



Solutions for Performance Driven Companies



MODEL-BASED SOA
technology

Aras Community Newsletter -- January 2010

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Seems like a lot of companies made the same New Year's resolution... "out with the old, in with the new." We've never been busier migrating companies off their legacy Windchill, MatrixOne, and Teamcenter environments.

I call it a modernization 'free for all'. Read on, find out more and get in touch to learn how your company can save 50% or more on your annual PLM budget by eliminating PLM licenses expenses forever. Freedom's a beautiful thing... and a compelling business case as well.

NEWS - Open Source Software Challenges Mainstream PLM Vendors



This month IDC Manufacturing Insights, a global technology analyst firm, published a write-up on Aras (titled *Open Source Software Challenges Mainstream PLM Vendors*) which provides their opinion of how the market is being transformed by Aras.

Joe Barkai, Product Life-Cycle Strategies Practice Director, offered his opinion of how the elimination of PLM license costs and collaborative community development benefit companies of all sizes, particularly global enterprises.

Joe says, "Traditional PLM vendors can no longer assume the level of influence and control over product evolution that they benefited from in the past. They cannot afford to simply focus on being better than the competition, but rather should direct their efforts on better meeting their users' long-term product lifecycle management needs.

"Aras users often describe the value of their community as 'product evolution that is driven directly and immediately by market needs and not exclusively by the vendors.'"

He goes on to include a case study example of a multinational corporation that is implementing Aras globally to replace their existing PLM system from Oracle Agile.

In my opinion Joe Barkai "gets it" and explains the corporate benefits of the enterprise open source model well. If your company is frustrated by the PLM license schemes of Oracle, PTC and the other legacy PLM providers and is being held hostage by their PLM systems, then talk to Joe, check out Aras and join the community - discover the power of freedom from licensing.

["Open Source Software Challenges Mainstream PLM Vendors" analyst report](#)

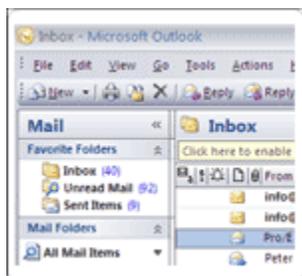
(IDC Account & Logon Required)

IDC Manufacturing Insights' Joe Barkai also did the *Top 10 PLM Predictions* webcast this month.

He cites the enterprise open source PLM approach as one of the key growth trend he expects this year and notes Aras as the leader. There's a lot of other good material in this webcast as well for the PLM junkies out there like me.

["Top 10 PLM Predictions for 2010" webcast recording](#)

FEATURED PROJECT - Mail2Innovator Email Client Integration for Aras



This month's featured project is an open source community solution for integrating email clients to Aras. It's called Mail2Innovator and was developed by [DataSquare](#) in Germany. They performed a demo of it for the training class in December when they were here in Boston. It's a simple, yet powerful app.

Mail2Innovator is great for collaboration during PLM processes because it keeps a record / audit trail of communications. It automatically transfers e-mails from any email software client that supports the IMAP protocol (Outlook, Notes, etc) to the Aras Innovator server associating them with the appropriate items in the system such as a project, a document, a supplier, a part or any combination of items.

And of course because this is an open source project, you can improve and extend depending on your company's specific scenarios.

[Learn more and download Mail2Innovator](#)

UPCOMING EVENTS - Innovative Engineering Workshop, CIMdata PLM Certificate Program, and ACDM

Innovative Engineering Workshop - University of Warwick, UK - February 11, 2010

Come explore how the adoption of a strategic approach to product development powered by Product Lifecycle Management technologies can help grow your business. The workshop will include sessions on how new technology options such as Enterprise Open Source PLM are driving the future of engineering.
[Innovative Engineering Workshop - - Agenda & Registration](#)

CIMdata PLM Certificate Program - Andover, MA - March 8 - 12, 2010

CIMdata's PLM Certificate Program on enterprise PLM best practices provides you with an in-depth PLM education. The training is comprised of 9 sessions delivered over a five-day period through a series of lectures, case studies, tests, and individual as well as group exercises.

[CIMdata PLM Certificate Program - - Agenda & Registration](#)

ACDM 15th Annual Technical and Training Conference - Williamsburg, VA - March 21 - 24, 2010

Join Aras at the 15th annual ACDM conference this year. ACDM brings together Configuration and Data Management professionals from both the commercial and government business sectors to discuss and share best business practices. This year's conference addresses the challenges in CM and DM which come from extending processes across the organization and into enterprise architectures.

[ACDM - - Agenda & Registration](#)

PARTNERS - New Partners Welcomed to the Community

More and more partners from around the world are joining the corporate community.

If your company needs expert assistance on Aras I encourage you to review the [Aras Partner](#) page to find an experienced provider near you.

Please join me in welcoming some of the new community members:

[ArcherGrey](#) - ArcherGrey is one of the largest dedicated PLM implementation practices in North America offering comprehensive PLM services from initial strategy and planning through the design, development, deployment and ongoing system maintenance, upgrades and support.

[B4L Consultoria e Tecnologia](#) - B4L located in Brazil focuses on business practices to enable the lean processes in an enterprise level offering PLM solutions and consulting services to improve the collaboration within the value chain to promote corporate innovation.

[Edge of ERP](#) - Edge of ERP provides consulting services for solutions that extend ERP applications such as robust reporting and inquiry kits, Key Performance Indicators, and real-world workflows in PLM to enable customer specific processes and dashboards that complement the ERP environment.

[Fujitsu](#) - Fujitsu Consulting provides global companies with business engineers that assist in every aspect of implementing Lean across an organization from product development to supply chain operations and finance to deliver dramatic improvements in shareholder value.

[Kubotek](#) - Kubotek's Creation Engineering Division is a leading pioneer in geometry-based engineering software with the KeyCreator mechanical design product, Validation Tool for precise CAD model comparison, KeyMachinist for high speed /3D NC toolpath generation and Spectrum multi-CAD viewer.

[PROLIM](#) - PROLIM Solutions in India is a team of highly experienced professionals in CAD/CAM/CAE and PDM/PLM fields. PROLIM provides PDM/PLM solutions services that align with the overall corporate business strategy.

If your firm is a PLM systems integrator we encourage you to join. The Aras Partner Program provides significant advantages over the traditional partner programs offered by PTC, Oracle Agile, and the other legacy PLM / PDM providers.

[Learn More about the Aras Partner Program](#)

TRAINING - Upcoming Sessions

Training combines hands-on exercises, overview presentations, and discussions so that participants achieve an in-depth understanding of the topics.

Get the education you and your team need for success with the Aras solutions.

Regularly scheduled training sessions are **FREE for Aras Unlimited subscribers**.

United States

Feb 15 - Aras Innovator Administration - Boston, MA

Feb 17 - Aras Innovator Workflow - Boston, MA

Feb 18 - Aras Innovator Developer & API - Boston, MA

Mar 22 - Aras Innovator Administration - Boston, MA

Mar 24 - Aras Innovator Workflow - Boston, MA

Mar 25 - Aras Innovator Developer & API - Boston, MA

Germany

Feb 22 - Aras Innovator Administration - Munich

Feb 24 - Aras Innovator Workflow - Munich

Feb 25 - Aras Innovator Developer & API - Munich

Mar 22 - Aras Innovator Administration - Munich
Mar 24 - Aras Innovator Workflow - Munich
Mar 25 - Aras Innovator Developer & API - Munich

Japan

Feb 15 - Aras Innovator Administration - Tokyo
Feb 17 - Aras Innovator Workflow - Tokyo
Feb 18 - Aras Innovator Developer & API - Tokyo

Mar 15 - Aras Innovator Administration - Tokyo
Mar 17 - Aras Innovator Workflow - Tokyo
Mar 18 - Aras Innovator Developer & API - Tokyo

China & Taiwan

Feb 4 - Aras Innovator Developer & API - ChengDu
Feb 11 - Aras Innovator Developer & API - Taipei
Feb 25 - Aras PLM Solutions - Taipei

Mar 4 - Aras Innovator Solutions & Administration - KunShan
Mar 11 - Aras Innovator Solutions & Administration - ChengDu
Mar 18 - Aras Innovator Administration - Taipei
Mar 25 - Aras Innovator Developer & API - ChengDu
Mar 25 - Aras Innovator Developer & API - KunShan

[Course Descriptions, Calendars, and Registration](#)

DOWNLOADS - Recent Installs

Alamo Technology	MAN Diesel
Amscan	Memtech China
ATC	NEC
Atos Origin	Nexterra
Avotec Inc.	NSK
Ayrshire Electronics	NTTdata
BLHI	NTTデータセキスイシステムズ
Borsig ZM Compression	NTTデータ東海
Cadtech Grupo	PCC Structural
Castalum	Premier Composite Technologies
Cirquent GmbH	PROLIM Solutions
C-MAC Microtechnology	Proxy PLM Consulting Sverige AB
COMPAL	PT Jasa Telekomunikasi Utama
Crown Equipment	PT. Matahari Leisure
Curexo Technology	QualiTest

Defiance Tec Pvt Ltd
DSC
Eagle Ottawa
Enfora, Inc.
EPSON
Extech PLM
FLEXcon
Fujitsu
Genetec
Genser Aerospace
GTL
HCL Technologies
HiTi Digital
IBM
Indian Navy
Infosys Technologies
Interactive Intelligence
ISK Kunststofftechnik GmbH
JSP Mold
King & Prince Seafood
Kolcraft
Lear
Lockheed Martin
Lodox Systems
Machflow Energy

Rancore
SCS Space
Sequoia Automation
Serifos Technologies
Sinolink Technology (Beijing)Co.Ltd.
Sony
Spectrum Controls
Technische Universität Kaiserslautern
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