

CASE STUDY

Clean data, no surprises

How Astranis made its SolidWorks-to-Arena handoff something engineering can trust

PARTNERED WITH



Speakers

Zach Zupancic

Astranis

Team Lead, Mechanical CAD.
First senior designer at
Astranis; built the
mechanical CAD team.

Dylan Olson

CADTALK

Implementation and
product. Owns the
integration build and the
before-and-after.

Arthur Chow

Arena by PTC

Account Manager. Ensures
Astranis achieves their
strategic goals with Arena.

Moderator: **John Thomas, CADTALK**

Connected CAD Data Builds Trust in Arena

Astranis runs Arena as the product record for the whole company.

Satellites, on a startup clock

Telecom satellites for commercial and government customers, built fast.

Arena holds the record

BOMs, changes, quality, and suppliers all live in one system of record.

The handoff was the weak link

A part ships only once it's in Arena. Getting CAD data there cleanly was the hard part.

Why a company like Astranis runs Arena

- Centralized source of truth for BOMs, changes, and documentation
- Streamlined supply chain collaboration
- PLM for Government platform provides secure, access-controlled environment for export-controlled work
- Flexibility and compatibility in connecting with other business systems to improve their digital thread

Arena is the hub. It helps customers best when clean design data flows in automatically.

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I need to know what's happening to my stuff.

Zach Zupancic, Astranis

BEFORE

A progress bar, and no idea what it touched

The previous integration changed files inside the vault. Which files, and whether they were still right, nobody could tell. For an export-controlled team, that uncertainty is a real risk.

The cost of the old way

~8 hrs

TEAM / WEEK

Lining up CAD against
Arena, for months

~10 hrs

HIS OWN WEEK

Reining in the back-end
mess

Months

TO STABILIZE

Plus uncounted admin time

Figures are Astranis's own estimates.

BEFORE

Then an upgrade broke the old integration

A version upgrade from the previous integration solution was supposed to be routine. It left the team with no working integration, and the fix came back as a five-figure ask. Support had no answer.

How Astranis chose

Cast a wide net

A soft list from the PLM admin, his own searching, and a few cold calls from other vendors.

CADTALK won early

Several options on the table, and CADTALK was the clear winner before the evaluation even finished.

What decided it

Visibility into every change, properties in plain language, and a pass-through that never touched his files.

Before and after

BEFORE

- Silent file changes nobody could trace
- Property data buried in unreadable code
- Hours each week reconciling by hand
- An upgrade that broke the whole pipeline

Engineering spent its time defending its own data.

AFTER

- + A clear view of what's changing, what isn't, what's new
- + Edits made once, then pushed to Arena
- + Arena as the source of truth from there
- + A pass-through that never edits vault files

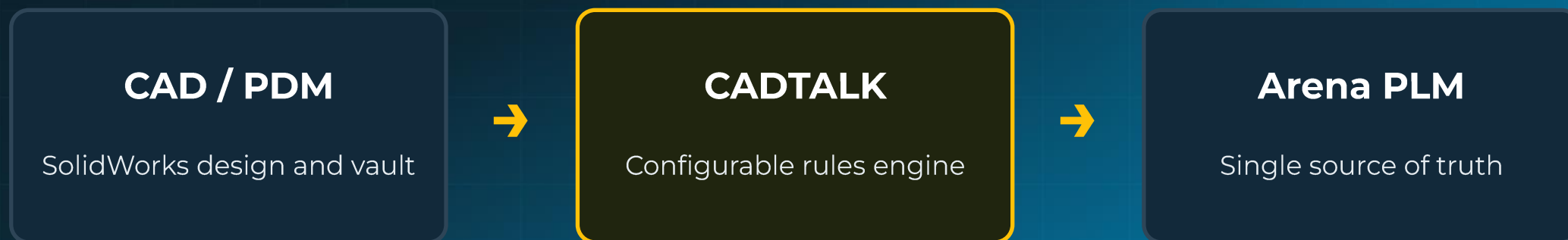
Engineering gets back to engineering.

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**That instantaneous window was
everything to me.**

Zach Zupancic, Astranis

Intelligent integration between engineering and Arena



- Accurate
- Versioned
- Upgrade-safe

CADTALK reads the design and writes clean data into Arena. Nothing leaves Astranis.

AFTER

8 → 0

HOURS A WEEK RECONCILING

Team time lining up CAD against Arena, now effectively gone. About 3 hours back per power user each week, across 40 to 50 active users. Astranis estimates.

What changed, day to day

- Make the edits once, push to Arena, the data card clears
- Arena becomes the source of truth, and stays it
- Planning BOMs built straight from CAD
- A snag takes minutes to track down, with a clear cause

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The 'things are wrong' level of stress is gone.

Zach Zupancic, Astranis

Arena is powerful. CADTALK keeps it fed with clean data.

One trustworthy record

BOMs, changes, and quality in Arena, matching what's designed.

Higher fidelity, earlier

Planning BOMs from CAD mean fewer surprises downstream.

Steadier days

Less firefighting, quick fixes, and a team that trusts the data.

What's next

Supplier data up to Arena, and release status back to CAD as a read-only signal.

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Whenever I have an opportunity, it's always CADTALK. It's going to be easier in every way.

Zach Zupancic, Astranis

Get your CAD and Arena talking

- See what's possible: [cadtalk.com/demo](https://www.cadtalk.com/demo)
- Talk to the team: sales@cadtalk.com
- Learn more about Arena and CADTALK:
[arenasolutions.com/solutions/marketplace/cadtalk-mcad](https://www.arenasolutions.com/solutions/marketplace/cadtalk-mcad)
- See Arena in action: <https://www.arenasolutions.com/get-demo/>