



## SpaceClaim Corporate Fact Sheet

November 2, 2011

SpaceClaim was founded in September 2005 to create solutions that would enable engineers to leverage 3D design to innovate, win more business, and get products to market faster. Since then, SpaceClaim has become the leader in 3D Direct Modeling solutions for rapid concept design and geometry manipulation, with adoption rates within engineering, product development, and manufacturing companies soaring. In 2009, [SpaceClaim increased sales 253% year-over-year](#) and new licenses by 188% with similar impressive growth in 2010 and 2011. Customers include three of the world's largest auto makers, and industry leaders across aerospace, medical devices and machine tool manufacturers. SpaceClaim has OEM agreements with [TRUMPF](#) and [Flow International Corporation](#) as well as a licensing and distribution agreement with [ANSYS](#), the global leader in simulation software.

SpaceClaim's world-class board and management team combines deep experience in 3D and design software – including the inventors of feature-based modeling – with proven track records in successfully bringing new design software to market. The company is backed by top-tier venture capital firms including Borealis Ventures, Kodiak Venture Partners, and North Bridge Venture Partners. The management team includes Chris Randles, President and CEO; Daniel Dean, Senior VP of R&D; Gregory Stott, CFO and VP of Finance and Operations; Stig Jensen, Senior VP of Worldwide Sales; Bernie Buelow, VP of Corporate Marketing; Rich Moore, VP of Business Development; Steve Costello, VP of Sales, Americas; and Frank DeSimone, VP of Software Development. [Get more details on our management team.](#)

### Market

Manufacturers are under more pressure than ever to eliminate waste, streamline collaboration and increase productivity through the product development cycle. Lean product development initiatives and Six Sigma practices have forced a reevaluation of current tools and processes, representing a significant market opportunity for SpaceClaim. It is estimated that the penetration of traditional history-based 3D CAD is very low among more than 15 million engineers involved in manufacturing worldwide, with fewer than one million estimated 3D users in the \$5 billion mechanical CAD (MCAD) market. Three to five million engineers could benefit today from the use of 3D tools for design engineering, simulation and analysis, and manufacturing engineering.

Global organizations are acknowledging that to be competitive, all concept design, analysis and testing has to be performed outside of the CAD realm, fostering an engineering-driven product development environment. Sending designs to the CAD team has to be the final step in moving to manufacturing and by making feasibility decisions, and gathering knowledge early on, companies save time, increase efficiency, reduce costs and decrease risks. SpaceClaim's solutions fit extremely well into the engineering-driven product development process and customers have reported an ROI of less than six months based on ease of use, flexibility and accuracy. Throughout the supply chain, manufacturers are improving how they do business with SpaceClaim.

## Products

SpaceClaim represents the most significant technology advancement in 3D engineering in more than a decade, delivering a tool that any engineer can use with little to no training. [SpaceClaim Engineer 2011+](#) is the eight release of the company's groundbreaking 3D Direct Modeling solution and is fast, simple, and powerful for top-down design, 3D layout, concept modeling, bid modeling, and model preparation for simulation and analysis. SpaceClaim Engineer 2011+ enables unsurpassed collaboration among engineering teams and serves as a strong communications tool, providing customers with the ability to virtually show their designs in 3D and edit in real time.

## Benefits

SpaceClaim's customers have proven that when they adopt nimble, best-in-class tools, they overcome the inflexibility of traditional, single-vendor CAD deployments. Benefits achieved by engineering organizations include:

- An increase in new business wins using bid modeling to create accurate concepts and quotes for prospects.
- Support for lean product development by using concept modeling to explore as many design options as needed without tying up expensive CAD resources.
- The improvement of productivity and creation of better final designs by enabling CAE model preparation for simulation, eliminating the need to rely on CAD designers for geometry.
- The optimization of models prepared for rapid prototyping and manufacturing, providing engineers with a range of flexibility including extensive capabilities in sheet metal design.

SpaceClaim Engineer 2011+ exemplifies the Company's commitment to providing customers and partners with the tools they need to respond to every changing and highly competitive market opportunities faster and more effectively.