



The SMAR Azure executive team: from left, Dr. Donald MacVicar (CTO), Dr. Sabrina Malpede (CEO) and Dr. Alessandro Rosiello (CFO)

### SMAR Azure Managing Director, Dr. Sabrina Malpede, looks ahead to some exciting development in 2014

Looking back, 2013 has been a year of some important positive developments.

In the arena of sail-design, the introduction of the new AzureProject v. 4 of has dramatically improved the design work-flow. The R&D team has improved also the speed and accuracy of the sail analysis tools, which is the unique technology that let the user to design and virtually simulate the sails behavior to achieve maximum performance. More than 150 users worldwide benefits of that solution.

R&D activity has spread to RigEdge, from the development of the gaff rig and multi-mast rig analysis options among others, the software is the unique and innovative rid design

and analysis tool that considers tuning, sailing and inertial loads. We anticipate important developments on RigEdge, as the new versions will be able to handle multiple load cases and review them in a user-friendly manner.

Our proprietary sail-rig-boat design technology is now used in conjunction with MIDAS NFX (FEM/FEA) and advanced CFD-Ranse. Our R&D team has a proven track record in the design, aerodynamics, structural and aero-elastic analysis of sailing yachts and their components.

*At SMAR Azure the strategy and philosophy remain on the development, improvement and commercialization of innovative products and engineering services for the global marine industry. WE address future needs via systematic R&D activities to deliver high values to our customers*

#### NEW VIDEO: AzureProject Advanced Analysis

On the SMAR Azure YOU TUBE channel, a new video showing features and results of the AzureProject Advanced Analysis tool, which provides more versatile constraints options and even more accurate results

#### NEW case study: ELEKTRA Sailplan Optimization

[www.smar-azure.com/brochures/ELEKTRA-SDO.pdf](http://www.smar-azure.com/brochures/ELEKTRA-SDO.pdf)

The key to success was the SMAR Azure's ability to run the aerodynamic, structural and aeroelastic analysis of the sail plan in the given sailing conditions and the greater collaboration between SMAR R&D team and customers

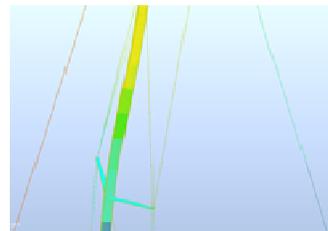
#### What do they say about our service?

"SA recently developed a sophisticated software solution for one of DIMENSION-POLYANT's applications. From the start of the project a detailed plan of features and functionality was laid out along with a budget. Throughout the software development excellent follow through to the plan and budget was executed by the project manager, the management and the entire team at SA. It is a pleasure to work with a supplier like SA!"

*Kenneth Madsen, Vice President Operations, DIMENSION-POLYANT Inc*

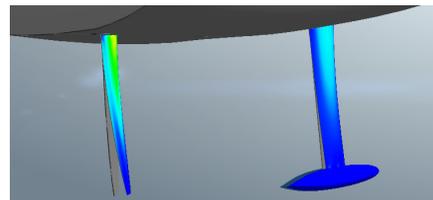
#### Why SMAR Azure consultancy services?

Marine structures operate by definition in multi-physical environments. SMAR Azure developed a fully integrated design and analytical solution to approach the design of sailing and motor vessels.



SMAR Azure offers expert professional services to help sail, rig/yacht designers move through the phases of concept development, final design, and engineering.

The picture above shows an example of rig analysis: by taking into account dock tuning conditions and sailing loads on rigs, SMAR Azure can measure: **Rig global strength, deformation, chain-plates loads, rig Natural Frequencies.**



Beside the deformed shape and stress plot on appendices due to hydro forces

#### 12-months license options

Beside the traditional PERPETUAL LLICENSE option, it is now possible to RENT AzureProject and/or RigEdge on ANNUAL basis (12 months).

The ANNUAL license fee includes the Maintenance & Support service too, which means bug fixing, updates of the software and dedicated technical support via Skype/email/phone & e-ticket system.



The ANNUAL License option offers important advantages: not only are the maintenance and Support services included, but moreover, if the annual rent is renewed for 2 consecutive years, the license will become perpetual!!

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