



Enable innovations

Solid Edge for Startups

Siemens Virtual Startup Day | Feb 24, 2021

SIEMENS



Solid Edge for Startups Enabling Innovation

Virtual Siemens Startup Day
Feb. 24th, 2021

SIEMENS

Siemens Virtual Startup Day 2020

Team Siemens

Event hosts



Markus Nett
Business Development
PreSales



Susann Kunz
Solid Edge Startup Programm
und Marketing
Mainstream Engineering



Nick Rakkar
Director, EMEA
Business Development
Mainstream Engineering



Alvin Tan Kian Guan
Director, Business Development
& Academic Program, AP
Mainstream Engineering



Elif Kaya
Working Student
Mainstream Engineering

Session hosts



Jon Sutcliffe
Director of Global Technical
Enablement
Mainstream Engineering



Paul Abbott
BD Consultant
Siemens IT Solutions



Eric Rudolf The
Founder, CEO
EVOLUSI 3D

Agenda for today

- **Entrance Hall:**
 - Welcome & Technical Check TriCAT
- **Meeting Room:**
 - Keynote: “Riding the waves with Solid Edge” | James Crook (Founder, Forty1 Kitesurfing) – 10min
- **Auditorium & Exhibition:**
 - **Auditorium:** Overview Solid Edge for Startups Program
 - **Workshop 1: (10 min)**
 - Exhibition:** Creating stylized, interesting and distinctively unique designs without the need for expert knowledge
 - Auditorium:** Using next generation techniques to create optimal lightweight designs, and reverse engineer existing products
 - **Workshop 2: (10 min)**
 - Exhibition:** Virtual prototyping with structural, thermal and flow simulation solutions
 - Auditorium:** Electrical Design – integrating ECAD and MCAD
 - **Workshop 3: (10 min)**
 - Exhibition:** 3D scanning and 3D printing for Reverse Engineering and Rapid Prototyping (Shining 3D)
 - Auditorium:** Communicate faster by creating interactive and compelling documentation directly from your CAD models
- **Outdoor area**
 - FAQ & Virtual Get-together

Siemens

An engineering company!



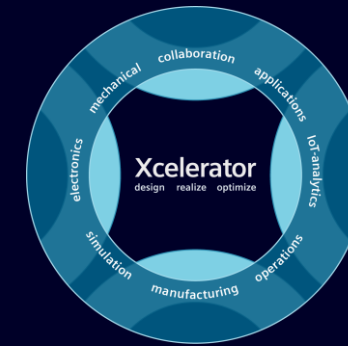
Siemens Solid Edge

The Future of Product
Development



Solid Edge

A complete product development portfolio



Mechanical Design



- Solid Edge Premium
- Classic, Foundation
- Design & Drafting
- Solid Edge 2D Drafting
- Solid Edge P&ID Design
- Solid Edge Piping Design
- Solid Edge Generative Design Pro
- Solid Edge Model Based Definition

Electrical Design



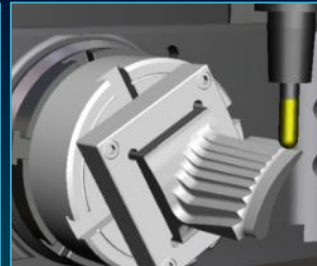
- Solid Edge Electrical Routing
- Solid Edge Wiring Design
- Solid Edge Harness Design
- Solid Edge PCB Design
- Solid Edge PCB Collaboration

Simulation



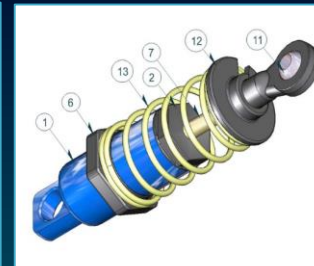
- Solid Edge Premium
- Solid Edge Simulation - Standard
- Solid Edge Simulation - Advanced
- Simcenter FloEFD for Solid Edge

Manufacturing



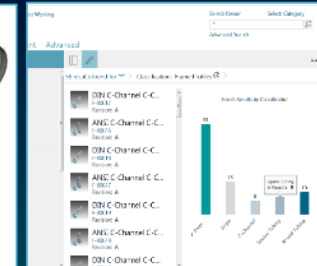
- Solid Edge CAM Pro Foundation
- Solid Edge CAM Pro Total Machining
- Solid Edge CAM Pro 5 Axis Milling
- Solid Edge 2D Nesting

Technical Publications



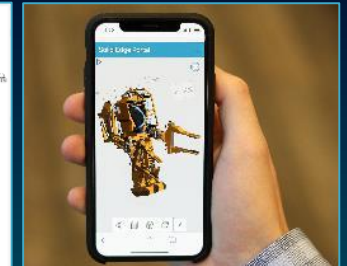
- Solid Edge Illustrations
- Solid Edge 3D Publishing

Data Management



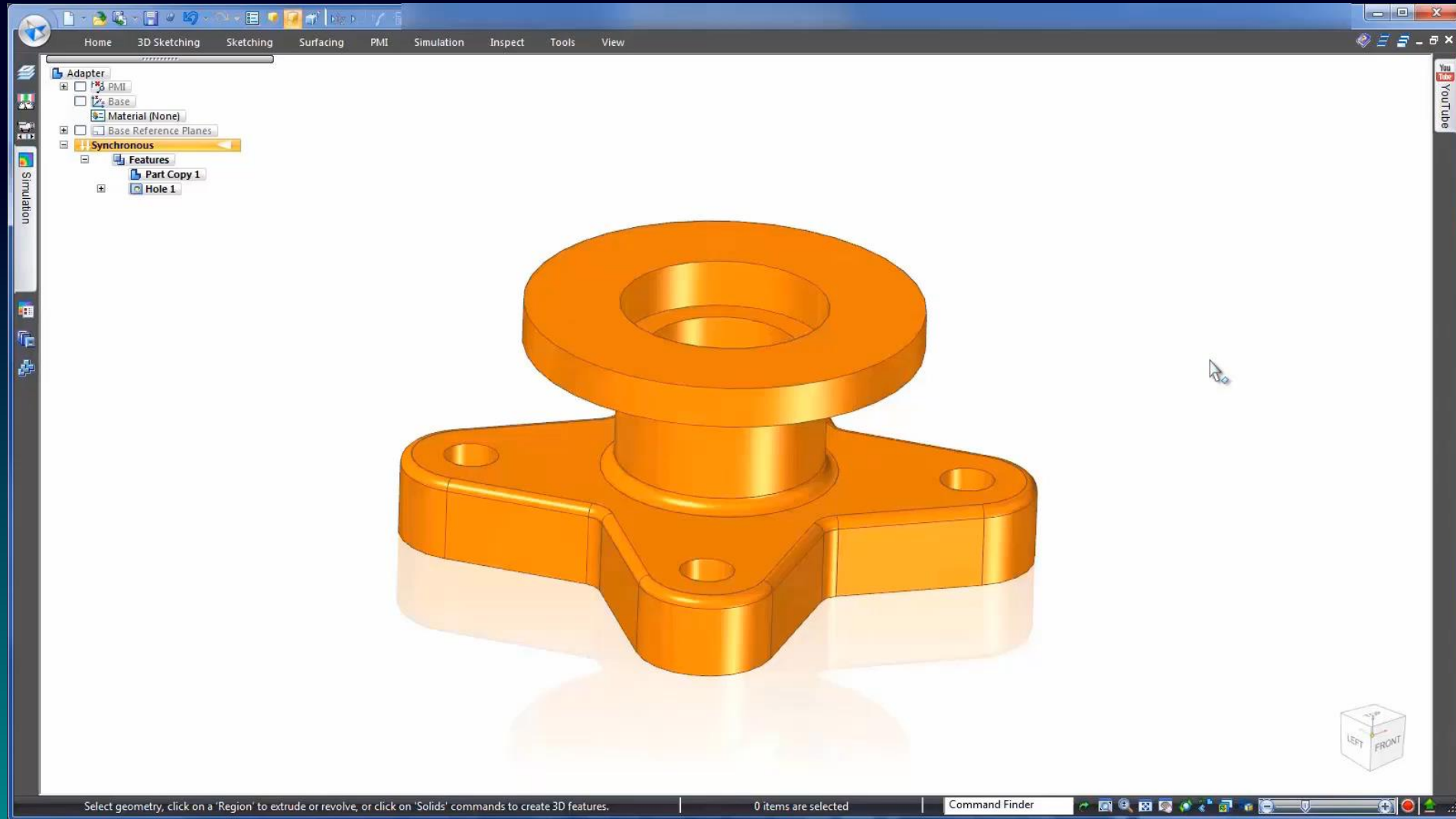
- Solid Edge data management
- Solid Edge Teamcenter Integration
- Solid Edge Requirements Management

Cloud-based Collaboration



- Teamcenter Share

Synchronous Technology – patented technology from Siemens Push/pull, drag/drop, copy/paste, 3DCAD just like Windows intended!



Next Generation Design

Convergent Modelling

GENERATIVE DESIGN



CONVERGENT
MODELING

YOUR DESIGN



AUGMENTED
& VIRTUAL REALITY



CONVERGENT
MODELING

CONVERGENT
MODELING



REVERSE ENGINEERING

SYNCHRONOUS
TECHNOLOGY

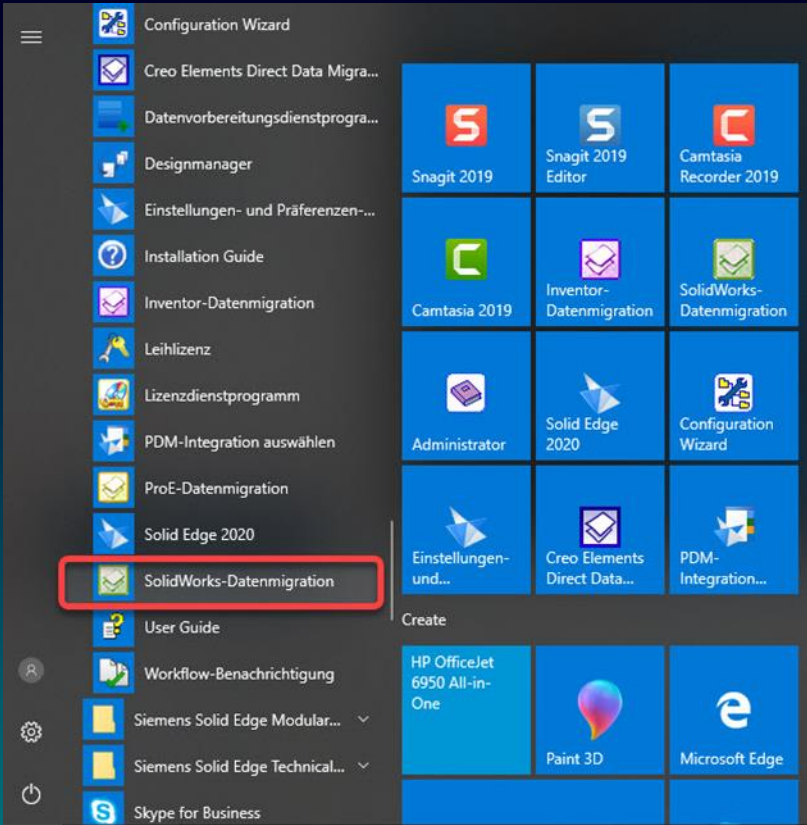
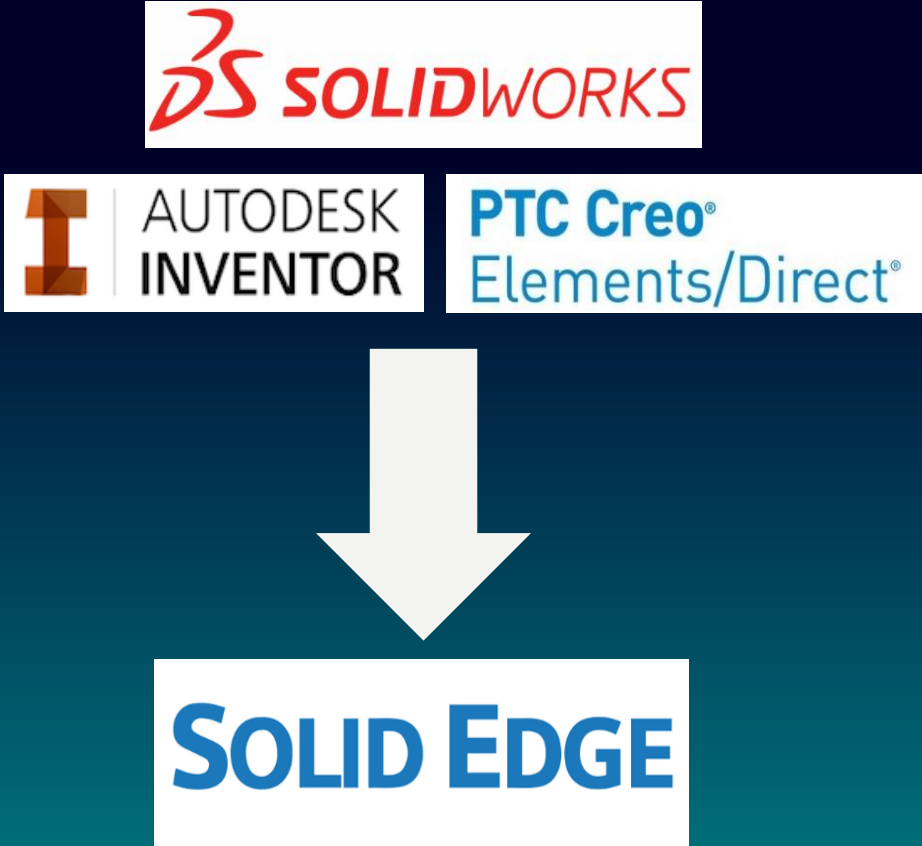
CONVERGENT
MODELING



ADDITIVE MANUFACTURING

- B-REP MODEL
- MESH MODEL

Data Migration Tools – convert to native Solid Edge



**What is the Solid Edge Startup
Program and how can it support
you and your business?**

Solid Edge for Startups

Enabling Innovation

Innovation

**Complete portfolio
for product
development**

Ease-of-Use

**Easy-to-learn
software suite used
by professionals**

Reliability

**A strong,
reliable partner
in Siemens**



Dyson, from
startup to \$4+
billion company

Solid Edge for Startups

Enabling Innovation



40+ Countries

3,000+ Applicants

2.100+ Active Users

900+ New Companies

Support for Growth

Supporting growth of small companies in their critical development stages

Academic Accelerator

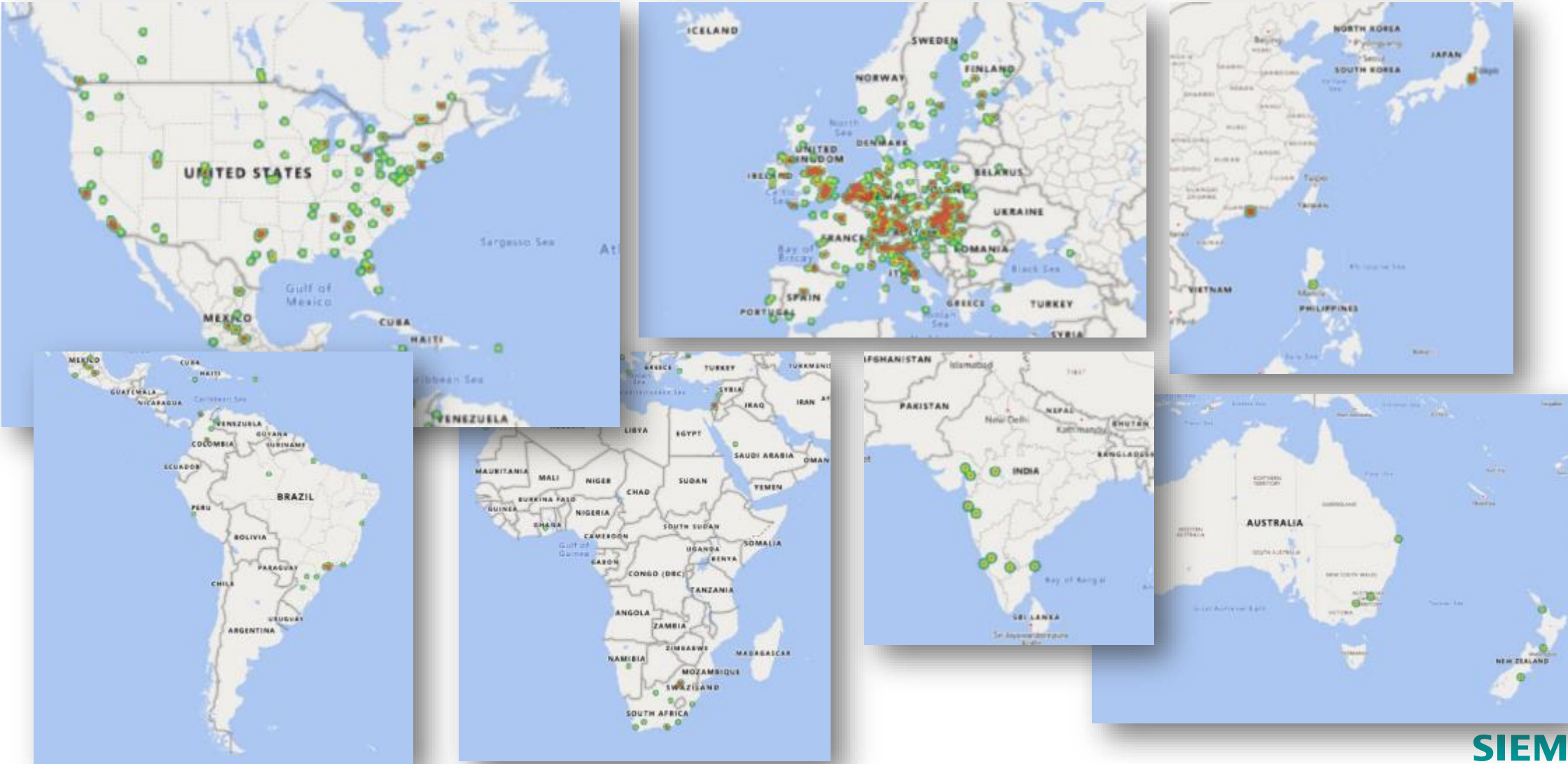
Supporting the transition from education to entrepreneurship

Accessibility

Partnering with innovators to support great ideas with easy-to-use tools

Startup Participants Worldwide

Supporting global growth and innovation



Startup Participants Worldwide

Supporting global growth and innovation

SIEMENS
Ingenuity for life



Scoop Energy Solutions — Securing Tomorrow

Solid Edge Startup Program: Conditions & Benefits

- One year of Solid Edge® software, (retail value up to \$60,000 USD), including up to three licenses of Solid Edge Premium software
- Free access to Solid Edge training resources
- Guidance from a community of product experts
- Co-marketing opportunities
- No application fee
- Open to design firms & manufacturers*

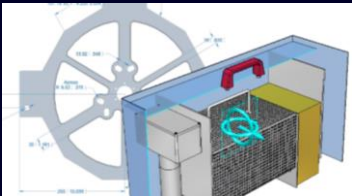
**Open to legal entities in business established for three years or less, with less than \$1MM USD in funding and less than \$1MM USD in annual revenue.*



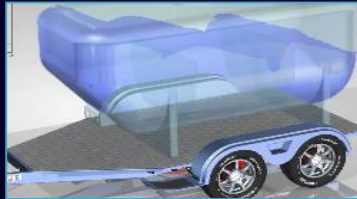
Solid Edge for Startups

A complete product engineering and manufacturing suite

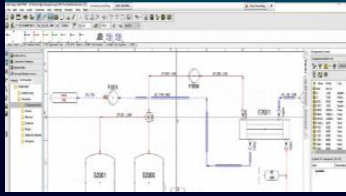
Model Based
Definition



Advanced
Simulation



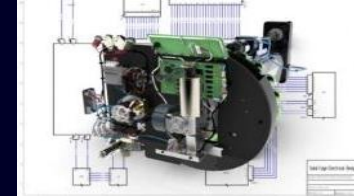
P&ID Design



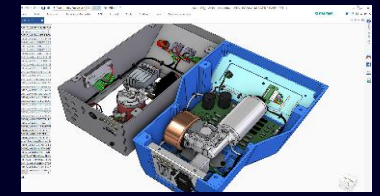
Piping Design



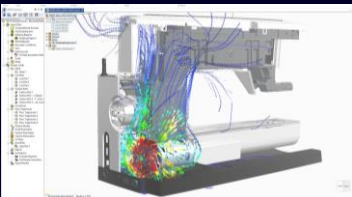
Wiring Design



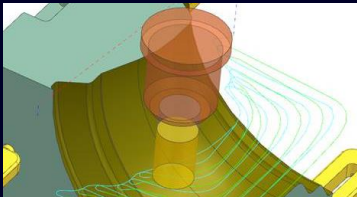
Harness
Design



Simcenter
FloEFD for
Solid Edge



CAM Pro
3-Axis Milling



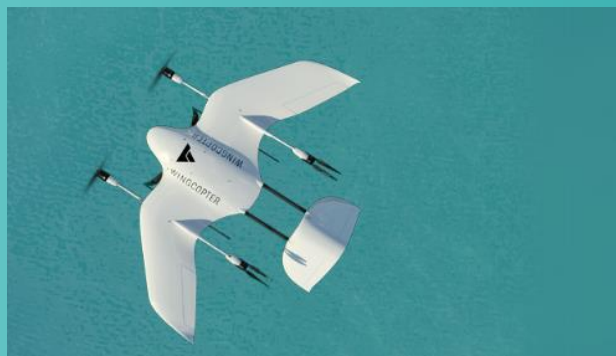
3D Publishing



+ Solid Edge Premium

Some startup examples...

“ With the help of the Solid Edge Startup Program, we made the leap from university to business. The tool helped us immensely in the development of our product and in the marketing process.



Tom Plümmer
CEO, Wingcopter

WINGCOPTER 

Wingcopter

Industry	Aerospace
Founded	2017 (DE)
Product/ Service	Drohnen
Solid Edge:	CAD, FLOEFD
Disruptive model:	Development of high-performance drones with special drives that are used in logistics and for the supply of medicines in inaccessible areas

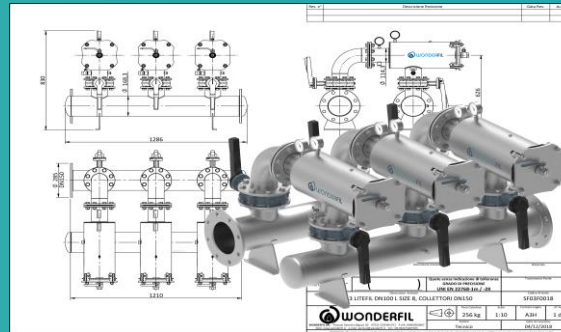




“

Solid Edge is a truly powerful tool for small and newborn companies like ours. With the help of rendered images, we are able to show our customers what we are capable of and the flexibility that distinguishes us from large companies.

The Solid Edge startup program is very helpful for new companies like ours and I'm sure we will keep using your software in the future.



Piero Fantozzi, Business Development
WONDERFIL Srl



Wonderfil

Industry:	Energy & Utilities
Founded:	2018
Country:	Italy
Product/ Service:	Water filters & services around filtering water
Solid Edge:	CAD, Sheet Metal, Rendering
Disruptive model:	development of custom filters that meet individual customer needs by adding new technology like magnetic protection to remove rust and ferrous particles

“ We develop robot system for restaurants to realize the future. Solid Edge is very easy to use and realize high performance design. Now we evaluate our design performance using CAE capability of Solid Edge and would like to try the generative design to create more efficient design.

Takashi Ogura
Founder of Smile Robotics

Smile Robotics

Smile Robotics

Industry:	Automation
Founded:	2019 (Japan)
Product/ Service:	Robot system for restaurants
Solid Edge:	CAD, Simulation
Disruptive model:	Develop robots for restaurants to deliver our future customers lower running cost and more fun to restaurant customers.



“

I decided to apply for the Solid Edge startup program for two reasons: first, the learning curve for Solid Edge in comparison to Solidworks was much faster; second, I like to have my files on my computer, where I can control them.



Brian Wright, Founder
Momentum Vans

Momentum Vans

Industry:	Automotive & transportation
Founded:	2018 (US)
Product/ Service:	Customized van interior
Solid Edge:	CAD, Sheet Metal
Disruptive model:	Delivers individual handcrafted design interiors for vans, made from natural material like wood, and well-suited for any kind of outdoor activities.



And this is what startups say about us...



“I was able to meet existing ideas extremely easily at the conference and also continue to work with it... I'm amazed but most significantly so. And although I arrived a bit late (and I'm not sure if I'm still in the top 100), I was able to get a lot of good ideas. The atmosphere was excellent and very useful for all of us. It was a great day for all of us.”

Kraftbrück
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **kraftbrueck.com**

“Settling into a new stage of development and our delivery was the first for our business. It was a great day and meeting the other attendees was a great experience.”

WINGCOPTER
 Founder: **Tim Kjaerum, CEO, Wingcopter**

“We couldn't get our stage ready for our conference. It was a great day and meeting the other attendees was a great experience. We were able to get a lot of good ideas and meet some of our competitors. It was a great day for all of us.”

engeex
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **engeex.com**

“I decided to apply for the stage and I was very happy to be selected. It was a great day and meeting the other attendees was a great experience. We were able to get a lot of good ideas and meet some of our competitors. It was a great day for all of us.”

Momentum Vario
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **momentum-vario.com**

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Wunderlab
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **wunderlab.com**

“Using our stage was a great experience and we were able to get a lot of good ideas. It was a great day and meeting the other attendees was a great experience. We were able to get a lot of good ideas and meet some of our competitors. It was a great day for all of us.”

The Hero Lab
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **thhero.com**

“I decided to apply for the stage and I was very happy to be selected. It was a great day and meeting the other attendees was a great experience. We were able to get a lot of good ideas and meet some of our competitors. It was a great day for all of us.”

Radcliffe Corporation
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **radcliffe.com**

“I decided to apply for the stage and I was very happy to be selected. It was a great day and meeting the other attendees was a great experience. We were able to get a lot of good ideas and meet some of our competitors. It was a great day for all of us.”

吉田電機設計
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **yoshida.com**

“We develop our system for restaurants to make the kitchen more efficient. It was a great day and meeting the other attendees was a great experience. We were able to get a lot of good ideas and meet some of our competitors. It was a great day for all of us.”

Swiss Robotics
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **swissrobotics.com**

“I was able to meet existing ideas extremely easily at the conference and also continue to work with it... I'm amazed but most significantly so. And although I arrived a bit late (and I'm not sure if I'm still in the top 100), I was able to get a lot of good ideas. The atmosphere was excellent and very useful for all of us. It was a great day for all of us.”

ICC Japan R&D Center Inc.
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **icc.com**

“I was able to meet existing ideas extremely easily at the conference and also continue to work with it... I'm amazed but most significantly so. And although I arrived a bit late (and I'm not sure if I'm still in the top 100), I was able to get a lot of good ideas. The atmosphere was excellent and very useful for all of us. It was a great day for all of us.”

CellFiber
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **cellfiber.com**

“I was able to meet existing ideas extremely easily at the conference and also continue to work with it... I'm amazed but most significantly so. And although I arrived a bit late (and I'm not sure if I'm still in the top 100), I was able to get a lot of good ideas. The atmosphere was excellent and very useful for all of us. It was a great day for all of us.”

TimberWolf Cycles
 Founder: **Stefan & Julia**
 Location: **Stuttgart**
 Industry: **Food & Beverage**
 Founded: **2014**
 Number of employees: **10**
 Website: **timberwolfcycles.com**

...and this what we report about them.



Startup Spotlight: Forty1 Kitesurfing

April 21, 2020

Forty1 Kitesurfing, a UK-based startup, relies on Solid Edge to develop the Hydrofin™, a set of low-profile hydrofoils, which enables



Solid Edge helps Limbic Life develop a VR-enabled chair

April 16, 2020

Located in Zurich, Switzerland, Limbic Life develops and distributes the Limbic Chair for weightless sitting...



Startup Spotlight: The Fuel

March 2, 2020

The Fuel, a member of the Solid Edge for Startups program, is a UK-based industrial design consultancy specialized in the design of mass-produced consumer and professional products....



Startup Spotlight: Momentum Vans

November 11, 2019

Momentum Vans, an American family-owned van conversion company, uses Solid Edge to convert Mercedes cargo vans into custom adventure camping vehicles....



Startup Spotlight: Reaktor Space Lab

August 23, 2019

Reaktor Space Labs, a Finland-based space engineering company, uses Solid Edge to launch the next generation of advanced nano-satellites into orbit....



Startup Spotlight: The Hero Lab

May 30, 2019

Matt Barton has always been a mechanical mind—from taking apart an heirloom cuckoo clock at four years old, to heading



Solid Edge startup program heats up the possibilities for glass artisans

June 10, 2018

Philip Vinson from Mobile Glassblowing Studios has groundbreaking ideas for equipment that enable glass artisans to heat



Startup Spotlight: Kraftblock

February 11, 2019

If you are new to the Solid Edge startup program, you should definitely get to know it and recommend it to potential candidates. Since 2017, we have been helping companies in their early phase by pro.....

Glassblowing startup fuels innovation and expansion with Solid Edge

March 14, 2019

Mobile Glassblowing Studios, a small startup based in Americus, Georgia, is using our Solid Edge for Startups program to transform their business, as well as the glassblowing industry altogether.

Solid Edge for Startups

www.siemens.com/startups

#SolidEdge4Startups

Auditorium & Exhibition

Room “EXHIBITION”

Jon

Workshop 1

Creating stylized, interesting and distinctively unique designs without the need for expert knowledge

Workshop 2

Virtual prototyping with structural, thermal and flow simulation solutions

Workshop 3

3D scanning and 3D printing for Reverse Engineering and Rapid Prototyping (Shining 3D)

Room “AUDITORIUM”

Paul

Using next generation techniques to create optimal lightweight designs, and reverse engineer existing products

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