

## **POLI/USP, GM, EDS, SUN MICROSYSTEMS and UGS START NEW PARTNERSHIP FOR THE ENGINEERING ADVANCEMENT.**

***As the only institution in South America to take part in the Partners for the Advancement of Collaborative Engineering Education (PACE) Program, POLI/USP received 65 workstations and software to be used by engineering students to improve their CAD/CAM/CAE skills. Together with GM, the program is maintained by EDS, Sun Microsystems and UGS among others and has already invested more than US\$ 3.3 billion in 32 universities in six countries during the last six years.***

(São Paulo, August 17<sup>th</sup>, 2005) The Polytechnic School of the University of São Paulo (POLI/USP) is the latest institution – and the only one in South America – to be invited to join the Partners for the Advancement of Collaborative Engineering Education program (PACE) that is maintained by GM, EDS, Sun Microsystems and UGS. The objective is to develop the Brazilian automotive sector by empowering the students with up-to-date and market oriented skills in areas such as Computer Aided Design (CAD), Computer Aided Manufacturing (CAM) and Computer aided Engineering (CAE), digital systems to conceive, design and manufacture new products.

On this first semester POLI/USP received 65 workstations that were used at GM of Brazil. Other partner companies, EDS, Sun Microsystems and UGS took part by installing new software and upgrades to the computers. Hardware and software will be used by the students at the undergraduate level mostly in areas such as mechanical, automotive and civil engineering, as well as research projects. The opening of the PACE-POLI/USP laboratories will take place on August 17<sup>th</sup>.

The head of POLI/USP, Prof. Vahan Agopyan, remarks that the program brings the University closer to the most advanced technology available on the market.

“Students will have access to tools and engineering resources that are currently used by car manufacturers with little or no cost to the institution”, said Prof. Agopyan. He emphasises there is a reason to be proud since Brazil, through POLI/USP, was chosen by GM to be the first country in S. America to have a PACE partnership.

According to Mr. Ray G. Young, President of General Motors of Brazil the partnership between PACE and POLI/USP will enhance the diffusion of multidisciplinary knowledge in areas such as design, products development and manufacturing and will give students access to software also used by GM in conception, development and validation of new vehicles.

“PACE will also contribute to a solid integration between university and industry and to the education of talented professionals, raising even more the level of Brazilian engineering,” says Mr Young when explaining why the Polytechnic School was chosen. “POLI/USP was carefully selected to be part

of PACE, for its outstanding role as a teaching institution on the development of professionals and for its relationship with GM of Brazil on the development of its workforce on the Professional Masters degree program in automotive engineering.”

Created 112 years ago, POLI/USP is known as one of the most important technology and engineering centres in Latin America. It has more than 15 academic departments, with 476 educators (296 of them have at least a Ph.D.), 4,590 undergraduate students, 4,054 graduate students and 7,777 students on continuing education programs; 323 partnerships with companies and 30 international partnerships. In 2004 POLI/USP was the first foreign institution to be part of TIME – Top Industrial Managers Europe, a group that congregates the best European engineering schools.

General Motors of Brazil is the largest subsidiary of the GM Corporation in South America and second largest operation outside the USA. It is in Brazil for more than 80 years, employing almost 22,000 staff and has 535 sales offices. In 2004, 563 thousand vehicles were produced, making it the leader of the Brazilian market in all segments (Passenger cars, light trucks, trucks and buses). It exports to almost 40 countries and during last year a record of US\$ 1.3 billion (181,000 vehicles) in exports were obtained.

PACE ([www.pacepartners.org](http://www.pacepartners.org)) is an international project that has partnerships with the well-known universities in USA, Canada, Sweden, Germany, China, Mexico, South Korea, Australia and now POLI/USP in Brazil. Most of the participating institutions are located on US territory. Among them are MIT – Massachusetts Institute of Technology and University of Michigan. During the last six years the program has invested US\$ 3.3 billion to equip laboratories of the 32 universities in six countries.

## **PARTNERS IN BRAZIL**

The PACE Program has many partners. Among them GM, EDS, SUN Microsystems and UGS are collaborating directly on the laboratories implementation at the Polytechnic School of USP.

### **EDS**

GM partner in Brazil for more than 20 years, EDS has specialised in providing information technology services. It participates on PACE by granting its services of assembly of PLM/CAD/CAM/CAE to the PACE laboratories at POLI/USP. The company that has created a worldwide outsourcing market will work closely with the university to operate the labs. According to the EDS Systems Development Director, Mr. Caio Rainério Silva, “the participation on this project is very important to EDS since it is a way to value and transfer knowledge to the education of capable people on our market”. The first task will be the installation of 65 Sun Microsystems workstations and UGS software and the implementation an administrative system that will allow the students to access and control data in a CAD/CAE/CAM environment.

EDS ([www.eds.com](http://www.eds.com)) is a global leader in technological services. It created the information technology outsourcing industry more than 40 years

ago and now offers a huge portfolio of IT and BPO (Business Process Outsourcing) services to clients in areas such as Manufacturing, Finances, Health Care, Communications, Energy, Transportation, Retail and Government. With revenues of US\$ 20.7 Billion, EDS occupies the 95<sup>th</sup> position on the Fortune 500 ranking.

## **SUN MICROSYSTEMS**

SUN Microsystems is taking part on this initiative by refurbishing 65 workstations with a guarantee of maintenance for 12 months. "Sun is committed to the future of technology in many ways, and one crucial element to ensure that students are provided with the resources and educational programs needed to be successful in the future," said Cleber Morais, Brazil Country Manager for Sun. "The PACE partnership offers more students access to the tools and technologies needed to develop their engineering talents, and Sun is proud to continue supporting the program as it expands to include new members and reach new areas of expertise. We welcome POLI/USP to the PACE community, and look forward to providing further opportunities for the engineers of tomorrow."

A singular vision -- "The Network Is The Computer" -- guides Sun in the development of technologies that power the world's most important markets. Sun's philosophy of sharing innovation and building communities is at the forefront of the next wave of computing: the Participation Age. Sun can be found in more than 100 countries and on the Web at <http://sun.com>

## **UGS**

UGS ([www.ugs.com/brasil](http://www.ugs.com/brasil)) is a leading global provider of product lifecycle management (PLM) software and services. It is contributing by donating 250 licenses of the NX<sup>TM</sup> software family to the new laboratories at POLI/USP. Students will have access to CAD, CAM and CAE technologies integrated in the UGS software products. The NX<sup>TM</sup> solutions encompass the processes involved in product development, engineering and manufacturing. They eliminate the need for different systems used at each of the processes steps, using the same product data and automatically forwarding the changes on the related applications to the professional team members.

The president of UGS Latin America, Mr. Roberto Trinconi, emphasises that "it is part of the company's policy to establish partnerships with teaching institutions in order to bring technological knowledge and train specialists on the distinct academics levels". UGS' vision is to enable a world where organizations and their partners collaborate through global innovation networks to deliver world-class products and services while leveraging UGS' open enterprise solutions, fulfilling the mission of enabling them to transform their process of innovation. It has nearly 4 million software licenses (CAD/CAM/CAE and PDM) in use and 46,000 clients around the world. UGS technologies enable its clients to develop products with high quality and to manage the transformation from initial concept to final product. In Brazil the company has its main activities at the São Paulo office that is the headquarters for operations in Latin America.

## **BIOGRAPHIES**

### **Prof. Vahan Agopyan – POLI/USP**

Head of the Polytechnic School of the University of São Paulo for the 2002-2006 term, Prof. Dr. Vahan Agopyan is a teacher at the Civil Engineering Department since 1975. Nowadays he also serves as a member of the Superior Board of the State of São Paulo Foundation for Research Support (FAPESP) being the USP representative, as president of the Electro-technique and Energy Institute council (IEE), president of the superior council of the Nuclear Energy Research Institute (IPEM), member of the consulting and deliberative Council of the Engineering Institute, member of the Directive council of the Mauá Institute of Technology as representative of the State Government and FAPESP, member of the Editorial board of the journals “Cement and Concrete Composites” (Elsevier), “Ambiente Construído” (Antac) and “Téchne” (Pini).

Graduate as Civil Engineer at the Polytechnic School of the University of São Paulo in 1974, Prof. Vahan Agopyan also has the following titles: Master in Urban and Civil Construction Engineering, PhD Civil Engineering – King’s College London, Professor of Materials and Civil Construction Components and Full-professor in Materials and Civil Construction Components.

### **Mr. RAY YOUNG –General Motors of Brazil**

Mr Ray Young is President of General Motors of Brazil and its operations in MERCOSUR (Argentina, Brazil, Paraguay, and Uruguay) since January 1<sup>st</sup>, 2004. Started his career with GM of Canada in 1986, occupying many posts on the finances area. He also served the company in the USA, Europe and Japan. Before his arrival in Brazil, he was vice-president and financial director of GM in North America, being a member of the GM Strategy Council.

Descendent of Chinese Immigrants Mr. Ray Young was born in Southampton, Canada, in 1961. He graduated in Business Administration at Western Ontario University. In 1986 he completed the Master in Business Administration Program at the University of Chicago, becoming an expert in international businesses.

### **Mr. Cleber Morais – Sun Microsystems Inc.**

Cleber Morais was chosen as Country Manager of Sun Microsystems Inc. in February of 2003. From October of 2000 to July of 2002 he had lived in USA and had worked as Channel Director of Latin America. He was responsible for the design and implementation of Sun’s strategies for The Partners, supporting their Business and Sales in Latin America and also for Training and Development programs for Channels and Alliance Partners. He was a senior level the Latin America organization as a member of the regional staff, responsible for implementing Sun’s strategies in the region. In this

position, he was responsible for managing the Channel Strategy as currently defined and according Sun's partner strategy adjusting on as needed basis to maintain state of art practices;

Before the current position, he was the Sales Director and after the Channel and Partners Director in Sun do Brasil, for five years. Prior to joining Sun, Mr.Morais served for IBM Brazil, for eight years, as Sales Executive.

A native of Brazil, Mr. Moraes holds a degree in electronic engineering from School Engineering Mauá in São Paulo, Brazil, and obtained post-graduate degree in Business Administrations from Fundação Getulio Vargas in São Paulo, Brazil.

#### **Mr. Caio Rainério Silva – EDS**

Director of Systems Development at EDS Brasil since 2004, Mr. Caio Silva is responsible for the local and offshore clients of the systems area that includes applications management, business intelligence, and software factory among others. Graduate in Business Administration with an extension in Information science he started his career in Brasilia in 1977 working at the Interior Minister with information science. He was consultant of the World Bank and also worked at many companies of Information Technology such as CPM, Stefanini and T-Systems.

#### **Mr. Roberto Triconi – UGS**

President of UGS Latin America since 1997, his career includes many technical positions since 1976 when he started at GM do Brasil as Head of the Data Processing Centre in 1984. Trinconi also worked at companies such as EDS as Director of business units and at Directel Telecommunications as president.

Mr. Roberto Trinconi has a degree in Mathematics from the Fundação Santo André and has attended many courses related to business administration and strategy. It has international experience of more than 25 years of work on Information Technology, Telecommunications, Software, Infrastructure, Marketing and Business strategies sector.

OPENING OF THE POLI/USP - PACE LABORATORIES  
August 17<sup>th</sup>, 2005

Programme:

9h – Breakfast

10h – Announcement ceremony with the participation of:

Mr. Ray Young, President of GM of Brazil

Prof. Vahan Agopyan – Head of the POLI/USP

Mr. Chu Tung, President of EDS of Brazil

Mr. Cleber Morais, Country Manager of Sun Microsystems

Mr. Roberto Trinconi, President of UGS Latin America

Prof. Ronaldo de Breyne Salvagni – Head of the Department of  
Mechanical Engineering of POLI/USP

11h15 – Press Meeting

11h15 – Laboratories opening