

# December 2013 Volume 7, Issue 3

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## D3 Technologies Expands to Dallas, Texas

We are excited to announce that D3 Technologies has recently expanded into new territory in Dallas, Texas! View the [Why D3 Flyer](#) to find out more about who we are and why D3 is the best choice for you as your engineering and design technology partner.

## Special Offers

### Like us on Facebook & Win!

D3 would like to congratulate our most recent winners for the Microsoft Surface Tablets at our Fall Roll Out events.

### Congratulations to:

Jason Cook, Swisslog

Bruce Gealy, Aerospace Components Group

Aaron Davis, Architectural Components Group

Dan Goehler, BS&B Safety Systems

Chris Opie, Pelco Products, Inc.

Phillip Markwenas, Buckhill Drafting Services

Joe Zeeben, Kruger Products

Mark Grummer, American Steele Co.

Dan Malott, Fike

Mark Mierkowski, St. Louis Metalizing



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

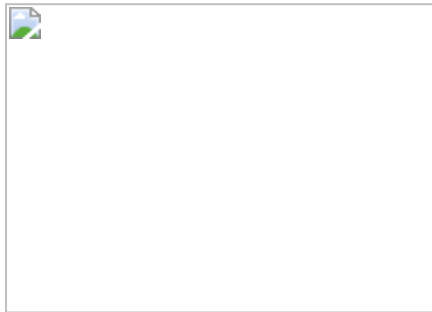
**Microsoft Surface Tablet!**



Click the image below to Register for a FREE Simulation CFD Webinar on **December 18<sup>th</sup>**.




[Contact Us](#) today to learn about our promotions and



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## Customer Spotlight: Mid-South Engineering Company

 Mid-South Engineering is a consulting company in the wood products and bio-energy industries with offices in both Little Rock, Arkansas and Cary, North Carolina. By putting to use their new capabilities from their new Autodesk arsenal of software, they are able continue to grow and will soon be expanding into their 3rd office in the Northeast.

[Click Here](#) to read about how Mid-South Engineering has partnered with D3 Technologies to receive assistance in the area of new software training and software development.

If you'd like to know more about how your company can move from 2D to 3D design, [contact us](#) at D3.

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## Inventor CAM - Inventor HSM Released for CNC Routing

Inventor HSM has been released for Inventor users that have a need to quickly create CNC routing for machines on the shop floor. The integration allows Inventor users to take advantage of the workflows and tools they expect when programming CNC toolpaths for machining projects.

"After taking the quick test drive, I was able to easily setup tool & holder specs, routing & drilling operations, simulating the routing operation, and finally, post process output (G-Code)." - Simon Tapprich, Solution Executive



### Integrated CAM for Inventor

Define machining geometry and parameters by selecting entities directly from the Inventor model enables Inventor HSM to maintain full associativity between the Inventor model and machining operations. Any changes to the model are automatically reflected in the toolpath. Late design changes no longer mean missing delivery deadlines or introducing last-minute programming errors.



### Toolpath Strategies

Inventor HSM Express includes all the toolpath strategies for generating milling, drilling, counterboring and tapping operations. All operations are optimized to minimize tool travel and overall cycle time. Both standard and customized cycles are supported for all point-to-point operations, including spot-drilling, deep drilling with chip break, and boring cycles.

Currently, this tool is available for **FREE download!**

Take a look for yourself by clicking the link below or send this on to your CNC Programming department, as this could be the tool that bridges an efficiency gap:

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](#)  
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[cam.autodesk.com/hsm](http://cam.autodesk.com/hsm)

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

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

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## Workflow Automation Reality Check

**Myth:** If you don't change, neither will your competition.

**Fact:** Don't believe the myth!

Reluctance to take the step continues to be one of the biggest hurdles I see when it comes to investing in the efficiencies of your workflows. In reality, many industries still have the luxury of not having a real trendsetter in their market that is forcing them to really CHANGE the way they work.

### Some markets are very busy though:

- Tanks/Vessels – The highest traffic
- HVAC – Next in line
- Windows – A very close third
- Notables – Conveyors and concrete structures

### Types of projects:

- Back office integration with MRP/ERP systems continues to have a lot of ROI for our clients and typically has huge amounts of non-value added tasks.
- Drawing outputs – This can cover from submittals to production drawings and also includes the creation of the PDF where needed.
- Quote-to-Design Automation – This is not for everyone but is very big for those on the list of busy markets.
- New this past month:
  - Oil and Gas – Integration
  - Tank – Integration
  - Portable substation – Drawings
  - HVAC – Integration
  - Cabinets – Quote-to-Design

### Our biggest challenges:

Most companies have not gone through the exhaustive step of really knowing the cost of their current process. Thus, any fee to come in and do a thorough review of how to fix it is met with shock, and that is before we can even suggest a fix.

### Reality check:

A single years cost for a traditional workflow is 3-6 times what the solution would cost to automate it. This puts your people on tasks that are truly value added and the capacity for throughput can scale from 8X to 20X.

### Gut check – Is it time to talk?

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

Daryl Price is the lead interface to D3's Automation team and serves our consulting teams, other Autodesk partners and Autodesk's sales teams in providing solutions around the world.

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

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## Tech Tip: I



### How do I confirm the correct strength or even change it?

You can access the material definition by clicking on the Materials button at the bottom of the Assign Materials window.



In the Material Browser, select the edit button beside the material, and then select the Physical tab. Under the Strength section will be the Yield and Tensile Strength.



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

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## D3's New Employees

D3 Recently welcomed John Michael, Solution Executive, Kathleen Williams, Inside Account Representative, and Drew Hagen, Escalation Technician to the team.

### John Michael



John Michael works out of D3's newest office in Dallas, Texas. Here are some quick facts about John:

#### Education:

BAAS in Psychology and Behavioral Analysis, University of North Texas

#### Work History:

John Michael began his sales career marketing sales training and personnel development programs for trainers such as Tom Hopkins, Terry Bradshaw, and Lou Holtz. After this, John moved into the Manufacturing arena selling computer based training, e-learning, and Behavior based safety products. After spending the last seven years in the Mortgage Technology field, John has returned to Manufacturing.

#### Position at D3:

John Michael is a Solution Executive, and his business goals are to build new relationships while growing business inside already existing accounts. In short, he aims to be a trusted advisor for both new and existing accounts.

### Kathleen Williams



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

#### Education:

Kathleen has attended Murray State University and MSU. In addition, she has her Missouri Real Estate Brokers license, is a graduate of Miller-Heiman Strategic Selling, and a certified advisor/mentor with Crown Financial Ministries.

#### Work History:

When ATM machines started to appear in the early 1980's, Kathleen's first sales job was to "push" ATM cards for a regional bank in Kentucky. Since then, she has promoted gift baskets, catering services, computer hardware and software, payroll services, LAN/WAN connectivity, real estate sales, residential construction services which included custom builds, disposable medical/surgical supplies, and finally, AutoCAD products.

#### Position at D3:

As an Inside Account Representative (IAR), Kathleen will be assisting Solution Executives in managing some of the day-to-day activities to secure stronger relationships with their clients while prospecting for new business opportunities.

### Drew Hagen



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

#### Education:

Drew graduated with an Associates in Drafting and Design in August of 2013 and is currently attending ITT Technical Institute for his Bachelors in Project Management in Business.

**Work History:**

Drew's previously worked for North American Tank and has been in the United States Army Reserves from September 2008 to current.

**Position at D3:**

Drew is an Escalation Technician at D3 and helps provide technical support for Autodesk software. He also provides customer service to D3 customers who have questions that need answers regarding their engineering and design software.

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## Employee Spotlights

**Kevin Schlack**

Meet Kevin Schlack, Founder and President of D3 Technologies. Kevin works out of D3's Springfield, MO headquarters but travels often to D3's different offices. Kevin formed D3 Technologies in November of 1998.



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

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## New Seats - Buy One Get One

Customers purchasing a new qualifying seat will **receive a second seat at no charge** when having two qualifying seats (version 2007 or older) of Autodesk software. This offer ends at midnight on January 24, 2014. Don't wait until it's too late to get new seats!

If you have any questions about the New Seats Buy One Get One promotion or Autodesk pricing, please [contact](#) your local D3 representative.

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## Global Field Promotion "Possibilities"

**Limited time offer. Unlimited design possibilities.**

Save up to \$1,000\* on Autodesk® design and creation suites and \$400\* on Autodesk® AutoCAD® software when you purchase before December 31, 2013. All the tools you need for your industry, in one package – for less. Create, capture, connect and showcase your designs like never before.

Impress your clients with cinematic-quality rendered animations and win more business. Save time with tighter integration of your design workflows, faster rendering and digitized scanned drawings. Plus, create inspirational freehand sketches directly in Autodesk® AutoCAD®.

Autodesk AutoCAD 2014 is the final version of AutoCAD software that will run on the Microsoft Windows XP operating system. It's also optimized for Microsoft Windows 7 and Windows 8, leveraging several usability improvements not available in XP.

See the "Possibilities" Promotion's [Terms & Conditions](#) document to find out more about this promotion. If you have any questions about the Global Field Promotion or Autodesk pricing policy changes, please [contact](#) your local D3 representative.

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## Factory Design Suite Upgrade Promotion

Is your AutoCAD being used by manufacturing engineering, industrial engineering or facilities engineering departments? Do you have people using AutoCAD to lay out manufacturing equipment either for your own facilities, or for projects you do for your customers?

For a limited time, Autodesk is offering **25% off 2014 Autodesk Factory Design Suite Premium** commercial upgrades/cross-grades coming from 0-6x AutoCAD or AutoCAD Mechanical. Take advantage of this low cost upgrade to improve your AutoCAD design productivity, layout communication, and operational efficiency, and help reduce installation issues.

If you have any questions about the Factory Design Suite Upgrade promotion or Autodesk pricing, please [contact](#) your local D3 representative.

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## AutoCAD LT Portfolio New Seats/Upgrades

**Save \$200 on new perpetual licenses of Autodesk AutoCAD LT products or up to 15% 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 January 24, 2014** and save \$200 on new perpetual licenses or up to 15% 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 - Extended

**Renew your Autodesk Subscription before January 24, 2014,\* and avoid paying a late fee.** Save up to \$100 off the Subscription Renewal Package per license.

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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## Entertainment Creation Suite Ultimate for Premium Upgrade

**Upgrade to Ultimate for the price of Premium.**

For a limited time, the Autodesk® Entertainment Creation Suite Ultimate for Premium software promotion offers Autodesk® 3ds Max®, Autodesk® Maya®, Autodesk® Softimage®, and Autodesk® MotionBuilder® software customers with the 2014 release or a previous version (one to six versions back from the 2014 release) the opportunity to upgrade to the Entertainment Creation Suite Ultimate for the same price as an upgrade to the Autodesk® Entertainment Creation Suite Premium edition.

This offer ends at midnight on **January 24, 2014**.

If you have any questions about this Autodesk promotion, please [contact](#) your local D3 representative.

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## 3D Systems ColorJet 3D Printing Helps Vaccine Research

Two dimensional images offer incomplete views, leaving that third dimension to speculation. In non-technical applications, it's not critical to know what's on the other side. But in medical research, when doctors are trying to find big answers that lie hidden in small organisms, the failure of two-dimensional images can multiply the difficulty of finding cures



To combat the problem, we used 3D printing for visualization in our study of the Respiratory Syncytial Virus (RSV). By 3D printing large physical representations of proteins and organisms, we were able to break away from flat microscope images and see these structures in full view.

[See Full Article](#)

[ColorJet 3D Printing Process Video](#)

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?

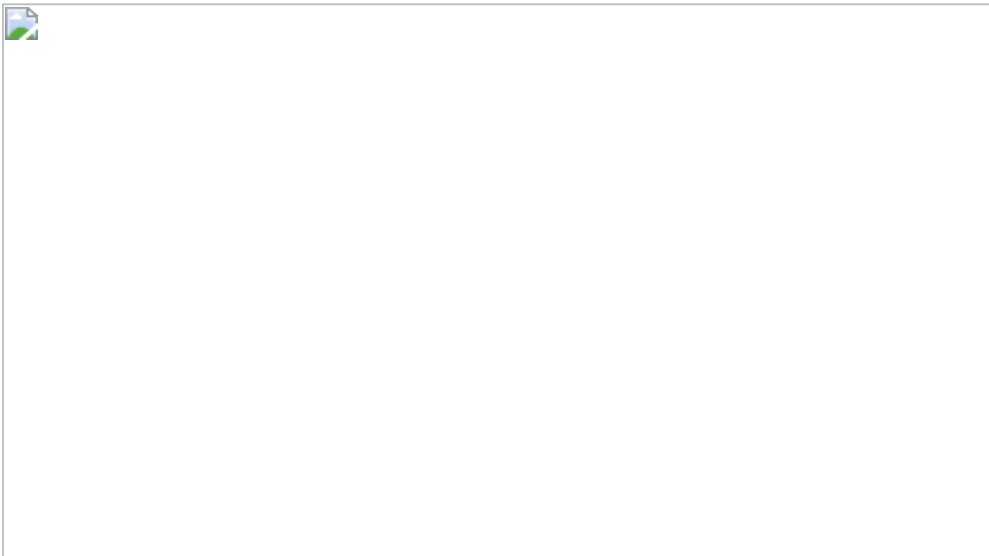
- Unlimited free access to Autodesk Skill Builder training courses. [Click here](#) for the PDF which includes descriptions and dates for these upcoming training courses.
- CAD software implementation
- Data management
- Support
- Discounts on public Autodesk training for new hires
- Private update training 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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## D3's New Kansas City Office Open House



If you are a D3 customer, Autodesk user, or future Autodesk user, we would like to cordially invite you to our open house at our new office location in North Kansas City. The open house will take place on **February 20, 2014**. There will be a tour of the facility, time for networking with fellow Autodesk users, an Autodesk Inventor competition, prizes, and best of all, there will be food and beer! More information will be coming soon.

D3's new office location is at the following address:

D3 Technologies  
1321 Burlington St., Suite E

North Kansas City, MO 64116

To RSVP and help us know how to plan, please email [Aaron Lancaster](#).

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## D3 Technologies at Autodesk University

We would like to congratulate the following members of Team D3 that taught at Autodesk University this year: Kim Hendrix, Scott Dibben, Ryan Johnson, and Kevin Marchant.

We would also like to share and congratulate the achievements of two of our Techs at Autodesk University. The Autodesk User Group International (AUGI) booth had a competition to test the knowledge of an individual in a specific software (Top DAUG Contest). The contest involved about a 20 minute test based around a series of questions and exercises. Two of our guys proved to be among the elite in their area of expertise.

**Ryan Johnson - 1<sup>st</sup> Place in Autodesk Inventor**

**Pat Alonzo - 2<sup>nd</sup> place in Autodesk Plant 3D**



If you were unable to make it to Las Vegas this year, you can still experience the excitement of the conference from your office or personal computer. Click the link below to view the video recordings from select classes from AU Las Vegas 2013.

[Watch the Recordings from AU Las Vegas 2013](#)

Below: Ryan Johnson teaching Inventor at Autodesk University



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## Autodesk® Product Design Suite Test Drive

Experience for yourself the powerful capabilities of the latest Autodesk® Product Design Suite 2014.

**You are invited** to join us for any of our on-site PrDS Test Drive Workshops. Everyone attending will get the opportunity to test drive the software and learn about all of its powerful capabilities and benefits in an instruction-lead, classroom environment. You'll have your questions answered in-person, and receive a 30-day free trial of Autodesk® Product Design Suite Ultimate 2014 at the end of the workshop.

The test drives will be taking place on these tentative dates in our following offices:

- Wichita, KS – January 15<sup>th</sup>
- Little Rock, AR – January 15<sup>th</sup>
- Tulsa, OK – January 17<sup>th</sup>
- Denver, CO – January 21<sup>st</sup>
- Springfield, MO – January 24<sup>th</sup>
- St. Louis, MO – January 24<sup>th</sup>
- Kansas City, MO – January 30<sup>th</sup>

[Sign up](#) for an Autodesk® PrDS Test Drive at a location near you on our events page.

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

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## Autodesk® Simulation CFD Webinar



AMUG



**Sign up for the Autodesk® Simulation CFD Webinar on December 18, 2013.**

Engineers face several types of challenges when designing fluid power components and systems. Predicting flow rates and pressure drops are only some variables that are challenging to measure and visualize through physical testing alone.

During this webinar, you will see flow control related applications and case study example of how top manufacturers are incorporating Digital Prototyping in their design processes using Autodesk® Simulation software.

You will also see examples of how to:

- Measure flow performance and flow coefficient (Cv)
- Predict flow separation and recirculation
- Reduce design verification costs
- Decrease time to market while delivering best in class product performance

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

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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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