keiichi Okamoto, President and CEO of Nikken Sekkei, and Viktor Varkonyi, CEO of GRAPHISOFT, at a special signature ceremony held in the JETRO Business Development Center in Tokyo, in the presence of Viktor Orban, Prime Minister of Hungary. Both companies agreed to build a joint team of BIM specialists and BIM software developers dedicated to developing both software solutions and implementation know-how. This collaboration is not only for improving BIM capabilities, but also driving further BIM implementation in Japan and South-East Asia.

"We feel very confident working with GRAPHISOFT," says Keiichi Okamoto, President and CEO of Nikken Sekkei. "As a result of our multi-year cooperation, ArchiCAD has become our main BIM platform at Nikken Sekkei."

"Working closely with GRAPHISOFT opens up new possibilities for Nikken Sekkei to strengthen its leadership in AEC innovation," added Tomohiko Yamanashi, Executive Officer and Principal at Nikken Sekkei. "Utilizing BIM data helps us make better design decisions much earlier in the design process. We hope to increase the scope of our mutually beneficial cooperation within the framework of our strategic agreement."

"We are proud to be partnering with one of our most prestigious clients on growing and solidifying the role of BIM in Japan," said Viktor Varkonyi, GRAPHISOFT CEO. "Pairing Nikken Sekkei's innovative design with cutting-edge technology will open up new opportunities and helps promote the use of BIM throughout the AEC industry," he added.

"By thoroughly understanding the know-how of Nikken Sekkei, we will be able to ensure that our products meet Japanese standards to an even greater degree," added Bence Kovacs, Vice President of Asia, GRAPHISOFT. "GRAPHISOFT invests heavily in the South-East Asia region to help establish local BIM standards," he continued. "This partnership enables us to serve the entire region better."

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Radan – Becoming More Than an Isolated CAD/CAM System

21 November 2013

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Over 300 sheet metal manufacturers learned how Radan is becoming much more than an isolated CAD/CAM system, when they attended a series of User Group Meetings around the UK.

As well as detailing the wide range of new and enhanced functionality in its 2014 release, they also gave delegates a preview of its developing logistics modules.

Radan Sales and Major Accounts Manager Kevin O'Connor says: "It's all about the evolution of CAD/CAM. We've been a leading CAM supplier to the sheet metal industry for 35 years, but our logistics suite takes us outside our core CAD/CAM. Interfacing with other software such as MRP, along with automating the method in which customers can bring data into their system, is vital for Radan to integrate more fully into a company's complete I.T. structure."

While the first of the logistics modules, Radimport, is available now, Radan Product Manager Olaf Körner previewed Radquote which launches early next year. "Radquote generates quotes for sheet metal parts, tube and bar parts and purchased parts. It provides a full breakdown of costs, and allows each cost area to be altered, giving full flexibility when negotiating. Its reporting system means users can send professional quotation letters and emails, and make internal reports for analysis."

Delegates attending the sessions at Wetherby, Swindon, Leicester, Telford, Dartford and Lanarkshire in Scotland, were told that the other logistics products, Radlink and Radmanager, will also be rolled out during 2014.

Kevin O'Connor says delegates saw there was something new for every type of Radan user in the latest release, 2014, whether they are profiling customers, punching, 3D or 2D. "The new functionality creating the most excitement at the User Group Meetings is within Radan 3D, reducing the time taken to get parts to the nest, from hours of work in some cases, down to minutes. Previously several manual steps were required including unfolding the model, saving as a part and adding the right quantity to the schedule. Now all sheet metal, whether single or assemblies, is unfolded and added to the nest area automatically."

Technical Support Manager Steve Little explained how the Radan support portal helps users get a speedy solution to their manufacturing issues, and how it is creating a customer community communicating with each other providing tips and tricks.

And Kevin O'Connor says it also gives customers an opportunity to have their say regarding the direction future developments in the software should take.

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Events News

ABC and Synergis Team Up to Deliver BIM Training for Contractors

22 November 2013

Associated Builders and Contractors (ABC) today announced a collaboration with Synergis Engineering Design Solutions, a Platinum provider of Autodesk products, to bring Building Information Modeling (BIM) training to ABC contractor members to make them more productive, efficient and profitable. The training is part of a larger effort known as Project Virtual.

"This collaboration is the foundation of an idea that will enable ABC members to work with their clients, eliminate waste and rework, more effectively plan for project success, minimizing design conflicts in a 3D environment, and ultimately deliver that work safely, ethically and profitably for all involved," said ABC President and CEO Michael D. Bellaman. "Together, ABC and Synergis have created Project Virtual, which will provide a customized training and design BIM solution specifically for ABC members."

"We are excited to enter into this partnership with ABC to provide the construction industry access to the latest solutions, tools and training," said Synergis Engineering Design Solutions Vice President Kristen Tomasic. "Project Virtual extends Synergis' reach and allows us to educate ABC members, raise industry awareness and provide our expertise to further the adoption of BIM."

Registration is currently open for classes that will be held in early 2014. Classes are designed specifically for contractors, and will be conducted in an online, interactive format with a live instructor. The initial set of classes will focus both on fundamental and advanced areas of BIM. To see a complete schedule, pricing and information on the classes, visit abcprojectvirtual.com. The training is only open to ABC members and students must have access to the software to participate, so as part of the program, Synergis is offering a discount on most Autodesk products to ABC members.

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Autodesk Brings Autodesk University Extension (AUx) to India

20 November 2013

[Autodesk, Inc.](#) announced the launch of Autodesk University Extension (AUx) in India. AUx is a part of the annual Autodesk University (AU) conference, held in Las Vegas every year and is the world's largest learning and networking event for Autodesk product users. The first ever of AUx in India will be held on Dec. 19, 2013 at The Grand Hyatt, Santacruz, Mumbai. The day-long event will showcase technologies of the future from the Autodesk portfolio and also demonstrate novel applications of design technology by leading design and engineering professionals, animators, visual artists, architects and filmmakers.

CIMdata PLM Industry Summary

The first Autodesk University was organized in the US over 20 years ago and has now expanded to include numerous events that are being held all around the world. AUx Mumbai is the latest addition to the list of global cities that host AUx every year. The others include Dubai, Johannesburg, Jakarta and Mexico City. The one day event in Mumbai would see participation from thought leaders and innovators from the Architecture, Engineering and Construction (AEC), Media and Entertainment (M&E) and Manufacturing industries. It will also provide a great opportunity for design and engineering professionals to upgrade and validate their skills by obtaining Autodesk Certifications at the event and connect with peers and experts - without the cost of traveling to Autodesk University at Las Vegas. Certifications will be provided free of cost for the latest versions of Autodesk software like AutoCAD 2014 Certified Professional, Revit Architecture 2014 Certified Professional, Inventor 2014 Certified Professional, Civil 3D 2014 Certified Professional, 3Ds Max 2014 Certified Professional, Maya 2014 Certified Professional.

Highlights of AUx Mumbai include:

- Keynote address on the "New Era of Design" by Mr Patrick Williams, Senior Vice President, Asia Pacific and Emerging Markets, [Autodesk](#)
- Presentations on the 'Making of Krrish 3' and 'Chennai Express' by National Award winning VFX Supervisors Keitan Yadav and Haresh Hingorani from the post production studio Red Chillies VFX
- Presentation by Mr Anil Saini Director, Design Studio, General Motors India on Digital Prototyping
- Demos on [Autodesk ReCap](#), [3D Printing](#) and [Motion Capture](#) - next generation technologies from Autodesk's portfolio of software
- In addition, IT major Hewlett Packard will showcase their best workstation solutions for professionals who work on intricate 3D models and demand reliable and powerful computing for large and complex datasets.

AUx Mumbai will also have industry specific sessions conducted by technical specialists and Autodesk customers. Notable speakers include Mr S. Jaychandran, Engineering Manager Ports & Harbor, Larsen & Toubro; Rajesh Gupta, Senior General Manager, Louis Berger; Brij Nandan Yadava, Vice President Projects, DLF; Vipul Bhalala, Head, Broadcast Design, Zee Entertainment Enterprises; Dr. Koshy Varghese, IIT Madras; Sathiyasalen, Head Styling Studio, Ashok Leyland; Marx Mani-Head COE, Titan Industries to name a few. For the detailed event agenda, visit: [Get a Glimpse of AUx with the Event Schedule](#).

"As a world leader in 3D design software, Autodesk is empowering design and engineering professionals in India with industry-standard tools and global industry knowledge. AUx Mumbai will inspire participants to harness their imagination and skills to adopt design as a tool to usher in a creative economy in India," said Patrick Williams, Senior Vice President, Asia Pacific and Emerging Markets, [Autodesk](#).

CIMdata PLM Industry Summary

"We are excited to announce the launch of Autodesk University Extension in Mumbai. AUx Mumbai will bring the entire community of Autodesk users and evangelists in India to share, demonstrate and learn the role of design technology as a creative problem solving tool. The first AUx in Mumbai will showcase innovative technology from Autodesk in 3D Printing, Reality Capture, Animation and also innovative projects undertaken by our customers from Architecture, Engineering, Construction, Manufacturing and Media & Entertainment industries. We are confident that the first year of AUx Mumbai will lay a solid foundation to build the initiative for the future," said Pradeep Nair, Managing Director, India and SAARC, Autodesk.

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AVEVA World India Plant User Meetings 2013 announced for Mumbai and Delhi

22 November 2013

AVEVA today announced the AVEVA World Plant User Meetings, India, which are being held in Mumbai on 28 November 2013 and in Delhi on 29 November 2013.

The AVEVA World India Plant User Days are organised for engineers and designers who operate AVEVA software, both in Engineering, Procurement and Construction companies (EPCs) and in Owner Operators (OO) in the plant industries. The main aim of these meetings is to deliver product expertise that will increase technical knowledge and skills that can be applied in practical situations.

This year, the AVEVA World Plant User Meeting in India will comprise two one-day events, in Mumbai and Delhi, to enable the maximum number of AVEVA users to benefit. Each of the two events will follow the same full agenda, focussing on the technical features and functions of AVEVA's Integrated Engineering and Design solution, which uses products from the [AVEVA Plant™](#) portfolio. They will provide detailed technical demonstrations and workshops on [AVEVA Everything3D™](#) (AVEVA E3D™), [AVEVA Engineering™](#), [AVEVA NET™](#), [AVEVA Instrumentation™](#) and [AVEVA Electrical™](#).

'The AVEVA World India Plant User Meeting is a unique opportunity to see demonstrations of our latest technologies including AVEVA E3D and to learn how AVEVA solutions are being used in different industry sectors,' explains Navtej Garewal, Senior Vice-President, AVEVA India. 'It is exciting to be hosting this annual event which is a testament to AVEVA's strength and commitment to our customer relationships in India. We always look forward to seeing our customers, both new and old.'

'The User Meetings are designed to help our customers draw the maximum possible benefit from using AVEVA products. We want to ensure that our EPCs' and Owner Operators' professionals are sufficiently informed and trained to understand how AVEVA products can provide a step increase in the execution of major capital projects using Lean Construction methodologies and achieve best in class performance for operation and maintenance of major assets using AVEVA's Enterprise Solutions.'

CIMdata PLM Industry Summary

AVEVA India customers from the plant industry can register online at: www.avevaworld.com/india.

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BIM9 and Knowledge Trax Ask “Are You BIMplemented?” at Autodesk University 2013

19 November 2013

U.S. CAD announces that BIM9 and Knowledge Trax will be exhibiting at Autodesk University 2013 (December 3 – 5) as part of the launch of the BIMplement initiative.

At booths #2222 and #2322, Autodesk University attendees will have the opportunity to answer the question “Are You BIMplemented?”, learn more about BIM9 and Knowledge Trax, and participate in special customer events.

T-shirt Giveaway Event: On Tuesday night, the first 500 attendees who take a sample Knowledge Trax assessment will receive a complimentary t-shirt. On Wednesday night, attendees who wear the shirt and visit the booths between 7:00PM to 8:00PM will be eligible to win special prizes.

“Our team is very excited to officially launch the BIMplement initiative at Autodesk University,” states Jeff Rachel, Vice President of U.S. CAD. “The attendees here are the perfect audience because not only do they understand and use Autodesk software, they’re also very much at the forefront of the technology and its implementation. We look forward to sharing and promoting the BIMplement initiative to this community.”

BIM9 is a provider of private BIM clouds, a solution that allows design teams to work on large Building Information Models simultaneously from different physical location and on virtually any device. A BIM9 server will be available at booth #2322 for Autodesk University attendees to test the power of a private BIM cloud. For more information, please visit <http://www.bim9.com>.

Knowledge Trax was recently introduced to the market and is a managed learning environment that offers custom education and training based on pre-determined “knowledge gaps”. Autodesk University attendees will have an opportunity to take a sample Knowledge Trax assessment at booth #2222. For more information, please visit <http://www.knowledge-trax.com>.

BIM Task Force, which offers production augmentation services, will also be presented at both exhibit booths. BIM Task Force leverages U.S. CAD’s team of professional BIM experts to help clients meet project deadlines and deliverables. For more information, please visit <http://www.bimtaskforce.com>.

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New MachineWorks Release Supporting Mobile Operating Systems at Euromold

20 November 2013

MachineWorks Ltd has announced a major breakthrough of its MachineWorks development software to be demoed at Euromold, on hall 8 stand G111.

MachineWorks includes support for mobile operating devices for the first time with the release of MachineWorks v7.3. This opens the door for a whole new range of applications on the shop floor.

MachineWorks v7.3 also introduces a wide new range of optimisations. The expertise gathered in the extensive work previously done on multithreading has been drawn on to provide substantial improvements to single-threaded performance and further multithreaded performance improvements. The result is that parts such as complex 3-axis die-mold jobs can now be simulated and verified in much reduced times, often running as much as 3 times faster on single core hardware.

As usual, the new release also contains a raft of customer-requested enhancements, further extending the range and flexibility of the MachineWorks toolkit.

"MachineWorks has developed an "intelligent multithreading" strategy that makes performance even more efficient;" says Mike Nicholson, Sales Director at MachineWorks, "in the new v7.3, multithreading reaches another level, particularly when carrying out massive numbers of cuts so, even when using multiple threads, the engine might decide that a cut would be quicker if done using a single thread and will do so."

To get a more detailed view of MachineWorks latest release, find the team at Euromold on hall 8, stand G111.

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Preview of Polygonica Upcoming Release at Euromold

18 November 2013

MachineWorks Ltd will be showcasing a preview of the upcoming Polygonica release in Frankfurt at Euromold 2013, on Hall 8 Stand G111.

The new release will focus on handling very large models and supporting colour and application data defined on polygonal meshes.

Some mesh solids, particularly those created from point cloud data, contain huge numbers of triangles. New out of core algorithms in Polygonica will allow the entire mesh to be processed a chunk at a time.

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Initially, the new release will support mesh simplification for such large solids. The full range of mesh processing operations, including Boolean Operations, solid healing and offsetting, will be available for very large meshes, without compromising the speed and robustness that underpins Polygonica technology.

The new release will allow colour data to be associated with the mesh, so that the integrity of full colour models can be retained even during complex solid healing and Boolean operations.

"The Polygonica development team is working hard at adding colour support to Polygonica's capabilities in order to support the latest generation of 3D Printers" said Dr David Knight, Polygonica Sales Manager. "Full colour and multi-jet printing is become commonplace within the industry. It is important that this data is retained in a consistent fashion when performing automatic healing operations on solid meshes, such as removal of self-intersections, closing open solids and hollowing out of parts."

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Rand Secure Archive Brings Data Governance to Autodesk University 2013 Attendees

21 November 2013

[Rand Worldwide](#) announced its [Rand Secure Archive](#) (RandSA) division will showcase their data governance solutions for companies relying on CAD for their design engineering projects at Autodesk University (booth #2215) from December 3-5 at the Venetian Resort and Casino in Las Vegas, NV.

“When creating and designing complex mechanical, infrastructure or architectural projects, companies using CAD, BIM and 3D modeling are creating great volumes of data, yet in a recent survey we conducted respondents from these industries said that they oftentimes lack a coordinated approach to managing this increasing volume of data,” says Chris Grossman, senior vice president of enterprise applications at Rand Worldwide. “Commonly companies in this space use a piecemeal approach with some level of backup which is unreliable, not searchable and often doesn’t meet the legal requirements with which many of these companies must comply.”

Data Challenges Faced by Autodesk Users

- The rapid adoption of 3D modeling, Simulation and Building Information Modeling (BIM) is leading to the creation of more electronically stored data than ever before. Not only are file sizes larger, BIM also introduces the challenge of relational electronic data which must be preserved.
- Sharing data between team members and external partners throughout the design-to-build or design-to-manufacture process generates distributed data that needs to be archived and easily accessible.
- Collaboration is the norm for companies sharing designs and models, but changes to the Federal Rules of Civil Procedure (FRCP) have made it clear that proper management of electronically

CIMdata PLM Industry Summary

stored information is essential when working with partners and multiple internal departments on a project.

- Compounding these challenges is the fact that IT departments are being asked to do more with less as they scramble to contain the data explosion.

Dealing with Data Challenges

“Many firms are using version control focused software like Autodesk Vault and Autodesk Buzzsaw,” says Grossman. “These are effective tools and they’re complementary to our data governance offering, but some people are misinterpreting these Autodesk tools as a complete back-up and archiving system which they are not.”

A sister division of IMAGINiT Technologies, one of the largest providers of Autodesk software, Rand Secure Archive offers a purpose-built solution that not only offers direct integration with Autodesk products and the ability to view multiple file formats including CAD files, but also helps manage the rate of data growth with data deduplication technology. This ensures multiple copies of relevant files don’t consume valuable storage space.

Rand Secure Archive is an agentless solution that does not need to be installed on individual machines, allowing access to archived data from anywhere, across multiple devices. It consolidates the activities of multiple applications to provide seamless archiving, data collaboration and eDiscovery, allowing organizations to easily store and retrieve data in order to meet business, legal and regulatory obligations.

To learn more about the business implications of data governance and how to implement a comprehensive data governance solution, visit Rand Secure Archive at booth #2215.

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Three Rand Worldwide Divisions to Participate and Exhibit at Autodesk University 2013

19 November 2013

[Rand Worldwide](#) today announced that nine industry experts from two of its divisions, [IMAGINiT Technologies](#) and [ASCENT - Center for Technical Knowledge](#), will lead 12 sessions at [Autodesk University 2013](#). These experts, and others, will also be available during exhibit hours at the IMAGINiT booth (#1922) and ASCENT booth (#2114) at the conference December 3–5, 2013 at the Venetian Resort and Casino in Las Vegas, NV. In addition to IMAGINiT and ASCENT, the company’s [Rand Secure Archive](#) division will be available (booth #2215) to discuss data governance options with conference attendees.

“Our three divisions participating in Autodesk University this year are excited to launch new products and offerings, teach educational classes and connect face-to-face with customers,” says Chantale Marchand, vice president, Rand Worldwide. “Many of the conversations we have at Autodesk

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University revolve around organizational and operational challenges. Typical conversations go well beyond discussing the best ways to train software users or implement Autodesk software in a way that best fits their processes. We take great pride in partnering with clients to identify solutions that address the tough challenges of defining, creating, automating or streamlining their workflows and managing and archiving the volumes of data that the design engineering process creates.”

The IMAGINiT booth (#1922) offers attendees the opportunity to meet with industry experts and executive management on a variety of topics all focused on optimizing the full value of an organization’s people, processes and technology. Hot topics to ask IMAGINiT’s team include the CAD challenges around BIM, data management, process automation, BIM for Facilities Managers, increasing adoption of new product releases and more. From services such as [Civil 3D](#) and [Revit](#) Health Checks, to [LIVE Online Training](#), to products like [IMAGINiT Clarity](#) and [Scan to BIM](#), IMAGINiT experts go beyond the software to offer a complete solution.

IMAGINiT will also host live demonstrations of IMAGINiT Clarity and Scan to BIM on Wednesday, December 4 from 4:00 p.m. to 7:00 p.m., where attendees will hear how clients are using the products as well as have opportunities to ask questions and give feedback to IMAGINiT’s product development team.

Rand Worldwide’s educational courseware publishing division, ASCENT, also has its own booth located in the Autodesk Authorized Training Center (ATC) Pavilion and Bookstore (booth #2114). As the sole provider of [Autodesk Official Training Guides \(AOTG\)](#), ASCENT authors and trainers will introduce four new Autodesk Official Certification Preparation guides as well as showcasing 36 titles from their 2014 courseware lineup. Books will be available for purchase onsite in both paper and digital formats. ASCENT will also have Autodesk Official Certification Preparation guides available at the Autodesk University Certification Lab to help those preparing for exams.

For a full list of presentations, visit: <http://rand.com/news-events/press-releases/2013/rand-worldwide-divisions-to-participate-at-au2013>

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U.S. CAD Speakers to Present Classes at Autodesk University 2013

14 November 2013

U.S. CAD is proud to announce that several members of its Professional Services team have been selected to deliver classes at the upcoming Autodesk University 2013 in Las Vegas, NV. More than 2,000 proposals were submitted this year for the conference held from December 3 – 5, 2013. The following is a list of U.S. CAD presenters and their class descriptions:

Jerry Motto
Class ID: FM2275

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Class Title: [Partnering for BIM Lifecycle Success](#)

Class Type: Lecture

Date: December 3 at 1:30PM

Description: FM:Systems® Building Information Modeling (BIM) integration software enables architecture, engineering, construction (AEC), and facilities professionals to connect Autodesk® Revit®-based software models to a cloud-based system to help them manage space, plan maintenance, and more. This class explores the opportunity for AEC professionals and building owners and operators to partner on a BIM lifecycle approach to managing facilities.

John Rodriguez and Kristin Rhein

Class ID: CI1599

Class Title: [Feeling Out of Sync? Get Your BIM Coordination On!](#)

Class Type: Lecture

Date: December 3 at 3:00PM

Description: In this class, you gain insight from both civil and architectural BIM experts about the latest and most efficient workflows and utilities that make true BIM coordination between Civil 3D and Revit software easier than ever before. Learn best practices for coordinating between Civil 3D 2014 and Revit 2014 with the new BIM Coordinator tool.

KaDe King

Class ID: AC2654

Class Title: [These are a Few of My Favorite Things \(in AutoCAD®\)!](#)

Class Type: Lecture

Date: December 4 at 8:00AM

Description: “What are your favorite features in Autodesk AutoCAD software? Over the years of teaching AutoCAD, I’ve built an extensive list of my favorite features and tips. In this class, we explore features from the beginning of AutoCAD up to AutoCAD 2014. This class is all about me sharing my love and passion for AutoCAD with you.”

Class ID: AC2660-L

Class Title: [Annotation Scaling in AutoCAD®: Bringing the Technology Home](#)

Class Type: Hands-on Lab

Date: December 3 at 4:45PM

Description: Learn how to implement annotation scaling in your organization. Whether you would like to start with baby steps or go full bore, in this class you can learn all levels of migrating these tools into your daily workflow. Learn about annotation scaling and how it works with hatching, text, linetype scale, dimensions, and all of the other options.

Tom Pisani

Class ID: CI3081

Class Title: [Pointing out Autodesk® AutoCAD® Civil 3D® Points](#)

Class Type: Lecture

Date: December 5 at 2:30PM

Description: In this class, you learn tips and tricks that will help you in your process of working with

your Civil 3D points by display through styles. You learn ways to manage these points through groups and examine settings as you manage your point drawing. They will also dig deeper into a Civil 3D template to help you manage points through styles and settings.

“Our team is very excited at the opportunity to share our technical and industry expertise at the premier Autodesk University event,” states Lonnie Cumpton, Director of Professional Services at U.S. CAD. “For many of our team members, this is their fourth or fifth time presenting at Autodesk University, and we are very proud of our team’s commitment to sharing their knowledge to benefit the broader Autodesk user community.”

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Financial News

Agilent Technologies Reports Fourth-Quarter 2013 Results

14 November 2013

Agilent Technologies Inc. reported orders of \$1.83 billion, up 4 percent over one year ago, for the fourth fiscal quarter ended Oct. 31, 2013, and revenues of \$1.72 billion, down 3 percent compared with one year ago. Fourth-quarter GAAP net income was \$211 million, or \$0.63 per share. Last year's fourth-quarter GAAP net income was \$425 million, or \$1.20 per share.

During the fourth quarter, Agilent had intangible amortization of \$48 million, integration and transformation costs of \$12 million, one-time separation costs of \$5 million and a tax benefit of \$9 million. Excluding these items and \$4 million of other net charges, Agilent reported fourth-quarter adjusted net income of \$271 million, or \$0.81 per share⁽¹⁾.

Agilent CEO Bill Sullivan said, "We finished the year with a solid quarter, building backlog and exceeding EPS guidance despite challenges in several of our markets. This reflected our ongoing commitment to actively manage expenses and reduce manufacturing costs in a period of economic uncertainty.

"We are now well into the process of splitting Agilent into two companies, as we announced Sept. 19. We expect to complete the separation in early November 2014."

Electronic Measurement fourth-quarter revenues were down 14 percent compared with the prior year. Operating margins were 19 percent, reflecting solid gross margins and good management of spending in response to continuing challenges in the global economy.

Chemical Analysis revenues were up 4 percent compared with a year ago, led by growth in food and energy markets. Operating margins were 25 percent.

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Life Sciences and Diagnostics revenues were up 8 percent over a year ago, with strength in pharmaceuticals and diagnostics markets. Operating margins were 19 percent.

Agilent generated \$377 million of cash from operations in the quarter. Fourth-quarter ROIC was 17 percent⁽³⁾.

First-quarter 2014 revenues are expected to be in the range of \$1.68 billion to \$1.70 billion. First-quarter non-GAAP earnings are expected to be in the range of \$0.65 to \$0.67 per share⁽²⁾.

For the full fiscal year 2014, Agilent expects revenue of \$6.95 billion to \$7.15 billion and non-GAAP earnings of \$3.03 to \$3.33 per share⁽²⁾.

To view an unabridged version of this press release, visit:

<http://www.agilent.com/about/newsroom/presrel/2013/14nov-gp13020.html>

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Autodesk Reports Third Quarter Results

21 November 2013

[Autodesk, Inc.](#) reported financial results for the third quarter of fiscal 2014.

Third Quarter Fiscal 2014

- Revenue was \$555 million, an increase of 1 percent, compared to the third quarter of fiscal 2013 as reported, and increased 4 percent on a constant currency basis.
- GAAP operating margin was 12 percent, compared to 6 percent in the third quarter of fiscal 2013.
- Non-GAAP operating margin was 22 percent, compared with 27 percent in the third quarter of fiscal 2013. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables.
- GAAP diluted earnings per share were \$0.25, compared to \$0.13 in the third quarter of fiscal 2013.
- Non-GAAP diluted earnings per share were \$0.41, compared to \$0.47 in the third quarter of fiscal 2013.
- Deferred revenue increased 7 percent to \$766 million, compared to the third quarter of fiscal 2013.
- Cash flow from operating activities was \$91 million, compared to \$157 million in the third

CIMdata PLM Industry Summary

quarter of fiscal 2013.

“Our third quarter was marked by strong growth in suites and solid execution across Architecture, Engineering and Construction (AEC) and Manufacturing,” said [Carl Bass](#), Autodesk president and CEO. “Continued global adoption of building information modeling (BIM) drove double-digit growth within our AEC business. Our Manufacturing segment benefited from greater demand for our design and digital manufacturing tools, as well as continued momentum within the automotive industry. We continue to see steady adoption of our new cloud and mobile-based services, which complement our Design and Creation suites.”

Third Quarter Operational Overview

Revenue in the Americas decreased 1 percent to \$208 million compared to the third quarter last year as reported, and was flat on a constant currency basis. EMEA revenue increased 4 percent to \$204 million compared to the third quarter last year as reported, and increased 5 percent on a constant currency basis. Revenue in Asia Pacific was flat at \$143 million compared to the third quarter last year as reported, and increased 7 percent on a constant currency basis. Revenue from emerging economies increased 6 percent to \$84 million compared to the third quarter last year as reported and on a constant currency basis. Revenue from emerging economies represented 15 percent of total revenue in the third quarter.

Revenue from the Platform Solutions and Emerging Business (PSEB) segment decreased 10 percent to \$183 million compared to the third quarter last year. Revenue from the AEC business segment increased 13 percent to \$186 million compared to the third quarter last year. Revenue from the Manufacturing business segment increased 8 percent to \$142 million compared to the third quarter last year. Revenue from the Media and Entertainment business (M&E) segment decreased 9 percent to \$44 million compared to the third quarter last year.

Revenue from Flagship products decreased 9 percent to \$275 million compared to the third quarter last year. Revenue from Suites increased 21 percent to \$199 million compared to the third quarter last year. Revenue from New and Adjacent products was \$82 million, and was flat compared to the third quarter last year.

“While challenges remain in parts of our markets, we continue to be diligent about managing our spend while making essential investments to drive growth,” said Mark Hawkins, Autodesk executive vice president and CFO. “We are seeing some modest improvements around the world and are cautiously optimistic about the current macro environment.”

“We are transforming our business to better serve the growing number of people that rely on Autodesk tools every day and position the company for its next stage of growth,” Bass continued. “With the recent introduction of more flexible license and service offerings, Autodesk will evolve to an even more recurring and ratable revenue business model. Our outlook for the fourth quarter includes a business model transition impact of approximately \$50 million in revenue. We anticipate a larger impact in fiscal year 2015 and plan to provide more details when we release our fourth quarter financial results.”

To view an unabridged version of this press release, visit: <http://news.autodesk.com/press-release/corporate-sustainability/autodesk-reports-third-quarter-results>

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AVEVA Group: Interim Results for the six months ended 30 September 2013

18 November 2013

AVEVA Group plc announces its interim results for the six months ended 30 September 2013.

HIGHLIGHTS

- Good performance in H1 with group revenue up 11% to £108.5m and adjusted profit before tax up 13% to £32.3m
- Engineering & Design Systems revenue up 12% : Enterprise Solutions revenue up 5%
- AVEVA Everything3D™ – momentum on track, with one major EPC customer intending to use the platform for all new projects from Q4 2014 and our discussions on adoption with other leading EPCs progressing in line with expectations
- High recurring revenues maintained at 70% of total sales, with strong growth in rental licences (+14% versus prior year)
- Adjusted profit before tax margin increased 46 basis points to 29.8% (2012 - 29.3%)
- Innovation and technology leadership continues as we enter H2, with the launch of AVEVA E3D Insight™ for Mobile and Cloud in October
- Cash generated from operations before tax increased 32% over the prior year, as a result of strong working capital management and cash collection

Commenting on the outlook, Chief Executive Richard Longdon said: "AVEVA remains well positioned with broad exposure to multiple growth markets and high recurring revenues. We have clearly demonstrated our technology leadership putting significant distance between us and the competition, and we are excited about the opportunities for our new Cloud and Mobile solutions in particular. The pipeline for the ES division remains substantial, and we remain confident of the long-term potential in this business. The strong momentum in our EDS business along with the improvement in overall profitability achieved in H1, give us confidence that the Group will deliver the Board's expectations for the full year"

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Mentor Graphics Reports Fiscal Third Quarter Results and Announces Dividend

21 November 2013

CIMdata PLM Industry Summary

Mentor Graphics Corporation announced financial results for the company's fiscal third quarter ended October 31, 2013. The company reported revenues of \$275.6 million, non-GAAP earnings per share of \$0.32, and GAAP earnings per share of \$0.20.

“Third-quarter results substantially exceeded our guidance and reflect the continuing strength in our business,” said Walden C. Rhines, chairman and CEO of Mentor Graphics. “Core EDA business such as design to silicon and scalable verification, along with strength in transportation, drove third-quarter business. Design-to-silicon growth was powered by the Calibre family of physical verification and analysis tools and the Tessent design-for-test products. Scalable verification strength, including our Veloce2 emulator, stems from the ongoing industry move from simulation to emulation for the largest integrated circuit designs. Traditional integrated electrical design of wiring systems and growth of GENIVI automotive applications drove transportation strength in the quarter.”

During the quarter the company delivered three emulation solutions to accelerate the verification of high-definition multimedia interface (HDMI) version 2.0 products: the iSolve™ Multimedia for a “plug-and-play” hardware interface to the Veloce® emulators; the Veloce VirtualLAB Multimedia, supported by the Testbench Xpress (TBX) co-modeling technology, for use in a pure software-based environment; and a verification IP (VIP) solution. Designers can now develop and stress-test their software and hardware with billions of verification cycles before silicon is available.

Mentor also announced the latest release of FloEFD™, its award-winning computational fluid dynamics (CFD) product, with advanced radiation modeling and multicore meshing capabilities. The company also launched the Mentor® Embedded Hypervisor product for in-vehicle infotainment systems, telematics, advanced driver assistance systems and instrumentation. In other news, Mentor Graphics® tools were included in TSMC's reference flows for 3D-IC and 16 nm FinFET process technology.

“Bookings were up 30% for the quarter and 60% year to date,” said Gregory K. Hinckley, president of Mentor Graphics. “The third quarter was our fourth consecutive quarter of a positive book to bill. As a result of rigorous expense control, the fiscal year 2014 non-GAAP earnings growth rate is expected to be double the revenue growth rate and we are on track to achieve our 20% non-GAAP operating margin target. We see our technology, products and market positions stronger now than at the beginning of the year. We look to next year with optimism.”

To view an unabridged version of this press release, visit:

http://s3.mentor.com/public_documents/news_article/company/news/Q3FY2014-earnings.pdf

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Rand Worldwide Reports First Quarter Fiscal Year 2014 Results

14 November 2013

Rand Worldwide, Inc. announces financial results for its first quarter ended September 30, 2013.

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For the quarter ended September 30, 2013, Rand Worldwide, Inc. reported revenues of \$18.5 million, compared with \$19.4 million for the same quarter in the prior fiscal year. The Company's overall gross margin was 46.0%, a decrease from the 50.2% reported for the first quarter of fiscal 2013, resulting in a net loss of \$276,000, or \$(0.01) per fully diluted share. For the quarter ended September 30, 2012, Rand Worldwide reported net income of \$576,000, or \$0.01 per fully diluted share.

Lawrence Rychlak, president and chief financial officer at Rand Worldwide, commented, "We are disappointed by our results this quarter which were driven by our lower than anticipated revenues. We have taken steps to re-energize our sales performance and are optimistic that we will be back on track for our second fiscal quarter. "

Marc Dulude, chief executive officer of Rand Worldwide, noted that, "The overall business environment was challenging at the start of the quarter but improved as we emerged from the summer months. We are well positioned to capitalize on the depth and breadth of our expertise to get the Company back on a growth track."

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Implementation Investments

Delcam CAD/CAM Software Helps Amdale become a Supplier of Choice

21 November 2013

Using Delcam's PowerSHAPE CAD, PowerMILL CAM and PowerINSPECT inspection software helps precision engineering company, Amdale, to combine rapid lead times, high quality and competitive value with engineering excellence in order to be its customers' supplier of choice.

Amdale, a family-owned business formed in Portsmouth in 1988 to provide an EDM wire erosion facility and round-the-clock manufacturing and engineering support, is currently progressing through a five-year expansion and diversification plan. The company increased its five-axis machining capacity with the addition of two new DMG/Mori Seiki machining centres earlier this year, following a factory extension to 7,700 sq ft last year.

Amdale is heavily involved in manufacturing development parts for 1.6 litre turbocharged V6 engines, which will take over from the current 2.4 litre V8 engines at the start of the 2014 F1 season. The company is also working on mechanical kinetic energy recovery systems (KERS) and on the development of a high-performance electric car.

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Despite the large amount of motorsport and automotive work going through the Portsmouth machine shop, contracts are fulfilled for many other industries.

Medical is currently the second biggest sector serviced, with spinal implants and surgical instruments for hip and knee replacement being two typical jobs. The manufacture of tooling to produce aluminium foil containers for ready-meals is another area of specialisation, while contracts are also undertaken for the oil and gas industry. A wide range of materials are machined, from aluminium through phosphor-bronze to titanium and nickel alloys.

Increasing the aerospace side of its business to 30 per cent of turnover is the current focus. The company is already a regular third-tier supplier in the aerospace supply chain and is working towards AS9100 accreditation.

Amdale purchased its first Delcam software around fifteen years ago and now operates two seats of PowerSHAPE, two of PowerMILL and one of PowerINSPECT to support its range of five-axis machines.

"After evaluating numerous CAD/CAM packages we opted for Delcam because of the quality of the finish produced on our sample components," remembered Nathan Cheung from Amdale. "We were also impressed with the pre/after-sales care, the fact the product is tested in a real-life environment in Delcam's own machine shop and the re-investment into development that ensures the software is at leading edge of the CAD/CAM sector."

The software has proved to be a good decision. "The first benefit is that we have no data translation problems between receiving customer data and progressing through programming, machining and inspection," reported Mr. Cheung. "Once the data is imported, we can quickly prepare parts for manufacturing, and develop tooling and workholding designs in PowerSHAPE."

"The speed in which highly detailed parts can be programmed through PowerMILL is also important, plus the multitude of five-axis strategies available means you never get a part of the job you just cannot physically machine," he added. "Similarly, the PowerINSPECT interface enables parts to be programmed for inspection fairly rapidly and simply."

Speed of programming and machining is essential to meet the rapid turnaround times demanded by F1 customers during the race season. High accuracy is also important, both to maximise power and to give reliability in the engines.

The recent investments at Amdale underline its commitment to the latest precision engineering technology. It was an early adopter of five-axis simultaneous and positional machining, having installed its first model back in 2002. With its Delcam software, the company continues to thrive on challenging projects that have built it a reputation within the industry for its expertise in completing demanding and complex machining projects.

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Global Teen Brand Aéropostale Implements YuniquePLM from Gerber Technology's Yunique Solutions Business Unit

18 November 2013

Aéropostale® Inc., a mall-based specialty retailer of casual apparel for young women and men, has implemented Gerber Technology's YuniquePLM™ software to optimize and increase collaboration between its headquarters and global suppliers. By implementing YuniquePLM, Aéropostale's designers, sourcing team and vendors speak a much more consistent language.

With retail and manufacturing operations in many different locations, clear communication is absolutely essential for success. Gillian Maser, senior product manager for Corporate Initiatives at Aéropostale, said, "Because YuniquePLM is an organized, structured system, it allows us to be consistent with how we're communicating." She continued, "All of the information is in one location within the tech packs we're passing to vendors, so our production partners know where to look for certain types of data. It's always going to be in the same place."

YuniquePLM is also helping designers at Aéropostale realize operational efficiencies by pre-positioning fabric needs within YuniquePLM across its headquarters and supplier network. Vendors may begin locating fabric options, eliminating the need for designers to recreate fabric specifications. Jessica McDermott, design director of Men's Knits at Aéropostale, said, "The information we are sharing with production can be pulled as a report with a higher level of accuracy, while contributing to design's final tech pack completion. It's in a system so we're one step closer to the final result, which is a tech pack, and we're streamlining our workload rather than adding duplicative work."

Version 5.1 of YuniquePLM further enhances the work of designers with integrated functionality with Adobe® Illustrator®, the industry standard. "We are delighted to provide Aéropostale with our powerful and flexible solution that will help them maximize efficiency and increase effective collaboration," said Bill Brewster, vice president of Global Sales and Marketing for Yunique Solutions. "We continuously strive to make lives easier across organizations, from top level leaders to sourcing and design. With V5, we have further enhanced our industry-leading user experience with things like deep integration with Adobe, a suite of mobile apps and drag and drop functionality."

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Johnstone Supply Fosters Communication with Infor ION, Infor Ming.le

19 November 2013

[Infor](#) today announced that Johnstone Supply, a wholesale distributor for the HVAC and property maintenance industries, has selected the latest version of [Infor Distribution SX.e](#) for their corporate

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office and distribution centers. The company will also implement [Infor ION](#), [Infor Ming.le](#) and [Infor Supply Chain Execution](#) (SCE). A long-time Infor Distribution SX.e customer, Johnstone Supply will upgrade its existing application and expand its relationship with Infor. These new implementations will help reduce the need for custom modifications and deliver from the most up-to-date functionality to provide a consumer-grade user experience.

News Points

- Johnstone Supply will upgrade to take advantage of Infor's latest innovations including Infor ION, a lightweight middleware platform and Infor Ming.le, a social business application. The company will also replace its existing warehouse management application with Infor SCE to enable integration with Infor Distribution SX.e via Infor ION.
- As a wholesale distribution cooperative made up of independently-owned stores, Johnstone Supply's locations often utilize different enterprise resource planning (ERP) systems, making it difficult to communicate critical information. Infor Ming.le will foster a collaborative company atmosphere by allowing employees across the entire enterprise to more easily exchange information and automatically document conversations on products and orders, helping to speed daily operations.
- Infor ION will enable integration between Johnstone Supply's Infor and non-Infor applications. This will automate the transfer of data and reduce the need for manual updates, allowing users to focus on more value-add tasks.
- Infor SCE will support higher inventory volumes as Johnstone Supply continues to grow, providing capabilities like third-party logistics (3PL) billing and transportation management to simplify warehousing and logistics processes.
- Infor SCE's labor management module will also enable Johnstone Supply to better manage its workforce by monitoring labor in real-time and optimizing the distribution of work. This will facilitate greater efficiency and help the company to maintain growth without drastically increasing the number of employees.

"Decision-makers recognized that traditional communication methods such as email or our company intranet were not as effective as we would like, and are often roadblocks to increasing efficiency," said Laura Schultz, director of IT, Johnstone Supply. "With Infor Ming.le, our employees will be able to quickly relay information in a way that's traceable and directly links to necessary resources. By facilitating faster, easier communication, we can work collaboratively to deliver the best possible products and services, and differentiate ourselves in the wholesale distribution market."

"Many challenges faced by today's distributors can be addressed by delivering greater visibility into daily operations," said Andy Berry, vice president and general manager, Distribution, Infor. "Infor Distribution SX.e, combined with platforms like Infor Ming.le and ION, provides a holistic view of the enterprise and facilitates an open dialogue between users, enabling better decision making based on insights that might previously have been overlooked."

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United Launch Alliance/Siemens Partnership Results in another Successful Atlas V Launch20

18 November 2013

United Launch Alliance (ULA) CEO Michael Gass and Siemens USA CEO Eric Spiegel attended the successful launch of MAVEN, the first NASA mission devoted to understanding Mars' upper atmosphere. A ULA Atlas V rocket, enabled by design analysis software from Siemens' product lifecycle management (PLM) software business unit, carried the Mars Atmosphere and Volatile Evolution (MAVEN) satellite into space to begin its 10-month journey to Mars to gather information about the climate of the red planet. MAVEN is part of NASA's Mars Scout program, funded by NASA Headquarters.

ULA is the space industry's most experienced launch services company, providing reliable, cost-efficient access to space for the Department of Defense, National Reconnaissance Office, NASA and other commercial customers. ULA has completed its first steps in a long-range plan to incorporate Siemens Teamcenter® software into its operation to manage the entire lifecycle development process of its Atlas V rocket, which has now completed 41 successful launches. The MAVEN launch is ULA's 76th consecutive, successful launch since the company began operations in December 2006.

"I had the privilege of witnessing an important step forward in the next era of space discovery," said Eric A. Spiegel, CEO of Siemens USA. "We are extremely proud to serve as a technology partner for ULA as their incredibly talented team of engineers and rocket scientists help create the next frontier of space exploration. In an environment where you only have one chance to get it right, the ability to merge virtual and real worlds through PLM software technology is invaluable."

"ULA is very proud of its 100 percent success rate with launches, and our partnership with Siemens is an important part of that success," said Michael Gass ULA's president and CEO. "We utilize Siemens PLM software to help deliver mission success for the Atlas V rocket more effectively and efficiently from design to manufacture."

The same Atlas V family used today also launched the Mars Rover Curiosity into space for its long journey to Mars and its historic landing on the red planet last year. Siemens PLM software also was used on the Mars Rover program to help in the design, production and testing of the Curiosity.

Siemens' software technology is used throughout the global space industry to help increase efficiency, reduce costs and help ensure mission success. Siemens PLM software plays an essential role in enabling deep-space exploration for international space programs.

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Product News

Aras Announces Next Generation Requirements Management Embedded in Aras VPLM for Autodesk Vault

20 November 2013

Aras® today announced the availability of next generation requirements management embedded in Aras VPLMTM for Autodesk Vault. With Aras Requirements Management, global enterprises that run Autodesk Inventor, AutoCAD and Vault get the advanced capabilities they need to meet complex customer demands, drive product quality and minimize risks.

Aras VPLM with Requirements Management combines advanced requirements management functionality with enterprise PLM, providing companies that run Autodesk Vault with powerful capabilities that are easy to use for systems engineering, systems planning, development and realization. Users can identify, associate, track and trace different types of requirements - including physical, functional, logical and performance requirements - and validate that the system or product satisfies the original intent.

“With the increasing complexity of all types of products the way to ensure accuracy is to put all your requirements in a single system and actively link those requirements to the actual product development process”, said Peter Schroer, President of Aras. “Aras VPLM with Requirements Management gives companies that run Autodesk software the advanced functionality they want along with the scalability, security and flexibility they really need, in a single solution that works across the enterprise.”

Aras VPLM with Requirements Management – Solution Highlights:

Powerful & Easy to Use - Comprehensive features with secure web browser access and familiar look and feel for users across the enterprise

Multi-Discipline - Simultaneously manage requirements from many different disciplines – mechanical, electronics & electrical, firmware and software – together in one location

Cross-Functional - Achieve requirements collaboration with Product Management, Marketing, Quality, Manufacturing, Procurement, Field Support and other groups throughout the product life cycle

Enhanced Requirements Capture - Make anything a requirement including Files, Emails, Scanned Images, URL links, Pictures, Videos (even from YouTube), as well as existing PLM items, such as Parts, Materials, Drawings and CAD Models

Trace Matrix Verification - Provides traceability of requirements to verify that systems, subsystems and interfaces satisfy all of requirements, from high-level conceptual down to the detailed component-level

Comprehensive Impact Analysis - Requirements are included in the impact analysis on proposed changes and can become affected items on ECRs & ECOs

Closed Loop Validation - Full support for validation plans, procedures and all related documentation

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with reporting, sign-offs and workflow

Complete Compliance - A full audit trail with change history can be automatically recorded for environments with compliance and regulatory conditions

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Aras Microsoft Office Connector Now Available in Aras VPLM for Autodesk Vault

21 November 2013

Aras[®] today announced the availability of the Microsoft[®] Office Connector for Aras VPLM[™]. With the Office connector for Aras VPLM, enterprises that run Autodesk Inventor, AutoCAD and Vault can manage documents, spreadsheets, slides and emails in PLM without leaving Microsoft Office applications. The Office connector for Aras VPLM improves personal productivity while driving standardization and consistency for compliance throughout the enterprise.

The Office connector for Aras VPLM extends the benefits of enterprise PLM to Autodesk users in Microsoft Excel, Word, PowerPoint and Outlook. Users can create, store, edit, search and manage documents while working within the familiar, easy to use Microsoft environment. At the same time, the Office Connector for Aras VPLM provides administrators with sophisticated capabilities for document control and security, including need-to-know access, configurable automatic document numbering and naming conventions, the optional use of corporate templates, and more.

“We created Aras VPLM to enable Autodesk users to expand the capabilities of Inventor, AutoCAD and Vault across the enterprise. With the Office Connector we’re taking that a step further, making it even easier for users throughout the company to work with PLM information and contribute to the product development process using tools they are already familiar with,” said Peter Schroer, President of Aras. “What’s more,” said Schroer, “the Office Connector for Aras VPLM includes the powerful administrative tools, security and controls required by highly regulated industries.”

The Office Connector for Aras VPLM Features:

Search- Search files and templates in PLM from within the Microsoft Word, Excel and PowerPoint

View & Edit - Simply select View for read-only access or Edit to lock and modify a file

Automated PDFs - Auto generate PDFs of saved files to attach and distribute to other users in the workflow

Classification - Automated file naming and document number sequencing based on classification categories

Linking - Option to create relationships between Microsoft documents and Aras items such as Parts, Drawings, Projects, Process Plans, and other PLM items from within Microsoft Office. Relationships can drive naming and numbering, and are updated along with associated product components

Revision & Version Control - Configurable revision and version control on Microsoft files provides traceability and assures that users always work with the correct version of a file

Side-by-Side Comparisons - Enables users to easily view side-by-side comparisons of different revisions of the same document or file

Enterprise Change Management - Apply lifecycle states, approval workflows and sign-offs to documents such as engineering change requests or document change orders

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Templates - Create standardized Office document templates that comply with corporate conventions and are ready-to-use for end users

Property Mapping - Map properties from native Microsoft files to Aras or from Aras to the native Microsoft files

Outlook Emails - Capture and store Outlook emails with embedded images and attachments as part of the product record in Aras

Compliance - Document controls, tracking, traceability and audit trails streamline and simplify compliance

Security - Need-to-know access rights and permissions on files managed from within Aras VPLM

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Arena's Fall 2013 Release Has Received High Marks from Analysts

19 November 2013

On October 27, 2013, Arena [introduced four new solutions](#) — [Arena Demand](#), [Arena Projects](#), [Arena Exchange](#), and [Arena API](#); individually, these applications allow OEMs to aggregate material demand, manage projects with greater visibility, share build packages securely across their supply chain, and integrate their business systems with Arena PLM; collectively, industry analysts and experts predict these new products will revolutionize manufacturing and supply chain strategies.

Arena has already received multiple analyst accolades:

- "Arena Exchange is the solution the PLM industry has been missing and should be evaluated by any manufacturing organization wanting to take their NPD and NPI processes to the next level." — [Michael Lamoureux, Editor-in-Chief of Sourcing Innovation](#).
- "Collectively, Arena's new products (Demand, Exchange and Projects) represent a paradigm shift in how manufacturers embrace PLM solutions to transform their operations and maximize business results in a competitive global market." — David Heller, [Publisher of MCAD Cafe](#).
- "Arena (Exchange) is an evolutionary step from traditional sharing spaces for PLM systems." — [Chad Jackson, Principal Analyst of Lifecycle Insights](#).
- "The Fall 2013 release is a giant leap in Arena's product roadmap that both delivers a distinct competitive advantage to manufacturers as well as differentiates Arena from other PLM providers." — [Shaun Snapp, consultant and researcher at SCM Focus](#).
- "Arena...give its customers the tools to help transform their manufacturing operations and maximize business results." — [Beth Stackpole, Editor of Desktop Engineering](#).

According to Craig Livingston, Arena CEO, these industry accolades validate Arena's goal of providing manufacturers across industries fundamentally new and critically important PLM and Supply Chain solutions. "The recognition we've received is gratifying," says Livingston. "It means that Arena has fulfilled its promise to deliver an expanded feature set that meets the complex financial, operational, supply chain and product lifecycle management demands of a wide range of customers."

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

While these metrics are compelling, the measurable impact of Arena's cloud-based PLM solution is poised, according to David Heller, Publisher of MCAD Cafe, to become even more eye opening in the near future. Says Heller, "Arena is the first PLM provider to address some of the most important supply chain challenges of our time, giving OEMs more tools to succeed, and guaranteeing the world of manufacturing will never be the same."

To see more information about all the enhancements and new features in the Fall 2013 release please visit <http://www.arenasolutions.com/products/bomcontrol/whats-new-fall-2013>.

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ASCENT Center for Technical Knowledge® Launches Four New Autodesk Official Certification Preparation Books

20 November 2013

[Rand Worldwide](#) announced that its courseware division, [ASCENT – Center for Technical Knowledge](#), is introducing four Autodesk Official Certification Preparation books. These new books assist with exam preparation by compiling all ASCENT-authored content relevant to Autodesk's Certified Professional exam topics and objectives into a single volume for each software certification exam. All ASCENT Official Certification Preparation books will be showcased, along with ASCENT's full selection of Autodesk Official Training Guides (AOTG), at Autodesk University (booth #2114) from December 3-5 at the Venetian Resort and Casino in Las Vegas, NV.

"Individuals preparing for certification are often quite experienced with the software and have had previous training," says Paul Burden, director of product development, ASCENT. "Through feedback from our customers, we saw the biggest need for this type of user was a consolidated resource that focused on the topics they should review prior to taking the certification exams. Rather than requiring multiple books, we have a solution for experienced users in a single publication to help them with their preparation."

Each Official Certification Preparation book contains a collection of instructional topics, practice exercises and review questions from ASCENT's Autodesk Official Training Guides designed to fully prepare users for the topics and objectives covered in the Certified Professional exam.

ASCENT's new Official Certification Preparation books include:

- [AutoCAD 2014: Review for Certification](#)

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- [Autodesk Revit Architecture 2014: Review for Certification](#)
- [Autodesk Inventor 2014: Review for Certification](#)
- [AutoCAD Civil 3D 2014: Review for Certification](#)

The Official Certification Preparation books will be available for purchase at ASCENT's booth (#2114), plus they will be on loan in the Autodesk University 2013 Certification Lab to assist those seeking Autodesk Certified Professional status at the event.

ASCENT authors, Michelle Rasmussen, an AutoCAD Civil Infrastructure expert and Autodesk Certified Instructor, and Jennifer MacMillan, an Autodesk Inventor expert and Autodesk Certified Professional, will also be in the Certification Lab, offering assistance to attendees preparing for the exam. Michelle will be available on Tuesday, December 3 from 1:00 p.m.–2:00 p.m. and Wednesday, December 4 from 10:00 a.m.–11:00 a.m. Jennifer will also be available on Wednesday at 10:00 a.m.–11:00 a.m. and from 2:00 p.m.–3:00 p.m.

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ASCON and LEDAS Cooperate on New Geometry Search Engine

18 November 2013

ASCON and LEDAS Ltd. jointly announced their cooperation in researching and developing innovative geometry search technology.

The primary idea behind the technology is an easy-to-use tool for reusing existing geometry in the design process. ASCON invited LEDAS to join its R&D team for the new project, a move that continues the strand of technological cooperation between the two companies. (Previously, LEDAS adapted Variational Direct Modeling technology to ASCON's KOMPAS-3D software.)

“ASCON is a well-recognized name in the MCAD and AEC markets, both of which are targeted by our products,” said Vladimir Zaharov, head of ASCON's AEC division. “Our new geometry search technology is addressed primarily at AEC, because it is characterized by more regular geometrical forms and bigger data volumes than MCAD.”

Searching for 2D and 3D Geometry

Technically, geometry search is done at several levels. At the simple level, it searches for text labels in geometry, while at the advanced level it analyzes the actual elements of geometry. Text search had already been implemented by ASCON, while geometry search is now being developed in partnership with LEDAS. The geometry search project began in July and by October the first working prototype was ready.

“A user need draw a conceptual sketch of only a few lines of a construction joint, and system will return

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results that contain such types of joints,” explained Dmitry Poskrebyshev, the lead analyst on the ASCON geometry search team. “Of course, this is not the only use case to benefit from our search function.”

ASCON and LEDAS consider their geometry search engine as the base for technology that could be used in a number of other contexts -- just as Web search is used in a variety of ways today. The companies feel that their technology has the potential to grow a completely new generation of PDM/PLM software.

“Geometry search is in my opinion one of the biggest challenges in engineering software today,” said Alexey Ershov, CEO of LEDAS. “It is one of those rare things that is so innovative that I feel amazed to be working on it. Indeed, 2D geometry search is just a first step, with 3D search the really big next thing for our industry.”

Facing this tremendous technological challenge, LEDAS together with ASCON are keeping in mind that they need to shape the technology for the needs of actual product use cases.

How Geometry Search Works

“The technology behind geometric search is a mixture of general-purpose methods and special routines that take advantage of design standards like GOST and ISO,” explained Vladimir Sidorov, tech lead of the LEDAS team.

The search process is separated into two parts: firstly, the skeleton of the geometry is recognized for each part, and then is stored in a special internal format optimized for search. Secondly, the skeleton of a user's sketch is compared in an efficient manner with the collection of previously recognized skeletons.

The most complicated part is the first one. It is recognition technology that uses artificial intelligence. LEDAS was originally created as a spin-off of an artificial intelligence lab, and so it makes sense for the firm to be involved in this advanced project.

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BETA CAE Systems S.A. announces the v14.2.2 release of the ANSA & μETA pre- & post-processing suite

20 November 2013

BETA CAE System S.A. announces the release of v14.2.2 of ANSA & μETA pre- and post- processing suite. This maintenance release focuses on the correction of identified issues and on the enhancement of our tools portfolio. The most notable enhancements and issues resolved, are listed by category below.

Enhancements and Known Issues Resolved in ANSA

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Topo:

- The script function HotPointsIntersect would lead to unexpected termination.

Shell Mesh:

- Creating a solid representation of a surface mesh by applying the VOLUMIZE function with the option “Merge” active, would lead to unexpected termination.
- Certain types of surfaces could lead to problematic CFD mesh.

Volume Mesh:

- Very large Layer heights would cause layers to intersect.

Connections & Assembly:

- The option "Do not Reconstruct" is now provided for all relevant to Seamwelds FE representations.
- Unnecessary checks would delay significantly the .xml file import.
- When HEXA CONTACT was applied with the option “single contact” deactivated, it would generate 2 contacts for each connection instead of 2 contacts for all connections.

Scripting:

- The SetEntityVisibilityValues function would not work in no-GUI mode.

Solver DECKs:

- After using "Apply" for the FE representations, a user-attribute is now created in the connection's card that notes whether the Seamline elements are attached on the feature line or shells.
- The EL. THICK view mode combined with the User Min Max option (Color Bar section) of F11 card would lead to unexpected termination.
- Switching elements order through Change Order function occasionally would produce improper results or cause unexpected termination due to linked faces.
- Renumbering elements through RENUMBER function would occupy unusually high amount of memory in 32-bit machines.
- For Entities belonging to different includes, non-existing intersecting ranges would be reported.
- The NASTRAN PBEAM property cards did not store some values when saving the database.

Extensions & Known Issues Resolved in μ ETA

Fringebar:

- The default title text of the scalar and vector results fringebars is now “Scalar” and “Vector” to help the user to distinguish them.

Section Forces:

- Section forces for solid elements are now calculated from the stress tensor.

User Toolbars:

- When using the CFD-Post toolbar to create Cd/Cl plots the X-Distance axis is now normalized and ranges from 0 to 1.

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- The BusRollover toolbar was not read correctly from the .defaults file and was unusable.

Supported Solvers:

- When reading geometry from Abaqus .inp files, the position adjustment of nodes might be incorrect.
- For Abaqus 6.13 .odb files it was not possible to select the outer or inner element results.
- Reading geometry from ANSYS .cdb files could cause unexpected termination.
- Strain/kinetic energy results from Nastran SOL112 analyses would not be read.
- Plotting complex curves from Nastran .op2 files would produce incorrect curves.
- Plotting displacement curves from PERMAS .post.gz file would produce incorrect curves.
- Reading RADIOSS files that included the GRNOD/BOX keyword would cause unexpected termination.

NVH:

- In the Modal Response tool, the acoustic coupling conversion from the Akusmod format to DMIG would not be correct according to Nastran.
- In the Modal Response tool, if the DMIG Nastran acoustic coupling file had coupled nodes with a zero factor, the output coupling would be wrong.

Reporting:

- The .pptx file exported by the Report Composer would contain errors in certain cases.

For more details about the new software features, enhancements and corrections please, refer to the [Release Notes](#) document.

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Delcam adds Vortex area Clearance to CAM for SolidWorks

15 November 2013

Delcam has launched the 2014 release of its Delcam for SolidWorks integrated CAM system, the first version to include the Vortex strategy for area clearance. The software also includes a number of new options for turning, four-axis rotary machining and turn-mill operations, plus more strategies for two-axis finishing.

Full details on the new release and videos of the new functionality are on www.delcam.tv/dfs2014/lz.

Vortex (www.vortexmachining.com), for which Delcam has a patent pending, has been developed specifically to gain the most efficient material removal from solid carbide tooling, in particular those designs that can give deeper cuts by using the full flute length as the cutting surface. It can be used for two- and three-axis roughing, three-plus-two-axis area clearance and for rest machining based on stock models or reference toolpaths.

Unlike other high-speed roughing techniques that aim to maintain a constant theoretical metal-removal rate, the Vortex strategy produces toolpaths with a controlled engagement angle for the complete operation. This maintains the optimum cutting conditions for the entire toolpath that would normally be possible only for the straight-line moves. As a result, the cutting time will be shorter, while cutting will be undertaken at a more consistent volume-removal rate and feed rate, so protecting the machine.

Because Vortex toolpaths have a controlled engagement angle, tools should never be overloaded and so will achieve the maximum tool life. Shock loading caused by changes in the contact angle is minimised, preventing chipping of the flutes. In addition, the stability of the cutting conditions gives more consistent edge temperatures, so prolonging the life of the tool coating and removing heat damage to the surface of the part. Finally, the ability to use stepdowns of up to two, or even three times, the tool diameter spreads the tool wear evenly over the cutting surface of the tool, again contributing to longer tool life.

The first improvement to turning in Delcam for SolidWorks 2014 gives the ability to add fillets to any sharp corners, for example, for automatic deburring, without having to edit the geometry. The user simply has to specify the radius to be applied and all the sharp corners will be filleted automatically.

Turning simulation has been made more realistic with the ability to program and simulate the movements of the steady-rest that can be used to position large parts during turning and the tailstock that can be used to hold long parts on centre during machining. Collision detection against both these types of accessory is undertaken automatically during both cutting and transfer operations.

Improved support for machines with four-axis rotary tables allows two- or three-axis operations to be wrapped around the rotary axis. The same option also supports wrapped features for turn-mill operation. The wrapped feature can be taken directly from the SolidWorks model using the feature-from-feature concept at the heart of Delcam for SolidWorks.

Toolpath editing has been added for all strategies. This allows segments within the toolpath to be deleted or to be divided into smaller segments. Segments can also be connected.

A number of extra strategies and options have been added for two-axis finishing. These include dedicated strategies for finishing the bottoms of pockets and continuous spiral machining either from outside to inside or inside to outside.

More efficient machining has been made possible with the ability to clip both roughing and finishing passes to stock models. This reduces air moves that might otherwise be generated when machining arbitrary shapes, such as castings or forgings.

Finally, programming in Delcam for SolidWorks has been made safer with a new option to identify

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certain surfaces as check surfaces to be avoided. This is particularly useful to avoid collisions with clamps and other accessories.

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EdgeAx Announces the General Release of Product Life Management (PLM) for Consumer Packaged Goods (CPG) Industry

19 November 2013

EdgeAX, a unit of Visionet Systems, Inc. is pleased to announce the general availability of its PLM solution for CPG Industry.

EdgeAX PLM/CPG is a Product Lifecycle Management (PLM) solution embedded in MS Dynamics AX that harnesses the unique power of AX. It helps companies accelerate time to market through improved collaboration and accountability and efficiency across operations, increased innovation, and visibility of design throughout the development process.

EdgeAX PLM/CPG provides powerful program and project management capabilities to manage new and revised products and displays that respond to market and regulatory need all around the world. It also provides seamless out of the box integration with the downstream supply chain processes to enhance business performance.

The SharePoint based enterprise portals facilitate collaboration so that business users can realize the potential of their vision and enhance their brand's value. The product development, packaging development, marketing, sourcing, and logistical teams can seamlessly work together with suppliers to proactively manage market demands efficiently and flawlessly. The integration of enterprise portals with powerful business intelligence tools provides focused insights into product trends, process management, supplier performance, profitability, cost optimization and product line analysis.

EdgeAX PLM/CPG is designed by a team which has been serving the consumer goods industry for over sixteen years. The solution handsomely integrates with other Dynamics AX based systems. "We have designed a tight footprint for quicker and easier installs for our partners and customers. The total cost of ownership is kept at a manageable level so that organizations of all sizes can benefit from this next generation collaborative PLM system", said Rosetta Gyimesi, EVP of EdgeAX.

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Introducing Intergraph Smart™ 3D 2014: The Future of Engineering Today

19 November 2013

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Intergraph® has released Intergraph Smart™ 3D 2014, a new single solution created from the consolidation of SmartPlant® 3D, SmartMarine® 3D and SmartPlant 3D Materials Handling Edition. Smart 3D 2014 builds upon Intergraph's Smart 3D technology architecture to increase quality, interoperability and productivity for clients in the plant, offshore, shipbuilding, metals, mining and bulk material handling industries to have even greater workforce flexibility.

Smart 3D is the next-generation 3D design solution specifically tailored for plant, offshore, shipbuilding metals, mining and bulk material handling industries, employing a breakthrough engineering approach that leverages rules-based concurrent design, relationships and automation. It is one of the most advanced and productive 3D design solution that effectively enables optimized design, increasing quality, interoperability and productivity, while shortening project schedules.

Smart 3D combines the functionality for marine/offshore projects and materials handling with those of onshore plant design. It features numerous unique capabilities and enhancements requested by users of Intergraph's Smart 3D technology, including:

- Model Data Reuse (MDR) functionality ensures efficient re-use never before possible in other 3D CAD applications. Users can reuse front-end engineering design (FEED) or old designs with different catalogs and specifications, by leveraging MDR's unique rule re-use, tag re-naming and specification transformation. Orthographic drawings are automatically copied and updated for unprecedented savings.
- 64-bit clash detection and further automated drawing generation for higher performance than ever before.
- Enhanced 3D interoperability capabilities enable the use of 3D data from multiple third-party CAD systems in conjunction with native Smart 3D models. Smart 3D is the only system offering interoperability with both graphics and data attributes of third-party CAD models, making it ideally suited to brownfield and joint-venture projects. Through integration with SmartPlant Interop Publisher, Smart 3D extends the number of supported 3D formats, providing a richer, centrally-managed 3D ecosystem.
- Extended 3D translation capabilities enable the use of a single design solution for engineering contractors who are required to deliver in Smart 3D or PDMS formats, including iterative updates. EPCs who take advantage of this feature will cut costs by only supporting one 3D solution.

Many of Intergraph's most significant and innovative clients, as well as participants in Intergraph's Agile software development process, have been involved in beta testing of Intergraph Smart 3D.

"As a participant in the beta testing program, Technip was especially pleased with the installation, configuration and administration improvements in the 2014 release," said Technip Smart 3D Business Product Manager Didier Tison. "We were able to easily bring forward projects built on the 2009.1 release. The improved configuration for extraction of deliverables is significantly faster and the 64-bit processing capabilities allow large drawings to benefit from increased memory availability. It's also

much easier to configure and run."

"Technip designers will definitely take advantage of 2014's improvements around jacketed pipe design and deliverables extraction. One of the reasons Technip adopted Smart 3D was because of its integration with Intergraph's 2D design tools. Smart 3D 2014's Design Basis Viewer provides an easier way to compare and update the Smart 3D model with the data in SmartPlant P&ID, SmartPlant Instrumentation and SmartPlant Electrical," said Thomas Kerjouan, Technip France Smart 3D administrator.

Gerhard Sallinger, Intergraph Process, Power & Marine president, said, "Users of our solutions recognize how beneficial it is to have the multi-industry capabilities of Intergraph Smart 3D. Customers see the real value of this integrated solution. Owner operators and engineering contractors around the world now have complete access to all Smart 3D capabilities and features with a consistent interface to aid clients in project-workforce flexibility. Smart 3D represents the most comprehensive solution available for intelligent 3D design.

"Given its strong export/import capabilities to and from other 3D systems allows Smart 3D customers to use the software as the single system for all projects, even if other 3D formats would be requested."

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IronCAD Releases The 2014 IronCAD Design Collaboration Suite

19 November 2013

IronCAD, LLC, announced the release of the 2014 IronCAD Design Collaboration Suite (DCS). This new release delivers new productivity and collaboration capabilities that reduce the overall time in the design process and enhance data sharing among the thousands of companies and engineers worldwide using IronCAD's Design Solutions.

The new 2014 IronCAD Design Collaboration Suite of products brings not only customer driven improvements in the design capabilities, but enhances the way customers can collaborate within design groups and with their customers. Users can share data between the IronCAD suite of products that can be leveraged at any level within an organization as well as online with the GrabCAD community and online customer projects. Using the integration with KeyShot, customers can quickly and clearly communicate designs in bid proposals and technical documentation shortening the collaboration cycle while delivering to customers' expectations.

Key highlights provided in the IronCAD DCS 2014 include:

Delivering Productivity

- **Intelligent Editing of Multiple Part Features:** It's common in design to make changes where multiple features that are on the same part or across different parts must adjust by the same

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amount. With the new capabilities added, users can simply select all the features to be changed and pull a single handle to perform the modification, reducing the need to build complex parametric relations.

- **Simple Replication of Parts/Assemblies:** Patterns and related features (i.e. links) are used throughout the design to create multiple features in various locations. Typically other parts will be generated to align to these feature locations. In the 2014 IronCAD DCS release, users will be presented with on drop options to replicate the parts/assemblies along these feature locations making it simple to rapidly place these objects in the proper location.
- **Behavior Driven Activation of Features:** Often users wish to define specific ways in which an object is modified when first applied as a feature or new object in a design. Now users can set specific handles on drop to be active allowing users the ability to directly input driving values. This reduces the time involved to edit features and provides a simpler way to set the desired default editing behaviors on objects.
- **Automatic Constraint Connections on Drop:** In some designs, it is required to define the way in which objects move in relation to other objects. New intelligent options have been added to automatically define these relationships at the time an object is dropped onto an existing object. A simple example would be an automatic coaxial constraint being applied to a fastener dropped into an existing hole location.
- **Intelligent Sizing Handles:** When sizing geometry, users may find it difficult to precisely modify the geometry to locations on other objects (such locations may be hard to reach by cursor location in the 3D environment) or they may not understand the rules that define how an object can resize to these locations. New behaviors have been added to allow intelligence to be defined on handles so that they can be quickly resized to these exact locations in other objects by a simple right-click command. Users can simply hit any point near the desired location and they are confident that geometry is precisely sized correctly.
- **Re-engineer with Ease from Existing Geometry Data Including Point Cloud Data:** Facet based objects and scanned point cloud data is becoming a common utility in the re-engineering process. IronCAD Solutions support the import of these often extremely large data sets in an optimized working environment while providing quick creation tools to recreate geometry referring to this data.

Enhanced Collaboration and Sharing

- **Fast, Easy, Accurate Visuals with KeyShot:** Users can now quickly transfer and update designs directly into Keyshot to use their award winning rendering capabilities to quickly produce realistic visuals for communication in bidding, final presentation, and technical documentation of products.
- **Online Collaboration and Sharing with GrabCAD:** The IronCAD Design Collaboration Suite today provides real collaboration by enabling users to communicate design data seamlessly throughout their design process within their organization. The GrabCAD Integration is a natural extension for our solutions that offers customers the ability to directly share files and projects within their online design groups and with the GrabCAD community at a simple touch of a button.
- **Direct Access to Components on TraceParts:** Users typically require standard or purchased parts to be used in their designs. With the TraceParts integration, customers have access to hundreds of supplier catalogs and over 100 million CAD models and product datasheets suitable

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for the design, purchasing, manufacturing and maintenance processes.

- **Live Design Modifications between Rhino and IRONCAD:** IronCAD has had a long standing connection with Rhino to provide the ability to make use of Rhinos strong surfacing capabilities. User can edit design features from IRONCAD in Rhino that may require more complex surface alterations. These edits will be automatically update in IRONCAD while maintaining existing relations to these modified features. This capability has been extended to support the latest versions of both IRONCAD and Rhino giving user the most recent advances to create and edit their designs.
- **Enhanced Process Between Design and Collaboration:** IRONCAD COMPOSE is a free product that allows users to deliver their standard components in a lightweight and IP protected way that can be easily dragged and dropped together to automatically configure products. Often it may be necessary to make additional design changes to these configurations to meet customers' requirements. Now users can load designs originally created by customers in COMPOSE into IRONCAD to automatically convert these to editable precise design geometry. This allows users the ability to make the desired design modifications easily on the customer configured files and quickly send the results back to the customer for validation.

In addition to these key improvements the 2014 DCS focused heavily on additional customer driven improvements and the quality and stability of the product. The 2014 DCS also includes the latest versions of ACIS™ & Parasolids™ modeling kernels, Techsoft 3D HOOPS™ Visualize Platform, and Spatial's 3D Interop translators to provide seamless data translation with standard and native industry CAD formats.

The 2014 IronCAD Design Collaboration Suite is available for immediate download for via the IronCAD website at www.ironcad.com/download.

"IronCAD is committed to delivering true productivity through performance, flexibility, and collaboration and this release confirms our commitment." commented Cary O'Connor, IronCAD's VP of Marketing, "Customer's now have more power in the design making it faster to create, modify, and finish the design tasks. In addition, they can extend their collaboration with the many new enhancements and integrations to improve the communication process among their customers leading to higher customer satisfaction and shortened time to market." he continued.

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Kubotek Online University Re-Launched; Free CAD Software Available for Students

19 November 2013

[Kubotek USA](#) has re-launched its software's online university. Kubotek University has been updated and enhanced so that students and current customers can more easily find content and review lesson materials for their Kubotek software products.

[Kubotek University](#) includes instruction on how to develop designs and use countless tools and features

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of KeyCreator Direct CAD, the most complete direct modeler available. Tutorials for other Kubotek products, like KeyMarkUp, are also included. Content includes written lessons with downloadable CAD files, video-based instruction, simple tips and tricks, as well as information on paid instruction in classroom form and live, on-line sessions. New material is being developed and continually added.

Students, as well as commercial customers on active support, have full access to Kubotek University. Much of the content, however, can be viewed by anyone.

Additionally, free CAD licenses are [available to students simply by enrolling on the website](#). KeyCreator Direct CAD Student Version licenses have the same functionality as commercial versions of KeyCreator Direct CAD, minus the ability to export to some file formats. Drawings created via the free license are also watermarked as Student Version.

Educational editions of KeyCreator CAD software are also available to schools and institutions at very reasonable costs; in some cases, the licenses are free of charge.

“Doc” Walt Silva, Chancellor of Kubotek University says “Kubotek’s commitment to students of all ages is reinforced both by the new Kubotek University and our willingness to make free licenses readily available to students.” Silva continues, “If you are learning mechanical design, you want a CAD package that doesn’t bog you down. KeyCreator Direct CAD is the best package for students to learn mechanical design – period.”

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MecSoft Releases RhinoCAM 2014

19 November 2013

MecSoft Corporation has announced the availability of RhinoCAM 2014, a major version release for MecSoft’s integrated CAM solution for Rhino.

RhinoCAM 2014 includes four CAM modules known as RhinoCAM-MILL, RhinoCAM-TURN, RhinoCAM-NEST, and RhinoCAM-ART, each of which run integrated inside the Rhino 5 CAD program and can be bought and licensed independent of each other. The TURN module is a new module that is being introduced with the 2014 release. All of other CAM modules were significantly enhanced and improved in this 2014 release to provide customers with a powerful and complete manufacturing platform.

"This release is an important release for MecSoft, in that we are not only releasing a brand new TURN module but have also improved all of our other CAM modules for Rhino. With all this new functionality together with the seamless integration inside Rhino 5.0, we continue to provide leading edge design and manufacturing capabilities rivaling other systems that cost significantly more." stated Joe Anand, President and CEO of MecSoft Corporation.

The free demo software of RhinoCAM 2014 can be downloaded at <http://rhinocam.com>.

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Mentor Graphics Next-Generation FloTHERM Product Delivers Enhanced Performance and Extended Functionality

19 November 2013

Mentor Graphics Corp. announced its next-generation [FloTHERM®](#) product featuring a new native Windows graphical user interface (GUI) to handle pre-processing and large models with ease, targeting today's most advanced electronic designs. The latest release continues the product line's 25 year history of technical product innovation and was developed based on extensive user feedback.

The new FloTHERM product was developed from user feedback via the company's IDEAS website, soliciting requests on software enhancements and features that Mentor customers recommended and voted on as the most popular. Over 40 IDEAS requests were fulfilled, resulting in the new Windows-compliant GUI, parallel CFD solver and efficient handling of massive models for pre-processing, solving and post-processing.

"As one of the first FloTHERM users, I've always been happy with the speed of FloTHERM's solver, especially when handling large models," said Ir Clemens Lasance, Philips Research Emeritus. "Nevertheless, improvements are always welcome when we talk hours of CPU time and hence, I was pleasantly surprised when I tested this new version of FloTHERM. The scale-up that has been achieved was at least a factor of four on my computer with a dual processor, reducing the solution time from six hours to one-and-a-half for a specific project requiring two million cells."

New FloTHERM product capabilities include:

- The new Windows-compliant user interface can handle models with thousands of objects. A query-based search function, together with data columns integrated with the model node tree, provides critical model checking capabilities to define data, identify errors and to further enhance the FloTHERM user experience.
- A new parallel solver provides scalability and fast performance for multi-processors. This capability was the #1 requested functionality from the Mentor customer-feedback portal, and

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makes this FloTHERM release on average two to three times, and up to 14 times, faster than previous versions.

- The addition of new modeling objects to represent racks of equipment and data center cooling devices enables users to simulate and optimize everything from a chip to an entire room.
- The transient thermostatic control modeling functionality allows model inputs to be varied in time and as a function of the temperature during a transient simulation. A key benefit from this feature is the ability to reduce component power dissipation, either the component's own temperature, or those from external stimuli. Customers involved with thermostatic control systems, such as consumer electronics, computing and hand-held telephony and tablets find this new functionality helpful.
- The FloTHERM product now also supports fluid-structure interaction through a mesh-based parallel code coupling interface ([MpCCI](#)) bridge developed at the Fraunhofer Institute SCAI. Now engineers can export CFD analysis data for finite element analysis (FEA) with a wide range of popular structural simulation programs thereby enabling users to conduct multi-disciplinary analyses.

“Our market-leading FloTHERM technology was established 25 years ago and clearly demonstrates our ongoing commitment to customers by continuing to innovate and provide solutions that they need and want,” stated Roland Feldhinkel, product line director, Mentor Graphics Mechanical Analysis Division. “By providing an intuitive Windows-based GUI and advanced features, we are delivering a dynamic solution that will increase user productivity and enable the development of innovative products. This is truly the next generation of the world’s most popular electronics cooling solution.”

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New CorelCAD™ 2014 Brings Powerful Performance and Affordability to the CAD Industry

19 November 2013

[Corel](#)® today announced [CorelCAD™ 2014](#), the latest version of its powerful and affordable CAD solution. With the new industry-standard CAD features and AutoCAD .DWG file support, CorelCAD 2014 is an ideal alternative for professional CAD users looking for a high-performance Mac and Windows solution at an attractive price. The new Windows Ribbon user interface offers a familiar CAD environment, while the enhanced layer tools, new Design Resources, and CorelDRAW® graphics support for Windows enable users to communicate key ideas with precision.

"CorelCAD 2014 delivers a competitive and cost-effective CAD option for the architecture and engineering communities that rely on standard-compliant tools without the high price tag," said Klaus Vossen, Senior Product Manager for Technical Graphics at Corel. "It's one of the best alternatives for professional CAD users because of its affordability, ease of use, compatibility with .DWG files and CorelDRAW and 64-bit power."

The CorelCAD engine, built on the state-of-the-art ARES® CAD platform, introduces enhancements

and intuitive tools that improve the design workflow. These include:

New Ribbon User Interface

Compatible with all major CAD programs, Windows users will feel right at home with the familiar Ribbon user interface and can quickly switch between workflow-oriented Ribbon workspaces, such as 2D drafting or 3D modeling, or the classic CAD workspace.

New Design Resources

With the new and comprehensive Design Resources, users can instantly find, access and manage design components such as blocks, styles, drawings and images for use within and across a variety of CAD projects.

Enhanced Layer Tools

The enhanced layer tools allow users to work in a consistent manner with Layer Preview and Layer transparency features to align project elements, including drawing components from AutoCAD 2014 .DWG files.

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Partner Alliance Adds Matereality Software to Help HyperWorks Users Manage and Use Material Data in PLM

21 November 2013

The [Altair Partner Alliance](#) today announced the expansion of its material database offering with new partner, [Matereality, LLC](#). With Matereality's cloud-based software, Workgroup Material DatabasePro, it is possible to build an enterprise quality, fully functional and extensible material database to store all the material data for different projects and collaborate securely across the PLM landscape.

"Product innovation success relies on centralized data and knowledge resources. The ability to easily share centralized data allows for projects to be completed more efficiently," said Hubert Lobo, President and CTO for Matereality. "We are pleased to offer a technology through the Altair Partner Alliance that removes limitations on the ability to use material data, eliminates typical risks associated with unmanaged material data, and helps accelerate the pace of product development."

Workgroup Material DatabasePro creates a central core containing material data in full interactive detail that is always available to group members, whether collocated or dispersed. Within a workgroup, members are able to have complete access control to keep data private or share with those collaborating on a project. They are also able to perform advanced plotting accompanied by analytics to instantly compare and visualize data trends, as well as convert units, zoom, interrogate curves and export data in formats suited for diverse audiences.

"Matereality is a welcome addition to the Altair Partner Alliance and offers a convenient way for individuals, teams, or organizations to keep their material data organized and controlled," said James Brancheau, Chief Technical Officer for Altair. "Altair has long been a customer of Matereality affiliate

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DatapointLabs, a supplier of testing services that can deliver specific material properties required for computer aided analysis codes, so it is exciting to begin this new chapter and witness the benefits both parties will experience in the future."

Workgroup Material DatabasePro allows materials engineers, CAE experts and materials scientists to contribute their individual expertise to collaborate on a centralized material database for ongoing PLM projects and future use. Material parameters are easily generated for simple elastic, elastic-plastic, rate dependent, visco-elastic and hyperelastic material models for finite element analysis (FEA) and injection-molding simulation parameters. Material models can be quickly and accurately transformed from one CAE software format to another.

Available for the last 12 years, Altair's innovative unit-based licensing system allows [HyperWorks](#) users customizable access to a growing portfolio of applications, optimizing their return on investment (ROI) by making more than 28 in-house developed applications available by use of a single pool of recyclable HyperWorks units (HWUs).

After experiencing this original licensing model's success, Altair has offered the opportunity for third-party companies to run their own applications under this unit-based system, a collaboration now known as the Altair Partner Alliance. The overall flexibility of these HWUs empowers users via access to the largest, most complete suite of CAE applications available. The ROI increases for users each time a new application is added to the offering, since any of the partner programs can be accessed using the same leased HWUs they are already using to run HyperWorks. This makes more than 55 additional applications available at no incremental cost or long-term commitment.

HyperWorks users can download Workgroup Material DatabasePro at www.altairalliance.com/matereality.

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PTC Unveils New Rapid Deployment Option for Conflict Minerals Compliance

19 November 2013

[PTC](#) today announced the availability of its PTC Materials Compliance Solution for conflict minerals as a managed service. The [PTC Materials Compliance Solution](#) for conflict minerals enables manufacturers to comply with regulations from the U.S. Securities and Exchange Commission (SEC) governing the identification and reporting of [conflict minerals](#) within their products and across their supply chains. With the first SEC filing deadline just six months away, the new rapid deployment option for PTC's solution enables companies to quickly implement a systematic response to this fresh compliance challenge.

In 2010, the U.S. Congress passed legislation, known as the Dodd-Frank Act, that includes a provision requiring manufacturers to investigate the sources of tin, tantalum, tungsten, and gold used in their

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products, and to identify whether any such materials originated in or around the war-torn region of the Democratic Republic of the Congo. These minerals are referred to as “conflict minerals.” Under Dodd-Frank, companies listed on the U.S. stock exchanges have until May 31, 2014 to make their first annual disclosure about the use of conflict minerals. In addition, the rules impact companies not directly regulated by the SEC, as compliance requirements are applied across the entire supply chain, thus reaching hundreds of thousands of non-SEC registered companies that supply components to SEC registered companies.

With the PTC Materials Compliance Solution for conflict minerals, organizations can systematically assess and report on the status of conflict minerals within their products and across their supply chain. They also can automate the collection of supply chain data and reasonable country of origin inquiries (RCOI), generate internal risk assessment reports, and collect key information needed for the reports required by both the SEC and customers. By delivering it as a managed service, PTC installs, operates, and maintains all software and related infrastructure necessary to support the solution – relieving customers from the burden often placed on internal IT organizations from the demands of a new enterprise application. This enables companies to simplify compliance with the new rules, demonstrate due diligence for auditors, and protect their brand and revenue streams – all at reduced cost.

Overall, the PTC Materials Compliance Solution provides a scalable approach for addressing other and possible future regulations and efficiently managing changes to existing regulations as an integrated component of a manufacturer’s product development strategy. The solution is used today by some of the most forward-thinking companies for compliance with a broad range of environmental and related regulations, such as REACH and RoHS. One company in particular, Motorola Mobility, a Google company, is already using the PTC Materials Compliance Solution to support its industry-trend-setting compliance efforts.

“At Motorola Mobility, we take a systems approach to environmental data management and compliance, and the PTC Materials Compliance Solution delivers a common platform and standard processes to help us manage our initiatives,” stated Bill Olson, Director Office of Sustainability and Stewardship, Motorola Mobility. “PTC’s conflict minerals solution helps us to automate our mature compliance processes, establish a solid reporting system to efficiently meet regulatory and customer requirements, and further distinguish our corporate leadership in the area of compliance.”

“The clock is ticking – and it is no small task to collect and validate supplier disclosures, assess supplier and product compliance status, and generate conflict minerals reports to meet SEC, auditor, and customer requirements,” stated Howard Heppelmann, general manager, Supply Chain Management Segment, PTC. “Our technology solution has been proven to deliver a comprehensive and systematic approach to efficiently enable conflict minerals compliance by industry leaders like Motorola, and now we’re making it more flexible to procure and deploy.”

Later today, PTC and Motorola will conduct a webcast entitled “Turning Conflict Minerals Law into a Competitive Advantage.” Attendees will learn the best practices to ensure compliance and gain traceability across their supply chains. To attend the event, [register here](#).

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Vectorworks 2014 Software Achieves IFC Coordination View 2.0 Import Certification

15 November 2013

Nemetschek Vectorworks, Inc. is pleased to announce that Vectorworks® Architect software has successfully passed IFC Coordination View 2.0 Import certification. With this announcement, Nemetschek Vectorworks is one of a small group of architectural software developers to achieve both IFC Coordination View 2.0 Import and Export certification.

The IFC Certification 2.0 procedure, developed and managed by buildingSMART International, requires BIM software vendors to pass new, more comprehensive and rigorous tests with the intent of promoting consistent and reliable interoperability across all the participating certified BIM programs.

"With this milestone, we once again show that Vectorworks is a leading-edge BIM solution for architectural design and documentation," said Robert Anderson, vice president of integrated practice at Nemetschek Vectorworks. "We continually strive to be in 'the front of the pack' when it comes to open-standards interoperability, given the building popularity of IFC and its increasing presence in practical, real-world solutions for all the stakeholders in the AECM marketplace."

Industry Foundation Classes (IFC) is a neutral exchange format, not controlled by any single software vendor. As such, it provides a robust way to exchange BIM models between various software programs.

With this certification, Vectorworks Architect has demonstrated support for IFC Import, based on the Coordination View 2.0 and supporting the Architecture Exchange Requirements. IFC Interfaces are delivered with Vectorworks Architect and automatically installed, as they are fully integrated into the software.

The certified Coordination View 2.0 IFC Import will be available with Vectorworks Architect 2014 Service Pack 2, which will be released this month. Vectorworks Architect achieved IFC Export certification in June of 2013.

For more information about buildingSMART International and IFC, please visit:
<http://www.buildingsmart.org>.

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ZWCAD Touch Goes Flat: First CAD App for iOS7 Is Released

20 November 2013

[ZWCAD Design](#) updated its free mobile design App, [ZWCAD Touch](#), making it the first CAD App designed specifically for iOS7. As Apple set the trend for flat design in iOS7, the newly redesigned ZWCAD Touch also refreshed its UI design with a flatter appearance. By providing a cleaner approach to presenting content, ZWCAD Touch enables users to work in a more comfortable software environment, contributing to an improved experience for over 100,000 users around the world.

Refreshing UI Design with a Flatter Appearance

The use of flat design in web pages has been growing hugely in recent times, and the debut of iOS7 has confirmed its enhanced popularity. iOS7 took the textures, bezels and gradients out of the UI and replaced them with simple and clear design elements. The interface is much cleaner and sleeker, representing its commitment to creating an experience that is simpler, more useful, and more enjoyable.

A sense of familiarity is important for user experience, therefore ZWCAD Touch turned flat as well by striping down visual elements to highlight their essential functionality. The single background color makes all the content more distinct to users. By using different colors to indicate file formats, users can find out what they want with a single glance. Such UI refinement brings ZWCAD Touch simplicity and ease of use, and it works great for smaller screens, particularly mobile design.

“We are excited to be the first in the CAD design industry to provide an iOS7 CAD App,” said Daniel Huang, Product Manager of [ZWCAD+](#). “Aiming at providing our users with an up-to-date design experience, we decide to make a significant change to our UI to keep pace with this modern design. The flat UI helps users enjoy ZWCAD Touch in the same way as other iOS7 Apps.”

Improving Compatibility with iOS7

Some Apps in previous versions may have compatibility problems with iOS7. To ensure an optimal user experience, ZWCAD Touch optimized its compatibility to adapt to the new operating system. Improvements such as vocal message recording and folder creation have been added to provide a more fluent and efficient mobile design workflow.

Join in ZWCAD Touch Photo Competition and Win a Prize

ZWCAD Touch has recently reached an exciting milestone of 100,000 users. In gratitude of their users for their continued support, ZWSOFT announced a [photo competition](#). Participants who take photos of themselves using ZWCAD Touch away from their desk and upload them to the [ZWSOFT Facebook page](#) before December 1st will have a chance to win one of 10 ZWCAD+ and Lightworks Artisan Licenses and an iPad Mini. There have already been several exciting entries. Don't hesitate, join the competition and win the prize.

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