Machinatek Social Media Ad – with Video Embedded

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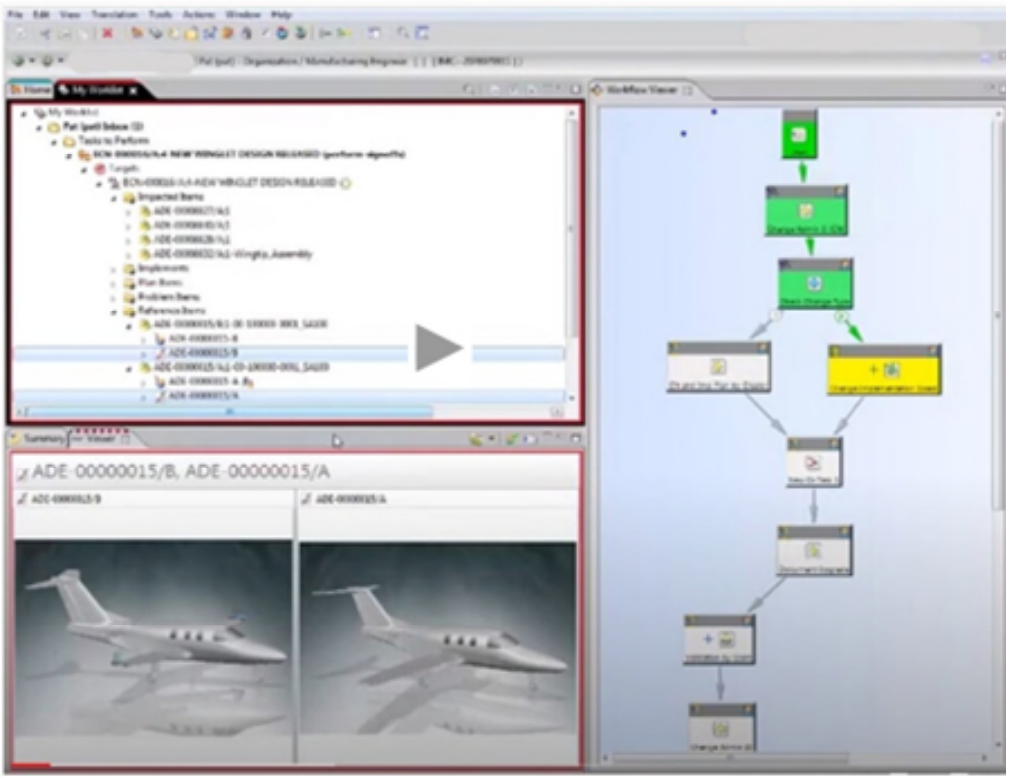
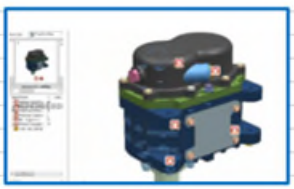
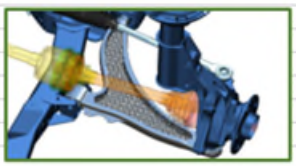
Software costs out of control? Learn how Machinatek Blueprint can help lower costs and add flexibility to your budget today.



The text for the video is shown below. The text shown in the audio would be running below the images during the entire video other than a few seconds at the very beginning and end.

Visual	Audio
Machinatek logo  	Light, uplifting background music playing through whole video and gets quieter when Jerel and Sameer are talking. Machinatek Blueprint: Making Product Lifecycles Manageable
Words appear a few seconds after music starts The words appear in print below logo but aren't spoken	All spoken words are shown in subtitles running across the bottom of the video
Scene is Jerel Keyes office, him behind desk telling the story  Text at bottom of the screen is: Jerel Keyes, Global Vice President, Compressor Design	After all the company acquisitions, it was my job to make them one department and get them all working together. We had 4 PLM softwares, 5 CAD packages, and nobody wanted to change from what they were using. It was crazy, and I wasn't sure how to make it work.
Scene starts with Sameer Modi typing into a console panel of a rack of servers. It then cuts to him sitting behind his desk with the following graphic shown at the bottom of the screen.  Sameer Modi, Global IT Director	Sameer's voice speaking I stopped by Machinatek's booth at a trade show and their product sounded great when it was explained. We were under contract with Teamcenter at the time, but when the company was purchased and I became IT Director, it was time to look into it more closely.
Visual is of a user moving within NX, rotating parts, and detaling the assemblies shown.   	Sameer's voice continues talking as the visual is of a short demo of Blueprint on screen Blueprint meshes seamlessly with leading CAD programs like Siemens NX and AutoCAD, and the Global Seat Share function saved us over $1,000,000 in license fees in the first year. Light, uplifting music playing as visual demonstration of the product goes on.
Scene cuts back to Jerel in his office to deliver the last line.  Professional female voice reads the line.	The voice switches to Jerel's for the rest of the video. The Blueprint platform has proven to be reliable, easy to keep updated, and is flexible enough to meet Blow-Rite's needs now and in the future. Bottom line: Machinatek Blueprint lets my people and I focus on designing and refining our products and not worrying about our software. Blueprint is the foundation we build our business on and we're very pleased with it Machinatek Blueprint: Making Product Lifecycles Manageable

How Machinatek Lowers Engineering Software Costs for Blow-Rite Compressor.

Blow-Rite Compressor is a global manufacturer headquartered in Michigan City, IN. In 2016, Blow-Rite was acquired by Oyabun Group of Tokyo, Japan, and named its global headquarters for compressor engineering. With sites in Germany, Italy, Japan, and the U.S., they faced the challenge of integrating all of them into one company.

At an early point in the process, the choice of which software platforms to use became contentious. For Jerel Keyes, Global Vice President of Compressor Engineering, getting all 1000 engineers to share best practices and common design software was a huge challenge. "We had 4 different PLM platforms, 5 CAD/CAM packages, and nobody was willing to change. It was crazy" Keyes explains.

"There were great designs and better processes across all the locations, but none of the files were compatible" Keyes explained. Getting everyone on the same page could have cost thousands per PC for each engineer's computer to have all the software installed. Higher hardware costs to bring all the PCs up to par were likely to slow things down and strain budgets.

Chance Favors a Prepared I.T. Director

As it turned out, the solution to Blow-Rite's problem was made possible by I.T. infrastructure upgrades already going on within the company. New Global I.T. Director Sameer Modi had just completed long-delayed upgrades to the company's data networking equipment when he heard of Keyes's problem. Then in the planning stage for virtualizing the company's application servers, he remembered Machinatek from their booth at a trade show a few months before.

Blow-Rite was then using Siemens TeamCenter and the licensing and support costs seemed a bit excessive to Modi. As he and Keyes explored Machinatek's Blueprint PLM platform, the product seemed such a good fit for Blow-Rite that the decision to try it came within days. A trial copy was installed in a test environment soon after, and it did not take long to see that the company was about to switch PLM software platforms.

Global Seat Share Allows Software Budgets to Stretch Farther

The Global Seat Share feature allows copies of an expensive program like Siemens NX to be virtualized and used in multiple time zones at different times of the day. A user in Tokyo, for example, could sign into Blueprint in the morning and use a virtual seat of NX for his workday. After he signs off a few hours later, a user in Germany could sign in at the beginning of his shift and start NX. When he signs off a few hours later, a user in Michigan City could then sign in and start work not knowing or caring that the virtual copy of NX he is using has been going strong for nearly 24 hours.

The effect of this on a software budget is huge as fewer seats are needed to meet the engineers' needs. For Blow-Rite, this allowed for a 40% reduction in the number of NX seats they needed, a 50% reduction in the SolidEdge seats, and a 74% reduction in AutoCAD seats paid for each year.

"When Sameer explained G.S.S. to me and its potential, I said 'yeah, right.' What's the catch?," Keyes remembers. "He said trust me, and we watched how many seats got used each day and how many complaints we got for G-seats being unavailable when needed. The problems I expected never materialized" Keyes said with a smile.

Centralized Data and Parts Storage Increases Work Efficiency

While centralization of part files, specifications, and customer and vendor data is a feature of all PLM platforms, Machinatek Blueprint takes this further in a unique way. If a version of the same part existed in multiple CAD packages, it was stored in the same location within Blueprint. This made cross-referencing easy for users in all locations.

Users in departments like Purchasing, Document Management, and Sales appreciated the cross-referencing feature across sites and it helped speed the integration process considerably. Blueprint acted as a kind of Rosetta Stone transcending languages and locations. The users could focus on the customers, vendors and specifications and got past what they used to call a given part.

One good but unintended consequence of this was that engineers started trying CAD packages they never had before on a familiar part. As time went by, they started learning which one did the tasks they needed best with little training. The flexibility of having all the programs available together allowed Blueprint to act as a bridge to a more streamlined few programs on the PLM platform. Programs were able to be phased out once few were using them, much to Jerel and Sameer's satisfaction.

File Conversion Utility Enables Quicker Software Standardization

Another challenge companies face when considering a change in PLM and CAD software products involves part file formats that are not compatible. Considerable time would be needed to re-create all the files in a different program, and this would further slow the transition. Happily, this is no longer necessary with Machinatek Blueprint. The Convert-X file conversion utility can take a part file from any of the most popular CAD / CAM programs and render it in whichever competing format the user wishes.

As long as all the dimensional parameters and details are in Blueprint, the utility will produce a usable file. Generally, this takes minutes and not hours. In some cases, more complex part conversions are run at the end of the day and generally finish before the next morning. This does not take up a virtual license and is rarely necessary.

Technical Details:

- Machinatek Blueprint is installed as a client on the individual PC.
- Global Seat Share can be configured in a Software as a Service model or hosted on a company's internal servers. Caching servers at local sites are recommended.
- Can be installed on either Windows or Linux servers

Sidebar Copy:

Customer Details

Blow-Rite Compressors, Inc., an Oyabun Group Company
www.blowrite.com

Industry

- Commercial and industrial air compressors

Challenges

- Numerous company acquisitions need to be integrated into a single corporate framework
- Multiple software platforms, incompatible with each other, need to be streamlined for better information sharing

Solution

- Machinatek Blueprint, installed on company servers with synchronized data caching

Results

- 20% saving in overall engineering software budget for a total of $1,500,000.00
- 4 Product lifecycle management platforms reduced to 1
- 5 CAD/CAM programs reduced to 3, with 2 to be eliminated in the near future