

AzureProject: Brad Stephens report

"The AzureProject users in the southern hemisphere have always enjoyed a close relationship with the SMAR Azure team but it was thought appropriate to add me as a local representative to ensure the best support and of course to try and grow the user base in Australia and New Zealand" says Brad Stephens. His **best highlight was the Seminar and Users Group Meeting** he conducted earlier this year, meeting an enthusiastic group of AzureProject users. Brad adds "The development of AzureProject is very much driven by the requirements of the users and the Users Group Meeting was particularly useful to this process. Having been involved in the review of recent Beta releases I am sure users will see many useful improvements"

"As user, I have appreciated the full range of **functions and tools** that are **available within AzureProject** and the **integration with RigEdge** and **SA Evolution**. Additionally, there is increased pressure with centralised manufacturing to ensure that designs reach the production floor complete and each release of **AzureProject** is enhancing that ability to use a single application to

generate and distribute all the design and manufacturing requirements. "Design at a distance" is my philosophy by which a sail designer should be able to design a sail anywhere in the world, issue the design to manufacturing and not get call back for additional details." Brad concludes with his opinion about the future of **fiber-membrane sails**. "Much of the early development in the design of fibre-membrane sails was informed by experience with panelled sails. That should not be undervalued because such sails had developed to a relatively high level but such a path has limitations. Today it is apparent that the use of **FEA/CFD** techniques with the **integrated** tools of **AzureProject and SA Evolution leads to progress in a timely and cost-effective manner** not possible previously. The combination of AzureProject and SA Evolution offers an engineered approach that **provides a confidence level not obtainable by empirical or experiential methods**."

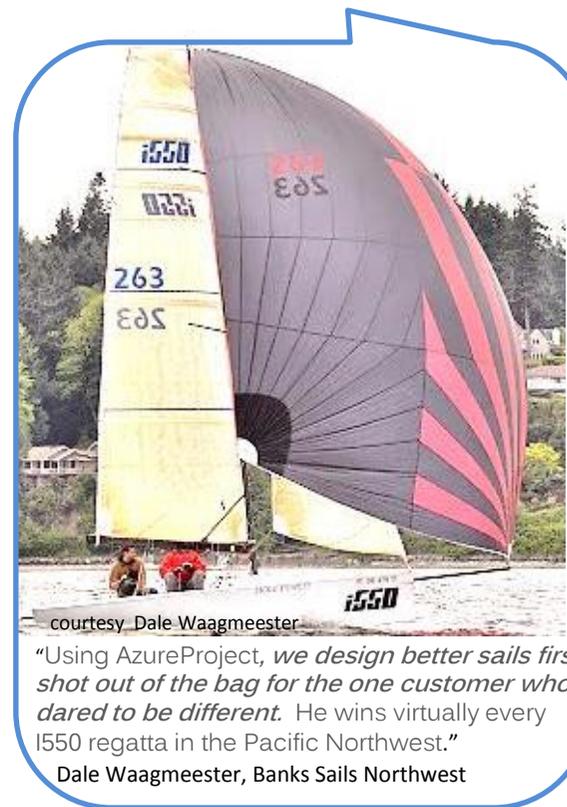


Brad Stephens, based in Sydney (AU) represents SMAR Azure in Australia & New Zealand



Donald MacVicar, leading the development of AzureProject for more than a decade, welcomes the comments of Brad "In AzureProject, ALL production details can be included with the design: No more questions about

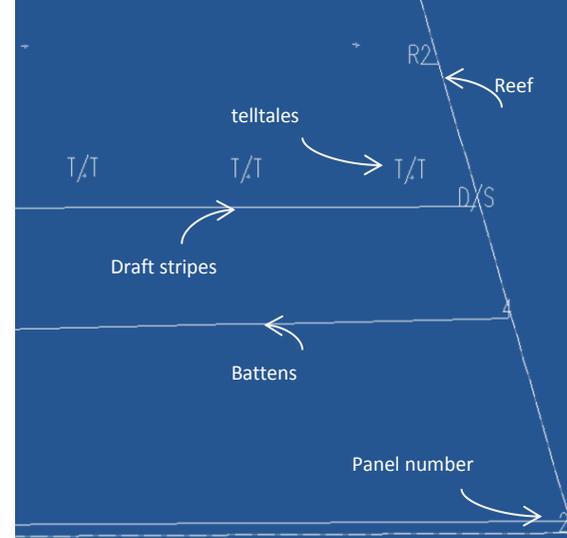
reefing points, slides, telltales, draft stripes, battens, logos etc. from the loft floor. Everything is marked onto the panels during plotting". And detail layouts can be saved as a template and used again and again, helping to ensure a consistent product!



"Using AzureProject, we design better sails first shot out of the bag for the one customer who dared to be different. He wins virtually every I550 regatta in the Pacific Northwest."

Dale Waagmeester, Banks Sails Northwest

Some **MANUFACTURING DETAILS**, as exported on a cross-cut panel via AzureProject to optimise sail production both in-house or out-sourced.



"SMAR Azure uses Global Innovation Ecosystem, just as Apple and other big ICT companies" says prof. Martin Fransman, whose main research interests are in the areas of innovation and competitiveness of enterprises. In his recent talks, one of which in Brussels to European Commission representatives, Prof. Fransman, said 'SMAR Azure - although being a micro tech-company based in Scotland - has developed constructive relationships with its customers world-wide, which have nurtured the company innovative developments and priorities. Welcoming the news, Sabrina Malpede, SMAR Azure CEO, says "it is a great opportunity to validate our progresses and methods with Prof. Fransman. His experience and views of our activities is of great encouragement for myself and our team."

5th AzureProject User Group meeting
Amsterdam RAI, 17th Nov 2015

AzureProject users will meet to discuss software's future developments and debate on issues and techniques to better use design and analysis tools.

AzureProject demo **Nesifab demo**

For more information please contact:
Sabrina Malpede
E | sabrina@smar-azure.com
Australia & New Zealand
Brad Stephens
E | smar-azure@bradleystephens.com.au

CORPORATE HOLIDAYS
SMAR Azure closes from
Mon 3rd Aug until Fri 7th Aug 2015.