



# Newsletter

Q2 2011

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## Greetings to the MSC Technology Partner Community!

Our 2011 Sales Kickoff meetings provided partners who attended a valuable update on MSC's company and products, along with plenty of time to connect with our Product and Sales team members. We are planning to expand our partner participation at our 2012 Kickoff meetings, so watch for our Q4 Newsletter for additional details.

## WELCOME NEW PARTNERS!

MSC is pleased to announce the addition of the following partners to our Technology Partner Program, growing the total number of new partners in 2011 to five.



Advanced Dynamics is the creator of a new comprehensive and integrated variable-fidelity modeling and simulation software package, ASTE-P for aerospace vehicles, from subsonic to hypersonic flights.



CosiMate is ChiasTek's co-simulation conduit that links heterogeneous simulators representing different abstraction levels, physical, and mathematical systems for verification of complex products in the aerospace, automotive, and medical equipment industries.



e-Xstream engineering is a provider of advanced material modeling simulation software & engineering services. DIGIMAT is e-Xstream's nonlinear multi-scale material and structure modeling platform that fastens the development of optimal composite materials and parts.

## PARTNER PROGRAM RE-LAUNCH UPDATE

Our Technology Partner program is nearing the re-launch date! Highlights of our new Technology Partner program which you will directly benefit from include:

- **Improved Website** Our goal is to help you reach a greater number of potential customers. Based on feedback from many partners, we are actively working to modernize our [Partners website](#). We have been adding new logos and updating company descriptions, and invite you to submit a new or updated logo and text to help us complete our website. Contact Jennifer for more details.
- **Defined Program Structure** The website will unveil a three-segmented structure to our program to help customers to more quickly understand your business and your relationship to MSC. With better segmentation, we will be able to tailor future promotions, information, and benefits more directly to your needs. The program segments are:
  - **Performance Partners** – partners whose solutions enable better performance by MSC products; this includes our hardware, networking, job management, and similar partners.
  - **Software Solution Partners** – partners whose solutions directly add technology to products built and marketed by MSC, sometimes referred to as “inbound OEM” partners.
  - **Software Community Partners** – partners who build and market products which include MSC components (“outbound OEM”), or products that are compatible with MSC’s products through a variety of interfaces.
- **Standardized Program Fees.** Many partners have long been frustrated by MSC’s inconsistent and often unrealistic partner and software license and program fees. With the re-launch of the program, partners will be provided generous access to MSC software licenses and other program benefits for a single affordable annual fee.
- **Standardized Program Documentation.** If you are a new or renewing partner, you can expect to see a more rapid onboarding or renewal process due to improved standardization of partner agreement and order schedule documents. Other changes will include clearly noting the commercial value of the software you are receiving as an MSC Partner.

If you are interested in beta testing our website before final launch, please contact us using the information found at the bottom of the newsletter.

## UPCOMING MSC EVENTS

Date	Event	Location
May 19	<a href="#">Motion Technology Day Workshop</a>	Mc Lean, VA
May 22 - 25	<a href="#">WINDPOWER 2011 Conference &amp; Exhibition</a>	Anaheim, CA
May 23 - 26	<a href="#">NAFEMS World Congress</a>	Boston, MA
June 7 - 8	2011 MSC Software Japan User's Conference	Tokyo, Japan
June 10	2011 MSC Software Japan User's Conference	Nagoya, Japan
June 14	2011 MSC Software Japan User's Conference	Osaka, Japan
August 17 (Tentative)	2011 MSC Software India User's Conference	Bangalore, India
October 4 - 6	<a href="#">2011 MSC Software Americas User's Conference</a>	Costa Mesa, CA
October 13 (Tentative)	Group Conferences – Adams	Lyon, France
October 18 (Tentative)	Group Conferences - MSC Nastran	Toulouse, France
October 20 (Tentative)	Group Conferences – Marc	Paris, France

If you would like your events listed here so that fellow MSC technology partners may attend, please contact us.

## ANNOUNCEMENTS

### **Ken Welch Joins MSC Software as Vice President of Strategy and Product Management**

Ken is an industry veteran whom many MSC partners know very well. Our Partners Program will closely coordinate with Ken to increase your engagement with MSC's products. [More info](#)

**John Janevic to represent MSC Software on NAFEMS Vendor Advisory Board** MSC is excited about the new NAFEMS VAB – and John is looking forward to meeting many of you who will be attending the NAFEMS World Congress. Please contact John in advance if you will be there, so that you can connect with him in Boston.

**Important Information Regarding Platform Support for MSC Software Products** - Please [click here](#) to view the information.

## INFORMATIVE LINKS

**MSC.Software's Corporate Website** includes links to MSC's new Simulating Reality Magazine, User's Conference Call for Papers, Events, and other exciting information:  
[www.mscsoftware.com](http://www.mscsoftware.com)

**MSC.Software 2011 Americas User's Conference [Call for Papers](#)** - We are currently seeking proposals for presentation at the America's User Conference so submit your abstract today!

### **New MSC Nastran Performance Data:**

[http://www.mscsoftware.com/support/prod\\_support/nastran/performance/](http://www.mscsoftware.com/support/prod_support/nastran/performance/)

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## CONTACT US

We encourage your questions, comments, concerns, feedback, or greetings!

If you are not currently a member of MSC's Partner Program and would like more information, please contact [PartnerProgram@mscsoftware.com](mailto:PartnerProgram@mscsoftware.com). Thank You!