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Acquisitions

CENIT Acquires PLM Competitor cad scheffler

27 December 2007

CENIT AG acquired its PLM competitor of many years and very successful Dassault Systèmes partner,

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cad scheffler. Approximately 20 PLM experts with many years of expertise and experience in the PLM area will reinforce CENIT from January 2008. Cad scheffler GmbH, headquartered closed to Chemnitz, is a specialist provider of PLM system solutions on the Dassault Systèmes PLM product CATIA. Since 1990, the service and consultancy company has marketed Dassault solutions and has been a business partner of IBM Deutschland since 1997.

With the integration of cad scheffler, with its experienced employees and client base, particularly among medium-sized companies, CENIT noted the integration strengthens their joint top position in the PLM consultancy and software market on both a national and international basis. With approximately 20 employees, Cad scheffler generates about €2 million sales with an EBIT margin of 15%. The company has no debt and has equity of €1.5 million. The purchase price, which also includes the company headquarters is roughly €2.5 million. After an extensive due diligence, the purchase agreement was signed today.

“In addition to the corporate strategic target of extending our top position in the German-speaking PLM market, the expansion of our technical competency for German and international customers is decisive,” stated CENIT Executive Board member, Kurt Bengel. And he added, “As a result of the fusion, we create more cost-effective structures for the operating business, an improvement of PLM product distribution and strengthen our partner status, also in respect of the value-added reseller model for Dassault Systèmes products from 2008.”

CENIT CFO Christian Pusch reinforced this view, “With the integration of cad scheffler, we are closing a large gap in the area of specialist employees. With the bundled competence, greater expertise, more efficiency and quality, we are gaining interesting new customers for CENIT. With the common use of resources and expert knowledge combined with high employee motivation, we can achieve huge growth in our classical markets.”

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Gibbs Merges into Cimatron

2 January 2008

- Cimatron will strengthen its position as a leading international CAD/CAM Software Company with a broader product range and stronger global presence
- Combined company’s annual revenues are expected to exceed \$40M, moving Cimatron well into the top 10 CAM software vendors

Cimatron Limited and [Gibbs System, Inc.](#), also known as Gibbs & Associates, developer of GibbsCAM®, software for programming CNC machine tools, announced the execution of a definitive agreement under which Gibbs will be merged with and into a newly established US subsidiary of Cimatron.

Bringing together the CimatronE integrated CAD/CAM suite for toolmaking and GibbsCAM CAD/CAM solution for production will allow the merged company to offer a powerful product portfolio for the entire manufacturing industry.

According to Cimatron the combined product offering will strengthen Cimatron’s market position, with the ability to deliver best-of-class products targeting all segments of the CAM market, from Mold and Die Making, through 2.5 axes and 5 axes production, to Mill-turn and Multi-Tasking Machining.

CIMdata PLM Industry Summary

Moreover, the combined distribution networks of Cimatron and Gibbs complement each other and provide excellent coverage of all target markets worldwide, including a strong presence in North America, Europe and Asia Pacific. It is expected that synergies could be quickly realized by selling the combined product portfolio through the merged distribution channels.

Gibbs System's estimated non-GAAP revenues in 2007 were approximately \$12M and estimated non-GAAP pre-tax profit was above 10% of revenues.

In consideration for the transaction, Cimatron will pay to Mr. William F. Gibbs, founder, Chairman and CEO of Gibbs System, and its sole shareholder, a cash consideration of \$5 million, as well as 1,500,000 newly issued ordinary shares of Cimatron. Cimatron's outstanding share capital after the closing will be comprised of approximately 9,400,000 ordinary shares. The transaction is anticipated to be consummated within several days and is subject to customary approvals and closing conditions.

Following the closing, Mr. Gibbs will continue to manage the GibbsCAM product-line business as President and CEO of the new subsidiary, and will join the Cimatron senior management team. In addition, Mr. Gibbs will be nominated to serve as Vice Chairman of the Board of Directors of Cimatron.

Commenting on today's announcement, Danny Haran, President and CEO of Cimatron said: "we are excited about the merger and the potential synergy. Being able to offer a complete range of high-end products for the entire manufacturing industry will bring great value to our customers. We believe that the reinforced Cimatron will enjoy economies of scale, which would translate the high quality engineering, financial efficiency and stronger competitive position into revenue and profit growth."

Bill Gibbs, Founder, Chairman and CEO of Gibbs System said: "we are happy to be part of this merger, putting together two well-known names in the CAD/CAM industry. The merger opens exciting opportunities of selling GibbsCAM through the Cimatron distribution network in key industrial markets. I personally am excited to join the Cimatron management team and to participate in exploiting the future merger benefits to their full extent."

Commenting on today's announcement, Mr. Rimon Ben Shaoul, Chairman of Cimatron added: "As we have declared in the past, Cimatron is actively looking to create more shareholder value through mergers and acquisitions. Gibbs and Associates is the perfect match for Cimatron, with clear product synergy and complementary distribution network. We believe that the merged company will become a stronger force in our highly competitive market." concluded Mr. Ben Shaoul.

Collins Stewart acted as advisor to [Cimatron](#) on the transaction.

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R Systems to Acquire Sento Europe

27 December 2007

R Systems International Ltd. announced that its board approved the acquisition of Sento Europe B.V., a Netherlands corporation and Sento S.A.S., a French corporation (collectively known as Sento Europe) from [Sento](#) Corporation, USA. The transaction is subject to Sento board approval, execution of definitive agreements and corporate and regulatory approvals and it is anticipated that the acquisition will be completed before January 15, 2008.

Sento Europe with operations in Enschede, Netherlands and Metz, France provides a wide range of integrated technical support and customer care services through multiple channels in 16 European

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languages. Sento Europe primarily focuses on the technology sector and amongst its clients are the world's leading consumer electronic companies. Sento Europe achieved revenues of approximately US\$ 14.85 million during the year ended March 2007.

“We are pleased to announce approval of the Board of Directors for the acquisition of Sento Europe. The combination will strategically compliment our iPLM business with a strong base in Europe, extend the breadth and depth of our offering, and will be accretive to our earnings in FY 2008,” said Rekhi Singh, CEO of R Systems. “We look forward to the employees and clients of Sento Europe joining R Systems’ family upon completion.”

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CIMdata News

Last Call for Participation in the CIMdata Opinion Poll: Use of Simulation & Analysis for Product Development

4 January 2008

If you haven't registered your vote on Simulation and Analysis in your product development process, please visit <http://www.cimdata.com/research/polls/polls.php> to do so. Results of the of the poll will be announced in next Friday's PLM Late-Breaking News and PLM Industry Summary newsletters.

Please note the results of these polls are tabulated as you vote. The results are completely anonymous. If you are currently logged in your vote will not be connected to your personal information in any way. CIMdata respects your privacy and no personal data will be transferred as a result of voting in these polls.

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Company News

Integware Promotes Max Huff as New Vice President of Research and Development

3 January 2008

[Integware](#) announced that they have hired a new VP for their ever growing R&D department. Max Huff, most recently a Solution Architect with Integware, was appointed to the position earlier today. Huff brings five years of experience with Integware and eleven years of experience within the medical device and high-tech industries.

“I am very excited to take on this role and also for Integware as a company. I am delighted that we have had such strong growth over the past two years that I am now heading up Integware's R&D department,” stated Huff.

“After interviewing several candidates, we realized nobody knew our business and vision better than our own, it was obvious he was the right person for this job,” stated Chris Kay, CEO of Integware.

Max joined Integware in 2003 and has served many roles including Solution Architect and Senior Consultant. Max has PLM and business process experience that includes product design and development, engineering and process failure analysis (FMEA), quality systems management,

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manufacturing process improvement, regulatory compliance, value chain modeling (VCOR), training development and support of global solution deployments.

Max served in the U.S. Navy and subsequently worked in engineering, manufacturing and quality systems roles in the semiconductor fabrication and plasma thin-film manufacturing industries prior to joining Integware.

Max obtained a Bachelor of Science degree in Computer Science from Colorado State University.

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Lectra Appoints Hotsumi Baba as Managing Director, Japan

3 January 2008

Lectra has named Hotsumi Baba as Managing Director, Lectra Japan.

Based in Tokyo and reporting to Asia-Pacific President Robert Agnes, he joined Lectra on October, 15.

Hotsumi Baba is responsible for directing Lectra's overall operations in Japan and will work to increase sales growth of value-added software, hardware and services across all market sectors and to boost the strength of the Lectra brand in Japan.

His role will be to help customers to capitalize on the value of Lectra products and solutions, so that they can improve their operations and maximize their Return on Investment. "Hotsumi Baba will focus on improving our customer support and building stronger relationships with the Fashion, Automotive, and Furniture industries in Japan. In doing so, he will lead the growth of our business in Japan," said Robert Agnes, President of Lectra Asia-Pacific. "Over the past years, he has cultivated a vast network of relationships across a diverse range of markets which will be instrumental in achieving the development and goals of Lectra in Japan. We are proud that he has accepted to join our team."

Hotsumi Baba brings more than 16 years of experience working for international companies selling complex software solutions in Japan to a variety of markets, including the automotive and mechanical design markets.

He joins [Lectra](#) from MSC Software Japan, LTD where he was Vice President of Sales. He also previously worked for Mechanical Dynamics Inc. (MDI) as President of MDI/Japan and served as MDI Business Manager at ISI-Dentsu Co. LTD (ISID). From 1979 to 1981, he was Engineer at the Nuclear Energy Division for Hitachi Engineering Co. LTD.

Hotsumi Baba earned a Bachelor's Degree in Mechanical Engineering from Hihon University, Tokyo.

Lectra Japan was established in August 1985 in Osaka. Today, the company is located in 8 offices in Japan - including sales offices and service centers - in Tokyo, Toyota, Okayama, Fukuoka, Hanamaki, Sakata, and Morioka. Dedicated to 400 clients, Lectra Japan has a particularly strong presence in the Japanese automotive market.

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SEAL Systems Extends its International Presence; Share Consulting AS - Their New Norwegian Partner

10 December 2007

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SEAL Systems AG announced that Share Consulting AS has been appointed as a new partner for the Norwegian market. Both companies have agreed on a close partnership which enables Share Consulting to sell the products and services of SEAL Systems for the SAP R/3® market in Norway.

Share Consulting was founded by senior SAP consultants in 2006. The focus of the business is to provide quality services in the architecture, implementation, configuration and administration of SAP based Enterprise Content Management Solutions (ECM). Another core competency of the business is the provision of consulting services within the area of product lifecycle management of SAP. SEAL Systems has the market and technology leading solutions for automatic document distribution software solutions for both the ECM and SAP PM areas.

Henrik Inberg, Managing Director of Share Consulting said that the SEAL Systems software products are an ideal extension to Share Consulting's existing business. "In nearly all of our consulting projects, the solutions of SEAL Systems can enhance the benefits for our clients by optimizing their business processes. Our preference is to add value for the customer. The best ways to achieve this is to not only make recommendations to our clients but also be actively involved in the implementation and maintenance of such solutions. Therefore the partnership with SEAL Systems was a logical step for us. We are more than confident, that our clients, SEAL Systems and last but not least we ourselves will benefit from this partnership."

Johannes Hesel, VP for internationalization and partner management at SEAL Systems, is proud to have Share Consulting as a partner in the Norwegian market with such a high level of skills and quality clients. "The team from Share Consulting has quality expertise and has established itself in Norway as the leading expert for SAP based ECM solutions in a very short time. Share Consulting will not only resell our products in Norway, but will also invest in obtaining detailed SEAL Systems product knowledge to further assist its clients. This has advantages for both our prospects and our existing customers in Norway. Both will find in Share Consulting a reliable and competent local consulting partner to handle our products."

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Siemens PLM Software Announces Set of "Major Milestones" in Digital Lifecycle Simulation

3 January 2008

[Siemens PLM Software](#) announced a set of "major milestones" in the high-growth digital lifecycle simulation – or computer-aided-engineering (CAE) – segment of the PLM market that build on its CAE technology launches from 2007.

Chief among these milestones is the announcement of two key CAx wins for which CAE expertise was a key differentiator in Siemens PLM Software's selection:

Liao He Petroleum – a key enterprise under China National Petroleum that owns the third largest oilfield in China. "The rich large assembly and assembly analysis capabilities of NX are an important reason why it attracts us," said Gao Yuanwen, director of IT Department. "This combined with the powerful NX Nastran solver and the advanced pre and post processors as well as the complete integration with NX CAD, finally enabled us to make our choice. After a short time of use, we are already beginning to gradually achieve our expected goal."

Franco-German-Spanish Eurocopter Group, the world's number one helicopter manufacturer and a division of EADS, a world leader in aerospace, defense and related services. Eurocopter selected

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Femap® and NXTM Nastran as an integrated platform for stress analysis and substantiation of military helicopter systems. “The integrated Visual Basic interface of Femap provides an unchallenged way to integrate our calculation tools to aid in further post processing, substantiation and documentation of stress analysis, particularly composite structures, leading to a faster automated process,” said Christopher Bach, spokesman, Eurocopter.

In addition, Siemens PLM Software announced the appointment of Ken Blakely, a 23 year veteran of the digital lifecycle simulation industry, as vice president, CAE Business Development. At Siemens PLM Software, Blakely’s focus is on working with the Marketing and Products groups to create sales programs designed to grow Siemens PLM Software’s CAE revenue base on a global basis. He reports to John Graham, Siemens PLM Software executive vice president of Global Sales & Services.

“These key customer wins go a long way not only toward highlighting our growing momentum in CAE, but also toward demonstrating the value that our CAE solutions add in spanning the enterprise and mid-market levels,” said Graham. “This is an ideal time to add Ken to our team. Ken’s mission is essentially to facilitate our growth goals for CAE by leveraging the resources of the entire business behind them. We now have a recognized leader in our sales organization fully devoted to CAE, and we are confident this increased focus will help us fulfill the increased demand for our world-class simulation capabilities.”

With NX 5, Siemens PLM Software launched nine new simulation products, while its recently announced Teamcenter 2007 portfolio incorporates the next stage in its end-to-end simulation data management environment. The new technology enables users to manage the eight unique analysis needs:

1. **Scalability and consistency** - to enable people in all parts of the organization and all phases of product development to be more productive.
2. **Intelligent model generation** - so that manufacturing companies can leverage the millions they invest to develop and document product designs.
3. **Industrial-strength productivity** - to meet industry trends that consistently point to continuing growth in model size and complexity.
4. **Multi-physics, multi-disciplinary** - to efficiently couple simulation applications, and allow the results of one simulation activity to be efficiently used as input to others.
5. **Open integration** – to enable companies to leverage large numbers of very specific analysis tools and maintain their competitive advantage.
6. **Visualization and collaboration** – for the up to 20 people who consume and interact with the information generated by each author.
7. **Reusable processes and knowledge** – to address the issues of too little time combined with a lack of trained, knowledgeable professionals.
8. **Simulation process management** – to combat the biggest single constraint on getting greater value from digital simulation investments - insufficient focus on managing CAE data, processes and workflows.

“Taken together, these highlights represent major milestones in Siemens PLM Software’s commitment to strengthening our leadership in CAE and build on our already strong momentum in this space,” said Tony Affuso, chairman and CEO of Siemens PLM Software. “With 40 years of CAE experience already under our belt, Siemens PLM Software has long pioneered excellence in this segment, and we are

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excited for the opportunities to serve our customers that our expanded focus on it presents.”

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Top Rated CAD Job Posting Site Joins TenLinks CAD, CAM and CAE Network of Websites

2 January 2008

TenLinks, Inc. announced the acquisition of CADtalent.com, the top rated CAD job posting website.

The CADtalent.com site lists more current CAD-related job openings than any job posting site. It not only features hosted jobs, but it also finds CAD jobs listed elsewhere on the Internet using a sophisticated and proprietary technology. CADtalent.com offers free resume posting and search for job seekers.

"We had admired CADtalent.com as a leader, giving it the #1 spot on our TopTen CAD Job List," says Roopinder Tara, president and CEO of TenLinks, Inc. "We are happy to add a job service that benefits our community of CAD, CAM and CAE professionals."

"We are excited to deliver CADtalent.com to a market leader like TenLinks," says Tony Lillios, founder of CADtalent.com. "Combining CADtalent into the TenLinks family of sites will further the growth and reach of the site with great benefit to the users."

Find out more information at <http://www.CADtalent.com>.

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Events News

MESA 2008 North American Plant-to-Enterprise Conference Announced

January 2008

MESA International's 2008 North American Plant-To-Enterprise Conference: Delivering on Strategies, will be held September 21-23, 2008 at the Rosen Plaza, Orlando, Florida.

Building on the success of the past three years, the MESA 2008 conference will focus on “Delivering on Strategies” and the new MESA strategic initiatives and guidebooks. Attendees will learn best practices and guidance that detail how plant-wide information systems support five key strategic corporate initiatives – lean manufacturing, quality and regulatory compliance, product lifecycle management, real-time enterprise, and total productive maintenance.

Co-chaired by Alicia Bowers and Michael Yost of GE Fanuc Intelligent Platforms, the 2008 MESA conference is designed to meet the needs of today’s manufacturing professional – many of which are now coming from the ranks of corporate IT departments. MESA has also structured the conference to allow attendees to select session content based on their experience level or on their deployment lifecycle – providing individuals with the opportunity to customize their learning experience.

“With membership increasing by 250% over the last year, we expect the 2008 conference to be our largest and most successful conference to date,” said Matt Bauer of Rockwell Automation and Chair of MESA International. “I know of no other venue where as many major software vendors and prominent manufacturers are collaborating to offer insight and thought leadership around such important topics as lean manufacturing, quality and compliance, PLM, and the real-time enterprise. We are committed to

helping manufacturing and manufacturing IT teams deliver on their strategic corporate initiatives and move the industry significantly forward.”

More information on the 2008 MESA conference will be posted to <http://www.mesa.org/> as it becomes available.

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Financial News

Mystic Management Systems, Inc. Exceeds 2007 Goals; Growth Due To Expansion in Key Markets of Life Sciences and Consumer Goods

2 January 2008

Mystic Management Systems, Inc. finished 2007 up 104% over its financial goal, setting new company records in terms of growth and new clients obtained.

“With an incredible product, like ensur, that integrates document control, specification management, corrective and preventative action, and training into one off the shelf solution is an amazing product to sell,” said Erroin A. Martin, Vice President, Sales. “It has allowed us to continue our growth in our core competency of Life Science companies and consumer goods. Ensur, a web-based application, helps companies maintain FDA 21 Part 11 compliance and pass ISO 9000 audits, benefits the companies we count as our clients and ultimately their customers.”

“The amazing strong finish to 2007 has set up an amazing 2008 and has allowed Mystic Management Systems, Inc. to grow in size and begin to expand into new markets,” stated Robert T. Sullivan, Owner and President.

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Implementation Investments

Alstom Transport Selected Valor’s Software for DFM and Signal Quality Analysis

3 January 2008

Valor Computerized Systems Ltd has been selected by Alstom Transport Information Solutions to provide its DFM (Design for Manufacturability) software for design verification.

Valor’s advanced design verification capabilities will strengthen the ability of Alstom Transport Information Solutions, a provider of high-technology products and systems for rail transport to validate the quality of their designs and ensure that safe, zero-defect products will be delivered to market.

“The ever-increasing complexity of today’s electronic systems requires advanced solutions in order to maintain high levels of design quality. The need for such solutions becomes even more obvious in mission-critical systems such as those manufactured by Alstom Transport Information Solutions, and we are confident that our DFM tool will assist them in maintaining the high-quality of their products,” said Stephan Häfele, president of Valor Europe.

Valor’s DFM software is a virtual manufacturing system which enables simulation of the entire production process of a chosen PCB, from design to manufacture to assembly, concurrently with the

design process. It helps to optimize designs for excellence using a physical model of the PCB assembly, resulting in improved product quality, and revision spins being practically eliminated.

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Delcam's FeatureCAM Used for College Motorcycle Project

2 January 2008

Nineteen students and four instructors at Wabash Valley College, a small community college in eastern Illinois, recently undertook the development of a customised motorcycle, with most of the parts manufactured using Delcam's FeatureCAM CAM system. The team started with a bare frame and added everything that could reasonably be designed and machined at the college by the students.

Before starting the project, Mark Pettigrew, Lead Instructor of Machine Shop Technology at Wabash, knew his students would need CAM software. "We went to the IMTS exhibition in Chicago and looked at the CAM packages available," Mr. Pettigrew said. "We found that FeatureCAM was the only company that was willing to work with us on a package we needed and could afford."

FeatureCAM was the key to creating manufacturing programs for the custom bike parts and to assuring that they would fit together precisely when fastened to the frame and to each other. It also opened the door for the students to the world of computer-based manufacturing.

One of the reasons the students could program their parts so quickly without a lot of training was the feature-based technology in FeatureCAM. It allowed them to enter the dimensions of a hole, for example, and then leave the software to generate automatically the appropriate machining operations in the correct order. FeatureCAM speeded up the programming process for the parts further by automatically selecting tools for each operation, determining feeds and speeds, generating toolpaths and creating NC code.

"Our goal was to produce a true 'one-of-a-kind' custom motorcycle that didn't cost an arm and a leg," said Mr. Pettigrew. "It turned out that the real benefits were that our students were able to exercise their creativity and problem-solving skills while producing a unique item that they are proud to have been a part of creating."

"In all my years of teaching, I have never seen more enthusiasm, attention to detail and teamwork," commented Mr. Pettigrew. "When we unveiled the bike to the public, you could see how proud the students were when they heard the applause."

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Electrolux Deploys LMS Virtual.Lab Acoustics to Accelerate the Development of Household Appliances

19 December 2007

LMS announced that Electrolux adopted LMS Virtual.Lab Acoustics to simulate and optimize the vibro-acoustic performance of home appliance products and to reduce the dependence on time-consuming prototype testing. The acoustic simulation software is deployed in the Core Technology Innovation Division of Electrolux, based in Porcia (Italy), which is responsible for developing innovative concepts and for supporting the primary development teams with expert services in key engineering domains such as acoustic optimization.

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Electrolux is a global leader in home appliances and appliances for professional use, selling more than 40 million products to customers in 150 countries every year. The company focuses on innovations and thoughtful designs, based on extensive consumer insight, to meet the real needs of consumers and professionals. To accomplish this business goal, Electrolux is currently transforming its development process from time-consuming, test-based methods to a process that strongly builds on virtual simulation capabilities. Being a long-time user of LMS SYSNOISE, the Electrolux acoustics research team recently deployed LMS Virtual.Lab Acoustics to further accelerate their analysis of structure borne noise and to eliminate noise issues as early as possible in the development cycle.

The Electrolux engineers use LMS Virtual.Lab Acoustics to analyze the acoustic behavior of products like refrigerators, dishwashers, washing machines and cookers. According to Marco Clara, Technical Leader of the Acoustics and Simulation Group at Electrolux, acoustic simulation allows them, for example, to assess the noise produced by a washing machine cabinet, to trace the root cause of noise issues and to change the cabinet design to eliminate them. They also simulate the radiated noise of components like motors and pumps, which are mostly supplied by external companies. In this case, they apply acoustic simulation to optimize the mounts and the housing to reduce the emitted noise.

“Comparisons of test data with simulation results have proven the accuracy and reliability of the LMS Virtual.Lab Acoustics solution for a multitude of applications,” commented Marco Clara. “It will therefore allow us to effectively replace extensive testing campaigns with simulation runs and to efficiently deliver the required acoustic profile. This will save a lot of time and resources, and will create room to explore innovative solutions, try new materials and find ways to reduce weight and material costs.”

The Electrolux research team valued the coverage of the complete simulation process in a single user environment and the tight integration of the reliable SYSNOISE acoustics solver into LMS Virtual.Lab Acoustics. “With LMS Virtual.Lab Acoustics, it is really straightforward to import design models from CATIA V5 and to run through the different steps of the acoustic simulation process, from model creation to results assessment. The integration of all these steps in a single user environment makes the software easy to use and frees up valuable time in our research group to analyze simulation results and to optimize designs,” concluded Marco Clara.

For more information on LMS Virtual.Lab, please visit <http://www.lmsintl.com/virtuallab>



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Magma Enables PLX Technology to Deliver PCI Express Gen 2 Switch Family On Time and On Budget

3 January 2008

[Magma](#)® Design Automation, Inc. announced that PLX Technology®, a leading supplier of PCI Express® (PCIe®) and other standard input/output (I/O) interconnect, implemented the PCIe Gen 2 switch family using Magma’s RTL-to-GDSII integrated circuit (IC) design solution. Because of the Magma software’s proven ability to deliver repeatable silicon success on time and on budget, PLX will deploy the Magma Talus® IC implementation system to PLX’s design teams worldwide.

The PCIe Gen 2 family includes features that feed the requirements of next-generation graphics, backplanes, server, storage, HBA/NIC and embedded markets. PLX had previously used Magma software to create the PEX 8548, which at the time featured the highest lane count, lowest latency and most flexibility of any PCI Express switch in the industry.

CIMdata PLM Industry Summary

“PLX is committed to meeting the industry’s demands for advanced interconnect solutions,” said George Apostol, PLX vice president of engineering. “By leveraging Magma’s innovative software and world-class support, we are able to streamline our design flow, reduce design costs and deliver robust, cost-optimized silicon.”

“PLX leads the PCIe interconnect market with the industry's broadest line of switching and bridging products,” said Kam Kittrell, general manager of Magma’s Design Implementation Business Unit. “We’re very pleased that they continue to meet their timing, area, power and yield goals using the Magma software. We are committed to enabling their design teams worldwide to leverage the advanced capabilities of the Talus system for their designs targeted at increasingly smaller process geometries.”

About the PLX ExpressLane PCIe Gen 2 Switches

The new ExpressLane™ PCIe Gen 2 switches include the PEX 8648 (48 lanes, 12 ports), PEX 8632 (32 lanes, 12 ports), PEX 8624 (24 lanes, 6 ports), PEX 8616 (16 lanes, 4 ports) and PEX 8612 (12 lanes, 3 ports). These Gen 2 switches share a field-tested and proven PLX architecture with industry-leading features including the lowest latency and power, highest performance, integrated non-transparent ports and Hot-Plug controllers, the smallest Flip-Chip packaging and highly flexible port configurations up to x16.

PLX’s PCI Express Gen 2 switches are fully compliant with the PCI-SIG® PCIe base specification 2.0, which doubles the interconnect bit rate over its predecessor, to 5 GT/s (GigaTransfers per second) from 2.5 GT/s, and are backward compatible with Gen 1, thus allowing ease of migration with existing designs. Integrated non-transparency enables PCIe use in multi-host, host-failover/redundant systems and intelligent I/O modules. Unique power-reduction methods and a proprietary cut-through design for low latency down to 140 nanoseconds are achieved through the company’s signature engineering features achieved with PLX’s third-generation PCIe architecture.

Talus: The Platform for Advanced Designs

Magma’s IC implementation software provides advanced capabilities within an integrated and highly automated RTL-to-GDSII flow. The front-end product allows logic designers to synthesize, visualize, evaluate and improve RTL code quality, design constraints, testability requirements and floorplan. Also integrated are fast, full-featured, high-capacity predictable synthesis capabilities, full and incremental static timing analysis and power analysis. Magma’s physical design solution includes optimization, place and route, useful skew clock generation, floorplanning and power planning, RC extraction and a single, built-in incremental timing analyzer. Based on Magma's unified data model, this platform accurately predicts final timing prior to detailed placement, eliminates timing closure iterations and enables rapid design closure while taking into account nanometer effects such as on-chip variation (OCV).

About PLX

PLX Technology, Inc. (<http://www.plxtech.com/>), based in Sunnyvale, Calif., USA, is a leading supplier of PCI Express and other standard I/O interconnect silicon to the communications, server, storage, embedded-control and consumer industries. The PLX solution provides a competitive edge to our customers through an integrated combination of high-performance silicon, hardware and software design tools, and partnerships. These innovative solutions enable our customers to develop equipment with industry-leading performance, scalability and reliability. Furthermore, the combination of PLX product features and supporting infrastructure allow customers to bring their designs to market faster. PLX PCI, PCI-X, PCI Express and USB devices are designed into a wide variety of applications across multiple

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industries. In addition to its headquarters in the United States, PLX has offices in China, Japan, Taiwan and the United Kingdom, while also supporting customers through distributors, sales representatives and an on-demand customer-relationship-management system.

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Medical Instrument Maker Uses SolidWorks, COSMOSFloWorks to Refine First Automated Glucose Measurement

2 January 2008

Luminous Medical Inc. has used [SolidWorks](#) Corporation's 3D CAD and analysis software to design and refine a potentially life-saving glucose measurement system for hospital patients.

Any intensive care, operating room, or intermediate care unit requires tight control of patients' blood sugar levels. A nurse testing a patient by drawing blood once or twice per hour consumes some two hours of nursing time per day, placing a strain on staffing and affecting health-care costs.

To ensure aggressive monitoring without burdening staff, Luminous, of Carlsbad, Calif., has developed a first-of-its-kind automated glucose measurement system that continually takes blood samples from a patient's IV system, analyzes the blood spectroscopically, then sends the blood back to the patient. The Luminous Medical Glucose Measurement System required extensive and complex fluid thermal analysis, according to senior mechanical engineer Don Novkov.

"SolidWorks Corporation's COSMOSFloWorks™ software let us efficiently model blood and saline movement through our device to increase measurement accuracy and improve the flow," said Novkov. "COSMOSFloWorks was the obvious choice to achieve the design. Hand-calculation would have taken me six months. Other fluid analysis software would have cost me \$50,000. Empirical testing would have taken me several months without producing the improvements we achieved in two weeks."

Novkov's team used SolidWorks® 3D CAD software to design the 400-part assembly. The team selected SolidWorks because of its ease of use, full capability range, and track record over Novkov's career. "I switched to SolidWorks 12 years ago and see no reason to go back," he said.

Establishing tight glucose control in critically ill patients, regardless of diabetes status, has been shown to improve outcomes including highly significant reductions in complications, length of stay, and mortality, according to Luminous.

"As with any endeavor, the right tool made a big difference in the outcome of this product," said Rainer Gawlick, vice president of worldwide marketing for SolidWorks Corporation. "We're inspired that SolidWorks is a small part of improving patients' lives and extending health-care resources."

[Luminous Medical](#) relies on authorized SolidWorks reseller [Digital Dimensions](#) for ongoing software training, implementation, and support.

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OptiTex Expands Sales to American Universities

26 December 2007

OptiTex continues to drive design software into the future with purchases by leading American universities. The forward-thinking institutions include Cornell University, Iowa State University,

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Lindenwood University in Missouri, Marshall University in West Virginia, Philadelphia University, Parsons School of Design in New York, Seattle University, Georgia University and the University of Minnesota.

“We are delighted that so many prestigious universities have chosen our software to train the next generation of designers,” said Yoram Burg President of OptiTex USA. “After spending years establishing ourselves as the leader in design software, it’s fabulous to see that we’re leading the way to the future as well.”

OptiTex is a premiere design software for most of the key textile industries, including apparel, industrial fabrics, upholstery, automotive and aeronautics. While OptiTex’s software platform features advanced 3D models, computer-aided design (CAD) and computer-aided manufacture (CAM), its user-friendly nature, highly-customizable on screen environment and environmentally friendly elimination of wasted materials and paper make it especially attractive to students.

"We consider the use of CAD software in the classroom to be an important part of our curriculum, both to teach students about the interaction between technology and design, and also to provide them with a tool to improve the quality of their work", says Prof. Susan Ashdown at Cornell University. "Students appreciate software that is intuitive and user friendly, as they can quickly become proficient users themselves creatively."

“Our software is now being used in classrooms worldwide, including Turkey, Spain France, Germany, Brazil, South Korea, India, Columbia, and China,” concludes Burg. “With so many leading designers across almost all industries leveraging the OptiTex platform, this growth can only help graduates of these programs to be more marketable.”

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SemEquip Employs Arena PLM to Tightly Control Product Development Process and Support Company's Rapid Growth

3 January 2008

Arena Solutions announced that [SemEquip Inc.](#), technology leader of advanced semiconductor implant materials for the world's most sophisticated integrated circuits, has chosen Arena PLM to manage their product development process, giving them the high-level of control they need to support the company's rapid growth. As SemEquip's core product information management system, Arena PLM serves as a single central repository where all product development-related data is contained, enabling the company's entire design and supply chain to track, document, and report on important details related to their products from concept through end of life.

"Our customers are half-a-billion dollar companies, with mature business systems and clear expectations of what they want from their suppliers, especially in terms of quality control and change management. Without the right system in place, we couldn't have met those expectations. Arena PLM is serving us well," said Doug Adams, vice president of engineering and product development at SemEquip. "There's no question that using the right technology levels the playing field for us. This type of control becomes a check-box item and allows us to focus on the benefits of our highly educated team and advanced technology."

Moving from Microsoft Excel, SemEquip is no longer concerned about the barrage of problems associated with using outdated information, including decreased engineering productivity, longer design

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cycles, and direct hits to the bottom line because of critical errors.

"None of our information is dispersed among personal PCs, lost in a file cabinet or buried underneath someone's stack of papers. Arena PLM gives us a valuable change management control system between our engineers, our suppliers and everyone else working on the product," said Brent Copertino, senior mechanical engineer at SemEquip. "From an engineering standpoint, the revision history we have captured in Arena PLM is a major plus. It allows anyone in engineering to pick up where someone else left off. There's no lost information and we can keep moving forward. Arena PLM allows us to get our jobs done and give everyone else in the company all the documentation they need to get their jobs done, too."

Arena Solutions' on-demand delivery gives companies of all sizes access to the benefits of PLM without requiring them to pay the up-front costs associated with traditional client server systems. With no software to install and no IT infrastructure to maintain, SemEquip was able to garner the benefits of PLM and put beneficial processes in place early in the company's development. SemEquip has not only been able to assert control over their data, but also share it throughout their extended enterprise through a web browser and an Internet connection. This ease of use has enabled them to focus resources on product innovation, rather than system training and administration.

"Any authorized user from any computer connected to the Internet can gain access to key product information," said Stuart Zeneri, vice president of operations at SemEquip. "Arena PLM is a very flexible tool without a lot of red tape. As the use of our products has grown, we've grown our staff -- in engineering, service, sales, accounting, marketing and more -- and all of them need product information. Before Arena, they had to find a core person who had that information and that person would be bogged down with requests. Now, with Arena PLM, we've given everyone access to the tool and they can retrieve data as they need it. From a productivity standpoint the difference is significant."

"We're delighted that Arena PLM is helping innovative and fast-growing companies like SemEquip deliver new technology, new thinking and new levels of productivity to their customers. They are proof that companies don't need to be giant to be powerhouses, they just need to employ the right tools that enable them to remain focused on what's most important -- their products and their customers," said Michael Topolovac, chief executive officer of Arena Solutions.

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Sercomm Chooses Valor's NPI Acceleration Solution to Reduce Time to Market

27 December 2007

Valor Computerized Systems Ltd has been selected by Sercomm Taiwan to provide its DFM (Design for Manufacturability) software to help reduce NPI costs and improve time to market.

Valor's design verification software will help Sercomm, a worldwide leading manufacturer of broadband and wireless networking equipments to reduce NPI time and costs by ensuring that their designs are ready for bare board fabrication, assembly and testing prior to actual production. This will result in reduced time to market and increased competitiveness for Sercomm.

Valor's DFM software is a virtual manufacturing system which enables simulation of the entire production process of a chosen PCB, from design to manufacture to assembly, concurrently with the design process. It helps to optimize designs for excellence using a physical model of the PCB assembly, resulting in improved product quality, and revision spins being practically eliminated.

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“We are happy to welcome Sercomm to the growing circle of Taiwanese companies using our solutions,” said KH Ong, President of Valor Far East. “When it comes to NPI, being the first to market is an essential competitive advantage, and Valor DFM is just the right tool to provide Sercomm with that advantage.”

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Telelogic Signs 1.6 Million USD Agreement with Leading Global Communications Company

28 December 2007

Telelogic announced that it has signed a 1.6 MUSD, 1-year license and maintenance agreement with one of the world’s leading providers of mobility products and solutions across broadband, embedded systems and wireless networks.

Under the agreement, the customer will continue its usage of core components of Telelogic’s Solutions for Enterprise Lifecycle Management (ELM); Telelogic Tau® for Model Driven Development™ (MDD™) and testing of complex systems and software, Telelogic DOORS® for requirements definition, management and analysis, Telelogic Rhapsody® for MDD for technical, real-time or embedded systems and software engineering, Telelogic DocExpress® for automated reporting and documentation generation and Telelogic System Architect® for enterprise architecture and business process modeling.

”The realities of modern business necessitates that companies continually seek ways to do more with less. Telelogic’s solutions allow customers to build more robust applications with higher performance and at lower cost,” said Anders Lidbeck, President and CEO of [Telelogic](#). “Orders such as this are continued affirmation that we are delivering the measurable results the communication industry demands.”

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Telelogic Signs 920,000 USD Agreement with Asia Pacific Based Defense Manufacturer

2 January 2007

Telelogic announced that an Asia Pacific based global defense manufacturer has signed a five year license and maintenance agreement for core components of Telelogic’s Solution for Enterprise Lifecycle Management (ELM), with a value of 920,000 USD.

The agreement doubles the existing contract and will see the company extend and standardize their requirements definition, analysis and management process across all development departments with Telelogic DOORS®, with increased investment in Telelogic Change™ for enterprise change management of their formal requirements process. The contract also includes further investment in Telelogic Systems Architect® to deliver the MoDAF and DODAF enterprise architecture modeling capabilities demanded by the defense industry.

“[Telelogic](#) has worked closely with this customer to build upon and expand the existing successful DOORS implementation,” said Anders Lidbeck, President and CEO of Telelogic. “The agreement is another significant endorsement of Telelogic’s ability to deliver the solutions required by companies that are at the cutting edge of innovation”.

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WorkNC Used by Winners of Mori Seiki's Cutting Dream Contest

3 January 2008

The Gold prize in the Die and Mold machining / Mold machining section of Mori Seiki's Cutting Dream Contest Awards 2007 was won by the Kawanami Ironworks Inc. Based in Kyoto, Japan, the company machined a jacket from aluminum.

The engineers from Kawanami Iron Works used WorkNC CAM/CAD software from SESCOI to program the toolpath, which produced the winning entry on a machining center.

Working from a 3D CAD model, the design for the jacket was imported into WorkNC. The engineer responsible at Kawanami Ironworks explained the process. "The model was entirely made up of free form surfaces, so the most difficult task was planning the sequence of operations and positioning the job datum." The ultimate aim was to produce a finished product which properly represented the look and feel of the jacket. He continued, "The majority of the part was cut with WorkNC's machining between two curves strategy. We found that this gave the best result for expressing the softness of the fabric." Kawanami Ironworks' engineers also used many of the other finishing toolpaths in WorkNC, these enabled them to pick out the fine detail and access confined areas without tool or holder collisions.

The engineers were impressed with the ease of use and data importation capabilities of WorkNC. "The software recognized the complex CAD data without any problems. We also found the system very easy to learn and implement with many toolpaths to choose from, making it flexible and very reliable. Furthermore, despite the complexity of the jacket, calculation times were extremely fast."

This was the fourth Mori Seiki Cutting Dream Contest and the standard of the entries was very high. Winning the coveted Gold prize is a true reflection of the skills of the engineers at Kawanami Ironworks, and the technology available in WorkNC which contributed to their success.

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Product News

Delcam Adds Large-Scale Mill-Turn Machine

3 January 2008

Delcam has added a WFL mill-turn machine with a three-metre working capacity to the range of equipment in its Tooling Services Division. This is the latest expansion of the company's in-house machining facility – no other global CAD/CAM company operates an equivalent manufacturing operation to prove out its new programs on real jobs with real deadlines.

"The Tooling Services Division has always had a dual role within Delcam," explained Division Director, Brian Hawkshaw. "While we provide a real-world testing environment for our CAM software during its development, we are also required to operate as a profitable business in our own right."

"Until recently, we have concentrated on five-axis machining, both because that was the main focus for our PowerMILL development team and because five-axis operation increased our ability to take on more complex jobs and complete them more efficiently," Mr. Hawkshaw continued. "The move into mill-turn has had similar motives."

"First, Delcam has expanded its product range with the acquisition of FeatureCAM and PartMaker, both of which offer mill-turn functionality, so we needed equipment with the ability to test new developments

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in these programs. Second, we have received more enquiries for large-scale projects that would only be possible to undertake efficiently with a mill-turn machine. We were taking orders for work even before we acquired the machine and its capacity is already booked for most of this year.”

“The Tooling Services Division also duplicated the diversification into other industries that has been seen in Delcam’s software business in recent years. The aerospace sector now provides our biggest source of work, rather than the toolmaking industry. The new WFL machine will offer us even more aerospace opportunities.”

“The manufacturing expertise gained within the Division forms an important part of the comprehensive support given by Delcam to all its customers,” added Mr. Hawkshaw. “As well as helping our development teams, the experience we gain is passed on to our support staff. They can use this knowledge to give our software users advice on all areas of their work, including aspects like the best choice of machining strategy and cutter selection, as well as the operation of the software.

Being able to test such developments on-site obviously gives Delcam a major advantage in proving out its software. “Many CAM programs generate data that is mathematically correct but that is often impossible to machine in practice,” explained Mr. Hawkshaw. “The toolroom has played its part in establishing PowerMILL’s leading position for high-speed machining and shop-floor programming. With the addition of the mill-turn equipment, we can also help Delcam reinforce its strength in multi-function machining.”

“When potential software customers first hear about Delcam, they often ask why we operate the toolroom,” concluded Mr. Hawkshaw. “Once they have seen our facilities and we have explained the benefits, both in the reliability of the software and in the quality of our support, they find it difficult to understand how other CAM developers expect to develop and sell software without a similar resource.”

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Perception Software Announces Version 4.1 of SymXpert™

3 January 2008

[Perception Software](#) announced the general release of version 4.1 of SymXpert, an EDA librarian application designed to accelerate the creation of high pin count device symbols for any EDA environment. Enabled by proprietary intelligent content extraction technology, SymXpert imports graphical and text data from PDF data sheets, allowing EDA librarians to create symbols for large pin count devices in a fraction of the time spent using traditional library creation tools.

SymXpert is packaged complete with all major EDA tool output formats, allowing users to create symbols for Mentor Graphics DxDesigner, Mentor Graphics Design Capture, Mentor Graphics Design Architect, Cadence Concept, Cadence OrCAD, as well as other neutral file formats.

SymXpert version 4.1 is available immediately, and includes the following improvements:

Integrates Acrobat Reader 7.0.

Symbol Graphic and Table miners utilize improved data extraction algorithms.

Enhances support for DxDesigner:

- Ability to specify Hetero Type in SymXpert template
- Ability to select text font type in SymXpert template

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- Ability to map to all DxDesigner Pin Types from SymXpert Pin Table

Enhances support for OrCAD Capture:

- Ability to map to all OrCAD Capture Pin Types from SymXpert Pin Table

Adds row extract-and-insert capability in Workspace and Pin Table sheets to assist with manual pin arrangement.

Supports installation on Vista.

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