



# THE CLOUD: A performance Booster for Industry

Designing, simulating and planning industrial production online... The right questions to ask.

**SMBs, MID-MARKET COMPANIES AND STARTUPS,  
FOLLOW THIS GUIDE** 

# TDM SYSTEMS,

## or how to use the power of the Cloud to develop interfaces for industry needs



**Patrik Nellinger,**

is the Solution Owner TDM Global Line and Head of CAM Integration at TDM Systems. This mechanical engineer develops and contributes to the development of many solutions in the computer-aided manufacturing sector. He collaborates with his teams using the 3DEXPERIENCE® platform on the Cloud.

**“For more than 25 years, TDM Systems has been supporting the industrial sector** by developing data management solutions for digital tools in the fields of machining and factory scheduling”, explains Patrik Nellinger. TDM Systems focuses primarily on optimizing processes to ensure optimal planning for the use of machine tools. The company’s expertise is based on the creation and publication of digital tool data, as well as 3D modeling and the organization of the production cycle at a workshop level. These are all major strategic levers in the world of computer-aided manufacturing (CAM), in which TDM Systems is a key player.

### ONCE UPON A TIME, THERE WAS A NEED...

“We help close to 900 clients worldwide to optimize the operation of the machine tools installed in their workshops, by giving them access to all the machine data they need on a daily basis,” Patrik Nellinger reveals. The solutions developed by TDM Systems are designed to “optimize productivity, reduce machine downtime and maximize production workshop efficiency.” Some of the software developed by TDM Systems concerns production planning, and the rest is directly linked to the preparation and execution of production in the workshops. “We develop many interfaces for CAM (computer-aided manufacturing) systems. Our use of the 3DEXPERIENCE® platform on the Cloud is a part of that process, because it allows us to verify the relevance, readability and effectiveness of the interfaces we develop, in an environment that is comparable to the ones used by our clients.”

**“Companies who are not yet negotiating the move to the Cloud will inevitably have problems competing in the coming decade.”**

### THE CLOUD TRIGGER

“Our catalogue includes 3D software companys, CAD tools and 3D assemblers; in short, a broad spectrum of solutions that must also be perfectly in line with our clients’ needs. The 3DEXPERIENCE® platform on the Cloud is invaluable when it comes to testing our interfaces in real-world conditions,” Patrik Nellinger explains. “Thanks to the Cloud, we have versions that are always up to date, which guarantees our teams’ efficiency and saves us a considerable amount of time.” But that is not the only reason why TDM Systems turned to the Cloud: “We are in close contact with the teams working on the 3DEXPERIENCE® platform on the Cloud and can easily escalate information when we face a problem or difficulty. We collaborate closely, which allows us to jointly enhance our software tools.”

## WHAT IF...? (FEARS AND PRECONCEPTIONS)

### ➡ What if your staff are not comfortable with the Cloud solutions ?

“We have a positive bias towards the Cloud, as we ourselves offer Cloud solutions to our clients. This made it very easy for us to persuade our staff and quickly get them on board with adopting the 3DEXPERIENCE® platform on the Cloud.”

### ➡ What if the interfaces developed for the Cloud do not work in local mode?

“It is crucial for our clients, most of which are manufacturers, that the interfaces we develop work equally well on the Cloud and on site, because we need to be able to handle both methods of use that exist in our market today. Regardless of the platform on which our interfaces are developed, they need to be indifferent to the use made of them by our clients.”

## BENEFITS OF THE CLOUD FOR TDM SYSTEMS

**Much lower update management costs than for on-premise versions.**

**More frequent enhancements to the 3DEXPERIENCE® platform on the Cloud, for an optimized experience.**

**Contact with developers of the 3DEXPERIENCE® platform on the Cloud and the Cloud's agility, guaranteeing optimal responsiveness to facilitate TDM Systems developments.**

**New updates available every four to six weeks, instantly operational for all users, with no friction or inconvenience.**

## BONUS TIP

▶ “More and more clients are now thinking ‘Cloud first’. They appreciate the advantages inherent to the Cloud. For TDM Systems, the competitive advantage stems from having a presence on the Cloud with our own solutions, but also ensuring the compatibility of our interfaces and solutions with the Cloud”, observes Patrik Nellinger. Being in tune with clients’ hopes and expectations remains strategically essential today.

## The Cloud is a natural evolution towards which TDM Systems is actively heading

“In the future, more and more software will be available on the Cloud, and data security will be up to the challenge. Some people still have a degree of reticence, particularly concerning security, but we have been using the Cloud for our emails for years. Microsoft Office 365 is now a full Cloud solution. I believe that solutions relating to tool data will also be widely used on the Cloud. That's the direction history is taking us in. CAM, 3D modeling, and industrial creation in the broadest sense of the term have much to gain from setting their sights on the Cloud to remain competitive. Over the coming year, we will be significantly expanding our catalogue of Cloud-based solutions, because we are convinced that the Cloud provides the answer to our industry's needs.”


## tcdmsystems

### Organizational profile:

### TDM Systems

- **Business:** Developing solutions to optimize production cycles and manage cutting tools.
- **Founded:** 1993.
- **Employees:** 125.
- **Locations:** Tübingen, Germany (head office), North America and five customer services teams around the world.
- **Clients/sectors:** Aerospace, automotive, gears and bearings, machining, etc.
- **CENIT-KEONYS solution used for design and data sharing:** 3DEXPERIENCE® platform on the Cloud.
- **Number of users of the solution:** 2.

“The Cloud's agility and its capacity in terms of maintenance and installing updates allows us to effectively control our costs.”

 We would like to thank everyone who contributed to the production of this white paper.

**Our clients for their feedback:**

Jean-François Cugy (BoostAeroSpace),  
Benoît Beaubier (Flying Whales),  
Frédéric Xerri (Lycée Louis Armand),  
Patrik Nellinger (TDM Systems),  
Cyril Le Hénanff (Watt&Well),  
and Philipp Schulien (yuri).

**And our partners for their perspective:**

David Chassan (3DS Outscale)  
and Vincent Frerebeau  
(Dassault Systèmes).

**Thanks also to the employees of KEONYS/CENIT for their cooperation:**

Marie Boyer, Julius Bühre,  
Alain Gaillard, Martin Grunau,  
Corinne Hirzel, Ralf Hohmann,  
Sandrine Ligerot, Pierrick Merel,  
Gilles Poirier, Matthieu Prud'homme  
and Martin Thiel.

FOR ANY QUESTIONS: [3DX@keonys.com](mailto:3DX@keonys.com)

Photo credits: © FLYING WHALES, BoostAeroSpace, Watt&Well, yuri, TDM Systems, Lycée Louis Armand, 3DS Outscale, Dassault Systèmes, Freepik, Shutterstock  
Non-binding document

Registered Trademark: 3DEXPERIENCE®, DASSAULT SYSTEMES, MICROSOFT, FACEBOOK, LINKEDIN, INSTAGRAM, SNAPCHAT, WHATSAPP, ZOOM, GOOGLE, DEEZER, SPOTIFY

Publisher: © KEONYS, a simplified joint stock company with registered capital of 154,978.31€, RCS Nanterre 504 725 730

Director of Publication: Céline Muzeau

Production: Alexandra North – Frédéric Melot – José Roda

Graphics: Clémentine Rocolle

Head office: 24 quai Gallieni, Building A, 2<sup>nd</sup> floor | CS 40024 | F-92158 Suresnes Cedex

ISBN: 978-2-901373-04-9 – Registration of copyright: 07/2018