

Case Study

Soluma swiss AG:

Delivering Better Customer Service – and Business Results – with SpaceClaim

Soluma swiss AG is consistently enhancing the competitiveness of its fabrication department and the quality of its customer communication. The rapid, low-cost deployment of the SpaceClaim 3D tool enables Soluma to offer its customers greater utility in workflow through to the finished part, effective immediately. This capability perfectly embodies the company's philosophy, since the company strives to operate better, faster, and leaner using new solutions.

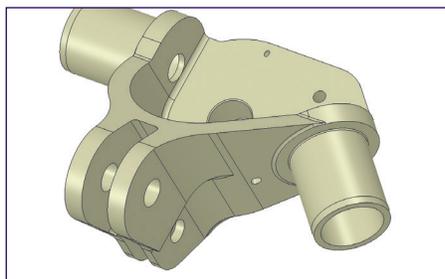
As a versatile contract manufacturer, if it were just about milling and turning, Soluma would be indistinguishable from many other manufacturers. Yet the company strives to be different – in all facets of the business. "Because the ultimate performance of our parts – even after they're made – is extremely important, not every company can match our experience," says Markus Wüst, CEO of Soluma. "We believe the differences are determined in the fine points of development, programming, and final-stage fabrication." With this in mind, Soluma especially values speed, dependability, accountability, and quality assurance as critical attributes in helping it stay one step ahead of the competition.

The same is true when it comes to its 3D modeling processes. For example, the adaptation and processing of customer CAD data – before it is passed on to the Mastercam system for CAM programming – plays an important role. To best accomplish this, Soluma worked with the Mastercam vendor, Formtec AG, to evaluate the SpaceClaim solution, and the team liked what it saw. "The first impression was excellent," recalls Edin Dizdarevic, Soluma's head of CAM and QM. "We realized we could accomplish a lot very quickly, and that the system is relatively simple and user-friendly." After evaluating a few other systems, Soluma selected SpaceClaim.

The right tool to improve customer communication

The new system immediately delivered many significant advantages. "SpaceClaim just makes you faster," explains Dizdarevic. "For example, you can adapt and modify 3D models much more easily. Customer requests can be implemented precisely, which means we can send them the 3D file right away and communicate with them much more effectively."

"This is a major advantage," Wüst elaborates. "For us, SpaceClaim is a tool that supports us and enhances our service – before and after machining. We believe customers today want full-service support. For example, they want a knowledgeable partner who can also offer such quality features as traceability, document management, and ISO certification. SpaceClaim helps us become this kind of partner."



High-precision strut holder.

About Soluma swiss AG

Soluma swiss AG, headquartered in Widnau, Switzerland, is a high-tech enterprise specializing in the precision milling and turning of complex parts. The company's aim is to offer absolute perfection in development, design, series production, module and system solutions. Soluma's customers benefit enormously from the company's high level of specialization, which is deployed directly in projects and helps to boost them to a higher technological level.

Soluma's machine park includes multiple three to five-axis processing centers, along with a turn-mill center and a multi-coordinate measuring machine. The machining competence of Soluma comprises steel alloys, aluminum and titanium, and even plastics, carbon fiber and sintered materials. Customers are active in the fields of medical technology, mechanical engineering, Formula 1 racing and aerospace.

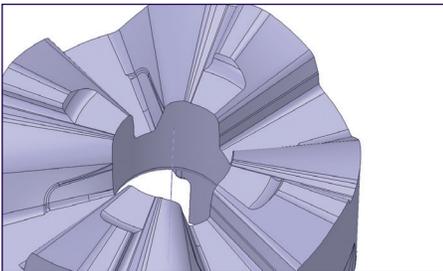
www.soluma.ch

The logo for Soluma Customized Technologies, featuring the word "soluma" in a bold, lowercase, italicized sans-serif font with a blue swoosh above it, and the words "CUSTOMIZED TECHNOLOGIES" in a smaller, uppercase, sans-serif font below it.

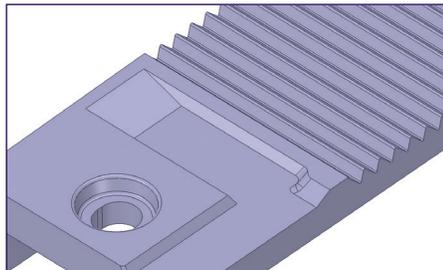
Creating optimum producibility for parts

The SpaceClaim solution has helped in other facets of the business, too. CAM Head Edin Dizdarevic used SpaceClaim to create a new interface to the entire process, with the end goal of aligning customer requests with efficient technology. Soluma believed this was a valuable step, since designers and engineers often have little feeling for fabrication. "For example, sometimes we have to alter a section they have designed because it is not technically possible to mill it or turn it," says Dizdarevic.

Another case is where a part must deliberately be adapted for a different fabrication technology. This can occur when a sintering or die-casting STEP file is delivered, and Soluma is commissioned to mill a prototype from it. "SpaceClaim helps us convert the STEP file for fabrication by enabling me to design additional geometrical elements and quickly modify surfaces, chamfers, roundings, and angles," explains Dizdarevic. Once these steps are completed, employees generate an image in the SpaceClaim system and send it to the customer for approval.



Processing, 3D-precision milled, the two cam components are plugged into each other; application for the automotive industry.



Tooth plate for the automotive industry, milled prototype, planned die cast-sintered part.



Cam components for 3D surfaces for the automotive industry, milled from solid material. Application area: prototypes for height adjustment of steering column in cars.



Titanium watch casing, milled from solid material. The smallest threads are M1 and were also milled.

Time-savings and 3D quality as market advantages

"I've never seen a system that is organized so simply and logically," says Dizdarevic. "The tools that SpaceClaim gives me let me adapt, optimize, and modify geometrics very quickly. The simplicity and logical structure of the processing tools are particularly convincing." With this 3D system, Soluma delivers optimally prepared parts to the machine faster than it ever did before, and uses the geometric data for improved quality assurance – advantages that help the company serve its customers better and differentiate itself in a competitive market.

All in all, CEO Markus Wüst is pleased with their investment in SpaceClaim. "As we are constantly focused on the maximization of utility strategically, we can share these advantages with our customers immediately. This creates decisive market advantages for our customers and us. Our philosophy is all about operating better, faster and leaner."

About SpaceClaim

SpaceClaim, the leading provider of 3D Direct Modeling software, develops the best direct modeling solution for engineering and manufacturing. SpaceClaim's acclaimed software is easy to learn and use and is completely CAD-neutral. It enables engineers and other manufacturing professionals to rapidly create new designs or manipulate and edit existing 2D and 3D geometry, without the complexity of traditional CAD. Customers include Toyota Motor Corporation, Nokia Siemens Networks, Bosch, TE Connectivity, BorgWarner, Medtronic, Lotus Cars, Sharp, Ford Motor Company, LG Electronics, Eaton, K2 Medical Systems, Emhart Glass, Carl Zeiss, General Dynamics, and the U.S. Navy. SpaceClaim is privately held and backed by Borealis Ventures, Kodiak Venture Partners, North Bridge Venture Partners, and Needham Capital.

For more information on SpaceClaim, please visit www.spaceclaim.com.

"Our philosophy is all about operating better, faster and leaner."

— **Markus Wüst, CEO,**
Soluma swiss AG



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