

MEDUSA - Benutzervereinigung

M E D U S A
M E R



14. Tagung

Protokoll

Vortrag: John Stuart

Vortrag: Kai Krickel

Vortrag: Steve Bee

Vortrag: Bill Wilkins (Quintic Ltd.)

Vortrag: Hans Hoeschler (CADD5)

Gastvortrag: Günther Fuhrmann

**Bad Neuenahr
Februar 1998**

Protokoll der

14. MEDUSER Jahrestagung - im Zeichen der Computervision Übernahme durch Parametric Technology

Die im Januar erfolgte Übernahme der Firma Computervision (CV) durch Parametric Technology (PTC) prägte die Themen der diesjährigen Tagung der "Meduser". Im Vorfeld der Tagung war international bereits großes Interesse an den Ergebnissen und der Stimmung signalisiert worden. Daher im Anhang zu diesem Protokoll eine Zusammenfassung der international über die MEDUSA Mailbase des CGUC (Computervision Global User Council) veröffentlichten Protokolle.

305 Anwender und Systemmanager aus 178 Firmen folgten vom 15. bis 17.02.1998 der Einladung nach Bad Neuenahr. In der begleitenden Fachausstellung präsentierten 14 Partnerfirmen den aus 10 europäischen Ländern angereisten "Medusern" ihre Lösungen im Zusammenhang mit den Softwaresystemen von PTC/CV.

Die Gelegenheit, sich direkt ein Bild von der zukünftigen Strategie der Fa. PTC zu verschaffen, nutzten auch 20 Anwender des Systems CADDs, die im Einvernehmen mit dem MEDUSER über ihre Anwendervereinigung, den "ABCD", eingeladen waren.

Am ersten Tag hatten die Teilnehmer Gelegenheit, in den von Herrn Korhammer gewohnt professionell organisierten Tutorials die Systeme Medusa/Windows-NT, Internet/Intranet-Einsatz im CAD/CAM Umfeld und in einem Schnupperseminar das PTC-Produkt "Pro/E" kennenzulernen.

Eine klare Aussage zur künftigen Entwicklung des Produktes Medusa gab der Geschäftsführer der Computervision GmbH, Peter Dienst, am zweiten Konferenztag ab: "Alle Aktivitäten für die Zukunft von Medusa sind durch den starken Partner PTC gesichert."

Auch Kai Krickel, Geschäftsführer der deutschen PTC Organisation bekräftigte in seinem Vortrag, daß die Produktlinien von CV, zuvorderst MEDUSA, CADDs und OPTEGRA aufrechterhalten und marktgerecht weiterentwickelt werden.

Als Motiv seiner Gesellschaft zur Übernahme von CV nannte er die Produktpalette, den Mitarbeiterstamm und die Kundenbasis, die er sämtlich als hervorragend apostrophierte.

PTC konkretisierte durch den Vortrag des neu ernannten Medusa Product Managers Steve Bee, der über viele Jahre Medusa-Erfahrung bei CV verfügt, die Weiterentwicklungsabsicht und gewährte Einblicke in die Release-Planung.

Vice President Corporate Marketing John Stuart, eigens aus USA angereist, nahm begeistert das Marquis - Zitat des Meduser-Tagungspräsidenten Andreas Stübs als Motto auf: "There is life in the old dame yet".

Die von ihm überbrachte Video-Grußbotschaft des Chief Executive Officer Richard Harrison erwies sich als gut mit den Aussagen des PTC/CV-Teams abgestimmt: auch er garantierte den Fortbestand der CV-Produktlinien als "primary products".

Stuart belegte in seinem Vortrag die verbesserte Marktposition des vereinigten Unternehmens anhand aktueller Zahlen. Neben dem Umsatzwachstum ist auch im Personalbereich weltweit eine Steigerung um rund 17% für 1998 auf mehr als 5000 Mitarbeiter vorgesehen.

Auf die Frage nach der Überlebensdauer der CV Produkte antwortete er: "Medusa is part of the business model to make the merger a success." Auch sonst gäbe es keine Pläne zur Einstellung von Weiterentwicklung und Service für die vorhersehbare Zukunft.

Die Versprechen wurden von den Medusern angesichts der wechselvollen Vergangenheit des Produktes Medusa skeptisch aufgenommen. Zu oft waren frühere Zusagen durch CV nicht eingehalten worden.

Dennoch überwog ein hoffnungsvolles Klima, das Günter Fechtel, Leiter der Technischen Datenverarbeitung bei der Firma Siempelkamp so auf den Punkt brachte: "Man muß natürlich abwarten, was eingehalten wird. Aber ich als Medusa-Anwender sehe es dennoch positiv, da PTC mit MEDUSA nun auch ein 2 D Produkt besitzt und damit ein weiteres Marktfeld abdeckt."

Andere Teilnehmer, so auch Abdulkadir Kis von der Fa. Olbrich, die sich in den Pausen und beim Rahmenprogramm austauschten, hielten jegliche Aussage zum jetzigen Zeitpunkt für verfrüht. Die meisten Anwenderstimmen unterstellten PTC immerhin die Finanzkraft und personelle Ausstattung zur Realisierung der Zusagen.

MEDUSER-Vorstandsmitglied Fritz Streckhardt appellierte an den Anwenderkreis, seine Erwartungen zu formulieren, in den Arbeitsgruppen zu konkretisieren und über das geplante Meduser- Internet-Forum an PTC/CV zu übermitteln. "Wir werden den neuen Partner an seine Versprechen erinnern und auch künftig die Weiterentwicklung von Medusa aktiv mitgestalten", schloß Streckhardt die Diskussion.

Abschluß des fachlichen Teils war die von Herrn Ulrich Sandler moderierte Podiumsdiskussion namhafter Systemanbieter zum Thema Product Data Management (PDM/EDM). Dabei wurde insbesondere die Frage erörtert, wie die unterschiedlichen Anforderungen von Entwicklung/Konstruktion, Kalkulation und Fertigung in vollintegrierten Systemen berücksichtigt werden können.

Der dritte Tagungstag war vormittags traditionell dem Bericht des Vorstandes und der Arbeitsgruppen gewidmet, die übers Jahr zu aktuellen Themen Anforderungen und Lösungen erarbeiten. Viel gab es diesmal aus den Arbeitsgruppen nicht zu berichten, da die meisten im Hinblick auf die unsichere Situation des Systems und die über lange Zeit mangelhafte Resonanz seitens CV keine Aktivitäten entfaltet hatten. Fritz Streckhardt berichtete für den Vorstand kurz über die letzten Treffen mit dem CV Management, betonte aber, daß die größere Bedeutung jetzt in der Schaffung eines guten Erfahrungsaustausches mit PTC zu sehen ist (Hierzu siehe auch die Informationen im Anhang). Er erinnerte an die Gegeneinladung des ABCD für dessen Herbsttagung und wies auf die cug Konferenz im Juni hin (01.-03.), die in Atlanta in USA stattfinden wird.

Auf Antrag von Dr. Looschelders erteilte das Auditorium dem Vorstand einstimmig Entlastung. In der anschließenden Wahl des neuen Tagungspräsidenten wurde Dr. Helmut Lütcke, der als bisheriger Vorsitzender ausschied, ohne Gegenkandidaten einstimmig gewählt. Damit setzt sich der MEDUSER Vorstand für 1998/99 wie folgt zusammen:

- | | |
|-------------------|---|
| 1. Vorsitzender: | Fritz Streckhardt |
| 2. Vorsitzender: | Andreas J.F. Stübs, GKN Informatik GmbH |
| Tagungspräsident: | Dr. Helmut Lütcke, Karrena GmbH |

Es folgte ein Gastvortrag zum Thema "Dienstleistung und Führung", in dem Günther Fuhrmann die Bedeutung des Managers als Coach seiner Mitarbeiter herausarbeitete.

Der Nachmittag lieferte den Teilnehmern in 6 parallel abgehandelten Themenkreisen viel Fachwissen zu Neuentwicklungen und zusätzlichen Hilfsmitteln. 3D CAD stand ebenso auf dem Programm wie "CAD übers Internet" und Schnittstellen wie u.a. "STEP".

Die Tagung endete mit der Tombola, bestückt mit attraktiven Preisen der Hardwarepartner.

Als Termin für die Jahrestagung 1999 wurde der 21.-23. Februar 1999 festgelegt.

Die Anwendervereinigung "MEDUSER"

Ab ca. Mai 1998 auch unter WWW.MEDUSER.DE im Internet zu finden

Gegründet: 1984/85 als unabhängige Interessengemeinschaft von Industrie und Lehre

Ziele: Unterstützung der Mitglieder beim Einsatz des CAD Systems "MEDUSA"
Erfahrungs- und Informationsaustausch, Förderung der Ausbildung in CAD
Interessenvertretung gegenüber dem/den jeweiligen Systemlieferanten
Einflußnahme auf die bedarfsgerechte Weiterentwicklung des Systems
Information der Mitglieder über die Planung der Systemanbieter (Hard-/Software)

Mitgliedschaft:

Mitglied kann jede Firma werden, die ein MEDUSA-System im Einsatz hat
Die Mitgliedschaft ist beitragsfrei, Kosten fallen nur bei Besuch der Jahrestagung an

Vorstand: Der Vorstand des MEDUSER 1998

Fritz Streckhardt
Andreas J.F. Stübs, GKN Informatik GmbH
Dr. Helmut Lütcke, Karrena GmbH

Sekretariat/Tagungsorganisation:

Anfragen und Beitrittswünsche können an folgende Anschrift gerichtet werden:

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Report of the German Medusa Forum February 1998

A personal reflection by Fritz Streckhardt for the international MEDUSA community

This meeting was a tremendous success, at least from the number of attendees: 305 participants representing 178 companies coming from 10! European countries.

I think, even John Stuart, VP PTC was impressed.

Let me summarise my personal opinion to the attitude of the PTC-Guys first: -

They will do anything for money!

So, if MEDUSA generates business, it will definitely survive, if it doesn't it will be dead.

But I think that's fair enough.

Now to some facts: The PTC/CV - team is very good in line.

From the welcome address by Richard Harrison, which came from a videocassette (translated in German!) to the statements from John Stuart and Kai Krickel and Peter Dienst - they all used nearly the same words and gave a clear commitment to all CV Product lines.

Talking about Medusa, John Stuart stated
"Medusa is part of the business model to make the merger a success".

Kai Krickel said later that they had reviewed the internals of Medusa very thoroughly in the US and were impressed by the functionality and abilities. Medusa opens up business areas and opportunities, which they'll never reach with their own product line.

Russ Bokenkroger is now senior Vice President R&D. and Steve Bee (who has a long Medusa track record) was presented to us as the new Medusa Product Manager who together with Gerd Korhammer is the planning the future releases of Medusa.

Quite frankly, they didn't have too much for the presentation, but rather good plans - the presentation from Bill Wilkins of Quintic showed us a lot more nice new stuff! that is ok. As provided PTC sticks to the Medusa-Partners like Quintic and CAD Schroer.

So, the feeling is not too bad after the meeting. It's up to us users now to feed them with our requirements and to measure them at the results they get back with.

One of our attendees got the point:

"Looking at it without emotion - PTC at least has the money and resources to turn their promises into reality"

New organisation - not yet ready, but Russ as senior Vice President R&D and Steve Bee for Product Marketing, Gerd Korhammer somewhere in sales.

Service is still a questionmark, maybe the partners?

We saw a revision plan, presented by Steve Bee. Seemed to be conservative, but realistic.

Goes up to Classic Rev. 14.x, 15; NG/NT up to Rev. 3.2.

Clear statement: *"driven by user input"*.

I think, we showed the PTC guys that there are a lot of very proud MEDUSERS out in the companies throughout Europe.

Product strategy - **Pro/E, CADDs, MEDUSA**, these are the "primary products for mechanical design", OPTEGRA, Design Wave, Windchill, EPD-Connect and the others are also in the rest of the portfolio.

Much was said about further development. I hope to get most of the Power Point Presentations and may be we can post them on a web site.

I feel that our previous CGUC (CV/PTC **Global User Council**) is more vital than ever to transmit our collective needs to PTC and the policy of PTC to our users, over and above that of individual countries.

The only mail I received in the last weeks, which I fully support and which gave me a good feeling, was the latest statement of Dennis Christensen who decided to stick to Medusa whatever happens! This is the right attitude. If we are convinced that it's a good system and have the guts to throw out everybody who tells us to move away from it, then the system will flourish.

If we are not convinced, then it's better to migrate immediately and without mourning.

So, this is my short report

Fritz Streckhardt

Dr. Peter Dienst is the "Geschäftsführer" (MD) of Computervision Germany.

Kai Krickel is the "Geschäftsführer" (MD) of Parametric Technology Germany.

This is a report from Hiroshi HANADA, Chairman of the Japanese User Group (JCUG) but reflects the impression of the JCUG, they had a meeting with Richard Harrison COO of PTC on the 4th of February 1998, Hiroshi is also one of the Japanese delegates on the Global Users Council.

We made a presentation about JCUG using the Power Point Slides these demonstrated JCUG activities and I requested financial and secretarial support for this year as in previous years. Dick suggested the JCUG merges with the ProE user (PTC) group. But after some discussion, Dick agreed that JCUG will operate as in previous years and we will have the JCUG user conference in October 1998. But we will consider a merger with the PTC user group in 1998/9 if this is considered practical after due consultation.

After the JCUG subjects, I related the users concerns as to the future strategies following the merger and offered to PTC the following points for clarification. (See Power Point Slide)

We understood what you said about the merger in your general letters following the acquisition of Computervision, but have the following reservations:

But we, CAD/CAM project leaders in each company, can not be confident that we step up (continue) our design process using CV products, due to changes that always occur in such a merger. Especially as PTC will have a very large portfolio of software products, most of which have little compatibility.

Some CV customers are migrating away from CV products. They are possibly going to SDRC, AutoCAD, UNIGRAPH and CATIA.

Both of these statements of fact cause Dick Harrison to react very angrily. Dick said that these two pronouncements made him unhappy and said "I never want to hear this kind of views" He also indicated that he considered this was a threat.

I explained it was the fact and user's real voice, but he apparently has no ears for hearing user's voice. We were all really disappointed in Dick's reaction.

I feel after this meeting with PTC, if this reflects the top management views of the prime Japanese users, then this hardly provides a feeling of confidence in the Companies using PTC/CV products.

Unfortunately the meeting was not considered a success by our executive, because we could not formulate a new relationship, perhaps more open and frank discussions is needed, without either side taking offence.

A few days following the meeting, I met with Jim Vedder, top of JAPAN PTC, he promised the financial and secretarial support for our group for this year.

Uwe Tonsch the President of the Global Users Council (CGUC) writes, as you maybe aware, I had a meeting yesterday (19 th February 1998) with the Vice President for Central Europe South, Mr. Curt Roland, about BSHG and PTC.

The meeting was a great success in a very kind atmosphere. I asked Kurt to help us with the CGUC to set up a meeting between the user groups and PTC to find ways for partnerships between former CV customers and the new owner as well as to address all problems and questions due to merger activities. I also addressed our CGUC issues concerning the Councils letter sent to Dick Harrison, I promised to forward a copy of our letter to him so he knows the details, he indicated he will take action on this matter. As soon as I receive a reply to our letter I will inform you so we can arrange the details for a CV/PTC GUC meeting

It is very important that both sides learn to understand each other and align the strategies. If we fail many customers will head for new opportunities and we see this in Asia as well as in Europe, basically Unigraphics, CATIA, SDRC are the ones that may gain from this.

My experience at the recent German Medusa Conference and now with Kurt is that PTC really want to satisfy all parties fully, so hopefully the problems that arose in Japan can be smoothed in a future meeting at Boston.

Kurt will give us all support to arrange such a meeting in April/May 1998 timeframe. Anyway, the reply from Fabrizio Panico (CGUC Representative from Italy) I received today shows also the similarity of customer worries especially as many CV employees in Italy are leaving the company for whatever reasons.

On the other hand PTC is now training a whole bunch of people in Cadds and CV applications to give consulting and support to us.

However, we see that there may be potential problems due to a limited number of people with the appropriate experiences in the future short time frame.

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Dear Richard

Computervision Global Users Council (CGUC)

We much appreciate your letters sent out to the user community with respect to Computervision products and how Parametric Technology Corporation intends to continue and support these packages after the merger with Parametric Technology Corporation. What is not clear and we would appreciate your clarification on, are the worthwhile partnership groups that meet under the banner of user groups.

Whilst there are some very strong national user groups in Germany, France, UK, Sweden, Japan and the USA. Over the course of time from these basically national groups has evolved a Global Council that endeavours to bring together these varied groups, with different language, culture and practises under an agreed Charter for the benefit of both yourselves and the users.

It is this Global Group which we would specifically like to bring to your attention, as the Mission Statement transcends that of most if not all of the national user councils.

The inaugural meeting of representatives from the USA, Asia and Europe at Orlando during the Computervision CV95 Conference, Charter, Council membership etc. are attached in the file CGUCinfo for your perusal.

To summarise, then this Council has been formed over the last four or five years, from the previous groupings of Europe (European Medusa and Cadds have been in operations for many years), the USA via CUG and of course latterly the Japanese Group (JUG) and prior to that NPUG.

The aims are outlined in the Charter which is a document drafted in conjunction and agreement with the management of Computervision, whilst the full Charter is appended these are the salient points, which you will note are not a conduit for sales or marketing.

Aims of the Global Council

To provide a feedback forum and advisory Council following presentations by Computervision on their formalised short term and proposed long term strategic plans covering all aspects of software and related matters.

To act as an Advisory panel for Computervision's potential future developments, thus giving an end-users perspective.

Following user comments and suggestions, Computervision after due consideration, and feedback to the Council will retain the right to reject the Global Users Council advice or implement changes to their plans to suit.

To represent the common views, requests and requirements of the Global user and customer base to Computervision. (In this sense "global" transcends any one group of customers however grouped, by country or market sector)

To act as an informed group in representations to Computervision regarding global problems.

Our wish is to continue such under the auspices of Parametric Technology Corporation in a proactive partnership that all may gain from such a mission. It is necessary to point out at this stage that without the support and sponsorship of the top management of Parametric Technology Corporation then nothing can be accomplished.

Likewise we have established over the course of years that the full understanding of the global ethos and continuity in office of the *Computervision Facilitator* (see Charter below) is paramount to the success of such User Council.

Since the merger announcement the CGUC have been in contact discussing the situation as we see it and indeed with rather negative flow from Computervision management. We have on record all these e-mail transactions if you are desirous of understanding the users global perception of frustration and indeed anger, then these are available. But we have no intention to offer these comments in a negative manner, we have decided to select the positive aspects and offer these as a possible way forward.

Therefore the following are comments, perhaps out of context, but hopefully will give you a flavour of our enthusiasm that the Global Council should continue. We naturally understand that there will have to be changes to match the existing Parametric Technology Corporation user structure but we do not see this as any form of obstacle.

Discussions must be honest and open, if Computervision /Parametric Technology Corporation do not wish to discuss or comment on an issue then they should clearly state that not give 'political answers'. The council may not like to be told that comments can not be given, but at least we would know where to stand

In the time of much change we believe that it is vital that the council and Computervision /Parametric Technology Corporation meet very soon in the way that CUG have done.

The biggest user base is outside of the US hence it is right that communication at a face to face level are held at regular intervals.

It is our very strong view that Computervision /Parametric Technology Corporation should continue with the communication with the Global council at a face to face level because it will provide Computervision /Parametric Technology Corporation with a view from around the world from all sizes of customers

If Computervision /Parametric Technology Corporation choose to ignore the Global Council facility then are they to provide a European or rest of the world voice?

We are convince that the CGUC in this time of merger/acquisition could be really valuable for both Computervision and users but we can't continue if Computervision doesn't want to continue

Many of our members are looking/testing other solutions (CATIA, UG etc) France will send representative in the next CGUC meeting (if there is one) only if we consider that Computervision /Parametric Technology Corporation is committed to share information with us and to take into account users' point of view

We can not force Computervision to take notice of their users, we can only try to help them to take the good decision, we hope we will succeed to make them understand this is the way!

It is fundamental that both sides have confidence into each other so we can build a strong relationship between the Customer bases we represent, with or without USA, as well as keeping the customer bases attached to Parametric Technology Corporation.

Our interest is to preserve the multimillion dollars investments of the many customers world-wide.

Since we are in technical IT business it is not that easy like switching from Freelance to PowerPoint.

Over recent months a lot of Global Council e-mails have been sent. We also have observed many open questions in with respect to enhancement lists, emanating with the set-up of the Medusa Advisory Council. It is our opinion is that the global council and the national user groups did not sleep all the time.

Our users wait for answers, for security and the information to base decisions on; and that is required fast. Otherwise they will vote for other systems - in our opinion, the global council is more vital than ever.

It is easy to understand how Computervision can get an easier job working with CUG: same language, same mentality, and same cultural background, easier to communicate and to meet. On our side we could say that lately we are having a negative opinion of Kathleen and Computervision in general.

It is our opinion that the largest problem is that Computervision interest has already shifting away from CADD5 to Optegra. Now CADD5 doesn't seem to have a bright future: we could predict two or three years of support, just to ship the developments already paid for and to keep the customers happy, but what then?

Much brighter seems to be the future of Optegra and DesignWave. It is possible to foresee a massive shift of CADD5 users to other systems, and not necessarily Parametric Technology Corporation.

It is already known that some big car manufacturers have moved a large number of seats from CADD5 to CATIA, and the trend is going on. It is understandable how first tier suppliers are following the trend, and so on.

The Global Council future it is difficult to foresee, we need a clear statement from Parametric Technology Corporation on the way forward.

The time, money, and resources that Computervision has expended on CGUC have been minimal. Hosting 10-12 people for 2 days twice a year can't be that taxing! We would think that the goodwill would be payback enough.

This is the only opportunity that Japanese users can discuss directly with Computervision executives and R&D staff. Computervision Japan sometimes becomes a wall between users and Computervision. to have this kind of meeting continue is very valuable for us. Computervision should understand the benefits from the CGUC.

In earlier meetings Computervision tried to understand what the world-wide users are thinking now and for the future, because it was the responsibility of the world-wide

marketing strategy. But the last meeting, there is no conceptual philosophy of the meeting. Indeed the Computervision representative had little knowledge of what had gone before.

We think it is so easy to close the meeting, but it takes a lot of time to start a new meeting. Actually when we established CGUC it took many years in Europe prior to the global formation. New product presentation will be demonstrated in each country by Computervision staff. But we cannot exchange ideas and communicate each other really without face to face meetings.

If Parametric Technology Corporation tries to change Computervision products, current users will leave from both Computervision and Parametric Technology Corporation products. The user community and NCV (Nippon Computervision) have had good, strong relationship with each other for building user's strategy and customisation; many of current customers can not accept the staff of Parametric Technology Corporation because of their mode of salesmanship. . Also in Japan we have a big problem about language in communicating with Computervision Bedford staff, so good Japanese staffs are necessary.

Users have invested a lot of resources to CADDs during many years, and Computervision and Parametric Technology Corporation should not make the investment worthless.

We understand that Parametric Technology Corporation marketing strategy is rather different to the Computervision ethos, so may have some implications for the global Council. Parametric Technology Corporation support trade shows in Europe and uses various journals to advertise their products. As you are aware we have been stressing this perception, but to no avail, perhaps this lack of outreach is regretted, perhaps?

We appreciate at this moment in time you will have a great deal to accomplish until the merger details have been transformed from strategic plans to actuality, not withstanding this, may we request as the present and formalised Council an urgent meeting. Primary to outline in details our desire to play a major part in this transformation, but also to listen to your vision of the place of the user community especially at a Global level in the new organisation.

As the bulk of the Councillors are European based then a venue to suit your planned itinerary in Europe would be satisfactory for most of us, although this may place an unfair burden on the far eastern delegates we cannot see a financial solution. We are all linked by e-mail and this is an excellent technology for information transfer, but we have found it never replaces a face to face meeting.

We look forward to your reply and meeting you to formalise the way forward.

With Kind Regards

Global Council 1997

Uwe K. Tontsch, Germany, President	Bosch Siemens Appliances
Colin Beames, UK, Vice President	Vosper Thornycroft (UK) Ltd.
Bernard Shalaby, France	Westinghouse SGTE
Christopher Cochard, France	Cimpa Groupe Aerospatiale

Fabrizio Panico, Italy	Fiat Auto SPA
Fritz G. Streckhardt, Germany	Krupp Polysius AG
Hiroshi Hanada, Japan	Sekisui Chemical Co., Ltd.
Kazuo Takahashi, Japan	Toshiba Co Ltd
Pat Rice, USA	Boeing Commercial Airplane Group
Tom Gertz, USA	GE Nuclear Energy
Cliff Douthwaite, UK, Past President	University of Surrey

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Dear Richard

PTC/CV involvement with UK Users

I would like to introduce myself as Chairman of the UK CV User Association.

Over the past few years CVUA have enjoyed very good relationships with the management of the CV UK organisation, and have worked in close harmony to promote the requirements of the CV software users.

We would hope to establish a similar environment with the new PTC management.

However, just now, we appear to working in a vacuum.

The CV management team is disappearing, and there would appear to be no announcement yet of your new management structure, or the nomination of a source with which we can start discussions.

In the last few months of last year we sought responses to several questions from the CV UK management, and in general got reasonable answers, given the niceties of the merger situation.

We were of the opinion that the merger had the potential to be good for everyone.

The CV management was asked to convey to you an invitation for you to meet with us and discuss your future plans for CV technology and how you envisaged working with the user community.

User events have been scheduled in co-operation with the CV management, one of which has had to be cancelled in view of the lack of a budget.

We have an executive meeting scheduled for the 5th February, and would very much appreciate the participation of the new PTC/CV management; in order to consolidate the programme of events and establish the new ways of working together.

I would like to reiterate the invitation for a meeting with you, and would hope that a session could be arranged during your next visit to the UK.

In the meantime.

I would very much appreciate if you could provide me with the appropriate contact point in the new UK/European organisation with which we can commence meaningful discussions.

John Rang

Summary of inaugural meetings held over the period 1-4 October 1995

Global Computervision Users, GCU (renamed later to CGUC)

Following the inaugural meeting of representatives from the USA, Asia and Europe at Orlando during the Computervision CV95 Conference, subject to ratification of the existing User Groups, The following are a summary of the possible way forward in terms of the Global Computervision User community. GCU agree to pursue the proposed Global concept, so that Computervision become aware that we have collective "clout" and that all continents are treated as equal markets, and that each needs to be considered equally in all Computervision's strategic thinking and subsequent actions.

This objective will be activated as follows: -

Each country that has a recognised user group will have a maximum of two representatives who will meet Computervision CEO plus strategic top management Computervision staff for a non-disclosure meeting twice a year.

One meeting to be in the European or Asiatic zone in sequence whilst the other being in Bedford, USA headquarters of Computervision, these meetings to cover full demonstrations of software schedule for release during the period to the next meeting

And that long term strategic plans (at least 18 months) should be discussed with the Global User Executive community before they become cast in tablets of stone, this activity will provide Computervision with a customer perspective that may be advantageous to their future markets and hence sales.

Such an organisation shall not be prejudicial to any existing country user group activities, such as conferences, constitutional procedures or executive councils or committees etc.

Where country user activities are already coexisting such as Germany with close allegiance to Switzerland, Austria, Holland etc shall continue and be represented as one entity. There may be room for further merging such as Sectors of Asia or Northern Europe encompassing Finland, Sweden, Norway, UK perhaps.

Large countries such as the USA will attend under their present CUG status, perhaps as an executive subset to reduce travel and hotel costs

Whilst two representatives are the maximum, it is hoped that these will represent Medusa and CADDs (also Personal Designer), such arrangements must be flexible to cover future enhancements such as Pelorus and Optega. Or the phasing out of obsolete software etc, a

restriction shall be that a company or organisation can only have one representative attending any of the global meetings.

In the conceptual stages Computervision have agreed to cover the travel cost to all Global meetings, organise venues and logistics using the Computervision corporation bargaining power, each country delegate will cover all other costs, such arrangements will be the responsibility of each national user group. There are no plans to hold any funds in the name of the Global Computervision User community.

The GCU will act as a research and marketing strategy platform as and when Computervision wish to evaluate any of their long term ideas, hence the GCU will be a viable two way transmission of information and data beneficial to all sides of the equation.

The first such meeting to be planned in Europe for mid/late January 1996 and the second to be late June in Bedford, such meetings to suit the Computervision software development programme, but should not be duly influenced by this or national user conference or planning activities.

It is anticipated that the Bedford meeting will require two full days to cover the strategic planning on the first day and to divide for software demonstrations and evaluation etc on the second day. The European or Asiatic meeting could cover perhaps only a day and a half, but with long travel this may be considered inefficient, hence in the early stages flexibility must ensue.

The USA, Asia, European Users have each already nominated a member plus a Computervision representative to co-ordinated communications via email

This subset via their underlying councils and executives will arrange for the working agenda for all global meetings.

Already requested is for Computervision to ensure that transitional road maps with time scales to be in place for the first meeting of GCU, this must include costs and incentive schemes for such transitions. Note OHP slides as already shown are not sufficient in detail for this type of meeting.

Details of transfer tools to be made known or the precise reasons why these are not planned, for example tools to transfer existing customisation from Medusa using BaCIS1, BaCIS2, and DARS to Pelorus etc.

Pelorus programmes indicated with strategic partners, such as Solids with Mercedes have been to generalist to be of value for advance planning and strategy etc.

A long-term goal could be the introduction of a Tri Annual Computervision International Conference, the Computervision USA Conference to form one venue and the others to be in Asia and Europe. Such a prestigious Conference to be sponsored by Computervision with the best practices from past User Conferences as a guide.

Global Users could form a working party to organise the event to ensure that such a Conference stands as good or better than that put forward by Computervision's main competitors.

It should be noted at present there are no plans or indications that such a Conference located outside of the USA is a viable option.
