

Ashlar-Vellum Channel Partner Newsletter

August 2013

Welcome Lioncad / Solar Ictec Lioncad Design Service

Ashlar-Vellum's long-time German-speaking Value Added Reseller from Switzerland, Walter Arnold, will be opening as a new reseller in the United States. Working in conjunction with an engineer in Nevada, the two will be selling 3D printers and Ashlar-Vellum software in the USA. We are pleased to welcome Lioncad, a division of Solar Ictec, and are excited to have them participate in addition to Arnold CAD GmbH.

Cobalt™ v8 SP4

It has come to our attention that a couple of features that were working in SP2 of Cobalt, Xenon and Argon were out of order in SP3. The following issues are corrected:



- Certain combinations of views in Model-to-Sheet, such as, wireframe and Phong, were in compatible and would cause one or the other to disappear.
- Project files containing Model-to-Sheet with Perspective view would crash when loading.

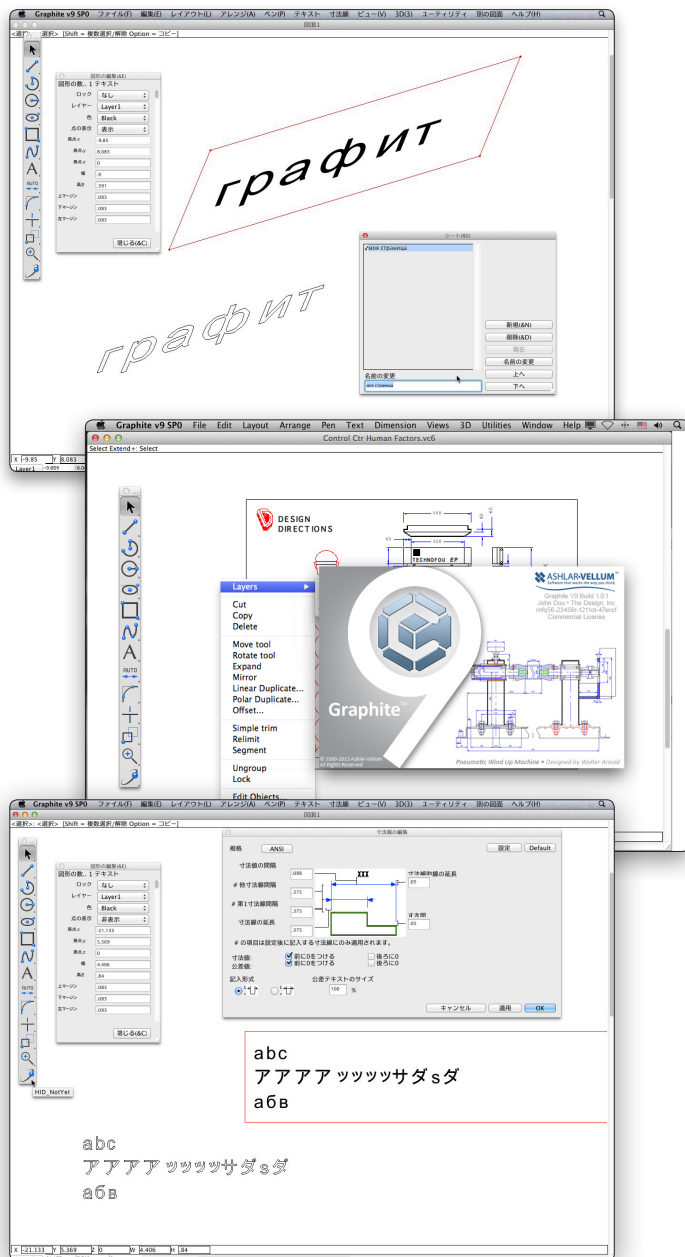
Both issues are now fixed and should be available for download soon.

Graphite™ v9

Developer Andrew Patlan is busy working on Graphite v9 and has recently completed the integration of Unicode.

Unicode allows international customers to change the language of the user interface more easily and supports fonts from alphabets other than Latin in the pull down list.

Version 9 will also include a new set of tool icons (with options to return to the old familiar icons) and tool tips.



Screen shots of the upcoming v9, two of which show the Graphite interface in Japanese. Also shown is text in the Latin, Japanese and Cyrillic alphabets, and the new splash screen for v9.

Ashlar-Vellum Explores Database Front-end Development

Our product management and development staff are working together to outline a new consulting service for database interface development. Customers have expressed a need to manage large databases of drawings. Of the products already available on the market, few integrate with the Mac. None provide the look and feel of Vellum® software.



The functions of this front-end database will allow users to search for and develop reports on Ashlar-Vellum files, including:

- What's in the drawing.
- What layers are defined.
- What symbols are defined.

Each interface will be customized for the customer, working on top of the database engine of their choice, including:

- Oracle
- Microsoft SQL
- MySQL (semi-open source owned by Oracle)
- PostgreSQL (Postgres) (open source freeware)
- FileMaker Pro (from a subsidiary of Apple)

This new database interface can integrate with the customer's website, allowing them to create a catalog of customizable parts built on parametrically specified components in a configure-to-order system.

The database front-end will be compatible with v9 of Ashlar-Vellum software, including Graphite™ precision 2D/3D drafting software, and Cobalt™, Xenon™ and Argon™ CAD and 3D modeling software.

The cost will include heavy customization and consulting by one or more of the following:

- Coordination with a customer's internal database gurus.
- Expertise provided by Ashlar-Vellum.
- Expertise by our network of Channel Partners.

Typically, customized applications are priced by:

Server cost & number of users
+ Customization, consulting & training

Total database front-end cost

Industry rumor has it that a typical Product Lifecycle Management (PLM) system like this includes 30% for software, 70% on services and starts at about a quarter of a million US dollars. We're looking for ways to make that more approachable. The sweet spot in any market it to deliver 80% of the functionality for about 20% of the cost of competitive systems. We don't know yet if we can hit this exactly but that's the idea.

If you know of any good examples of database front-ends that we should look at, let us know. Send an email to Robert.Bou@ashlar.com with your suggestions.

More details will follow in future publications as we explore this idea. If you have customers who would be candidates for this type of system let us know. A referral fee and potentially some consulting revenue are in it for you.