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Dear David

The power of computers continues to rise. Very soon CNC machines will be available with multiple cores and many gigabytes of memory. These machines are capable of running real time simulations, and we can use them to implement “Build Anywhere” applications, where the same solution is used for machines across our organizations, suppliers and customer bases.

Our problem is we do not have an efficient way to convey the necessary information from CAM to the CNC. We can see the data in multiple CAM systems, but the solutions that transfer the data to our controls are system specific.

Therefore, we have developed the ISO STEP-NC standard for inter-operable machining data. We have proven that it has the necessary capabilities in multiple demonstrations. We want you to support this standard by developing import and export interfaces for STEP-NC in future editions of NX CAM.

We strongly believe that this will be in our mutual interests. In the future we will need to implement solutions that are deployable across our enterprises and supply chains, and at the sites of our customers. We must have the ability to run our NX programs anywhere.

You are locked out of many customers because of the expense of building and maintaining machine specific post-processors. As one of the largest CAM vendors you will greatly benefit from the consolidation that will occur when STEP-NC is in place.

We recognize that there is a risk in being among the first movers. However, we need your help, and as leading customers, we hope you will recognize that we have already invested a lot of time and energy in this technology.

Best Regards

[NAME]

[Position]

[Company]