November 2014 Volume 8, Issue 4

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What's Around the Corner with A360 - Webinar Recording

We know there has been much confusion around the usefulness & relevancy of Autodesk's cloud-based technologies, so in October, we hosted a webinar to educate our customers on what's right around the corner with Autodesk A360:

- What is it?
- Do you need it?
- How will it help you?
- Do you already own it?

This Educational Webinar will answer these questions plus show you how Autodesk A360 can integrate into your already existing workflows all with the goal of **bringing harmony to the chaos of getting a new product to market**:

- Design
- Access
- Collaborate
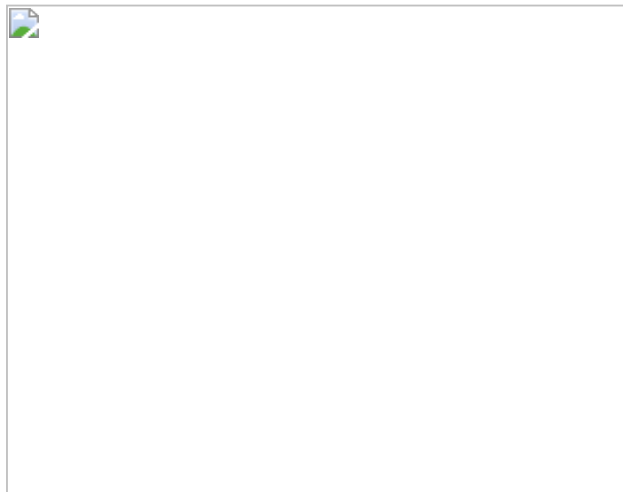
Special Offers

Congratulation to Luis Jurado, Steven Rodriguez, & Valerie Hawn, our most recent tablet winners!

Want to be entered into our next drawing to **WIN this Harley**?

'Like' us on Facebook, or **'Follow'** us on Twitter or LinkedIn to find out how! Also be automatically entered into our next tablet drawing.

Join us for a FREE Simulation Workshop on **January 8th** in Tulsa, OK

Attend a quote-to-design automation seminar in Dallas, TX

When D3 took an entire Engineering & Design process (2D, 3D, BOM & ERP) from 8 hours to 15 minutes, the President of the manufacturing company remarked: **"Time to break out the champagne, boys!"**

Contact Us today to learn about our promotions and special offers on software, hardware, or training.

You can always visit our Website or Social Network pages to learn about promotions or special events. Click the icons below to visit the pages:

Quick Links

- Share

Skip ahead to the <u>Upcoming Webinars</u> section of this newsletter.

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Selling 3D Systems Demo Units at Huge Discount

D3 is selling two of its 3D Systems 3D printers at a HUGE discount. These printers are demo units that are in "like new" condition and only **very slightly used**. If you've been on the fence about having your own 3D Printer in-house for physical prototyping, now's the time as this is a rare opportunity.

ZPrinter 450 - Includes installation and training and a cost saving of $20,000 of SRP.

ProJet 3500 HD Plus - Produces injection molded looking parts and includes installation and training and a cost saving of $30,000 off SRP.

Contact <u>Barbara Miller-Webb</u> or <u>Troy Beck</u> if you would like more information on the 3D printers.

View PDF Flyer

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D3 Named Autodesk Software Asset Management Partner

- Are you concerned that you could be over installed and not sure how to find out?
- If your software installations were audited would you feel confident of a positive outcome?
- We were surprised with what we learned on software compliance. Would you like to know more on this?

Software Asset Management (SAM) is a critical responsibility that helps every organization determine needed software resources and protects them against unauthorized software use, compliancy issues, and unnecessary licensing and subscription costs. Weak software management strategies can leave your company susceptible to software piracy, which in turn can lead to legal prosecution, large fines, and public embarrassment.

D3 announced on December 10, 2014 that we are now an Autodesk approved SAM Partner. This means that we are now enabled to help our clients achieve maximum value from their pool of Autodesk software by:

- Reducing risks of possible breaches of copyright
- Reducing total cost of ownership and maximizing productivity through the reduction of inefficient licensing models
- Ensuring inventory updates and forecasting future Autodesk license and technology migration needs
- Limiting compliance risks

As your company acquires more Autodesk software, it is important to consider an effective and efficient Software Asset Management (SAM) process to help ensure optimal end-user access to your Autodesk software.

Call us for details on how we can assist your company streamline its software management: 877-731-7171

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CAM & CNC Event Recap

On October 8th-9th, D3 partnered with a local machine distributor in the Kansas City area, to host an open house followed by an educational CAM & CNC seminar aimed at helping clients better understand the efficiencies still to be gained in today's manufacturing process.

Attendees were looking for ways to streamline the process from the CAD team to the Machinist and eliminate the wasted downtime that they were experiencing. Many were seeing times from 1-4 hours for every change that occurred in the iterative process to get a machine set up to run a specific part. As demonstrated,

everyone was able to experience the value of a truly integrated CAM solution that natively sits within the Autodesk Inventor or Solidworks interface. The process literally takes 5-10 minutes.

The other major interests were the abilities to decrease production time on the part itself and reduce the cost of tool wear at the same time. So how do you go faster and still increase tool life you ask, we demonstrated this with HSM's unique Adaptive Clearing technology. Attendees watched as we ran a part in less than 50% of their predicted run time and at the end we were able to reach up and immediately grab hold of the tool with bare hand.

On display for attendees were a variety of machines that Maruka sells with the featured Fanuc Robodrill used in the event. Product run consisted of the following: material: 1018, Tool: .500 Endmill, Speed: 11,000, Feed: 200 ipm, DoC: 1.00, Stepover: .04

Contact Jim Frick if you would like more information on how the HSM CAM software can decrease your production time and increase your tool life.

See this one minute video showcasing how we cut production time in half: https://www.youtube.com/watch?v=EdUCnfbQH8E

Join us December 22nd for a free CAM webinar

Download the fully functional, free 2-Axis CAM software now (never times out)

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Customer Success Story

Lifeform Studio, located in Leawood, KS, merges 3D photography and 3D printing to create life-like reproductions of people that they call lifeforms. Lifeform captures and recreates grandkids, grandparents, dancers, uniformed athletes, uniformed soldiers, brides, grooms, pets, and more. They also provide general 3D printing services for architecture, engineering, prototyping, etc. Their 3D printer from 3D Systems is at the core of their business. Without it, they simply would not have a product.

Read the Full Article

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Tech Blog: Downloading Software

You may have noticed that companies such as Autodesk are becoming more eco-friendly by having their customers download their purchased software instead of shipping. I will be discussing the two options that Autodesk provides to their customers: the Autodesk Subscription Center and the Autodesk Virtual Agent...

Read the Full Blog Here...

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D3's New Employees

D3 recently welcomed Inside Sales Executive in 3D Printing & Scanning, Scott Bradley, Solution Executives, Robin Reese, Zed LaCour, Chad Guidry, Inside Account Executive, Vaughn Klos, and Implementation Consultant, Shawn Budden, to the team.

Scott Bradley

Scott works out of D3's Springfield, MO headquarters. Here are some quick facts about Scott:

Education:
Scott has a Bachelor of Science degree in Risk Management and Insurance with a minor in Economics from Missouri State University.
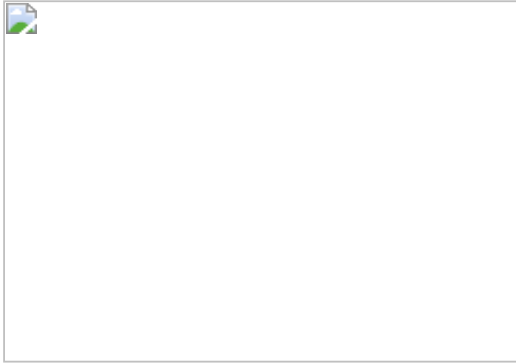
Work History:
He has worked in Business Risk Management and Insurance consultation after graduating from college in 2007 and has worked with many Manufacturing firms, large and small, regarding their insurance and risk exposures. Most recently, I worked for a firm that specialized in insuring collector and exotic vehicles all across the US.

Position at D3:
Scott works an Inside Sales Executive in the 3D Printing and Scanning division at D3, partnering with engineering and product development teams to improve the time to market with new product development utilizing 3D printing technology.

Robin Reese

Robin Reese works out of D3's Longmont, CO office. Here are some quick facts about Robin:

Education:
Robin's degree is from the University of Kansas. However, she also attended the Richmond College in London. She finished her last semester overseas in London where she studied International Marketing & Business. She graduated with a Bachelor's Degree in Communications with a minor in Psychology & Public Relations.

Work History:
Shortly after graduating, Robin began working for an entity of CNBC Europe out of Brussels, Belgium. This took her to Bratislava, Slovakia for six months where she started her advertising sales project. She was then transferred to Moscow, Russia for a year to sell television & newspaper advisements to many local and international CEO's of major corporations. After she decided to come back to the U.S., her career remained in sales. She has accomplished several different aspects of sales: sales training, sales management, medical software sales, copier sales, and last but not least, Autodesk software sales. She worked at Autodesk from July 2013 until she arrived at D3 Technologies. Robin is looking forward to a long lasting career here with the home team.

Position at D3:
Robin's position at D3 Technologies is to be a Solution Executive and gain many relationships along the way. She hopes to expand the territory in Colorado, Wyoming and Utah over the next few years.

Zed LaCour

Zed LaCour works out of D3's Lafayette, Louisiana office. Here are some quick facts about Shawn:

Education:
Zed has a Bachelor's Degree in General Studies with a concentration in Business.

Work History:
Zed has over 10 years of experience selling Autodesk software and services as Owner and Operator of Vector Graphics Inc. (VGI). Before that, he worked for Zoom Digital, specializing in animations using Maya and 3ds Max for 2+ years. Zed also worked previously for a fabrication company for 5+ years, fabricating oil and gas equipment. His responsibilities included sales and marketing, field work, and most all aspects of working in a shop, including welding.

Position at D3:
As an integral part of the sales team, Zed will be working as a Solution Executive. He will be working closely with assigned Solution Executives (SE) to service existing customers to meet and exceed company revenue and customer satisfaction objectives.

Vaughn Klos

Vaughn Klos works out of D3's new Lafayette, Louisiana office. Here are some quick facts about Vaughn:

Education:
Vaughn has an Industrial Technology degree from the University of Louisiana at Lafayette.

Work History:
His first job was an engineer assistant for Lafayette Utility System. Then, he started Vector Graphics January of 1992. Vector Graphics started scanning and conversion of large engineering drawings. We then became an Autodesk reseller. Vaughn wore many hats at Vector Graphics: CEO, sales, IT, instructor and tech support.

Position at D3:
As an Implementation Consultant at D3 I will analyze the customers' needs and work to configure and customize the software to meet their needs.

Shawn Budden

Shawn Budden works out of D3's Lafayette, Louisiana office. Here are some quick facts about Shawn:

Education:
Adam has an Associate's Degree from OTC and a Bachelor's of Science Degree in Business Administration with an emphasis in Management from Columbia College.

Work History:
Shawn has worked with CAD software since 2008 when he began teaching at Northside Engineering Academy as Director, Instructor, and Curriculum Coorinator and Developer. He also taught at the University of Louisiana as a CAD Instructor in 2009. The majority of Shawn's experience lies with AutoCAD and Inventor. He has used and has become comfortable with Revit Architecture, Showcase, and Plant 3D. Shawn is an ATC instructor and has achieved professional certification in AutoCAD in 2013 and Inventor in 2014.

Position at D3:
As Implementation Consultant at D3, Shawn offers technical support, ATC training, core/over the shoulder training, as well as, modeling/design services.

Chad Guidry

Chad Guidry works out of D3's Lafayette, Louisiana office. Here are some quick facts about Chad:

Education:
Chad has an Associate of Science Degree in Industrial Technology from the University of Louisiana at Lafayette.

Work History:
Chad has used AutoCAD professionally for 3 years at Plant Machine Works Inc...primarily reverse engineering and repair of various equipment both standard and specialty such as heat exchangers, pumps, gearboxes and fabrication of tanks, agitators, etc... He also has 10 years of experience working as an Autodesk reseller on the gulf coast, providing both sales and support for Autodesk clients.

Position at D3:
As Solution Executive, Chad will focus on introducing D3 and the Autodesk Manufacturing Solutions Division (MSD) technologies into new customer accounts while also maintaining existing D3 customer accounts ensuring they are leveraging our solutions and expertise around pursuing engineering efficiency to their maximum benefit. The SE position is a combination of work inside and outside of the office, in both the sales and client support roles. A primary objective with this role is to focus on developing a trusted advisor relationship with executive & leadership teams in new and existing accounts. Extra focus is on new customers as we build the Louisiana-East region.

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Employee Spotlight

Vaughn Klos

Meet Vaughn Klos, Implementation Consultant at D3's new Lafayette, LA. Vaughn started working at D3 Technologies on October 1, 2014 after they acquired VGI, Inc. He was born in Houston and moved to Louisiana in 1970. An interesting fact about Vaughn that most people don't know is...

Click Here to learn more about Vaughn Klos and read the interview.

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Upgrade License No longer Available for Upgrade - February 1st

This is the last leg of a yearlong, promotional offer. The entire 2014 year has been focused on this transition. If you haven't yet taken advantage of this, now is the time to do so, because after **January 31, 2015**, upgrade licenses from previous releases will **no longer be available** for purchase. **This is your last chance** to upgrade at a **30% discount** from new seat SRP.

Also, if you currently own a seat of Product Design Suite, you can take advantage of this promotion and "upgrade" it by **adding a seat** of an **Inventor HSM CAM** Product. If you need multiple seats, ask us about multiple seat discounts.

At this time, you can upgrade with more choice of perpetual Autodesk products and suites than possible before, so don't miss this last chance to move to the software that best meets your current needs. Add Autodesk Mainenance Subscription for a cost-effective way to stay up-to-date.

If you have any questions about this offer or the discontinuation of upgrades, please contact your local D3 representative immediately.

Subscription Late Fee Waiver - EXTENDED

We are pleased to announce that Autodesk has extended their Subscription Late Fee Waiver. Renew your Autodesk Subscription before **January 23, 2015**, and **avoid paying a late fee**.

By renewing, you will:
- Get up to 25GB online storage
- Keep the most current Autodesk tools at your disposal
- Use your software from multiple locations
- Receive access to additional product support specialists

If you have any questions about the late fee waiver or Autodesk pricing policy changes, please contact your local D3 representative.

AutoCAD LT Promo

Create drawings with the essential drafting tools using TrustedDWG™ technology in Autodesk® AutoCAD LT® Family software. Stay current with the latest full-featured 2D drafting tools. Act by **January 23, 2015** and **get 15 months for the price of 12 months** when you purchase an annual AutoCAD LT term license plan. The AutoCAD LT term license plan you purchase will be an AutoCAD LT Desktop Subscription* (which includes a term license for AutoCAD LT software and associated benefits).

If you have any questions about the AutoCAD LT promo or Autodesk pricing policy changes, please contact your local D3 representative.

Desktop Subscription - Pay As You Go

Ever wished you could just rent a software license only when you need it? Now you can!
It's never been easier to get the Autodesk software you want with a variety of purchase options to meet the unique needs of your business. Autodesk Desktop Subscription allows you to pay as you go with quarterly or annual access to select Autodesk software products and suites.

Desktop Subscription provides you with the ability to easily respond to changing business needs. Whether you have budget constraints, increased workflow, or changes to your headcount, a flexible Desktop Subscription allows you to address these changes head-on.

To learn more about Desktop Subscription, please contact your local D3 representative.

Fusion 360 to Be Included in PrDS Maintenance Subscription

We would like to make you aware of an exciting and important announcement. Autodesk is announcing the intent to provide Product Design Suite Maintenance and Desktop Subscription customers with access to Fusion 360 as a Subscription entitlement. This entitlement will be available globally and in all available languages.

This announcement and corresponding entitlement further demonstrates Autodesk's commitment to adding value for subscribers. Product Design Suite provides access to the latest engineering and design solutions on one suite of tools. Fusion 360 is a cloud-based 3D CAD/CAM tool for product development. The first tool of its kind; Fusion 360 allows you to explore more ideas, work together in a collaborative cloud-based design, engineering and fabrication environment with access to your data anytime from any device. With Product Design Suite and Fusion 360, customers have access to best desktop and cloud based tools to transform their product development process with more options and flexibility than ever before.

To learn more about the Fusion 360 Entitlement for PrDS, please contact your local D3 representative.

3D Printing Turns Strategic in 2015

Gartner on Tuesday rolled out its top 10 strategic technologies for 2015 and the big takeaway is that **3D printing has gone mainstream** in the enterprise. Meanwhile, smart machines, computing everywhere and the Internet of Things are staples for 2015.

3D printing cracked Gartner's top 10 in 2014, but has worked its way up to the No. 3 spot. Why? 3D printing is now strategic as a bevy of enterprises have acquired systems for prototyping and other use cases. On Gartner's hype curve, **3D printing has reached the phase where it'll deliver real returns**.

Gartner analyst David Cearley said that enterprises pondering 3D printing need to view investment through a lens of **better agility**, **cost savings** as well as **innovation for future products**. Read the full article

To learn more, please contact Barbara Miller-Webb or visit the 3D Systems website.

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D3 Acquires Vector Graphics, Inc. in Lafayette, LA

D3 announces the acquisition of the business assets of Vector Graphics, Inc. (VGI), an Autodesk solutions and services provider based in Lafayette, Louisiana. This addition to D3 creates a powerful formation of best-in-class expertise and support for both the manufacturing and oil and gas industries. Also, with this strategic acquisition, D3 will now serve both the Central U.S. and Gulf Coast regions with Autodesk Manufacturing and Process Plant solutions, coupled with a strong team of engineering, design, simulation, process automation, and programming professionals.

Personnel from Vector Graphics joined the D3 team and will continue to serve customers in the Louisiana and Gulf Coast areas. Among those are former VGI owners Zed LaCour & Vaughn Klos, Business Development Manager Chad Guidry, and Instructor Shawn Budden.
Read the full press release

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Upcoming Educational Webinar Series

Register Now for an Upcoming Webinar
11:30 AM - 11:50 AM CST

D3 is offering a new educational webinar series in which we will host a free webinar the **third Friday of each month** touching many topics around Digital (and Physical) Prototyping. So far, we've hosted two webinars which have been very well received by customers. The ones we have conducted are 'What the Snap is A360' and 'Exploring Vault'. To view the past webinar recordings, follow this link and scroll to the bottom of the page: View Past Webinar Recordings

December 12th - **Multi-Jet 3D Printing - Game Changer for Manufacturing**
January 9th - **Simulation Mechanical CFD**
January 23rd - **Inventor Factory**
February 13th - **HSM CAM**

February 27th - **Plant 3D**
March 13th - **Simulation Mechanical FEA**
March 27th - **Autodesk Showcase**
April 10th - **AutoCAD Electrical**
April 24th - **Autodesk Moldflow**
May 8th - **Fusion 360**
May 22nd - **Inventor Publisher**

Each month, we will be giving a Nexus 7 tablet to one lucky person who attends a webinar that month. Below are the two winners we've had so far.

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CAM Webinar

Register Now
10:30 AM - 11:15 PM CST

HSM Works has been a HUGE topic among manufacturing companies since the recent release of its integrated CAM software in Inventor, Fusion 360, and SolidWorks. In this live webinar, we will be presenting the capabilities of all three CAD packages with the integrated CAM software

"*Your HSM CAM software has allowed us to cut the time to get parts by 4 months...keep up the good work!*" - Gene, ADS-Aerospace

"*From draft idea to cut parts took about 2 hrs.*" - Jarrod, Mid-America Aviation

See this one minute video showcasing how we cut production time in half: https://www.youtube.com/watch?v=EdUCnfbQH8E

If you haven't already, be sure to download the fully functional, fully integrated Free 2.5-Axis CAM offering for Inventor or SolidWorks. Inventor HSM Pro is also now available with Multi-Axis.

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Mastering FEA Educational Seminar

Tulsa, OK
January 8th
8:00 AM - 5:00 PM

Marriott Tulsa Hotel Southern Hills (Show Map)
1902 East 71st Street S
Tulsa, OK 74136

In this free workshop, we will be focusing on the application of finite element analysis (FEA) tools. Guests will be given expert tips on best practices and application to help make every engineer successful with simulation. After this software-independent workshop, attendees will be able to answer the following questions:

- How can I determine if I have over-constrained my model?
- Do my loads really represent real-world behavior? Part or Assembly?
- What is the best CAD model to start with? Can I over-simplify?
- When should I use Shells, Beams, Plane Stress or Axisymmetry?
- When should I use Shells, Beams, Plane Stress or Axisymmetry?
- Do I need nonlinear?
- What result quantity is important for my material? My design criteria?
- Can I trust my results?

- Should I consider dynamic effects?

Speaker: Bart McPheeters, *Sr. Tech Specialist, Autodesk*

Seats are limited, so register today! Lunch will be provided. **Note: this event has filled quickly in other cities and has been highly popular for any FEA user**

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Quote-to-Design Automation Lunch & Learn

Dallas/Fort Worth, TX
January 14th
11:30 AM - 1:30 PM

D3 Technologies Training Center (Show Map)
2410 Luna Road
Carrollton,TX 75006

Quote/Design/Workflow - Automation: So you moved from 2D to 3D, or are planning to, and you want to know what is next. Is iLogic or .NET the best fit or the only options?

Come see how you can leverage the intelligence of a 3D model to automate your quoting process, which then allows you to create 'Easy' Buttons for all of your downstream tasks. D3 is the industry leader in developing solutions to help on the frontend of the process as well as on the backend with integrations to your ERP/MRP systems. From Web enabled solutions resting on Amazon to localized tools, we can help you leverage your data and streamline your processes. Quotes/3D models/DWGs/PDFs/BOMs/DXFs...etc.

Agenda
11:00 - Welcome & Introductions
11:15 - Lunch
11:30 - Automation Presentation
12:30 - Question & Answer
12:45 - Concluding Remarks

Watch the Video Sample of One of D3's Automation Approaches:

If you are interested in attending or learning more about this event, contact Daryl Price.

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About D3 TECHNOLOGIES
Founded in 1998, D3 Technologies is a consulting company that partners with manufacturers to help them leverage the latest in engineering technologies in order to design their products better and bring them to market faster. With multiple offices and training centers located all across the Midwest, D3 is a true partner that delivers solutions to help all manufacturing companies pursue continuous improvement goals to increase productivity and profitability. As one of the largest and most accomplished Autodesk Manufacturing Partners in North America, D3 focuses on 3D design, product data management/product lifecycle management (PDM/PLM),

engineer-to-order (ETO), and configure-to-order (CTO) solutions. For more information on D3, please visit www.d3tech.net.

If you would like to know more about us, please visit our website: www.d3tech.net