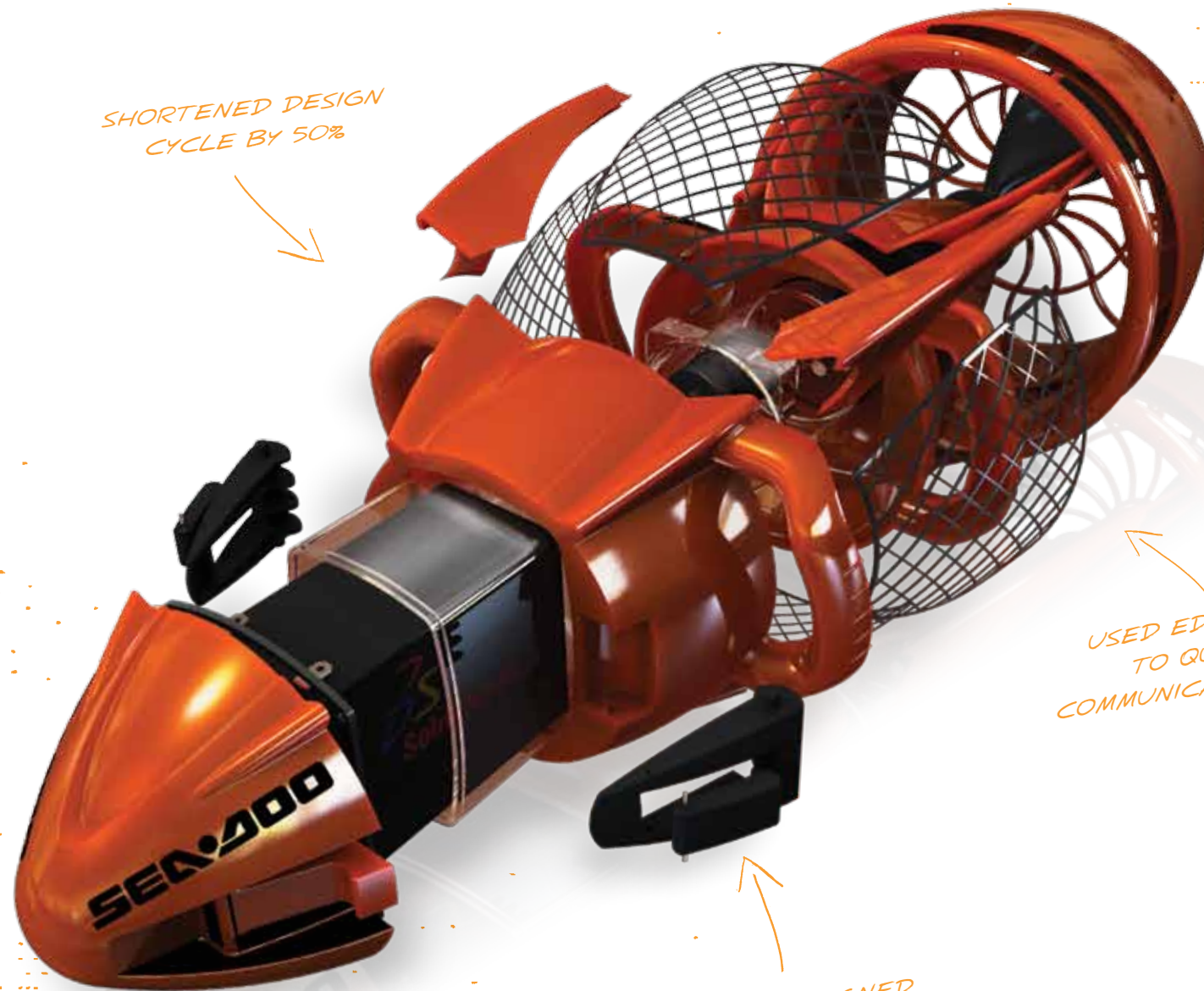


*"We needed a CAD package with  
**robust design**  
and communication capabilities."*



One of Daka International's design concepts rendered in SolidWorks.  
See how SolidWorks helped them streamline design development on page 3.



SHORTENED DESIGN  
CYCLE BY 50%

USED EDRAWINGS  
TO QUICKLY  
COMMUNICATE DESIGNS

DESIGN ALIGNED  
WITH MANUFACTURER  
REQUIREMENTS

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# SOLIDWORKS STANDARD IS YOUR COMPLETE SOLUTION FOR INNOVATIVE 3D PRODUCT DESIGN

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SolidWorks® Standard 3D modeling software is the core design tool you need to cut design time, reduce production costs, and increase innovation. The software features a complete range of 3D design tools, a highly intuitive user interface, and the best customer support in the CAD industry—making it the premier design tool of choice for 3D professionals worldwide.

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Whether you want to enhance your 3D capabilities or upgrade from your 2D tool, SolidWorks Standard gives you everything you need to make your next design project better, faster, and more efficient:

- ▶ An intuitive user interface that puts functions where you need them
- ▶ Access to thousands of pre-built parts and models
- ▶ Integrated analysis tools to ensure your designs perform correctly
- ▶ Interactive tutorials and easy help guides
- ▶ The ability to use existing design files in multiple formats
- ▶ Tools to check designs for manufacturability

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This is the story of what SolidWorks can do for you, as told through the eyes of three SolidWorks customers.



Daka International Limited



efi Sports Medicine



Hartness International



DAKA INTERNATIONAL LIMITED

Design and development

"We needed to hit the market  
ahead of  
our competitors  
and imitators."

# SOLIDWORKS ENABLES YOU TO DESIGN PRODUCTS RAPIDLY IN 3D

Daka International Limited invents products for the dive propulsion vehicle market. After having success with their SEA-D00® SEASCOOTER™, Daka decided to jump into the family recreation category with a compact water scooter for swimming pools—but other companies had the same idea.

“We needed to hit the market ahead of our competitors and imitators,” explains Alex Kalogroulis, managing director. The company set a goal of cutting the design cycle on their new DOLPHIN scooter by 50%.

“To meet our ambitious deadline, we needed robust design and communication capabilities,” says Kalogroulis. “We decided to use the SolidWorks® 3D CAD system.” With SolidWorks, Daka gained an intuitive user interface and assembly management tools that sped up the creation of complex models.

They were also able to use the SolidWorks eDrawings® software feature to email in-progress designs to their tooling specialists in China. This enabled the toolmaker to quickly let them know if the design could be manufactured cost-effectively.

Kalogroulis reports that Daka met their goal of completing the DOLPHIN in just six and a half months. “It was quite a challenge to get this project done,” he adds, “but we were able to work a lot faster and easier with SolidWorks.”

- ▶ Reduced design cycle by 50%
- ▶ Cut development costs by 50%
- ▶ Expedited tooling and mold development
- ▶ Gained market share by accelerating time-to-market

## ▶ KEY BENEFIT

### SOLIDWORKS ENSURES YOUR DESIGNS WORK SEAMLESSLY FOR MANUFACTURING

SolidWorks Standard integrates seamlessly with the latest manufacturing platforms—including rapid prototyping and a wide variety of CAM software. Now you can generate design data in any format with confidence. Plus, when you make a design change, SolidWorks automatically updates all your data—including the bill of materials (BOM) for the manufacturer—so you can avoid mistakes and keep your project on schedule.





efi SPORTS MEDICINE

Exercise equipment design and manufacture

"We have been able to create  
*impressive designs*  
without cost overruns  
or rework."





# SOLIDWORKS SAVES MONEY BY MAKING SURE DESIGNS GO TOGETHER RIGHT THE FIRST TIME

efi Sports Medicine began as Total Gym, Inc. in the mid 1970s. For years, the company had designed their resistance training equipment using paper drawings. "People drew up steel tubes, bent them, and welded them," says Dan McCutcheon, senior mechanical engineer. "It was pretty much the garage shop approach."

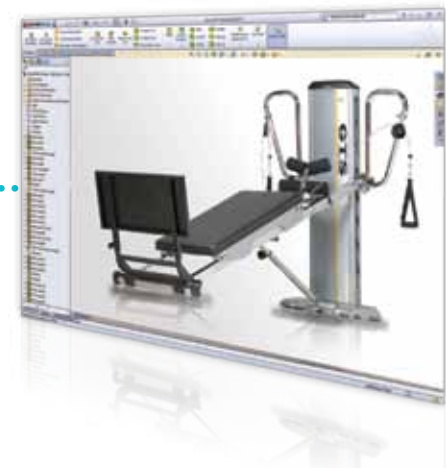
But in a surging market, management knew they would need to reinvent themselves to grab significant market share. "Developing exercise equipment for the commercial fitness club market demanded the application of 3D technology," McCutcheon explains.

By adding SolidWorks®, the company was able to visualize their assemblies in 3D. They can now also use part validation tools and assembly motion to ensure designs will be manufacturable and perform as intended.

"SolidWorks enables me to assess clearances, and think about the impact of tolerances on clearances," explains McCutcheon. "I can move parts around in the assembly until I am satisfied that it all fits and works."

Since implementing SolidWorks, efi has transformed the Total Gym into a more modern product line—while still reducing physical prototypes by a staggering 90%.

- ▶ Reduced the number of prototypes by 90%
- ▶ Cut time-to-market by 50%
- ▶ Realized 30% growth from new revenue



## ▶ KEY BENEFIT

### SAVE TIME BY DOWNLOADING THOUSANDS OF PRE-BUILT MODELS

3D ContentCentral® and the SolidWorks Parts Library give you access to thousands of models and assemblies such as bolts, screws, and bearings—allowing you to spend time focusing on high-level innovation, not tiny part builds. Both 3D ContentCentral and the SolidWorks Parts Library are updated on a continual basis, so you can always access the most current part designs.



A man with dark hair, wearing clear safety glasses and a dark blue short-sleeved shirt, is focused on operating a piece of industrial machinery. He is leaning forward, with his right arm extended to turn a large, black hand wheel. The machine has a white face with a red needle and markings. The background is a bright blue wall. The overall scene suggests a professional training or manufacturing environment.

**HARTNESS INTERNATIONAL**

Packaging equipment solutions

*"We had formal training for two days  
and started  
making parts  
on the third."*



SOLIDWORKS PROVIDES THE  
SUPPORT YOU NEED TO SUCCEED  
QUICKLY WITH 3D

Hartness International manufactures equipment for the increasingly fast-paced packaging industry. The company had historically used 2D software to create their designs—until a single project convinced them it was time to switch to 3D.

The company had committed to deliver a custom version of its dynamic accumulating conveyor system (DYNAC) to a customer in four months. But halfway into the project, the customer changed specifications on the containers the system had to handle. "Yet, they still expected us to meet their delivery date," explains CEO Bern McPheely.

Hartness engineers realized the only way to meet the deadline would be to move to a 3D platform. But McPheely worried that it wouldn't be possible to install new software, train his engineers, and produce a machine

under such time constraints. SolidWorks® software quickly allayed those fears.

Product Manager Olivier Duterte reports, "We had formal training for two days and started making parts on the third." Because SolidWorks comes with integrated tutorials and help guides, Hartness designers could access help anytime they needed it. Support through user community sites and local resellers was also always close at hand.

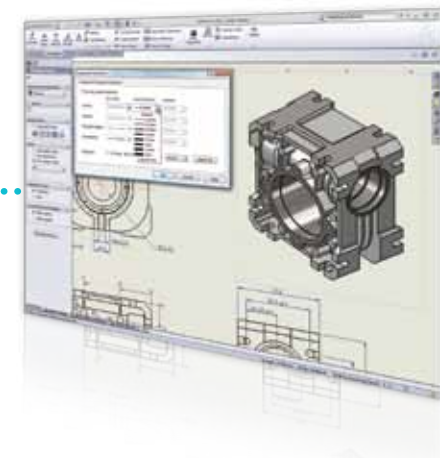
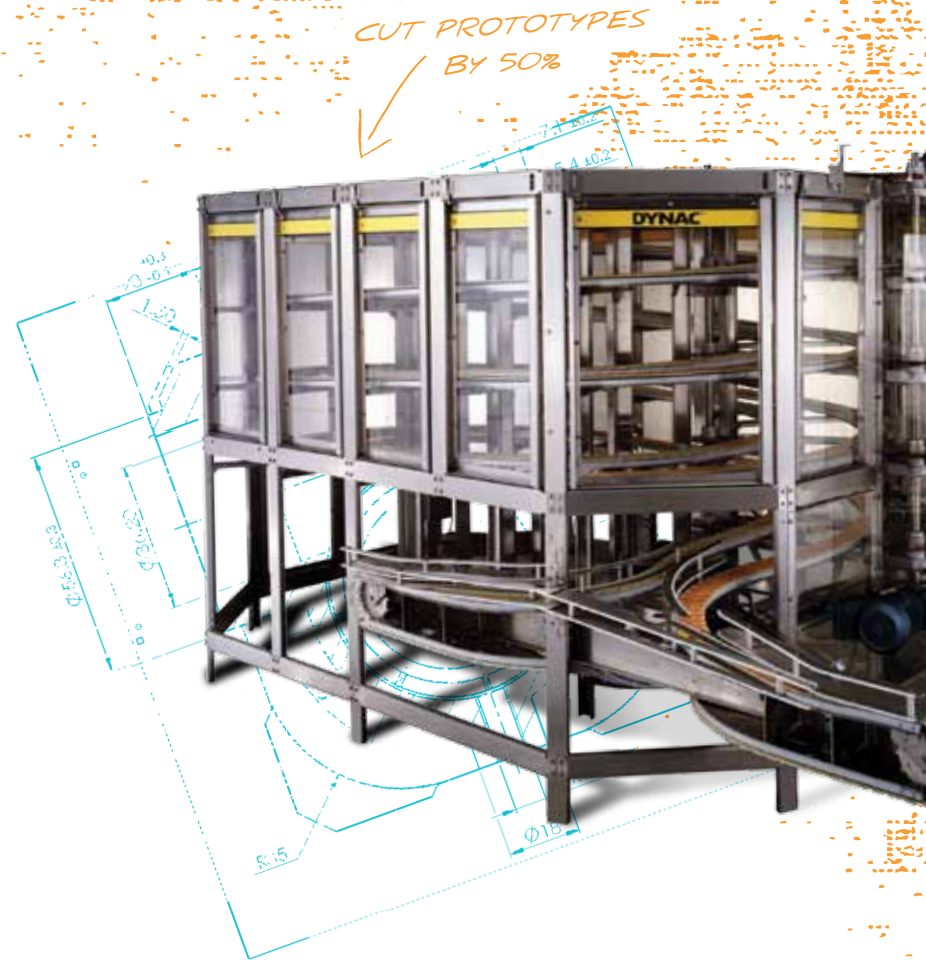
Most important, Hartness was able to completely retool the DYNAC system in time to meet their deadline. "Two months later," McPheely says, "the machine was delivered on time."

- ▶ Cut a month off their product development cycle
- ▶ Saved 5% in development costs
- ▶ Reduced the number of prototypes needed by 50%
- ▶ Shortened design cycles from the first project done in SolidWorks

► **KEY BENEFIT**

## SOLIDWORKS ENABLES YOU TO REUSE EXISTING DESIGN FILES IN MULTIPLE FORMATS

When you switch to 3D, there's no need to worry about losing years of existing 2D design data. SolidWorks Standard helps you make the transition seamless. Not only can you still access your old designs, you can import almost any type of CAD file format—including DXF and DWG.



# WRITE YOUR OWN SUCCESS STORY WITH SOLIDWORKS STANDARD

You've seen the ease of implementation, productivity, and cost savings SolidWorks® software has brought to small design firms and international corporations alike. Now find out more about what it can do for your organization. Talk to your local SolidWorks Value-Added Reseller for a custom evaluation, or visit [www.solidworks.com](http://www.solidworks.com) to learn more about the features of SolidWorks Standard.





CAD Capabilities

Easy, Heads-up User Interface	●
3D Part and Assembly Modeling	●
Production-Quality 2D Drawings	●
Realistic, Real-Time Rendering	●
Advanced Surfacing	●
Data Translation (Import/Export)	●
Sheet-Metal Design	●
Welded Structures Design	●
Plastic Part and Mold Design	●
Large-Assembly Management/Performance	●
Assembly Motion Visualization and Video Capture	●
Part and Assembly Checks (Interference, Manufacturability, etc.)	●
Automatic Bill of Materials (BOM)	●
Design Automation	●
Intelligent Modeling Capabilities	●
Design Reuse	●



