

## September 2013 Volume 7, Issue 2

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### Customer Spotlight: Isotec Security Inc.



Isotec Security Inc. is a Colorado-based company that designs, tests, and builds some of the world's most trusted safety entrance systems.

[Click Here](#) to read about some of the projects Isotec has completed that required the use of visualization tools to "see" the completed project before investment in parts were made. The use of Digital Prototyping eliminated any trial and error that could have arisen from purchasing parts that didn't work or fit into the required space.

If you'd like to know more about Digital Prototyping, [contact us](#) at D3.

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### Inventor Now Creates Revit Files!

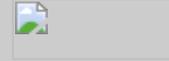
REALLY? A Full native Revit file with your 2014 Product Design Suite?

### Special Offers

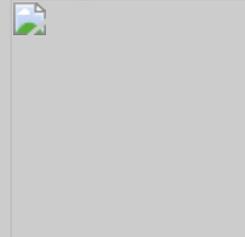
#### Like our Facebook & Win!

The Grand Prize winner of our recent Facebook drawing was Andrew Wilcox with Greenheck Fan.

Congratulations Andrew!



Like [D3's Facebook page](#) to be entered into our next drawing for the **Google Nexus 7!**



Click the image below to Register for a Vault Professional Webinar on **October 16<sup>th</sup>**.



[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

[D3 Website](#)  
[Careers at D3](#)  
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You're a Manufacturer. You don't build buildings. You make the things that go into the buildings...BUT, you need to submit the BIM content for the project that is forcing the question of having to use Revit. RELAX

You don't have to learn another unnecessary software, you just have to use the new tools you already own and follow the process. See the video link to help ease your mind and get your boss off your back. Autodesk has finally bridged the gap.

Come to one of our upcoming Skill Builder classes in your area to learn the latest on how to do this. See you there!

[Video Preview](#)

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## Inventor CAM - Beta Release of Autodesk Solution

Until now, many Autodesk Inventor users have been searching for a CAM tool compatible with Inventor. That solution is here with Autodesk's recent beta release of HSM Express just 9 months after their acquisition of HSMWorks in October 2012. HSM Express is a free CAM solution powered by HSMWorks technology. HSM Express is seamlessly integrated inside the design environment of Autodesk Inventor and allows users to take advantage of workflow and tools they expect when programming CNC tool paths for machining projects.



Watch the video below for a quick preview of the Inventor HSM Express tool:

[Autodesk Inventor HSM Express CAM Solution Video Preview](#)

Autodesk Inventor Users interested in testing the new CAM module for Inventor should visit:

[Apply here for Beta Access and Test the New CAM Module for Yourself](#)

By testing out the CAM module, experienced Inventor users can point out if any slight tweaks or enhancements need to be made to preserve the integrity of the Inventor Experience, and new users can provide equally valuable feedback by telling the Autodesk CAM team if Inventor HSM Express feels like a natural part of the design environment from the very first time they open the software.

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## Workflow Automation Series - Continual Process Improvement

All too often we talk with small to mid-size manufacturers who have all of the typical large company problems of **competition**. They also have the desires to **replace waste** within their process **with efficiency**...HOWEVER, it all seems like a very big elephant to tackle. So, automating designs for quotes or integrating engineering into your ERP/MRP can become a very discouraging topic when they ultimately stand between the company's current state and success.



D3 can help you map out a plan that starts with a smaller bite regardless of your company size...You don't have to eat the elephant all at once!

Our consulting process allows us to learn about your company's goals and current workflows, and then we map out a path of how best to solve your problems. The number one problem is often how to pay for it. That is where we build in small steps that provide incremental payback, early in the process, so that the overall impact of the total solution is spread out over an acceptable time.

We ASSESS the current environment. We BUILD a plan to reach your goals. We eat the elephant TOGETHER!

Let D3 bring our consulting team to the table, so we can help you see there is hope. We know how to take days down to minutes and it doesn't have to cost you your lunch.

[2-Minute Video Sample of One of D3's Automation Approaches](#)

[Contact Us](#) if you would like more information.

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## The Struggles with Product Development: #3 of A Multi-Part Series

Recently, we partnered with Accuer to bring their product (Relay) to our clients. It consists of a very powerful communication tool (a dashboard) and is backed up by a methodology that is breathing new life into the hopes of what is possible for reducing cycle times. Specifically, it is turning the traditional approach to cycle times UPSIDE-down and causing many to rethink what they held to be true. Not surprisingly, your current beliefs are your biggest obstacle for this to work for you.

In our June issue we dove into Phased Requirements. We discussed the mistake of overlooking Queues as it relates to how **Design in Process (DIP)** becomes **inventory**. In this issue we cover **Risk**.

**Efficiency:** You probably pay a lot of attention to this, which means you focus on the **Cost of Capacity**. And because you don't know the **Cost of Delay**, why wouldn't you focus on the efficient use of capacity. But that is a big problem...it limits **Early Learning** due to being overloaded.

Because efficiency is desirable you are probably like most, averaging at 98% **Load of Capacity**, while manufacturing says not to be over 85%. We believe it should be at 75% in product design. We base this on the higher level of variability that exists in product design over what is seen in manufacturing. Our reality check will teach you why the [misguided pursuit of efficiency in product design](#) creates enormous costs in the unmeasured, invisible portion of the product development process...its queues!

**Variability:** So if we are weighing the impact of efficiency on innovation, you must then ask yourself, is variability is good or bad. We believe the emphasis to remove variability is flawed for three reasons.

1. Without variability, you cannot innovate
2. It is a proxy variable â€" meaning, variability is not the issue, rather the economic impact is the issue (Life Cycle Profit)
3. 3. If the design process is set up correctly, [we can actually use variability to improve economics](#) rather than worsen them

So, our focus is to manage variability's impact on Life Cycle Profit rather than to remove it. Thus reducing the **Risk** by managing what you should.

D3 Technologies embraces a [very simple but structured approach](#) to help companies evaluate where they are and where they need to be. We then craft a solution path that allows you to incrementally tap into the benefits to be had. Let us know [if you are looking at process improvements](#) and have an interest to invite a partner in to help provide a 3rd party perspective. Take the opportunity to [pick our brains on what is working best](#) for others facing similar challenges.

[Contact Us](#) if you would like more information.

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## Tech Tip: Loading Express Tools Add-On for AutoCAD

Express tools are added tools that you can load through the vertical chain of AutoCAD except for AutoCAD LT. Although this added feature is not supported by Autodesk, loading this add-in will make your AutoCAD more powerful. This tutorial will give you step by step instructions to load this powerful tool.



[Click Here](#) to download the PDF tutorial.

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## D3's New Employees

D3 Recently welcomed Nick Narzinski, Implementation Consultant, and Aaron Lancaster, Marketing Coordinator, to the team.

### **Nick Narzinski**



Nick works out of D3's St. Louis, Missouri office. Here are some quick facts about Nick:

#### **Education:**

I graduated from Missouri State with a Bachelors of Science degree in Industrial Management with an emphasis on CAD Management.

#### **Work History:**

I worked for Central States industrial in Springfield, MO for three years designing food and pharmaceutical processing equipment with Inventor. I then worked for Hustler Conveyor In O'Fallon, MO designing and drafting conveyors and platform support assemblies.

#### **Position at D3:**

Nick is an Implementation Consultant whose roles include conducting professional training, software installations, and providing technical support for customers.

### **Michael Neel**



Michael works out of D3's Wichita, Kansas office. Here are some quick facts about Michael:

#### **Education:**

BA in Political Science and Sociology, Wichita State University, Home of the SHOCKERS!!

#### **Work History:**

Most of career is split between being a Manager of Business Development at American Express and IT Sales Consultant for a small VAR.

#### **Position at D3:**

Michael is a Solution Executive, and his business goals are to build on D3's brand in Wichita by helping clients solve business issues.

### **Alex Copeland**



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

#### **Education:**

I graduated from Slater High School in Slater, Mo and then went to Missouri State and graduated with an Agricultural Business Degree.

#### **Work History:**

My first job out of college was working for Fastenal in St Louis as an Outside Sales representative. Then my wife and I moved to Corpus Christi, TX, where I took the same job still with Fastenal. After 2 year with Fastenal, I became an Account Representative for Wilson Mohr Inc. selling Instrumentation and Controls to the Oil and Gas Industry. I am excited to be back in Missouri and to join the Inside Account Representative at D3.

#### **Position at D3:**

My main focus at D3 for the first few months is helping to drive awareness of the

Simulation tools and helping clients catch up on subscriptions. After training I will also be taking the role of customer support for my given territory

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## Employee Spotlights

### Simon Tapprich

CONGRATULATIONS - Simon Tapprich is the new Solution Executive for Springfield. Here are some quick facts about Simon:



#### Education:

I received an Associate's Degree in Drafting and Design from Ozarks Technical Community College.

#### Work History:

Prior to D3, local industry for suspensions. Just completed 5 years with D3, starting as tech support and implementation. For last two years, served as Solution Consultant, managing services and projects for clients in Springfield and Colorado mostly. Since June as interim Solution Executive.

#### Position at D3:

Simon will be focusing on customer service. He will bring a level of understanding to the field, due to his unique background of having been in the client's shoes. We are excited that he wanted to take on the role!

### Barbara Miller-Webb

Meet Barbara Miller-Webb, Sales Executive for the 3D printers at D3. Barbara works at D3's St. Louis, MO office and has been with us since 2012.



[Click Here](#) to learn more about Barbara and read the interview.

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## Global Field Promotion "Never Forever"

### Spend less and gain more of what you need to create designs that will last.

From now until October 25th, you can **receive rebates of up to \$1,500\*** when you buy select Autodesk® design or creation suites. Discover industry-specific workflows that fit the way you work and give you more time to be creative.

You can also **receive rebates of \$400\*** on Autodesk® AutoCAD® and select other Autodesk software which deliver powerful, connected tools to help you design and shape the world around you.

See the "Never Forever" Promotion's [Terms & Conditions](#) document to help determine whether your software qualifies for this promotion. If you have any questions about the Global Field Promotion or the Autodesk pricing policy changes, please [contact](#) your local D3 representative.

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## AutoCAD LT Portfolio Promotion

### Save \$200 on new licenses of Autodesk AutoCAD LT products or up to 20% on upgrades\*. Professional. Affordable. Built for your business.

Autodesk® AutoCAD LT® products are built for professional designing and drafting, delivering the unmatched reliability of TrustedDWG™ technology and powerful 2D and 3D design tools. Autodesk AutoCAD LT products now offer more cost-effective choices for designers and drafters. **Autodesk® AutoCAD® Revit LT™ Suite 2014** delivers the intuitive 3D Building Information Modeling (BIM) tools of Autodesk® Revit LT™ 2014 software plus the familiar drafting tools of Autodesk® AutoCAD LT® 2014 software.

**Autodesk® AutoCAD® Inventor LT® Suite 2014** helps enable mechanical design professionals to gain the productivity benefits of 3D mechanical CAD and participate in Digital Prototyping workflows. **Act before October 25, 2013** and **save \$200** on new licenses or up to **20% on upgrades**.

See the AutoCAD LT Portfolio Promotion's [Terms & Conditions](#) document to help determine whether your software qualifies for this promotion. If you have any questions about financing your software, Autodesk promotions, or the Autodesk pricing policy changes, please [contact](#) your local D3 representative.

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## Autodesk Subscription Fee Waiver

**From now until midnight on October 25th, Autodesk is offering a \$100 late renewal fee waiver.** Call today and mention this promotion to get your subscription renewed without a late fee.

If you have any questions about getting your late fee waived, Autodesk promotions, or the Autodesk pricing policy changes, please [contact](#) your local D3 representative.

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## D3's Simulation (FEA & CFD) Customer Success Initiative

As part of D3's mission to help manufacturing businesses become more efficient in their engineering and design process, D3 has an important initiative to share with you. The purpose of this initiative is to develop several customer success stories from a variety of manufacturing markets and share them with future D3 customers.

### What are we asking of you?

- D3 is seeking customers that will implement Simulation Mechanical and/or Simulation CFD into their design / engineering process.
- With your prior approval, your success stories will be shared with future D3 customers that are considering Simulation.

### What will D3 provide to you?

- Up to 25% reduction in Autodesk Simulation Mechanical and/or Simulation CFD software.
- D3's Simulation Training at our next available public class (no charge for 2 attendees per software license purchased)

### How Can Simulation Help?

- Autodesk simulation products are designed from the ground up to be used by the non-specialist
- We integrate directly with your current CAD system (not only Inventor)
- Allows your engineers / designers to play "what-if" scenarios
- Reduces physical prototypes
- Creates innovation
- Reduces warranty claims
- Go to market faster
- Produce safe products
- Saves \$\$\$

### How Do You Get Started?

- If Simulation (FEA and/or CFD) is a consideration, and you're open to a conversation on how Autodesk Simulation tools can increase efficiencies with your engineering and design process, please contact me today: [troy.beck@d3tech.net](mailto:troy.beck@d3tech.net)
- On Monday, September 30th, 2013 this initiative expires, with no exceptions (out of D3's control)

For more information on Autodesk Simulation, visit [Autodesk Simulation](#)

If you have any questions about this initiative, Autodesk promotions, or Autodesk pricing policy changes, please [contact](#) your local D3 representative.

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## 3D Systems Announces VisiJet® M3 Black

The evolution of ink jet printed material is taking place as 3D Systems introduces the VisiJet M3 Black to their material family. This beautiful, jet-black material looks like injection molded plastic. M3 Black is the strongest, most durable MJP printed plastic yet and allows for more rigorous testing and its elasticity makes it ideal for snap fit applications that require bending or greater flex strength. 

VisiJet® M3 Black is fully compatible with the following ProJet models:

- ProJet SD 3510
- ProJet 3510 HD and HD*Plus*
- ProJet 3500 HD*Max*
- ProJet 3500 SD
- ProJet 3500 HD and HD*Plus*

To learn more, please contact [Barbara Miller-Webb](#) or visit the [3D Systems](#) website.

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## Lean Engineering Service Agreements (LESA)

A Lean Engineering Service Agreement (LESA) has become a way for us to work with your company to define engineering's goals and objectives, map out a yearly plan, and execute it. LESA's can be almost unlimited and very flexible on what initiatives can be included in them and can be custom-tailored to fit your company.

### What will you get?

- Unlimited free access to Autodesk Skill Builder training courses. [Click here](#) for the PDF which includes descriptions and dates for these upcoming training courses.
- CAD software implementation
- Data management
- Support
- Discounts on public Autodesk training for new hires
- Private update training on Autodesk new releases custom-tailored to your company
- And more! Visit our webpage at the link below for a complete listing of LESA benefits

[Click here](#) for a PDF which includes descriptions and dates for upcoming Skill Builders (Bonus printable mouse pad insert included).

To find out whether a LESA is right for you, visit [www.d3tech.net/annual\\_agreement.php](http://www.d3tech.net/annual_agreement.php), contact your Solution Executive, or submit an [Information Request](#).

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## "Open Doors" Autodesk Certification

We are excited to announce that all of our Authorized Training Centers will be participating in the Open Doors Certification event on Friday October 4<sup>th</sup>. This truly means "open doors" as we are open to walk-ins. If you want to get Autodesk Certified, don't miss this opportunity! What better chance to get certified?

To find out more about the Open Doors Certification day, contact your Solution Executive, or submit an [Information Request](#).

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## Upcoming User Group Meetings

**You are invited** to join us for any of our Fall Roll Out meetings. These meetings will be bigger and have a more in depth presentation than our typical AMUG meetings. These events are open to all past, present, and future users of Autodesk products. There is no charge for membership or attendance, and food and beverages will be provided at each one. Come and network with fellow Autodesk manufacturing users, and take part in our educational community.

The Fall Roll Out groups will be exploring the new ability of the 2014 Product Design Suite. We will focus heavily on Autodesk Inventor 2014 and discuss productivity enhancements in part modeling, assembly, and drawing creation.

- Denver, CO - **September 12<sup>th</sup>** @ Double Tree by Hilton - Yampa Room
- Kansas City, MO - **September 12<sup>th</sup>** - Western Forms, Inc.
- Little Rock, AR - **September 12<sup>th</sup>** & Hilton Garden Inn - Pinnacle A
- Springfield, MO - **September 12<sup>th</sup>** @ D3 Headquarters
- St. Louis, MO - **September 12<sup>th</sup>** @ Ameristar Casino - Imagination A
- Tulsa, OK - **September 12<sup>th</sup>** @ Renaissance Tulsa Hotel - Seville I-II
- Shreveport, LA - **September 23<sup>th</sup>** @ Hilton Shreveport
- Oklahoma City, OK - **September 26<sup>th</sup>** @ Pelco Products, Inc.
- Wichita, KS - **September 27<sup>th</sup>** @ Northrock Office Park - Conference Room
- Memphis, TN - **September 30<sup>th</sup>** @ Hilton DoubleTree Downtown

### Registration:

We've had some issues with the registration links in the emails D3 sent out a few weeks back, so if you received an email and couldn't get registered, go to D3's [events page](#) and select User Group from the Category drop-down menu. Click on the AMUG meeting in your area to register. See below.



If you'd like to see photos from past AMUG meetings, visit our [Flickr](#) page.

If you are interested in attending or learning more about this event, [contact](#) your local D3 representative.

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## Upcoming Trade Shows

### Springfield, MO - Missouri Association of Manufacturers (MAM) Summit

Right here in Springfield, MO, we will have a booth set up at the Missouri Association of Manufacturers Summit on



**September 18th.** The conference will take place at the Ramada Oasis Convention Center.

The agenda includes:

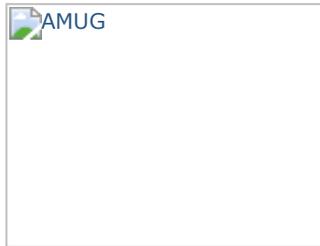
- Keynote address by Jack Stack, Founder and CEO of SRC Holdings Corporation. Mr. Stack is also author of the best seller, "The Great Game of Business: The most Sensible Way to Run a Company"
- 2013 Founder's Award recipients will be honored for their longevity as Missouri Manufacturers
- Rita Needham, retiring CEO of MAM, will give her farewell address and be recognized for 14 years of service to Missouri Manufacturers
- Introduction of MAM's next Executive Director
- Luncheon Buffet / Networking / Exhibit Area Open / Door Prize Drawings

If you are interested in attending or learning more about this event, [contact](#) your local D3 representative.

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### **Houston, TX - National Institute of Storage Tank Management**

D3 will have a booth set up at the upcoming 6th annual Aboveground Storage Tank Conference and Trade Show in Houston, Texas on **September 19<sup>th</sup>**. The NISTM Conference is designed for engineers, managers, or other individuals involved with the operations, piping, and construction of aboveground storage tanks. Our focus is to help Storage Tank Manufacturers learn how to streamline their quote-to-design process.



See our [2-minute video](#) to understand the concept of automating this process.

We will be at **Booth #55** near the large conference room.

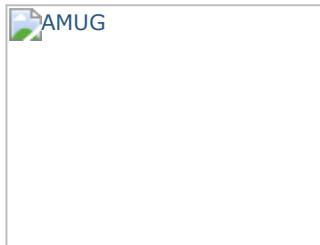
If you are interested in attending or learning more about this event, visit [www.nistm.org](http://www.nistm.org)

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### **Little Rock, AR - EXPO's Industrial and Tool Show**

On **September 25<sup>th</sup>**, D3 will be set up at EXPO's Industrial and Tool Show in Little Rock, Arkansas.

This is a two day showcase of industrial products and services that supply this rapidly expanding industrial region. The show will be held at the Arkansas State Fairgrounds, Dodge Hall of Industry. Be sure to stop by our booth! We will be at **Booth #510**

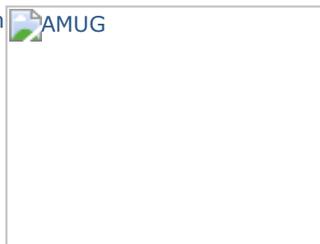


If you are interested in attending or learning more about this event, visit [www.expoindustrialshows.com](http://www.expoindustrialshows.com)

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### **Wichita, KS - Wichita Industrial Tradeshow**

Look for our exhibit at the Wichita Industrial Tradeshow on **October 22<sup>th</sup> - 24<sup>th</sup>**. We will be at **Booth #935-A**. This show has exhibitors from all sectors of our industrial community to present their services, machinery and equipment to the manufacturing community. This is a great opportunity to exchange ideas and be exposed to new equipment.



If you are interested in attending or learning more about this event, visit [www.witshow.org](http://www.witshow.org)

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### **About D3 TECHNOLOGIES**

D3 TECHNOLOGIES is an engineering & design technology consulting firm that provides solutions to increase engineering efficiency in the manufacturing, plant, and process industries. D3 is an Autodesk Gold partner and maintains training centers at each of its locations. Our goal is to provide clients with high quality service so they may receive an improved return on their investment.

**If you would like to know more about us, please visit our website:**  
<http://www.d3tech.net>



*If you'd like to change the way we communicate with you, please [contact us](#) to specify which types of emails you'd like to receive or click on the link at the bottom of this email to have your name deleted from our mailing list.*

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